

**LOUISIANA STADIUM AND EXPOSITION DISTRICT**  
**BOARD OF COMMISSIONERS MINUTES**  
**FROM THE MEETING OF APRIL 28, 2022**

**PRESENT:** Chairman, Kyle M. France, John A. Alario, Hilary H. Landry, Glen D. Smith, and Wells Watson.

**ABSENT:** Commissioners Henry Baptiste, Casey J. Robin

**ROLL CALL and WELCOME**

Chairman France called the April 28, 2022 meeting to order at approximately 1:00 p.m.

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

**I. APPROVAL OF MINUTES OF MARCH 23, 2022 MEETING**

Chairman France asked for a motion for approval of the Minutes for the March 23, 2022 LSED Board of Commissioners Meeting. Commissioner Alario moved for approval of same, seconded by Commissioner Smith. All were in favor, and the Minutes of the March 23, 2022 Board meeting were adopted.

**II. ASM REPORT**

Doug Thornton begins his report by highlighting the tremendous success of the Final Four event, calling it flawless on all accounts. Special accolades go out to the staff who were on top of everything from the initial build out of the stadium seating prior to the start of the event, to the concessions and bathroom maintenance during the event. It was truly an event to remember and many compliments were received in regards to the updates and renovations made throughout the Dome. The event itself was spectacular and the four teams involved really brought the heat and great energy from the 70,000 plus supporters.

In regards to a brief financial update, the months of February and March were very successful in terms of hotel taxes which were trending closer to the 2019 numbers at about 80 percent. Once those official numbers hit the books, there will be a clearer picture on where that puts us at the end of the fiscal year. The final four sold 140,000 tickets and hotels were at a 98 percent occupancy rate. The Smoothie Center has held the largest volume of concerts in our 20-year history during this fiscal year, which ends in June.

Mr. Thornton concludes his report by mentioning that financial recovery from COVID is still in progress but the numbers are looking promising.

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

Evan Holmes begins his report by mentioning that end of fiscal year projections appear to be on track with upcoming events such as the Zurich Classic and Jazz Fest adding to positive numbers. In regards to the legislative budget process, there are a couple requests that include funds to provide additional cushions in case the hotel taxes don't meet projected numbers. The Capital Outlay funds (\$27 million) are still being held by the state for the Master Plan renovation project.

There are also funds being allocated to Priority two and five of the Westwego Sports Complex project and there is a plan to address how to be effective with those dollars once they are released.

Mr. Holmes concludes his report by briefly sharing updates regarding the Substantial Completion of the Phase 3a commissary work which will create a much better work space for the kitchen food service teams. He also mentions that The Zurich Classic was a huge success and accolades go to Luke Farabaugh and his team for executing an excellent event.

**[This concludes Mr. Holmes' Report.]**

Zane Collings presents the Facility Operations Report, highlighting the concession numbers from the Final Four events; two nights with over 70,000 people per event equated to \$54 a head which is a record for the Superdome. The staff received many accolades and compliments from everyone. Special thanks to Farrow and his team for helping to deliver such an amazing event. We are already bidding on future Final Four events in 2027 and 2031 with the NCAA.

After the Final Four there were numerous events including Eric Church concert and Jeff Dunham and the Pelicans ended up in the NBA playoffs, which brought multiple nights of sold out games to the Smoothie King Center. The marketing team is doing an excellent job and it shows in the turnout of these events. Gus Canazio was introduced as the newest member of the Marketing team and brings tons of experience with him and will add lots of value to that department.

Mr. Collings goes on to discuss the preparation for the NFL season, including security meetings and the continued construction in the Superdome. There are open positions available for Event Coordinator and Guest Service coordinator, as well as a Chief of Public Safety and the search to fill these positions is ongoing. In regards to future events, we have the NOLA Gold, Essence fest and four other events to finish out the fiscal year.

Mark Waguespack shares an update in regards to the marketing department's efforts in regards to the charitable donations and complimentary tickets to upcoming events. Majority of these organizations use the donations for raffles and create night out experiences for young people. Mr. Collings notes that there has been around \$65,000 in ticket donations as part of this charitable initiative. Email marketing is doing well boosting sales to around \$300,000 in Quarter 1. The team is continuing to track metrics and lead generation from email to sale.

Kathleen Turner reports on the progress of the DBE program spending, mentioning that the state list of DBE vendors is being merged with ASM's list to help build the pipeline of vendors and contractor. There's a shared initiative with companies such as Sodexo and Centerplate to incorporate more DBE subcontractors and vendors which helps us to track spending with them and include them in DBE metrics. The search is ongoing to find electrical contractors from the construction side. YouthForce NOLA has confirmed the employer partnership and they will bring us nine interns in June and also 50 students in June for a presentation. The shadowing program is a continued success with great student testimonials.

Mr. Collings concludes his report by confirming to reach out to him if any of the commissioners are interesting in submitting recommendations for charitable ticket donations.

**[This concludes Mr. Collings Report.]**

#### **IV. FINANCE REPORT**

David Weidler presents the Finance report by mentioning that though the February numbers fell \$900,000 short of 2019, the events in March and April will be closer to 100% or perhaps surpass the 2019 numbers. A request has been submitted to the budget office for \$5,000 to cover insurance premiums for the upcoming fiscal year but it was rejected. It will be resubmitted to the Senate, so results are pending but are hopefully expected to be approved in conference.

Mr. Weidler concluded his report by mentioning the totals from the Final Four are not yet available but should be complete by the end of May. He will then be able to give a clear picture of revenues from the event. The budget for the 2023 Fiscal year is in process and will likely be submitted at the June board meeting.

**[This concludes Mr. Weidler's Report.]**

#### **V. CONSTRUCTION REPORT**

Eileen Long begins the construction report by giving an update on the progress of the John Alario Phase 1 Site Surcharge package, which is now complete. There will be about six months of soil settlement. There is \$20 million allotted for Phase 1 and \$10 million allotted for Phase 2 and if the bidding can be done for those projects in June it could save up to \$1 million if the fund are made available. All documents have been submitted to FEMA in April in regards to the Hurricane Ida damages; however, we are still working through Insurance documents with the Office of Risk Management. Damages include the overhead door replacement and gutters.

In regards to the Smoothie King Center, the ongoing project is the LED Video Display boards that are currently being manufactured in China and are expected to ship out by May 15<sup>th</sup>.

In regards to the Superdome Master Plan, Phase 3a commissary work is near completion and Phase 3b GMP is still in process with Broadmoor.

**[This concludes Ms. Long's Report.]**

#### **VI. LEGAL REPORT**

Shawn M. Bridgewater begins her LSED Legal Report, presenting the following five (5) Resolutions, which were approved by the Board of Commissioners as noted below:

On motion of Commissioner Landry, seconded by Commissioner Watson, the Louisiana Stadium and Exhibition District authorized and approved an appropriation from the LSED Capital Reserve Account in the amount of \$183,314.53 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 are authorized to sign the respective purchase requisitions and related documents for the specific equipment to be purchased and the repairs to be made by A.J. Labourdette, Inc., S&S Construction, Integration Partners, A1 Elevation, Bayou Electrical Services, TPS Gulf Southeast, L.L.C., Altemp Insulations, Inc., Gootee Construction, Tiger Tech

Equipment Service & Repair and A.J. Labourdette, Inc. Copies of each of the Purchase Requisition forms and related documents are attached to the Resolution. The source of funds for this Resolution is the LSED Capital Reserve Account, and there are sufficient funds to support this Resolution. Approval of this resolution was recommended.

Voting in favor were Chairman Kyle M. France, Commissioners John A. Alario, Jr., Hilary H. Landry, Glen D. Smith, and Wells Watson. **Motion 22-24** passed.

On motion of Commissioner Alario, seconded by Commissioner Watson the Louisiana Stadium and Exhibition District ratified, authorized and approved, and ratifies the execution of a Certificate of Substantial Completion (“Certificate of Substantial Completion”) with respect to the Contract for Construction Manager at Risk, by and between the LSED and Broadmoor, LLC, dated December 18, 2020, (the “Contract”) for Phase 3a the 2019 Superdome Capital Improvements Project (“Master Plan Project”). The Certificate of Substantial Completion (a copy of which is attached to the Resolution), provided that the work performed with respect to Phase 3a of the Master Plan Project is, subject to the completion of certain punch list items, sufficiently complete in accordance with the Contract documents to allow the owner to occupy and/or utilize the work for its intended use.

This Resolution has been recommended by Legends Hospitality (Master Plan Project Manager) and Trahan Architects (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 signature of Chairman Kyle M. France to the Certificate of Substantial Completion is hereby authorized, approved, and ratified. Approval of this resolution was recommended.

Voting in favor were Chairman Kyle M. France, Commissioners John A. Alario, Jr., Hilary H. Landry, Glen D. Smith, and Wells Watson. **Motion 22-25** passed.

On motion Commissioner Smith, Seconded by Commissioner Alario, the Louisiana Stadium and Exhibition District authorized and approved the negotiation and execution of Amendment No. 03 to the PSI Agreement (“PSI Amendment No. 03”), to provide additional material inspections and inspection services with respect to the Phase 3b of the Project for a not to exceed fee of \$112,179.00.

PSI Amendment No. 03 has been recommended by Legends Hospitality (the Project Manager) and has been approved by the Project Team, consisting of the LSED Project Representative, the ASM Project Representative, and the New Orleans Saints Representative. The source of funds for PSI Amendment No. 03 is the Project Budget, and there are sufficient funds to support the Resolution. The execution of PSI Amendment No. 03 by Chairman Kyle M. France is hereby authorized, approved, and ratified. Approval of this resolution was recommended.

Voting in favor were Chairman Kyle M. France, Commissioners John A. Alario, Jr., Hilary H. Landry, Glen D. Smith, and Wells Watson. **Motion 22-26** passed.

On motion of Commissioner Landry, seconded by Commissioner Watson, the Louisiana Stadium and Exhibition District authorized and approved the engagement of a consultant and the negotiation and execution of a Consulting Agreement (“Agreement”) to provide consulting services and advise the LSED and the State of Louisiana with respect to various matters that relate to the enhancement of the management and operation of the LSED facilities for a not to exceed fee of \$45,000.00. The Agreement will be on terms and conditions that are acceptable to Chairman Kyle M. France and LSED legal counsel and once finalized, will be ratified at a subsequent LSED meeting.

The source of funds for the Agreement is the LSED Capital Reserve account and there are sufficient funds to support the Resolution. The execution of the Agreement by Chairman Kyle M. France was hereby authorized and approved. Approval of this resolution was recommended.

Voting in favor were Chairman Kyle M. France, Commissioners John A. Alario, Jr., Hilary H. Landry, Glen D. Smith, and Wells Watson. **Motion 22-27** passed.

On motion of Commissioner Landry, seconded by Commissioner Smith, the Louisiana Stadium and Exhibition District authorized, approved, and ratified the execution of a Certificate of Substantial Completion (“Certificate”) with respect to the Site Surcharge Contract by and between the LSED and Beverly Construction Company, LLC, dated October 1 2021, (the “Site Surcharge Contract”) for the Westwego Sports Complex Project, a/k/a the John Alario, Jr. Sports Complex Project (“Project”). The Certificate of Substantial Completion (a copy of which is attached to the Resolution), provides that the work performed with respect to Site Surcharge Contract is, subject to the completion of certain punch list items, sufficiently complete in accordance with the contract documents to allow the owner to occupy and/or utilize the work for its intended use.

This Resolution has been recommended by Legends Hospitality (Project Manager) and has been approved by the Project Team. The signature of Chairman Kyle M. France to the Certificate of Substantial Completion is hereby authorized, approved, and ratified. Approval of this resolution was recommended.

Voting in favor were Chairman Kyle M. France, Commissioners John A. Alario, Jr., Hilary H. Landry, Glen D. Smith, and Wells Watson. **Motion 22-28** passed.

On motion of Commissioner Alario, seconded by Commissioner Landry, the Louisiana Stadium and Exhibition District confirmed and took the following actions with respect to the Alario Center Rear Gutter and Downspout Replacement Project (“Project”):

- i. On or about April 11, 2022, ASM Global sought proposals with respect to the Project and received the attached proposal from Orleans Sheet Metal Works and Roofing, Inc. to replace the gutters and downspouts located at the rear of the Alario Center; and
- ii. Following review by ASM Global as the Project Manager, the LSED hereby recognizes and accepts the recommendation of ASM Global to select the proposal of Orleans Sheet Metal Works and Roofing, Inc. in the amount of \$54,598.00 and

authorizes and approves the negotiation and execution of a Contract with Orleans Sheet Metal Works and Roofing, Inc. for the Project.

This Resolution has the Staff Analysis and support of ASM Global (attached to the Resolution) and has been approved by the LSED Construction Committee. The source of funds for the Project will be the Alario Center Capital Outlay, and sufficient funds exist to support this Resolution. The execution of a Contract with Orleans Sheet Metal Works and Roofing, Inc., on terms that are acceptable to Chairman Kyle M. France and LSED legal counsel, is hereby and herein authorized and approved. Approval of this resolution was recommended.

Voting in favor were Chairmand Kyle M. France, Commissioners John A. Alario, Jr., Hilary H. Landry, Glen D. Smith, and Wells Watson. **Motion 22-29** passed.

**[This concludes the Legal Report.]**

**VII. BOARD REPORTS**

None.

**VIII. OTHER BUSINESS**

None.

**IX. ADJOURNMENT**

Chairman France asks for a motion to adjourn. On motion of Commissioner Alario, the April 28, 2022 LSED Board meeting adjourned at 1:57 p.m.