

LOUISIANA STADIUM AND EXPOSITION DISTRICT
BOARD OF COMMISSIONERS MINUTES
FROM THE MEETING OF DECEMBER 14, 2023

PRESENT: Chairman Kyle M. France, John A. Alario, Jr., Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, and Glen D. Smith

ABSENT: Commissioner Wells T. Watson

ROLL CALL and WELCOME

Chairman Kyle M. France called the December 14, 2023 meeting to order at approximately 1:16 p.m.

I. APPROVAL OF MINUTES OF NOVEMBER 16, 2023 MEETING

Chairman France asked for a motion for approval of the Minutes for the November 16, 2023 LSED Board of Commissioners Meeting. Commissioner Smith moved for approval of same, seconded by Commissioner Alario. All were in favor, and the Minutes of the November 16, 2023 Board meeting were adopted.

II. ASM REPORT

Mr. Thornton began by acknowledging and recognizing the contributions made by the current Board during its eight-year term, despite COVID, interest rate increases, and market adjustments.

Now half-way through the Fiscal Year, hotel taxes are still pacing slightly behind last year, with yet to be events, such as the Sugar Bowl, Jazz Fest, and Mardi Gras. Discussions at a recent CVB meeting focused on 2024 and 25 hotel occupancy not yet back to the 2019 levels; average occupancy rate through October 2023 ranged between 61.7 and 62%, compared to 75% in 2019, but slightly up from October 2022, with the average daily rate (ADR) at \$200 out of Smith Travel compared to \$185 in 2019. Numbers and hotel revenues have not slipped beyond what they were previously. Revenues were up - \$123 compared to \$123. The 2023 conventions sales market is off, but conventions are typically booked two/three years in advance, with a rotation. The goals for the CVB are \$1.5M for definite room nights, compared to \$1.8M in 2019. New Orleans is one of 50 cities that are not back to 2019 occupancy levels, but there are 5,000 more hotel rooms in the City since then.

The calendar year should close out at eight percent higher for live concerts compared to last year due to ticket sales and sold-out concerts. Company-wide, the first and second quarters are pacing above 2022, a positive outlook for live events. With no increase in the federal rate and a higher stock market the last three years, Mr. Thornton is hopeful that interest rates will normalize, there will be a robust economy, and travelers will get back to flying and continue to purchase tickets.

[This concludes Mr. Thornton's report.]

III. OPERATIONS REPORT

Mr. Holmes reiterates Mr. Thornton's opening comments concerning the outgoing Board, it being his first experience, and appreciates the collaboration over the years.

Turning to the Superdome and the Saints season, focus is now on other football events, such as the Bayou Classic, high school football championships, New Orleans Bowl, Sugar Bowl, New Year's Day, a robust Pelicans schedule, concerts, etc., and everyday work by the various teams who have been maneuvering through renovation, remediation, cleaning, and putting things back together.

Following the last Saints football game, full Superdome construction mode will commence for the build-back of the final phase of renovation in anticipation of the Summer schedule. It's been all about organizing the removal, what goes into the dumpsters, what goes back to State surplus, getting product out, equipment moved before turning it over to the contractors.

Operation continues at one side of the building, with no drop-off in an ability to operate and generate revenue. Items of work that could not be justified financially, especially during COVID, are being reconsidered, such as elevators to assist vertical transportation, ADA access, "finish" work – tying the aesthetics of the new spaces into some of the older spaces.

Mr. Holmes highlights events since the November meeting - the Battle of the Bands and the 50th year hosting Bayou Classic at the Dome, with SKC hosting Southern Foundation's annual fundraising gala, and then Maxwell, the High School Football Championships, seeing all of the kids come in, the parking lot full of SUVs, everyone wearing T-shirts saying, "Superdome or Bust," parents and kids crying. Eddie Bonine, the head of LHSAA and the whole team gave really good feedback. SKC also hosted 85 South, a comedy show, then Rod Wave and Trans-Siberian Orchestra.

[This concludes Mr. Holmes' report.]

Alex Bowen reviews upcoming events, such as WWE Raw, two Drake and J. Cole shows in January, and the Eagles with Steely Dan in February, with recent announcements for Banda MS, Burna Boy and Nicki Minaj in March, and Keyshia Cole and Trey Songz in April.

IV. FINANCE REPORT

Mr. Weidler notes the \$1.2M received in revenue for the one-penny tax, discussed the projection of \$1.8M budgeted for the SKC upcoming events. The Legislative Audit should be completed in January, with the exit conference that month or in February. The 2025 budget is in planning stages, with the Super Bowl as one of the events.

[This concludes Mr. Wielder's report.]

V. CONSTRUCTION REPORT; DBE REPORT

Construction Report: Eileen Long reviews the Alario Sports Complex Project, with Ratcliff Construction finishing up the underground storm drainage and main electrical and theater of conduits. Structural foundations for the three small buildings are complete; erection of block walls has commenced, with a projected completion o May 11, 2023.

The SKC's three pylon LED board materials have arrived, with the project to commence on December 18, with completion on January 6. SKC's 200 and 300 level ribbon boards project will commence June 24, 2024. Grab & Go Market renovations at SKC, two concession stands are underway, demolition is complete, and MEP rough-in is proceeding.

Ms. Long refers to an RFP submitted by Gensler for architectural engineering services for development of a Facility Evaluation Plan, to commence in early January, followed in February with the start of a Facility review of the SKC. She also refers to Ratcliff's weekly report for the Alario Sports Complex and Legend's report for the Dome Master Plan from December 5.

[This concludes Ms. Long's report.]

DBE Report: Kathleen Turner notes that the corporate office is in the process of soliciting suppliers for its second Supplier Diversity Business Incubator Program, a six-week, one-hour session, program to empower and help businesses grow. Suppliers will do a presentation, which is available to all of the facilities. Participants must be diversity-certified. Another item is the corporate recently distributed, a registered online database for facilities to review and select suppliers that sign up to bid on opportunities and RFPs. Our combined DBE participation is about 43%. From information gathered, we'd like to share it with purchasers in our building in order to increase the areas where we're not moving up fast enough.

[This concludes Ms. Turner's report.]

VI. LEGAL REPORT

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

On motion of Commissioner Landry, seconded by Commissioner Robin, the Louisiana Stadium and Exhibition District authorized, approved, and ratified the negotiation and execution of: (i) the Twelfth Amendment to the Contract for Architectural Services with Trahan Architects, APAC dated March 25, 2019 ("Trahan Twelfth Amendment"), (ii) Additional Services Request No. 36r2 with Trahan Architects, APAC ("Trahan ASR #36r2"), and (iii) Additional Services Request No. 35r5 with Trahan Architects, APAC ("Trahan ASR #35r5"). Trahan ASR #36r2 provided for additional architectural and design services with respect to the Level 100 and Level 200 North & South Endzone Interior Upgrades at the Superdome Master Plan Project site.

Trahan ASR 35r5 provided for the engagement of design and engineering professionals as sub-consultants to provide additional architectural and design services with respect to General Admission elevators Nos. 2 and 8 at the Superdome Master Plan Project site. The additional services that are to be provided pursuant Trahan ASR #36r2 shall be for a not to exceed fee of \$128,600.00 and the additional services that were to be provided pursuant Trahan ASR #35r5 shall be for a not to exceed fee of \$135,325.00.

This Resolution was recommended by Legends Hospitality (Project Manager) and was approved by the Project Team. The source of funds for the Trahan Twelfth Amendment, Trahan ASR #36r2, and Trahan ASR #35r5 is the Project Budget, and there are sufficient funds to support this Resolution. Approval of the Resolution was recommended.

Voting in favor were Commissioners Kyle M. France, John A. Alario, Jr., Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, and Glen D. Smith. **Motion 23-75** passed.

On motion of Commissioner Smith, seconded by Commissioner Alario, the Louisiana Stadium and Exhibition District authorized, approved, and ratified the execution of the Master Plan Phase 3b Guaranteed Maximum Price Adjustment No. 16 to the Construction Manager at Risk Contract by and between the LSED and Broadmoor, LLC with respect to Phase 3b of the Superdome Master Plan Project. Phase 3b GMP Adjustment No. 16 provided for an increase in the amount of \$278,338.24 to the Phase 3b Guaranteed Maximum Price that consisted of the following:

- (i) An increase in the amount of \$44,589.90 for additional cost associated with the replacement of broken metal and glass at the relocated Level 100 storefront at the Project site;
- (ii) An increase in the amount of \$73,371.43 for additional cost associated with the addition of a guardrail to the Level 600 Corner Atrium at the Project site;
- (iii) An increase in the amount of \$8,199.06 for additional labor and materials required for the salvage and reinstallation of a glass door located at Level 400 of the Project site;
- (iv) An increase in the amount of \$52,975.88 for additional cost associated with a change in the grease duct located at Level 500 of the Project site;
- (v) An increase in the amount of \$20,750.11 for labor and materials required in connection with additional painting required at Levels 300 and 400 of the Project site; and
- (vi) An increase in the amount of \$72,451.86 for additional cost associated with the demolition and pourback of the West Sideline ramp incline and decline at the Project site.

This Resolution was recommended by Legends Hospitality (the Project Manager) and Trahan Architects (Project Architect) and was approved by the Project Team. The source of funds for the Phase 3b GMP Adjustment No. 16 is the Project Budget, and there are sufficient funds to support this Resolution. Approval of the Resolution was recommended.

Voting in favor were Commissioners Kyle M. France, John Alario, Jr., Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, and Glen D. Smith. **Motion 23-76** was passed.

On motion of Commissioner Baptiste, seconded by Commissioner Landry, the Louisiana Stadium and Exposition District authorized and approved the execution of Change Order No. 02 to the contract with Amagine Technologies for the Master Plan Phase 3b Television Displays and Mounts. Amagine Contract Change Order No. 2 provided for an increase in the amount of \$36,682.00 to the Amagine Contract that consisted of additions and changes with respect to television sizes, quantities, and mounting brackets at the Project site.

Amagine Change Order No. 2 was recommended by Legends Hospitality and was approved by the Master Plan Project Team. The source of funds for Amagine Change Order No. 2 is the Project Budget, and there are sufficient funds to support the Resolution. Approval of the Resolution was recommended.

Voting in favor were Commissioners Kyle M. France, John A. Alario, Jr., Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, and Glen D. Smith. **Motion 23-77** passed.

On motion of Commissioner Robin, seconded by Commissioner Smith, the Louisiana Stadium and Exposition District authorized, approved, and ratified the execution of Change Order No. 02 to the Contract by and between the LSED and Regional Mechanical Services, LLC with respect to the Replacement of the HVAC Systems for the Superdome Boardroom and Executive Offices.

Change Order No. 2 provided for an increase in the amount of \$60,406.00 to the RMS Contract amount for the purchase and installation of: (i) seven (7) ceiling type cassettes (including added copper, drains, controls, and electrical), and (ii) one (1) ducted Fan Coil Unit (including ductwork, grilles, electrical and controls) at the Project site. Change Order No. 2 also extended the completion date of the RMS Contract to March 17, 2023 to allow sufficient time for the completion of the additional work.

The Resolution had the Staff Analysis Support and Recommendation of ASM Global and was approved by the LSED Construction Committee. The source of funds for Change Order No. 02 is LSED Capital Outlay, and there are sufficient funds to support this Resolution. Approval of the Resolution was recommended.

Voting in favor were Commissioners Kyle M. France, John A. Alario, Jr., Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, and Glen D. Smith. **Motion 23-78** passed.

On motion of Commissioner Smith, seconded by Commissioner Landry, the Louisiana Stadium and Exposition District authorized, approved, and ratified the execution of Change Order No. 03 to the Contract by and between the LSED and Regional Mechanical Services, LLC with respect to the Replacement of the HVAC Systems for the Superdome Boardroom and Executive Offices. Change Order No. 3 provided for an increase of \$51,272.00 to the RMS Contract amount for the replacement of the corridor and office linear LED lights in the executive office area where the HVAC units were being replaced.

This Resolution had the Staff Analysis Support and Recommendation of ASM Global and was approved by the LSED Construction Committee. The source of funds for Change Order No.

03 is LSED Capital Outlay, and there are sufficient funds to support this Resolution. Approval of the Resolution was recommended.

Voting in favor were Commissioners Kyle M. France, John A. Alario, Jr., Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, and Glen D. Smith. **Motion 23-79** passed.

On motion of Commissioner Alario, seconded by Commissioner Smith, the Louisiana Stadium and Exposition District authorized and approved the execution of Change Order No. 002 to the SKC Concession Equipment Contract with Strategic Equipment, LLC for the purchase of additional kitchen equipment with respect the Smoothie King Center Concession Renovation Project. Change Order No. 002 provided for an increase in the amount of \$56,817.22 to the SKC Concession Equipment Contract amount for the purchase of additional equipment that was needed in connection with the SKC Concession Project.

This Resolution had the Staff Analysis and Recommendation of ASM Global and was approved by the LSED Construction Committee. The source of funds for Change Order No. 002 is the Smoothie King Center Reserve and Replacement Fund, and there are sufficient funds to support this Resolution. Approval of the Resolution was recommended.

Voting in favor were Commissioners Kyle M. France, John A. Alario, Jr., Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, and Glen D. Smith. **Motion 23-80** passed.

On motion of Commissioner Alario, seconded by Commissioner Baptiste, the Louisiana Stadium and Exposition District authorized and approved an appropriation from the TPC Louisiana Golf Facility Capital Reserve Fund for Repair and Replacement in the amount of \$207,253.25 for various expenditures and purchases for the TPC of Louisiana Golf Course and Clubhouse ("TPC") to include the replacement of the data-room switches and internet upgrades in the TPC Clubhouse, the installation of a golf ball washer at the TPC cart facility, roof and gutter repairs in the TPC maintenance building, resealing and restriping of the TPC parking lot, the purchase of an ice machine for the TPC Clubhouse kitchen, the installation of a lightning detection system at the TPC and the re-upholstering of the dining room chairs in the TPC Clubhouse.

This Resolution had the Staff Analysis Support and Recommendation of ASM Global and was approved by the LSED Construction Committee. The source of funds for this 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 Kyle M. France, John A. Alario, Jr., Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, and Glen D. Smith. **Motion 23-81** passed.

[This concludes the Legal Report.]

VII. OTHER BUSINESS

None.

VIII. ADJOURNMENT

Chairman France asks for a motion to adjourn. On motion of Commissioner Alario, the December 14, 2023 meeting adjourned at 2:01 p.m.