

LOUISIANA STADIUM AND EXPOSITION DISTRICT
BOARD OF COMMISSIONERS MINUTES
FROM THE MEETING OF JULY 26, 2018

PRESENT: Commissioners Kyle M. France, Henry N. Baptiste, Hilary H. Landry, Renee A. Lapeyrolerie, and Gregory A. Morrison

ABSENT: Commissioners Kathleen B. Blanco and Casey J. Robin

I. ROLL CALL and WELCOME

Chairman Kyle France welcomed everyone to the July 26, 2018 meeting, calling it to order at approximately 1:10 p.m., and Commissioner Morrison led everyone in attendance in the Pledge of Allegiance. Present were: Commissioners Kyle M. France, Henry N. Baptiste, Hilary H. Landry, Renee A. Lapeyrolerie, and Gregory A. Morrison. Absent were: Commissioners Kathleen B. Blanco and Casey J. Robin. There was a full quorum.

II. APPROVAL OF MINUTES OF JUNE 22, 2018 MEETING

Chairman France asked for a motion for approval of the Minutes of the June 22, 2018 Board Meeting. Commissioner Lapeyrolerie moved for approval of same, seconded by Commissioner Landry. All were in favor, and the Minutes of the June 22, 2018 Board meeting were adopted.

III. SMG REPORT

Doug Thornton begins the General Matters report by noting the record year with Essence Festival, over \$14.0 million in gross ticket sales, ending the year with a surplus for dedication to the Capital Reserve account. Previously-approved funds in the Capital budget are now being spent in preparation for this upcoming football season.

Great interest has been on the hotel development at the Convention Center, which proposal could involve the LSED foregoing its entitlement to the hotel tax – a question that may be asked by the Exhibition Hall Authority.

Mr. Thornton refers to an agenda item with respect to the Trahan contract amendment in conjunction with the Master Plan process. This would be an extension to the contract to expand the scope to include additional schematic work and determine the feasibility of the project. This is not an authorization to proceed with any capital work, only to continue the investigative work and advance to a point where a schedule, costs, scope, and sequence could be determined for further improvements to the Dome in the coming years.

Mr. Thornton concludes his report by stating that there are no legislative issues to report, the session being closed.

[This ends the General Matters report.]

Chairman Frances notes the absence of Evan Holmes for the Services Report, and turns to the Commissioners for any questions for Mr. Thornton with respect thereto. None of the Commissioners responded, and this month's Services Report was deferred.

[This concludes the Services Report.]

Alan Freeman begins his Facility Operations Report, concurring that it was a great year for Essence Festival, along with the successes of WrestleMania and Bayou Country Superfest, showing an approximate attendance in the Dome of 120,000. Essence Festival grossed \$14.9 million, a record for the first 24 years. The Second Annual Sportsman Show had 11,000 in attendance, slightly down from the previous year. The Marketing & Sales Department are working with the promoters to keep this event for the next seven or eight years.

Turning to this football season, Mr. Freeman states that artificial-turf installation has begun, to be completed several days before the first game so that the team can get comfortable on the turf.

On June 28, the SKC hosted Hall & Oates with Train, with about 8,000 attending, and on June 17, Sam Smith, having about 8,300 in attendance.

Champions Square hosted Weezer and the Pixies on June 26, with about 5,600 attending, and on July 10 Paramour with about 5,000.

Referring to the bar charts, Mr. Freeman notes that all facilities are ahead of budget.

Upcoming events are the August 17th Saints game, followed by a second preseason on August 30, and the regular season against Tampa Bay on September 9. Champions Square will host Stone Temple Pilots, the Cult, and Bush on August 11; Evanescence on the 22nd; Lil Wayne's Third Annual WeezyAna Concert on the 25th.

WWE will return to the SKC on September 10, with Monday Night Raw and Wild 'N Out on the 21st.

Plans are being developed for managing the NFL's new requirements for screening vehicles entering Garages 1, 2, 5, and 6 and the B-Lanes. The Saints will send messages to season ticket holders, and public information will come out the week of the first preseason game. Large video boards at Garages 1 and 6 are being installed, similar to the electronic sign at Garage 5 used for wayfinding and event-related information. The Saints and Pelicans have elected to go to a different ticketing platform, SeatGeek. SMG's IT and Operations Department are working

closely with the teams and SeatGeek to install connectivity and power for scanners to scan tickets.

The replacement of the perimeter scrim at Champions Square should be complete by the August 17 game.

Annual training for team members has commenced. Farrow Bouton of Guest Services addresses the Board concerning the training and notes that customer service was ranked No. 1 last year.

Mr. Freeman continues, stating that dates are being held from mid-October to mid-April for the NBA and Pelicans and then refers the Board to The Quarters published by the Guest Services Department for part-time event staff. There will be a thorough year-end financial presentation at the August meeting.

A brief discussion between SMG representatives and members of the Board with respect to the quick turnarounds between various scheduled events in the Dome and SKC, specifically recalling the Beyoncé concert in 2016.

[This concludes the Facility Operations Report.]

Jennifer Cooke (Director of Sales & Marketing) begins by reviewing recent ads, such as The Meeting Planners Guide, "Game On," and "Play Hard, Win Big," a cross-promotion with WWE Raw and Baby Cakes called "Lucky Row," and the Sportsman Show Bobber Contest.

[This concludes a report presented by Ms. Cooke.]

Chairman France takes a moment to introduce Monika Gerhart, Director of State Relations for the Mayor's Office.

IV. FINANCE REPORT

David Weidler presents the Finance Report, noting that the numbers on his report are for the period ending May 31. Revenues will increase a couple hundred thousand, and LSED expenses are set. Facility revenues are up \$7 million over budget for the 2017-18 year. Team-related obligations are complete, finishing at \$32.6 million. Excess cash for capital needs will be presented at the August meeting. August 14 is the auditor's entrance conference, with financial statements due six months after year end. Collections for the new fiscal year are \$200,000 over last year, with the same trend for the hotel/motel tax.

Discussion is had between SMG and the Commissioners with respect to tracking of the hotel/motel tax, hotel occupancy, Essence attendance and its impact.

[This ends the Finance Report.]

V. CONSTRUCTION REPORT

Pat Tobler of The Tobler Company presents the Construction Report, beginning with the Superdome gutter tub replacement project progress prior to and following Essence Fest, the roof replacement, and radio-based lighting control systems for the Dome.

ESCO II is complete, with ESCO I reaching its one-year anniversary. SKC roof replacement material testing is taking place.

Alario Center kitchen replacement is still under way. Before the Board is a request to award a contract for the Alario's security project.

TPC pump station sprinkler project is complete. Period 4 Phase II grassing project should hit the market in August. Warranty work for the cart path should be underway shortly. Maintenance Facility/Green Keepers Lounge and the Clubhouse air rooftop unit should be going out to bid.

Baby Cakes renovations and paint packages are complete, with a final change order for additional electrical work.

Westwego site work package project is underway, about 70% cleared, using drones as a tool for reviewing work from different perspectives.

Discussion concerning the TPC's air-conditioning and a possible need to re-evaluate the entire system.

[This concludes the Construction Report.]

VI. LEGAL REPORT

Shawn M. Bridgewater introduced the LSED Legal Report and presented the following eight (8) Resolutions, which were approved by the Board of Commissioners as noted below:

On motion of Commissioner Lapeyrolerie, seconded by Commissioner Morrison, the LSED authorized and approved an appropriation from the LSED Capital Reserve Account in the amount of \$56,289.58 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 2018-19 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, Baptiste, Landry, Lapeyrolerie, and Morrison. Voting against: None. Abstaining: None. Absent: Commissioners Blanco and Robin. The Motion carried, and Motion **18-42** passed.

On motion of Commissioner Landry, seconded by Commissioner Baptiste, the LSED authorized and approved Amendment No. 01 to the Professional Services Agreement between the LSED and Trahan Architects, APC with respect to the Superdome Master Plan Investigative Phase.

By Resolution 18-17, dated March 27, 2018, the LSED authorized and approved a Contract with Trahan for the performance of professional architectural and related services as part of the master plan Investigation Phase. Amendment No. 01 provides that Trahan will perform additional architectural services that include further analysis and investigation with respect to the feasibility of the Project. This Resolution has the Staff Analysis Support and Recommendation of SMG and The Tobler Company, and has been approved by the LSED Construction Committee. The funding source will be the LSED Capital Reserve, and there are sufficient funds to support this Resolution. Approval of the resolution was recommended.

Voting in favor were Commissioners France, Baptiste, Landry, Lapeyrolerie, and Morrison. Voting against: None. Abstaining: None. Absent: Commissioners Blanco and Robin. The Motion carried, and Motion **18-43** passed.

On motion of Commissioner Lapeyrolerie, seconded by Commissioner Morrison, the LSED authorized and approved Amendment No. 001 to the Contract between the LSED and Eskew Dumez Ripple, APC with respect to the Smoothie King Center Roof Replacement Project.

By Resolution No. 18-29, the LSED authorized and approved a Contract with Eskew Dumez Ripple for architectural and related services with respect to the Project. Amendment No. 001 represents an increase of \$1,750.00 to the Contract amount for the services of a third-party consultant to conduct roof sampling for verification of existing conditions with respect to the Smoothie King Center roof. This Resolution has the Staff Analysis Support and Recommendation of The Tobler Company and SMG and has been approved by the LSED Construction Committee. The source of funds will be LSED Capital Reserve, and there are sufficient funds to support this Resolution. Approval of the resolution was recommended.

Voting in favor were Commissioners France, Baptiste Landry, Lapeyrolerie, and Morrison. Voting against: None. Abstaining: None. Absent: Commissioners Blanco and Robin. The Motion carried, and Motion **18-44** passed.

On motion of Commissioner Morrison, seconded by Baptiste, the LSED authorized and approved Change Order No. 011 to the Contract between the LSED and CM Combs Construction, LLC for the Baby Cakes Stadium Tower Renovations & Paint Package Project.

Change Order No. 011 represents an increase of \$6,168.00 to the original Contract amount to allow for the: (1) relocation of existing wall outlets affected by demolition at Stair #1; (2) reinstallation of the electrical boxes as exterior-grade electrical boxes; (3) replacement of the existing passenger elevator breaker; and (4) relocation of the existing fire alarm devices to avoid

demolition. This Resolution has the Staff Analysis Support and Recommendation of The Tobler Company, SMG, and the Project Architect and has been approved by the LSED Construction Committee. The source of funds for Change Order No. 11 is LSED Capital Reserve, and there are sufficient funds to support this Resolution. Approval of the resolution was recommended

Voting in favor were Commissioners France, Baptiste Landry, Lapeyrolerie, and Morrison. Voting against: None. Abstaining: None. Absent: Commissioners Blanco and Robin. The Motion carried, and Motion **18-45** passed.

On motion of Commissioner Morrison, seconded by Commissioner Landry, the LSED authorized and approved the execution of a Certificate of Substantial Completion with respect to the Contract between the LSED and CM Combs Construction, LLC for the Baby Cakes Stadium Tower Renovations & Paint Package Project. The Certificate 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 utilize the work for its intended use. The Resolution has the Staff Analysis Support and Recommendation of The Tobler Company, SMG and the Project Architect and has been approved by the LSED Construction Committee. Approval of the resolution was recommended

Voting in favor were Commissioners France, Baptiste Landry, Lapeyrolerie, and Morrison. Voting against: None. Abstaining: None. Absent: Commissioners Blanco and Robin. The Motion carried, and Motion **18-46** passed.

On motion of Commissioner Lapeyrolerie, seconded by Commissioner Morrison, the LSED authorized and approved an appropriation from the TPC Louisiana Golf Facility Capital Reserve Fund/Reserve for Repair and Replacement in the amount of \$15,774.91 to purchase replacement equipment and make necessary repairs at the TPC of Louisiana to include: (i) the replacement of the motor and repairs to the TPC kitchen dishwasher, (ii) the replacement of ten (10) exterior windows on the second-floor of the TPC Clubhouse, and (iii) the replacement of the TPC water system/filtration system. The source of funds for the resolution is the TPC Louisiana Golf Facility Capital Reserve Fund for Repair and Replacement, and there are sufficient funds to support this Resolution. Approval of the resolution was recommended

Voting in favor were Commissioners France, Baptiste Landry, Lapeyrolerie, and Morrison. Voting against: None. Abstaining: None. Absent: Commissioners Blanco and Robin. The Motion carried, and Motion **18-47** passed.

On motion of Commissioner Morrison, seconded by Commissioner Landry, the LSED authorized, approved, and took the following action with respect to Alario Center Security Upgrade project.

On or about July 12, 2018, a single bid was received from Rae Security Southwest, LLC with respect to the Project and recognized as a responsive bid for the Project. Pursuant to the resolution, the LSED accepts the bid of Rae Security Southwest, LLC in the amount of \$83,673.00 for the Project. This Resolution has the Staff Analysis Support and Recommendation

of The Tobler Company and SMG and has been approved by the LSED Construction Committee. The source of funding for the project is Alario Center Capital Outlay, and sufficient funds exist to support this Resolution. Approval of the resolution was recommended.

Voting in favor were Commissioners France, Baptiste Landry, Lapeyrolerie, and Morrison. Voting against: None. Abstaining: None. Absent: Commissioners Blanco and Robin. The Motion carried, and Motion **18-48** passed.

On motion of Commissioner Lapeyrolerie, seconded by Commissioner Morrison, the LSED authorized and approved a Subscription Agreement with Connexus, Inc. for a one year term commencing August 1, 2018 under which the LSED will be granted a non-exclusive use of the Connexus Dashboard to facilitate outreach for the LSED's Business Opportunity Program. This Resolution has the Staff Recommendation of SMG. Approval of the resolution was recommended.

Voting in favor were Commissioners France, Baptiste Landry, Lapeyrolerie, and Morrison. Voting against: None. Abstaining: None. Absent: Commissioners Blanco and Robin. The Motion carried, and Motion **18-49** passed.

[This concludes the Legal Report.]

VII. BOARD REPORTS

None.

VIII. OTHER BUSINESS

None.

IX. ADJOURNMENT

On motion by Commissioner Lapeyrolerie, seconded by Commissioner Morrison, the LSED July 2018 monthly meeting adjourned at 1:50 p.m.