

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – NOVEMBER 16, 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 1:19 p.m. on November 16, 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 November 9, 2021, and in the *Omaha World-Herald* on November 9, 2021.

Approval of Minutes:

Mr. Noddle moved for approval of the minutes of the October 19, 2021, MECA Board Meeting, seconded by Mr. Kelley.

Motion carried: 5-0.

President/CEO Report:

Mr. Roger Dixon stated that discussions continue with Union Pacific Railroad Environmental Department on their remediation efforts on Lot B to remove contaminated soil. The expense will be fully covered by Union Pacific Railroad and is estimated to take 90+ days for completion.

Last week MECA had the opportunity to meet with CWS, Inc., The National Collegiate Athletic Association (NCAA), and City of Omaha for the annual partners meeting. It was determined that the purchase of general admission tickets for the 2022 baseball season will once again be offered as reserved seating on a per game basis. In February, 2022 we will plan to have the "every 5 year contract look-in".

TD Ameritrade Park Omaha will become the Charles Schwab Field Omaha. Work has begun with the Charles Schwab Corporation on their tight schedule to get the bids out and finish work on the exterior of the park before the start of the 2022 Men’s College World Series.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge stated that there are currently 106 events on the books, utilizing 180 event days for the current fiscal year. Since the October 19, 2021 Board meeting, nine events and over 500 hotel room nights have been added and eight license contracts have been signed.

Corporate Sales & Marketing Update

Mr. Tom O’Gorman reported shows are continuing to be announced with more announcements coming in the next couple of weeks.

Last week, Morgan Wallen went on sale through his fan club and basically sold out. There will be about 1,000 tickets that will be available to the general public on Friday when it goes on sale at the CHI Health Center Omaha (CHIHCO). Mr. Dixon added that anyone in the public can join the fan club, there are no restrictions. Greta Van Fleet also sold out last week.

Dan and Shay, which was another sold out show, went well. However, the count has been down about a 1,000 people per show of unused tickets. Mr. O’Gorman believes this is due to scalping, and once MECA has gotten through all the rescheduled shows the scan counts will be back to normal. In speaking with AEG and Live Nation, CHIHCO is in the top 10 for concert attendance in the country.

Chairwoman Duren inquired if MECA has received any questions regarding the tragedy in Houston with Live Nation. Mr. Dixon responded that Live Nation has been instructed not to comment. It could be months before MECA learns of the ramifications of the incident.

Discussions continue on a concert event of 30k fans to be held at the stadium this summer after the 2022 Men’s College World Series.

Operations & IT Update

Mr. Kevin Raymond recognized the hard work and long hours of his staff as events return to the arena and convention center. They remain dedicated and focused to make the events successful despite being short staffed.

MECA has reached out to two different temporary agencies for labor as it remains a challenge to hire both full time and event staff. There was a job fair on October 26. Typically, MECA job fairs have about 100-150 attendees and 80-100 are hired. This year 19 people showed up. Ms. Engdahl did a great job of getting the word out via various outlets and radio interviews but there is little interest. Mr. Dixon stated MECA is moving to make changes and do more things to attract and retain staff.

Staff is continuing to install seats in the CHIHCO arena with a slight delay for parts and products due to shipping delays. Staff is taking advantage of the favorable weather and completing some concrete work in the back of the building.

Mr. Raymond met with a local sign company to discuss rebranding of TDAPO to the Charles Schwab Field. The company manufactures and fabricates here in Omaha, which alleviates the challenge of receiving shipments. It is believed that signage can be produced and installed before

the Big Ten Baseball Tournament. It is unlikely that other items needed for the stadium such as uniforms and napkins will be delivered before June.

Levy Food & Beverage Update

Ms. Chris VanDorn reported that since the last board meeting on October 19, there have been 25 events, with several of those being multi-day events between the convention center, arena and stadium. Levy served over 15,000 meals in the convention center and over 50,000 fans in the arena during that time.

Full menus have returned to the suites. The chef's tables and action stations have been brought back into the Lexus Club. Signature items have been added back to the concession stands and mobile ordering platforms for in-seat service have been rolled out with a full menu. Levy has received positive feedback on the changes for the first few Creighton University basketball games.

Levy continues to work on increasing staffing levels, hoping to have a large percentage of the remaining candidates on board soon. Efforts continue to recruit nonprofit groups to join the team and work the arena as well.

Supply chain issues continue to be experienced. The update received last week includes almost 900 line items that are currently being impacted and almost 75% of those are expected to have long term shortages. Levy is continuing to work ahead as far as possible and to take early deliveries now to minimize the number of substitutions or shortages on items that are regularly used.

Ms. VanDorn was excited to share news about a new program that the culinary team started this last month. In addition to Levy's partnership with Saving Grace Food Rescue, Chef Tyler Humphrey and his team have partnered with a local company to start composting year-round. Although Levy has been working for several years to reduce consumable food waste, this provides an ability to convert food scraps that cannot be consumed into recycled product instead of trash. The team was fortunate to have found a company that can accommodate a large volume and allow Levy to do more to help the environment.

Mr. Tom Kelley asked if Levy had a sense of how many guests attending events from out of town. Mr. Dixon responded that it depends on the type of event.

Chairwoman Duren added that she attended the Children's Hospital Gala event. She commented that the food was very good, the set-up was comfortable, and it was a successful event. She also received numerous unsolicited positive compliments.

Public Relations Update

Ms. Kristyna Engdahl stated MECA's job fair had great pickup last month, both in advance and day of the event, along with stories on two local TV stations. Ms. Engdahl also had the opportunity to talk with local radio while the event was continuously promoted on social media. MECA is not alone as hiring shortages continue to be a frequent topic of national conversation.

The return and announcement of concerts have been apparent in media monitoring efforts. The month of October alone reached 14 million people with mentions of CHI Health Center Omaha. Reba McEntire's tour announcement blew up online, where MECA showed up in Rolling Stone among other publications. There were 255 total mentions in October for a reach of \$5.5 million.

Stories about the Aksarben Ball also generated some local interest. The Morgan Wallen announcement yesterday increased mentions again, but reach won't be known until next month's media monitoring report. There will be a two-fold education piece that will soon follow discussing not only how it sold out so fast but to help people understand the secondary market. Education efforts were increased over the pandemic with warnings about secondary markets why their prices are higher and if there is an error or problem with an order MECA cannot help. Ms. Engdahl expects an influx of people with concerns on ticket availability and complaints about price gouging for the Morgan Wallen event.

The next public education push will be for James Taylor and Jackson Browne, which will have COVID-19 entrant requirements. The difference with this show will be that they announced health checks as tickets went on sale, which will also be the case for Greta Van Fleet in March. No refunds will be given for James Taylor's show. This information is posted on the website on the home page for people to see and Ms. Engdahl will also organize a larger education effort closer to the event date.

Mr. Ben Gray inquired if MECA is collaborating with other organizations hosting job fairs. Ms. Engdahl responded that yes, MECA has posted on many local job boards, reached out to other organizations that have a base of people that may be interested in employment opportunities, and utilized online resources. However, there may be more community outreach programs that might be advantageous to participate with, and MECA will continue its efforts.

Committee Updates:

Internal Governance Committee

Mr. Tom Kelley reported that the Internal Governance Committee met on Friday, November 12, 2021, at MECA's offices. In attendance were Chairwoman Duren, Mr. Bob Freeman, Mr. Tom Kelley, Mr. Roger Dixon, and Ms. Diane Mills.

The Committee reviewed the September 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.

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

Real Estate Committee

Mr. Jay Noddle stated there will be a lot of construction in downtown Omaha starting next spring/summer. Private parking lots could be out of service because construction projects require a site to build on and another site for laydown area. This has potential to affect traffic control, public safety and parking availability. Mr. Noddle suggested that as construction dates near and developers have a better handle on their schedules, it will be important to have some coordination with the City's Planning Department. Mr. Dixon noted that MECA meets to discuss traffic control before every event.

Mr. Ben Gray asked about potential lane closings on Cuming Street, and whether truck routes been finalized. Mr. Noddle stated that it is very close to being completed and believes the initiative will be presented the first quarter to City Council for approval.

Contract Approvals:

Chairwoman Duren indicated there are three contracts requiring Board approval.

Pareto Captive Services, Meritain and Guardian

RESOLVED, that the Agreements between MECA and Pareto Captive Services, Meritain and Guardian for health insurance, as set out on the attached summary, are hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Agreements 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. Gray seconded by Mr. Noddle.

Motion carried: 5-0

MH Equipment

RESOLVED, that the Agreement between MECA and MH Equipment to purchase two electric pallet jacks and two manual pallet jacks 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.

Moved by Mr. Kelley seconded by Mr. Noddle.

Motion carried: 5-0

MMC Contractors

RESOLVED, that the Agreement between MECA and MMC Contractors to replace the water heater in the main kitchen 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. Gray seconded by Mr. Kelley.

Motion carried: 5-0

Next Board Meeting

The next Board of Directors Meeting is scheduled for Monday, January 10, 2022, at 1:15 p.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 1:56 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. Gray, seconded by Ms. Buffett.

Motion carried: 5-0.

Adjournment

At 2:47 p.m. a motion was made to come out of Executive Session, and to adjourn, made by Mr. Gray, seconded by Mr. Kelley.

Motion carried: 5-0

Adjournment 2:47 p.m.