



MINNESOTA
SPORTS FACILITIES
AUTHORITY

MINNESOTA SPORTS FACILITIES AUTHORITY MEETING AGENDA

Thursday, August 22, 2024, 8:00 A.M.

U.S. Bank Stadium – MSFA Office
401 Chicago Avenue, Minneapolis, MN 55415

Pursuant to Minnesota Statutes, Section 13D.02, Commissioner Tony Sertich will participate in the meeting remotely. Consistent with Section 13D.02, subd. 1(a)(5), Commissioner Sertich will be at a location open and accessible to the public at: 4067 Misty Morning Drive, Hermantown, MN 55811.

Pursuant to Minnesota Statutes, Section 13D.02, Commissioner Sharon Sayles Belton will participate in the meeting remotely. Consistent with Section 13D.02, subd. 1(a)(5), Commissioner Sayles Belton will be at a location open and accessible to the public at: 3332 Edmund Boulevard, Minneapolis, MN 55406.

1. CALL TO ORDER
2. APPROVAL OF PRIOR MEETING MINUTES – June 13, 2024
3. BUSINESS
 - a. **Action Items**
 - i. **Authorize Negotiation and Execution of a Professional Services Agreement for Owner’s Representative Services**
 - ii. **Approve Second Amendment to Stadium Project Labor Agreement (PLA) For Post-Opening Construction**
 - b. Reports
 - i. U.S. Bank Stadium Updates
 - a. ASM Global
 - b. Aramark
 - ii. Minnesota Vikings Update
4. PUBLIC COMMENTS
5. DISCUSSION
6. ANNOUNCEMENT OF NEXT MEETING – September 19, 2024
Location: U.S. Bank Stadium – Mystic Lake’s Club Purple
7. ADJOURNMENT

***Items in bold require action**

MEETING LOCATION CHANGED TO MSFA OFFICE.



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Meeting Minutes – June 13, 2024, 8:00 A.M.
U.S. Bank Stadium
401 Chicago Avenue, Minneapolis, MN 55415

1. CALL TO ORDER

Chair Vekich called the meeting of the Minnesota Sports Facilities Authority (“MSFA” or “Authority”) to order at 8:01 A.M.

2. ROLL CALL

Commissioners present: Chair Michael Vekich, Bill McCarthy, Angela Burns Finney, Sharon Sayles Belton.

Commissioner Tony Sertich participated remotely.

3. APPROVAL OF MEETING MINUTES – April 25, 2024, and May 3, 2024.

Chair Vekich asked for a motion to approve the minutes of the April 25, 2024, and May 3, 2024, meetings. Commissioner Sayles Belton moved, and Commissioner McCarthy seconded the motion. The minutes of the April 25, 2024, and May 3, 2024, board meetings were unanimously approved and adopted as presented. *See, Exhibit A.*

4. BUSINESS

a. Action Items

i. Approve Parking Agreement with Timeshare Systems, Inc.

Chair Vekich asked Ms. Mary Fox-Stroman, Chief Financial Officer/Director of Finance, to discuss the Parking Agreement with Timeshare Systems, Inc. Ms. Fox-Stroman said the Authority developed a parking plan in accordance with the terms of the Stadium Use Agreement that provides the Minnesota Vikings with the use of 2,500 parking spaces on game days for premium patrons. Ms. Fox-Stroman said

the plan designated 963 parking spaces at Stadium Parking Ramp, 452 parking spaces at the Downtown East (DTE) Parking Ramp, 150 leased parking spaces from Hennepin Healthcare and HCMC, and 935 leased parking spaces from Timeshare Systems, Inc. for a total of 2,500 parking spaces.

Ms. Fox-Stroman stated Timeshare Systems, Inc. offered to renew the parking agreement with similar terms for the 935 parking spaces. *See, Exhibit B.*

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

The Minnesota Sports Facilities Authority authorizes the Chair and Executive Director to execute the Parking agreement with Timeshare Systems, Inc for the period from July 1, 2024 through June 30, 2025.

ii. Approve 2024-2025 Casualty Insurance Program

Chair Vekich asked Ms. Fox-Stroman to discuss the 2024-2025 Casualty Insurance Program. Ms. Fox-Stroman stated CBIZ is the Authority's casualty insurance broker, and CBIZ has contacted each of the incumbent insurance carriers and requested renewal quotes for the 2024-2025 policy term. Ms. Fox-Stroman said CBIZ then negotiated with the carriers to obtain the best renewal pricing and terms for the policy period from June 17, 2024 through June 17, 2025. Ms. Fox-Stroman said the program includes the following policies commercial general liability, liquor liability, excess liability, commercial automobile and garage keepers legal liability, crime, public entity management liability, workers compensation, network security and privacy liability (cyber), and terrorism liability. She then discussed the carrier, limits, deductibles, and premium for each policy.

Chair Vekich opened the floor for questions. Commissioner Sayles Belton asked if the excess liability policy's communicable disease exclusion was new? Ms. Fox-Stroman said the communicable disease exclusion started in 2021 after COVID-19. Commissioner Sayles Belton asked what is the definition of social engineering fraud as listed in the crime policy? Ms. Fox-Stroman responded it refers to scams used by criminals to exploit a person's trust in order to obtain money directly or obtain confidential information to enable a subsequent crime. Commissioner Sayles Belton asked if there is a premium reduction for the terrorism liability policy due to installation of the new Secured Perimeter? Ms. Fox-Stroman stated CBIZ shared updates on the project with the carrier and the premium has increased very

little over the years. Commissioner McCarthy asked who is the CBIZ representative? Ms. Fox-Stroman stated Gwen McFadden, CBIZ, is our casualty insurance broker and she has been the representative since 2005. See, Exhibit C.

Commissioner Burns Finney moved, and Commissioner Sayles Belton seconded the motion to approve the following recommended motion, which was unanimously adopted:

The Minnesota Sports Facilities Authority authorizes the Chair and Executive Director to execute the contracts for the 2024-2025 Casualty Insurance Program.

iii. Approve 2024-2025 MSFA Budget

Chair Vekich asked Ms. Fox-Stroman to discuss the 2024-2025 MSFA Budget. Ms. Fox-Stroman said the 2024-2025 Operating and Capital Budget is for the fiscal period from July 1, 2024 through June 30, 2025 and it includes the Operating account, Capital Reserve account, and the Concession Capital Reserve account. Ms. Fox-Stroman discussed the Operating account revenues, operating expenses, nonoperating revenues, transfer, and the ending Operating account balance. Ms. Fox-Stroman then discussed the Capital Reserve account revenues, capital expenses, transfer, and ending Capital Reserve account balance, and she presented the Capital Reserve project list. MS. Fox-Stroman also discussed the Concession Capital Reserve Account revenues, expenses, and the ending account Concession Capital Reserve account balance.

Chair Vekich asked for any questions. Commissioner Sayles Belton asked if the capital projects were listed by priority? Ms. Fox-Stroman said the projects are listed by project discipline. Commissioner Sayles Belton asked if the projects are prioritized? Ms. Fox Stroman responded ASM will prioritize the projects. Commissioner Sertich asked if there was value in reviewing the useful life of the stadium's systems? Commissioner Sertich stated the Authority should keep the public aware of larger capital projects as the stadium approaches the 10-year mark. Chair Vekich thanked Commissioner Sertich for the question and asked Mr. Ed Kroics, Executive Director, to add this topic to a future board meeting agenda. Chair Vekich stated the Authority hired Populous to complete a Facility Assessment and a Master Plan Study of the stadium. Chair Vekich said the replacement cost estimate for the next 10 years is approximately \$280 million. Chair Vekich stated that the Authority will fund some of these costs,

however, larger projects such as replacement of the video boards, replacement of the equipment in the production room, and the Secured Perimeter Project-Phase II will require additional funding. See, Exhibit D.

Commissioner Sayles Belton moved, and Commissioner Burns Finney seconded the motion to approve the following recommended motion, which was unanimously adopted:

The Minnesota Sports Facilities Authority adopts the attached 2024-2025 Operating and Capital Budget for the fiscal period July 1, 2024 through June 30, 2025 for the Operating account, the Capital Reserve account, and the Concession Capital Reserve account. The Authority authorizes the Chair and the Executive Director to make adjustments to the detailed revenue and expense budget lines within the Operating account budget and to adjust the project budgets within the Capital Reserve Project budget and Concession Capital Reserve Project budget.

b. Reports

i. Q3 2023-2024 MSFA Budget Report – March 31, 2024

Chair Vekich asked Ms. Fox-Stroman to present the Third Quarter, 2023-2024 Budget Report. Ms. Fox-Stroman presented and discussed the Third Quarter Budget Report for the period from July 1, 2023 through March 31, 2024.

Chair Vekich asked for questions. Commissioner McCarthy said ASM has been successful hosting many concerts and private events in the stadium and asked what revenues are generated from a concert? Chair Vekich asked Mr. John Drum, General Manager of U.S. Bank Stadium, to address the question. Mr. Drum stated all shows are different, ASM Global works with three different concert promoters, and the revenues are based on ticket sales and food and beverage commissions. Mr. Drum said ASM typically earns \$500,000 to \$1,000,000 of revenue per concert. Mr. Drum said Morgan Wallen has two concert nights next week and Metallica and Zach Bryan will host concerts in August. Mr. Drum said this is a great music market and country music is especially strong. Mr. Drum said Ms. Ann Dunn, Assistant General Manager, leads the booking efforts with the different concert promoters, and Ms. Lisa Niess works with the promoters to amplify their sales efforts and provide on-sale services. See, Exhibit E.

ii. U.S. Bank Stadium Updates

a. ASM Global Update

Chair Vekich asked Mr. Drum to provide a stadium update. Mr. Drum stated the Vikings Draft Party was a successful night with two draft picks in the first round, and following the draft party, Kenny Chesney performed for the third time in the stadium since 2017. He said May 2024 continued to be a strong month for public and private events. Mr. Drum said ASM hosted ten private events in May, and four events were high school proms. He said U.S. Bank Stadium hosted the Minnesota Soul event on Memorial Day weekend, and this event included two stages on the field. Mr. Drum thanked staff for their hard work on the event. Mr. Drum said the stadium is ready for the Morgan Wallen concerts next week on Thursday and Friday night. He said in July 2024, the stadium will host Herbalife for three days. Mr. Drum stated the month of August 2024 will be very busy with the Vikings preseason game followed by the Metallica concerts and finishing with the Zach Bryan concert.

Mr. Drum said ASM continues its search for new guest services staff, and they are training staff for the upcoming events. He said HCMC recently provided first aid and AED (Automated External Defibrillator) training for ASM guest services staff.

Mr. Drum said he will provide the update for Aramark as Ms. Jen Freeman was unable to attend the meeting. He said Aramark had a great Kenny Chesney concert, and they will be ready for the two Morgan Wallen concert nights. Mr. Drum stated that Aramark is continuing to look for new food and beverage partners inside the stadium, and Aramark is currently interviewing for a new Catering Manager and has recently hired both Executive Sous Chef positions.

Mr. Drum welcomed Ms. Samantha Thompson as the new Director of Operations for ASM Global. Ms. Thompson is originally from White Bear Lake and recently worked with the soccer team in St. Louis. Chair Vekich welcomed Ms. Thompson to the stadium.

iii. Minnesota Vikings Update

Chair Vekich asked Mr. Steve Poppen, Executive Vice President & Chief Business Administration Officer of the Minnesota Vikings, to provide an update. Mr. Poppen stated the Vikings off season activities are wrapping up this week, and the upcoming season is unique as the Vikings have one preseason game and two October 2024 games. Mr. Poppen said the Vikings will have a strong home schedule in December 2024 and they look forward to playing at home. He said the Vikings wanted to thank the Authority and ASM Global for their collaboration on the Point of Sale (POS) System Project, Synthetic Turf Replacement Project, and the Wi-Fi System Replacement Project. Mr. Poppen stated the Vikings felt the procurement process was a partnership and he was appreciative of the work that produced the best results for the stadium.

6. PUBLIC COMMENTS

There were no public comments.

7. DISCUSSION

Chair Vekich asked Mr. Ed Kroics to provide an update on the Secured Perimeter Project-Phase I. Mr. Kroics stated the project is nearing completion, and JE Dunn was working on the final details. He said JE Dunn has done a great job on the project.

Chair Vekich said he walked around the site earlier in the week, and the new perimeter is transparent and the project has turned out very well. Chair Vekich also noted two Requests For Proposals will be issued in the next few weeks for Owner's Representative Services as well as Architectural Design Services for the Secured Perimeter Project-Phase II. Chair Vekich stated it is the Authority's position to move these projects forward when the funding is approved. Chair Vekich also said the Authority intends to work with an economist to commission an economic impact study of the stadium that will tell the story how the stadium benefits the community. Commissioner Sayles Belton commented that point is very important, and it's important to talk to the people about the needs of the stadium before asking for funding. Commissioner Sayles Belton recommended to start planning during the late summer months and in the fall meet with key stakeholders to discuss the financial needs of the stadium. Chair Vekich agreed and said he would be speaking with each of the commissioners and asking for their ideas.

8. ANNOUNCEMENT OF NEXT MEETING

Chair Vekich announced the next MSFA meeting will be held on Thursday, July 18, 2024, at U.S. Bank Stadium in Mystic Lake's Club Purple.

9. ADJOURNMENT

There being no further business to come before the MSFA, the meeting was adjourned at 8:53 A.M.

Approved and adopted the 22nd day of August 2024, by the Minnesota Sports Facilities Authority.

Sharon Sayles Belton, Secretary/Treasurer

Ed Kroics, Executive Director



MEMORANDUM

TO: MSFA Commissioners

FROM: Ed Kroics, Executive Director

DATE: August 22, 2024

SUBJECT: Authorize Negotiation and Execution of a Professional Services Agreement for Owner's Representative Services

On July 1, 2024, the Authority published a Request for Proposal (RFP) to provide Owner's Representative Services providing project management services for the design and construction of the stadium's Secured Perimeter Project-Phase II. The Owner's Representative will represent the Authority during the design development, bidding, construction administration, and project closeout of the Secured Perimeter Phase II.

Proposals were received on July 19, 2024. Proposals were reviewed and evaluated on multiple criteria including interviews with each proposer. Rockwise Strategies is recommended as the best value to the Authority.

Recommended Motion:

The Minnesota Sports Facilities Authority authorizes the Chair and Executive Director to finalize negotiations and execute a professional services agreement with Rockwise Strategies for Owner's Representative Services for a total cost not to exceed \$1,297,015.





MEMORANDUM

TO: MSFA Commissioners

FROM: Ed Kroics, Executive Director

DATE: August 22, 2024

SUBJECT: Approve Second Amendment to Stadium Project Labor Agreement (PLA) for Post-Opening Construction

The Minneapolis Building & Construction Trades Council and ASM (Previously SMG) entered into the Stadium Project Labor Agreement (PLA) for Post-Opening Construction at U.S. Bank Stadium effective November 6, 2015. This agreement ensures all labor contracts at U.S. Bank Stadium maintain labor harmony with the Trades Council.

On December 20, 2019, the MSFA and the Minneapolis Building & Construction Trades Council entered into an addendum to the Stadium Project Labor Agreement (PLA) to include the Authority as a party to the agreement. This agreement was executed as capital projects are directly contracted through the Authority.

On August 1, 2021, the Minneapolis Building & Construction Trades Council and the Authority entered into an Amendment extending the Project Labor Agreement for an additional three years.

The Second Amendment to the Project Labor Agreement extends the agreement with the Authority until August 1, 2027.

Recommended Motion:

The Minnesota Sports Facilities Authority authorizes the Chair and Executive Director to finalize and execute the Second Amendment to the Stadium Project Labor Agreement (PLA) for Post-Opening Construction.

