

LOUISIANA STADIUM AND EXPOSITION DISTRICT
BOARD OF COMMISSIONERS MINUTES
FROM THE MEETING OF FEBRUARY 17, 2022

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

ABSENT: Commissioner Henry Baptiste

ROLL CALL and WELCOME

Chairman France called the February 17, 2022 meeting to order at approximately 1:00 p.m.

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

Chairman France reads aloud the Certification under Act 302 of the 2020 Regular Session of the Louisiana Legislature related to open meetings, pursuant to which the LSED is authorized to conduct the September meeting virtually via Microsoft teams.

I. APPROVAL OF MINUTES OF JANUARY 26, 2022 MEETING

Chairman Landry asked for a motion for approval of the Minutes of January 26, 2021 Board Meeting. Commissioner Robin moved for approval of same, seconded by Commissioner Landry. All were in favor, and the Minutes of the January 26, 2022 Board meeting were adopted.

II. ASM REPORT

Doug Thornton begins his report by discussing the completion of the full year forecast, which looks ahead toward the end of the fiscal year. The hotel tax numbers are trending upward, which shows a promising return to normal levels over time. Live events are also returning in high volume, which makes us optimistic that we're going to achieve a break-even budget or better by the end of this fiscal year.

There's an upcoming legislative tour to allow lawmakers to see the Superdome renovation work that has been completed and areas that are still under construction. Guests will include major committee members from the House side, along with members from the New Orleans and Jefferson Parish delegations. There will be a luncheon held during the tour and major stakeholders represented through the Greater New Orleans Sports Foundation, will attend to have open discussions about upcoming events and the importance of the Superdome to the city.

As the Final Four event nears, we are in meeting after meeting in preparation. The NCAA is very thorough and extensive in their planning and execution as it is a very large exercise and build-out to accommodate.

Mr. Thornton concludes his report by mentioning that once the Final Four is over, renovations will continue over the span of the next couple years.

[This concludes the ASM Report.]

Evan Holmes began his report by mentioning the positive hotel occupancy tax collection report, which is a testament to tourists coming back to the city and staying in the hotels. In addition to hotel occupancy tax, the event schedule has returned to near pre pandemic levels. We've implemented a lot of new revenue generation strategies as well as maintained a continuation of the

cost control measures implemented during the pandemic, to ensure proper management of the budget. With the anticipation of Mardi Gras and the Final Four, the budget is much closer to being balanced.

Mr. Holmes concludes his report, by noting that the construction of the Phase 3a commissary work, has been put on hold in an effort to avoid issues with the Final Four event. However, design meetings and contractor negotiations are still underway.

[This concludes the Services Report.]

Zane Collings presents the Facility Operations Report, highlighting the February event schedule, which included Pelicans games, the sold out Billie Eilish show and other concerts. The back-to-back shows generated over 30,000 paid tickets and grossed \$3.3 million in sales, which shows that people are definitely excited to get back to events. There is also a positive decline in no shows, so those who are buying tickets are actually coming to the events. The turnout also is across multiple demographics, which is also a positive sign of what's to come.

Mark Waguespack then gives a visual presentation of the many events and the marketing tools used to highlight events at each venue. The Billie Eilish concert in particular generated quite the social media buzz, which hopefully help translate in more sales for other events. Mark then, gave kudos to Jessica Holtzman, the marketing and event Manager, who spearheaded the Hot Wheels social media campaign. This campaign partnered with local mom blogs to help market the Hot Wheels event by sponsoring a ticket give away and paid posting promotion. Partnerships like these are helping to fuel healthy engagement amongst fans and those throughout the city.

Tim Suire briefly discussed the branding that Nola Gold has been doing at the Shrine on Airline, as well as the Metairie Bank sponsorship. The event calendar is growing with Nola Gold events and the Thrillville Fair, which will boost community involvement. The team is working on public and private leads to fill up the event calendar in the coming months.

Mr. Collings continues his report by highlighting open positions with ASM, including Director of Programming, Chief of Public Safety, Event Coordinator and Guest Services, all which are in the interview process.

The team is working through final details in regards to Final Four preparation, including the ride share drop-off and pick-up locations, to avoid gridlock downtown. Staffing continues to be one of the biggest ongoing challenges during large events. The dome is undergoing a pressure wash and other cleaning procedures in further preparation for the Final Four weekend.

Mr. Collings also notes that as part of the ASM Global Acts Program, ASM is implementing a community outreach plan to reinvest, by partnering with the pelicans to engage non-profit organizations and create opportunities. He also briefly touches on bids submitted for the NCAA for the years '27, '30 and '31.

Kathleen Turner gave the Business Opportunity Update, noting that discretionary spending has improved and with the addition of new software should continue to improve. In regards Professional Services engagements, Raul Valdez was added on Capital Projects for 100% of electrical services and Jessica Becker for 100% architectural services. Efforts for student engagement are still underway with partnering with YouthForce 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.

[This concludes the Facility Operations Report.]

IV. FINANCE REPORT

David Weidler presents the Finance report by commenting on Mr. Thorton and Mr. Holmes' reports in regards to the budget breaking-even or better due to taxes and other events. However, utilities are particularly high at nearly \$700,000, partially due to rate increasing in the city and the costs of fuel. Payroll costs are slightly higher due to additional fees associated with the pandemic.

Mr. Weidler concludes his report by mentioning that the development of the 2023 budget is in progress and is expected to be complete and presented to the Board by May or June.

[This concludes the Finance Report.]

V. CONSTRUCTION REPORT

Eileen Long begins the construction report by giving an update on the John Alario Sports Complex projects. The clearing site and surcharge package is in progress and expected to be complete by April 2022. The remainder of the funds (\$13million) will be used to build three multipurpose fields and restroom and the bids for these projects will go out some time around April 2022. The construction drawings from Duplantis design group have been completed, which will hopefully mean that Phase 1b and Phase 2 can begin construction at the same time. In regards to Hurricane Ida damage to the Alario Center, the adjusters will need to return to assess for remaining repairs, which could amount to \$500,000 in total costs.

At the Smoothie King Center, All Star Electric is moving forward with the contract and they have started shop drawings.

Ms. Long completes her report by noting that Master Plan Phase 3a commissary work is ongoing at the Caesars Superdome, although some slight delays are occurring due to delivery issues. The Phase 3b drawings of the Master Plan should be complete by the end of February and hopefully, the GMP pricing will be within budget. The Superdome Roof Recoating project is substantially complete.

[This concludes the Construction 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 Robin, seconded by Commissioner Landry, the Louisiana Stadium and Exhibition District authorized and approved the execution of: (i) Change Order No. 005 to the Superdome Roof Re-coating Contract, which provides for a credit in the amount of \$7,000.00 to the Roof Re-coating Contract amount for eliminating lightning rod boots from the scope of work under the Roof re-coating Contract, and (ii) a Certificate of Substantial Completion with respect to the Roof Re-coating Contract which provides that the work performed under the Contract is, subject to the completion of the items on the Master Punch-list, sufficiently complete in accordance with the Contract documents to allow the owner to occupy and/or utilize the work for its intended use.

Change Order No. 005 and the Certificate of Substantial Completion have the Staff Analysis Support and Recommendation of ASM Global and have been approved by the LSED Construction Committee. The execution of Change Order No. 005 and the Certificate of Substantial Completion by Chairman Kyle M. France was authorized pursuant to the resolution. Approval of this resolution was recommended.

Voting in favor were Commissioners Kyle M. France, John A. Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith, and Wells Watson **Motion 22-11** passed.

On motion of Commissioner Alario, seconded by Commissioner Robin the Louisiana Stadium and Exhibition District ratified, authorized and approved the negotiation and execution of a Project Development Agreement with respect to Phase 3b of the 2019 Superdome Capital Improvements Project on terms that are acceptable to and approved by LSED legal counsel and the Master Plan Project team. Once approved and executed by Chairman Kyle M. France, the Master Plan Project Phase 3b PDA will be ratified at a subsequent LSED meeting. Approval of this resolution was recommended.

Voting in favor were Commissioners Kyle M. France, John A. Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith, and Wells Watson **Motion 22-12** passed.

On motion of Commissioner Alario, seconded by Commissioner Robin the Louisiana Stadium and Exhibition District authorized, approved and ratifies the Phase 3a Guaranteed Maximum Price Adjustment No. 3 to the Phase 3a Guaranteed Maximum Price Amendment for the Construction Manager at Risk Contract by and between the LSED and Broadmoor, LLC with respect to Phase 3a of the 2019 Superdome Capital Improvements Project. Phase 3a GMP Adjustment No. 3 provided for an increase of \$166,111.00 to the Master Plan Project Phase 3a Guaranteed Maximum Price that consists of the following:

- An increase of \$42,336.00 for additional costs associated with work that was required as a result of the progression of the Phase 3a construction documents from 50% to 100%;
- An increase of \$11,198.00 for additional costs associated with sprinkler changes at the Project site;
- An increase of \$18,465.00 for additional costs associated with changes to the plumbing scope of work;
- An increase of \$85,745.00 for additional costs associated with work modifications that were required due to pre-existing plumbing conditions at the Project site that were located in a different area from what was disclosed in the project drawings;
- An increase of \$4,439.00 for additional costs associated with the re-routing of exhaust duct-work at the Project site; and
- An increase of \$3,928.00 for additional costs associated with the re-routing of certain parts of the sprinkler system at the Project site.

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 source of funds for

Phase 3a GMP Adjustment No. 3 was the Master Plan Project Budget, and there are sufficient funds to support the Resolution. The execution of the Phase 3a GMP Adjustment No. 3 by Commissioner Hilary H. Landry, was authorized, approved and ratified pursuant to the resolution. Approval of this resolution is recommended.

Voting in favor were Commissioners Kyle M. France, John A. Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith, and Wells Watson **Motion 22-13** passed.

On motion Commissioner Alario, Seconded by Commissioner Landry, the Louisiana Stadium and Exhibition District authorized and approved authorized and approved the execution of: (i) Change Order No. 005 to the Superdome Roof Re-coating Contract, which provides for a credit in the amount of \$7,000.00 to the Roof Re-coating Contract amount for eliminating lightning rod boots from the scope of work under the Roof re-coating Contract, and (ii) a Certificate of Substantial Completion with respect to the Roof Re-coating Contract which provides that the work performed under the Contract is, subject to the completion of the items on the Master Punch-list, sufficiently complete in accordance with the Contract documents to allow the owner to occupy and/or utilize the work for its intended use.

Change Order No. 005 and the Certificate of Substantial Completion have the Staff Analysis Support and Recommendation of ASM Global and have been approved by the LSED Construction Committee. The execution of Change Order No. 005 and the Certificate of Substantial Completion by Chairman Kyle M. France was authorized pursuant to the resolution. Approval of this resolution was recommended.

Voting in favor were Commissioners Kyle M. France, John A. Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith, and Wells Watson. **Motion 22-14** passed.

On motion of Commissioner Landry, seconded by Commissioner Baptiste, the Louisiana Stadium and Exhibition District authorized and approved the execution of a Certificate of Substantial Completion with respect to the Contract between the LSED and Duinick, Inc. dated September 2, 2021, for the TPC 2021 Practice Facility Tee Surface Renovations Project No. The Certificate provides that the work performed under the Contract is 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 the Staff Analysis Support and Recommendation of ASM Global and has been approved by the LSED Construction Committee. The execution of the Certificate of Substantial Completion by Chairman Kyle M. France was authorized pursuant to the resolution. Approval of this resolution was recommended.

Voting in favor were Commissioners Kyle M. France, John A. Alario, Hilary H. Landry, Casey J. Robin, Glen D. Smith, and Wells Watson. **Motion 22-15** 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 February 17, 2022 LSED Board meeting adjourned at 2:04 p.m.