

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – SEPTEMBER 11, 2023**

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 1:12 p.m. on Monday, September 11, 2023.

Roll Call:

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

Proof of Publication:

Notice of the meeting was published in *The Daily Record* on September 4, 2023, and in the *Omaha World-Herald* on September 4, 2023.

Approval of Minutes:

Mr. Kelley moved for approval of the minutes of the August 16, 2023, MECA Board Meeting, seconded by Ms. Buffett.

Motion carried: 4-0.

President/CEO Report:

Mr. Roger Dixon thanked everyone who participated in Saturday’s celebration, stating that after months of preparation and tireless team efforts, MECA had the great privilege of celebrating the 20th anniversary of CHI Health Center Omaha. The party, the program, the setup and entertainment were all fitting for such an occasion, and far surpassed the expectations of all in attendance.

The most recent rendering of the courtside lounge was distributed to the Board for review. There are contracts for Board approval today to move forward with DLR Group, Inc. for architectural and engineering services, and Kiewit Building Group, Inc. to provide all labor, equipment, and materials for construction.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge reported that there are currently 117 events on the books, utilizing 269 event days for the current fiscal year. Since the August 16 Board meeting, 11 events with 20 event days and over 6,000 hotel room nights have been added. In addition, 7 license contracts have been signed.

Operations & IT Update

Mr. Kevin Raymond stated that operations is working hard to finish projects within a small window due to the number of events scheduled. The carpet installation is nearly completed. Last week, a

new TV system upgrade began at CHI Health Center Omaha (CHIHCO) with plans to move to Charles Schwab Field Omaha (CSFO) once completed. Work on the sprinkler systems continues as there were more significant repairs than anticipated. The arena LED sports lighting is installed, and the configuration should be completed by next week. Mr. Raymond invited the Board to visit the arena after next month's Board meeting to see a presentation on how this new lighting will enhance events.

OPPD is finishing up their work on the Bob Kerrey Pedestrian Bridge expansion, commonly referred to as the "Baby Bob". The project is on track to start construction on October 1 and is estimated to be completed by October next year.

Planning has begun for 2024 March Madness as the National Collegiate Athletic Association (NCAA) reviewed camera locations during their on-site visit last week. CHIHCO will be hosting the first and second rounds on March 21 – 23.

Mr. Noddle inquired if there were any unforeseen consequences on the field or in the stadium for the Motley Crue/Def Leppard and Pink concerts. Mr. Raymond responded that adjustments were made after the first concert. The biggest challenge was the extreme heat. Moving forward, additional 'water monsters' will be provided for fans in more locations, and new mechanisms to increase the air movement on the field are being researched. Turf replacement will commence at the end of this week. Mr. Dixon added there are talks with Live Nation about hosting 3 – 4 concerts next year at the stadium, with plans to replace the turf on the entire field which will save on time/labor and be aesthetically more pleasing.

Levy Food & Beverage Update

Ms. Chris VanDorn reported fiscal year 2024 is starting out great as sales at CHIHCO are ahead of budget by 45% and ahead 65% at CSFO. Fiscal year-to-date, Levy is already ahead of last year's record-breaking sales by 60% which is nearly entirely due to the two concerts at the stadium in August. The stadium saw a net profit of 70.7% for the month of August, and an 85.3% flowthrough. CHIHCO also saw a profitable month in August with a net profit of 48% and a flowthrough of 81.5%.

Jelly Roll has now become the 6th highest concert sales in building history, joining the ranks of top all-time revenue generating shows such as Luke Combs, Eric Church and Morgan Wallen.

Levy continues the partnership with Saving Grace Food Rescue, working to coordinate the delivery of all extra prepared food to organizations within the community. Saving Grace is celebrating their 10-year anniversary at the end of the month and Levy's Senior Executive Chef, Tyler Humprey, is joining them as a panelist. Chef Tyler will help lead discussions about the impact of wasted food on society and solutions that everyone can be a part of. This is a great opportunity for Levy to find ways to give back and they look forward to another 10 years of partnership.

Public Relations Update

Ms. Kristyna Engdahl reported that the success of two outdoor concerts, each with weather impacts, at Charles Schwab Field Omaha cannot be understated. Significant media coverage was enjoyed by each one, partly with local affiliates discussing both the potential for storms and the extreme heat. But each show saw significant attendance and positive feedback, with Pink setting the record for highest attended concert event and largest single day gross sales at Charles Schwab Field Omaha.

Much of the last month was spent finalizing marketing materials to promote the 20-year anniversary of CHI Health Center Omaha celebrating this milestone two decades in the making. Celebratory billboards, radio and prints ads all helped to commemorate the occasion, thanking the community for helping to make it possible.

Mentions of CHI Health Center Omaha's newest pro-team, the Supernovas Volleyball Team, also saw an uptick last month in conjunction with Volleyball Day in Nebraska. The team continues to shoot promotional materials throughout the facility, hoping to generate buzz ahead of their eventual debut.

The second quarter media monitoring for CHI Health Center Omaha was also significant, reaching 13.5 billion people (April through June) for a total publicity value of \$125 million. There was pickup on MSN.com, Yahoo! News, CNBC, in the Associated Press among others, including stories about concert announcements and the streetcar. Then in August, stories about CHI Health Center Omaha reached 864 million people for a publicity value of \$8 million. One story of note came in conjunction with the Jelly Roll concert, in when he shared his story with local work release inmates, which was picked up by several national publications.

Committee Updates:

Internal Governance Committee

Mr. Tom Kelley reported that the Internal Governance Committee met on Friday, September 8, 2023. In attendance were Ms. Diane Duren, Mr. Tom Kelley, Mr. Roger Dixon, Ms. Diane Mills, Mr. Bob Freeman, and Mr. Stephen Curtiss, City of Omaha Finance Director.

The Committee is still finalizing the year end financials, but all indications are that it will be a great year for MECA.

The Committee reviewed the MCWS Waterfall, which was a tremendously successful year financially for the MCWS.

Real Estate Committee

Mr. Jay Noddle stated that the truck route, Baby Bob bridge, and streetcar projects are all progressing.

There is an effort underway by Gallup to identify an owner of their campus to do what is referred to in the industry as a sale-leaseback.

Contract Approvals:

Chairwoman Duren indicated there are five contracts requiring Board approval.

DLR Group, Inc.

RESOLVED, that the Agreement between MECA and DLR Group, Inc. to provide architectural and engineering services to expand the meeting room space of the CHI Health Center Omaha convention center, 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. Noddle seconded by Mr. Kelley.

Motion carried: 4-0

Kiewit Building Group, Inc.

RESOLVED, that the Agreement between MECA and Kiewit Building Group, Inc. to provide all labor, equipment, and materials for the event lounge project 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. Kelley.

Motion carried: 4-0

Union Medical Services

RESOLVED, that the Agreement between MECA and Union Medical Services to provide medical services for events at CHI Health Center Omaha and Charles Schwab Field 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. Noddle seconded by Ms. Buffett.

Motion carried: 4-0

MityLite, Inc.

RESOLVED, that the Agreement between MECA and MityLite, Inc. for the purchase of tables and carts for use 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.

Mr. Noddle inquired about what is done with the old tables. Mr. Raymond responded that all tables that are mechanically sound will be offered back to the City of Omaha. They will be offered to nonprofit organizations if the City is not interested in them.

Moved by Mr. Kelley seconded by Ms. Buffett.

Motion carried: 4-0

Apollo Virtual Health

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Apollo Virtual Health 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 to execute this 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. Kelley.

Motion carried: 4-0

Recently Approved Contracts

MECA management has awarded the following contracts:

- SEi for interior surveillance camera additions.
- Tennant for a 6100 ride-on floor sweeper.
- Miller Electric for the 15kV Switchgear cabinet maintenance.
- MMC Contractors for a replacement to the evaporator and condensing unit.

Next Board Meeting

The next Board of Directors Meeting is scheduled for Monday, October 16, 2023, at 9:15 a.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 1:39 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. Noddle, seconded by Ms. Buffett.

Motion carried: 4-0.

Adjournment

At 1:55 p.m. a motion was made to come out of Executive Session, and to adjourn, made by Mr. Kelley, seconded by Ms. Buffett.

Motion carried: 4-0

Adjournment 1:55 p.m.