



MINNESOTA  
SPORTS FACILITIES  
AUTHORITY

**MINNESOTA SPORTS FACILITIES AUTHORITY**  
**Meeting Minutes – September 19, 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 8:00 A.M.

**2. ROLL CALL**

Commissioners present: Chair Michael Vekich, Bill McCarthy, Tony Sertich, Sharon Sayles Belton.

Commissioner Angela Burns Finney participated remotely as she was not physically located in Minnesota due to a work commitment.

**3. APPROVAL OF MEETING MINUTES – August 22, 2024.**

Chair Vekich asked for a motion to approve the minutes of the August 22, 2024, meeting. Commissioner McCarthy moved, and Commissioner Sayles Belton seconded the motion.

A roll call vote was conducted. The vote was as follows:

Commissioner Angela Burns Finney	Yea
Commissioner Bill McCarthy	Yea
Commissioner Sharon Sayles Belton	Yea
Commissioner Tony Sertich	Yea
Chair Michael Vekich	Yea

The minutes of the August 22, 2024, board meeting were unanimously approved and adopted as presented. *See, Exhibit A.*

**4. BUSINESS**

**a. Action Items**

**i. Authorize Negotiations for the 2024-2025 Property Insurance Program**

Chair Vekich asked Ms. Mary Fox-Stroman, Chief Financial Officer, to discuss the Property Insurance Program. Ms. Fox-Stroman said the Authority has worked with Willis Towers Watson Minnesota to market the Authority’s property insurance program to our incumbent carriers and to new carriers to obtain competitive quotes. Ms. Fox-Stroman discussed the various policies and she said Willis Towers Watson expects to receive final quotes in the next few days. Chair Vekich asked Ms. Fox-Stroman if there were increases in the premiums. Ms. Fox-Stroman said yes, the premiums have increased 40% to 50%. Ms. Fox-Stroman said the increase is due to an increase in property valuation and higher premiums. Chair Vekich said the increase is not unusual in the current market. Chair Vekich asked who is responsible for paying the premiums. Ms. Fox-Stroman stated the Authority pays the premium and then requests reimbursement from ASM, and ASM records the cost as an operating expense. Commissioner McCarthy asked what are the deductible buy down policies limitations. Ms. Fox Stroman said the use agreement with the Vikings requires deductibles not to exceed \$500,000. Ms. Fox-Stroman said, for example, the Authority buys down the wind and hail deductibles to \$500,000. *See, Exhibit B.*

Commissioner Sayles Belton moved, and Commissioner Sertich seconded the motion to approve the recommended motion.

A roll call vote was conducted. The vote was as follows:

Commissioner Angela Burns Finney	Yea
Commissioner Bill McCarthy	Yea
Commissioner Sharon Sayles Belton	Yea
Commissioner Tony Sertich	Yea
Chair Michael Vekich	Yea

The following recommended motion was unanimously adopted:

*The Minnesota Sports Facilities Authority authorizes the Chair and Executive Director to finalize negotiations and enter into contracts for the property insurance program for a total premium amount not to exceed \$2,450,000.00. A full insurance report will be presented at a future board meeting.*

**b. Reports**

**i. U.S. Bank Stadium Updates**

**a. ASM Global & Aramark Update**

Chair Vekich asked Mr. John Drum, General Manager of U.S. Bank Stadium, and Ms. Jenifer Freeman, General Manager Aramark, to provide a stadium update. Mr. Drum said the stadium recently hosted the Viking's home opener and is preparing for the next home game. Mr. Drum said the stadium recently hosted the Metallica concert and was very successful. Ms. Freeman said she agreed, and all the concerts this last year were very successful. Mr. Drum said the Zach Bryan concert was an amazing show and was the concert's last stadium show on their current tour. Mr. Drum said it was amazing to see Zach Bryan's growth from playing at the Fillmore Minneapolis three years ago to now selling out U.S. Bank Stadium. Chair Vekich asked Mr. Drum how Zach Bryan went from the Fillmore Minneapolis to U.S. Bank Stadium so quickly. Mr. Drum said Zach Bryan has a younger audience and does an incredible job connecting with his fan base.

Mr. Drum said he was proud of the staff for successfully hosting the recent events. Ms. Freeman said Aramark hosted a media event before the home opener to showcase stadium vendors. She said the event was very energetic and fifteen of the sixteen stadium partners provided samples of their food. Ms. Freeman said this was the second largest home opener at the stadium for Aramark for food and beverage sales. Commissioner Sayles Belton asked if that meant the stadium had more visitors. Ms. Freeman said it was a combination of sales and a sold-out crowd which contributed to the higher sales. Mr. John Drum said the stadium is hosting youth football this week. Mr. Drum said this Sunday will be the second Vikings' home game of the season, followed by Youth In Music in three weeks. Mr. Drum said the stadium looks forward to hosting the annual Page Gala at the end of the month, and the MSHSL soccer tournament will be hosted at the end of October.

Ms. Freeman said the culinary department is fully staffed and Aramark has hired additional administrative positions. Ms. Freeman said Aramark currently has a wait list for nonprofit groups and the large number of events hosted at the stadium is helping to retain staff. Chair Vekich asked if Ms. Freeman could provide a preview of new food for the upcoming season. Ms. Freeman said the vendors enjoy working at U.S. Bank Stadium. She said Aramark encourages and supports small business participation. Chair Vekich asked if there was a new chicken vendor in the building. Ms. Freeman said yes, they are located at section 132 and she believes they will resonate well with stadium guests. Mr. Drum said Aramark has continued to elevate the catering experience and continues to make annual events successful.

**5. PUBLIC COMMENTS**

There were no public comments.

**6. DISCUSSION**

Chair Vekich said the Authority continues to work through the architectural services request for proposal and will have an update at the next board meeting.

**7. ANNOUNCEMENT OF NEXT MEETING**

Chair Vekich announced the next MSFA meeting will be held on Thursday, October 31, 2024, at U.S. Bank Stadium in Mystic Lake's Club Purple.

**8. ADJOURNMENT**

There being no further business to come before the MSFA, the meeting was adjourned at 8:18 A.M.

*Approved and adopted the 31st day of October 2024, by the Minnesota Sports Facilities Authority.*

  
Sharon Sayles Belton, Secretary/Treasurer

  
Ed Kroics, Executive Director



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**MINNESOTA SPORTS FACILITIES AUTHORITY  
Meeting Minutes – August 22, 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 8:03 A.M.

**2. ROLL CALL**

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

Commissioner Tony Sertich and Commissioner Sharon Sayles Belton participated remotely.

**3. APPROVAL OF MEETING MINUTES – June 13, 2024.**

Chair Vekich asked for a motion to approve the minutes of the June 13, 2024, meeting. Commissioner Sayles Belton requested a revision to page 3 to amend the fourth sentence in the last paragraph to read “Commissioner Sayles Belton asked if the projects could be prioritized?”. Chair Vekich accepted the revision and asked for a motion to approve the amended minutes of the June 13, 2024, meeting. Commissioner Burns Finney moved, and Commissioner McCarthy seconded the motion. The minutes of the June 13, 2024, board meeting were unanimously approved and adopted with revision. See, Exhibit A.

**4. BUSINESS**

**a. Action Items**

- i. Authorize Negotiation and Execution of a Professional Services Agreement for Owner’s Representative Services**

Chair Vekich asked Mr. Ed Kroics, Executive Director, to discuss the Owner's Representative Services for the Secured Perimeter Project-Phase II. Mr. Kroics said the Authority published a Request for Proposal on July 1, 2024, for Owner's Representative Services to provide project management services for the design and construction of the stadium's Secured Perimeter Project-Phase II. Mr. Kroics said proposals were received on July 19, 2024, and reviewed on multiple criteria including interviews with each proposer. Rockwise Strategies is recommended as the best value to the Authority. *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 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.*

**ii. Approve Second Amendment to Stadium Project Labor Agreement (PLA) For Post-Opening Construction**

Chair Vekich asked Mr. Kroics to discuss the Second Amendment to the Stadium Project Labor Agreement for Post-Opening Construction. Mr. Kroics said the Minneapolis Building and Construction Trades Council and ASM Global (ASM), previously SMG, entered into the Stadium Project Labor Agreement for Post-Opening Construction at U.S. Bank Stadium effective November 6, 2015. The agreement ensures all labor contracts at U.S. Bank Stadium maintain labor harmony with the Trades Council. Mr. Kroics said that on December 20, 2019, the Authority and the Minneapolis Building and Construction Trades Council entered into an addendum to the PLA to include the Authority as a party to the agreement. This agreement was executed as capital projects are directly contracted through the Authority. Mr. Kroics said that on August 1, 2021, the Minneapolis Building and Construction Trades Council and the Authority entered into an Amendment extending the PLA for an additional three years. Mr. Kroics said the Second Amendment to the Project Labor Agreement extends the agreement with the Authority until August 1, 2027.

Chair Vekich opened the floor for questions. Commissioner Sayles Belton asked how the PLA affects labor harmony. Mr. Jay Lindgren, General Counsel, said the PLA ensures no labor lockouts and all work at the stadium is performed by union labor. Chair Vekich said the stadium construction was also a union

project. Commissioner McCarthy said the PLA was for both pre and post construction work at the stadium. Commissioner McCarthy said the PLA avoids strikes and work stoppages on the stadium site and the agreement covers all unions. Chair Vekich said the original PLA was signed by SMG (now ASM). Chair Vekich stated the Authority joined the PLA in 2019 to maintain labor harmony with all capital improvement projects. Chair Vekich asked Mr. John Drum, ASM General Manager, to comment on the agreement. Mr. John Drum said there is a separate agreement with ASM as well, and the proposed Second Amendment maintains labor harmony for capital projects. See, Exhibit C.

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 Executive Director to finalize and execute the Second Amendment to the Stadium Project Labor Agreement (PLA) for Post-Opening Construction.*

## **b. Reports**

### **i. U.S. Bank Stadium Updates**

#### **a. ASM Global Update**

Chair Vekich asked Mr. Drum to provide a stadium update. Mr. Drum stated the stadium hosted two nights for the Morgan Wallen concert. He said the attendance was over 100,000 for the two-night event and the concert reviews were positive. Mr. Drum said the stadium hosted the annual Herbalife Conference in July and the three-day event brought in many out-of-town travelers to the area. He said the stadium hosted the Viking's only preseason game at the beginning of August. Mr. Drum said the stadium recently hosted Metallica for a two-night concert. He said the light rail transit (LRT) experienced their largest number of riders after a concert since 2020. Mr. Drum said the concert and its various activations brought in many visitors. Mr. Drum said the band donated \$40,000 to a local nonprofit organization and is very thankful for their generosity. Mr. Drum said stage construction is ongoing for the upcoming Zach Bryan concert, and the concert will close out the concert season at the stadium for 2024.

Mr. Drum said the stadium is welcoming back youth football by hosting their first event of the 2024 season during Labor Day weekend. He said the Minnesota Vikings will host two games on September



15<sup>th</sup> and 22<sup>nd</sup>. Mr. Drum said the stadium looks forward to hosting the annual Youth in Music event, high school soccer, and the high school football semi-state and state championships.

Mr. Drum said ASM welcomed over one hundred new team members to the guest services staff.

Mr. Drum said Jen Freeman was not able to attend the meeting today, but Aramark had a large role in the success of the Herbalife event and thanked them for their efforts. Mr. Drum said Aramark is prepared and ready for the upcoming football season.

Chair Vekich opened the floor for questions. Chair Vekich stated the stadium has been very busy converting from event to event. Chair Vekich asked Mr. Drum if he had any video to share of the field conversions. Mr. Drum stated the Billy Joel concert conversion going into the Vikings game was shared on various social media platforms the stadium utilizes. Mr. Drum said many guests share videos when they attend events and showcase the stadium in different ways. He said the stadium continues to welcome new guests and the building provides an exciting atmosphere for all events. Mr. Drum stated U.S. Bank Stadium has a great concert history and is a must play venue for various artists.

Chair Vekich asked Mr. Drum to describe how the various artists go on tour. Mr. Drum stated the last few years of concerts have been excellent and new artists are adding stadium tours often. Mr. Drum said the country concert tours have been strong, and the rock and roll tours are increasing in frequency. Mr. Drum says he does not expect the concerts to slow down as live shows provide artists with the ability to connect with fans and concert tours generate revenue. Chair Vekich asked if Mr. Drum knew what the largest number of trucks was for a show's setup. Mr. Drum stated steel load-in typically utilizes twenty to forty trucks with the remaining trucks for production. Mr. Drum said Taylor Swift was close to eighty trucks, the largest of any show at U.S. Bank Stadium.

Chair Vekich asked for other questions. Commissioner McCarthy asked Mr. Drum if the blackout curtains are still used for concerts or events? Mr. Drum stated a portion of the system is deployed for enhancing the acoustics of the building as well as controlling sunlight during concerts. Mr. Drum said the curtains are deployed at the west facade glass and over the scoreboards for sound control. Commissioner McCarthy asked if the curtains have been used for the roof? Mr. Drum said the curtains have been deployed as needed. He said the roof was covered during the 2019 Final Four as well as in 2021 for energy savings.

**5. PUBLIC COMMENTS**

There were no public comments.

**6. DISCUSSION**

Chair Vekich said Ms. Mary Fox-Stroman has decided to retire at the end of the year. Chair Vekich said the Authority has gone through an extensive search for a new Director of Finance and asked Ms. Fox-Stroman to comment. Ms. Mary Fox-Stroman, Chief Financial Officer, said she is happy to introduce Ms. Michelle Hoffman as the new Director of Finance. Ms. Fox-Stroman said Michelle is a CPA, a graduate of the University of Minnesota, and she spent sixteen years with the firm CLA. Ms. Fox-Stroman said Ms. Hoffman has auditing experience and spent four to five years working on the Authority's previous audits. Ms. Fox-Stroman stated Michelle has recent experience as an outsourced finance director and controller.

Chair Vekich welcomed Ms. Hoffman on behalf of the board and congratulated her on the new role. Chair Vekich asked Ms. Hoffman to say a few words. Ms. Hoffman, Director of Finance, thanked Chair Vekich for the opportunity and said she was excited for this new role. Ms. Hoffman said she has a base knowledge of the Authority and is excited to begin working with a single organization. Ms. Hoffman said she plans to learn as much as possible from Ms. Fox-Stroman before she leaves at the end of the year. Chair Vekich said Ms. Hoffman started on August 19<sup>th</sup>.

Commissioner Sayles Belton asked if there has been any update on the legislative planning. Chair Vekich asked Mr. Amos Briggs, Lockridge, Grindal, Nauen, to provide an update. Mr. Briggs said this is an interesting time as legislators are working on their reelection campaigns. Mr. Briggs said the group is working on legislative communication goals for Phase II and other projects. He stated there is a meeting scheduled in September at the stadium to meet with legislators and it's important for the stadium to tell its story. Mr. Briggs said the Minnesota Senate will be the focus as they are not on the ballot for 2025. He said the Governor is involved in national politics and his staff is up to speed on the stadium and project budgeting. Mr. Briggs said he anticipates a draft budget from the Governor's office in October and a forecast in early December.

Chair Vekich said he has had a couple of meetings with the Governor's senior staff to discuss funding needs for the Secured Perimeter Project Phase II and is working through the process during the national campaign. Chair Vekich said he is focused on hiring the Owner's Representative for the Secured Perimeter Project Phase II and then the architect. Chair Vekich said Populous provided a concept design nearly a year ago and a budget in the \$80,000,000 range, but that could change. Chair Vekich said this project could either be in the Governor's budget or funded through a bonding bill. Chair Vekich said there have been good conversations regarding the Secured Perimeter Phase II with stadium partners including the Vikings and ASM. Chair Vekich said the goal is to be prepared with a communication plan to state leaders in early October.

Commissioner Burns Finney said planning for an early October presentation is the right timeline. She said with the election in November, a draft budget in December, and the session starting in January, this plan looks appropriate. Chair Vekich said the Governor still has two and a half years left of his term, and there are a lot of changing dynamics day by day. Chair Vekich said he is working with Mr. Briggs and MMB to continue discussions with various members of the House and committee chairs. Mr. Briggs said there are new allies and supporters as members change on the different committees. He said the original legislators involved in the stadium construction are becoming less and less and it's important to remind members of the stadium's value. Commissioner Sayles Belton said it's important to articulate the message to legislators clearly as others are vying for funding. Commissioner Sayles Belton said we should be working with key influencers as quickly as possible. Chair Vekich thanked Commissioner Sayles Belton for her comments.

## **7. ANNOUNCEMENT OF NEXT MEETING**

Chair Vekich announced the next MSFA meeting will be held on Thursday, September 19, 2024, at U.S. Bank Stadium in Mystic Lake's Club Purple.

## **8. ADJOURNMENT**

There being no further business to come before the MSFA, the meeting was adjourned at 8:38 A.M.

*Approved and adopted the 19th day of September 2024, by the Minnesota Sports Facilities Authority.*

A handwritten signature in cursive script that reads "Sharon Sayles Belton". The signature is written in black ink and is positioned above a horizontal line.

Sharon Sayles Belton, Secretary/Treasurer

A handwritten signature in cursive script that reads "Ed Kroics". The signature is written in black ink and is positioned above a horizontal line.

Ed Kroics, Executive Director



Minnesota Sports Facilities Authority  
1005 4th Street South, Minneapolis, MN 55415

## MEMORANDUM

TO: MSFA Commissioners

FROM: Mary Fox-Stroman

DATE: September 19, 2024

SUBJECT: Authorize Negotiations for the 2024-2025 Property Insurance Program

For the past few months Willis Towers Watson Minnesota (WTW), our property insurance broker, has been marketing the Authority's property insurance program to our incumbent carriers and to new carriers to obtain competitive quotes. WTW has received verbal indications and quotes from the carriers, and they are now negotiating with the carriers to obtain the best pricing and terms for the Authority's property insurance program. WTW anticipates receiving final quotes from the carriers in the next few days.

The property insurance program includes coverage for property damage to the stadium building and its contents, business interruption, flood, earthquake, windstorm, boiler and machinery, and terrorism for a total insured valuation of \$1.4 billion. The renewal policy period is from October 1, 2024, through October 1, 2025.

WTW will provide the Authority with a detailed report on the quotes received from the carriers, and the report will include the program's coverages, limitations, deductibles, and premiums.

The property insurance policies need to be renewed prior to the next board meeting on October 31, 2024. Staff is requesting authorization for the Chair and Executive Director to finalize negotiations and enter into contracts for the property insurance program for a total premium amount not to exceed \$2,450,000.00.

### **Recommended Motion:**

*The Minnesota Sports Facilities Authority authorizes the Chair and Executive Director to finalize negotiations and enter into contracts for the property insurance program for a total premium amount not to exceed \$2,450,000.00. A full insurance report will be presented at a future board meeting.*