

The Board met in due form with the following members present: Michael Repay Jerry Tippy and Kyle W. Allen, Sr. They passed the following orders, to wit:

The Pledge was given followed by a Moment of Silence.

A courtesy copy of the agenda and notice of this meeting was emailed by Rose Koliboski/Heather Rodziewicz to NWI Times and Chicago-Tribune Newspapers on the 5<sup>th</sup> day of November, 2024 at about 1:06 p.m.

A copy of the meeting notice and agenda was posted at the entrance of the Commissioner's courtroom on the 5<sup>th</sup> day of November, 2024 at about 1:06 p.m.

Public Virtual Conference: WebEx Meeting ID: 286 8666 7850 Password: commissioners

#### Order #1 Agenda #1

In the Matter of Action On Commissioners' Items: Presentation for the Lake County Indiana Convention Center as follows: 1. Hard Rock Casino/City of Gary – 10:00am.

Comes now, Board President, Commissioner Repay, Welcomed everyone present, announced this is a Special Meeting pursuant to Statute and a requirement by that statute is for the Board to listen to the Public Presentations of the proposers to build and operate the Lake County Indiana Convention Center, President Repay, stated what the Board will do is offer the two (2) proposers opportunity to present, a Public Presentation, presenting to us, there will be no deliberation today at neither scheduled time, the Board will take the first presenter at 10:00 a.m., take a break for lunch, and then the second presenter at 1:30 p.m., this is an opportunity for the Proposer to present to the Board of Commissioners and for everyone to listen to what they all have to say, President Repay asked if there were any comments from Commissioners or Attorney Fech, there were no comments.

First Public Presentation – Hard Rock Casino/City of Gary

Present: Eddie Melton, Mayor City of Gary; Managing Principal AECOM, Jeanette Peruchini; President, Hard Rock Casino Northern Indiana, Matt Schuffert

Comes now, before the Board of Commissioners, Mayor Eddie Melton, City of Gary, with Matt Schuffert, President Hard Rock Casino Northern Indiana, and Jeanette Peruchini, Managing Principal AECOM, began a presentation for Lake County Indiana Convention Center, presentation was displayed as a power point presentation and a booklet was distributed to each Board member with the presentation details, Mayor Melton, spoke first with opening remarks, introduced himself to the Board, Jeanette Peruchini spoke next, introduced herself as the Managing Principal of AECOM headquartered in Indianapolis, Jeanette is one of the Executive Leaders for AECOM/AECOM Hunt the design builders, next Matt Schuffert introduced himself, Matt is the President of Hard Rock Casino Northern Indiana, Matt is also one of the Executive Leaders for this project along with Mayor Melton, Mayor Melton continued with the presentation, beginning with unique background and perspective, Mayor Melton stated, "prior to becoming Mayor, I served as State Senator, two terms, serving State Senate District 3 and one of the last pieces of legislation that I passed was Senate Bill 434, Senate Bill 434, which is the reason why we're here today, allows us to capture the wagering taxes growth from a Hard Rock Casino right in Gary Indiana to invest into this project and that was a key element to Senate Bill 434, so I am extremely excited that we get to present, it's coming full circle for me as Mayor, I talk specifically about partnerships, partnerships that we've assembled, number one, of course, Hard Rock Casino is someone, an entity, not just in Northwest Indiana, but throughout the Nation that serves as a premier hospitality institution but also a globally recognized firm AECOM, who were very intentional in starting that process, and the RFP process with the City of Gary to figure out how can we best open it up to identify a good public private partnership in this endeavor, so we had one submittal and that was Hard Rock Casino, in that submission process for RFP for public private partnership, in that process we began to huddle and to identify what other elements, other team members we could pull together in that process, so you'll see our executive leadership team and we also have a series of individuals on the Advisory Team also on the government side, the City of Gary, as the developer and on the construction element side we also have a team from AECOM from that aspect, but from an operations standpoint extremely important that we have a partner that has the capability to run the operations of the convention center and that do it in a turn key process", Mayor Melton continued with the next slide of the presentation that displayed the company logos of the partners, stated that it is important we talk about commitment to diversity in this entire process, over a half a dozen are certified NBE/WBE firms in the State of Indiana (City of Gary; Hard Rock Casino; Taft/; Bose McKinney & Evans LLP Attorneys at Law; CCG Comer Capital Group; AECOM; Robinson Engineering; Siite Landscape Architecture Urban Design; Cinilittle; gglD Lighting Design; RLR; JPS Consulting Engineers; AES Advanced Engineering Services; Design 27 Technology + Acoustics; Milhouse; Powers & Sons Construction; AECOM Hunt) which is extremely in this process, majority of the firms are Indiana based businesses, which is extremely important, stated Mayor Melton, coming from the State Senate I understand trying to grow the State of Indiana and what a better way to invest in our businesses in the State, stated Mayor Melton, the magnitude of construction jobs, union construction jobs that will be coming online because of this process will be extremely important, that's going to help grow the economy locally and not only that the hundreds of (inaudible word) based off the last study it was nine hundred permanent jobs that could potentially come out of pipeline because of this convention center, stated Mayor Melton, Mayor Melton stated a brief summary of the next points to be discussed in the next slides of the presentation including Site Accessibility, Entertainment District, Access to Hotels, Access to Tourist Attractions, Access to Local Amenities, Site Feasibility, Site Plan, Site Characteristics, Contextual Imagery, Sustainability Approach, Facility Design, Floor Plan, Facility Design, Outdoor Events, Marketing Considerations, Project Development Considerations, Site Development Costs, Finance and Operations, descriptive maps of location and surroundings of the Convention Center, zoning, access routes, nearby tourists attractions, local amenities, expansion potential, site characteristics, sustainability approach, along with floor plan layout and alternate layouts, entry design, pre-function, and outdoor event possibilities, presentation continued with power points with detail to the team of Advisors, Hard Rock Casino Local Operations with Global Support, Operational Excellence of Hard Rock Casino with Sales Brand Programs, Breakout Premier Experiences and Sales Tools, Operational Efficiency, Hard Rock results and commitment to the Community and Letters of Support, City of Gary Financial Commitment – Ability to source in excess of \$5M in funding enables "us" to take advantage of the full \$5M state match, Operational Plan does not contemplate an increase in Innkeeper's Tax, \$1.5 annual commitment from Hard Rock for 20 years; Lake County Convention Center Ownership 50% City of Gary / 50% Lake County Convention Center Authority – Design & Construction: AECOM; AECOM Hunt; Powers & Sons; Robinson Engineering – Operations & Management Hard Rock Casino Northern Indiana (transcribed from booklet presentation; on file in Auditor's Office) in closing of presentation of avid details the City of Gary/Hard Rock Casino presentation booklet enclosed an eight key point Why Us? Commitment statement. Mayor Melton concluded the presentation and thanked the Board members and asked for any questions.

Upon conclusion of the first public presentation for the Lake County Indiana Convention Center, President Repay, asked if any of the Board Members had any questions to the first presenter, Hard Rock Casino/City of Gary, Commissioner Tippy, asked, "Great presentation, your presentation answered most of the questions that I did bring with me, the one question I have outstanding though is, when it comes to the financing, the five million dollar match, which buildings on your campus will be

## Order #1 Agenda #1 cont'd

financed using the State Matching Funds”, Mayor Melton, answered, stating, “specifically the Convention Center”, Tippy, spoke, “okay, only the Convention Center, okay, and the additional hotel, those are all...everything south of twenty-nine(avenue) is a private development, not tied to the State finance?” Mayor Melton, confirmed, “yes”, Tippy commented, “thank you”, Commissioner Allen asked, “Construction schedule, assuming no hiccup, timetable?”, Jeanette Peruchini responded, “We did include that in our proposal, I believe it was 2027, proposed July 2027”, Attorney Fech had no comment or questions, Repay commented, “We appreciate the nature of the presentation and your time this morning and your opportunity to present to us, we will, at this point, I would ask one of my colleagues to make a motion for recess, and then what we will do is take action on the recess and reconvene at 1:30 p.m.”, end comments.

Allen made a motion, seconded by Tippy, to take a recess and reconvene the meeting for the 1:30 p.m. public presentation. Motion carried 3-0.

-Call to Order, President Repay reconvened this meeting at 1:32 p.m., all three Commissioners present and Attorney Fech, attorney stated to the Public that both presentations from Hard Rock Casino/City of Gary and Garfield Public-Private/City of Hobart would be posted on the Board of Commissioners website whereas people will be able to access both of the presentations.

## Order #2 Agenda #2

In the Matter of Action On Commissioners' Items: Presentation for the Lake County Indiana Convention Center as follows: 2. Garfield Public-Private/City of Hobart – 1:30 p.m.

Comes now, Mayor of Hobart, Josh Huddleston, to present for the Lake County Indiana Convention Center, along with Garfield Public Private, Interview Team present, began with opening remarks, stated Patriot Park in Hobart Indiana was selected as the number one site in the RDA Study that was done, Mayor Huddleston continued with opening remarks, stated that a team of people were assembled to come forward and let us know if that Johnson Study was accurate and upon meeting with the team he assembled they identified based on their expertise they truly felt that that site, the Johnson Study, was accurate reflection of what's possible here in Lake County, Mayor Huddleston continued with the presentation, stated that ASM Global in on his team of people, the logistical stand point and the design and logistics and surrounding area and walk ability will be layed out today, Mayor Huddleston concluded his opening remarks and turned the presentation over to Steve Galbreath of Garfield Public-Private, Steve Galbreath is the Chief Development Officer, they will act as the master developer for the Convention Center and the Hotel, Steve Galbreath asked other members of the team assembled to stand and introduce themselves, among those present were Ray Garfield, Chairman of Garfield Public-Private, Jeff Ban, Principal DVG Team in Crown Point for Real Estate Development Consulting and Surveying, Brian Murch, representing architectural team for DLR Group, Al Krygier, land owner Patriot Park, LLC, Tom Dickey, President & Partner of Rebar Development they will be partnering with the land owner and developing a lot of the usage you see around the Convention Center and other walkable development, Gise VanBaren, VP of Operations of CORE Construction in Schererville, Greg Jacoby, CEO of Browning Day, Ron King, General Manager with ASM Global, and Susanne Turgeon, Senior National Sales Manager of ASM Global, Steve Galbreath continued with presentation gave remarks and began displaying the slideshow presentation, stated to the Board that Garfield Public-Private is a national developer that specializes in public-private projects for Municipalities for Counties for Cities for University Campuses, etc., stating that he (Steve Galbreath) focuses specifically on construction and design and development of Convention Centers and Hotels and continued with the slides displaying avid details of the presentation, other members of the assembled came forward to present in their areas of expertise related to this project, Jeff Ban spoke next in relation to the site itself, Brian Murch spoke next in relation to nature, wellness, connections and amenities, next to present was Gise VanBaren gave details on construction timeline mentioned the Convention Center could be built in twenty-four months, spoke on design documents and permits within the estimated timeline, next to present Ron King and Suzanne gave avid details on venue management, safety, sense of place, walkability, Suzanne continued with details on marketing and best practices, Ron King presented details on food and beverage program components that make a convention center successful and real time live experience and concerns, Steve Galbreath spoke next with avid details related to connection and high impact business related to places to shop and eat, next to present Ray Garfield with avid details related to finance mentioned room block agreements being vital to prevent under performance of the Convention Center, a headquarter hotel, return on investement and equity percentages, interest on big expense, non-profit tax exempt financing being less than conventional financing, holding hotel in a trust with the County, setting aside reserves to protect bonds, having no debt in twenty-eight years, net operating income, and keeping the value with property improvements program, to conclude the presentation, Mayor Huddleston spoke with closing remarks, acknowledging their goal and their mission was to keep the taxpayers and the region residents at the core of everything and at the forefront using the private-public partnerships that work for the taxpayers of our County, Mayor Huddleston continued closing remarks, stated this is best for the Region, the location and proximity to everything, making this project stronger and more of a success with the team he has and they are committed to it, to deliver a Convention Center for the Region, for the region residents and all the guests that come in, lastly Mayor Huddleston thanked the Board of Commissioners. End presentation.

Comes now, President Repay, stated, “We appreciate everybody that presented and we appreciate your time to present this to the Public, to present to us, and open up to my colleagues to ask questions”,

Comes now, Commissioner Tippy, stated, “Great presentation, I like the detail” and asked, “When it comes to the financing, your proposing to build the Convention Center and the Hotel as one project, and then the five million dollar a year contribution from the State, you intend to match through revenues from the Hotel?, can you explain?”, Mayor Huddleston, responded, “Yes, in combination of TIF, we can deploy a lot of avenues of that, the thing that we wanted to keep in mind, is we wanted to make sure that the taxpayers weren't necessarily ones on the hook for this, as the auditors come up with feedback, how much is this going to cost the taxpayers, right, and whether you fund it through revenue that you gain somewhere else, that's still taxpayers dollars, but we wanted to funnel that back in and make that system work, so we want to use portion of the revenue from the Hotel, along with TIF and other items”, Commissioner Tippy continued, asked, “So the City of Hobart is prepared to provide five million dollars a year as a match for twenty years?”, Mayor Huddleston, responded, “We'll talk the logistical part of who's going to operate the convention center, so the whole goal here is to have, this is Lake County's Convention Center together, right, and so our goal is to work with you, you can utilize it, if you want the City to.....” Commissioner Tippy interjected, “So I just want to be clear, so you didn't really present a plan for the matching dollars, you presented ideas that could be used”, Mayor Huddleston, responded, “well yeah, the revenue from the Hotel and TIF dollars would be great funding”, Person speaking commented (didn't state name possibly Steve Galbreath), “so, we just want to be clear, the five million coming from the State will be used solely for the Convention Center, we know how to keep track of all this, I think what the Mayor is pointing out is, there is revenues from the Hotel, there's going to be a large portion of sales tax, that's coming off of this, TIF money that we could put together, we're doing one right now in the State of Missouri, we have twenty-eight items that are being used to try to put together the capital stack for that, so it's more complicated than just picking one or two items, but it's something we do everyday and I know that we can do it together with you guys and have that conversation and I want to also say, we're fudiciary, everything we do is transparent, everything, everywhere where we make fees or we get paid, it's in a spreadsheet, that's public record”

Comes now, Commissioner Allen, commented on discussion, stating, “you said sales tax, are you in a catch with the State's sales tax, are they going to allow that?” Response, “let's go back to the different pieces of how we're going to put this together, I was talking about the City's portion of sales tax, but I just wanted to make that point clear, everything's transparent”

Order #2 Agenda #2 cont'd

Commissioner Tippy, commented, "Just so I'm clear, the State only provides five million when you put up a five million match, so..." Mayor Huddleston, spoke, "so we could utilize, we could funnel the revenues from the Hotel, two and a half, then we could match that with TIF (partial inaudible, low volume), Tippy, replied, "okay", Commissioner Allen, asked, "question for you, infrastructure, the road 61<sup>st</sup>, between 61<sup>st</sup> and (route) 30, who's going to handle the infrastructure, the road, to my knowledge is not owned by the City of Hobart, it's Merrillville's road", Mayor Huddleston replied, "Commissioner Allen, you'll see in our presentation that you guys have here, the letter of support from (inaudible) out of Merrillville, for our location, if you don't, go get that Ordinance, so we've working on doing projects, we've also created the Mississippi Marcella 61<sup>st</sup> roundabout and we're working our way down, there's going to be another roundabout at 69<sup>th</sup> and Mississippi, so we are making improvements to that, the thing with INDOT, as you know, it has to be a demand there in order to create the capacity along the road, we weren't prepared to answer those questions because we have about a twenty eight month build out so we have time to get that in order and taken care of, we also recognize that by adding multiple different points of entry and exits outside of the development here", Tippy asked, "have you looked at requesting an interchange at 73<sup>rd</sup> and I-65?", Mayor Huddleston, replied, "there has been a request at 69<sup>th</sup>, (Person added comment), stated "73<sup>rd</sup>", Mayor Huddleston, continued, commented to the Board there were members of the audience who work with the Town of Merrillville and the City of Hobart along that interchange, Mayor Huddleston contined with comments to the Board, Commissioner Allen, asked, "what is your goals on the NBE/DBE, what percentages are you looking for?", Response (possibl Mr Galbreath, name not stated for this comment), "over twenty percent, is what our goal", Commissioner Allen, stated that was all he had for right now, Commissioner Tippy stated he had no further comments/questions, President Repay, concluded, thanked City of Hobart/Garfield Public Private for making the presentation, as the second presentation of the day, announced the date of the next regularly scheduled meeting of the Board of Commissioners, upon adjourning this meeting President Repay acknowledged this matter of proposal is under advisement.

The next Board of Commissioners Regular Meeting will be held on Wednesday, November 20, 2024 at 10:00 A.M.

There being no further business before the Board at this time, Allen made a motion, seconded by Tippy, to adjourn.

The following officials were Present virtually:  
 Attorney Matthew Fech

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 MICHAEL REPAY, PRESIDENT

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 KYLE ALLEN Sr., COMMISSIONER

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 JERRY TIPPY, COMMISSIONER

ATTEST:

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 PEGGY H. KATONA, LAKE COUNTY AUDITOR