



MINNESOTA SPORTS FACILITIES AUTHORITY
Meeting Minutes – March 16, 2018

U.S. Bank Stadium – Medtronic Club
1005 South 4th Street, Minneapolis, MN 55415

1. **CALL TO ORDER**

Chair Vekich called the meeting of the Minnesota Sports Facilities Authority (“MSFA” or “Authority”) to order at 9:04 A.M.

2. **ROLL CALL**

Commissioners present: Michael Vekich, Barbara Butts Williams, Tony Sertich, Bill McCarthy, and Laura Bishop

3. **APPROVAL OF MEETING MINUTES – January 19, 2018.** *See, Exhibit A.*

4. **BUSINESS**

a. Action Items

i. Approval of Capital Items for Minnesota Vikings Designated Items

At the June 22, 2017 board meeting, the MSFA board approved the 2017-2018 Capital Reserve Account budget and plan, which included total capital expenses of \$5,125,195. Recently, the capital project plan was modified by the executive director, and certain projects were placed on hold or eliminated, which reduced the expense budget to \$3,005,981. The MSFA recommends that the Team designated projects be added to the 2017-2018 capital plan and the Capital Reserve Account budget be revised. See, Exhibit B.

Commissioner Sertich moved and Commissioner Bishop seconded the motion to approve the following recommended motion, which was unanimously adopted:

The Minnesota Sports Facilities Authority adopts the revised 2017-2018 capital reserve account budget and approves inclusion of the Minnesota Vikings designated capital projects in the 2017-2018 revised capital project plan.

ii. Approval of Aramark Concession Capital Items and Funding

At the June 22, 2017 meeting, the MSFA board approved the 2017-2018 Concession Capital Reserve Account budget and plan, which included total capital project expenses of \$2,078,000. Aramark recently recommended and prioritized additional concession capital improvements that should be part of the 2017-2018 concession capital budget. The projects total \$560,944, which increases the budget to \$2,638,944. See, Exhibit C.

Commissioner Butts Williams asked Mr. Farstad if there is a particular area in the stadium that needs continuous work, and if the board should be aware of any upcoming improvements that need to be made. Mr. Farstad stated that the MSFA is focusing on identifying needed improvements on the main concourse level of the stadium and many improvements are in progress.

Commissioner McCarthy moved and Commissioner Butts Williams seconded the motion to approve the following recommended motion, which was unanimously adopted:

The Minnesota Sports Facilities Authority adopts the revised 2017-2018 concession capital reserve account budget.

b. Report Items

i. Executive Director Report

James Farstad, the MSFA's Executive Director, began his report by discussing the security at U.S. Bank Stadium during Super Bowl LII. He noted that the safety effort of the community was truly amazing, and that there were countless meetings to ensure that U.S. Bank Stadium was safe for all of its guests. He stated that the NFL implemented many improvements to the facility, and that many of these improvements will be made to the stadium. All of the improvements were photographed so that the stadium staff can mimic some of the ideas that the NFL implemented for Super Bowl LII. Mr. Farstad thanked all of the stadium partners for their contribution for making the Super Bowl LII a great success and stated that the event showcased Minneapolis and put U.S. Bank Stadium on the world stage.

He noted that the stadium partners are working together to design skyway wayfinding features for the stadium app, in order to help guests navigate the four miles of skyways around downtown Minneapolis.

ii. Quarter 2 Budget Report – December 31, 2017

Ms. Fox-Stroman provided the MSFA Board with the Quarter 2 budget report for December 31, 2017. See, Exhibit D.

Chair Vekich asked Ms. Fox-Stroman if she has any concerns on the horizon. Ms. Fox-Stroman stated that she sees no future problems and that we are on budget.

Commissioner Butts Williams asked Ms. Fox-Stroman if she could provide a brief overview about the MSFA's trust accounts. Ms. Fox-Stroman described the structure and purpose of the multiple trust accounts and their relationship to the construction of the stadium.

iii. Super Bowl LII Update

Patrick Talty, General Manager of U.S. Bank Stadium at SMG, provided a detailed report recapping Super Bowl LII. See, [Exhibit E](#).

Chair Vekich noted that Super Bowl LII ran flawlessly, and that the operations were so smooth that they were boring. He applauded the Minnesota Super Bowl Host Committee for putting together an amazing event, especially with the coordination of the volunteer program. He stated that they were a great partner during the planning and execution of Super Bowl LII, and that he really enjoyed working with their organization.

Mr. Talty followed Chair Vekich's remarks by stating that the NFL commented on how Super Bowl LII was the smoothest operation they had seen within the last decade.

Chair Vekich then called upon Jennifer Hathaway, Director of Communications at the MSFA, to discuss the sustainability program during Super Bowl LII. Ms. Hathaway noted that becoming gold LEED Certified was a group effort, and that success transferred over to Super Bowl LII. She stated that over 91% of the waste at Super Bowl LII was diverted to either recycling or composting. Ms. Hathaway noted that Curtis Schmillen and Bradley Vogel of SMG have been a huge contributor to the sustainability program, and that it would not have been possible without them. SMG took the lead in converting waste to recyclables, and also came up with creative ideas to make it easier for guests to differentiate between trash, recyclables, and compostables. She stated that Aramark also played a large role in the success, as they ensured all of their serving dishes were compostable or recyclable.

Commissioner Bishop thanked Ms. Hathaway, SMG, and Aramark for their hard work. She noted that she works on the sustainability program at Best Buy, and that being 91% recyclable/compostable is not an easy task. Lastly, she stated that she is excited to watch the program move forward and is looking forward to the continuous improvement.

Chair Vekich noted that he heard some wonderful stories about out of town guests who made donations to the people of Minnesota, and asked Mr. Talty to elaborate. Mr. Talty stated that many out-of-town guests did not bring weather appropriate attire, and with the subzero temperatures, needed to purchase winter gear. After the commencement of Super Bowl LII, those guests who no longer needed their warm clothing were able to donate to Minnesotans in need. Mr. Talty stated that this clothing

drive would not have been possible without the collaboration of the Minnesota Super Bowl Host Committee and the NFL.

Chair Vekich then called upon John Fitzgibbon, District Manager of Aramark, to provide a Super Bowl LII update. Mr. Fitzgibbon stated that Super Bowl LII was a spectacular event and that Aramark was proud to be able to serve the food and beverages to the guests. He stated that he is very pleased with how smoothly the operations of the event went, and that he is looking forward to possibly having another Super Bowl in the future.

Chair Vekich called upon Lester Bagley, Minnesota Vikings, to provide a Super Bowl LII update to the board. Mr. Bagley stated that Super Bowl LII was an exceptionally well operated event and that he was proud of how smoothly it ran. He noted that it may be another 7-10 years until the Super Bowl comes back to U.S. Bank Stadium but stated that there are other major NFL events that rotate around the country, such as the draft party and the kick-off program that could potentially be hosted in Minneapolis in the future. He stated that the stadium received great feedback from Roger Goodell and the NFL.

5. PUBLIC COMMENT / DISCUSSION

1. Jerry Bahls

Mr. Bahls thanked the MSFA, SMG, NFL and the Vikings for their recycling efforts during Super Bowl LII. He stated that he appreciates the effort and is happy that the trash will not end up in a landfill. Mr. Bahls then extended an invitation to the public and to the MSFA board to attend a presentation regarding bird safety and glass collisions, and he stated that Dr. Klem, a professor at Muhlenberg College in Allentown, PA, will be presenter.

6. ANNOUNCEMENT OF NEXT MEETING

Chair Vekich announced that the next MSFA meeting will be held April 20, 2018, at 9:00 A.M. at U.S. Bank Stadium in the Medtronic Club.

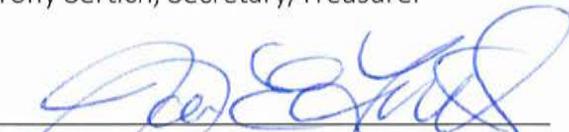
7. ADJOURNMENT

There being no further business to come before the MSFA, the meeting was adjourned at 10:00 A.M.

Approved and adopted the 20th day of April 2018, by the Minnesota Sports Facilities Authority.



Tony Sertich, Secretary/Treasurer



James Farstad, Executive Director



EXHIBIT A

MINNESOTA SPORTS FACILITIES AUTHORITY Meeting Minutes – January 19, 2018

Mill City Museum
710 South 2nd Street, Minneapolis, MN 55401

1. **CALL TO ORDER**

Chair Vekich called the meeting of the Minnesota Sports Facilities Authority (“MSFA” or “Authority”) to order at 9:00 A.M.

2. **ROLL CALL**

Commissioners present: Michael Vekich, Barbara Butts Williams, Tony Sertich, Bill McCarthy, and Laura Bishop

3. **APPROVAL OF MEETING MINUTES – December 15, 2017** *See, Exhibit A.*

4. **BUSINESS**

a. Action Items

i. Election of Officers

Chair Vekich asked the Board if they had any nominations for the Vice-Chair and the Secretary/Treasurer positions. All the Commissioners were in agreement that Commissioner Butts Williams remain the Vice-Chair, and that Commissioner Sertich continue as Secretary/Treasurer.

ii. Appointment of MSFA Representatives to SDC Group

Counsel Lindgren stated that as provided in the Development Agreement, the MSFA may name “Authority Representatives” to the Stadium Design and Construction Group (SDC Group) by providing written notice to the Vikings. Due to former Executive Director Rick Evans’ retirement, Counsel Lindgren suggested that the MSFA Board appoint Interim Executive Director, James Farstad, as an MSFA SDC Group representative. *See, Exhibit B.*

Commissioner Sertich moved and Commissioner Bishop seconded the motion to approve the following recommended motion, which was unanimously adopted:

The Minnesota Sports Facilities Authority appoints Interim Executive Director, James Farstad, as an Authority Representative to the SDC Group, effective January 19, 2018, and authorizes the Executive Director to provide written notice of this appointment to the Minnesota Vikings.

iii. Pay Equity Report

Mary Fox-Stroman, Director of Finance, stated that the Minnesota Legislature passed the Minnesota State Government Pay Equity Act in 1982, which provides a process to establish equitable compensation relationships between female-dominated, male-dominated, and balanced job classes of employees. She noted that MSFA job data as of December 31, 2017 were reviewed and that compensation disadvantages were not found. *See, Exhibit C.*

Commissioner Butts Williams moved and Commissioner McCarthy seconded the motion to approve the following recommended motion, which was unanimously adopted:

The MSFA approves the 2018 Pay Equity Implementation Report and the Compliance Report.

b. Report Items

i. Executive Director Report

Chair Vekich stated that the transition to the interim Executive Director has been very smooth. He noted that working with Mr. Farstad has been a pleasure, and he has extensive knowledge about the Stadium, as he has been working on the project since the beginning of construction. Mr. Farstad thanked Chair Vekich for his nice words. He expressed that he is looking forward to working with the MSFA's partners, and he thanked SMG, Aramark, and the Vikings for all of their work both on the field and off the field. Mr. Farstad noted that he is looking forward to the Super Bowl, and then congratulated the Vikings on their incredible win against the New Orleans Saints.

ii. Quarter 1 Budget Report – September 30, 2017

Ms. Fox-Stroman provided the MSFA Board with the Quarter 1 budget report for September 30, 2017. *See, Exhibit D.*

Commissioner McCarthy asked Ms. Fox-Stroman if the revenue listed in the Quarter 1 Budget included both the pre-season and regular season Vikings' games. Ms. Fox-Stroman stated that the MSFA does not receive revenues from NFL games, so that is not included in the report. Commissioner Butts Williams thanked Ms. Fox-Stroman for her great work on the report.

iii. Super Bowl LII Stadium Update

Patrick Talty, General Manager of U.S. Bank Stadium at SMG, provided a detailed report on the progress of the interior and exterior buildout of Super Bowl LII. See, Exhibit E.

Following Mr. Talty's presentation, Chair Vekich inquired about the anticipated completion date for Super Bowl LII stadium preparation activities. Chair Vekich asked Mr. Talty if there were any additions to the Stadium that would be permanent. Mr. Talty stated that the majority of additional cabling for media will not be removed after the Super Bowl and noted that this will be beneficial to the Stadium when hosting both the NCAA Wrestling Championships and the NCAA Men's Final Four. He noted that the majority of these permanent improvements are operational, and will not be seen by the public.

Commissioner Butts Williams thanked Mr. Talty for his presentation and also complemented SMG's part-time staff. She stated that she met a stranger who praised the ticket takers and ushers for their manners during the game day. She noted that they were friendly, thanked the guests for coming to the Stadium, and that they made her experience "awesome". Mr. Talty thanked Commissioner Butts Williams for sharing, and he stated that he would pass those comments along to his staff.

iv. Super Bowl LII Security Update

Commander Scott Gerlicher of the Minneapolis Police Department (MPD) provided the MSFA Board with an update on the security plan for Super Bowl LII. Mr. Gerlicher stated that the MPD received advice and strategies from other cities who have hosted the Super Bowl in the past and is confident that all law enforcement officials are prepared for the 10-day festivities. He noted that this is the biggest security event in Minneapolis history, and that there will be over 3,000 security personnel from 60 different agencies. He explained that beginning on January 29th, there will be a secure perimeter 24-hours a day, which will be managed by the MPD and the National Guard. This heightened security will include cameras, motion sensors, and a higher number of police officers to ensure that civilians do not break through the fences that mark the secured perimeter. Mr. Gerlicher also noted that there will be flight restrictions on game day, and that all vehicles entering the stadium will need to go through an x-ray scan called "VACIS". Commander Gerlicher then stated that the city of Minneapolis law enforcement is trained, prepared, and could host the Super Bowl today.

Chair Vekich stated that he has been working on the security piece of the Super Bowl planning, and he assured the Board that it will be tough to get anything past security personnel. He noted that U.S. Bank Stadium is the most urban facility in the NFL which can bring many challenges. Chair Vekich then asked Commander Gerlicher to explain how they are going to control and utilize the Light Rail, which has a major station at U.S. Bank Stadium. Commander Gerlicher stated that the MPD expects over 15,000 fans to use the Light Rail, and the majority of ticket holders will be boarding the trains at the Mall of America. There will be bag searches and magnetometers located at the mall, which will help with crowd

control at the Stadium, as Light Rail passengers will not be a required to have a second screening process upon arrival.

Commissioner McCarthy asked Commander Gerlicher what security is like at other venues such as the Convention Center, Xcel Center, and Nicollet Mall, as they are also hosting large Super Bowl related events. Commander Gerlicher stated that the Xcel Energy Center and the Minneapolis Convention Center will both have a hard perimeter on Monday before the Super Bowl. He noted that Super Bowl Live Presented by Verizon will not have a secure perimeter, however, there will be a significant number of visible and non-visible police officers on the streets. Commissioner Bishop inquired about the security for non-NFL events throughout the city, and how precautions are being taken to ensure the public's safety. Commander Gerlicher stated that they are tracking all large events, and that there will be over 120 police officers on foot patrol. He stated that the St. Paul Police Department, Bloomington Police Department, and the Minneapolis Police Department have been working together to ensure the safety of all citizens who attend other large structures around the city, such as the Mall of America.

Chair Vekich thanked Commander Gerlicher for all his hard work on security planning for the Super Bowl.

5. PUBLIC COMMENT / DISCUSSION

1. Alan Roebke addressed the Board and asked if the MSFA could provide more transparency on the 30-year bonds that were issued to finance the construction of U.S. Bank Stadium. He requested that the MSFA create a video with the Minnesota Gambling Control Board and noted that he would like that video to show and explain why certain charities have been paying for a portion of these bonds. Chair Vekich called upon Counsel Lindgren to address Mr. Roebke's questions. Counsel Lindgren stated that the MSFA is solely the recipient of the bonds proceeds, and that the State of Minnesota issues such bonds. Chair Vekich stated that Mr. Roebke is inquiring about policy issues and how the bonds are financed, and noted that the MSFA is not involved in the bond process. Chair Vekich suggested that Mr. Roebke contact the MMB to discuss policy issues and stated that the MSFA will fully cooperate with them. Mr. Roebke stated that the tax payers of Minnesota should be informed as to who is paying for the bonds, and how they will be paid off in the future.

6. ANNOUNCEMENT OF NEXT MEETING

Chair Vekich announced that the next MSFA meeting will be held March 16, 2018, at 9:00 A.M. at U.S. Bank Stadium in the Medtronic Club.

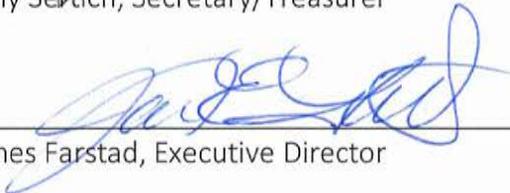
7. ADJOURNMENT

There being no further business to come before the MSFA, the meeting was adjourned at 10:15 A.M.

Approved and adopted the 19th day of January 2018, by the Minnesota Sports Facilities Authority.



Tony Sertich, Secretary/Treasurer



James Farstad, Executive Director



March 16, 2018

EXHIBIT B
MEMORANDUM

TO: MSFA Commissioners

FROM: James Farstad and Mary Fox-Stroman

SUBJECT: Approval of Capital Items for Minnesota Vikings Designated Items

At the June 22, 2017 board meeting, the MSFA board approved the 2017-2018 Capital Reserve Account budget and plan. This budget included total capital expenses of \$5,125,195. Recently, the capital project plan was modified by the executive director, and certain projects were placed on hold or eliminated, thus reducing the total capital expense budget to \$3,005,981.

The Team currently (under Section 5.6(a)(ii) of the Use Agreement) may designate \$750,000 per year over a five year period in capital improvements to the stadium. The Team did not designate capital improvements for the stadium's first year of operations, however, the Team previously designated \$305,617 for the stadium's second year of operations. Recently, the Team submitted a request for additional Team designated capital improvements for \$763,250 for the stadium's second year of operations. The combined total for Team designated capital improvements for the stadium's second year of operations would then be \$1,068,867. The Team also requested that these projects be completed prior to the start of the next NFL football season.

Staff recommends that the Team designated projects be added to the 2017-2018 capital plan and the Capital Reserve Account budget be revised. Attached is the revised Capital Reserve Account 2017-2018 capital project plan.

Staff recommends the Capital Reserve Account budget be revised as stated below:

Capital Reserve Account-	
Revenues	\$3,140,947
Expenses	<u>(\$3,769,231)</u>
Net Income before Transfers	<u>(\$ 628,284)</u>
Transfer from Operating Account	\$1,400,000
Transfer to Concession Capital Reserve Account	<u>(\$1,700,000)</u>
Net Transfers	<u>(\$ 300,000)</u>
Change in Account Balance	<u>(\$ 928,284)</u>
Beginning Capital Reserve Account Balance	<u>\$4,034,631</u>
Ending Capital Reserve Account Balance	<u><u>\$3,106,347</u></u>

Recommended Motion: *The Minnesota Sports Facilities Authority adopts the revised 2017-2018 capital reserve account budget and approves inclusion of the Minnesota Vikings designated capital projects in the 2017-2018 revised capital project plan.*

Minnesota Sports Facilities Authority
Capital Reserve Account - 2017 - 2018 Capital Project Plan

CAPITAL RESERVE ACCOUNT:

<u>Item #</u>	<u>Project Description</u>	<u>Project Budget</u>
1	Access stair to Field	\$24,816.38
2	ADA Cord Cover Ramps	\$25,000.00
3	Add one more waste compactor for compost	\$45,000.00
4	Add TV displays	\$65,000.00
5	Additional Cupholders	\$14,431.19
6	Additional pipe and drape for clubs	\$30,000.00
7	Additional radios	\$6,816.64
8	Additional tip carts	\$25,000.00
9	Additional TV Displays	\$36,012.07
10	AMX Suite programming	\$15,000.00
11	Apple iPads	\$10,883.03
12	Attic stock procurement	\$23,649.00
13	Automated chemical feed in the spa tubs in the Viking Locker Room	\$8,387.23
14	Bar coding system for team assets	\$60,000.00
15	Black out curtain phase one design work	\$30,000.00
	Building automation system modifications - adjust sequencing and operations based on first year energy	
16	consumption analysis	\$25,000.00
17	BWW and FMP bulbs	\$27,250.91
18	Charging station in Suites-misc budget	\$7,755.07
19	Charging stations	\$99,628.93
20	Cleaning Service office (included in FF&E)	\$20,613.26
21	Compost bins for Aramark food prep areas	\$7,835.00
22	Converting mechanical room for storage	\$150,000.00
23	Dell Monitors and Laptops	\$4,792.84
24	Design of amp and electrical room modifications	\$4,000.00
25	Design services for pantry cooling	\$6,000.00
26	Design Work for Cleaning Service Office	\$14,650.00
27	Develop and test Equity software database	\$4,675.00
28	Diamond plates for retractable area	\$3,000.00
29	Door in Team Locker Room	\$14,155.90
30	Drinking fountain	\$6,000.00
31	East escalator concert blackout	\$8,000.00
32	East scoreboard acoustic cover	\$50,000.00
33	Electrical work for charging stations	\$27,616.00
34	Elevator modifications - junction boxes and protect door frames	\$15,000.00
35	ETFE blower monitoring to the BAS.	\$16,000.00
36	Fence partition walls	\$5,000.00
37	Fencing to separate storage areas	\$10,000.00
38	Floor Mounted Benches	\$4,196.00
39	Furniture for Cleaning Services Office	\$4,736.74
40	Glass system in Cabins	\$53,591.25
41	High-Top Tables	\$10,000.00
42	HVAC controls in skyway.	\$15,000.00
43	iPad Cases	\$3,003.44
44	IT enhancements	\$34,320.69
45	J-Hook sleeves in Team Locker Room	\$7,000.00
46	Laundry baskets in Team Locker Room	\$5,000.00
47	LEED design work - ongoing measurement and verification	\$60,000.00
48	Lighting at the ticket office plaza	\$40,000.00
49	Loading dock overhead door modifications requested by the City	\$25,000.00
50	Maintenance tools/items	\$1,886.00
51	Matting at Verizon, Legacy and Team Member	\$50,000.00
52	Modify concourse waste bins to include compost inserts	\$30,000.00
53	Modify glass rail around inner leg truss and metal panels under catwalks	\$250,000.00
54	Mondo matting	\$18,565.00
55	Night ventilation mode on the BAS	\$3,643.00
56	Office Furniture	\$2,868.00
57	Operations lockers	\$7,390.05
58	Paint markings on the service corridor floor	\$28,000.00
59	Power and data drops to various locations	\$3,562.00

Minnesota Sports Facilities Authority
Capital Reserve Account - 2017 - 2018 Capital Project Plan

CAPITAL RESERVE ACCOUNT:

<u>Item #</u>	<u>Project Description</u>	<u>Project Budget</u>
60	Pumps	\$14,619.43
61	Radios	\$23,219.09
62	Replace glass in Purple Club per City - higher glass required	\$106,665.00
63	Replace overload NAE	\$11,200.00
64	Restore plaza restrooms	\$60,000.00
65	Retractable bleacher railings	\$19,000.00
66	RFP Advertisement expense	\$3,064.00
67	Riding vacuums	\$13,995.28
68	SMG CapEx Coordination	\$76,800.00
69	SMG office furniture	\$10,000.00
70	Stanchion and tensa barriers for crowd control	\$40,000.00
71	Sub metering in electrical rooms	\$65,000.00
72	Tactile indicators at dispensers and other items that protrude more than 4" into walkways	\$18,928.29
73	Tactile indicators at dispensers and other items that protrude more than 4" into walkways	\$9,728.83
74	Tactile indicators at dispensers and other items that protrude more than 4" into walkways	\$1,342.88
75	Temperature sensors	\$18,000.00
76	Temperature sensors in Viking's spa tubs	\$14,000.00
77	Ticket Office desks	\$6,053.33
78	Ticket Scanner Ports: 10	\$32,634.00
79	Video Production Room Cooling	\$457,000.00
80	Waste Bin Modification	\$23,409.90
81	Waste bin modification and signage	\$4,713.10
82	Waste Bin Signage	\$16,877.00
83	Wayfinding sign cabinets	\$6,380.00
84	Wayfinding Signs	\$11,815.00
85	Wayfinding signs	\$448.88
86	Wayfinding signs-misc	\$11,356.12
87	Women's locker room	\$325,000.00
Subtotal Year 2 Projects		\$3,005,980.75

Additional Minnesota Vikings Designated Capital Projects

<u>Items#</u>	<u>Project Description</u>	<u>Budget</u>
1	2x3 TV system in Delta Escalator Lobby	\$ 10,000
2	Additional Cabling	\$ 30,000
3	Additional Stadium Décor (similar to Bring It Home)	\$ 150,000
4	Charging Stations for Premium Clubs	\$ 60,000
5	Charging Stations for Premium Suites	\$ 150,000
6	Club Purple Ticker Signage	\$ 150,000
7	Concourse Benches	\$ 15,000
8	Counter top on ledge in control room	\$ 10,000
9	Guest Services Presence on Perimeter	\$ 10,000
10	High Top Tables (\$315 per unit)	\$ 7,500
11	iPad integration on Miller Lite Lounge	\$ 20,000
12	Lighting upgrade in South Loft Corridor	\$ 22,000
13	Mothers' Suite and Sensory Room	\$ 75,000
14	Player Benches	\$ 20,000
15	Press Box One-Sheet Holder	\$ 1,250
16	Tables for Club Purple Couches	\$ 25,000
17	Ticket Office additional tables and chairs	\$ 7,500
Total Minnesota Vikings Designated Capital Projects		\$763,250.00

GRAND TOTAL \$3,769,230.75



March 16, 2018

EXHIBIT C
MEMORANDUM

TO: MSFA Commissioners

FROM: James Farstad and Mary Fox-Stroman

SUBJECT: Approval of Aramark Concession Capital Items and Funding

At its June 22, 2017 meeting the MSFA board approved the 2017-2018 Concession Capital Reserve Account budget and plan. This budget included total capital project expenses of \$2,078,000. Many of these projects have been completed. Recently Aramark recommended and prioritized additional concession capital improvements that should be part of the 2017-2018 concession capital budget. The additional concession capital projects total \$560,944. Aramark also recommended that these projects be completed by July 31, 2018 so that the requested improvements to the food and beverage catering and concession operation would benefit the Minnesota Vikings 2018 football season and the fall concert schedule.

Staff recommends that total concession capital expense budget should be increased to \$2,638,944 which includes the original budget of \$2,078,000 plus the additional concession capital projects of \$560,944. Attached is the 2017-2018 additional concession capital project plan.

Staff recommends the Concession Capital Reserve Account budget be revised as stated below:
Concession Capital Reserve Account

Revenues	\$ 850,000
Expenses	<u>(\$2,638,944)</u>
Net Income before Transfers	(\$1,788,944)
Transfer from Capital Reserve account	<u>\$ 1,700,000</u>
Change in Account Balance	<u>(\$ 88,944)</u>

Beginning Concession Capital Reserve Account Balance \$ 711,080

Ending Concession Capital Reserve Account Balance \$ 622,136

Recommended Motion: *The Minnesota Sports Facilities Authority adopts the revised 2017-2018 concession capital reserve account budget.*

Minnesota Sports Facilities Authority
Concession Capital Reserve Account - 2017 - 2018 Additional Concession Capital Project Plan

CONCESSION CAPITAL RESERVE ACCOUNT:

<u>Item #</u>	<u>Project Description</u>	<u>Project Budget</u>
1	130 Bar	\$ 93,000.00
2	Concert Flex 118	\$ 11,848.00
3	Credit card POS	\$ 25,000.00
4	Food safety equipment (clubs)	\$ 30,304.00
5	Hyundai Portable Move	\$ 15,000.00
6	Northstar 118	\$ 16,114.00
7	Pizza Product	\$ 7,254.00
8	Purple fryer	\$ 101,759.00
9	Refrigerator (Delta club)	\$ 7,565.00
10	Smallwares Presentation	\$ 169,775.00
11	Suite power access	\$ 69,825.00
12	Suites/Norseman Lounge Power	\$ 13,500.00
		<hr/> <hr/> \$560,944.00



EXHIBIT D

March 16, 2018

MEMORANDUM

TO: MSFA Commissioners

FROM: James Farstad and Mary Fox-Stroman

SUBJECT: Quarter 2 Budget Report - December 31, 2017

Attached are two budget reports. First, is the fiscal year 2017-2018 budget report for the six-month period ending December 31, 2017 for the operating account, capital reserve account, and concession capital reserve account. Second, is the project-to-date budget report for the U. S. Bank Stadium project trust account from project inception through December 31, 2017.

Operating Account

The operating account is used to account for MSFA operations including SMG's operation of U.S. Bank Stadium. Following is a summary of the fiscal year 2017-2018 operating account activities through December 31, 2017:

Operating revenues	\$25,079,472
Operating expenses	<u>(\$24,136,789)</u>
Operating income	\$ 942,683
Net nonoperating expenses	<u>(\$ 390,391)</u>
Change in the account balance	\$ 552,292
Beginning account balance	<u>\$ 6,170,730</u>
Ending account balance	<u>\$ 6,723,022</u>

Capital Reserve Account

A capital reserve account is used to account for stadium capital improvements. Following is a summary of the fiscal year 2017-2018 capital reserve account activities through December 31, 2017:

Capital reserve revenues	\$1,553,647
Capital reserve expenses	<u>(\$ 790,538)</u>
Change in account balance	\$ 763,109
Beginning account balance	<u>\$4,034,631</u>
Ending account balance	<u>\$4,797,740</u>

Concession Capital Reserve Account

The concession capital reserve account is used to account for concession capital improvements at the stadium. Following is a summary of the fiscal year 2017-2018 concession capital reserve account activities through December 31, 2017:

Concession capital reserve revenues	\$ 634,671
Concession capital reserve expenses	<u>(\$ 199,467)</u>
Change in account balance	\$ 435,204
Beginning account balance	<u>\$ 711,080</u>
Ending account balance	<u>\$1,146,284</u>



U.S. Bank Stadium Project Trust Account

The project trust account was established to account for construction of U.S. Bank Stadium. The attached budget report presents the project budget, actual revenues and expenses from 2012 to 2017, fiscal year 2017-2018 quarter 1 and quarter 2, and project-to-date totals. Following is a summary of the U.S. Bank Stadium project trust account activities through December 31, 2017:

U.S. Bank Stadium Project Trust Account:	<u>7/1-12/31/2017</u>	<u>Project-to-Date</u>
Nonoperating contributions revenues	\$ 1,061,724	\$ 19,063,136
Project expenses	(<u>\$1,622,795</u>)	(<u>\$1,117,735,120</u>)
Operating income	(\$ 561,071)	(\$1,098,671,984)
Net Nonoperating revenues	-	\$ 6,987
Capital contributions	\$ 561,071	\$1,097,435,579
Net transfers	-	<u>\$ 1,236,405</u>
Change in account balance	-	\$ 6,987
Beginning account balance	<u>\$ 6,987</u>	-
Ending account balance	<u>\$ 6,987</u>	<u>\$ 6,987</u>

SUMMARY OF CASH AND INVESTMENTS as of December 31, 2017	
Cash and Cash Equivalents:	
U. S. Bank - operating account	\$55,492.16
U.S. Bank - payroll account	\$1,000.25
U.S. Bank - SMG managed pre-opening account	\$62,219.11
U.S. Bank – SMG managed accounts	\$18,297,634.75
U.S. Bank-Trust accounts for construction project	\$7,252.78
Total Cash and Cash Equivalents	\$18,423,599.05
Investments:	
U.S. Bank investment account	\$10,921,178.29
Total Investments	\$10,921,178.29

MINNESOTA SPORTS FACILITIES AUTHORITY
 Budget Report for Fiscal Year 2017-2018
 Operating Account, Capital Reserve Account, Concession Capital Reserve Account
 Q2 - July 1, 2017 to December 31, 2017

	Annual Budget	7/1/17-12/31/17 Actual
Operating Account		
Operating Revenues:		
Stadium Operating Revenues:		
State of Minnesota Operating Revenues	\$ 6,198,387	\$ 3,049,194
Minnesota Vikings Operating Revenues	\$ 8,755,000	\$ 4,377,498
Revenues from Stadium Operations	\$ 24,198,063	\$ 17,518,885
Miscellaneous Revenues	\$ 51,679	\$ 133,895
Total Operating Revenues	<u>\$ 39,203,129</u>	<u>\$ 25,079,472</u>
Operating Expenses:		
Personal Services	\$ 912,400	\$ 350,504
Professional Services	\$ 2,049,837	\$ 950,806
Supplies and Network Administration and Support	\$ 219,000	\$ 113,303
Stadium Contractual Commitments and Leases	\$ 789,231	\$ 600,621
Insurance	\$ 216,200	\$ 165,884
NFL Reimbursement for Sales Tax Exemption	\$ 1,600,000	\$ -
Super Bowl LII	\$ 1,000,000	\$ -
Miscellaneous	\$ 455,124	\$ 372,216
Expenses from Stadium Operations	\$ 31,203,276	\$ 21,583,455
Total Operating Expenses	<u>\$ 38,445,068</u>	<u>\$ 24,136,789</u>
Operating Income	<u>\$ 758,061</u>	<u>\$ 942,683</u>
Nonoperating Revenues/(Expenses):		
Investment Earnings	\$ 30,000	\$ 29,870
Taxes-State of Minnesota	\$ 1,859,793	\$ -
Commemorative Brick revenues	\$ -	\$ 387,850
Commemorative Brick expenses	\$ -	\$ (184,850)
Stadium project expenses	\$ -	\$ (623,261)
Total Nonoperating Revenues	<u>\$ 1,889,793</u>	<u>\$ (390,391)</u>
Net Income before Transfers	<u>\$ 2,647,854</u>	<u>\$ 552,292</u>
Transfers:		
Transfer to Capital Reserve Account	\$ (1,400,000)	\$ -
Change in Account Balance	<u>\$ 1,247,854</u>	<u>\$ 552,292</u>
Beginning Operating Account Balance	<u>\$ 6,170,730</u>	<u>\$ 6,170,730</u>
Ending Operating Account Balance	<u>\$ 7,418,584</u>	<u>\$ 6,723,022</u>
Capital Reserve Account		
Revenues:		
Minnesota Vikings Capital Revenues	\$ 1,591,350	\$ 778,849
State of Minnesota Capital Revenues	\$ 1,549,597	\$ 774,798
Total Revenues	<u>\$ 3,140,947</u>	<u>\$ 1,553,647</u>
Capital Expenses:		
Capital Expenses:	\$ 5,125,195	\$ 790,538
Total Capital Expenses	<u>\$ 5,125,195</u>	<u>\$ 790,538</u>
Net Income before Transfers	<u>\$ (1,984,248)</u>	<u>\$ 763,109</u>
Transfers:		
Transfer from Operating Account	\$ 1,400,000	\$ -
Transfer to Concession Capital Reserve Account	\$ (1,700,000)	\$ -
Total Transfers	<u>\$ (300,000)</u>	<u>\$ -</u>
Change in Account Balance	<u>\$ (2,284,248)</u>	<u>\$ 763,109</u>
Beginning Capital Reserve Account Balance	<u>\$ 4,034,631</u>	<u>\$ 4,034,631</u>
Ending Capital Reserve Account Balance	<u>\$ 1,750,383</u>	<u>\$ 4,797,740</u>
Concession Capital Reserve Account		
Revenues:		
Concession Capital Reserve Revenues (2.5%)	\$ 850,000	\$ 634,671
Total Revenues	<u>\$ 850,000</u>	<u>\$ 634,671</u>
Capital Expenses:		
Capital Expenses:	\$ 2,078,000	\$ 199,467
Total Capital Expenses	<u>\$ 2,078,000</u>	<u>\$ 199,467</u>
Net Income/(Loss) before Transfers	<u>\$ (1,228,000)</u>	<u>\$ 435,204</u>
Transfers:		
Transfer from Capital Reserve Account	\$ 1,700,000	\$ -
Change in Account Balance	<u>\$ 472,000</u>	<u>\$ 435,204</u>
Beginning Concession Capital Reserve Account Balance	<u>\$ 711,080</u>	<u>\$ 711,080</u>
Ending Concession Capital Reserve Account Balance	<u>\$ 1,183,080</u>	<u>\$ 1,146,284</u>

MINNESOTA SPORTS FACILITIES AUTHORITY
 BUDGET REPORT - PROJECT-TO-DATE
 U.S. BANK STADIUM PROJECT - TRUST ACCOUNT
 STATEMENT OF REVENUES, EXPENSES AND CHANGES IN ACCOUNT BALANCE

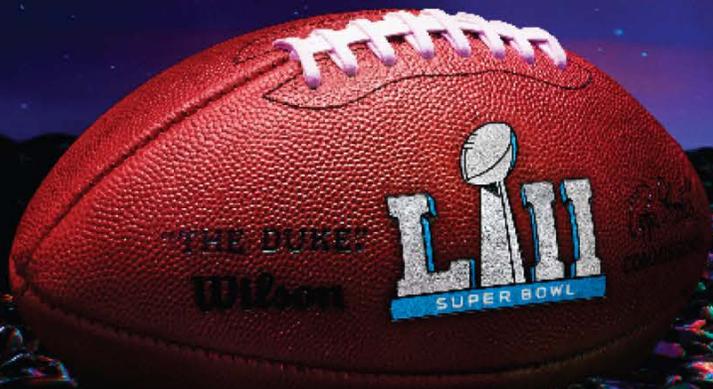
Project	2012	2013	2014	2015	18-Month	Q1-2018	Q2-2018	Total	
	Actual	Actual	Actual	Actual	Actual	Actual	Actual		
US BANK STADIUM PROJECT	08/01/12-12/31/12	1/1/13-12/31/13	1/1/14-12/31/14	1/1/15-12/31/15	1/1/16-6/30/17	7/1/17-9/30/17	10/1/17-12/31/17	Project-to-Date	
Revenues									
Miscellaneous Revenues									
Non-Operating Contributions	\$ -	\$ 833,181	\$ 588,346	\$ 6,328,588	\$ 1,145,445	\$ 9,105,852	\$ 291,668	\$ 770,056	\$ 19,063,136
	-	833,181	588,346	6,328,588	1,145,445	9,105,852	291,668	770,056	19,063,136
Expenses									
Miscellaneous Expenses									
Noncapitalizable project expenses	-	833,181	588,346	6,315,692	1,169,692	9,555,450	296,895	775,283	19,534,539
Capital improvement expenses-U.S. Bank Stadium Project*									
Site Acquisition & Improvements	59,284,658	-	751,515	26,615,655	19,778,489	6,045,323	-	-	53,190,982
Construction Costs	909,649,725	-	15,902,234	274,863,786	441,952,844	163,667,866	-	-	896,386,730
Furnishings, Fixtures & Equipment	66,860,458	-	-	-	13,580,888	51,912,633	-	259,330	65,752,851
Development Costs	87,985,993	2,546,938	24,355,589	23,927,104	13,318,815	7,373,847	-	301,741	71,824,034
Other Project Costs	7,118,520	-	-	-	14,170	99,123	-	-	113,293
Project Contingency	853,983	-	-	-	-	-	-	-	-
Earnest deposit on Downtown East Parking Garage	-	-	855,000	(855,000)	-	-	-	-	-
Prepaid project insurance	-	-	10,649,497	317,895	(24,247)	-	(5,227)	(5,227)	10,932,691
Subtotal expenses	1,131,753,337	3,380,119	53,102,181	331,185,132	489,790,651	238,654,242	291,668	1,331,127	1,117,735,120
Operating income/(loss)	(1,131,753,337)	(2,546,938)	(52,513,835)	(324,856,544)	(488,645,206)	(229,548,390)	-	(561,071)	(1,098,671,984)
Nonoperating revenues/(expenses):									
Interest	-	-	-	2,882	219	3,886	-	-	6,987
SBL sales revenues	-	-	3,426,786	5,564,687	6,483,069	6,271,723	292,454	159,911	22,198,630
SBL expenses	-	-	(3,426,786)	(5,564,687)	(6,483,069)	(6,271,723)	(292,454)	(159,911)	(22,198,630)
Subtotal nonoperating revenues/(expenses)	-	-	-	2,882	219	3,886	-	-	6,987
Capital Contribution*	1,131,753,337	2,546,938	52,513,835	324,869,440	488,645,206	228,299,089	-	561,071	1,097,435,579
Operating Transfer From/(To):									
Operating transfer from Operating account	-	-	-	1,523	-	1,985,405	-	-	1,986,928
Operating transfer to Operating account	-	-	-	(14,419)	-	(736,104)	-	-	(750,523)
Subtotal operating transfer from/(to)	-	-	-	(12,896)	-	1,249,301	-	-	1,236,405
Change in Account Balance	-	-	-	2,882	219	3,886	-	-	6,987
Beginning Account Balance	-	-	-	-	2,882	3,101	6,987	6,987	-
Ending Account Balance	\$ -	\$ -	\$ -	\$ 2,882	\$ 3,101	\$ 6,987	\$ 6,987	\$ 6,987	\$ 6,987

EXHIBIT E

SUPER BOWL



MINNESOTA



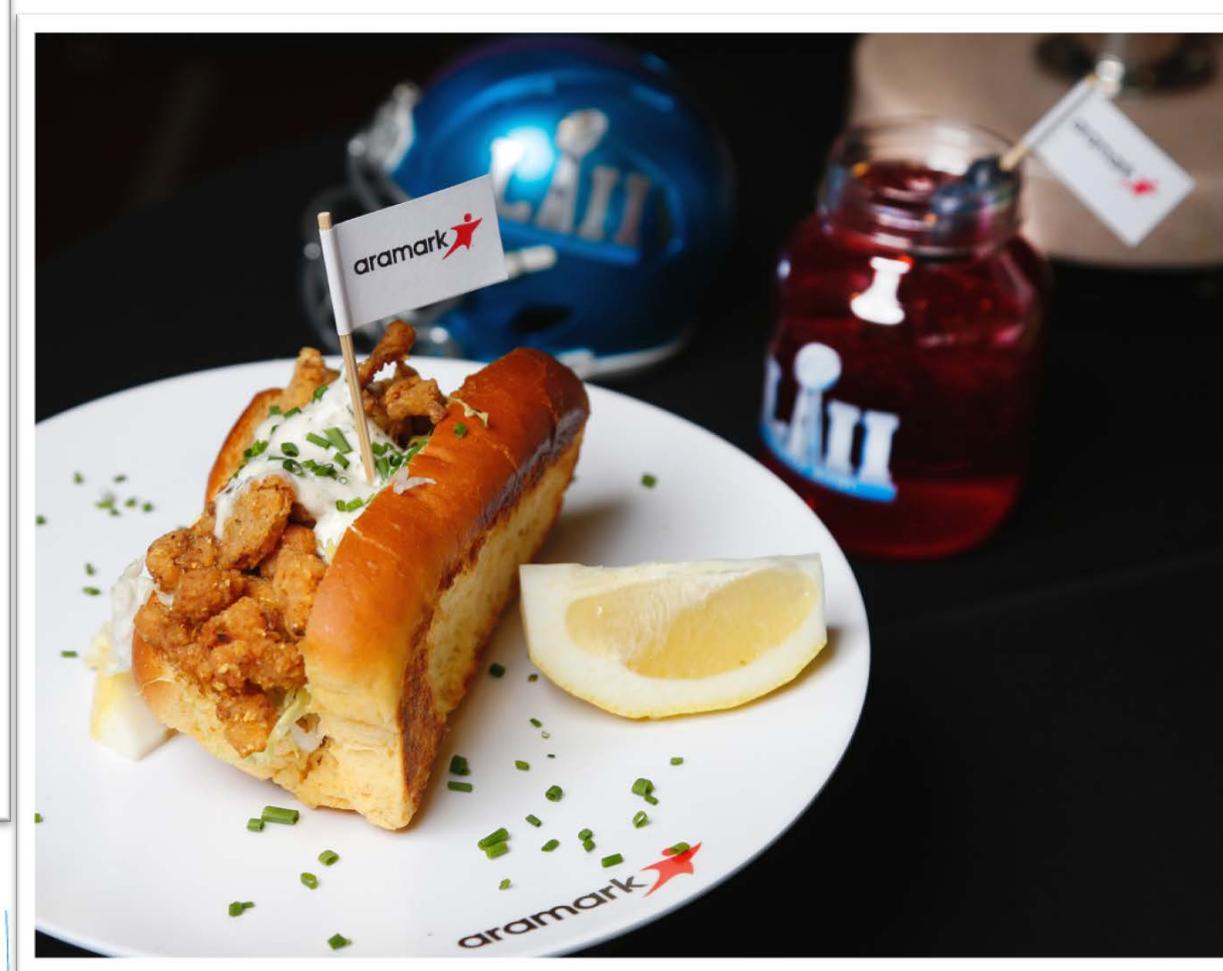


Patrick Talty
General Manager, SMG

Game Day Operations

- ∥ 67,612 guests were in attendance at Super Bowl LII at U.S. Bank Stadium
- ∥ 5,800 credentialed media were onsite for Super Bowl LII
- ∥ SMG credentialed employees (**does not include the NFL staff or hired contractors*)
 - ∥ 600 Guest Experience
 - ∥ 220 Housekeeping
 - ∥ Several managers, operations staff, vendors, and administrative personnel

Food & Beverage



F&B Stats



\\ Bratwursts Sold	2,800
\\ Sodas Sold	13,600
\\ Hot Dogs Sold	11,600
\\ Premium hot dogs/ sausages sold	5,500

- \\ ***31,000 gallons of beverages were sold (n/a, beer, wine, spirits)!***
- \\ ***If you put all of the hot dogs/sausages that were consumed end to end it would stretch 2.3 miles!***



SUPER BOWL

usbankstadium

9:36





Zero Waste Super Bowl

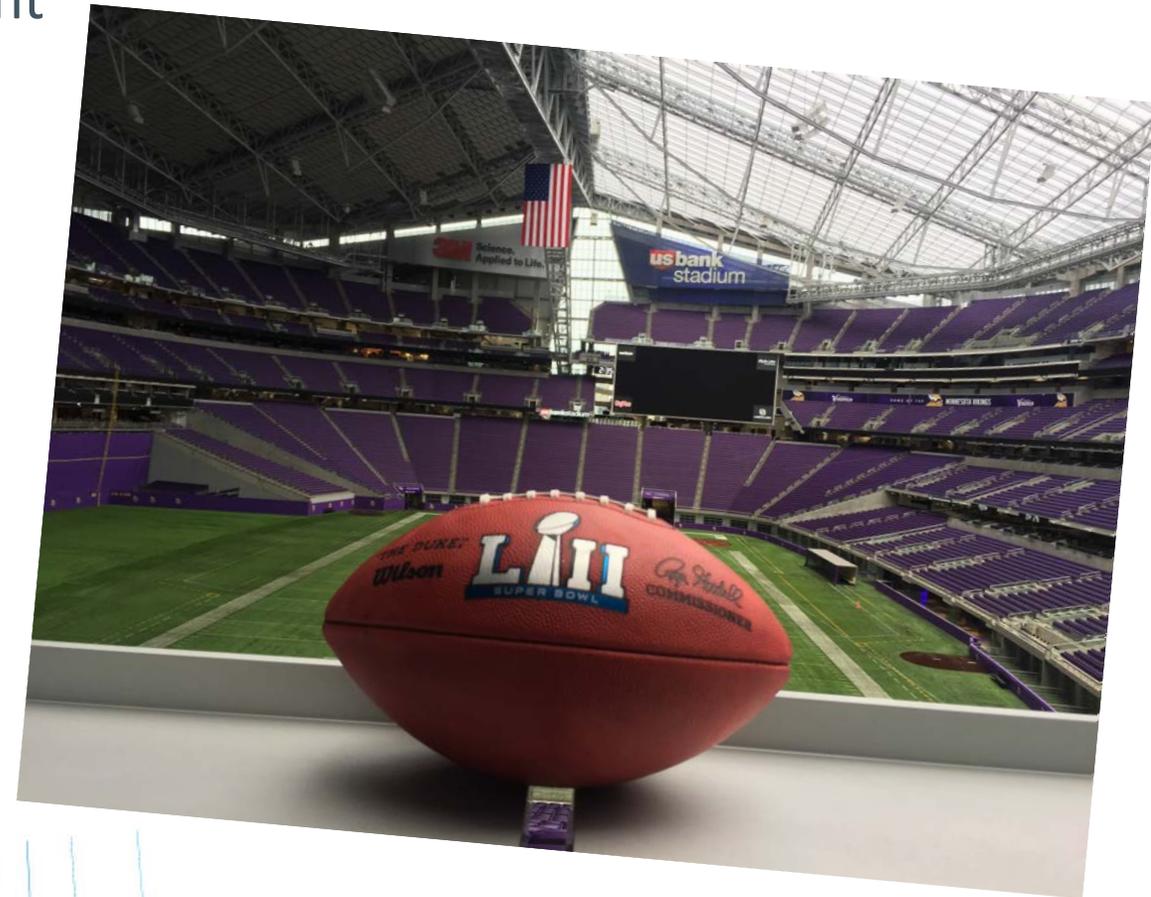
- ∥ 91% waste diversion was achieved by the U.S. Bank Stadium Operation of Super Bowl LII
- ∥ This was the first zero-waste Super Bowl to happen with a long-term zero-waste program that will be left as a legacy for the facility to utilize at future events

IT Stats

- ∥ 16.31 terabytes of data used on the WIFI network
 - ∥ Amounted to 40,033 unique users, or 59% of total attendance
 - ∥ This usage is a record for the most WIFI data used at a single-day event for the NFL and the Stadium

Building Improvements

- ∥ Software licenses for phone image management
- ∥ Patch cables for press box
- ∥ 15 linear feet of 12"x4" camera wire basket
- ∥ Various video cables and connectors
- ∥ Cable hooks on event level
- ∥ Field paint
- ∥ Cable chase added in back lot/loading dock



Going the Extra Yard!



Jack Keeley



During the 3rd quarter of Super Bowl LII I noticed a fan in a wheelchair who looked like he needed help. I approached him and his two friends and asked if I could assist in any way. The wheel chair guest need to use the rest room. Our club was very busy and chaotic at the time. The family bathroom was on the other side of the club way in the back. So instead of just pointing, I said follow me. I am adept at making a clear path through a crowd and I brought them right to the family restroom. I said just wait right here and you will be the next one in. In about 30 seconds another guest exited and my wheelchair guest was able to go in. Now my mission was really done but instead of leaving I began to chat with the guests. They asked how I knew they needed something - they were so impressed that I sought them out and took them right where they needed to go. I told them that is "what we do", we are trained to take care of our guests and to be able to assess situations and help guests. When the wheelchair guest exited the bathroom the conversation continued as he wanted to meet and thank me. I found out his name was also Jack. They came from Sacramento CA for the game. We talked about how my wife is also from Northern CA. They said they liked my "energy". I told them I get energy from others when I can help them. We did a group huddle hug. My mission was complete but Jack said he had something for me - a present. I said I don't need a present. I get good karma from helping others and that was all I needed. Jack insisted that I had to accept his gift. I said OK and they brought me a Super Bowl football. The 3 guests autographed the ball for me. It brought tears to my eyes. This was my 18th season working Viking NFL games and a fan was awarding me a signed ball. Nothing like this has ever happened. I feel like I won the Super Bowl! It will be one of my most cherished memories of working Super Bowl LII!



John Gibeau



I Helped a guest get new food when they had someone bump them and spill their souvenir drink



John Dixon



Doing a little dance for guests coming down the escalator making them smile and wishing them a good time while answering their questions. Having a great time.





Gail Sommerfeld



I was standing in my section and a guest was walking up the steps with their hands full of popcorn and drinks. I offered to take some of the items out of their hands and help them up to their sections. While we were passing items, another guest came by and knocked the drinks out of his hands. The guest was devastated, but I acted fast and picked up the cup and told the guest to wait there. I then went to the food stand by my section and explained to the person behind the counter what had happened and they got the guest another drink. Once I returned to my section the guest was so thankful and overjoyed from what I did for them. "I now understand the meaning of Minnesota Nice!"



Brian Hanson



Recognized a young fan's first Super Bowl!!





Post-Super Bowl LII

\\ Fans, media, and visitors from all over had a great experience not just at U.S. Bank Stadium but in the Twin Cities at all the different Super Bowl LII related events!

National Media Weigh-in on Minnesota's Setting for Super Bowl LII



Adam Schein ✓
@AdamSchein



Minnesota did a sensational job with the Super Bowl. Having radio row at @mallofamerica was incredible. Great energy. Everyone in Minnesota is so nice. Great restaurants, too! I can't wait for Minnesota to get another Super Bowl.



Bob Glauber ✓
@BobGlauber



Hats off to the people of Minnesota for doing a terrific job of hosting Super Bowl LII. Went off without a hitch. As for the cold weather ... absolutely loved it.



Scott Hanson ✓
@ScottHanson



Leaving Super Bowl 52 after 8 days here.
Final thought: "Minnesota Nice" is a real thing.

Thanks... & salute! #SBLII



Andrew Zimmern ✓
@andrewzimmern



I want to say a HUGE thank you to all the people of Minnesota who just hosted an amazing #sb52 .
To our mayors here in the Twin Cities, our Gov, civic and business leaders, the INCREDIBLE volunteers, Maureen and the whole team, I am so proud of the BOLD NORTH. #skol

Upcoming U.S. Bank Stadium Events

- \\ RV Show March This weekend
- \\ World of Wheels March 23-25
- \\ Monster Jam April 7
- \\ Supercross April 14
- \\ Kenny Chesney May 5
- \\ X Games July 19-22
- \\ Jay-Z & Beyonce August 8
- \\ Taylor Swift August 31 & September 1
- \\ Ed Sheeran October 20

