

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – AUGUST 16, 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 10:12 a.m. on Wednesday, August 16, 2023.

Roll Call:

Present were: Chairwoman Diane Duren, Ms. Susie Buffett, Mr. Ben Gray and Mr. Tom Kelley; Mr. Jay Noddle joined the meeting at 10:35.

Proof of Publication:

Notice of the meeting was published in *The Daily Record* on August 9, 2023, and in the *Omaha World-Herald* on August 9, 2023.

Approval of Minutes:

Ms. Buffett moved for approval of the minutes of the June 7, 2023, MECA Board Meeting, seconded by Mr. Gray.

Motion carried: 4-0.

President/CEO Report:

Mr. Roger Dixon stated that this year’s NCAA Men’s College World Series (MCWS) set a record, adding an additional 30,000 fans for a record attendance of approximately 393,000 in attendance. It was an exciting Series with LSU and Florida battling to the decisive game three with LSU coming out on top.

Charles Schwab Field Omaha just held its first outside concert in a few years. Alice Cooper, Def Leppard and Motley Crue welcomed an estimated 23,000 music fans to the stadium. Next week, Pink will be there and Charles Schwab Field Omaha (CSFO) expects nearly 30,000 fans to attend.

Discussions are ongoing for a potential CHI convention center expansion and the new courtside lounge.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge reported that there are currently 114 events on the books, utilizing 264 event days for the current fiscal year. Since the June 7 Board meeting, 22 events with 49 event days and over 14,500 hotel room nights have been added. In addition, 28 license contracts have been signed.

Chairwoman Duren inquired if The RiverFront was assisting in generating any business leads. Ms. Niebrugge replied that meeting planners do have a definite interest and see it as an asset in having another outlet to be utilized.

Corporate Sales & Marketing Update

Mr. Tom O’Gorman stated that the NBA schedule is anticipated to be released by the end of the week, which will dictate game dates for Creighton University’s men’s basketball season. Once that has been determined then the Omaha Supernovas professional women’s volleyball team schedule can also be completed.

The suites are currently all sold-out. In September a new round of renewals for the club seat holders will begin. Once renewals are determined an additional sale process can begin if necessary.

The iconic a cappella group Pentatonix has just announced a nationwide tour this holiday season, including a stop at CHI Health Center Omaha in November. Ms. Engdahl will have another concert announcement tomorrow. It’s shaping up to be a pretty good concert year.

Operations & IT Update

Mr. Kevin Raymond recognized the hard work of staff at this year’s MCWS.

Charles Schwab Field Omaha held the first concert at the stadium in 11 years, featuring Def Leppard, Motely Crue and special guest, Alice Cooper. Overall, the event went well. There will be some small adjustments made to security and the addition of port-a-potties on the field. These changes will be implemented before Pink’s concert at the stadium next Monday.

Moving on to projects, the permanent repair for the Grand Hall has been completed from the flooding that occurred last winter. The installation of the exterior security cameras of CHIHCO has been finished. There is an approval before the Board today for the security cameras to be installed around the exterior of the stadium. The majority of the carpet installation will be completed by the end of this week. The arena sports lighting is progressing and is anticipated to be done in September. Work on the sprinkler systems continues as there were more significant repairs than anticipated.

OPPD is finishing up their work by next week on the Bob Kerrey Pedestrian Bridge expansion, commonly referred to as the “Baby Bob”. MUD will come in after the Septemberfest celebration and the project is on track to start construction on October 1.

Creighton University has begun the installation of their signage on the north end of the convention center. Work should be done by the end of the week. And finally, work is starting on the Event level club lounge.

Mr. Kelley noted that turf replacement at the stadium was on the agenda today for Board approval, wondering if this process will need to be repeated each time there is a concert at the stadium. Mr.

Raymond responded that, unfortunately yes, but this expense is built into the agreement with the artist.

Levy Food & Beverage Update

Ms. Chris VanDorn reported that this year's revenues actualized over-budget by 36% and represented a combined 21% increase over total 2022 MCWS revenues. A portion of that increase is due to one additional game this year because of the third championship game that was not played in 2022. The food and beverage split this year was 40% food and 60% beverage, which was identical to 2022.

Breakdown by department in comparison to 2022:

- Concessions – up 21.4% over last year
- Club lounge – up 36.3%
- Suites – up 10.8%
- InSeat service – up 20.5%
- Group sales catering – up 17.7%

The first four days of this year's tournament now all hold records in the top five highest one-day sales since the ballpark opened. Day two (opening Saturday) has now taken 1st place with almost a 15% increase in sales over the previous record-holding day.

Last year a grab-and-go location was added underneath the scoreboard to help alleviate some of the lines at the beverage portables between Gates 2 and 3. Based on its success, as well as the positive customer feedback, a second larger grab-and-go location was added this year at Gate 4. Similar to the first location, fans could walk inside and choose food and beverage items to purchase, with ten points of sale located at the exit, to help move customers through quickly. In addition to being able to offer a significantly larger variety of options in this space for fans to enjoy, sales at this location increased by 95% over the sales generated from the portables in that same space last year.

As part of this year's Series, Levy continued to focus on local partnerships for local craft beer options in premium seating and concessions, adding two locations to FanFest for additional food options and points of sale in Lots B and C. Levy featured several signature cocktails on the Club Level as a point of difference and rotated a variety of new action station menus along with quick-service grab and go items. VIP hospitality was offered in two locations again this year (one inside and one outside). Ten signature food items were added in concessions, all of which were well-received along with all of the returning fan favorite items from previous years.

The event again this year was a true collaboration of efforts to make it successful and Ms. VanDorn extended a thank you to the Levy team for the countless hours of planning that have gone into the last several months, their commitment and dedication.

With events at CHI Health Center Omaha in July in both the convention center and arena, as well as the concerts scheduled for August at the ballpark, the Men's College World Series was wrapped up in June and quickly transitioned to planning for these vastly different events. In addition, Levy is well into arena season planning for Creighton University Men's Basketball, has already begun working with the Supernovas, and is excited to welcome them in the Spring.

Chairwoman Duren asked what the stand-out fan favorite food was for this year's MCWS. Ms. VanDorn stated that the loaded hot-dogs came out on top this year.

Public Relations Update

Ms. Kristyna Engdahl reported that another successful Men's College World Series was enjoyed at Charles Schwab Field Omaha, setting yet another attendance record this year with 392,946 fans at the stadium; beating the last record of 366,105. Communications about gate entries and door times remained important this year but remained relatively simple with minimal weather interference.

Another significant announcement occurred at the CHI Health Center Omaha in July, when the Omaha Supernovas professional women's volleyball team announced this arena as their home court. Two press events were accommodated; the first announcing team leadership and their intention to play at the CHI Health Center; then a second within the arena, where the team made the grand reveal of their name, logo and branding. Each of those events also came together with just a couple weeks' notice but generated plenty of excitement for the future of this program.

Coming up at the start of next month, several marketing and PR campaigns are being planned in conjunction with the 20-year anniversary of CHI Health Center Omaha. The public, meeting planners, promoters, the city and local philanthropists are being thanked across several platforms for making this first public-private venture a reality, which paved the way for even more opportunities that have benefited the community. Giveaways are being planned on MECA's social media channels, as well as celebratory throwback posts that acknowledge all the great events hosted over the years, while celebrating all the progress in north downtown Omaha that began right here.

Committee Updates:

Internal Governance Committee

Mr. Tom Kelley reported that the Internal Governance Committee met on Tuesday, August 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 reviewed the May Statements, which were strong and in order. Although the books for June are not officially closed out yet, it appears that it will be the best fiscal year in MECA's history. 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.

Mr. Kelley stated that the Shovel-ready Grant funds have been received from the State of Nebraska.

Lastly, the Annual Certificates of Compliance have been distributed and are required to be completed by the Board of Directors.

Real Estate Committee

Mr. Jay Noddle joined the meeting (10:35) and stated that the City of Omaha has entered into a purchase agreement to acquire a key piece of property required for the truck route. The City Council has approved the contract and they are currently in due diligence. Mr. Noddle anticipates the closing to occur on-time. More importantly, it puts the city in the position to begin the design for the truck route, which has been on hold. The design is commencing, and there are funds available to get through the design phase. The new city budget is going through the approval process now and has a Capital Improvement Plan (CIP) attached. There are enough resources in it to accomplish essentially full funding for the design and delivery of the truck route.

Chairwoman Duren inquired about the estimated completion date. Mr. Noddle stated it should be completed in 2025.

Contract Approvals:

Chairwoman Duren indicated there are two contracts requiring Board approval.

Bush Sports Turf

RESOLVED, that the Agreement between MECA and Bush Sports Turf for the removal and installation of sod at 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. Kelley seconded by Ms. Buffett.

Motion carried: 5-0

Security Equipment, Inc.

RESOLVED, that the Agreement between MECA and Security Equipment, Inc. for the purchase and installation of surveillance cameras at 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. Gray seconded by Mr. Kelley.

Motion carried: 5-0

Recently Approved Contracts

MECA management has awarded the following contracts:

- Specseats Int'l Corp / Clarin Seating to replace ADA chairs at Charles Schwab Field Omaha,
- StageRight to replace the stage decks,
- MH Equipment for a forklift,
- Theatrical Media Services, Inc. for arena vomitory curtains,
- Strong Technical Services for tv's in the suite level,
- First Wireless / D&D Communications for radios, and
- Lamp Rynearson for surveying and engineering services.

Next Board Meeting

The next Board of Directors Meeting is scheduled for Monday, September 11, 2023, at 1:15 p.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 10:38 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. Kelley, seconded by Mr. Noddle.

Motion carried: 5-0.

Adjournment

At 11:02 a.m. a motion was made to come out of Executive Session, and to adjourn, made by Mr. Kelley, seconded by Ms. Buffett.

Motion carried: 5-0

Adjournment 11:02 a.m.