

**LOUISIANA STADIUM AND EXPOSITION DISTRICT**  
**BOARD OF COMMISSIONERS MINUTES**  
**FROM THE MEETING OF JANUARY 26, 2022**

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

**ABSENT:** None.

**ROLL CALL and WELCOME**

Chairman France called the January 26, 2022 meeting to order at approximately 1:03 p.m.

Present: Chairman, Kyle M. France, John A. Alario, Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson. Absent: None

Chairman France reads aloud the Certification under Act 302 of the 2020 Regular Session of the Louisiana Legislature related to open meetings, pursuant to which the LSED is authorized to conduct the September meeting virtually via Microsoft teams.

**I. APPROVAL OF MINUTES OF DECEMBER 15, 2021 MEETING**

Chairman Landry asked for a motion for approval of the Minutes of December 15, 2021 Board Meeting. Commissioner Robin moved for approval of same, seconded by Commissioner Landry. All were in favor, and the Minutes of the December 15, 2021 Board meeting were adopted.

**II. ASM REPORT**

Doug Thornton begins his report by introducing Charles Burns, ASM's National Vice-President of Security, who was in town for meetings regarding the NCAA Final Four meetings. He then goes on to discuss the full year budget forecast process, highlighting hotel taxes that continue to outperform previous budget. Mr. Burns briefly discussed his role in Final Four event security.

Event volume is up and outperforming budgeted expectations and generating more net event income per show. Hotel taxes continue to outperform the budget. Events are generating more net income per show, in part due to the initiation of a room-to-run revenue optimization in our buildings, focused on generating higher per-caps for food and beverage, parking venues, etc. Just from cashless payment systems, there has been an uplift of around 15 percent in concessions spending.

Unforeseen COVID related costs incurred during the football season have been offset by the increase in event volume. However, we are continuing to maintain tight operating expense controls on all of our SG&A, despite the added and unexpected cost of COVID testing and regulations.

Generally speaking, the 2021 football season was probably one of the most challenging we've ever encountered. It takes about 3,000 people to run a sold-out football game, 90% of which are part-time workers, which are more difficult to come by for various reasons. In contrast

to the 2020 season where 10 games were played without fans, it has proven to be far more difficult with Covid protocols in place and fans in the stands, while labor rates are rising and high-no show rates. Despite the challenges, we were still able to continue to deliver a full range of event services to the Saints and to our other partners, such as the Sugar Bowl.

Mr. Thornton briefly mentioned the LSED Bond Anticipation Note closing and concluded his report by giving kudos to Centerplate, the food service provider that is responsible for filling the commissary positions and ASM staff, for managing week to week operations under difficult circumstances.

**[This concludes the ASM report]**

Evan Holmes began his report by confirming that the LSED closed on its most recent Bond Anticipation Notes, which was the final step in the process to complete the agreement with the State, on their participation for the funding of the Master Plan project. There is a healthy interest from investors who are interested in investing the City, the dome as well as the hotel and hospitality market, which is a good sign. The Joint Legislative Committee on the budget, finally approved the final settlement payment from the Harrah's Casino settlement, which helped to tie up some financial loose ends in regards to LSED funding.

Mr. Holmes concludes his report by noting that the Master Plan Phase 3a commissary work is still in progress; more Master Plan project items will begin after the Final Four in order to avoid operation interruptions.

**[This concludes the Services Report.]**

Zane Collings presents the Facility Operations Report, highlighting the busy event schedule which includes the wrap up of the Saints football season, the Pelicans games and the Sugar Bowl. The first big concert of the year includes the Elton John show, which was sold-out and took advantage of a special tax credit benefit. The Billie Eilish world tour is set for February 3<sup>rd</sup>, which is going to roll into 13 more shows at LSED facilities during the fiscal year. As event numbers climb back to pre-pandemic levels, the interest in our venues is also increasing. Mr. Collings discusses various upcoming events at LSED facilities.

Mr. Waguespack then gives us marketing perspective with news that we are partnered with Gambit Weekly to send weekly events calendar emails out with their weekly newsletter, along with other promotional efforts. Mr. Waguespack discusses the visual slides, and different promotional graphics and slides that are displayed, showing what is used on social media channels. The new Shrine on Airline site went live and a press release was sent out to promote the new website. The website will help to further promote the public ticketed events, such as Thrillville and NOLA Gold.

Mr. Tim Suire then comments that the Nola Gold and the beginning of their season is under way. The Shrine on Airline is also being used to by Ochsner Hospital and Jefferson Parish for COVID testing, which is a solid community effort. The Jefferson Parish Mardi Gras float staging is being held, as well as the Thrillville Fair in early March. Again, the website should help to get the name out and promote the venue.

Zane Collings continues to discuss the other events, which includes the NCAA Final Four and the meeting involved with the planning for the event. He then mentioned that a number of positions are available including the following positions: Chief of Public Safety, Event Coordinator, Sales Rep. and a Director of Programming.

Mr. Collings concludes his report by turning the floor over to Kathleen Turner, who then expounds on the current discretionary DBE spending, which is at 16.1 percent. The goal for the fiscal year is 25 percent. One of the major expenditures that contribute to the lack of DBE spending was COVID testing. COVID has had impacts on current outreach but we are currently engaging two DBE community outreach firms Gobe and G MC & Co. for strategic communications. For education, we're continuing work with three HBCUs (Dillard, Xavier, SUNO) to increase participation in the internship and student shadowing programs. We are re-engaging with the YouthForce NOLA to expose highschool students to the different career opportunities in our industry.

**[This concludes the Facility Operations Report.]**

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

David Weidler presents the Finance report who discusses the progress of the full-year estimate for the period ending June 30<sup>th</sup>. The taxes are projecting about 10 million higher than estimate in the original budget. The expectation is to break even or have some excess this yet because of the increase in event numbers. We're monitoring numbers closely with the expectation that hotel taxes could exceed 85 percent.

The audit is still in process but is wrapping up. The exact date of the exit conference call has not yet been set but will be disclosed soon and the information will be sent out to specific members of the Board. Also, the Harrah's settlement money will be wired soon.

Mr. Weidler concluded his report by mentioning the 2023 budget that was submitted to the state back in October. There were no changes made to the budget by the State, which is \$97 million.

**[This concludes the Finance Report.]**

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

Eileen Long begins the construction report by highlighting the various capital projects in different stages of construction. The Westwego Sport Complex is well into Phase 1a with the, site clearing, earthwork and import, which is the fill for the surcharge program. Beverly Construction was awarded the site surcharge job and began on December 13<sup>th</sup>, 2021; they are slated to complete the project by April 11<sup>th</sup>, 2022. The practice tee renovation at TPC Louisiana has been completed. For the Smoothie King Center, the bid for the LED video display board replacements, was completed and All Star Electric was selected as the lowest responsive bidder.

The Superdome Master Plan renovation is in Phase 3a, which is the commissary work. Projects like the drywall installation, MEP rough-in, ceiling grid tile install and epoxy flooring are underway or slated to start shortly. For Phase 3b the final construction drawings should arrive by

the end of February. The various team member, contractors and architects are meeting weekly to get a grasp on the final budget for Phase 3b.

Ms. Long ends her report by noting that the Superdome roof recoating project is 95%, was complete with the replacement of a handful of lightning boots remaining, the project should be complete by the end of January.

**[This concludes the Construction Report.]**

## **VI. LEGAL REPORT**

Shawn M. Bridgewater begins her LSED Legal Report, presenting the following six (10) Resolutions, which were approved by the Board of Commissioners as noted below:

On motion of Commissioner Alario, seconded by Commissioner Landry, the Louisiana Stadium and Exhibition District authorize and approved an appropriation from the LSED Capital Reserve Account in the amount of \$251,835.37 to purchase equipment and make repairs necessary to maintain and operate the Caesar's Superdome, the Smoothie King Center, and Champions Square for the 2021-2022 Fiscal Year. The source of funds for the Resolution is the LSED Capital Reserve Account, and there were sufficient funds to support this Resolution. Approval of the Resolution was recommended.

Voting in favor were Chairman, Kyle M. France, John A. Alario, Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson. **Motion 22-1** passed.

On motion of Commissioner Alario, seconded by Commissioner Robin the Louisiana Stadium and Exhibition District ratified, authorized and approved Phase 1 Guaranteed Maximum Price Adjustment No. 19 to the Guaranteed Maximum Price Amendment for the Construction Manager at Risk Contract by and between the LSED and Broadmoor, LLC, dated May 1, 2019, with respect to Phase 1 of the 2019 Superdome Capital Improvements Project. Phase 1 GMP Adjustment No. 19 provides for a credit in the amount of \$22,892.00 to the Phase 1 Guaranteed Maximum Price for back charges to Broadmoor that are funded out of Phase 1 Master Plan Project contract contingency.

This Resolution was recommended by Legends Hospitality (Master Plan Project Manager) and Trahan Architects (Project Architect), and was 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 execution of the Phase 1 GMP Adjustment No. 19 by Commissioner Hilary H. Landry was authorized, approved and ratified pursuant to the Resolution. Approval of the Resolution was recommended.

Voting in favor were Chairman, Kyle M. France, John A. Alario, Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson. **Motion 22-2** passed.

On motion of Commissioner Alario, seconded by Commissioner Robin the Louisiana Stadium and Exhibition District authorized, approved and ratified Phase 1

Guaranteed Maximum Price Adjustment No. 20 to the Guaranteed Maximum Price Amendment for the Construction Manager at Risk Contract by and between the LSED and Broadmoor, LLC, dated May 1, 2019, with respect to Phase 1 of the 2019 Superdome Capital Improvements Project

Phase 1 GMP Adjustment No. 20 provides for a credit in the amount of \$707,775.00 to the Phase 1 Guaranteed Maximum Price for the Phase 1 final cost reconciliation and contingency return.

This Resolution was recommended by Legends Hospitality (Master Plan Project Manager) and Trahan Architects (Project Architect), and was 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 execution of the Phase 1 GMP Adjustment No. 20 by Commissioner Hilary H. Landry was authorized, approved and ratified pursuant to the Resolution. Approval of the Resolution was recommended.

Voting in favor were Chairman, Kyle M. France, John A. Alario, Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson. **Motion 22-3** passed.

On motion Commissioner Alario, Seconded by Commissioner Landry, the Louisiana Stadium and Exhibition District authorized, approved and ratified Phase 2 Guaranteed Maximum Price Adjustment No. 10 to the Phase 2 Guaranteed Maximum Price Amendment for the Construction Manager at Risk Contract by and between the LSED and Broadmoor, LLC with respect to Phase 2 of the 2019 Superdome Capital Improvements Project. Phase 2 GMP Adjustment No. 10 provides for a net decrease in the amount of \$251,471.00 to the Master Plan Project Phase 2 Guaranteed Maximum Price Amendment that consists of the following:

- (i) An increase in the amount of \$15,908.00 for costs related to labor and material to fabricate added millwork in visitor team's exam room and added millwork for cabinets at the North End Zone Club;
- (ii) A credit in the amount of \$19,058.00 for concrete embedded lights and glass changes at the Project site.
- (iii) A credit in the amount of \$156,874.00 for the removal of the final cleaning scope; the locker room cushions, and owner sponsor signage from the scope of work for Phase 2 of the Master Plan Project
- (iv) An increase in the amount of \$81,129.00 for the cost associated with various electrical changes in the scope of work in the Master Plan Project;
- (v) An increase in the amount of \$7,572.00 for the cost associated with the carpet added to the Visitor team locker room annex;
- (vi) A credit in the amount of \$19,845.00 to closeout various Phase 2 Master Plan Project allowances;
- (vii) A credit in amount of \$27,482.00 for the reduction in cost associated with the revised Gate A smoke evacuation routing; and
- (viii) A credit in the amount of \$132,821.00 for charges to Broadmoor that are funded out of the Phase 2 Master Plan Project Contract contingency.

This Resolution was recommended by Legends Hospitality (Master Plan Project Manager) and Trahan Architects (Project Architect), and was 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 2 GMP Adjustment No. 10 is the Master Plan Project Budget, and there are sufficient funds to support the Resolution. The execution of the Phase 2 GMP Adjustment No. 10 by Commissioner Hilary H. Landry, was authorized, approved and ratified pursuant to the Resolution. Approval of the Resolution was recommended

Voting in favor were Chairman, Kyle M. France, John A. Alario, Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson. **Motion 22-4** passed.

On motion of Commissioner Landry, seconded by Commissioner Robin, the Louisiana Stadium and Exhibition District authorized, approved, and ratified Phase 3a Guaranteed Maximum Price Adjustment No. 2 to the Phase 3a Guaranteed Maximum Price Amendment for the Construction Manager at Risk Contract by and between the LSED and Broadmoor, LLC with respect to Phase 3a of the Superdome Master Plan Project. Phase 3a GMP Adjustment No. 2 provides for an increase in the amount of \$18,479.00 to the Master Plan Project Phase 3a Guaranteed Maximum Price that consists of (i) a no cost time extension of the Phase 3a Substantial Completion Date to April 21st, 2022 due to delays in receiving the food service equipment; and (ii) an increase in the amount of \$18,479.00 to the Phase 3a Guaranteed Maximum Price for costs associated with additional demolition and masonry work in connection with the roll-up door at the Project site.

This Resolution was recommended by Legends Hospitality (Master Plan Project Manager) and Trahan Architects (Project Architect), and was 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 3a GMP Adjustment No. 2 is the Master Plan Project Budget, and there were sufficient funds to support the Resolution. The execution of the Phase 3a GMP Adjustment No. 2 by Commissioner Hilary H. Landry, was authorized, approved and ratified pursuant to the Resolution. Approval of the Resolution was recommended.

Voting in favor were Chairman, Kyle M. France, John A. Alario, Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson. **Motion 22-5** passed.

On motion of Commissioner Robin, seconded by Commissioner Watson, the Louisiana Stadium and Exhibition District authorizes, approves and ratifies the execution of a Sixth Amendment to AIA A133-2019 Agreement by and between the LSED and Broadmoor, LLC, as the Construction Manager at Risk for the 2019 Superdome Capital Improvements Project. Pursuant to the terms and conditions of the CMAR Sixth Amendment, Broadmoor is authorized to perform additional pre-construction services for the period of January 1, 2022 to March 31, 2022 at a not to exceed cost of \$150,000.00 and shall include this amount within the cost of the work for the Phase 3b Guaranteed Maximum Price Amendment for the Master Plan Project.

This Resolution has been recommended by Legends Hospitality (Master Plan Project Manager) and Trahan Architects (Project Architect) and was 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 CMAR Sixth Amendment is the Master Plan Project Budget, and there are sufficient funds to support this Resolution. The execution of the CMAR Sixth Amendment by Chairman Kyle M. France was authorized, approved and ratified pursuant to the Resolution. Approval of the Resolution was recommended.

Voting in favor were Chairman, Kyle M. France, John A. Alario, Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson. **Motion 22-6** passed.

On motion of Commissioner Smith, seconded by Commissioner Alario the Louisiana Stadium and Exhibition District authorize and approved and ratified the execution of a Seventh Amendment to the AIA A133-2019 Agreement by and between the LSED and Broadmoor, LLC, as the Construction Manager at Risk for the 2019 Superdome Capital Improvements Project. Pursuant to the terms and conditions of the CMAR Seventh Amendment, Broadmoor will be authorized to proceed with the early release of certain work related to Phase 3b of the Master Plan Project for a not-to-exceed amount of \$561,529.00 and shall include this amount within the cost of the work for the Phase 3b Guaranteed Maximum Price Amendment for the Master Plan Project.

This Resolution was recommended by Legends Hospitality (Master Plan Project Manager) and Trahan Architects (Master Plan Project Architect) and was 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 CMAR Seventh Amendment is the Master Plan Project Budget, and there are sufficient funds to support this Resolution. The execution of the CMAR Seventh Amendment by Chairman Kyle M. France was authorized, approved and ratified pursuant to the Resolution. Approval of the Resolution was recommended.

Voting in favor were Chairman, Kyle M. France, John A. Alario, Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson. **Motion 22-7** passed.

On motion of Commissioner Baptiste, seconded by Commissioner Alario and Pursuant to LSED Resolution No. 21-87, dated September 23, 2021, the Louisiana Stadium & Exposition District authorized and approved Change Order No. 004 to the Roof Re-Coating Contract with Brazos and provides for the addition of fifteen (15) days to the Roof Contract substantial completion date. Change order No. 04 has the Support and Recommendation of ASM Global and was approved by the LSED Construction Committee. The execution of Change Order No. 004 by Chairman Kyle M. France was authorized and approved pursuant to the Resolution. Approval of the Resolution was recommended.

Voting in favor were Chairman Kyle M. France, Commissioners John Alario, Henry N. Baptiste, Hilary H. Landry, Glen D. Smith, Wells Watson. **Motion 22-8** passed.

On motion of Commissioner Landry, seconded by Commissioner Baptiste and Pursuant to LSED Resolution No. 21-22, dated March 24, 2021, the Louisiana Stadium & Exposition District authorized and approved the selection of All Star Electric, Inc. as the lowest responsive bidder with respect to the 2021 Smoothie King Center-Exterior LED Video Displays Project Re-Bid

(i) On or about December 28, 2021, five (5) bids were received for the Project and all were found to be in accordance with Louisiana Public Bid Laws;

(ii) Following review of the submitted bids by ASM Global and the LSED Construction Committee, the LSED accepts the recommendation of ASM Global and recognizes the bid submitted by All Star Electric, Inc. in the amount of \$2,983,322.00 as the lowest responsive bid for the Project. The LSED further authorized the negotiation and execution of a contract with All Star Electric, Inc.

This Resolution has the Staff Analysis Support and Recommendation of ASM Global and was approved by the LSED Construction Committee. The source of funding for the Project is the Smoothie King Center Reserve and Replacement Fund and there were sufficient funds to support this Resolution. Approval of the Resolution was recommended

Voting in favor were Chairman, Kyle M. France, John A. Alario, Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson. **Motion 22-9** passed.

On motion of Commissioner Alario, seconded by Commissioner Baptiste, the Louisiana Stadium and Exhibition District authorizes and approves Change Order No. 002 to the Contract between the LSED and Duinink, Inc., with respect to TPC of Louisiana Practice Tee Renovation Project dated September 21, 2021. Change Order No. 002 provides for a decrease to the Project Contract in the amount of \$95,050.00 for the removal of the additional drainage, grading and sod from Project scope of work.

This Resolution has the Staff Analysis Recommendation and Support of ASM Global and was approved by the LSED Construction Committee. Chairman Kyle M. France was authorized to execute Change Order No. 002 pursuant to the Resolution. Approval of the Resolution was recommended.

Voting in favor were Chairman, Kyle M. France, John A. Alario, Henry N. Baptiste, Hilary H. Landry, Casey J. Robin, Glen D. Smith and Wells Watson. **Motion 22-10** 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 January 26, 2022 LSED Board meeting adjourned at 2:04 p.m.