

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – OCTOBER 19, 2021**

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 9:16 a.m. on October 19, 2021.

Roll Call:

Present or participating via teleconference were: Chairwoman Diane Duren, Ms. Susie Buffett, Mr. Ben Gray, Mr. Tom Kelley, and Mr. Jay Noddle.

As a reminder, during the continuing pandemic, both the City and State had waived applicability of the ‘public meeting’ requirements that would otherwise apply, and therefore all Board members who were attending the meeting by telephone were eligible to participate.

Proof of Publication:

Notice of the meeting was published in *The Daily Record* on October 12, 2021, and in the *Omaha World-Herald* on October 12, 2021.

Approval of Minutes:

Mr. Kelley moved for approval of the minutes of the September 14, 2021, MECA Board Meeting, seconded by Ms. Buffett. Mr. Gray abstained from voting.

Motion carried: 4-0.

President/CEO Report:

Mr. Roger Dixon stated that activity is reappearing at CHI Health Center Omaha (CHIHCO) with conventions and the touring industry returning for business. MECA is also gearing up for Creighton University’s Men’s Basketball Season which will begin soon. Creighton is also hosting an inaugural Bluejays Basketball Fan Fest, which is a player driven initiative, to be held October 23.

Mr. Dixon and Chairwoman Duren had an opportunity to meet with Mayor Jean Stothert last week to provide an update for MECA, CHIHCO, TD Ameritrade Park Omaha (TDAPO) and The RiverFront.

MECA continues to work with the Charles Schwab Corporation on rebranding TD Ameritrade Park Omaha. They would like to have the park completely rebranded before the start of the 2022 Men’s College World Series. A partners meeting is scheduled for next week with the City of Omaha, the National Collegiate Athletic Association (NCAA) and CWS, Inc. This topic will be discussed in more detail.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge stated that there are currently 103 events on the books, utilizing 177 event days for the current fiscal year. Since the September 14, 2021 Board meeting, eight events and over 3,200 hotel room nights have been added and 15 contracts have been signed.

CHIHCO just finished hosting two week-long city-wide conventions. They were both a success, and one is already looking at CHIHCO for future dates.

Preparations are being made for the Aksarben Ball scheduled on Saturday, October 23.

Corporate Sales & Marketing Update

Mr. Tom O’Gorman reported on attending the International Entertainment Buyers Association (IEBA) October 3-5 in Nashville, TN. Mr. O’Gorman felt this was a productive trip and one of the better conventions he has attended. Agents were receptive to talk, curious about business and what restrictions, if any, were in place here in Omaha.

MECA will be hosting the NCAA Division I Women's Volleyball Championship in December at CHIHCO. Work has begun with the NCAA to get those tickets ready to sell.

The Charles Schwab Corporation will have artwork for approval by the end of October to maintain their tight timeline of complete rebranding before the start of the 2022 Men’s College World Series.

Mr. O’Gorman was excited to share that there will be a few more concert announcements in the next couple weeks.

Chairwoman Duren inquired about how many concerts are on the books for the fiscal year. Mr. O’Gorman responded that there are 18, which is an average year. Mr. Dixon noted the record year had 32 events.

Operations & IT Update

Mr. Kevin Raymond stated the Eagles was the first concert with required health checks at the door, requiring proof of COVID-19 vaccination or negative test results (24-48 hours) to enter the building. MECA partnered with a local COVID-19 testing company and performed nearly 500 tests. Staffing issues were temporarily solved with event staff and full-time employees who pitched in and offered to do jobs they don’t normally do. The health check verification was one more step to complete before entering the building and Mr. Raymond was appreciative to all those who volunteered to help for a successful event. Mr. Raymond also congratulated MECA’s partner ATS Janitorial Service for an outstanding job of cleaning the arena after the River City Rodeo. The dirt was removed from the arena on Sunday and the Eagles started their move in on Monday. A band representative commented that he would not have guessed a rodeo had been there as the arena was clean with no residual odor.

Staffing continues to be a challenge. MECA will be hosting a job fair on Tuesday, October 26 from 2:00 p.m. to 7:00 p.m. With concerts and sporting events assured to make a rapid return, MECA is eager to fill several full and part time jobs that are imperative to event operations.

Staff is continuing to install seats in the CHIHCO arena with a slight delay for parts and products due to shipping delays. MECA is working closely with Kiewit on the security barriers at TDAPO. Kiewit still feels relatively confident to receive product soon and is still shooting to have the stadium ready by March – May of 2022.

All current inventory and listing guidelines have been provided to the Charles Schwab Corporation for rebranding of TDAPO.

Douglas County Health Department (DCHD) will open their COVID-19 vaccination clinic tomorrow. The clinic will be located on the north end of Lot D with varying hours of operation but will not be open on event days.

Levy Food & Beverage Update

Ms. Chris VanDorn reported the Levy team has been busy with some level of catering occurring every day since the September 14 Board meeting in one or both buildings. Positive feedback has been received from several groups, giving credit on how hard the team is working and how great of a job they are doing.

Levy is working to increase staffing levels as well. Hourly team members are being added to all departments, as well as amping up recruiting efforts for new nonprofit groups to work in concession stand locations. Hiring progress is slowly being made, which will be beneficial in the next busy weeks in the convention center and then will provide needed depth as arena events return.

Levy continues to experience supply chain issues, similar to those leading up to the College World Series, as they prepare for the Creighton University Men's Basketball season. A team is working on getting those projections expanded out on the calendar and securing needed product. Hopefully this will minimize any shortages.

Public Relations Update

Ms. Kristyna Engdahl stated most communication efforts for September were focused on Eagles concert information. Stories were pitched to the Omaha World-Herald, and multiple TV stations were contacted for a variety of coverage opportunities. Radio interviews were conducted, along with multiple email blasts, social media promotions and countless phone calls from the public before the September 28 concert.

As staffing for events continues to be a challenge, it was heartening to see full time employees volunteer to work outside of their normal job responsibilities in order to make the entry process a success. Hundreds of guests heeded the message to arrive early, and the number of people who utilized MECA's on-site COVID-19 testing option was very low.

From a communications standpoint, lessons were learned that will be helpful and applicable when James Taylor and Jackson Brown come to Omaha in December.

Other events that had some great media attention included the Aksarben Rodeo with dirt load-in picked up by KMTV, and the Omaha World-Herald sent a reporter down to write a couple features. The next week, Monster Jam was in town which reintroduced dirt back into the arena. KETV did multiple morning live shots interviewing two drivers and broadcasting a live tour of the monster trucks.

According to media monitoring efforts from Visit Omaha MECA had a great third [calendar] quarter for publicity, with 586 mentions across a number of platforms, reaching 477 million people in July through September for a total value of \$600,000. Certainly, an uptick in concert announcements helps (namely TOOL's announcement, which received a lot of traction), but MECA also saw placement in stories about Creighton and their upcoming men's basketball season. The Eagles information also inflated mentions over the last month, too.

Chairwoman Duren inquired as to the number of people who returned their tickets due to the health restrictions placed on the Eagles event. Mr. O'Gorman responded that just under 1,000 requested refunds.

Committee Updates:

Internal Governance Committee

Mr. Tom Kelley reported that the Internal Governance Committee met on Thursday, October 14, 2021, at MECA's offices. In attendance were Chairwoman Duren, Mr. Bob Freeman, Mr. Tom Kelley, Mr. Roger Dixon, Ms. Diane Mills, and Mr. Stephen Curtis, City of Omaha Finance Director.

The Committee reviewed the July and August Financial Statements. After overviews from and discussions with Ms. Mills, the Committee found the report to be reasonable compared to plan and prior periods, and consistent with standard MECA accounting practices.

The Committee reviewed the 401(k) audit with the financial statements and supplemental information. The report and statements were consistent with prior years and there were no unusual items noted.

The Committee also reviewed the Tri-Park Audit. The report and statements were consistent with the prior year and there were no unusual items noted.

In addition, the Committee discussed the corporate insurance proposal and found it to be acceptable. It will be presented to the Board today.

Real Estate Committee

Mr. Jay Noddle provided an update on recent activity in downtown Omaha. There will be some various approvals on the parts and pieces on core related matters, and a public process for the urban core may begin towards the end of the year.

Contract Approvals:

Chairwoman Duren indicated there are six contracts requiring Board approval.

Aon Risk Services

RESOLVED, that the contracts for purchase by MECA of insurance from the indicated carriers for the indicated coverages and premiums, as generally set out on the attached summary, are hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the contracts for these coverages following their 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. Gray.

Motion carried: 5-0

MEDICA

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and MEDICA 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 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.

Mr. Noddle asked for more information about this company as he did not recognize the name. Mr. O’Gorman stated this company is a break off of Blue Cross Blue Shield.

Mr. Kelley inquired what companies have exclusives with MECA. Mr. O’Gorman responded the exclusives include soft drinks, adult beverages, banking, luxury car, health care and domestic car, which is up next for Board approval.

Moved by Mr. Kelley seconded by Ms. Buffett.

Motion carried: 5-0

Baxter Automotive Group

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Baxter Automotive Group for advertising, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized 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 Mr. Kelley.

Motion carried: 5-0

MMC Contractors

RESOLVED, that the Agreement between MECA and MMC Contractors to replace 8 pressure relief valves on the heating system's steam pipes 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: 5-0

DPS LLC

RESOLVED, that the Agreement between MECA and DPS LLC for the removal, disposal and installation of concrete 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. Gray.

Motion carried: 5-0

Commercial Flooring Systems, Inc.

RESOLVED, that the Agreement between MECA and Commercial Flooring Systems, Inc. to remove and dispose of existing carpet and supply and install new carpet in administration, press, and hospitality rooms 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. Gray seconded by Mr. Noddle.

Motion carried: 5-0

Next Board Meeting

The next Board of Directors Meeting is scheduled for Tuesday, November 16, 2021, at 1:15 p.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 9:46 a.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 Mr. Kelley.

Motion carried: 5-0.

Adjournment

At 10:41 a.m. a motion was made to come out of Executive Session, and to adjourn, made by Mr. Noddle, seconded by Mr. Gray.

Motion carried: 5-0

Adjournment 10:41 a.m.