



MINNESOTA SPORTS FACILITIES AUTHORITY MEETING AGENDA

Thursday, September 22, 2022, 8:00 A.M.

U.S. Bank Stadium – Mystic Lake’s Club Purple

401 Chicago Avenue, Minneapolis, MN 55415

1. CALL TO ORDER
2. APPROVAL OF PRIOR MEETING MINUTES – August 18, 2022
3. BUSINESS
 - a. **Action Items**
 - i. **Authorize Negotiation and Execution of Design Services Agreement for the Secure Perimeter Project**
 - ii. **Authorize Negotiation and Execution of Design Services Agreement for the Multi-Purpose Room and Training Center and Club Improvements Project**
 - iii. **Approve 2022-2023 Property Insurance Program**
 - 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 – October 20, 2022,
Location: U.S. Bank Stadium – Mystic Lake’s Club Purple
7. ADJOURNMENT

***Items in bold require action**

**MEETING LOCATION - MYSTIC LAKE’S CLUB PURPLE
STADIUM SKYWAY ENTRANCE WILL BE OPEN FOR ACCESS TO THIS MEETING**



MINNESOTA
SPORTS FACILITIES
AUTHORITY

MINNESOTA SPORTS FACILITIES AUTHORITY
Meeting Minutes – August 18, 2022, 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, and Angela Burns Finney.

Commissioners absent: Sharon Sayles Belton and Tony Sertich.

3. APPROVAL OF MEETING MINUTES – July 27, 2022.

Chair Vekich asked for a motion to approve the minutes of the July 27, 2022 meeting. Commissioner McCarthy moved, and Commissioner Burns Finney seconded the motion. The minutes of the July 27, 2022, board meeting were unanimously approved and adopted as presented. See, Exhibit A.

4. BUSINESS

a. Action Items

i. Approve Amendment #2 to Gephart Trade Contract Agreement for the Digital Recording Upgrade Project

Chair Vekich asked Ms. Mary Fox-Stroman, Interim Executive Director, to discuss Amendment #2 to the Gephart Trade Contract Agreement. Ms. Fox-Stroman stated the Authority has a contract with Gephart Electric Company for the procurement and installation of the Avigilon video surveillance server and licenses. On March 17, 2022, the contract was amended to add electrical power for the Data Center rack, programming of IP addresses into the security cameras, and installation of network

switch transceivers. Ms. Fox-Stroman mentioned a second amendment is now needed as Gephart Electric Company recently informed staff that although the network switch transreceivers are no longer needed, additional electrical services are required to complete the installation of IP addresses in each security camera. The proposed cost for amendment #2 is \$19,420.00, for a total contract amount of \$317,826.00. 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 enter into contract amendment #2 with Gephart Electric Company in the amount of \$19,420.00, for a total contract amount of \$317,826.00.

b. Report Items

i. Stadium Updates

a. ASM Global Update

b. Aramark Sports & Entertainment Update

Mr. John Drum, General Manager of U.S. Bank Stadium, gave an update on recent stadium events. He said the Vikings played a practice game on July 29th, Kenny Chesney's concert was on August 6th, and the Def Leppard & Motley Crue concert was on August 14th. Guests loved the concerts and the multiple acts for each show. He also said the Def Leppard & Motley Crue stadium show was their 24th show of the tour and the band was a bit road weary, but they were happy to be indoors at U.S. Bank Stadium. Mr. Drum complimented staff and said they "struck" the concert floor within 40 minutes for the Kenny Chesney concert and 35 minutes for the Def Leppard & Motley Crue concert. Mr. Drum said they look forward to the Vikings preseason home game on August 20th and the Rammstein concert on August 27th. He mentioned a new tour was added this year, the "Ultimate Touchdown Tour," which was added to give guests a pre-game sneak peek inside U.S. Bank Stadium and to show guests "behind the scenes" stadium preparations for game day.

Mr. Drum discussed future events and said there are several private events on the schedule including the Page All-Star Gala and the OptivCon 2022 event. He also said that ASM presented staff with a 5-year pin to recognize employees for their great service.

Commissioner Burns Finney asked how many employees received a 5-year pin? Mr. Drum said approximately 80-100 employees received a 5-year pin and these employees have set a very high standard for other employees.

Mr. Drum mentioned that Ms. Jenifer Freeman, General Manager of Aramark, was unavailable today to provide an update, however, he will sing her praises as Aramark's staff was well prepared to deliver excellent food and beverage services to our guests for the concerts and they are ready for the Vikings game. Mr. Drum also mentioned Aramark's new signature cocktails sold very well. The concert promoters, artists, and their crews were all happy with their shows.

a. Minnesota Vikings Update

Chair Vekich asked Mr. Lester Bagley, Minnesota Vikings, to comment. Mr. Bagley said the Team is excited for their new season, new leadership, and their talented roster of players. He said they are wrapping up training camp which was a big success as 35,000 fans watched their practices. He mentioned that it was great to have fans back at training camp and it was fun to watch the fans' interaction with players' autographs. Mr. Bagley commented they are grateful for the collaboration and partnership the Team has with the Authority, ASM, and Aramark.

5. PUBLIC COMMENTS

There were no public comments.

6. DISCUSSION

There was no discussion.

7. ANNOUNCEMENT OF NEXT MEETING

Chair Vekich announced that the next MSFA meeting will be held on Thursday, September 15, 2022, 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 8:23 A.M.

Approved and adopted the 22nd day of September 2022, by the Minnesota Sports Facilities Authority.

Angela Burns Finney, Secretary/Treasurer

Mary Fox-Stroman, Interim Executive Director



MEMORANDUM

TO: MSFA Commissioners

FROM: Mary Fox-Stroman, Interim Executive Director

DATE: September 22, 2022

SUBJECT: Authorize Negotiation and Execution of Design Services Agreement for the Secure Perimeter Project

On August 25, 2022, the Authority published a Request for Proposals (RFP) for the first phase of the architectural, structural, and civil design of a K12 secured perimeter on the north, east, and south sides of U.S. Bank Stadium. Our goal for the project is to enhance the public safety of the stadium and this is best done with a permanent structure. In the future there will be a Phase 2 that will include the design of the secure perimeter on the west side of the stadium and the plaza area.

Proposals were received on Friday, September 16, 2022, from HKS, Inc. and Populous, Inc.

Proposals are being reviewed by a committee comprised of Chair Vekich, Nate Pearson and Julie Dotzenrod (The Tegra Group), Ed Kroics (ASM Global), and myself. Initial discussions were held with the proposers regarding the content of their submittals. Additional time is needed to clarify the scope of services and to finalize negotiations with the architectural firms.

Staff will update the board at a future meeting following finalization of negotiations and pricing with the selected contractor.

Recommended Motion:

The Minnesota Sports Facilities Authority authorizes the Chair and Interim Executive Director to finalize negotiations and execute a contract for the architectural design services for Phase 1 of the Secure Perimeter Project.



MEMORANDUM

TO: MSFA Commissioners

FROM: Mary Fox-Stroman, Interim Executive Director

DATE: September 22, 2022

SUBJECT: Authorize Negotiation and Execution of Design Services Agreement for the Multi-Purpose Room and Training Center and Club Improvements

On August 30, 2022, the Authority published a Request for Proposals (RFP) for the architectural, structural, mechanical, and electrical design for a Multi-Purpose Room and Training Center and Club Improvements in U.S. Bank Stadium. The Multi-Purpose Room and Training Center would be used by ASM Global, Aramark, and event day staff for meetings, training opportunities, and an employee breakroom. The Authority also wants to explore possible improvements to the FMP Club, LUMEN Lodge Bar, Truss Bar, and the Little Six Casino's Club Gold. The goal is to explore the possibilities to optimize each space for better performance and functionality across a variety of events.

Proposals were received on Friday, September 16, 2022, from Generator Studio, HKS, Inc., LSE Architects, and Populous, Inc.

Proposals are being reviewed by a committee comprised of Chair Vekich, Nate Pearson and Julie Dotzenrod (The Tegra Group), Ed Kroics (ASM Global), and myself. Initial discussions were held with the proposers regarding the content of their submittals. Additional time is needed to clarify the scope of services and to finalize negotiations with the architectural firms.

Staff will update the board at a future meeting following finalization of negotiations and pricing with the selected contractor.

Recommended Motion:

The Minnesota Sports Facilities Authority authorizes the Chair and Interim Executive Director to finalize negotiations and execute a contract for the architectural design services for Multi-Purpose Room and Training Center and Club Improvements Project.



MEMORANDUM

TO: MSFA Commissioners

FROM: Mary Fox-Stroman, Interim Executive Director

DATE: September 22, 2022

SUBJECT: 2022-2023 Property Insurance Program

WillisTowersWatson Midwest, Inc. (Willis) is the Authority's property insurance broker. They marketed the all-risk property program for the policy period from September 18, 2022 to September 18, 2023 to multiple carriers. The program includes coverage for real and personal property, business interruption, boiler and machinery equipment, and terrorism. This year the program's policy limit was increased from \$1.2 billion to \$1.25 billion primarily due to the increase in the stadium's replacement cost values that were based on the recent CBIZ Valuation Group's appraisal.

The selected carriers offered the best pricing and terms for the property insurance program based on a layered approach for the coverages. American Home Assurance Company (AIG) has insured the stadium since September 2016 and they offered to renew the property program's primary layer limit of \$1 billion for a premium, including taxes and fees, of \$748,060.70 which is a 15.5% increase over the prior year's premium. This policy includes terrorism coverage. This policy has a deductible of \$100,000 for perils other than snow, sleet, ice, or hail. The perils of snow, sleet, or ice are subject to a \$1 million deductible, and this year, AIG increased the deductible for the peril of hail from \$1 million to \$2.5 million. A \$50,000 deductible applies to the Vikings ship for all perils.

Underwriters at Lloyds, London offered to renew the buy down deductible policy which buys down the deductible for snow, sleet, or ice perils from \$1 million to \$500,000 for a premium of \$152,128.26 which is a 15% increase over the prior year's premium.

Underwriters at Lloyds, London offered a new policy that would buy-down the hail deductible from \$2.5 million to \$500,000 for a premium of \$347,244.80.

AXA XL Bermuda, a new carrier for the Authority, quoted the excess property insurance layer of \$250 million for a premium, including taxes and fees, of \$138,000.00 which is a 1.4% increase over the prior year's premium. This policy limit is in excess of the primary layer of \$1 billion and the policy includes terrorism coverage. AXA XL Bermuda has a Best Rating of A+XV (superior/financial size greater than \$2 billion).

Willis negotiated a policy term extension to October 1, 2022 so that the Authority would have time to research deductible buy-down policy options. The extension is estimated to cost \$32,965.90. The new policy period will be from October 1, 2022 to October 1, 2023.

2022-2023 PROPERTY POLICY SUMMARY

<u>Carrier</u>	<u>Layer</u>	<u>Premium</u>
American Home Assurance (AIG)	Primary Layer - \$1 Billion	\$748,060.70
Lloyds of London	Snow, Sleet, or Ice Deductible Buy-down, \$500,000 excess of \$500,000	\$152,128.26
Lloyds of London	Hail Deductible Buy-down – \$2 million excess of \$500,000	\$347,244.80
AXA XL Bermuda	Excess Layer - \$250 Million, Excess of \$1 Billion	\$138,000.00
Brokerage fee		<u>\$ 54,075.00</u>
	Total (Premium, taxes, fees)	<u>\$1,439,508.76*</u>

* Taxes and fees are estimated and are subject to change when the invoice is issued.

Recommended Motion:

The Minnesota Sports Facilities Authority authorizes the Chair and Interim Executive Director to finalize negotiations and execute contracts for the 2022-2023 Property Insurance Program.