

LOUISIANA STADIUM AND EXPOSITION DISTRICT
BOARD OF COMMISSIONERS MINUTES
FROM THE MEETING OF MARCH 23, 2022

PRESENT: Commissioners John A. Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith, and Wells Watson

ABSENT: Chairman Kyle France, Commissioner Henry Baptiste

ROLL CALL and WELCOME

Commissioner Landry called the March 23, 2022 meeting to order at approximately 1:08 p.m.

Present: Commissioners John A. Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith, and Wells Watson. Absent: Chairman Kyle France, Commissioner Henry Baptiste

I. APPROVAL OF MINUTES OF FEBRUARY 17, 2022 MEETING

Chairman Landry asked for a motion for approval of the Minutes of February 17, 2022 Board Meeting. Commissioner Robin moved for approval of same, seconded by Commissioner Landry. All were in favor, and the Minutes of the February 17, 2022 Board meeting were adopted.

II. ASM REPORT

Doug Thornton begins his report by mentioning that the preparation for NCAA Final Four events have taken over the Dome and are top priority. He mentions that things are going well and that everyone is looking forward to the big events.

Mr. Thornton then pivots to the financial performance, highlighting that revenues are outperforming budget goals. Hotel taxes are tracking at 80 percent of 2019 collection levels, which is also exceeds budget expectations. The trends are positive in regards to concerts and non-tenant events as well. Spending is higher per capita especially in food and beverage.

Mr. Thornton concludes his report with emphasizing that as we approach the fourth quarter of the year, we're closer to completing a full-year forecast and it appears that there may be a fund balance. If there is indeed a balance available, it would be good to allocate toward some capital repair and replacement projects that have been put on the backburner due to COVID. The repairs and replacement projects which include items outside of the scope of the Master Plan Project, i.e. aging retractable seats, wifi upgrades and other operational elements, not only at the Superdome but other LSED properties.

[This concludes the Mr. Thornton's Report.]

Evan Holmes begins his report by echoing Mr. Thornton's points regarding revenue, hotel taxes and a possible positive fund balance to tackle capital improvements. Hopefully, by June Mr. Weidler will have more information and be able to present the options for moving forward with such projects. The annual legislative hearings began and Mr. Holmes and Mr. Weidler testified in the Senate Finance Committee meeting and plan to speak in front of the House Appropriations Committee next week. These meetings should go fairly well, as we are prepared to answer any questions they may have regarding the budget. Once meetings are over we'll continue to monitor the bills including HB1 and HB2 which is the capital outlay bill. The outlook is positive for Fiscal year '23, with hotel taxes positively trending, the return of festivals, other event activity and

enhanced revenue activities implemented by Zane, we are hoping to get back to pre-pandemic numbers.

Mr. Holmes concludes his report by briefly mentioning the return to construction post Final Four events. Work will begin on the Atria on the north end of the Superdome. Mr. Holmes also briefly introduces Luke Farabough, who is over the TPC, which is preparing to host the Zurich Classic golf tournament.

[This concludes the Mr. Holmes' Report.]

Zane Collings presents the Facility Operations Report, by answering Commissioner Landry's questions regarding the end of the City's mask mandate. The end of the mandate was received positively by staff and patrons. Staffing has been a huge challenge due to the pandemic and now that mandates were lifted, there is the hope that in addition to an increase in patrons, that many employees will also return to work.

Event highlights include the Monster Trucks show and the Endymion Ball that brought 16,000 people to the building and according to attendees was "the best ever". Diana Ross and Maroon 5 performed, which was a real treat. The organizers of Endymion want to continue having their events at the Superdome in the future but there are some concerns around the construction schedule, etc. after football season ends next February.

ASM Global Acts has collaborated with ARC Greater New Orleans to collect thousands of pounds of beads and throws that will be cleaned, recycled and resold. ARC is an organization that hires "challenged individuals" to help put them to work in the community and ASM is glad to be working with them.

Events like the Maxwell concert and Jojo Siwa, out performed their previous event numbers. Upcoming events like the Pelicans games and Essence fest are expected to produce high attendance numbers as well. Champions Square is also booked to host the H.E.R. concert on April, as well as Smashing Pumpkins on the 29th of April.

Mr. Tim Suire then gives an overview of the events taking place at the Shrine on Airline, highlighting the Thrillville Fair that brought out over 42,000 people. In addition to Thrillville, the Shrine also hosted Mardi Gras Float staging and the NOLA Gold have ongoing games. Upcoming events include the Saints kids STEM event in April and the continued use of the space by Harley Davidson for training.

Mr. Collings then mentions the efforts being made to drive further business including hiring Director of Programming, Gus Canazio. In the marketing space, Caroline Guidry was promoted as Sales Manager. We've also filled an account sales rep position, whom will be focused on premium events and inventory.

Mike Schilling then give in depth details regarding the preparation and build out for the NCAA Final Four events, including scheduling, logistics, production, staffing and meetings. Farrow Bouton, spoke directly to staffing issues and efforts to fill in the gaps where possible. There's a lot of enthusiasm around this event and it's expected to go so well that New Orleans will be a shoo-in for future bids. In regards to security staffing, due to NOPD staffing shortages, outside agencies will be participating to make sure the event is secure.

Kathleen Tuner proceeds to give the business diversity program performance, noting that discretionary spending is at 18%. In terms of professional services engagements, Eclectic Home by Penny Francis is engaged for interior design services for the Superdome Master Plan Project Phase 3b. The Superdome Pressure Washing Maintenance contract is 25% DBE participation Efforts for

student engagement are still underway with partnering with Youth Force NOLA, which will be implementing an internship program to provide exposure and opportunity. Additionally, partnership efforts with local HBCUs and the Urban League are ongoing in an effort to facilitate training and employment opportunities.

Mr. Collings concludes his report by emphasizing the importance of creating these engagement opportunities for youth through these programs and once further along, we will have more data on how effective these programs prove to be.

[This concludes the Facility Operations Report.]

IV. FINANCE REPORT

David Weidler presents the Finance report by discussing the full-year budget projection and the potential of a fund balance. A request was made to the Division of Administration for a supplemental budget of \$5.2 million with two items. Once approved by the administration and dependent on a few other factors there should be a decent fund balance, which will be presented along with the 2023-detailed budget.

Mr. Weidler concluded his report by mentioning that he is currently working on the detailed 2023 budget and will expect to present to the board in June. Mr. Thorton then proceeds to bring attention to the Financial report's Financial Cashflow Statement to further emphasize the potential of a \$5.3 million balance after deferred expenses are paid. Mr. Weidler also mentions allocating a portion of the potential fund balance to the reserve account, which significantly diminished over the span of the pandemic.

[This concludes the Finance Report.]

V. CONSTRUCTION REPORT

Eileen Long begins the construction report by giving an update regarding the Westwego Sports Complex site surcharge project, which is projected to be completed by April 11th. Duplantis Design Group is in the end stages of the Phase 1b & 2 (entry building, restrooms, lighted fields and concession building) construction drawings. That will be finished and put out to bid by June 1st. There are no current projects at the Alario Center or TPC or the Shrine on Airline.

The Smoothie King Center awarded the LSED video display bid to All Star Electric and the shop drawings are underway. There are delays in materials from China but there is hope that the Video Display Board will be replaced by football season 2022.

Ms. Long concludes her report with details regarding the Superdome Master Plan Project, Phase 3a commissary work which is almost complete, with a few minor items remaining on the punch list. The final construction drawings were received for Phase 3 on February 28th and in two weeks the final GMP number is expected from Broadmoor.

[This concludes the Construction Report.]

VI. LEGAL REPORT

Shawn M. Bridgewater begins her LSED Legal Report, presenting the following Eight (8) Resolutions, which were approved by the Board of Commissioners as noted below:

On motion of Commissioner Robin, seconded by Commissioner Smith, the Louisiana Stadium and Exhibition District authorized and approved an appropriation from the LSED Capital Reserve Account in the amount of \$159,716.01 to purchase equipment and make repairs necessary to maintain and operate the Caesar's Superdome, the Smoothie King Center, and Champions Square for the 2021-2022 Fiscal Year, including the specific items described on the Capital Reserve Request attached to the Resolution. ASM has received competitive proposals for the equipment and the repairs related hereto. ASM (acting on behalf of the LSED) and/or Chairman Kyle M. France were authorized to sign the respective purchase requisitions and related documents for the specific equipment to be purchased and the repairs to be made by National Fence, C.T. Traina, CDWG, LLC., A-1 Elevator and Southern Cleaning and Restoration. Copies of each of the Purchase Requisition forms and related documents were attached to the Resolution. The source of funds for this Resolution is the LSED Capital Reserve Account, and there were sufficient funds to support this Resolution. Approval of this resolution was recommended.

Voting in favor were Commissioners John Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson **Motion 22-16** passed.

On motion of Commissioner Alario, seconded by Commissioner Smith the Louisiana Stadium and Exhibition District ratified, authorized and approved the negotiation and execution of an Eighth Amendment & Ninth Amendment to the AIA A133-2019 Agreement ("CMAR Eighth Amendment & CMAR Ninth Amendment") by and between the LSED and Broadmoor, LLC, as the Construction Manager at Risk for the 2019 Superdome Capital Improvements Project ("Master Plan Project") as follows:

- (i) Pursuant to the terms and conditions of the CMAR Eighth Amendment, Broadmoor will be authorized to proceed with the early purchase of certain materials that are required in connection with Phase 3b of the Master Plan Project for a not-to-exceed amount of \$1,042,554.00 and shall include this amount within the cost of the work for the Phase 3b Guaranteed Maximum Price Amendment for the Master Plan Project; and
- (ii) Pursuant to the terms and conditions of the CMAR Ninth Amendment, Broadmoor will be authorized to proceed with the early purchase of certain materials that are required in connection with Phase 3b of the Master Plan Project for the not-to-exceed amounts of \$656,562.00 and \$16,194,908.00, respectively and shall include these amounts within the cost of the work for the Phase 3b Guaranteed Maximum Price Amendment for the Master Plan Project.

This Resolution was recommended by Legends Hospitality (Master Plan Project Manager) and Trahan Architects (Master Plan Project Architect) and has been approved by the Master Plan Project Team, consisting of the LSED Project Representative, the ASM Project Representative, and the New Orleans Saints Project Representative. The source of funds for the CMAR Eighth Amendment and CMAR Ninth Amendment is the Master Plan Project Budget, and there are sufficient funds to support the Resolution. The negotiation and execution of the

CMAR Eighth Amendment & CMAR Ninth Amendment by Chairman Kyle M. France and/or Commissioner Hilary H. Landry was authorized, approved and ratified. Approval of this resolution was recommended.

Voting in favor were Commissioners John Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson **Motion 22-17** passed.

On motion of Commissioner Smith, seconded by Commissioner Robin the Louisiana Stadium and Exhibition District authorized, ratified and approved the execution of the proposal of IBTS Plan Review Services (“IBTS Proposal”) by and between the LSED and IBTS to provide third-party plan review services with respect to Phase 3b of the 2019 Superdome Capital Improvements Project (“Project”), for not to exceed fee of \$68,740.00. all as more fully set forth in the IBTS Proposal and Appendix A attached to the Resolution.

The IBTS Proposal has been recommended by Legends Hospitality and was been approved by the Project Team, consisting of the LSED Representative, the ASM Project Representative, and the New Orleans Saints Project Representative. The source of funds for the IBTS Proposal was the Master Plan Project Budget, and there are sufficient funds to support this Resolution. The execution of the IBTS Proposal by Chairman Kyle M. France and/or Commissioner Hilary H. Landry was hereby authorized, ratified, and approved. Approval of this resolution was recommended.

Voting in favor were Commissioner John Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson. **Motion 22-18** passed.

On motion Commissioner Robin, Seconded by Commissioner Alario, the Louisiana Stadium and Exhibition District authorized, approved and ratified Change Order No. 003 (a copy of which is attached to the Resolution) to the Master Plan Food Service Equipment Contract with East Bay Restaurant Supply, Inc. in the amount of \$402,400.00 , which provides for a credit in the amount of \$369.46 to the Master Plan Food Service Equipment Contract amount for repairs to refrigeration equipment that were required.

Change Order No. 003 to the Master Plan Food Service Equipment Contract was recommended by Legends Hospitality and Trahan Architects and was approved by the Project Team, consisting of the LSED Project Representative, the ASM Project Representative, and the New Orleans Saints Project Representative. The execution of Change Order No. 003 by Chairman Kyle M. France was authorized, approved, and ratified. Approval of this resolution was recommended.

Voting in favor were Commissioners John Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson. **Motion 22-19** passed.

On motion of Commissioner Robin, seconded by Commissioner Smith, the Louisiana Stadium and Exhibition District authorized, approved Change Order No. 003 to the Master Plan FF & E Equipment Contract with Associated Office Systems of LA, Inc. to furnish and install furniture for Phase 2 of the 2019 Superdome Capital Improvements Project, which provides for a

decrease in the amount of \$1,083.49 to the Master Plan FF&E Contract amount for the removal of certain items from the FF&E contract.

Change Order No. 003 to the Master Plan FF&E Contract was recommended by Legends Hospitality and Trahan Architects and was approved by the Project Team, consisting of the LSED Project Representative, the ASM Project Representative, and the New Orleans Saints Project Representative. The execution of Change Order No. 003 by Chairman Kyle M. France was authorized, approved, and ratified. Approval of this resolution was recommended.

Voting in favor were Commissioners John Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson. **Motion 22-20** passed.

On motion of Commissioner Alario, seconded by Commissioner Smith, the Louisiana Stadium and Exhibition District authorized and approved its Chairman, Kyle M. France, to sign a Section 179D Energy Efficient Commercial Buildings Tax Deduction Allocation Form (in such amount as is approved by Chairman France and LSED legal counsel) on behalf of LSED pursuant to which Gallo Mechanical (Gallo) will seek tax benefits (in such amount as is approved by Chairman France and LSED legal counsel) pursuant to Internal Revenue Code Section 179(d)(4) in connection with mechanical contractor and design assist services performed by Gallo Mechanical in connection with the 2019 Superdome Capital Improvements Project.

By enacting this Resolution and by signing the Allocation Form, the LSED is not making a determination or certification as to the entitlement of any tax credit or tax benefit that is being sought by Gallo Mechanical; that determination will be made by the Internal Revenue Service.

Voting in favor were Commissioners John A. Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith, and Wells Watson. **Motion 22-21** passed.

On motion of Commissioner Smith, seconded by Commissioner Alario, the Louisiana Stadium and Exhibition District confirmed and took the following actions with respect to the LSED Project No.: House Bill#2 Alario Center Overhead Door Replacement Project (“Alario Center Overhead Door Replacement Project”):

- i. On or about February 8, 2022, ASM Global received two (2) quotes from installers who submitted bids with respect to the Alario Center Overhead Door Replacement Project;
- ii. Following review by ASM Global as the Project Manager, the LSED hereby recognizes and accepts the recommendation of ASM Global and approves the bid in the amount of \$8,288.00 that was submitted by Miner Corporation (“Miner Corporation”) as the lowest bid for the Project and.
- iii. The LSED hereby awards the Alario Center Overhead Door Replacement Project to Miner Corporation and authorizes the negotiation and execution of a Contract with Miner Corporation.

This Resolution had the Staff Analysis and support of ASM Global and was approved by the LSED Construction Committee. The source of funds for the Alario Center Overhead Door Replacement Project will be the Alario Center Capital Outlay, and sufficient funds exist to support

this Resolution. The execution of a Contract with Miner Corporation by Chairman Kyle M. France on behalf of the LSED was authorized and approved. Approval of this resolution was recommended.

Voting in favor were Commissioners John A. Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith, and Wells Watson. **Motion 22-22** passed.

On motion of Commissioner Smith, seconded by Commissioner Alario, pursuant to LSED Resolution No. 21-87, dated September 23, 2021, the Louisiana Stadium & Exposition District authorized and approved the negotiation and execution of Amendment No. 004 to the Agreement for Professional Architectural Services by and between the LSED and Duplantis Design Group, P.C. dated August 25, 2017 (“DDG Amendment No. 004”) for the Westwego Sports Complex Project (“Project”). Pursuant to DDG Amendment No. 004 (a copy of which is attached to the Resolution), the Contract amount will be increased by \$51,560.00 for costs associated with a Surcharge Monitoring Survey and Surcharge Construction Administration for the current Phase 1A Surcharge Sitework Package.

This Resolution has the Staff Analysis and Recommendation of ASM Global (copy attached to the Resolution) and was approved by the LSED Construction Committee. The source of funds for DDG Amendment No. 004 is the Project Budget, and there are sufficient funds to support the Resolution. Chairman Kyle M. France was authorized to execute DDG Amendment No. 004. Approval of this resolution was recommended.

Voting in favor were Commissioners John A. Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith, and Wells Watson. **Motion 22-23** passed.

[This concludes the Legal Report.]

VII. BOARD REPORTS

None.

VIII. OTHER BUSINESS

None.

IX. ADJOURNMENT

Commissioner Landry asks for a motion to adjourn. On motion of Commissioner Smith, the March 23, 2022 LSED Board meeting adjourned at 2:04 p.m.