

LOUISIANA STADIUM AND EXPOSITION DISTRICT
BOARD OF COMMISSIONERS MINUTES
FROM THE MEETING OF FEBRUARY 19, 2020

PRESENT: Commissioners Kyle M. France, Hilary H. Landry, Gregory A. Morrison, Casey J. Robin, and Wells T. Watson.

ABSENT: Commissioners Henry N. Baptiste and J.P. Morrell.

I. ROLL CALL and WELCOME

Chairman Kyle France welcomed everyone to the February 19, 2020 meeting, calling it to order at approximately 1:17 p.m., and Commissioner Morrison led everyone in attendance in the Pledge of Allegiance. Present: Commissioners France, Landry, Morrison, and Robin. Absent: Commissioners Baptiste and Morrell. There was a full quorum.

II. APPROVAL OF MINUTES OF JANUARY 23, 2020 MEETING

Chairman France asked for a motion for approval of the Minutes of the January 23, 2020 Board Meeting. Commissioner Morrison moved for approval of same, seconded by Commissioner Landry. All were in favor, and the Minutes of the January 23, 2020 Board meeting were adopted.

Chairman France announces that one of the LSED's Commissioners, Renee Lapeyrolerie, is no longer a member of the Board and that J.P. Morrell will be the newly-appointed Commissioner. He also introduces Dennis Lauscha, the Saints President, who will address the Commission.

Mr. Lauscha extends his thanks to the LSED Board, ASM, and all of its employees for contributing to making the Saints No. 1 in game-day experience and investing in the industry through training and leadership. Chairman France acknowledges that the Saints organization have been a wonderful partner, being its No. 1 tenant, and is looking forward to another hundred years, keeping the Saints in New Orleans.

Doug Thornton, ASM's Executive Vice President, comments that it is and has been focused and committed, through this Board, staff, and managers throughout the Superdome, and acknowledges Mr. Lauscha's presence during employee training, briefing, etc. He receives comments from patrons at the facilities concerning the ushers, some of whom have been employees for 15 years. Mr. Thornton notes that it is going to be very different for the next two football seasons and will just get better and also thanks the staff, managers, Centerplate.

SMG REPORT

Turning to SMG's report, Doug Thornton announces that ASM has hired a new Capital Projects Manager, Eileen Long, who will manage in-house work at the facilities.

With respect to hotel taxes, actual projections for 2020 are down for the first time in ten years of about two percent. Years 2021-22 look better, with the CVB putting a lot of effort in sales and marketing. The 10-year Plan in 2010 by Boston Consulting Group resulted in the new airport terminal, riverfront construction, and French Quarter improvements.

Lastly, the Guaranteed Maximum Price (GMP) for the Superdome Master Plan was received for Phase 1b (the commissary).

[This ends the General Matters report.]

Evan Holmes presents the Services Report, noting construction of temporary walls has commenced, meeting and discussions are ongoing, there has been cutting of concrete, and review of floor plans. In order to keep things moving in between Board meetings/negotiations, the contractor (Broadmoor) has requested redirection of items, such as mechanical, electrical, and moving of the trailer by Garage 6 for site access. Phases II through V are being re-evaluated to assess what those projects might be and the best use of dollars. Broadmoor and the architect, Trahan, are in discussions going through those items.

At the Shrine on Airline, Nola Gold has completed its first event, and potential tenants continue to show an interest in use of this facility. Cirque de Soleil will also host a program at the facility. The building is being reviewed for its marketability and activity for that part of Jefferson Parish going forward.

The first House Appropriations Committee Hearing is set for early March, so members of the Commission and ASM will be present to educate the new legislators as to who we are and what we do.

Finally, Mr. Holmes congratulates Mr. Thornton for being inducted into the annuals of New Orleans tourism.

[This concludes the Services Report.]

Alan Freeman opens the Facility Operations Report with attendance being up about 2,000 per Pelicans game. Other past performances at the Smoothie King Center included Tool, with 12,200 attending, a sell-out for Celine Dion on February 7, Tyler Perry on February 8 and 9, with 12,400 for each show, Alan Jackson on February 15 before a crowd of 8,800, and Keith Sweat & Friends with 6,000 attending.

Champions Square hosted the JDR Consulting Opportunity Expo on January 30 and then the National Apartment Association Reception on February 18.

Events and ticket sales are performing at budget or above. The Dome will only reopen for Essence Festival in July, with performances by Bruno Mars and Janet Jackson (including Pattie LaBelle)

Other upcoming events at the SKC, though slow during Mardi Gras the NBA All-Star weekend, will host the Sun Belt Basketball Tournament (the Men's and Women's semi-finals and finals) on March 14 and 15, followed by the SmackDown on March 20. Recently confirmed shows are No Limit Reunion concert on April 10, Dave Chappelle and Joe Rogan on April 25, James Taylor on May 15, and Justin Bieber on June 30.

Mr. Freeman notes that all contract parkers in Garage 6 have been moved to Garage 5; all cash parking for the Pelicans games has been moved to Garage 1.

Planning and preparations are ongoing for the NCAA Women's Final Four on April 3 and 5. LSU and Florida State will be at the Dome on September 4, 2022.

[This concludes the Facility Operations Report.]

Jennifer Talbot (Director of Sales & Marketing) with respect to signage for some of the "bigger" acts, developed by team member Mark Waguespack, designed to welcome the performers. The created artwork appears on the back hallway walls where performers and artists live before going on stage. Another marketing event was for Alan Jackson Five O'clock Somewhere Giveaway with the Rum House, having 2,100 entries. There was an in-game posting with the Pelicans, of Alan Jackson, of Musical Chairs, for promotion of concerts and family shows.

[This concludes the Sales & Marketing Report.]

III. FINANCE REPORT

David Weidler presents the Finance Report, noting a flat hotel tax down about \$90,000 at present. His concern going forward in the next four months is that 38% of collections come in the last four months. If it stays flat, he is unsure what the end result will be in the current year; he will not have an idea of the path for surplus finds until possibly the May meeting.

Mr. Weidler is currently working on the 2021 budget. All three facilities are tracking budget, but with no major growth in those areas, and the Dome being closed from February through June. The concerts at the SKC should help stay on target the remainder of the year.

[This ends the Finance Report.]

IV. CONSTRUCTION REPORT

None

V. LEGAL REPORT

Shawn M. Bridgewater introduced the LSED Legal Report and presented the following five (5) Resolutions approved by the Board of Commissioners as noted below:

On motion of Commissioner Robin, seconded by Commissioner Watson, the LSED authorized and approved an appropriation from the LSED Capital Reserve Account in the amount of \$49,501.64 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 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, Landry, Morrison, Robin, and Watson. Voting against: None. Abstaining: None. Absent: Commissioners Baptiste and Morrell. Motion **20-7** passed.

On motion of Commissioner Landry, seconded by Commissioner Morrison, the LSED authorized negotiation of an Amendment to the Contract for the Construction Manager at Risk between the LSED and Broadmoor, LLC with respect to the 2019 Superdome Capital Improvements Project to permit the early release and engagement by Broadmoor of certain subcontractors to perform and deliver work pertaining to engineering, shoring, concrete repairs, and the relocation of mechanical and electrical items with respect to Phase 1b of the Project. The Amendment shall be on terms and conditions that are acceptable to LSED legal counsel and the LSED Project Representative and subject to ratification by the LSED. The Resolution had the Staff Analysis Support and Recommendation of Legends Hospitality (the Project Manager), SMG, and the LSED Project Representative. Approval of the Resolution was recommended.

Voting in favor were Commissioners France, Landry, Morrison, Robin, and Watson. Voting against: None. Abstaining: None. Absent: Commissioners Baptiste and Morrell. Motion **20-8** passed.

On motion of Commissioner Landry, seconded by Commissioner Morrison, the LSED the negotiation and execution of a Guaranteed Maximum Price with respect to Phase 1b of the 2019 Superdome Capital Improvements Project on such terms and conditions as are acceptable to the LSED Project Representative and LSED legal counsel, with the same to be ratified at a subsequent LSED meeting. The Resolution had the Staff Analysis Support and Recommendation of Legends Hospitality (the Project Manager), SMG, and the LSED Project Representative. Approval of the Resolution was recommended.

Voting in favor were Commissioners France, Landry, Morrison, Robin, and Watson. Voting against: None. Abstaining: None. Absent: Commissioners Baptiste and Morrell. Motion **20-9** passed.

On motion of Commissioner Watson, seconded by Commissioner Morrison, the LSED authorized Chairman Kyle M. France and Commissioner Hilary H. Landry to negotiate and enter into one or more Cooperative Endeavor Agreements with one or more tax recipient entities that contain terms and conditions with respect to: (i) the sharing among the LSED, the Ernest N. Morial-New Orleans Exhibition Hall Authority and New Orleans and Company of hotel taxes that are collected within the Louisiana Sports and Entertainment District, and (ii) the sharing of certain hotel taxes that are collected in connection with a hotel that is to be constructed on real property that is part of the Ernest N. Morial – Convention Center. The CEAs shall contain terms and conditions that are acceptable to LSED legal counsel, Chairman France, and Commissioner Landry and, shall be ratified at a subsequent LSED meeting. Approval of the Resolution was recommended.

Voting in favor were Commissioners France, Landry, Morrison, Robin, and Watson. Voting against: None. Abstaining: None. Absent: Commissioners Baptiste and Morrell. Motion **20-10** passed.

On motion of Commissioner Robin, seconded by Commissioner Landry, the LSED authorized and approved an Amended and Restated Contract for Professional Services with the Law Offices of BDG, LLC to act as special counsel for the LSED (pursuant to Louisiana Revised Statute Title 42, Section 263) in connection with any and all matters related to the utilization of a Construction Manager at Risk with respect to the 2019 LSED Superdome Master Plan Project. The fees for legal services with respect to the contract for Professional Services would be governed by the State of Louisiana Hourly fee schedule as set forth by the Attorney General's office. Approval of the Resolution was recommended.

Voting in favor were Commissioners France, Landry, Morrison, Robin, and Watson. Voting against: None. Abstaining: None. Absent: Commissioners Baptiste and Morrell. Motion **20-11** passed.

[This concludes the Legal Report.]

VI. BOARD REPORTS

None.

VII. OTHER BUSINESS

Jason Hughes, State Representative for House District 100, addresses the Commission. He states that he has been attending as many Commission meetings throughout the City and State, hearing about DBE participation and is very glad to hear that this is a priority of this Board as it undertakes the work of the Dome renovations. Mr. Hughes hopes that this continues to ensure that qualified DBEs throughout the City and State are aware of and given fair consideration. Chairman France addresses Mr. Hughes, asking that he tell everyone to visit the LSED's website for available opportunities to participate, and thanks him for his leadership.

VIII. ADJOURNMENT

On motion by Commissioner Robin, seconded by Commissioner Morrison, the LSED February 19, 2020 monthly meeting adjourned at 1:49 p.m.