

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – AUGUST 21, 2018**

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 8:30 a.m. on August 21, 2018, in the MECA Board Room at CenturyLink Center Omaha, 455 N. 10th Street, Omaha, Nebraska.

Roll Call:

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

Proof of Publication:

Notice of the meeting was published in *The Daily Record* on August 14, 2018, and in the *Omaha World-Herald* on August 14, 2018.

A copy of the Open Meetings Law was posted on the table near the side entrance to the MECA Board Room.

Approval of Minutes:

Mr. Noddle moved for approval of the minutes of the July 10, 2018, MECA Board Meeting, seconded by Ms. Buffett.

Motion carried: 5-0.

President/CEO Report:

Mr. Roger Dixon stated that last month he, along with Chairwoman Duren, joined OJB Landscape Architecture (the architect firm working with Heritage Services on the Riverfront Revitalization Plan in Omaha) on location in Dallas, Texas to tour the Klyde Warren Park. This public park is 5.2 acres, and hosts approximately 1,300 events per year with over a million visitors. Mr. Dixon noted that the park was still being utilized even though the temperature was stifling at nearly 105 degrees.

Mr. Dixon attended the International Association of Venue Manager’s (IAVM) 93rd VenueConnect Annual Conference and Trade Show at the Metropolitan Toronto Convention Centre in Toronto, Canada. These types of events provide excellent networking opportunities, and Mr. Dixon returned with some great information for the security team.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge stated that there are currently 110 events on the books, utilizing 205 event days, with over 80,000 hotel room nights for the new fiscal year 2018-2019. Since the June 20, 2018 Board meeting, 12 events with over 21 event days and over 3,500 hotel room nights have been added. In addition, 21 license agreements have been signed.

Ms. Niebrugge and “Team Omaha” just returned from the American Society of Association Executives (ASAE) Annual Meeting and Exposition in Chicago, Illinois. This is one of the largest ASAE conferences this year hosting over 6,000 attendees, with approximately 75% of them being final decision makers. Team Omaha consisted of Ms. Theresa Contreras from MECA; Mr. Mark Rath, Ms. Cathy Keller and Mr. Matt Heck with the Omaha Convention & Visitor’s Bureau (OCVB); Ms. Kristina Jacobs from Hilton Omaha; and, Ms. Jen Neid from the Omaha Marriott Downtown at the Capitol District. Prior to the meeting, over 200 “Meet Your Match” brochures were distributed containing one sock that featured facts about the City of Omaha. The brochure asked attendees to come to booth 1317 to find their match...which was the City of Omaha booth. Once there, the attendees picked up the other sock to make a pair, and at that time, the Team had an opportunity to pitch Omaha. Ms. Niebrugge distributed a photo of Team Omaha wearing their Omaha socks with orange shoes, noting that attendees are always curious about the orange shoes, and when asked, the Team has another opportunity to talk about how Omaha is a walkable City.

Corporate Sales & Marketing Update

Mr. Tom O’Gorman stated that since the last Board meeting on July 10, 2018, the Request for Proposal (RFP) process has begun for the name change which will be effective September 1, 2018. There have been numerous meetings and RFPs are being created for all the name changes that need to be done. CHI Health has been here at the CenturyLink Center Omaha (CLCO) facility several times to walk the building to get an idea of how MECA will move forward with the changes. Although the name change will be effective on September 1, changes will be occurring over the next couple of months. Mr. Dixon noted that temporary signs will go up on the outside of the building until the final changes can be made.

Chairwoman Duren inquired as to what will happen to the left over napkin stock, etc. Ms. VanDorn responded that Levy is trying to use up as much stock as possible, but the left over stock will be either recycled or destroyed. Mr. O’Gorman stated that there is a company that will take the uniforms, remove the logos and repurpose them.

Mr. O’Gorman added, there are still a couple outstanding sponsorships being worked on, and more announcements for the concert lineups will be made right after the Labor Day weekend.

Operations and Technology Update

Mr. Kevin Raymond stated the operations department continues to focus on projects for the month. The concrete work on the Aksarben Terrace is nearly complete with only the flashing and sealing left to finish. They are continuing to resurface the last portion of the roof, which is above the meeting room and ballroom level. Weather permitting, Mr. Raymond anticipates finishing yet this fall.

The new security system has been received, and the installation will be done around events and availability to replace and install all new cameras within the facilities. Mr. Raymond expects this project to be done by October.

Across the street, the field is officially out at TD Ameritrade Park Omaha (TDAPO). Work started last Monday and by the end of Tuesday, all the grass had been removed. Most of last

week was spent bringing in new sand and dirt, leveling and grading. Today, the sod in the bull pens will be replaced with AstroTurf. Tomorrow, if the field is dry enough, sod installation will begin. Weather permitting, this project should be complete by the end of the week.

Mr. Raymond's team is also working diligently on identifying everything that must be updated and getting proposals prepared for rebranding.

Chairwoman Duren inquired if the amount of rain had any impact to the arena. Mr. Raymond stated that there were some drips, but only due to the work currently being done to the roof.

Levy Food & Beverage Update

Ms. Chris VanDorn stated that over the past month Levy has participated in several community projects. Once again, this year Levy was able to donate all of the leftover prepared food, as well as perishable items, and other items that could not be utilized after the NCAA Men's College World Series (CWS) and the Home Run Derby to Saving Grace Perishable Food Rescue. Levy has had an ongoing partnership with Saving Grace who partners with local shelters and food pantries for distribution. Ms. VanDorn was very happy they were able to take it all again this year.

In the beginning of August, Levy and MECA partnered to participate in the 7 Can Help Kids Back-To-School Backpack Program sponsored by KETV and the Salvation Army, who Levy has worked with several times throughout the year. All the supplies are distributed to school children locally, and with the generous donations from everyone in the building, 15 backpacks were completely stuffed and donated.

On August 4 a team of Levy Chefs and Culinary Supervisors participated in the Omaha Beer & Bacon Festival which is a social and fundraising event for the Omaha Jaycees and a revolving annual non-profit partner from the Omaha area. This year it was held at the Old Mattress Factory and the proceeds benefited the Omaha Jaycees and the Micah House. Levy Sous Chef Alec Woockman won the People's Choice Award for his creation of a bacon Crème brûlée! His prize was an invitation and a paid entry to the World Food Championships taking place in Orange Beach Alabama in November. Schedule permitting, Chef Alec Woockman and Chef Tyler Humphrey will attend and compete for a food crown and an opportunity to win some money too! The Chefs have also discussed featuring this item on a menu here so the Board of Directors will have an opportunity to sample.

Levy is working to finalize the winterization at the ball park and evaluating the storage locations making sure they are ready for the season.

Ms. VanDorn announced that Levy is preparing the new CLCO menus for the year. The highly anticipated new season menu tasting with the MECA team is scheduled for September 18.

Finally, Levy also has quite a long list of items they are working on for rebranding, and since June has been doing everything possible to use up the inventory on hand. Ms. VanDorn is hopeful it will limit the amount of items that will need to be disposed of.

Public Relations Update

Ms. Kristyna Engdahl stated that even during this slower time over the past month, MECA sustained positive media coverage at both CenturyLink Center Omaha and TD Ameritrade Park.

Last night there were six media outlets covering the Smashing Pumpkins show and posted great reviews of the event.

There has been some media interest in the re-sodding project at TDAPO. This has also been a very popular subject on social media. Ms. Engdahl has fielded some inquiries from people that were concerned that TDAPO was replacing the real grass with artificial, but MECA has been quick to ease their fears. This is the first time the grass has been replaced since TDAPO opened in 2011, which means the grass has lasted eight baseball seasons, crowned eight national champions, hosted concerts and football games, along with numerous Creighton baseball games, 5K's and marathons. It is estimated that most Major League Baseball parks replace their sod every four to eight years – so MECA is right on track.

MECA had the pleasure of hosting Step-Up Omaha's Annual Career Day, where speakers represented every department, described their roles, and explained how everyone at MECA team-up to make the whole thing work. Ms. Engdahl was very grateful for the efforts of MECA's part-time staff members who came in and gave tours of both CLCO and TDAPO.

Finally, with re-branding coming up, Ms. Engdahl has had a lot of fun dreaming-up ways to make MECA's social media even bigger and better than before, and is eager to share all of the team's work and ideas with the Board of Directors as it gets closer to September 1.

Committee Updates:

Internal Governance Committee

Ms. Dana Washington reported that the Internal Governance Committee met on Monday, August 20, 2018, at MECA's offices. In attendance were Ms. Washington, Chairwoman Duren, Mr. Robert Freeman, Mr. Dixon, Ms. DeAnn Olsen, and Mr. Stephen Curtiss, Finance Director for the City of Omaha. The Committee reviewed the Financial Statements for June 2018, and noted that the year-end net profit is ahead of budget.

The Committee also reviewed the July 2018 Financial Statements. After overviews from and discussions with Ms. Olsen, the Committee found the report to be reasonable compared to plan and prior periods, and consistent with standard MECA accounting practices.

Real Estate Committee

Mr. Noddle stated that since the last Board meeting on July 10, most of the real estate discussions and activities have been focused on the Riverfront Revitalization Plan, which is moving along nicely between MECA, the Committee Chairs and the City of Omaha. There is a lot of public and media interest for the project. On Sunday morning a local broadcast show aired on KETV focusing on the project with guests Mr. Noddle, Mr. Mike Moylan, and Mr. Mogens Bay. It can be viewed online at KETV.com under the Chronicles tab.

There is a Planning Board meeting on September 5, 2018. This will be an opportunity to learn quite a bit about the Kiewit Headquarter project, the district they are creating, as well as a few more projects in and around this area.

Contract Approvals:

Chairwoman Duren indicated there are seven contracts requiring approval.

MECA

Omaha Neon Sign Company

RESOLVED, that the Agreement between MECA and Omaha Neon Sign Company to remove three (3) exterior CenturyLink Center Omaha signs; fabricate and install one CHI Health Center Omaha sign on the west side at CenturyLink 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. Kelley asked how long the temporary signs would be up. Mr. Dixon responded that we have 90 days to make the rebranding changes. Hopefully it will be completed before the end of the year.

Moved by Ms. Buffett seconded by Mr. Noddle.

Motion carried: 5-0

Abe's Trash Service, Inc.

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Abe's Trash Service, Inc. for advertising at CenturyLink 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 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 Ms. Washington seconded by Ms. Buffett.

Motion carried: 5-0

CLCO

US Foods, Inc.

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and US Foods, Inc. for advertising at CenturyLink Center Omaha and 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 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. Kelley seconded by Mr. Noddle.

Motion carried: 5-0

Interline Brands Inc. d/b/a Supplyworks

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Interline Brands, d/b/a Supplyworks for advertising at CenturyLink 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 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 Ms. Washington seconded by Mr. Noddle.

Motion carried: 5-0

Dimension Data a/k/a NTT Security

RESOLVED, that the Agreement between MECA and Dimension Data a/k/a NTT Security to provide cyber network services at CenturyLink Center Omaha and 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 Ms. Buffett seconded by Mr. Kelley.

Motion carried: 5-0

Interline Brands Inc. d/b/a Supplyworks

RESOLVED, that the Agreement between MECA and Interline Brands Inc. d/b/a Supplyworks to establish pricing for the purchase of miscellaneous disposable products to be used at CenturyLink Center Omaha and 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. Kelley seconded by Ms. Buffett.

Motion carried: 5-0

Nebraska Air Filter, Inc.

RESOLVED, that the Agreement between MECA and Nebraska Air Filter, Inc. to establish pricing for the purchase of HVAC filters used in the operational maintenance of systems at CenturyLink Center Omaha and 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 Ms. Buffett seconded by Ms. Washington.

Motion carried: 5-0

Next Board Meeting

The next MECA Board of Directors Meeting is scheduled for Monday, September 24, 2018, at 1:30 p.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 8:56 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 Ms. Washington seconded by Ms. Buffett.

Motion carried: 5-0.

Adjournment

At 9:45 a.m. a motion was made to adjourn, made by Ms. Buffett, seconded by Mr. Noddle.

Motion carried: 5-0

Adjournment 9:46 a.m.