



MINNESOTA
SPORTS FACILITIES
AUTHORITY

MINNESOTA SPORTS FACILITIES AUTHORITY
Meeting Minutes – April 25, 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 8:05 A.M.

2. ROLL CALL

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

3. APPROVAL OF MEETING MINUTES – March 21, 2024

Chair Vekich asked for a motion to approve the minutes of the March 21, 2024, meeting. Commissioner Sayles Belton moved, and Commissioner McCarthy seconded the motion. The minutes of the March 21, 2024, board meeting were unanimously approved and adopted as presented. *See, Exhibit A.*

4. REPORT – JE Dunn and The Tegra Group

i. Update on the Secured Perimeter Project – Phase I

Chair Vekich asked Mr. Alan L’esperance, JE Dunn, to discuss the Secured Perimeter Project – Phase I. Mr. L’esperance said the project work that has been completed to date includes installation of the concrete crash rated retaining wall on 6th Street, horizontal slide gates, and the stand-alone cable barrier. He then said they have installed more than 50% of the cable barrier, 70% of the anti-climb fencing, and 90% of the bollards, and he said all wedge barriers have been cast in place. Mr. L’esperance said it is a race to the finish line to complete this project. He then presented progress photos of the project to the board.

Mr. L'esperance said they are working hard to complete the installation of the cable barrier and anti-climb fencing on 4th Street. He said there are no safety or security issues, the project is 85% complete, and the project is on time and on budget. He concluded by saying they plan to install the anti-climb fencing in the loading dock area in May 2024.

5. **BUSINESS**

a. Action Items

i. **Approve Sixth Amendment to the Distributed Antenna System (DAS) License Agreement with Verizon Wireless**

Chair Vekich asked Ms. Mary Fox-Stroman, Interim Executive Director, to discuss the Sixth Amendment to the DAS License Agreement with Verizon Wireless (Verizon). Ms. Fox-Stroman said the Authority has had a license agreement with Verizon since 2015 for the DAS to provide enhanced cellular coverage in the Stadium. She said the agreement specifies where the DAS equipment is located and how Verizon pays for the associated costs. Ms. Fox-Stroman said Verizon proposed to install additional equipment on the ridge truss and in the south catwalk areas to facilitate maintenance of the DAS. See, Exhibit B.

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

The Minnesota Sports Facilities Authority authorizes the Chair and Interim Executive Director to negotiate, finalize, and execute the Sixth Amendment to the DAS License Agreement, dated November 9, 2015.

ii. **Nomination of Executive Director**

Chair Vekich stated that the Authority hired Cohen Taylor to recruit for the Executive Director position. He said their search was national in scope and included diverse outreach strategies, engaging and networking with leaders in public and civic sectors, large scale sports and entertainment venues, complex non-profit organizations, higher education institutions, business partnerships and various association networking groups. He said it was a thorough search process that also included evaluation of applications, interviews, and professional references.

Mr. Vekich said he was pleased to nominate Ed Kroics as the new Executive Director for the Authority. He said Mr. Kroics brings a wealth of experience in facility operations and capital improvements to this leadership role and he has a deep understanding of the operations of U. S. Bank Stadium. See, Exhibit C.

Commissioner Sayles Belton commented that Cohen Taylor evaluated all candidates against a set of leadership and management skills and experiences as part of their recruiting efforts.

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

The Minnesota Sports Facilities Authority approves the appointment of Ed Kroics as Executive Director, effective June 3, 2024, at an annual salary of \$183,000.00 plus benefits.

Chair Vekich then asked Mr. Kroics to say a few words. Mr. Kroics said he appreciated the thorough recruiting process, and he appreciates everyone and their efforts.

b. Report Items

i. U.S. Bank Stadium Updates

a. ASM Global Update

Chair Vekich asked Mr. John Drum, General Manager of U.S. Bank Stadium, to comment on events. Mr. Drum said on April 4, 2024, the stadium hosted the Chris Stapleton concert, and then five days after the concert the stadium hosted the Mortenson 70th Anniversary celebration. He said the Mortenson celebration was a large private event that included a full day of meetings and a large catered dinner for the attendees. Mr. Drum said the stadium will host the Vikings Draft party tonight and then next Saturday the stadium will host the Kenny Chesney concert. He said the stadium has a busy concert schedule as the Morgan Wallen *One Night at a Time 2024* concerts are scheduled for June 20 and 21, Metallica's M72 World Tour concerts are scheduled for August 16th and 18th , and Zach Bryan's *The Quittin Time Tour* concert is scheduled for August 24th. Mr. Drum concluded by saying ASM Global is actively hiring new staff members, and last night they had training for 20 new guest services employees.

b. Aramark Update

Chair Vekich asked Ms. Jen Freeman, General Manager Aramark, to comment. Ms. Freeman said the Chris Stapleton concert was a huge success and the food and beverage sales were great. She said she

was also very proud of her team as they served 3,100 plated dinners at the Mortenson 70th Anniversary event, it was the stadium's largest catered event, and they fed everybody in 36 minutes. She said Aramark received complimentary emails from the client for this large catering event. Ms. Freeman said they will have the new catering menus on display tonight for the Vikings Draft party. She concluded by saying they are actively recruiting new employees for the upcoming football season, and they are also looking for new food and beverage partners.

ii. Minnesota Vikings Update

Chair Vekich asked Mr. Andrew Miller and Mr. Lester Bagley, Minnesota Vikings, to comment. Mr. Miller said on behalf of the Vikings they appreciate all the stadium work that has been done for their big day, the Vikings Draft Party. He said the Vikings expect 5,000 fans, the Draft Party is one of their big events, and they will have special appearances by Players and Cheerleaders. He said this will be an exciting draft and they look forward to how it will unfold. Mr. Miller said the Vikings schedule will be released in early May 2024.

Commissioner Sayles Belton inquired about the nature of the Draft Party. Mr. Miller said that it is a family friendly event, the ticket price is just \$15, and they look forward to welcoming fans to the stadium. He said KFAN will be broadcast live, and they will broadcast the Draft live on the video boards.

iii. Legislative Update

Chair Vekich asked Mr. Amos Briggs and Mr. Lester Bagley to comment on the current activities at the Minnesota legislature. Mr. Briggs said the legislative session has 15 days to go and the House is eager to focus on elections this year rather than the budget. He said there is a budget surplus this year per Minnesota Management and Budget. Mr. Briggs said his priority this session was to present the Authority's funding request for the Secured Perimeter Project-Phase II to the Governor and the legislators. He said that unfortunately the Governor did not include funding for this project in his budget, so they reached out to the bonding committee to work with them on a bonding bill for potential funding for Phase II. He said there have been a lot of hearings, and he doesn't know if the bonding for this project will happen this year or not. He said their team is building support for the bonding bill with various

legislators. Mr. Briggs said they informed the legislators that the total cost for Phase II was \$63 million and if the project is broken into pieces over multiple years, then the cost will increase.

Mr. Briggs then said they asked for funding of \$25.5 million for Phase IIa, which is the first of three phases of the Phase II project, and he said they are pursuing state appropriation bonds. Mr. Briggs said the theme of his message has been that this funding is a critical need for the stadium.

Commissioner Sayles Belton commented that the legislative session ends next month, and she asked what happens next? Is there a plan for the period from May to January 2025 to continue discussions with the legislators to stress the need for funding for this project? Mr. Briggs responded that he agreed the benefit to the stadium is to start conversations early and to build long-term relationships with the legislators.

Mr. Bagley said the Minnesota Vikings are playing a support role to secure funding for the Phase II project at the legislature. He said it is important to maintain these relationships. Mr. Bagley said the Authority has done a good job advocating for funding for Phase II, and we need to continue to lay the groundwork and continue to have conversations with the legislative leadership and the Governor for funding for the stadium's long-term capital needs. He said it is important to have conversations with the state legislators and to inform them of the need to continue to invest in the stadium. Mr. Bagley concluded his comments and said there is a House bill and a Senate version for funding Minnesota Sports & Events.

6. PUBLIC COMMENTS

There were no public comments.

7. DISCUSSION

There was no discussion.

8. ANNOUNCEMENT OF NEXT MEETING

Chair Vekich announced the next MSFA meeting will be held on Thursday, May 16, 2024, at U.S. Bank Stadium in Little Six Club Gold. Chair Vekich also announced that a Special Board Meeting will be held

on May 3, 2024, at 8:00 A.M. to award a contract for the Wi-Fi Replacement Project and a formal notice will be published.

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 13th day of June 2024, by the Minnesota Sports Facilities Authority.



Sharon Sayles Belton, Secretary/Treasurer



Ed Kroics, Executive Director

Exhibit A



MINNESOTA
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MINNESOTA SPORTS FACILITIES AUTHORITY
Meeting Minutes – March 21, 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 8:06 A.M.

2. ROLL CALL

Commissioners present: Chair Michael Vekich, Bill McCarthy, Angela Burns Finney, and Tony Sertich. Commissioner Sharon Sayles Belton participated remotely.

3. APPROVAL OF MEETING MINUTES – January 25, 2024

Chair Vekich asked for a motion to approve the minutes of the January 25, 2024, meeting. Commissioner Sayles Belton moved, and Commissioner Burns Finney seconded the motion. The minutes of the January 25, 2024, board meeting were unanimously approved and adopted as presented. *See, Exhibit A.*

4. REPORT – JE Dunn and The Tegra Group

i. Update on the Secured Perimeter Project – Phase I

Chair Vekich asked Mr. Alan L’esperance, JE Dunn, to discuss the Secured Perimeter Project – Phase I. Mr. L’esperance gave an update on the project and said three wedge barriers will be installed next Saturday and then a total of nine wedge barriers will have been installed on-site. He said installation of the integrated crash barrier along 4th Street is in progress, and they are currently working on the large gates at the Pentair entrance. Mr. L’esperance presented construction photos to the board and discussed the progress of the project. He said a stainless-steel sleeve and cap be will installed on each bollard, the crash

barrier was installed on 6th Street, and they repaired the sidewalk along 6th Street. He said they plan to complete the work along 4th Street in April 2024. He said the project is on time and on-budget.

5. BUSINESS

a. Action Items

i. Approve Second Amendment to Food and Beverage, Catering, and Concession Agreement

Chair Vekich asked Ms. Mary Fox-Stroman, Interim Executive Director, to discuss the Second Amendment to the Food and Beverage, Catering and Concession Agreement with Aramark Sports and Entertainment Services, LLC (Aramark). Ms. Fox-Stroman said the original agreement dated January 30, 2015, was for the provision of premium food and beverage operations, catering services, and concession services at U.S. Bank Stadium. She said the agreement was amended on October 12, 2018, to clarify procurement provisions, the capital investment allowance, timing for presentation of the annual capital budget, and the termination payments. She said the Second Amendment clarifies Aramark's liability for any information security incident and limits their liability to the greater of their insurance proceeds or \$5 million, and it adds a new subsection for damages for business interruption and loss of commissions due to failure of the new Point of Sale System. *See, Exhibit B.*

Commissioner Burns Finney 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 Interim Executive Director to finalize negotiations and execute the Second Amendment to the Food and Beverage, Catering, and Concession Agreement with Aramark Sports and Entertainment Services, LLC.

ii. Approve One-Year Extension to the Professional Services Agreements for Insurance Brokerage Services

Chair Vekich asked Ms. Fox-Stroman to discuss the Insurance Brokerage Services agreements. Ms. Fox-Stroman said in February 2021 the Authority published a Request for Proposals for insurance brokerage services for the property and casualty insurance program. She said the Authority executed a professional services agreement with CBIZ for casualty insurance brokerage services and a separate professional services agreement with Willis Towers Watson Midwest for property insurance brokerage services, and these agreements will expire on March 31, 2024.

Ms. Fox-Stroman said staff is requesting a one-year extension to both the CBIZ agreement for a fee of \$37,927 for casualty insurance brokerage services and a one-year extension to the Willis Towers Watson Midwest agreement for a fee of \$61,267 for property insurance brokerage services. See, Exhibit C.

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

The Minnesota Sports Facilities Authority authorizes the Chair and Interim Executive Director to finalize negotiations and execute an extension to the CBIZ agreement for a fee of \$37,927 for casualty insurance brokerage services and an extension to the Willis Towers Watson Midwest agreement for a fee of \$61,267 for property insurance brokerage services.

b. Report Items

- i. MSFA Q1 – 2023-2024 Budget Report – September 30, 2023
MSFA Q2 – 2023-2024 Budget Report – December 31, 2023**

Ms. Fox-Stroman presented and discussed the Authority's Q1 2023-2024 Budget Report as of September 30, 2023, and Q2 2023-2024 Budget Report as of December 31, 2023. See, Exhibit D.

- ii. U.S. Bank Stadium Updates**

- a. ASM Global Update**

Chair Vekich asked Mr. John Drum, General Manager of U.S. Bank Stadium, to comment on events. Mr. Drum said he wanted to acknowledge the great efforts of the JE Dunn team as the stadium had many events in February 2024 and the JE Dunn team worked around the stadium's event schedule, and he wanted to thank them for their cooperation.

Mr. Drum said the stadium had four busy weekends in February with a variety of events including the Home and Remodeling Show, Twin Cities RV Super Show, Monster Jam Shows, and the new event, Upper Deck Golf, and he said they look forward to future events with these shows.

Mr. Drum then discussed future events and the busy 2024 event schedule, and he said the Chris Stapleton concert is April 6th, 2024 Vikings Draft Party is April 25th, Kenny Chesney concert is May 4th,

Morgan Wallen concerts are June 20th and 21st, Metallica Concerts are August 16th and 18th, and the Zach Bryan concert is August 24th.

Commissioner Sayles Belton asked if the stadium calendar was full or if there are any openings for additional events? Mr. Drum responded that the 2024 spring/summer stadium event calendar is full, however, after the NFL publishes the 2024 football schedule for the Minnesota Vikings games then we can confirm additional pending events and add more events to the stadium calendar.

b. Aramark Update

Chair Vekich asked Ms. Jen Freeman, General Manager Aramark, to comment. Ms. Freeman said the food and beverage sales at the Monster Jam events were better than expected. She said they are planning for the Mortenson 70th Anniversary event which will have a large reception, a 3,200 plated dinner on the field, and multiple food activations throughout the stadium. She plans to utilize four kitchens on the stadium floor for this event and they are flying in executive chefs from other locations for this special event.

Ms. Freeman said her team is working with the Minnesota Vikings on the food and beverage options for the NFL Draft Party. She said for the past several weeks they have been working on menu presentations and reviewing menu selections for the Vikings games and now they are testing various food items. She concluded her remarks and said they have four employment openings, and they are actively searching for new hires for culinary positions.

c. Minnesota Vikings Update

Chair Vekich asked Mr. Lester Bagley, Minnesota Vikings, to comment. Mr. Bagley thanked Mr. Drum and Ms. Freeman for their planning efforts for the upcoming 2024 football season. He mentioned that the Minnesota Vikings are rebuilding their defense team, they are getting ready for the 2024 NFL Draft that will be held on April 25-27, 2024, and they are busy preparing for the 2024 Draft Party that will be held on April 25, 2024, at the stadium. Mr. Bagley said the schedule for the 2024 football season will be released a few days after the 2024 NFL Draft in early May 2024 and the regular season will start the first week of September 2024.

iii. Legislative Update

Chair Vekich asked Mr. Amos Briggs to join Mr. Bagley at the table and asked both to comment on the current activities at the Minnesota legislature. Mr. Briggs said the legislative session started on February 12, 2024, and that we are now at “half-time”, and there is a flurry of activity at the legislature. He said according to the state constitution the legislature must finish by May 20, 2024. Mr. Briggs said his team has reached out to several legislative leaders and discussed the various community events that are hosted at the stadium, and they stressed that the stadium is a great community asset. He mentioned that their focus with legislators has been discussing the short-term funding needed for the stadium’s Secured Perimeter Project – Phase II. He said they are pursuing state funding for Phase II and they are discussing including this in the bonding bill. Mr. Briggs said the bonding bills require a super majority and usually these bills are finalized at the end of the legislative session.

Commissioner Sayles Belton asked what is the competition for the bonding bill? Mr. Briggs replied the competition is robust for the bonding bill due to funding needed for local projects, state agency projects, and infrastructure projects. Mr. Briggs also said fifty percent of the infrastructure projects address deferred maintenance and this adds to the competition.

Mr. Bagley said the Vikings have focused their efforts at the Capitol on the big picture, protecting this state-owned asset, U.S. Bank Stadium, and the need for additional capital funding for future large repair and replacement projects. He said this summer the stadium will begin its ninth year of operation, there are more and more capital needs for the stadium, and that we need to continue to invest in the stadium to maintain this important asset.

He then commented on the discussions at the legislature for legalized sports betting and said there is a Senate proposal for legalized sports betting, and that the House and Senate position has been that legalized sports betting needs to be regulated. Mr. Bagley concluded his comments and said pro sports teams support legalized sports betting and the need for a tax that will fund sporting facilities and major sporting events.

6. PUBLIC COMMENTS

There were no public comments.

7. DISCUSSION

There was no discussion.

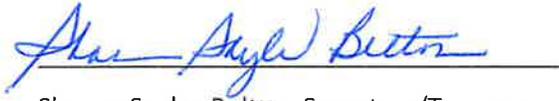
8. ANNOUNCEMENT OF NEXT MEETING

Chair Vekich announced the next MSFA meeting will be held on Thursday, April 18, 2024, at U.S. Bank Stadium in Little Six Club Gold.

9. ADJOURNMENT

There being no further business to come before the MSFA, the meeting was adjourned at 8:57 A.M.

Approved and adopted the 25th day of April 2024, by the Minnesota Sports Facilities Authority.



Sharon Sayles Belton, Secretary/Treasurer



Mary Fox-Stroman, Interim Executive Director



MEMORANDUM

TO: MSFA Commissioners

FROM: Mary Fox-Stroman

DATE: April 25, 2024

SUBJECT: Approve Sixth Amendment to DAS License Agreement

The MSFA has had a license agreement with Verizon Wireless (Verizon) since 2015 to provide the Distributed Antenna System (DAS) that provides enhanced cellular coverage within the Stadium. The license agreement specifies where DAS equipment is located in the Stadium and how Verizon pays for associated costs. The license agreement has been previously amended to address technology upgrades and the addition of equipment.

Verizon has proposed to install additional equipment to the ridge truss and in the south catwalk areas. This is needed for the maintenance of the DAS.

Recommended Motion:

The Minnesota Sports Facilities Authority authorizes the Chair and Interim Executive Director to negotiate, finalize, and execute the Sixth Amendment to the DAS License Agreement, dated November 9, 2015.





MEMORANDUM

TO: MSFA Commissioners

FROM: Michael Vekich, Chair

DATE: April 25, 2024

SUBJECT: Nomination of Executive Director

In November 2023 the Authority hired Cohen Taylor to actively recruit for the Executive Director position. Cohen Taylor met with the Authority and key stakeholders to gain an understanding of the organization and the desired key competencies for the Executive Director position. In December 2023 Cohen Taylor networked with a diverse group of leaders in their search for potential local and national candidates. The recruiting process included outreach to potential candidates, evaluation of applications, and candidate interviews. Cohen Taylor then presented seven candidates for consideration. We conducted interviews with the candidates and concluded that the best candidate for this position is Ed Kroics.

Mr. Kroics has over seven years of stadium operations experience at U.S. Bank Stadium and more than eight years of experience at Lucas Oil Stadium. His skills include oversight of the stadium's operations and cleaning services departments, development of long-term capital plans, and complex project management. Mr. Kroics is currently the Director of Operations for ASM Global at U.S. Bank Stadium.

Recommended Motion:

The Minnesota Sports Facilities Authority approves the appointment of Ed Kroics as Executive Director, effective June 3, 2024, at an annual salary of \$183,000, plus benefits.

