

**LOUISIANA STADIUM AND EXPOSITION DISTRICT**  
**BOARD OF COMMISSIONERS MINUTES**  
**FROM THE MEETING OF JANUARY 23, 2020**

**PRESENT:** Commissioners Kyle M. France, Henry N. Baptiste, Hilary H. Landry, Renee A. Lapeyrolerie, and Casey J. Robin.

**ABSENT:** Commissioners Gregory A. Morrison and Wells T. Watson

**I. ROLL CALL and WELCOME**

Chairman Kyle France welcomed everyone to the January 23, 2020 meeting, calling it to order at approximately 1:18 p.m., and Commissioner Lapeyrolerie led everyone in attendance in the Pledge of Allegiance. Present: Commissioners France, Baptiste, Landry, and Robin. Absent: Commissioners Morrison and Watson. There was a full quorum.

**II. APPROVAL OF MINUTES OF DECEMBER 19, 2019 MEETING**

Chairman France asked for a motion for approval of the Minutes of the December 19, 2019 Board Meeting. Commissioner Robin moved for approval of same, seconded by Commissioner Landry. All were in favor, and the Minutes of the December 19, 2019 Board meeting were adopted.

**III. SMG REPORT**

Doug Thornton opens his SMG report by congratulating Alan Freeman, Farrow Bouton, Mike Schilling and his team, and Jennifer Talbot for a fantastic National Championship game given the challenges presented by the President's visit, and also acknowledges the complements received from the International Association of Venue Managers.

Mr. Thornton notes that demolition for the Master Plan has commenced in certain areas as part of Phase I of the project, which includes the ramp system and exit stairs, to continue until the start of loading for the Essence Festival.

Financials are slightly off as compared to the same time in 2019 from a tourism perspective, conventions, etc.

Various event organizers have shown an interest in use the Stadium on Airline. A purchase agreement was signed with respect to certain equipment, and an agreement was reached with Nola Gold for commencement of its rugby games in March.

Work at the TPC continues, and negotiations continue towards a memorandum of understanding with the PGA for continuation of its management contract.

[This ends the General Matters report.]

Evan Holmes commences the Services Report by stating that advancement towards future phases of the Master Plan project can begin, having now reached a guaranteed maximum price with Broadmoor (the contractor). One hundred percent (100%) CDs were delivered, with the GMP due in early to mid-February. Broadmoor will work with Trahan Architects to develop the balance of the work relating to food service and vertical transportation, among other things.

Mr. Holmes refers to the Baby Cakes and an item on the agenda relating to equipment required to service Nola Gold's events, along with the market study to determine the highest and best use of the facility, limitations for use as to baseball; discussions continue with Nola Gold and other user groups.

Mr. Holmes briefly mentions the upcoming legislative session and recent meeting with the Division of Administration concerning the anticipated budget for the LSED.

[This concludes the Services Report.]

Alan Freeman opens the Facility Operations Report with a review of past activities at the Dome following the December meeting, which include R+L Carriers New Orleans Bowl on the 21st, consisting of various activities associated with the game, followed by the Sports Foundation's yoga class, a corn-hole tournament, the Allstate Sugar Bowl on January, the Saints playoff game against Minnesota on January 5 (70,000 attending and food and beverages capping at \$25.62), the CFP Championship game was January 13 (approximately 70,000 in attendance, with food and beverage reaching \$52.38/head, extremely close to Super Bowl figures).

Steve Trotter of Centerplate briefly describes their role in contributing to the revenue success for the Championship game and associated events, including acquiring additional assistance from other companies around the country.

Following a quick review of a video of the game, Mr. Freeman believes that the President's presence more likely than not contributed to the game's success.

The Smoothie King Center hosted nine Pelicans games, which included Zion's first performance, with approximately 15,000 in attendance, followed by the Comedy Laugh Fest, with 6,600 attending.

Champions Square events included Saints games, the Sugar Bowl and CFP Championship, and the B-52s performance on December 20.

The bar charts indicate a forward trend ahead of budget for all three facilities. Mr. Freeman believes that December and January will also be outstanding. Concerts are in place at the Smoothie King Center, with hopes to either meet or beat budget once again. With Dome renovations underway, all upcoming events for the next 30 days will be at the SKC, which include six Pelicans games, Tool on February 1, Celine Dion on February 7, Tyler Perry on

February 8 and 9, Alan Jackson on the 15th, Keith Sweat & Friends on the 16th, WWE Smackdown on March 20, Wild 'N Out on the 28th, and James Taylor on May 15.

Mr. Freeman notes completion of Wi-Fi upgrades prior to the CFP game, which included additional access points at the lower seating bowl at the Dome and exterior points. He believes that over 90% of the total tickets for the CFP game utilized the mobile ticketing process. Any additional upgrades will be on hold, targeting a new system prior to the 2024 Super Bowl.

[This concludes the Facility Operations Report.]

Jennifer Talbot (Director of Sales & Marketing) informs the Commissioners that changes will have to be made to the website as renovations progress. A spotlight and link to “Envision The Future” website have been added to allow guest, patrons, and fans to view what’s taking place. As the Saints season approaches, evacuation videos and other key components will be upgraded to educate fans and guests on changes they may experience.

Ms. Talbot notes over one million users engaged the Dome Facebook page in January—great results acquired through the work by members of her team.

This concludes the Sales & Marketing Report.

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

David Weidler presents the Finance Report, noting that the hotel/motel tax (4-penny and 1-penny) are flat in comparison to the prior year. He is of the opinion that the numbers are still very strong, with the facilities outperforming the budget.

At the Stadium located on Airline Drive (formerly the Baby Cakes playing facility), they are establishing a new structural financial statement for events to be held at the stadium.

[This ends the Finance Report.]

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

None presented.

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

Shawn M. Bridgewater introduced the LSED Legal Report and presented the following six (6) Resolutions approved by the Board of Commissioners as noted below:

On motion of Commissioner Lapeyrolerie, seconded by Commissioner Landry, the LSED authorized and approved an appropriation from the LSED Capital Reserve Account in the amount of \$67,793.88 to purchase equipment and make repairs/renovations necessary to maintain and operate the Mercedes Benz Superdome, the Smoothie King Center, and Champions

Square for the 2019-2020 fiscal year. SMG has received competitive proposals for the equipment and the repairs/renovations related thereto. The resolution authorizes SMG (on behalf of the LSED) to sign the Purchase Requisition documents. The funding source is the LSED Capital Reserve Account, and there are sufficient funds to support this Resolution. Approval of the Resolution was recommended.

Voting in favor were Commissioners France, Baptiste, Landry, and Robin. Voting against: None. Abstaining: None. Absent: Commissioners Morrison and Watson. Motion **20-1** passed.

On motion of Commissioner Landry, seconded by Commissioner Baptiste, the LSED ratified the execution of a Seventh Amendment to the agreement with Broadmoor, LLC as the Construction Manager at Risk to provide comprehensive pre-construction services with respect to Phases 2 – 5 of the 2019 Superdome Capital Improvements Project, for a not to exceed sum of \$550,000.00, as previously authorized and approved by LSED Resolution No. 19-82, dated December 19, 2019. Approval of the Resolution was recommended.

Voting in favor were Commissioners France, Baptiste, Landry, and Robin. Voting against: None. Abstaining: None. Absent: Commissioners Morrison and Watson. Motion **20-2** passed.

On motion of Commissioner Robin, seconded by Commissioner Landry, the LSED authorized and approved the negotiation of (i) an agreement for the LSED's purchase of certain equipment that is currently owned by the New Orleans Baby Cakes and necessary for the ongoing operation of the Stadium on Airline Drive for a not to exceed sum of \$200,000.00, and (ii) a Termination Agreement with respect to the Lease and Use Agreement Between the LSED and New Orleans Zephyrs Baseball Club, L.L.C., dated October 15, 2015. Pursuant to the Resolution, Chairman Kyle M. France was authorized to execute the foregoing agreements, on such terms and conditions as were approved by Chairman France and LSED legal counsel, with same to be ratified by the LSED at a subsequent meeting. The source of funds for the Equipment that to be purchased is the LSED Capital Reserve Account, and there were sufficient funds to support the Resolution. Approval of the Resolution was recommended.

Voting in favor were Commissioners France, Baptiste, Landry, and Robin. Voting against: None. Abstaining: None. Absent: Commissioners Morrison and Watson. Motion **20-3** passed.

On motion of Commissioner Lapeyrolerie, seconded by Commissioner Landry, the LSED authorized the negotiation and execution of one or more Facility Use Agreement(s) with respect to prospective users of the Stadium on Airline Drive and the parking areas surrounding same on such terms and conditions as are acceptable to Chairman Kyle M. France and LSED legal counsel, with same to be ratified at a subsequent LSED meeting. Approval of the Resolution was recommended.

Voting in favor were Commissioners France, Baptiste, Landry, and Robin. Voting against: None. Abstaining: None. Absent: Commissioners Morrison and Watson. Motion **20-4** passed.

On motion of Commissioner Robin, seconded by Commissioner Landry, the LSED authorized and approved an increase in the Contract for Professional Services Between the LSED and Chaffe McCall, L.L.P., effective as of November 1, 2017, to preserve claims and enforce any and all rights of the LSED in connection with the Superdome Roof Warranty claim against GAF, for a not to exceed Contract amount of \$100,000.00, with the fees and costs for the professional services provided for in the Contract to be governed by and comply with the State of Louisiana, Hourly Fee Schedule as set by the Louisiana Attorney General's Office. The original Contract Amount was an estimate of the potential legal fees and costs, and did not contemplate or anticipate the extensive input and involvement that was required of LSED legal counsel in the ongoing litigation with respect to the Claim. Pursuant to the terms and conditions of the Contract, the Contract Amount cannot be increased without notice to and approval of the LSED Board. Consideration of this Resolution was recommended.

Voting in favor were Commissioners France, Baptiste, Landry, and Robin. Voting against: None. Abstaining: None. Absent: Commissioners Morrison and Watson. Motion **20-5** passed.

On motion of Commissioner Robin, seconded by Commissioner Landry, the LSED authorized and approved an increase in the Contract for Professional Services Between the LSED and Chaffe McCall, L.L.P., effective as of September 20, 2018, to provide legal services on behalf of the LSED in connection with the matter entitled "Shelby Bailey, etc. v. Board of Commissioners of the Louisiana Stadium and Exposition District, et al.," for a not to exceed Contract amount of \$100,000.00, with the fees and costs for the professional services provided for in the Contract to be governed by and comply with the State of Louisiana, Hourly Fee Schedule as set by the Louisiana Attorney General's Office. The original Contract Amount was an estimate of the potential legal fees and costs, and did not contemplate or anticipate the extensive input and involvement that was required of LSED legal counsel in the ongoing litigation with respect to the Claim. Pursuant to the terms and conditions of the Contract, the Contract Amount cannot be increased without notice to and approval of the LSED Board. Consideration of this Resolution was recommended.

Voting in favor were Commissioners France, Baptiste, Landry, and Robin. Voting against: None. Abstaining: None. Absent: Commissioners Morrison and Watson. Motion **20-6** passed.

[This concludes the Legal Report.]

## **VII. BOARD REPORTS**

None.

### **VIII. OTHER BUSINESS**

Steve Kennedy addresses the Commission, identifying himself as a member of the "Collaborative," a coalition of small, minority and women-owned businesses in the City, focused on equitable economic participation in the public and private sectors for procurement opportunities. He expresses a concern regarding the awarding of the project management contract and an article in The Business Report stating that the procurement was not open to the general public. Mr. Kennedy commends the Board for having taken steps to create a disadvantaged business program, but he has no knowledge if the DBE goals within the proposal were sent to the four firms competing in the process. DBEs grow their capacity and earnings with state public agencies through open opportunities, enabling them to partner with large businesses receiving RFPs. Mr. Kenney hopes that the project management contract is a start towards that goal, that all contracts going forward will have small and disadvantaged participation for professional and construction services, and that this Board will stay committed to ensuring that all opportunities are equitably put out to the general public.

Chairman France assures Mr. Kennedy that the Board is keenly aware of the interest of the minority community and that it is this Board's policy. However, from time to time, there are extenuating circumstances that must be dealt with, but Mr. Kennedy's message is taken to heart and thanks him.

### **IX. ADJOURNMENT**

On motion by Commissioner Robin, seconded by Commissioner Baptiste, the LSED January 23, 2020 monthly meeting adjourned at 1:52 p.m.