

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – JULY 16, 2024**

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 9:11 a.m. on Tuesday, July 16, 2024.

Roll Call:

Present were: Chairwoman Diane Duren, Ms. Susie Buffett, Mr. Ben Gray, and Mr. Tom Kelley.

Proof of Publication:

Notice of the meeting was published in *The Daily Record* on July 9, 2024, and in the *Omaha World-Herald* on July 9, 2024.

Approval of Minutes:

Mr. Kelley moved for approval of the minutes of the June 12, 2024, MECA Board Meeting, seconded by Ms. Buffett.

Motion carried: 4-0.

President/CEO Report:

Mr. Roger Dixon stated that MECA hosted another successful Men’s College World Series (MCWS) again this year, and thanked staff for their continued hard work and determination.

This past month, Mr. Tom O’Gorman, Mr. Bob Freeman and Mr. Dixon traveled to attend the U.S. Olympic Swim Trials being held for the first time at Lucas Oil Stadium in Indianapolis, Indiana. The practice pool was draped off on the far side of the field, but seemed to work well. The event was well attended, and the city was vibrant with the Trials even though Indianapolis is a much larger city than Omaha. Mr. Dixon stated that U.S.A. Swimming will most likely continue to use football fields with domes for future events.

Mr. Freeman added that Omaha offers a unique setting, unlike anything else in America. MECA has an arena with a convention center attached, not to mention access to the Charles Schwab Field Omaha stadium and The RiverFront. Eventually there will be a large scale event that requires the non-competitive configuration that only Omaha can offer.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge stated that there are currently 111 events on the books, utilizing 226 event days for the current fiscal year. Since the June 12 Board meeting, 21 events with 40 event days and over 17,000 hotel room nights have been added. In addition, 24 license contracts have been signed.

Operations & IT Update

Mr. Kevin Raymond took the opportunity to recognize the staff's hard work and efforts for the Men's College World Series in June. A complete team effort was necessary for the successful completion of this event, and Mr. Raymond was proud to be part of that team.

July is typically project time for operations, and this year is no exception, there are quite a few on the agenda for Board approval today. Work will most likely continue into September as the biggest challenge will be scheduling around events and finding time when the facility is available.

Work continues on the Bob Kerry Pedestrian Bridge expansion, commonly referred to as the 'Baby Bob'. The project is still on track to be completed in October 2024.

Levy Food & Beverage Update

Ms. Chris Van Dorn stated that it has been a busy month since the last Board meeting in June. The Men's College World Series, the National High School Baseball Tournament, Nate Bargatze, several conferences in the Convention Center and most recently, Heartland Pride have all been hosted.

The MCWS presented a few challenges with weather, but overall was a great success again this year. The food and beverage options were very well received with positive feedback on the menu options in all areas and team member interactions.

This year's revenues for the MCWS actualized over-budget by 15% although Levy's combined sales represented a 6.3% decrease over prior year actual sales. This is due to the fact that one fewer game was played this year than last since no if-necessary games occurred on Thursday. The food and beverage split this year was 39% food and 61% beverage, which was almost identical to 2023.

As is generally the case every year, the highest selling item overall again this year was bottled water with a combined total of 121,289 bottles sold. Levy offered 40 different beverage options in concessions this year and bottled water represented a third of all of beverage items sold.

A total of 255,000 food items were sold in concessions during the event this year. The top five selling food items each hit over 12,000 units sold from all locations and make up 45.5% of total concessions food items sold: hot dogs at 51,894, peanuts at 20,273, Bavarian pretzels at 18,170, chicken tenders at 13,488, cheeseburgers at 12,179, and ice cream falling from the top five at 11,583.

A total of 26 signature food items were offered, which was a combination of newly introduced selections for 2024 and returning fan favorites. Levy sold 32,254 of these items throughout the Series; and sales of these items made up just over 12.5% of the total food items sold. Footlong sausages, Grand Slam Nachos, NachOmaha and Grounds Crew Tachos continue to hold the top selling spots for signature items, but the new loaded hot dogs – the Dinger Dog and Franks & Beans Dog, gyros and crispy chicken club sandwich were all among the highest of the new items.

A couple of records were set throughout the course of the MCWS again this year. Three full games were played in one day on day six of the Series and it has now taken first place in highest revenues for a single day. Additionally, the opening day of this year's Series now holds the record for second highest single day revenues. Two days from 2023 hold the third and fourth spot, with Father's Day of this year rounding out our top five.

Beyond the Series, the fiscal year finished on June 30th with the highest campus-wide food and beverage sales Levy has ever had, beating last year's record by 11.6% and finishing over budgeted revenues by 37.2%.

Levy's flow-through for the year remained very strong as well at 70.8%.

Chairwoman Duren congratulated Ms. VanDorn for highlighting the positive partnership with Saving Grace during the MCWS.

Public Relations Update

Ms. Kristyna Engdahl reported that the Men's College World Series once again dominated headlines for the month of June, with the annual press conference and media menu tasting kicking off two weeks of local and national coverage. These opportunities were documented internally too, which provided the ability to share some of this content with visiting media.

As discussed in previous Board meetings, MECA and Levy worked together with the team at Saving Grace to facilitate a media opportunity regarding perishable food rescue efforts that happen during the MCWS at Charles Schwab Field and year-round at the CHI Health Center. This translated into multiple stories locally, and internal documentation once again helped visiting reporters tell the story at a later time with ease. Important and relevant stories regarding safety and heat precautions were also shared, which is an evergreen conversation during the MCWS.

The first MCWS Friday before games, KETV anchored their First News show from Charles Schwab Field from 5:00 a.m. until 7:00 a.m., with multiple live guests, interviews and stories in promotion of this year's MCWS. Their production team was very happy to have the opportunity and proud of the final product and have already asked if we would consider accommodating this again next year.

Immediately coming up, CHI Health Center Omaha is fully back in the swing of things with concerts with several media requests for AJR, Luke Bryan and Barry Manilow.

Committee Updates:

Internal Governance Committee

Mr. Tom Kelley reported that the Internal Governance Committee met on Friday, July 12, 2024. In attendance were Ms. Diane Duren, Mr. Tom Kelley, Mr. Roger Dixon, Mr. Bob Freeman, Ms. Diane Mills, and Mr. Stephen Curtiss, City of Omaha Finance Director.

The Committee reviewed the May 2024 Financial Statements, which were very strong and in order. 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 also reviewed and discussed the aforementioned Tri-Park Complex, LLC insurance renewal.

Contract Approvals:

Chairwoman Duren indicated there are five contracts requiring Board approval.

WARHORSE GAMING, LLC

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Warhorse Gaming, LLC 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 Mr. Kelley; seconded by Mr. Gray. Ms. Buffett abstained from voting due to a familial conflict.

Motion carried: 3-0

MMC Contractors

RESOLVED, that the Agreement between MECA and MMC Contractors for chilled water pump VFD replacement 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. Gray.

Motion carried: 4-0

Terry McGill Inc.

RESOLVED, that the Agreement between MECA and Terry McGill Inc. for painting of the event and press level 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 Ms. Buffett.

Motion carried: 4-0

Downs Electric Inc.

RESOLVED, that the Agreement between MECA and Downs Electric Inc. for ceiling and lighting renovation 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: 4-0

Downs Electric Inc.

RESOLVED, that the Agreement between MECA and Downs Electric Inc. for the renovation of the Board Room 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 Ms. Buffett.

Motion carried: 4-0

Contracts Recently Awarded:

MECA has recently awarded the following contracts:

- City Wide Facility Solutions / Replace Sealant on Main Concourse
- MH Equipment / Hyster Lift Truck
- Commercial Flooring Systems / Administrative Carpet & LVT Replacement
- Commercial Flooring Systems / Lexus Club Carpet Replacement
- First Wireless / Radios
- CCS Presentation Systems / Board Room AV Upgrade
- Ledford Sportsfloors, LLC / Basketball Court Refinishing

Next Board Meeting

The next Board of Directors Meeting is tentatively scheduled for Wednesday, September 18, 2024, at 1:15 p.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 9:35 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 Ms. Buffett, seconded by Mr. Gray.

Motion carried: 4-0.

Adjournment

At 10:03 a.m. a motion was made to come out of Executive Session, and to adjourn, made by Ms. Buffett, seconded by Mr. Gray.

Motion carried: 4-0

Adjournment 10:03 a.m.