

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – SEPTEMBER 24, 2018**

A meeting of the Board of Directors of the Metropolitan Entertainment & Convention Authority (“MECA”), a Nebraska nonprofit corporation, was called to order by Chairwoman Diane Duren at 1:30 p.m. on September 24, 2018, in the MECA Board Room at CHI Health Center Omaha, 455 N. 10th Street, Omaha, Nebraska.

Roll Call:

Present: Chairwoman Diane Duren, Ms. Susie Buffett, Mr. Tom Kelley, Ms. Dana Washington, and Mr. Jay Noddle.

Proof of Publication:

Notice of the meeting was published in *The Daily Record* on September 17, 2018, and in the *Omaha World-Herald* on September 17, 2018.

A copy of the Open Meetings Law was posted on the table near the side entrance to the MECA Board Room.

Approval of Minutes:

Mr. Noddle moved for approval of the minutes of the August 21, 2018, MECA Board Meeting, seconded by Ms. Buffett.

Motion carried: 5-0.

President/CEO Report:

Mr. Roger Dixon stated that his focus this month has primarily been on the Riverfront Revitalization and his involvement with the planning committee.

Mr. Dixon introduced Mr. Sims Hinds, the Senior Vice President of Development with Oak View Group Facilities. On the agenda today for approval by the MECA Board of Directors is the long-term partnership Agreement with Oak View Group. This Agreement would work to increase bookings, enhance marketing and create new sponsorship/premium sales opportunities for the CHI Health Center Omaha (CHIHCO).

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge stated that there are currently 118 events on the books, utilizing 216 event days, for the fiscal year 2018-2019. Since the August 21, 2018 Board meeting, 17 events with over 34 event days and over 7,400 hotel room nights have been added. In addition, 17 license agreements have been signed.

Ms. Niebrugge and six other key personnel from CHIHCO just returned from St. Louis, MO where they received extensive training on the new version 20.8 Event Business Management Software (EBMS). Ungerboeck Software, the global leader in flexible, comprehensive event and

venue management software, provided the training. More than 550 enhancements across the board offer significant increases in overall efficiency, security and software accessibility. Ms. Niebrugge noted that although the training was tedious, there were also clients that attended the training, and it worked into a favorable networking opportunity as well.

Corporate Sales & Marketing Update

Mr. Tom O’Gorman stated that since the last Board meeting on August 21, 2018, the Club seat renewals at CHIHCO have been concluded at nearly 100%. There were four seats that were held back for an upcoming Request for Proposal (RFP) for an advertising proposal. All of the suites renewed, and 90% of them renewed for longer terms than what were previously held. Mr. O’Gorman added that they continue to seek out more sponsorships as there is more inventory to sell.

A few announcements for concert lineups were made since the last Board meeting and there will be more to look forward to in upcoming weeks.

Operations and Technology Update

Mr. Kevin Raymond stated that MECA’s current focus is working diligently on rebranding the facility from CenturyLink Center Omaha (CLCO) to CHIHCO. Mr. Raymond took the opportunity to recognize MECA’s Purchasing Manager, Ms. Patti Gregoire, who has done an outstanding job with this endeavor. Over 12 bids were processed in the last four weeks, and while most had to do with the name change, others were scheduled projects. Ms. Gregoire authors the RFPs, conducts pre-bids and post-bids, negotiates on pricing, and prepares the final purchase agreement. Mr. Raymond very much appreciates her hard work and dedication.

Mr. Raymond provided updates on the current projects at MECA. The concrete work on the Aksarben Terrace has been completed. Crews are in the final phases of resurfacing the roof, and on track for completion in October. The installation of the new security system, which was previously approved by the Board, is in process. Work to replace and install all new cameras within the facilities has begun. The access control system has been upgraded, which will provide security capabilities that were not previously possible. The work is on target to be completed in October. Construction at the 10th street traffic light intersection project is in progress. It is scheduled to be complete the first week of November, weather permitting. Finally, across the street, the field replacement was officially completed on schedule at TD Ameritrade Park Omaha (TDAPO). Mr. Dan Blank, the Stadium Turf Manager, was extremely pleased with the installation. The timing of the project could not have been any better, as the warm weather and rain led to it seeding very well.

Levy Food & Beverage Update

Ms. Chris VanDorn reported that since the last Board meeting the Levy team has also been engaged on the rebranding effort, while developing the new menu items for the upcoming season.

Over the course of the next couple of weeks Levy will be transitioning items over to the new CHIHCO logo. Work on the majority of the uniforms is being collaborated with MECA. However, there are several items like dinner/ beverage napkins, responsible alcohol signage, and

all the signage in the concessions stands that require rebranding. Replacement of these items is in process, and some items have already been received so Levy is right on schedule.

Ms. VanDorn stated that on September 18, Levy presented several of the new menu items to MECA's VPs and Directors, followed by the entire building of team members working that day. There were a total of 22 items that were presented for taste-testing and some team members actually tried them all. Levy provides everyone with a comment card and asks for feedback on the items they've sampled. The culinary team uses the feedback to make changes (if needed) to menu items before they are rolled out to guests. The scores received this year were the highest in all the years since Levy has been asking for feedback. There were a couple specific items that received comments, and the culinary team has already made the suggested changes.

A few of the new food items include: Chorizo nachos, Nashville hot chicken sandwich, steakhouse burger, Italian sausage sub with peppers and onions, Tex-Mex hot dog, and toasted ravioli for concessions. There are the new street tacos and a trio of balanced grains for the healthier option in the suites. Also new to the suites are the boards that include a chargrill lemon chicken, mozzarella and heirloom tomatoes, and fire roasted local sausages. There are lots of new great menu items for guests to enjoy. The in-seat service areas are offering a new BBQ brisket po'boy sandwich, grilled chicken pesto pizza and some Bluejays dunkers with cinnamon icing. Ms. VanDorn was happy to announce that all of the new menu items were extremely well received. These new items will roll out with the menus on October 27, which is the first Creighton Men's Basketball game.

Public Relations Update

Ms. Kristyna Engdahl reported that within moments of the cranes arriving on site Tuesday, September 4, there were cameras lined up and down 10th street to watch signage on the west side of the building come down. Reporters proceeded to follow the crews all around the building as they continued to remove the CLCO signage. Doing a high-risk job with cameras focused on you certainly adds an amount of pressure, but Ms. Engdahl was happy to announce that everything went seamlessly and was done in a timely manner as well. Some of the TV stations requested to speak with Omaha Neon Sign Company, curious about the removal process, and a couple of reporters even came inside the facility to assess what additional work needs to be completed. There has certainly been a lot of interest on what it takes to transform this building, and Ms. Engdahl anticipates there will be a lot of follow-up excitement when the new, permanent CHI Health Center signage is installed.

MECA has also had some follow-up coverage of the stoplight installation that the Board previously approved. Currently, the coverage has focused on 10th street lane closures, but once concrete is broken there will be opportunity to remind the public and our guests of the new stoplight's benefits (such as quicker exit from the MECA garage and better traffic flow).

Eric Church's "Double Down" tour announcement received tons of traction both in traditional and social media – with a lot of people noting, he just seems to love this City. People appear to be very excited to have him return and having multiple opportunities to see him perform.

Last week MECA was saddened to announce the postponement of Alan Jackson's show due to the tragic loss impacting Alan Jackson and his family. MECA was thorough in messaging on

social media, and was fortunate to have assistance from local media, TV, print and radio – some, who even sent out push-alerts to their mobile users. This allowed the news to reach people directly, even if they weren't looking at social media. A-frames were also displayed on the front-apron, hoping to catch anyone who might have missed the initial message. Fortunately MECA's Friday night box-office staff noted that most guests had received the new information before Friday night.

Chairwoman Duren inquired if guests could use their existing tickets to attend the event when a new date is announced. Ms. Engdahl confirmed that guests could use their existing tickets.

Committee Updates:

Internal Governance Committee

Ms. Dana Washington reported that the Internal Governance Committee has not met since the last Board meeting on August 21, 2018. The August financials were distributed to the Board for review, and the Committee will meet again on October.

Real Estate Committee

Mr. Noddle stated that since the last Board meeting on August 21, 2018, most of the real estate discussions and activities have been focused on the Riverfront Revitalization Plan. There is no news to report on Lot B, and no interest generated yet as far as Mr. Noddle is aware.

Contract Approvals:

Chairwoman Duren indicated there are eleven contracts requiring approval.

MECA

Oak View Group

RESOLVED, that the Agreement between MECA and Oak View Group for Arena agency and sales services for CHI Health Center Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Agreement following its finalization in a form reasonably approved by counsel.

Chairwoman Duren invited public and Board comment and asked for a motion.

Mr. Kelley noted that he had previous discussions with management, and that all his questions had been satisfactorily answered.

Moved by Ms. Buffett seconded by Mr. Noddle.

Motion carried: 5-0

CHIHCO

Omaha Truck Center, Inc.

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Omaha Truck Center, Inc. for advertising at CHI Health Center Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Advertising/Sponsorship Agreement following its finalization in a form reasonably approved by counsel.

Chairwoman Duren invited public and Board comment and asked for a motion.

Moved by Mr. Kelley seconded by Ms. Buffett.

Motion carried: 5-0

Omaha National Underwriters

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Omaha National Underwriters for advertising at CHI Health Center Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Advertising/Sponsorship Agreement following its finalization in a form reasonably approved by counsel.

Chairwoman Duren invited public and Board comment and asked for a motion.

Moved by Mr. Noddle seconded by Ms. Washington.

Motion carried: 5-0

Ledford Sports Floors

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Omaha National Underwriters for advertising at CHI Health Center Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Advertising/Sponsorship Agreement following its finalization in a form reasonably approved by counsel.

Chairwoman Duren invited public and Board comment and asked for a motion.

Moved by Mr. Kelley seconded by Ms. Washington.

Motion carried: 5-0

American Lift & Sign Service

RESOLVED, that the Agreement between MECA and American Lift & Sign Service to remove and replace existing signage on the 10th Street Marquee and four panels above the Arena Center-hung at CHI Health Center Omaha, as more fully described on the attached summary, is hereby

approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Agreement following its finalization in a form reasonably approved by counsel.

Chairwoman Duren invited public and Board comment and asked for a motion.

Moved by Ms. Washington seconded by Mr. Noddle.

Motion carried: 5-0

Omaha Neon Sign Company

RESOLVED, that the Agreement between MECA and Omaha Neon Sign Company to manufacture and install three exterior illuminated signs at CHI Health Center Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Agreement following its finalization in a form reasonably approved by counsel.

Chairwoman Duren invited public and Board comment and asked for a motion.

Chairwoman Duren inquired about the completion date of this project. Mr. Raymond stated that weather permitting it will be completed in November

Moved by Ms. Buffett seconded by Mr. Noddle.

Motion carried: 5-0

Daktronics, Inc.

RESOLVED, that the Agreement between MECA and Daktronics, Inc. for the removal, supply, installation and configuration of the Basketball Shot Clock System at CHI Health Center Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Agreement following its finalization in a form reasonably approved by counsel.

Chairwoman Duren invited public and Board comment and asked for a motion.

Moved by Ms. Washington seconded by Ms. Buffett.

Motion carried: 5-0

Cintas

RESOLVED, that the Agreement between MECA and Cintas for the purchase of MECA and Levy staff uniforms to rebrand from the former logo to CHI Health Center Omaha logos at CHI Health Center Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Agreement following its finalization in a form reasonably approved by counsel.

Chairwoman Duren invited public and Board comment and asked for a motion.

Moved by Mr. Kelley seconded by Mr. Noddle.

Motion carried: 5-0

Chef Works

RESOLVED, that the Agreement between MECA and Chef Works for the purchase of MECA and Levy staff uniforms to rebrand from the former logo to CHI Health Center Omaha logos at CHI Health Center Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Agreement following its finalization in a form reasonably approved by counsel.

Chairwoman Duren invited public and Board comment and asked for a motion.

Moved by Ms. Washington seconded by Mr. Noddle.

Motion carried: 5-0

Regal

RESOLVED, that the Agreement between MECA and Regal for the purchase of MECA and Levy staff uniforms to rebrand from the former logo to CHI Health Center Omaha logos at CHI Health Center Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Agreement following its finalization in a form reasonably approved by counsel.

Chairwoman Duren invited public and Board comment and asked for a motion.

Moved by Ms. Buffett seconded by Mr. Noddle.

Motion carried: 5-0

TDAPO

Keystone Glass

RESOLVED, that the Agreement between MECA and Keystone Glass to replace six weather damaged Box Office windows and replace the intercom speaker system in the Box Office at TD Ameritrade Park Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Agreement following its finalization in a form reasonably approved by counsel.

Chairwoman Duren invited public and Board comment and asked for a motion.

Moved by Mr. Kelley seconded by Mr. Noddle.

Motion carried: 5-0

Next Board Meeting

The next MECA Board of Directors Meeting is scheduled for Wednesday, November 14, 2018, at 8:30 a.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 1:53 p.m. and invited a Motion to enter into closed Executive Session for purposes of discussing personnel, real estate and potential claims matters.

A Motion to go into Executive Session for these specified purposes was made by Mr. Kelley seconded by Mr. Noddle.

Motion carried: 5-0.

Adjournment

At 2:22 p.m. a motion was made to adjourn, made by Mr. Noddle, seconded by Ms. Buffett.

Motion carried: 5-0

Adjournment 2:22 p.m.