

LOUISIANA STADIUM AND EXPOSITION DISTRICT
BOARD OF COMMISSIONERS MINUTES
FROM THE MEETING OF FEBRUARY 9th, 20230

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

ABSENT: Commissioners Henry N. Baptiste and Wells T. Watson

ROLL CALL and WELCOME

Chairman Kyle M. France called the February 9, 2023 meeting to order at approximately 1:11 p.m.

I. APPROVAL OF MINUTES OF DECEMBER 15, 2022 MEETING

Chairman France asked for a motion for approval of the Minutes for the December 15, 2022 LSED Board of Commissioners Meeting. Commissioner Alario moved for approval of same, seconded by Commissioner Baptiste. All were in favor, and the Minutes of the December 15, 2022 Board meeting were adopted.

II. ASM REPORT

Mr. Holmes's began his report by highlighting the Super Bowl and attendance by ASM staff members who are helping with the preparation of the stadium for the big game.

In terms of an update regarding the renovations in the Superdome, post Saints football season the Dome is now full of contractors and construction is moving forward. The east side of the stadium is in process of the build- back of the improvements including the atria from the renderings we've shared. It's great to see it all coming together. The plan is to be open again for the Essence Fest on 4th of July weekend.

In terms of the operating budget, the numbers are catching up to pre-pandemic levels but still behind in terms of where fiscal year 2023 would've been without the pandemic. However, there's a lot of effort to get people back to visiting the city and the numbers are higher than usual on the hotel tax side. In regards to the self-generated activity the team is doing a great job of maximizing revenues and numbers are up 15 percent from last year. Later in the agenda there will be a resolution recommending two year extension of the Sodexo Food Services contract that will help get through the renovation, get through to the Super Bowl and the Saints lease renegotiation.

Mr. Holmes gave a brief rundown regarding upcoming and newly announced shows. Comedy shows including D.L. Hughley and Cedric the Entertainer were just announced, along with Stevie Nicks and Duran Duran all performing in the Spring at Smoothie King Center. The big show that is no longer much of a secret is Beyoncé and the hype and expectation around this show to sell out is high. However, there is some extra marketing underway to get the word out.

Mark Waguespack gave a marketing update starting with the dramatic rollout announcement of the Beyoncé concert which included a second line and a large media rally. This proved to be very successful with the video of the event garnering up to 7.2million impressions alone.

In honor of Martin Luther King Day the team volunteered with Second Harvest Food bank to sort tons of red beans and additional items to serve the community that day. We'd like to continue doing events like this regularly to get out and participate in helping out around the city in different capacities.

Kathleen Turner gave a brief update that she working closed with Brandon and Mike Schilling to update and build out DBA list and working on more supplier contracts.

[This concludes Mr. Holmes' Report]

IV. FINANCE REPORT

Mr. Weidler began his report with sharing that the hotel tax is about 9 percent higher than it was in 2019 which was the highest year to date. This is about \$4 million higher than forecasted in the budget. The one-penny tax, at 12 percent is also outperforming the expected amount set in the budget.

The Arena is doing well in terms of attendance for the Pelicans games and concerts and numbers are far exceeding the budget as well.

The Superdome however is struggling due to high utilities of up to almost \$2 million over budget, which may not be recovered this year.

The audit is finished. They are just putting the finishing touches on the financial statements and the exit conference is scheduled for February 18, 2023. A meeting notice will be sent out and it will be virtual.

[This concludes Mr. Wielder's report]

V. CONSTRUCTION REPORT

Ms. Long begins her report with an update on the John Alario Junior Sports Complex will have a bid opening on February 16th, 2023. The project budget is \$22.6 million and the pre-bid meeting January 31st brought a lot of interested parties. The project base scope includes remote restrooms, concessions, multipurpose fields, concrete parking, fencing and bleachers, etc. There are additional alternatives that will be determined once the drawings are complete

The Lot 4 storage addition project is finally underway as NANO, LLC. works on the schematics and design and construction drawings and the deadline for those is March 5th. The available funds for that project is \$1.7million.

[This concludes Ms. Long'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 Smith the Louisiana Stadium and Exhibition District authorized and approved an appropriation from the LSED Capital Reserve Account in the amount of \$184,595.98 to purchase equipment and make repairs necessary to maintain and operate the Caesar's Superdome, the Smoothie King Center, and Champions Square for the 2022-2023 Fiscal Year, including the specific items described on the Capital Reserve Request attached to the resolution. ASM has received competitive proposals for the equipment and the repairs related hereto. ASM (acting on behalf of the LSED) and/or

Chairman Kyle M. France are authorized to sign the respective purchase requisitions and related documents for the specific equipment to be purchased and the repairs to be made by Compressed Air Systems, Aurora Floor Covering, Carollo Metal Works, A-1 Elevator, RCC Flooring, C.T. Traina, Hoist & Crane, Insight, Tiger Tech Equipment, Duinink, Tw0-Way Communications, Inc. and C/M Combs Constructions LLC. Copies of each of the Purchase Requisition forms and related documents are attached to the resolution. The source of funds for this Resolution 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 Chairman Kyle M. France and Commissioners John A. Alario, Jr. Hilary H. Landry, Casey J. Robin, Glen D. Smith. **Motion 23-1** passed.

On motion of Commissioner Landry, seconded by Commissioner Alario, the Louisiana Stadium and Exhibition District approved and ratified the termination and cancellation of the Reiss LeMieux Contract, (ii) the LSED does hereby request approval, pursuant to La. R.S. 42:263 to enter into a Contract for the engagement of Gravis Law, PLLC., effective as of January 1, 2023 to act as special counsel to advise and represent the LSED on the terms and conditions set forth on the attached Contract for Professional Services (“Gravis Contract”), (iii) Fees for legal services with respect to the Contract shall be paid by the LSED in accordance with the terms and conditions of the Contract and shall be governed by the State of Louisiana Hourly Fee Schedule as set forth by the Attorney General’s Office; (iv) Chairman Kyle M. France is authorized to execute the Contract on behalf of the LSED, (v) any and all actions taken in connection with the foregoing are hereby and herein ratified and confirmed, and (vi) the source of funds for the Gravis Contract is the LSED Capital Reserve account and there are sufficient funds to support the Resolution. Approval of the Resolution was recommended.

Voting in favor were Chairman Kyle M. France and Commissioners John A. Alario, Jr. Hilary H. Landry, Casey J. Robin, Glen D. Smith. **Motion 23-2** passed.

On motion of Commissioner Landry, Seconded by Commissioner Alario, the Louisiana Stadium and Exhibition District authorized, approved, and ratified the execution of the Phase 3b Guaranteed Maximum Price Adjustment No. 06 (“Phase 3b GMP Adjustment No. 06”) to the Phase 3b Guaranteed Maximum Price Amendment for the Construction Manager at Risk Contract by and between the LSED and Broadmoor, LLC with respect to Phase 3b of the 2019 Superdome Capital Improvements Project (“Master Plan Project”). Phase 3b GMP Adjustment No. 06 provides for an increase of \$943,195.33 to the Master Plan Project Phase 3b Guaranteed Maximum Price that consists of the following:

- (i) An increase in the amount of \$674,216.00 for additional material, labor and equipment costs that are associated with the installation of the smoke exhaust system at the Project Site’s Northeast and Northwest Atria;
- (ii) An increase in the amount of \$242,043.00 for additional material, labor and equipment costs that are associated with various structural and demolition changes at the Project Site;

- (iii) An increase in the amount of \$7,364.33 for additional labor, material and equipment costs that are associated with the modifications to the widths of certain doors at the Project Site; and
- (iv) An increase in the amount of \$19,572.00 for additional labor, material and equipment costs that are associated with certain Audio-Visual system substitutions at the Project Site.

This Resolution has been recommended by Legends Hospitality (the 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 the Phase 3b GMP Adjustment No.06 is the Master Plan Project Budget and there are sufficient funds to support this Resolution. Approval of the Resolution was recommended.

Voting in favor were Chairman Kyle M. France and Commissioners John A. Alario, Jr., Hilary H. Landry, Casey J. Robin, Glen D. Smith. **Motion 23-3** passed.

On motion of Commissioner Landry, seconded by Commissioner Alario, the Louisiana Stadium and Exhibition District authorized and approved the execution the execution of a Proposal and Consulting Agreement with Holly & Smith Architects to perform certain services, make recommendations, and provide cost estimates to the LSED with respect to the correction of certain issues related to the roof and the replacement of the gutters that are located at Hall B of the Alario Center, for a not to exceed amount of \$10,000.00 (“Holly & Smith Contract”).

This Resolution has the Staff Analysis Support and Recommendation of ASM Global (attached hereto) and has been approved by the LSED Construction Committee. The source of funds for the Holly & Smith Contract will be the Alario Center Capital Outlay, and sufficient funds exist to support this Resolution. Approval of the Resolution was recommended.

Voting in favor were Chairman Kyle M. France and Commissioners John A. Alario, Jr., Casey J. Robin, Hilary H. Landry, Glen D. Smith. **Motion 23-4** passed.

On motion of Commissioner Smith, seconded by Commissioner Robin, the Louisiana Stadium and Exhibition District accepted the recommendation of SMG (a subsidiary of ASM Global), in its capacity as the Manager of the LSED facilities, to negotiate and execute another amendment of the Concession Agreement on such terms and conditions that are agreed to by SMG and ASM Global and approved by the LSED, that will extend the term of the Concession Agreement for an additional two (2) year period, expiring on June 30, 2025. Approval of the Resolution was recommended.

Voting in favor were Chairman Kyle M. France and Commissioners John A. Alario, Jr., Hilary H. Landry, Casey J. Robin, Glen D. Smith. **Motion 23-5** 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 9, 2022 LSED Board meeting adjourned at 2:00p.m.