

LOUISIANA STADIUM AND EXPOSITION DISTRICT

BOARD OF COMMISSIONERS MINUTES

FROM THE MEETING OF DECEMBER 15, 2022

PRESENT: Chairman Kyle M. France, Commissioners John A. Alario, Jr., Henry Baptiste, Hilary H. Landry, Glen D. Smith,

ABSENT: Commissioners Wells Watson and Casey J. Robin

ROLL CALL and WELCOME

Chairman Kyle M. France called the December 15, 2022 meeting to order at approximately 1:15 p.m.

I. APPROVAL OF MINUTES OF NOVEMBER 17, 2022 MEETING

Chairman France asked for a motion for approval of the Minutes for the November 17, 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 November 17, 2022 Board meeting were adopted.

II. ASM REPORT

Mr. Thornton by commenting on the current status of the budget and financial performance. The hotel tax continue to trend upwards from July through the end of the year, numbers have surpassed expectations. This is due in part to the cost control and revenue generation methods that have been implemented over the past few months. Due to construction, this will be the third year that the Dome will not be hosting any of the spring time events and this deficit has been built into the budget. Unfortunately, the construction in the Dome has also impeded our ability to host Taylor Swift's upcoming concert, which is a huge event. Nonetheless, we are doing well from an operations standpoint.

[This concludes Mr. Thornton's report]

Mr. Holmes's began his report by reiterating that the hotel occupancy tax is tracking similarly to pre-covid in terms of the upward trend, although it's not where it would be if Covid didn't exist. So taxes are at a healthy rate and self-generated revenues are outperforming historical collections. Gus has done a great job with bookings and we've been working to maximize the return by controlling expenses effectively. The budget is doing about as well as we'd hoped, as you will hear more about it Mr. Weidler's report.

In terms of the renovation, the end of the Saint's season means the beginning of large scale renovation work as it has in the past few years. After the last Saint's game, demolition will begin on the west side of the stadium. A lot of the east side of the stadium is demolished and in some case in process of build back Big items like the escalators in the big Atria lobby have been installed. While the west side is in the demolition phase, the east side will be in build back mode and hopefully be ready by July for Essence Fest and beyond.

Regarding the most recent event activity, it was quite a busy season, with the Eagles and their sold out show that did really well and also Bayou classic, the Battle of the Bands, the Rod Wave concert and high school football events which bring in a lot of out of town energy. Along

with the high school football games, comes some ancillary events like coach's convention of sorts and celebration parties. Gus Canazio briefly shares the roster of upcoming shows which includes Bill Burr, Andrea Bocelli, Anita Baker, Shania Twain and Paramour to name a few. We're also tapping into the Latin market and bringing in a group called Los Tigres del Norte, a regional mariachi type band. Tickets sales in the New Orleans market are doing well in comparison to other competitive markets around the country.

Mark Waguespack gave a marketing update and gave a brief overview regarding dynamic pricing for premium seating and suite sales. He also highlights the Always- On Retargeting campaign, which continues to target people with ads after one inquiry, is helping to significantly boost ticket sales. Email campaigns continue to be the most effective way to boost sales and continues to do very well in terms of keeping attendees informed about the concert and navigating the venue.

Kathleen Turner gave a brief update about measures being taken to increase DBE vendor numbers. Commissioner Landry suggests marketing that goes beyond the RFP bidding process and perhaps collaborating with the marketing department to better inform vendors of potential opportunities.

[This concludes Mr. Holmes' Report]

IV. FINANCE REPORT

Mr. Weidler began his report with reiterating the hotel tax steady upward trend.

In terms of the most recent financial statements, once all of them have been reviewed they will be presented to the board. The Division of Administration has agreed to supplement the budget for insurance premiums adding \$4 million to the bottom line. If the tax continues to climb, \$1 million from the one-penny tax will be put into a supplementary account for insurance premiums. In terms of the Dome expenses, the utilities have leveled off a bit but still remain high.

[This concludes Mr. Wielder's report]

V. CONSTRUCTION REPORT

Ms. Long begins her report with an update on the John Alario Junior Sports Complex and the budget for the construction, which DDG and Legends are working to get down to \$22.6 million DDG is expected to finish drawing plans by the end December. The goal is to advertise for bids by January 3rd and hopefully have a bid opening on February 2nd, 2023. 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

At the Alario Center an RFQ for an architect will be put out by December 20th for future Capital Outlay projects.

There was an RFQ out for architects to design additional storage space in Lot 4, which will also need interior renovation and air conditioning. Proposals for this project were received on November 16 and NANO, LLC. was chosen as the designer.

[This concludes the Construction Report.]

VI. LEGAL REPORT

Shawn M. Bridgewater begins her LSED Legal Report, presenting the following eight (7) Resolutions, which were approved by the Board of Commissioners as noted below:

On motion of Commissioner Landry, seconded by Commissioner Baptiste the Louisiana Stadium and Exhibition District authorized and approved an appropriation from the LSED Capital Reserve Account in the amount of \$314,967.66 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, 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 Premier Honda, Best Buy, Tarkett and Two-Way Communications, Inc. 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., Henry Baptiste, Hilary H. Landry, Glen D. Smith. **Motion 22-91** passed.

On motion of Commissioner Smith, 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. 05 ("Phase 3b GMP Adjustment No. 05") 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. 05 provides for an increase of \$27,044,363.78 to the Master Plan Project Phase 3b Guaranteed Maximum Price that consists of the following:

- (i) An increase in the amount of \$2,539,549.00 for additional costs that are associated with materials, labor and equipment needed to furnish and install changes associated with Bulletin #003;
- (ii) An increase in the amount of \$4,883,148.00 for additional costs that are associated with the addition of atria stretched fabric ceiling, atria screen and sprinkler scope in the East Sidelines, West Sidelines and Southeast Atria at the Project Site;
- (iii) An increase in the amount of \$19,414,531.00 for additional costs that are associated with the Interior Design Package and Bulletin #007;
- (iv) An increase in the amount of \$38,286.98 for additional costs that are associated with material, labor and equipment needed with respect to the replacement of the insulation on the chilled water line in the East Sideline Ramp; and
- (v) An increase in the amount of \$168,848.80 for additional costs that are associated with the reversion to a stainless steel backflow at the Project site soda line locations.

This Resolution was 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.05 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., Henry Baptiste, Hilary H. Landry, Glen D. Smith. **Motion 22-92** passed.

On motion of Commissioner Landry, Seconded by Commissioner Baptiste, the Louisiana Stadium and Exhibition District authorized, approved, and ratified the execution by Chairman Kyle M. France of the Eighth Amendment (“Trahan Eighth Amendment”) to the Agreement for Professional Services by and between the LSED and Trahan Architects, APC (“Trahan”), dated March 25, 2019, for the 2019 Superdome Capital Improvements Project (“Master Plan Project”). Pursuant to the Trahan Eighth Amendment, Trahan Architects will perform the additional architectural services that are provided for in: (i) Trahan Additional Services Request No. 26r2 for a not to exceed amount of \$1,206,681.00, and (ii) Trahan Additional Services Request No.28r2 for a not to exceed amount of \$672,483.00.

The Trahan Eighth Amendment was recommended by Legends Hospitality (Master Plan Project Manager) 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 Trahan Eighth Amendment is the Master Plan Project Budget, 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., Henry Baptiste, Hilary H. Landry, Glen D. Smith. **Motion 22-93** passed.

On motion of Commissioner Landry, seconded by Commissioner Smith, the Louisiana Stadium and Exhibition District authorized and approved the execution of Change Order No. 001R to the Phase 3b Trimark Contract (“Phase 3b Trimark Change Order No. 001R”), which provides for an increase of \$3,552,553.00 to the Phase 3b Trimark Contract amount that consists of additional costs associated with the addition of deferred scope relating to L300 and L400 East Kitchens and L100-L500 of the SE Atrium at the Project site.

Phase 3b Trimark Change Order No. 001R has been recommended by Legends Hospitality (Master Plan Project Manager) and Trahan Architects (Project Architect) and has been approved by the Master Plan Project Team, consisting of the ASM Project Representative, the LSED Project Representative, and the New Orleans Saints Project Representative. The source of funds for Phase 3b Trimark Change Order No. 001R is the Master Plan Project Budget 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., Henry Baptiste, Hilary H. Landry, Casey J. Robin, Glen D. Smith. **Motion 22-94** passed.

On motion of Commissioner Alario, seconded by Commissioner Baptiste, the Louisiana Stadium and Exhibition District confirmed and took the following actions with respect to its procurement for certain Furniture, Fixtures & Equipment for Phase 3b of the Superdome Master Plan Project (“Master Plan Phase 3b FF&E Procurement”):

- i. On or about December 6, 2022 a total of one (1) bid response was received by Legends Hospitality (as the Master Plan Project Manager) in connection with the Master Plan Phase 3b FF&E Procurement to provide certain furnishings, fixtures and equipment at the Master Plan Project site.
- ii. Following review of the Master Plan Phase 3b FF&E Procurement bid response by Legends Hospitality and based on the recommendation Legends Hospitality, the LSED recognizes and accepts the bid of Associated Office Systems of LA, Inc. (“AOS”) in the amount of \$3,575,596.00, as the lowest responsive bid for the Master Plan Phase 3b FF&E Procurement.
- iii. The LSED authorizes Legends Hospitality, and the Master Plan Project Team, consisting of the LSED Project Representative, the ASM Project Representative, and the New Orleans Saints Project Representative to negotiate and finalize an agreement/contract for the Phase 3b FF&E with AOS (“AOS Contract”) on terms and conditions that are acceptable to the Master Plan Project Team and LSED Legal Counsel.

This Resolution was recommended by Legends Hospitality (a copy of which is attached to the Resolution), 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 funding for the Resolution is the Master Plan Project Budget and there are sufficient funds to support the Resolution. Chairman Kyle M. France and/or Commissioner Hilary H. Landry are hereby authorized to execute the AOS Contract on behalf of the LSED. Approval of the Resolution was recommended.

Voting in favor were Chairman Kyle M. France and Commissioners John A. Alario, Jr., Henry Baptiste, Hilary H. Landry, Glen D. Smith. **Motion 22-95** passed.

On motion of Commissioner Landry, seconded by Commissioner Smith, the Louisiana Stadium and Exhibition District confirmed and took the following actions in connection with its procurement for Television Displays and Mounts with respect to Phase 3b of the Superdome Master Plan Project:

On or about November 21, 2022, a total of two (2) bid responses were received by Legends Hospitality (as the Master Plan Project Manager) in connection with the Master Plan Phase 3b TV Displays and Mounts Procurement (“Master Plan Phase 3b Television Displays and Mounts Procurement”), of which only one bid, namely the bid of Amagine Technologies was found to be in compliance with Louisiana State Bid Law.

- i. Following review of the bid responses by Legends Hospitality and based on the recommendation of Legends Hospitality, the LSED recognizes and accepts the bid of Amagine Technologies in the amount of \$1,391,852.00, as the lowest responsive bid for the Master Plan Phase 3b Television Displays and Mounts Procurement.
- ii. The LSED authorizes Legends Hospitality, and the Master Plan Project Team, consisting of the LSED Project Representative, the ASM Project Representative, and the New Orleans Saints Project Representative to negotiate and finalize an agreement/contract with Amagine Technologies (“Amagine Contract”) on terms and conditions that are acceptable to the Master Plan Project Team and LSED Legal Counsel.

This Resolution has been recommended by Legends Hospitality (a copy of which is attached to the Resolution), 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 funding for the Resolution is the Master Plan Project Budget and there are sufficient funds to support the Resolution. Chairman Kyle M. France and/or Commissioner Hilary H. Landry are hereby authorized to execute the Amagine Contract on behalf of the LSED. Approval of the Resolution was recommended.

Voting in favor were Chairman Kyle M. France and Commissioners John A. Alario, Jr., Henry Baptiste, Hilary H. Landry, Glen D. Smith. **Motion 22-96** passed

On motion of Commissioner Baptiste, seconded by Commissioner Smith, the Louisiana Stadium and Exhibition District authorized, approved, and took the following actions with respect to the 2022 Addition and Renovations to Lot 4 Storage Project (“Lot 4 Storage Project”):

- (i) On or about December 2, 2022, two (2) proposals were received to perform the professional architectural services that are required in connection with the Lot 4 Storage Project;
- (ii) Following a review and evaluation of the responses by ASM Global and the evaluation team and based on the recommendation of ASM Global, the LSED accepts the proposal of NANO, L.L.C. to perform the required professional architectural services for a fee that is based upon the Louisiana Facility Planning & Control State Fee Curve, for the Project’s Available Funds for Construction of \$1.75M; and
- (iii) The LSED hereby authorizes the negotiation and execution of a contract with NANO, L.L.C. by Chairman Kyle M. France on terms and conditions that are acceptable to the LSED Construction Committee and LSED Legal Counsel (“NANO Contract”).

This Resolution has the Staff Analysis Support and Recommendation of ASM Global (attached to the Resolution) and has been approved by the LSED Construction Committee. The source of funding for the NANO Contract 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., Henry Baptiste, Hilary H. Landry, Glen D. Smith. **Motion 22-97** 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 December 15, 2022 LSED Board meeting adjourned at 2:00p.m.