



**MINNESOTA
SPORTS FACILITIES
AUTHORITY**

**MINNESOTA SPORTS FACILITIES AUTHORITY
Meeting Minutes – September 22, 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 8:01 A.M.

2. ROLL CALL

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

Commissioners absent: Tony Sertich.

3. APPROVAL OF MEETING MINUTES – August 18, 2022.

Chair Vekich asked for a motion to approve the minutes of the August 18, 2022, meeting.

Commissioner Sayles Belton moved, and Commissioner McCarthy seconded the motion. The minutes of the August 18, 2022, board meeting were unanimously approved and adopted as presented. *See, Exhibit A.*

4. BUSINESS

a. Action Items

i. Authorize Negotiation and Execution of Design Services Agreement for the Secure Perimeter Project

Chair Vekich asked Mr. Nate Pearson, The Tegra Group, John Drum, ASM Global, Ed Kroics, ASM Global, and Jenifer Freeman, Aramark, to join the board members at the table. Chair Vekich then asked Mr. Pearson to discuss the project. Mr. Pearson described the stadium perimeter project scope and the

initial conceptual design. He said the Phase 1 secure perimeter project will include only three sides of the stadium, the north, east, and south sides of the stadium. The stadium's west side, the plaza area, and permanent secure ticketing access points would be a Phase 2 project. Mr. Pearson said the chain link fence that surrounds the building would be replaced with a K12 rated structure, and the stadium's perimeter would be open to the public except for Vikings games and other major stadium events. Mr. Pearson then asked Mr. Ed Kroics to discuss the Department of Homeland Security (DHS) Safety Act. Mr. Kroics stated that ASM and the Vikings achieved the DHS Safety Act designation several years ago and the goal of the Act is to look at the stadium's security operations and protocols to ensure a safe and secure building will protect the public's safety. Mr. Kroics said for U.S. Bank Stadium to continue to receive the Safety Act designation their security protocols are reviewed by DHS, potential risks are identified, a corrective action plan is created, and then recommended actions are implemented, and a K12 rated structure was recommended by DHS.

Mr. Pearson then said a concept plan was developed for a K12 rated secure perimeter structure that would surround the stadium and the plaza area and add enhanced ticketing access check points. Mr. Pearson then presented and discussed the concept plan's diagram. Mr. Pearson mentioned that on non-event days the stadium would be accessible to the public as the perimeter would be flexible.

Commissioner Sayles Belton asked Mr. Pearson to discuss the various Phase 1 components that were indicated on the concept plan's diagram. Mr. Pearson pointed out the stadium's north, east, and west entrances, the security checkpoints that were shown on the plan, and the suggested locations for the K12 structure. Mr. Pearson mentioned that the project team walked the stadium's perimeter with staff from the City of Minneapolis and discussed the secure perimeter project. Mr. Pearson also pointed to the Phase 1 areas that are indicated as temporary secure ticketing access points to the stadium. He showed a sample of potential K12 materials and commented that these materials are made in the U.S.A., the materials are see-thru, and the materials will blend with the landscape. Mr. Pearson said that the plans include public art elements in the design. *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 Interim Executive Director to finalize negotiations and execute a contract for the architectural design services for Phase 1 of the Secure Perimeter Project.

ii. Authorize Negotiation and Execution of Design Services Agreement for Multi-Purpose Training Center and Club Improvements

Chair Vekich asked Mr. John Drum, ASM General Manager, to discuss the Multi-Purpose Room and Training Center and the Club Improvements project. Mr. Drum said on game day there are approximately 3,000 staff members who are working at the stadium, and the staff members need one central location for a gathering space, for a training room, for eating meals, and space for a breakroom. Mr. Drum then commented on the clubs and said they are used for game day events, concerts, other major events, and many private events. He said ASM is working with Aramark to review food and beverage options and new technology improvements for the club spaces.

Chair Vekich then asked Ms. Jen Freeman, Aramark general manager, to discuss the project. Ms. Freeman said that they are looking at a variety of options to enhance the food and beverage program in the clubs and they are looking for design options that will better suit the clubs and provide better food and beverage service on event days.

Chair Vekich then asked Mr. Nate Pearson to describe the multi-purpose room and training center and club improvements project. Mr. Pearson then described the preliminary conceptual design for the project and said the multi-purpose room would be built-out on the mezzanine level located above the loading dock area. The room would include a large gathering space for training opportunities, meals, restrooms, and storage areas. He said the project will review recent club enhancements at other NFL stadiums and will evaluate opportunities for technology enhancements, food and beverage service enhancements, and point of sale speed of service enhancements. Mr. Pearson explained that it will be

a collaborative process as the design team will work with the Authority, ASM, Aramark, and the Team on the club improvements design options.

Commissioner McCarthy asked what space is used currently for employees? Mr. Drum responded that ASM and Aramark use club spaces for training areas when these areas are available. He said for large preseason training sessions they use FMP Club and they use the north storage area on event level for staff training. Mr. Drum mentioned that other stadiums have separate check-in areas for staff and they have more structured training facilities. Mr. Drum concluded by saying the project's focus will be on the guest experience and the stadium's variety of events. See, Exhibit C.

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 a contract for the architectural design services for the Multi-Purpose Room and Training Center and Club Improvements Project.

iii. Approve 2022-2023 Property Insurance Program

Chair Vekich asked Ms. Mary Fox-Stroman, Interim Executive Director, to discuss the 2022-2023 Property Insurance Program. Ms. Fox-Stroman said Willis Towers Watson Midwest, Inc, the Authority's property insurance broker, marketed the program to multiple carriers. The program includes coverage for the stadium's real and personal property, business interruption, and terrorism. The program has a policy limit of \$1.25 billion, and it has a layered coverage limit approach, the primary layer provides coverage of \$1 billion and the secondary layer provides coverage of \$250 million. In addition, there is a deductible buy down policy for snow, sleet, and hail perils, and there is a second deductible buy down policy for hail perils. The total premium for the property insurance program is \$1,439,508.76. 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 authorizes the Chair and Interim Executive Director to finalize negotiations and execute contracts for the 2022-2023 Property Insurance program.

b. Report Items

i. 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 gave an update on recent stadium events. He said this past month has been busy as the Vikings played a preseason home game on August 20th, the Rammstein Concert was on August 27th, Vikings regular season home opener was on September 11th, and there were a variety of other events including the Page All Star Gala, Minnesota Department of Public Safety training, OptivCon 2022 event, and multiple JD Pride youth football games.

Mr. Drum then discussed future events and said the Vikings will play the Detroit Lions on September 25th, Youth in Music will be here on October 8th, Vikings will play the Chicago Bears on October 9th, and the TeamSmile Event will be here on October 11th. Mr. Drum said that they recently announced the Luke Combs concert will be at U.S. Bank Stadium on May 13, 2023, and presales have been very strong.

b. Aramark Sports & Entertainment Update

Chair Vekich asked Ms. Jenifer Freeman, Aramark General Manager, to comment. Ms. Freeman said the food and beverage staff have been very busy with so many major events, the concerts, the Vikings preseason game, and the Vikings home opener game. She said U.S. Bank Stadium food and beverage sales were exceptionally strong for the month. The Vikings home opener against the Green Bay Packers was phenomenal as sales exceeded expectations. Ms. Freeman then discussed the new HyVee Beverage Market project on the main concourse that was just completed. She said the project came

together and they successfully introduced Mash Gin technologies and self-checkout stations to the stadium guests. Ms. Freeman said sales at the HyVee Market were strong for its initial operation.

c. Minnesota Vikings Update

Chair Vekich asked Mr. Lester Bagley, Minnesota Vikings, to comment. Mr. Bagley said the Team is very appreciative the Authority moved forward with the design services agreement for the secure perimeter project today. He said that fan safety is their number one priority. He said they are also very appreciative the Authority moved forward with the training center and club improvements project today. Mr. Baley commented these projects will protect U.S. Bank Stadium, Minnesota's greatest asset.

Mr. Bagley then commented on the Vikings vs. Green Bay game and said the opener was exceptional, it was a beautiful day, the doors were open, stadium operations were well managed, the kickoff concert was great, and the game had a strong showing at 97%. It was a great home opener for the Vikings.

Lastly, Mr. Bagley said the Minnesota Vikings partnered with TeamSmile and Park Dental for a stadium event in the Delta Sky 360 Club where over 200 kids will be provided free dental care.

5. PUBLIC COMMENTS

Alan Roebke, Alexandria, Minnesota with Inform TV, commented on the Authority's finances, charitable gambling in Minnesota, and the Gambling Control Board. Mr. Roebke also offered his thoughts on how the state of Minnesota should fund its debt service obligations for construction of the stadium.

6. DISCUSSION

There was no discussion.

7. ANNOUNCEMENT OF NEXT MEETING

Chair Vekich announced that the next MSFA meeting will be held on Thursday, October 20, 2022, at U.S. Bank Stadium in Mystic Lake's Club Purple.

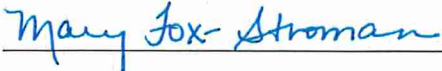
8. ADJOURNMENT

There being no further business to come before the MSFA, the meeting was adjourned at 9:12 A.M.

Approved and adopted the 26th day of October 2022, by the Minnesota Sports Facilities Authority.



Angela Burns Finney, Secretary/Treasurer



Mary Fox-Stroman, Interim Executive Director

EXHIBIT A



MINNESOTA
SPORTS FACILITIES
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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.

c. 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).