



**Metropolitan Pier and Exposition Authority
Regular Board Meeting Minutes
March 28, 2023 9:05 A.M.**

Board Members Present: Jeffrey Bethke, Chairman; Don Villar, Vice Chairman; Jorge Ramirez, Secretary/Treasurer; Dr. Sonat Birnecker Hart; Nina Grondin*; Michelle Mills Clement; Juan Morado

*Teleconference

Others Present: Larita Clark, Chief Executive Officer; Matthew Simmons, General Counsel; Jason Bormann, Chief Financial Officer; Pat Allen, Senior Director of Labor Relations and Campus Operations; Hilary Barker, Director of Procurement; Gloria Juarbe, Director of Human Resources; Molly Kievit, Senior Director of Campus Sales; Pi Tao Hsu, Director of Treasury and Capital Management; Tiffany Wright, Business Diversity Program Manager; Stephanie Lovelace Nieves, Controller; Jill Kolinski, Assistant General Counsel; Nicol Chervenak, Director of Planning and Program Manager; Jeanette Swan, Director of Internal Audit; Kelsey Rubin, Director of Collection Sales; Kelvin Moore, ASM Global/McCormick Place; Moira O'Brien, ASM Global/McCormick Place; Cynthia McCafferty, Hawthorne Strategy Group; Lynn Osmond, Choose Chicago; Jim Meyer, Choose Chicago; Isaac Reichman, Choose Chicago; Doug Bradley, Savor/McCormick Place; Demetrius Jackson, Unite Here, Local 1; Rufus Purnell, Resident; Maria Calderon, Compliance Officer and Board Administrator

General Matters:

Chairman Bethke asked for a motion to permit Member Grondin participate via teleconference. Upon motion duly made by Member Villar and seconded by Member Birnecker Hart, the remaining members present unanimously voted passing the motion.

- A1. Roll Call: MPEA Chairman Bethke, called the meeting to order at 9:05 a.m. and Ms. Calderon called roll.
- A2. Approval of Minutes: Chairman Bethke called for the approval of the minutes of the February 28, 2023 Regular Board meeting.

Moved by Member Ramirez, seconded by Member Villar, and the remaining members present voted approving item A2.

Roll call vote. Record as:

Jeffrey Bethke, Chairman – Yes	Nina Grondin – Yes
Don Villar, Vice Chairman – Yes	Michelle Mills Clement – Yes
Jorge Ramirez, Secretary/Treasurer – Yes	Juan Morado – Yes
Dr. Sonat Birnecker Hart – Yes	

The motion passed.

- A3. Public Comment.

There was no public comment.



Report from CEO: Ms. Clark stated the MPEA would like legislation to be passed which would allow the participation of virtual and telephonic board members to be counted as part of the quorum. Ms. Clark reported on the following events: the Chicago Public Schools (CPS) along with Unions and MPEA hosted a three-day, in-person Skilled Trades Career Fair to provide CPS students the opportunity to be exposed to what skilled trades can offer and apprenticeships available. Ms. Clark reported the Inspired Home Show had over 27,000 attendees; a new event, True Value Spring Reunion, had 23,000 attendees; and Promat had over 50,000 attendees. Ms. Clark reported some of shows that will be hosted on campus: Chicago Comic & Entertainment Expo; Healthcare Information and Management Systems Society, Inc. (HIMSS); American Association of Orthodontists (AAO); American Urological Association (AUA); Digestive Disease Week; the National Restaurant Association (NRA); and it will be the final year of Sweets & Snacks Expo. Ms. Clark reported the Wintrust Arena hosted basketball games and a Comedy Show and will host a R&B Music Experience.

Ms. Clark presented the 2022 Annual Report. Ms. Clark reported 2022 was a huge success for the campus, with 209 events campus-wide and 96 at McCormick Place and that many events exceeded expectations. Ms. Clark reported the campus welcomed over 1.5 million attendees in 2022, which generated more than \$1.5 billion in economic activity, and that 88% of the workforce is back to work. Ms. Clark thanked the MPEA Board, Illinois Governor JB Pritzker and Chicago Mayor Lori Lightfoot for their support.

- **By The Numbers: FY 2022 Re-opening**
 - MPEA collected \$117.2 million in Authority Taxes during FY22
 - MPEA completed a refinancing in FY22 that generated \$135 million in present value debt service savings
 - The Authority repaid the State for its \$10 million unreimbursed draw on State Sales Taxes during FY21
 - Operating revenues of \$205 million exceeded budget by \$62 million
 - Combined net operating results were \$52 million favorable to budget
- **By The Numbers: Convention Center Alone**
 - 96 Events, 1.1 Million Attendees
 - \$1.5 Billion, estimated economic impact
 - \$116 Million, state and local taxes
- **By The Numbers: Campus-Wide**
 - 209 Events, 1.5 Attendees
- **By The Numbers: Employment**
 - ~3,000 employees on campus (Pre-Covid)
 - 88% back to work
 - 3.9M hours of union labor each year (Pre-Covid)
- **Union Partnerships**
 - 23 Union Partnerships
 - 75% of Employees are Represented
- **By The Numbers: Diversity and Inclusion**
 - Campus Workforce: 75% People of Color; 44% Women
 - Managers: 49% People of Color; 53% Women
- **By The Numbers: Supplier Diversity**
 - Minority and Women Business Enterprises (MBEs and WBEs) accounted for nearly \$20 million, or about 36%, of MPEA's total contract spending in FY2022
 - MBE: \$15.2 Million Spend
 - WBE: \$4.3 Million Spend



- **By The Numbers: Hotel Visits**
 - Hyatt Regency McCormick Place
 - 221,681 Rooms Occupied
 - 292,968 Guests
 - 565,361 Hours Worked
 - 70,670 Shifts Worked
 - 598,319 Food and Beverage Covers
 - Marriott Marquis Chicago
 - 215,379 Rooms Occupied
 - 297,384 Guests
 - 561,238 Hours Worked
 - 70,154 Shifts Worked
 - 384,660 Food and Beverage Covers
- **All-Star Staff: MPEA recognized and thanked each of the following team members for their commitment to making the campus shine:**
 - Chris Craine has been with the Hyatt Regency McCormick place for over 22 years as a Lobby Attendant
 - Mary Hough joined the campus as the Director of Security just over 1 year ago
 - Maria Settles, joined the Marriott Marquis 5 years ago as Supervisor of the M Club Executive Lounge at the Marriott Marquis Chicago
 - Cathy Goodwin has worked at McCormick Place since 1995. She was the first female plumber to be employed full-time on campus and currently serves as the campus' first African-American plumbing superintendent
 - Dan Buettner has spent 27 years working as an electrician on the McCormick Place campus
 - Eddie Matthews, a Senior Event Manager, has been a member of the campus for 23 years
 - Jose Campos is one of the most familiar faces on the campus, with 41 years of employment under his belt as the Senior Banquet Captain
 - Rayva Myles is celebrating 10 years at McCormick Place, as Director of Community Outreach
 - Kelsey Rubin began working on the campus 1 year ago as the Director of Collection Sales
- **Event Highlights:**
 - WNBA All Star Game 2022: 7,995 Attendees; \$5.2M Economic Impact
 - IMTS 2022: 86,307 Attendees; \$196M Economic Impact
 - Pack Expo 2022: 64,200 Attendees; \$134M Economic Impact
 - Windy City Volleyball National Qualifier: 22,035 Attendees; \$30M Economic Impact
 - AGU Fall Meeting: 18,349 Attendees; \$41M Economic Impact
 - National Restaurant Association: 51,107 Attendees; \$92M Economic Impact
 - IBEW International Convention: 3,910 Attendees; \$27M Economic Impact
 - CoreNet Global Summit: 2,840 Attendees; \$6.2M Economic Impact
 - Salesforce Connections: 7,051 Attendees; \$9.7M Economic Impact
- **High-Profile Visits**
 - President Joe Biden detailed his infrastructure plan's benefits for union workers at the International Brotherhood of Electrical Workers' International Convention at McCormick Place on May 11, 2022
 - Vice President Kamala Harris spoke at the National Education Association Representative Assembly at McCormick Place on July 5, 2022
 - Former President Barack Obama joined the AIA Conference on Architecture 2022 at McCormick Place on June 24, 2022
- **Reimagining Lakeside Center**
 - In September 2022, MPEA issued a Request for Information (RFI) for the redevelopment of Lakeside Center



- MPEA hosted three site visits for interested parties to tour Lakeside Center and learn more about the project
 - In total, 52 attendees visited Lakeside Center to learn more about the opportunity
- MPEA will evaluate the ideas and issue a formal Request for Proposals (RFP) in 2023, continuing Lakeside Center's exciting transformation
- **Health & Safety**
 - The entire McCormick Place Campus holds the Global Biorisk Advisory Council's GBAC STAR™ accreditation, the gold standard for clean and safe facilities
 - In 2022, MPEA continued its collaboration with Choose Chicago to maintain the Healthy Meetings Chicago campaign, which highlights McCormick Place's ongoing commitment to health and safety
- **Educational Tours**
 - As part of its commitment to building bridges with community members and elected officials, MPEA hosted a group of more than a dozen Illinois lawmakers and Chicago aldermen, in addition to numerous staff from their offices, in June 2022
- **Local Partnerships**
 - South Side culinary legend Josephine "Mother" Wade has operated a restaurant in McCormick Place since 2019
 - On January 20th, 2022, McCormick Place was honored to host a ceremony for "Mother" Wade to recognize her decades of dedication to the culinary arts and inclusion as the only Black woman chef in the Savor Our World cookbook
 - For the past 26 years, Christmas in the Wards has partnered with local business leaders, Fortune 500 companies and City officials to help make Christmas magical for hundreds of families in more than 25 wards
 - This year, Larita Clark was honored to accept an award on behalf of MPEA, recognizing its continued service to the community throughout Christmas in the Wards' history
- **Sustainable Partnerships**
 - Working to reduce food waste and serve those in need with a fresh and hot meal, the nonprofit Fight2Feed has used McCormick Place's kitchen space to save 3.2 million pounds of food waste and serve more than 1.5 million meals since March 2021
 - McCormick Place's farm-to-fork rooftop partners with the Chicago Botanic Garden's Windy City Harvest program to provide education and job training. More than 8,000 pounds of produce are grown in McCormick Place's rooftop garden each year for the convention center's food service provider, reducing the need to transport produce to the convention center
- **Sustainability**
 - As a leader in reducing energy use, MPEA has found multiple ways to incorporate energy-saving technology inside its 2.6 million-square-foot exhibition space
 - Savor...Chicago's Grind 2 Energy Program uses an industrial-strength food service grinder to convert waste into an energy-rich slurry where methane can be extracted for energy production. The remaining biosolids become nutrient-rich fertilizer
 - MPEA purchases wind-energy offset certificates to help foster renewable energy sources
 - To minimize MPEA's energy use and support the campus' ongoing commitment to sustainability, McCormick Place has completed the switch to LED lights, resulting in more than \$1.5 million in savings
 - The lights will result in a 12% reduction in the campus' carbon footprint and they emit less heat, requiring less air conditioning in the summer months
- **City Club**
 - As part of the effort to make MPEA more visible in the community and educate the public about MPEA's functions, CEO Larita Clark gave an educational presentation on MPEA's operations and impact at the City Club of Chicago on September 20, 2022



- **Looking Ahead: 2023 Scheduled Events**
 - 146 Events
 - 2.5M Attendees
 - 1.2M Room Nights
 - \$1.81 Billion Economic Impact

Report from Controller: Ms. Lovelace-Nieves presented the financial results for February 2023.

Report from Chief Financial Officer: Mr. Bormann presented the tax collections for February 2023.

Report from Senior Director of Campus Sales: Ms. Kievit reported her and the Director of Collection Sales work closely with campus partners to meet the sales and financial goals of the Collection at McCormick Square. Ms. Kievit reported in 2023 there are nine collection bookings which include 43,828 room nights and in 2022 there were eight collection bookings with 44,000 room nights, \$10 million in campus revenues and a \$55 million economic impact, seven of the collection bookings were first time events. Ms. Kievit reported HP Amplify Partner Conference was a new collection booking and would take place in the West Building with a global scope and 2,500 guests. Ms. Kievit reported there are currently 59 collection opportunities in the funnel which potentially equate to 350,000 room nights. Ms. Kievit reported meetings with the two campus hotels are underway regarding the budgets and the Collection is working on three initiatives which include brand name, solicitations of 24-month business and elevating customer service.

Report from Choose Chicago President and CEO: Ms. Osmond thanked the board for their support. Ms. Osmond reported Choose Chicago had a slow recovery due to: Chicago as a tourism destination was closed longer than other cities; forced budget cuts; Choose Chicago sales team and leadership team were decimated and it took longer because they had to restart as opposed to simply speed-up; booking window for major events is 5-7+ years out; the competition was able to actively pursue and secure more business for 2026 through 2028; and the pace is behind for future years. Ms. Osmond reported there continues to be a funding challenge; however other destinations' funding is growing and Choose Chicago still lags behind at 2019 levels. Ms. Osmond reported they are poised for success because for the first time in a long time, they have the right team members in place; have an aggressive, thoughtful, and targeted plan to keep customers and to bring in new ones but do need more resources. Ms. Osmond requested an additional \$675,000 per year for four positions dedicated to convention matters. Ms. Osmond reported Choose Chicago believes the additional funding will produce a significant return on investment for MPEA by bringing more events to Chicago. One additional small convention that represents approximately 3,000 peak rooms, could generate approximately \$1.63 million in operating revenue for the authority and a profit of approx. \$885,000.

Review of Covered Actions and Eligible Agreements:

- C1. Consideration of Approval of Operating Budget for FY 2024, 2025, 2026.

Moved by Member Morado, seconded by Member Birnecker Hart, and the remaining members present voted approving item C1.

Roll call vote. Record as:

Jeffrey Bethke, Chairman – Yes	Nina Grondin – Yes
Don Villar, Vice Chairman – Yes	Michelle Mills Clement – Yes
Jorge Ramirez, Secretary/Treasurer – Yes	Juan Morado – Yes
Dr. Sonat Birnecker Hart – Yes	

The motion passed.



C2. Consideration of Approval of Amendment Contract for Auditing Services.

Moved by Member Ramirez, seconded by Member Mills Clement, and the remaining members present voted approving item C2.

Roll call vote. Record as:

Jeffrey Bethke, Chairman – Yes	Nina Grondin – Yes
Don Villar, Vice Chairman – Yes	Michelle Mills Clement – Yes
Jorge Ramirez, Secretary/Treasurer – Yes	Juan Morado – Yes
Dr. Sonat Birnecker Hart – Yes	

The motion passed.

C3. Consideration of Approval of Contract Amendment to Guaranteed Energy Performance Contract.

Moved by Member Morado, seconded by Member Birnecker Hart, and the remaining members present voted approving item C3.

Roll call vote. Record as:

Jeffrey Bethke, Chairman – Yes	Nina Grondin – Yes
Don Villar, Vice Chairman – Yes	Michelle Mills Clement – Yes
Jorge Ramirez, Secretary/Treasurer – Yes	Juan Morado – Yes
Dr. Sonat Birnecker Hart – Yes	

The motion passed.

C4. Consideration of Approval of New Contract for Marketing, Sales and Services.

Moved by Member Morado, seconded by Member Birnecker Hart, and the remaining members present voted approving item C4.

Roll call vote. Record as:

Jeffrey Bethke, Chairman – Yes	Nina Grondin – Yes
Don Villar, Vice Chairman – Yes	Michelle Mills Clement – Yes
Jorge Ramirez, Secretary/Treasurer – Yes	Juan Morado – Yes
Dr. Sonat Birnecker Hart – Yes	

The motion passed.

C5. Consideration of Approval of Collective Bargaining Agreement: Local 399 Operating Engineers.

Moved by Member Ramirez, seconded by Member Villar, and the remaining members present voted approving item C5.



Roll call vote. Record as:

Jeffrey Bethke, Chairman – Yes	Nina Grondin – Yes
Don Villar, Vice Chairman – Yes	Michelle Mills Clement – Yes
Jorge Ramirez, Secretary/Treasurer – Yes	Juan Morado – Yes
Dr. Sonat Birnecker Hart – Yes	

The motion passed.

- C6. Consideration of Sole Source for Parking Lot A and Hyatt Garage – Installation and Maintenance of Automated Parking Access & Revenue Control System (PARCS).

Moved by Member Morado, seconded by Member Villar, and the remaining members present voted approving item C6.

Roll call vote. Record as:

Jeffrey Bethke, Chairman – Yes	Nina Grondin – Yes
Don Villar, Vice Chairman – Yes	Michelle Mills Clement – Yes
Jorge Ramirez, Secretary/Treasurer – Yes	Juan Morado – Yes
Dr. Sonat Birnecker Hart – Yes	

The motion passed.

- D1. New Business.

There was no new business.

- D2. Adjournment.

Chairman Bethke moved to adjourn the meeting moved by Member Villar, seconded by Member Mills Clement, and the meeting was adjourned by unanimous vote of the Board.

Roll call vote. Record as:

Jeffrey Bethke, Chairman – Yes	Nina Grondin – Yes
Don Villar, Vice Chairman – Yes	Michelle Mills Clement – Yes
Dr. Sonat Birnecker Hart – Yes	

The motion passed.

Time meeting adjourned: 10:14 a.m.

Approved: April 27, 2023



 Secretary/Treasurer or Assistant Secretary