

**LOUISIANA STADIUM AND EXPOSITION DISTRICT**  
**BOARD OF COMMISSIONERS MINUTES**  
**FROM THE MEETING OF JANUARY 23, 2019**

**PRESENT:** Commissioners Kyle M. France, Hilary H. Landry, Renee A. Lapeyrolerie, Gregory A. Morrison, and Casey J. Robin

**ABSENT:** Commissioners Henry N. Baptiste and Kathleen B. Blanco

**I. ROLL CALL and WELCOME**

Chairman Kyle France called the January 23, 2019 meeting to order at approximately 1:19 p.m., and Commissioner Robin led everyone in attendance in the Pledge of Allegiance. Present were: Commissioners Kyle M. France, Hilary H. Landry, Renee A. Lapeyrolerie, Gregory A. Morrison, and Casey J. Robin. Absent was Commissioners Henry N. Baptiste and Kathleen B. Blanco. There was a full quorum.

**II. APPROVAL OF MINUTES OF DECEMBER 19, 2018 MEETING**

Chairman France asked for a motion for approval of the Minutes of the December 19, 2018 Board Meeting. Commissioner Robin moved for approval of same, seconded by Commissioner Morrison. All were in favor, and the Minutes of the December 19, 2018 Board meeting were adopted.

Chairman France takes a moment to read a note received from Governor Blanco thanking her fellow Commissioners, the Saints, and the SMG family for their prayers and support and for the honor bestowed on her and her family (dedication of Gate A lobby in Governor Blanco's name).

**III. SMG REPORT**

Doug Thornton begins the SMG report, touching on a few financial highlights, those being the hotel tax collections of about \$2.0 million more this period than last year and emphasized that any excess funds generated throughout the year are reinvested in capital projects, which enables hosting of playoffs, championships, Super Bowls, and Final Fours. Mr. Thornton mentioned a note received from Paul Tagliabue and Joe Brown of the NFL commenting on how the Superdome looked during the recent playoff game and how proud they were to be a part of the rebuilding. It is the State's obligation (not the City's) to keep these facilities in good shape.

In addition to the hotel tax revenue, other events contribute to the LSED's revenue stream—self-generated revenues that pay for debt service, facility operating expenses, team contractual obligations—which could be from \$5.0 to \$8.0 million going towards capital needs. Mr. Thornton further emphasized that these taxes are extremely helpful in keeping the facilities world-class.

Mr. Thornton noted that the NFC championship was completely sold out, breaking records of half a million dollars over the playoff game last year against Carolina, \$2.4 million in concessions/beverage sales, which included Champions Square, with per-cap spending of \$33/head on a gross basis.

Steve Trotter with Centerplate addressed the Commission and noted that the percentage increase from the first playoff game was 10% higher than last year's—a remarkable increase for the same time period and about the same amount of people. Champions Square played a part in that, as it never closed, never emptied, and stayed full the entire game. Mr. Thornton acknowledged Centerplate's team efforts, generally beginning around 4:00 a.m. on game day for a 2:00 p.m. kickoff. It takes about 3,200 people to run a game, such as a playoff, with no incidents. Mr. Trotter responded to Chairman France's query as to staffing by stating that they push as much product ahead of time into every level of the building, whether it is needed or not, to avoid incidents and to keep the flow moving and items replenished quickly. Champions Square is fully staffed the entire time. General Manager Alan Freeman commented that they kept the Square open before all games during the course of the year. SMG and the Saints really publicized the fact that people could come and participate on game day, even if they did not have tickets. Thousands did just that.

Mr. Thornton congratulated the Saints on an outstanding year, probably the best that he could remember, and Farrow Bouton's team (Guest/Event Services) for an outstanding job. Mr. Thornton noted that the Dome, once again, was rated No. 1 for game-day experience by NFL Voice – Fan Survey. Customer-satisfaction surveys continue to be very high in light of implementation of the canine units to maintain Homeland Security Certification.

Turning to the Master Plan, Mr. Thornton hoped to have more information at the next Board meeting. Pat Tobler with The Tobler Company continues to work with the architectural team on scope, cost estimates, and schedules. Evan Holmes (LSED Director Services) has been working with the financial advisors on the financing plan.

[This ends the General Matters report.]

Evan Holmes presents the Services Report, also pointing out the importance of the Dome hotel occupancy tax (LSED occupancy tax), which funds operations and other commitments for seven other facilities. The Master Plan continues to move forward along different paths, with an initial review of the preliminary economic impact study. Planning and finance work is occurring now with PFM concerning dollars required, how funds would be available, and the use of those available funds. Design is progressing. Mr. Holmes and Luke Farabaugh of the TPC of Louisiana are working through clarification on terms of the TPC's management, and Mr. Holmes hopes to have a "good" document ready in February to have the PGA at the facility for a long-term period.

The Westwego Sports Complex process continues, with ongoing discussions with Jefferson Parish to make sure everyone understands what we're working towards, as well as

working through technical pieces and parts related to requirements for opening open such a facility. Regarding recent news concerning the potential for funding earlier than expected, there's work to be done in order to have that opportunity, which entails going through a drill-down, making sure we do the work to be in the best position to do that.

Turning to the annual budget meeting with the Division of Administration, Jay Dardenne, and his budget team, Mr. Holmes commented that it was somewhat of a staff review concerning the LSED's budget for next year and if there were any issues the Administration needed to be aware of.

[This concludes the Services Report.]

Alan Freeman's Facility Operations Report began with the sold-out Allstate Sugar Bowl and its attendance of 56,251, and food/beverage at \$31.30 a head. For the eighth regular Saints season home games, attendance was 69,179, with four games being over 70,000. The two playoff games brought in 72,152 per game, with the last at 72,518. For the Saints/Pittsburgh game on December 23, food/beverage per-caps were \$25.82. Saints/Philadelphia produced \$28.62 in food/beverage per-caps, with \$33.30 for the final playoff game.

The Smoothie King Center hosted five Pelicans games, being in 12<sup>th</sup> place in the Western Conference. The Trans-Siberian Orchestra show was on December 19, with 11,549 in attendance. Justin Timberlake performed on January 15 to 16,450. During this time of the year, Champions Square is used for pregame activities for the Sugar Bowl and Saints games. Mr. Freeman commented that the Square was jam-packed for both playoffs, as depicted in the photo shown.

Over the next 30 days, the Dome will host a private party celebrating Mr. Hoolahan's tenure at the Sugar Bowl. Following that, removal of the football turf will commence for preparation of the flat shows, monster trucks, college graduations, and the Essence Festival, along with the annual Boat Show and Urban League's School Expo.

The SKC has eight Pelicans games, Panic, At The Disco on February 9, Alabama on February 15, Fleetwood Mack on the 16th, The Valentine's Love Jam on the 17th, and Kiss on February 22.

The annual King Cake Festival will return to Champions Square.

Mr. Freeman noted that with concert agencies and promoters taking the last couple of months of the year off, there are no new events to announce, other than the Essence Festival in the Dome for 2019. Work is in process with the NBA and NFL on upcoming schedules.

Bids have gone out for recoating the SKC roof.

[This concludes the Facility Operations Report.]

Jennifer Talbot with Sales & Marketing highlights the promotions by her team for a show at the Hyatt titled “When the Brides Go Marching In,” ticket give-aways for the Saints playoff games, WWE Smackdown, and Jeff Dunham. Brief discussion between Commissioners Landry and Lapeyrolerie, Commissioner France, and Steve Trotter with respect to a post netting ten million hits concerning police tape on the field depicting the “no-call” during the Saints playoff game as a crime scene.

[This ends the Sales & Marketing Report.]

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

David Weidler presents the Finance Report and believed that the hotel occupancy tax is up approximately seven percent and will continue at that rate, with the one-penny tax at a 10% increase by fiscal year-end. Facilities are over-performing by \$3.0 million. That should increase with the playoffs and other events.

[This ends the Finance Report.]

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

Pat Tobler of The Tobler Company presented his Construction Report by recapping the gutter tub project being essentially complete. The air handling unit fan coil retro is on hold, to restart in March. Eight units will be taken out one at a time to replace, retrofit, and re-install for service. UPS installation is complete, producing the potential of 500 amps of UPS backup within the building (Dome).

The SKC roof replacement is out to bid, with a bid due date of February 14.

Alario Center kitchen replacement work is progressing slowly, with the slab to be poured in another week. The LED retrofit project is underway for replacement of all outside parking lot fixtures and inside the building. 2019 projects will go out to bid the week of February 6, to include retrofit work on the roof, restroom, renovations, and retrofitting on the exit-way doors.

TPC, Phase 4, Period 4, regrassing bids have been received, with a proposed contract before the Commission at today’s meeting. Air-conditioning is complete, but the outside air unit has a delivery date of January 28.

The Westwego Sports Complex site clearing is complete, and the Master Plan design is underway, with considerations to break the project into two pieces—site work and building.

Baby Cakes Stadium 2019 projects are underway with Trahan Architects, with bids going out around the week of February 14, to include additional painting of steel, concrete and drainage repairs.

[This concludes the Construction Report.]

Commissioner Lapeyrolerie makes reference to the Capital Project Report, which includes the DBE report, expenditures by Capital Reserve/Capital Outlay, and discretionary and noted that Capital Outlay exceeds the percentage in discretionary. Discussion takes between Evan Holmes and Commissioners Lapeyrolerie, Landry, and France with respect to the LSED's contract with JD Russell and the lapse of the first agreement.

## **VI. LEGAL REPORT**

Shawn M. Bridgewater introduced the LSED Legal Report and presented the following four (4) 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 \$242,233.87 to purchase equipment and make repairs necessary to maintain and operate the Mercedes Benz Superdome, the Smoothie King Center, and Champions Square for the 2018-19 Fiscal Year. The funding source for the Resolution would be 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, Lapeyrolerie, Morrison, and Robin. Voting against: None. Abstaining: None. Absent: Commissioners Baptiste and Blanco. Motion **19-1** passed.

On motion of Commissioner Morrison, seconded by Commissioner Landry, the LSED authorized and approved the award of a contract with respect to the TPC 2019 Phase II – Golf Course Regrassing and Bunkers Reconditioning Project. On or about December 27, 2018, bids were received for the Project and found to be in accordance with Public Bid Laws. Following a review of the bids by The Tobler Company, as the LSED Construction Manager, SMG, and the LSED Construction Committee, the bid submitted by Duinck, Inc. \$1,937,400.00 was recognized as the lowest responsive bid for the Project. The Resolution had the Staff Analysis Support and Recommendation of The Tobler Company and SMG and had been approved by the LSED Construction Committee. The source of funds for the Project would be TPC Capital Outlay, and there are sufficient funds to support the Resolution. Approval of the Resolution was recommended.

Voting in favor were Commissioners France, Landry, Lapeyrolerie, Morrison, and Robin. Voting against: None. Abstaining: None. Absent: Commissioners Baptiste and Blanco. Motion **19-2** passed.

On motion of Commissioner Robin, 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 SAS Mechanical, LLC for the TPC Golf Course-Supplemental AC Unit at Greens Keepers Lounge. The Certificate provided that the work performed under the Contract was, subject to the completion of the items on the punch-list,

sufficiently complete in accordance with the Contract documents to allow the owner to utilize the work for its intended use. The Resolution has the Staff Analysis Support and Recommendation of The Tobler Company and SMG and had been approved by the LSED Construction Committee. Approval of the Resolution was recommended.

Voting in favor were Commissioners France, Landry, Lapeyrolerie, Morrison, and Robin. Voting against: None. Abstaining: None. Absent: Commissioners Baptiste and Blanco. Motion 19-3 passed.

On motion of Commissioner Lapeyrolerie, seconded by Commissioner Morrison, the LSED authorized and approved the execution by Chairman Kyle M. France of any and all documents, authorizations, and/or applications that are necessary to secure the appropriate zoning designations and building permits that will be required in connection with the project. The source of funds for the Westwego Sports Complex would be LSED Capital Outlay, and the Resolution had been approved by the LSED Construction Committee.

Voting in favor were Commissioners France, Landry, Lapeyrolerie, Morrison, and Robin. Voting against: None. Abstaining: None. Absent: Commissioners Baptiste and Blanco. Motion 19-4 passed.

[This concludes the Legal Report.]

Alan Freeman took a moment to mention teaming up with Festival Promotions to sell 10,000 tickets to Louisiana residents for the Rolling Stones and Jazz Fest concerts and shows photographs of approximately 5,000 people who lined up early on ticket sale day. In conjunction with this promotion, a commission was paid to the LSED.

## **VII. BOARD REPORTS**

None.

## **VIII. OTHER BUSINESS**

None.

## **IX. ADJOURNMENT**

On motion by Commissioner Morrison, seconded by Commissioner Landry, the LSED January 2019 monthly meeting adjourned at 2:01 p.m.