

REGULAR MEETING OF THE BOARD OF DIRECTORS/COMMISSIONERS WEDNESDAY, NOVEMBER 15, 2023, 2:00 P.M.

## NOPFMI <br> AGENDA

NEW ORLEANS
ERNEST N. MORIAL

Regular Meeting of the Board of Directors
New Orleans Public Facility Management, Inc. (NOPFMI)
Authority Boardroom - 900 Convention Center Blvd., New Orleans, LA 70130
Livestream: https://attendee.gotowebinar.com/register/8599389727661188182
Audio Only: 1 (415) 655-0052 | Access Code: 808-868-571

## AGENDA

## Wednesday, November 15, 2023 <br> 2:00 pm.

After the meeting is convened, the Board of Directors will consider the following items:
I. Call to Order
II. Public Comment - The Louisiana Open Meetings Law provides the public with the opportunity to address this Board prior to it taking any action on an agenda item at the meeting. Members of the public can provide comment by email to comments@mccno.com or in person. Email comments will be read aloud up to two (2) minutes each. People wishing to speak in person must fill out a speaker card and submit it to staff at the meeting. Speakers will be allowed 2 minutes to make comments.
III. Approval of NOPFMI Board Meeting Minutes of October 25, 2023
IV. Sales \& Marketing Report
V. Operations Report
VI. Consent Agenda:
A. Contracts

1. Budget Software Services - Jedox Inc.
2. Budget Software Enhancement \& Maintenance - FutureView Systems, Inc.
3. Telephone Services - Cox Business
4. Temporary Staffing Services Vendor Pool
a. HireQuest Direct of New Orleans
b. $22^{\text {nd }}$ Century Technologies, Inc.
5. Fuel Tank Polishing Services - Gulf Coast Fuel Polishing LLC
6. Network Server Consulting Services - HP Inc.
VII. 2024 Tentative Board Meeting Dates
VIII. Other Business
IX. Next Regular Scheduled Meeting: Wednesday, December 13, 2023
X. Motion to Adjourn


NOPFMI<br>MEETING<br>MINUTES

## MEETING MINUTES OF THE BOARD OF DIRECTORS NEW ORLEANS PUBLIC FACILITY MANAGEMENT, INC.

A Meeting of the Board of Directors of New Orleans Public Facility Management, Inc. was held on Wednesday, October 25, 2023.

Chairman Reyes called the meeting to order at 2:03 p.m. and asked for a roll call. The results were as follows:

| Geri Broussard | Present |
| :--- | :--- |
| Stephen Caputo | Present |
| Edgar Chase, IV | Present |
| David Ellis | Absent |
| Ronald Guidry | Present |
| Robert Hammond | Present |
| Don Hubbard | Absent |
| Eddie Jacobs | Absent |
| Ralph Mahana | Present |
| Jerry Reyes | Present |
| Melvin J. Rodrigue | Absent |
| Camille Whitworth | Absent |
| Eric Wright | Present |

The total number present at roll call was eight (8).
Chairman Reyes asked for public comments related to agenda items. There were none.
Director Guidry moved approval of the NOPFMI Board Meeting Minutes of September 27, 2023, seconded by Director Broussard. Motion approved.

Director Jacobs entered the meeting at 2:06 p.m.
Ron Forman, President, and CEO of Audubon Nature Institute gave an update on the Wharves Development Project.

Tim Hemphill presented the Sales \& Marketing report.
Adam Straight presented the Operations Report.
Director Jacobs moved approval of Kronos Incorporated - Timeclock Lease. Motion seconded by Director Mahana. Motion approved.

There was no Other Business to come before the Board.
Director Hammond moved adjournment, seconded by Director Mahana. Motion approved and the meeting adjourned at 2:42 p.m.

ATTEST:
CAMILLE WHITWORTH, SECRETARY

SALES<br>AND MARKETING<br>REPORT

## SUMMARY OF BOOKING ACTIVITY

DEFINITE BOOKINGS- OCTOBER 2023

| Dates | Account | Event | Attendees | Room Nights | Space Days |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 11/07/23-11/07/23 | City of New Orleans (Infrastructure) | Infrastructure Industry Day | 300 | 0 | 0 |
| 01/02/24-01/05/24 | Electronic Theatre Controls, Inc. | ETC-Console Training | 20 | 0 | 0 |
| 02/22/24-02/24/24 | Coaching Charities | Allstate HBCU Legacy Bowl Career Fair | 500 | 100 | 3 |
| 03/06/24-03/07/24 | Education Foundation of the LRA, Inc | Pro-Start Competition | 500 | 60 | 3 |
| 04/18/24-04/19/24 | Tulane University | Tulane School of Engineering Forum | 500 | 0 | 1 |
| 02/21/26-02/23/26 | Tampa Volleyball Events, LLC | Music City Volleyball Championship | 15,000 | 18,000 | 30 |
| 04/18/32-04/21/32 | American Academy of Neurology | AAN Annual Meeting 2032 | 12,000 | 34,432 | 66 |
| 04/27/38-04/29/38 | Informa Media, Inc. | Waste Expo | 14,000 | 11,722 | 68 |
| Totals: |  | Events - 8 | 42,820 | 64,314 | 171 |

Events that became firm last month are projected to generate $\$ 75,833$ million in economic impact to the New Orleans metro area.

## SUMMARY OF BOOKING ACTIVITY

## EVENTS BOOKED AS TENTATIVE- OCTOBER 2023

| Dates | Account |
| :--- | :--- |
| $01 / 12 / 24-01 / 13 / 24$ | Mystic Krewe of Nyx |
| $02 / 07 / 24-02 / 07 / 24$ | Mystic Krewe of Nyx |
| $07 / 25 / 24-09 / 19 / 24$ | Restaurant Brands International |
| $09 / 27 / 24-09 / 27 / 24$ | A.B. Freeman School of Business Tulane |
| $09 / 28 / 24-09 / 28 / 24$ | St. Michael Special School |
| $09 / 07 / 25-09 / 12 / 25$ | CrowaStrike |
| $09 / 10 / 25-09 / 13 / 25$ | Vision Global Event Strategies |
| $05 / 04 / 26-05 / 07 / 26$ | Alteryx |
| $05 / 05 / 26-05 / 08 / 26$ | McKesson Corporation |
| $07 / 12 / 26-07 / 19 / 26$ | Association of Chamber of Commerce |
| $07 / 22 / 26-07 / 26 / 26$ | Church of Our Lord Jesus Christ of the |
| $08 / 12 / 26-08 / 15 / 26$ | The UPS Store |
| $11 / 11 / 26-11 / 14 / 26$ | Project Management Institute |
| $11 / 17 / 26-11 / 19 / 26$ | Informa Media, Inc. |
| $02 / 22 / 27-02 / 24 / 27$ | Association of Retail and Consumer |
| $07 / 10 / 27-07 / 13 / 27$ | NAACP - National Association for the |
| $01 / 25 / 28-01 / 27 / 28$ | Informa Media, Inc. |
| $03 / 09 / 28-03 / 14 / 28$ | Tampa Volleyball Events, LLC |
| $07 / 13 / 28-07 / 19 / 28$ | Sigma Pi Phi Fraternity |
| $10 / 11 / 28-10 / 14 / 28$ | Project Management Institute |
| $05 / 20 / 29-05 / 22 / 29$ | American Association of Airport Executives |
| $01 / 09 / 30-01 / 16 / 30$ | Professional Photographers of America |


| Event |  | Occupied <br> Space Days |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Nyx Myx | Attendees | Room Nights | 0 | 2 |
| Parade Day Luncheon | 200 | 0 | 1 |  |
| RBI- Fire House Sub Franchise 2024 | 200 | 0 | 39 |  |
| Tulane Business Forum | 1,000 | 1,500 | 2 |  |
| St. Michael Special School | 500 | 0 | 5 |  |
| FalCon 2025 | 500 | 0 | 40 |  |
| Presidio Convention | 6,000 | 20,489 | 12 |  |
| Inspire | 2,000 | 7,280 | 50 |  |
| Medical Surgical National Sales Conference | 4,200 | 13,501 | 24 |  |
| ACCE | 2,700 | 7,579 | 0 |  |
| COOLJC-Holy Convocation | 750 | 2,243 | 15 |  |
| UPSS-Convention | 3,500 | 3,696 | 24 |  |
| Project Management Institute Annual Global Summit | 1,800 | 4,490 | 14 |  |
| IM-ISPE | 3,500 | 7,006 | 56 |  |
| ARC- Category Management and Shopper Insights | 3,000 | 0 | 8 |  |
| NAACP Annual National Convention 2027 | 1,000 | 2,500 | 36 |  |
| IM-WWET | 4,000 | 9,275 | 79 |  |
| TVE-Volleyball Tournament | 5,000 | 17,087 | 18 |  |
| Grand Boule | 12,000 | 13,427 | 3 |  |
| Project Management Institute Annual Global Summit | 2,000 | 4,845 | 3 |  |
| AAAE Annual Conference \& Exposition | 3,500 | 7,006 | 22 |  |
| PPA-Imaging USA | 1,200 | 0 | 10 |  |

Events that became firm last month are projected to generate $\$ 208,178$ million in economic impact to the New Orleans metro area.

## SUMMARY OF BOOKING ACTIVITY <br> EVENTS BOOKED AS TENTATIVE- OCTOBER 2023 (CONTINUED)

| Dates | Account | Event | Attendees | Room Nights | Space Days |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 12/05/30-12/06/30 | Association for Career \& Technical Education | CareerTech Vision 2030 | 5,000 | 11,950 | 24 |
| 09/03/31-09/06/31 | International Chapter of the PEO Sisterhood | Convention of the International Chapter of the P.E.O. Sisterhood (CIC) | 4,000 | 4,810 | 16 |
| 11/12/33-11/15/33 | American Public Health Association | APHA 2033 Annual Meeting | 6,000 | 18,330 | 48 |
| 01/24/35-01/26/35 | North American Association of Food | NAFEM- The NAFEM Show 2035 | 15,000 | 16,157 | 156 |
| 03/12/35-03/15/35 | Helicopter Association International | HELI-EXPO | 19,000 | 18,000 | 131 |
| Totals: |  | Events - 27 | 117,550 | 196,171 | 867 |

## SUMMARY OF BOOKING ACTIVITY <br> EVENTS LOST OR CANCELLED OCTOBER 2023

| Dates | Event | Reason | Attendees | Room Nights |
| :---: | :---: | :---: | :---: | :---: |
| 09/13/23-09/17/23 | 2023 Blue Sky Wealth Summit | BD-Board Management Decision $\square$ | 5,000 | 6,740 |
| 11/17/23-11/21/23 | 2023 Blue Sky Wealth Summit | NR-No Client Response | 1,800 | 4,000 |
| 07/20/24-07/24/24 | Basketball on the Bayou | FR-No / Insufficient Space Available $\square$ | 4,000 | 3,250 |
| 08/15/24-08/19/24 | Unicorn World 2024 | BD-Meeting Cancelled | 8,000 | 10 |
| 08/31/24-09/15/24 | Confidential Event | OTH-Release Pencil Hold/ENMCC Hold $\square$ | 10,000 | 43,180 |
| 10/16/24-10/20/24 | Intersport-Intersport 2024 ETCS | OTH-No Reason Given | 400 | 805 |
| 01/06/25-01/09/25 | ACBM- The PAVE/X Pavement Experience 2025 | NR-No Client Response | 1,000 | 1,130 |
| 03/20/25-03/28/25 | Congress on Healthcare Leadership 2025 | BD-Board Management Decision $\square$ | 4,500 | 9,580 |
| 04/21/25-04/25/25 | Customer Show | NR-No Client Response | 1,200 | 2,600 |
| 06/07/25-06/13/25 | ASME Turbo Expo | NOLA-Climate/Weather | 2,800 | 4,025 |
| 10/24/25-10/31/25 | Vertex Exchange | OTH-No Reason Given | 1,400 | 4,955 |
| 01/12/26-01/22/26 | TA-Toy Fair | BD-Board Management Decision $\square$ | 20,000 | 20,536 |
| 05/03/26-05/09/26 | BGCA Boys \& Girls Club | CR-Researching Alternate Year | 3,500 | 4,965 |
| 07/16/26-07/22/26 | Sigma Pi Phi | CR-Researching Alternate Year | 2,000 | 4,865 |
| 08/09/26-08/13/26 | Police Fleet Expo 2023 | BD-Board Management Decision $\square$ | 1,450 | 1,450 |
| 08/19/26-08/25/26 | International Beauty Show | BD-Reorganization | 30,000 | 8,576 |
| 10/19/26-10/24/26 | AAID-2026 Annual Conference | HR-Distance from HQ Hotel and Center $\square$ | 1,000 | 2,670 |
| 11/18/26-11/22/26 | TQIP Scientific Sessions \& Training Meeting | BD-Board Management Decision $\square$ | 2,100 | 6,045 |
| 01/04/27-01/14/27 | TA-Toy Fair | BD-Board Management Decision $\square$ | 20,000 | 20,536 |
| 04/02/27-04/10/27 | AISC 2027 NASCC The Steel Conference | CR-Researching Alternate Year | 6,000 | 8,800 |
| 06/14/27-06/19/27 | AOA Annual Meeting | NR-No Client Response | 2,000 | 7,168 |
| 06/14/27-06/21/27 | Annual Convention | CR-Not Able to Decide | 8,000 | 8,101 |
| 01/10/28-01/20/28 | TA-Toy Fair | BD-Board Management Decision $\square$ | 28,000 | 18,000 |
| 10/06/28-10/13/28 | NRPA Annual Conference | CR-Researching Alternate Year | 4,000 | 13,625 |
| 10/09/28-10/15/28 | BMES Annual Meeting | NR-No Client Response | 3,175 | 4,785 |
| 10/27/28-11/02/28 | American Society of Agronomy/Crop Science Society of America/Soil Science Society of America International Annual Meeting 2028 | NOLA-Geographic Preference | 4,000 | 6,675 |

## SUMMARY OF BOOKING ACTIVITY <br> EVENTS LOST OR CANCELLED OCTOBER 2023 (CONTINUED)

| Dates | Event | Reason | Attendees | Room Nights |
| :---: | :---: | :---: | :---: | :---: |
| 05/11/29-05/19/29 | AUVSI Xponential | BD-Board Management Decision $\square$ | 4,000 | 14,380 |
| 05/15/29-06/14/29 | USTA IPW | CR-Researching Alternate Year | 6,000 | 20,280 |
| 08/01/29-08/09/29 | APCO Annual Conference \& Expo | CR-Too Early to return/Rotation $\square$ | 5,000 | 12,153 |
| 01/11/30-01/22/30 | TA-Toy Fair | BD-Board Management Decision $\square$ | 28,000 | 18,000 |
| 04/27/31-05/14/31 | Coverings | CR-Preferred dates/Pattern unavailable | 18,000 | 10,000 |
| 10/29/31-11/05/31 | APHA Annual Meeting \& Exposition | CR-Researching Alternate Year | 6,000 | 18,330 |
| 11/01/33-11/09/33 | APHA Annual Meeting \& Exposition | CR-Researching Alternate Year | 6,000 | 18,330 |
| 02/28/35-03/12/35 | NAFEM- The NAFEM Show 2035 | CR-Considering New Dates in Same Year | 15,000 | 16,157 |
| 07/14/35-07/22/35 | AA International Convention | BD-Board Management Decision | 50,000 | 43,450 |
| 10/02/27-10/07/27 | SETAC Annual Meeting | NOLA-Geographic Preference | 2,200 | 4,436 |
| 10/23/27-10/29/27 | ASA Staffing World | NOLA-Geographic Preference | 1,800 | 4,121 |
| 10/24/27-10/28/27 | SETAC Annual Meeting | NOLA-Geographic Preference | 2,200 | 4,436 |
| 10/29/27-11/06/27 | NAEYC Annual Conference | FR-First Option Group Confirmed | 18,000 | 12,079 |
| 11/02/27-11/09/27 | Learn Serve Lead | FR-First Option Group Confirmed | 4,000 | 11,134 |
| 11/07/27-11/14/27 | NLC | FR-First Option Group Confirmed | 3,000 | 10,000 |
| 05/13/28-05/19/28 | ICON User Conference | OTH-Release Pencil Hold/ENMCC Hold $\square$ | 2,200 | 7,810 |
| 10/29/28-11/05/28 | The Gerontological Society of America Annual Scientific Meeting | NR-No Client Response | 1,600 | 6,455 |
| 11/04/29-1 1/10/29 | Small Business Conference | BD-Board Management Decision | 4,000 | 11,280 |
| 06/15/30-06/23/30 | AANP National Conference | BD-Board Management Decision | 6,500 | 20,955 |
| 06/14/31-06/22/31 | AANP-AANP 2031 | CR-Not Able to Decide | 6,500 | 20,995 |
| 01/15/33-01/22/33 | NCBA-Cattle Industry Convention \& Tradeshow | OTH-Release Pencil Hold/ENMCC Hold $\square$ | 9,000 | 13,233 |
| Totals: | Events - 47 |  | 374,325 | 515,086 |

## SUMMARY OF EVENT STATISTICS

## 2023-2027



## sUmMARY OF EVENT STATISTICS

2023-2027 OCCUPANCY


## sUmMARY OF EVENT STATISTICS

2023-2027 VISITATION


| Firm Events |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| As of 10/31/23 | Total Event Statistics |  |  |  |
| Year | Events | Rental Reven | al Attend | Room Nights |
| 2023 | 123 | \$7,574,411 | 652,665 | 567,825 |
| 2024 | 99 | \$8,280,681 | 710,376 | 717,887 |
| 2025 | 52 | \$7,437,488 | 575,774 | 720,745 |
| 2026 | 38 | \$6,677,520 | 493,437 | 687,037 |
| 2027 | 28 | \$4,723,848 | 247,496 | 485,705 |


| Tentative Events |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| As of 10/31/23 | Total Event Statistics |  |  |  |
| Year | Events Rental RevenueTotal Attendees Room Nights |  |  |  |
| 2023 | 1 | NA | 15,000 | 1,500 |
| 2024 | 17 | NA | 31,400 | 22,830 |
| 2025 | 39 | NA | 173,875 | 106,777 |
| 2026 | 42 | NA | 221,200 | 140,329 |
| 2027 | 45 | NA | 400,412 | 251,187 |

## sUmMARY OF EVENT STATISTICS

2023-2027 ECONOMIC IMPACT
Estimated Economic Impact - All Events


## sUMMARY OF EVENT STATISTICS <br> firm events through february 2024

| Dates | Event | Attendees | Room Nights | Space Days |
| :---: | :---: | :---: | :---: | :---: |
| 11/05/23-11/07/23 | Healthcare Design Expo \& Conference | 4,000 | 4,766 | 18 |
| 11/07/23-11/09/23 | ASUG Tech Connect | 750 | 1,900 | 14 |
| 11/07/23-11/07/23 | Infrastructure Industry Day | 300 | 0 | 0 |
| 11/14/23-11/17/23 | DEMA Show | 10,000 | 6,036 | 60 |
| 11/12/23-11/17/23 | Annual Convention \& Marketplace | 2,000 | 3,055 | 14 |
| 11/16/23-11/18/23 | AAPM\&R 2023 Annual Assembly | 2,500 | 5,165 | 27 |
| 11/22/23-11/23/23 | Annual Sheriff's Thanksgiving Celebration | 1,000 | 0 | 2 |
| 11/29/23-12/01/23 | The International Workboat Show | 14,000 | 6,215 | 82 |
| 12/11/23-12/14/23 | NeurlPS Conference | 18,000 | 10,438 | 81 |
| 12/05/23-12/07/23 | 2023 Response to Intervention Institute (RTI) at Work | 1,000 | 822 | 8 |
| 12/20/23-12/31/23 | NOLA ChristmasFest | 45,000 | 0 | 60 |
| 12/22/23-12/23/23 | Squires Mardi Gras Ball | 300 | 0 | 2 |
| 12/29/23-12/29/23 | The Harlequins Mardi Gras Ball | 400 | 0 | 2 |
| 12/30/23-12/30/23 | Les Pierrettes Mardi Gras Ball | 300 | 0 | 2 |
| 01/02/24-01/05/24 | ETC-Console Training | 20 | 0 | 0 |
| 01/05/24-01/07/24 | Fan Expo New Orleans | 12,000 | 1,050 | 12 |
| 01/07/24-01/11/24 | 243rd Meeting of the American Astronomical Society | 2,200 | 6,047 | 14 |
| 01/13/24-01/14/24 | Endymion Coronation | 4,000 | 200 | 10 |
| 01/13/24-01/14/24 | Mardi Gras New Orleans Grand Nationals | 7,500 | 500 | 10 |
| 01/12/24-01/15/24 | New Orleans Blastoff | 10,000 | 1,500 | 18 |

Estimated
Economic Impac $\dagger$ (\$ in Millions)

450,000,000
400,000,000
350,000,000
300,000,000
250,000,000
200,000,000
150,000,000
100,000,000
50,000,000


- Lodging Spend
- Non-Lodging Spend
- Lodging Spend

■ Non-Lodging Spend

## SUMMARY OF EVENT STATISTICS

FIRM EVENTS THROUGH FEBRUARY 2024 (CONTINUED)

| Dates | Event | Attendees | Room Nights | Occupied <br> Space Days |
| :--- | :--- | :---: | :---: | :---: |
| $01 / 17 / 24-01 / 19 / 24$ | The World LNG \& Gas Series: Americas Summit \& | 200 | 150 | 8 |
| $01 / 13 / 24-01 / 13 / 24$ | Louisiana Right to Life Gala | 1,000 | 0 | 4 |
| $01 / 13 / 24-01 / 13 / 24$ | Krewe of Apollo Mardi Gras Ball | 300 | 0 | 3 |
| $01 / 19 / 24-01 / 19 / 24$ | OCHSNER-System Leadership Kick-off | 2,800 | 0 | 5 |
| $01 / 23 / 24-01 / 25 / 24$ | POWERGEN International 2024 | 10,000 | 13,417 | 65 |
| $01 / 18 / 24-01 / 21 / 24$ | New Orleans Gymnastics Jazz Invite | 1,500 | 0 | 4 |
| $01 / 19 / 24-01 / 19 / 24$ | Coronation Ball | 800 | 0 | 4 |
| $01 / 20 / 24-01 / 20 / 24$ | Mardi Gras Ball | 2,000 | 0 | 3 |
| $01 / 29 / 24-01 / 31 / 24$ | SAMCOM 2024 | 3,800 | 11,890 | 66 |
| $01 / 27 / 24-01 / 27 / 24$ | NOMTOC Ball | 1,800 | 0 | 3 |
| $02 / 02 / 24-02 / 04 / 24$ | True Value Market Spring Expo | 10,000 | 9,625 | 77 |
| $02 / 02 / 24-02 / 02 / 24$ | Mystic Krewe Femme Fatale Gala | 1,690 | 1 | 6 |
| $02 / 09 / 24-02 / 10 / 24$ | ZULU Coronation Ball | 18,000 | 500 | 16 |
| $02 / 07 / 24-02 / 12 / 24$ | Bacchus Rendezvous | 8,500 | 500 | 18 |
| $02 / 07 / 24-02 / 11 / 24$ | Endymion Extravaganza | 17,000 | 0 | 10 |
| $02 / 08 / 24-02 / 14 / 24$ | Orpheuscapade | 6,000 | 500 | 16 |
| $02 / 19 / 24-02 / 21 / 24$ | The Rental Show | 12,066 | 26,119 | 87 |
| $02 / 20 / 24-02 / 22 / 24$ | AGU Ocean Sciences Meeting | 4,500 | 7,925 | 35 |
| $02 / 22 / 24-02 / 24 / 24$ | Allstate HBCU Legacy Bowl Career Fair | 500 | 100 | 3 |
| $02 / 26 / 24-02 / 28 / 24$ | Spring Summit | 1,800 | 1,580 | 30 |
| Totals: | Events - 40 | $\mathbf{2 3 9 , 5 2 6}$ | $\mathbf{1 2 0 , 0 0 1}$ | $\mathbf{8 9 9}$ |

## MCCNO MARKETING



For more information, please visit mccno.com, or call 504-582-3000. Like us on Facebook, at facebook.com/NewOrleansCC and follow us on X (formerly Twitter) at @NewOrleansENMCC.

10 Years of Cheer!
NOLA Christmasfest Announces 10th
Anniversary Special Programming


Tickets on sale for 10 days of activities and
events this holiday season!

The region's favorite indoor holiday extravaganza NOLA ChristmasFest, presented by Coca-Cola, returns for its 10th anniversary and offers a variety of new activities and returning traditions over ten days of celebration. From Dec. 21 to Dec. 30 NOLA Christmasfest brings the North Pole to the New Orleans Ernest N. Morial Convention Center
$10^{\text {th }}$ Anniversary Exclusive Surprises and Special Programming:
-Thurs. Dec. 21: Opening Day \& Coca-Cola giveaway (limited supply). Watch Saints versus Rams at the Polar Pub 7:15 p.m.

- Fri. Dec. 22: PJs with a DJ Dance Party 7:30 p.m. at the Holiday Stage
- Sat. Dec. 23: Mini-Christmas Parades at 2 p.m. and 5 p.m.
- Sun. Dec. 24: Christmas Eve Concert - Victory Belles 12:30
p.m. at the Holiday Stage
- Mon. Dec. 25: Mini Toy giveaway for kids under 12 years - Mon.
- Tues. Dec. 26: Hot Cocoa Giveaway hosted by Sodexo Live (limited supply)
Wed. Dec. 27: To be announced
- Thurs. Dec. 28: Date Night Holiday Concert
- Fri. Dec. 29: PJs with a DJ Dance Party 7:30 p.m. at the Holiday Stage
- Sat. Dec. 30: Mini-Christmas Parades at 2 p.m. and 5 p.m.


## Returning and Enhanced Favorites:

NOLA ChristmasFest is bringing back a winter wonderland of indoor excitement and memorable experiences, including the popular kating with Santa on a redesigned rink, expanded ice bocce lanes, almost 300,000 square feet of carnival rides for all ages, tasty holiday delights, cocktails at the Polar Pub, visits with Santa and friends, a gingerbread village, Big Freezy Ice Slides, heartwarming performances and Big Blast Blizzard thrill rides.

Tickets, Hours and Awareness:
Tickets provide guests with a block of time to enjoy. Most days include a morning and an afternoon session. Each session is 4.5 hours in length, except on Christmas Day. Morning sessions are 11 a.m. to 3:30 p.m. and afternoon sessions are 4:30 p.m. to 9 p.m.

- Dec. 21-23: 11 a.m. $-3: 30$ p.m. and 4:30 p.m. -9 p.m.
- Dec. 24 - Christmas Eve: 11 a.m. - 3:30 p.m
- Dec. 25 - Christmas Day: 1 p.m. -5 p.m.
-Dec. 26 - 30: 11 a.m. - 3:30 p.m. and 4:30 p.m. - 9 p.m.

Guests may purchase $\$ 25$ tickets for weekdays and $\$ 30$ tickets for Sturdays and Sundays. Tickets are sold exclusively online at Plan Saturdays and Sundays. Tickets are sold exclusively online at Plan
Your Visit - Nola Christmasfest and are valid for a single Your Visit - Nola Christmasfest and are valid for a single admission on the specific day and session selected. A separate ticket is required to join Santa and his friends on the rink for the exclusive Skating with Santa on Dec. 22.

Reserved parking is highly recommended and can be booked in advance through ParkMobile.

A parent or guardian is required for admission of guests under 18 . NOLA ChristmasFest 2023 is a credit card-only event, including ticket purchases and onsite concessions.

For more information about NOLA ChristmasFest 2023, anniversary programing and a full schedule of events and activities, visit nolachristmasfest.com

Let's create magical memories together!
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The New Orleans Ernest N. Morial The New Orieans Ernest N. Morial
Convention Center Wins Three Prestigious Awards for Sustainability and Equity

(Clictrfor more images ofthe wSGBC andiz Ifecitizawerds)
Last month, the New Orleans Ernest N. Morial Convention Center (NOENMCC) received trree prestigious awards: the U.S. Green Building Council (USGBC) Community Leader Award for the South Cennal Region and two Love Your Citv Awards from Lifecitv. These awards selebrate the Convention Center's commitment and achievements around sustainability and equity.
"As much as we focus on delivering exceptional events for our clients, our Convention Center teams are also hard at work behind the seenes Inding new ways to make our facility more sustainable and our organization more inclusive," said Michael J. Sawaya, Convention Center President "We view these awards fion the USGBC and Lifecity not just as confirmation that our work is snaking a difference, but also as catalysts to continue setting ligh standards and pushing the boundaries of what we can
achieve." achieve."


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enterprises.

New Orleans
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## MEDIA <br> COVERAGE

## MEDIA REPORT - OCTOBER 2023

## Outlet Name

Convention Center Coverage
IAVM Region 5 Newsletter
IAVM Region 5 Newsletter
IAVM Region 5 Newsletter
Houston Architecture.com
Skift.com
Biz New Orleans
Axios New Orleans
NOLA.com
New Orleans CityBusiness
Biz New Orleans
Axios New Orleans Newsletter BizBash

Exhibitor Online
Construction News
Biz New Orleans
New Orleans CityBusiness (Print)
Convention Center Subtotals

NOLA ChristmasFest Coverage WDSU Online28,224
DSU TV at 5 P

MyNewOrleans.com

## TOTALS:

Articles/News Segments:
Total News Value
Media Impressions:
057.62
\$6,057.62
3,380,452
35,000
20,491

## Headline/ Summary

Date

10/1/2023
10/1/2023
10/1/2023
10/5/2023
10/5/2023
10/6/2023
10/6/2023
10/11/2023
10/11/2023
10/12/2023
10/13/2023
10/17/2023
10/17/2023
10/24/2023
10/26/2023
10/31/2023

10/10/2023
10/10/2023
10/10/2023
10/12/2023

## NEWS RELEASES



NEW ORLEANS ERNEST N. MORIAL

FOR IMMEDIATE RELEASE
Nov. 1, 2023

## NEWS RELEASE

900 Convention Center Blvd. • New Orleans, LA 70130 www.mceno.com

## The New Orleans Ernest N. Morial Convention Center Wins Three Prestigious Awards for Sustainability and Equity


(Click for more images of the USGBC and LifeCity awards)

NEW ORLEANS - Last month, the New Orleans Ernest N. Morial Convention Center (NOENMCC) received three prestigious awards: the U.S. Green Building Council (USGBC) Community Leader Award for the South Central Region and two Love Your City Awards from LifeCity. These awards celebrate the Convention Center's commitment and achievements around sustainability and equity.
"As much as we focus on delivering exceptional events for our clients, our Convention Center teams are also hard at work behind the scenes finding new ways to make our facility more sustainable and our organization more inclusive," said Michael J. Sawaya, Convention Center President and CEO. "We view these awards from the USGBC and LifeCity not just as confirmation that our work is making a difference, but also as catalysts to continue setting high standards and pushing the boundaries of what we can achieve."

Presented by the USGBC at its Louisiana FORWARD symposium on Oct. 26, the NOENMCC's Community Leader Award recognized the Convention Center for being "an exceptional green building project that overcame significant obstacles." These prestigious awards celebrate the projects, people and partners working to create better buildings and better lives for the people in their local communities.

Chosen from a group of 12 finalists in the South Central Region — encompassing Kentucky, Tennessee, Alabama, Mississippi, Louisiana, Oklahoma and Arkansas - the NOENMCC won the USGBC 2023 'Rise to the Challenge’ Community Leader Award for its ongoing commitment to sustainability. From reducing the facility's energy and water usage to increasing recycling efforts and green infrastructure, the NOENMCC is working hard to minimize its carbon footprint and advocate for the environmental health of New Orleans.

Recent improvements include overhauling the facility's HVAC and lighting systems, installing electric vehicle charging stations and replacing 1.9 million square feet of traditional roofing with a new, energy-efficient roofing system. In 2022, the NOENMCC earned a gold-level Leadership in Energy and Environmental Design (LEED) certification from the USGBC, making it the largest LEED-certified project in Louisiana and the first convention center in the world to be awarded initial certification under LEED v4.1 $\mathrm{O}+\mathrm{M}$.
"While I am thrilled to accept this award from the USGBC, the credit for the real work behind our extensive progress around sustainability goes to the dedicated and talented people at the Convention Center, starting with our Director of Sustainability Linda Baynham," said Adam J. Straight, Convention Center Chief Operating Officer. "It takes all of us - from leadership down to every team member - to get the resources, momentum and follow-through we need to make big changes that reduce our environmental impact."

The NOENMCC received two more accolades in October. LifeCity_- an initiative that supports responsible economic development and helps organizations manage, track, report and market their impact — presented the Convention Center with two "Love Your City Awards," one for Equity and one for Energy. The awards recognize organizations and individuals for positively impacting
communities through reductions in energy use, contributions to the local economy, commitments to providing equitable opportunities for all, and more.

At an awards gala on Oct. 19, LifeCity presented the NOENMCC with a "Love Your City Award" for Energy in recognition of its commitment to sustainability, and another "Love Your City Award" for Equity, highlighting the Convention Center's increasing efforts to implement diverse, equitable, inclusive (DEI) practices and policies.

In naming Rocsean Spencer its Chief Diversity Officer (CDO) earlier this year, the NOENCC became the first convention center in the nation to establish the position of CDO. Spencer and her team work to support the Convention Center's DEI goals and directives designed to mitigate bias, increase equitable outcomes, and foster respect and inclusion.

Another testament to its commitment to equity, the NOEMNCC's Small and Emerging Business (SEB) Program creates and implements initiatives designed to help promote diverse and small businesses' access to Convention Center opportunities. Since the SEB program launched in 2019, 1,552 certified vendors have registered, and more than $\$ 52$ million in contracts has been awarded to local SEBs and disadvantaged business enterprises.

## About the New Orleans Ernest N. Morial Convention Center (NOENMCC)

New Orleans is Built to Host! With 1.1 million square feet of prime exhibit space on one level, all under one roof, NOENMCC is the sixth largest Convention Center in the United States and provides the largest single exhibit space in the country. NOENMCC is a 2023 IAVM VenueExcellence recipient and is consistently named a regional top workplace by The Times-Picayune/The New Orleans Advocate. Our recent LEED Gold certification makes NOENMCC the largest LEED-certified project in Louisiana and the largest convention center project in the U.S. certified under LEED v4.1 Operations and Maintenance, as well as the first convention center in the world to be awarded initial certification under LEED Gold v4.1 O+M. A leading contributor to the city's robust tourism economy, NOENMCC event activity has produced $\$ 90.1$ billion in economic impact since its 1985 opening.

## CONSENT <br> AGENDA

## CONSENT AGENDA

## A. Contracts

1.Budget Software Services - Jedox Inc.
2.Budget Software Enhancement \& Maintenance - FutureView Systems, Inc.
3.Telephone Services - Cox Business
4.Temporary Staffing Services Vendor Pool
a.HireQuest Direct of New Orleans
b. $22^{\text {nd }}$ Century Technologies, Inc.
5.Fuel Tank Polishing Services - Gulf Coast Fuel Polishing LLC 6.Network Server Consulting Services - HP Inc.


## BUDGET SOFTWARE SERVICES

Summary:
CONSULTANT provides software used by departments to create and track budgets. Amendment No. $\mathbf{2}$ adds licenses for additional users and includes an increase in cost for Renewal Option No. 4.

## Contractor Information:

Jedox Inc
Boston, MA 02109

- SEB/DBE Certification and/or Participation: No (Exempt Software)


## Contract Term:

January 1, 2024 - December 31, 2024
Contract Amount:
Original Contract Cost: $\$ 60,769$
Increase for Additional User Licenses: $\quad \$ 23,580$
Contract Cost Renewal Increase: $\$ 5,406$
Revised Contract Cost: $\$ 89,755$
Solicitation
Not applicable

## BUDGET SOFTWARE ENHANCEMENT \& MAINTENANCE

## Summary:

CONSULTANT will enhance and customize the budget software to facilitate monthly reporting of results.

## Contractor Information:

FutureView Systems, Inc.
Oakton, VA 22124

- SEB/DBE Certification and/or Participation: No


## Contract Term:

January 1, 2024 - December 31, 2029

## Contract Amount:

Annual Contract Cost: \$140,000 (Estimated)

## TELEPHONE SERVICES

## Summary:

CONSULTANT will provide primary telephone service to MCCNO.

## Contractor Information:

Cox Business
Metairie, LA 70001

- SEB/DBE Certification and/or Participation: No


## Contract Term:

December 1, 2023 - November 30, 2028

## Contract Amount:

Annual Contract Cost: \$15,852

## Solicitation:

State Contract

## TEMPORARY STAFFING SERVICES VENDOR POOL

## Summary:

Convention Center has formed a pool of firms that provides temporary staffing upon request.

## Contractor Information:

| Contractor Information |
| :--- |
| - HireQuest Direct of New Orleans |
| - New Orleanss LA 70119 |
| - SEB/DBE Certification and/or Participation: No |
|  |


| Contractor Information |
| :--- |
| - $22^{\text {nd }}$ Century Technologies, Inc. |
| - Baton Rouge, LA 70816 |
| - SEB/DBE Certification and/or Participation: No |
|  |

## Contract Term: <br> November 16, 2023 - November 15, 2028

## Contract Amount:

Total Contract Cost: Rates will be negotiated at time of request and according to department budget.
[2024 Budget for temporary staffing across all departments is $\$ 376,000$. Most of this $\sim \$ 345,000$ is budgeted for production services, which is billed to the events.]

## Solicitation:

Service was competitively solicited in 2023 as an open ended RFQ. Contractors are vetted and added to pool as submissions are received. All contractors commit to our Living Wage policy.

## FUEL TANK POLISHING SERVICES

## Summary:

CONTRACTOR will inspect and clean three (3) in ground fuel tanks, two (2) fire pump rooms, and six (6) backup generator diesel fuel tanks.

## Contractor Information:

Gulf Coast Fuel Polishing LLC
Lacombe, LA 70445

- SEB/DBE Certification and/or Participation: No


## Contract Term:

January 1, 2023 - December 31, 2028

## Contract Amount:

Annual Contract Cost: $\$ 2,483$

## Solicitation:

Request for Quote - Two (2) Quotes received.

## NETWORK SERVER CONSULTING SERVICES

## Summary:

CONTRACTOR will perform network consulting services which include setup and configuration of approximately one-hundred ten (110) switches, replace failing switches and document all switches and locations.

## Contractor Information:

HP Inc.
Spring, TX 77839

- SEB/DBE Certification and/or Participation: No


## Contract Term:

January 1, 2024 - December 31, 2024

## Contract Amount:

Total Contract Cost: \$180,000

## Solicitation:

We have HP equipment and to maintain integrity of the system, HP consultants are preferred.

NOEHA AGENDA

Regular Meeting of the Board of Commissioners Ernest N. Morial New Orleans Exhibition Hall Authority (NOEHA)
Authority Boardroom - 900 Convention Center Blvd., New Orleans, LA 70130
Livestream: https://attendee.gotowebinar.com/register/8599389727661188182
Audio Only: 1 (415) 655-0052 | Access Code: 808-868-571

## AGENDA

## Wednesday, November 15, 2023 2:00 pm.

After the meeting is convened, the Board of Commissioners will consider the following items:
I. Call to Order
II. Public Comment - The Louisiana Open Meetings Law provides the public with the opportunity to address this Board prior to it taking any action on an agenda item at the meeting. Members of the public can provide comment by email to comments@mccno.com or in person. Email comments will be read aloud up to two (2) minutes each. People wishing to speak in person must fill out a speaker card and submit it to staff at the meeting. Speakers will be allowed 2 minutes to make comments.
III. Approval of NOEHA Board Meeting Minutes of October 25, 2023
IV. Resolution
A. Amendment to Joint Use Agreement with Louisiana Department of Transportation and Development
V. 2024 Budget Report
A. Operating \& Non-Operating
B. Taxes and Debt Service
C. Capital Program
VI. Contracts
A. Construction Manager at Risk - Roofing Project - AECOM Hunt Broadmoor, A Joint Venture
B. Roofing Project - Architectural Design \& Construction Administration Services - Eskew+Dumez+Ripple, A Professional Corp.
VII. Consent Agenda:
A. Contracts

1. 3rd Party Commissioning for HVAC and Electrical Stage I, Phases I and II - Thompson Building Energy Solutions, LLC
2. Furniture, Fixtures, \& Equipment - Associated Office System of Louisiana, INC (AOS)
B. Insurance Renewals
3. Property and Casualty
4. Health and Benefit Plans
VIII. Committee Reports (non-consent)
A. Finance \& Audit Committee
5. Financial Reports - September 2023
IX. Executive Session
A. Discuss Pending Litigation pursuant to La. R.S. 42:17(A)(2):
6. The Lemoine Company, LLC, et al. v. the Ernest N. Morial Exhibition Hall Authority, et al., No. 2021-07651, Civil District Court, Parish of Orleans, State of Louisiana;
B. Discussion of the character and professional competence of the Authority's Executive Vice President pursuant to his employment contract and authorized pursuant to La. R.S. 42:17(A)(1)
X. Consider action relative to Executive Vice President's compensation and performance incentive pursuant to annual performance review.
XI. Convention Center President's Report
XII. Other Business
XIII. 2024 Tentative Board Meeting Dates
XIV. Next Regularly Scheduled Meeting: Wednesday, December 13, 2023
XV. Motion to Adjourn

NOEHA MEETING MINUTES

# MEETING MINUTES OF THE BOARD OF COMMISSIONERS ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY 

A Meeting of Ernest N. Morial New Orleans Exhibition Hall Authority was held on Wednesday, October 25, 2023.

President Reyes called the meeting to order at 2:42 p.m. and asked for a roll call. The results were as follows:

| Geri Broussard | Present |
| :--- | :--- |
| Stephen Caputo | Present |
| Edgar Chase, IV | Present |
| David Ellis | Absent |
| Ronald Guidry | Present |
| Robert Hammond | Present |
| Don Hubbard | Absent |
| Eddie Jacobs | Present |
| Ralph Mahana | Present |
| Jerry Reyes | Present |
| Melvin J. Rodrigue | Absent |
| Camille Whitworth | Absent |
| Eric Wright | Present |

The total number present at roll call was nine (9).
President Reyes asked for public comment of agenda items. There were none.
President Reyes requested a motion to approve the NOEHA Board Meeting Minutes of September 27, 2023. Commissioner Wright moved approval, seconded by Commissioner Chase. Motion approved.

Commissioner Caputo moved to approve Landmark Consulting, LLC - Owner Representative Services. Motion seconded by Commissioner Wright. Motion approved.

Alita Caparotta presented the Financial Reports - August 2023. Commissioner Broussard moved approval. Motion seconded by Commissioner Guidry. Motion approved.

President Reyes requested a motion to enter executive session at 2:52 p.m. to discuss pending litigation under La. R.S. 42:17(A)(2):

1. Ernest N. Morial New Orleans Exhibition Hall Authority v. Cotton Commercial USA, Inc. and Weathershield Roofing, LLC, No. 2022-11407, Civil District Court, Parish of Orleans, State of Louisiana;
2. The Lemoine Company, LLC, et al. v. the Ernest N. Morial Exhibition Hall Authority, et al., No. 2021-07651, Civil District Court, Parish of Orleans, State of Louisiana;
3. Ernest N. Morial New Orleans Exhibition Hall Authority v. Regional Transit Authority, No. 2021-4470, Civil District Court, Parish of Orleans, State of Louisiana.

Commissioner Guidry moved approval. Motion seconded by Commissioner Mahana. Motion approved.

Board returned from executive session at 3:12 p.m.
Michael Sawaya gave the Convention Center President's report.
There was no Other Business to come before the board.
President Reyes asked for a motion to adjourn. Commissioner Broussard moved adjournment, seconded by Commissioner Wright. Motion approved and the meeting adjourned at 3:20 p.m.

## ATTEST:

CAMILLE WHITWORTH, SECRETARY
: rsa


## AMENDMENT TO JOINT USE AGREEMENT WITH LOUISIANA DEPARTMENT OF TRANSPORTATION AND DEVELOPMENT

WHEREAS, on November 7, 1988, the Louisiana Department of Transportation and Development (DOTD) and the Ernest N. Morial Exhibition New Orleans Hall Authority (the Authority, together, the Parties) entered into a Joint Use Agreement No. 85 (the JUA) wherein DOTD granted the Authority the right to use certain areas underneath the Pontchartrain Expressway for the expansion of the Ernest N. Morial New Orleans Convention Center (Convention Center):

WHEREAS, the Parties amended the JUA in 1992 in order to expand the area subject to the JUA in order to provide for operation and maintenance of parking lots;

WHEREAS, the Parties amended the JUA again in 1994 in order to expand the area subject to the JUA to provide for expansion of the Convention Center;

WHEREAS, the Parties wish to amend the JUA again in order to expand the area subject to the JUA for the purpose of beautifying a portion of the Calliope St. corridor;

BE IT ESTABLISHED, by this resolution that the Board President be authorized to sign any and all documents on behalf of the Authority in necessary to amend the JUA in order to expand the boundary area.

BE IT RESOLVED, at the $\qquad$ regular meeting of the Board of Commissioners of the Ernest N. Morial New Orleans Exhibition Hall Authority, Commissioner $\qquad$ moved to approve the resolution granting the Board President the authority to execute any and all documents necessary to amend the JUA and Commissioner $\qquad$ seconded this motion.

## 2024 BUDGET REPORT



To: Finance and Audit Committee; Executive Leadership Team
From: Alita Caparotta
Date: November 7, 2023
RE: 2024 Budget Message
Staff will present the 2024 budgets at the November 13, 2023, Finance \& Audit Committee meeting. Following committee review and approval, staff will advance the budgets to the full board at the November 15, 2023, board meeting. Funding should be in place at the start of fiscal year 2024.

Attached please find the 2024 budget documents for your review:

- Budget Summary
- Detailed Budget Presentation
- Tax Revenues and Debt Service
- Capital Delivery

The budget initiatives were forecasted based upon the following 2024 data points:

- 105 events ( 30 first time; 25 annual)
- 723,000 total attendees
- Building Occupancy of $53 \%$
- In-the-year-events have been added and total $6 \%$ of operating revenues

Key points are summarized in the next several paragraphs. Comparisons to FY 2023 and FY 2022 are noted as a point of reference. Building renovations will not impact scheduled events at this time.

## Operating Revenues ( $\$ 35$ million):

- User fees ( $\$ 28 \mathrm{MM}$ ) are $4 \%$ lower than 2023 forecast ( $\$ 29 \mathrm{MM}$ ) with fewer events and attendance forecasted.
- Food \& Beverage revenues (\$7MM) are 5\% below 2023 revenues and are based upon contracted catering and expected retail services.
- The type of events scheduled by each quarter is consistent with prior years.
$>$ Quarter 1: Strong start to the year with thirteen (13) annual, mostly local events. In January, the Center will host Anheuser Busch SAMCOM, a short-term corporate booking. Also on the schedule are rotational events such as PowerGen, American Rental Association, American Chemical Society, and True Value, which was one of the last events held in New Orleans prior to COVID.
$>$ Quarter 2: Forecasting twenty- seven (27) events with most in the 2,500-5,000-attendee range. However, American Association of Orthodontists, Association for Talent Development,

Association of International Educators, and National Athletic Trainer's Association expect attendance to reach 9,000 or greater.
> Quarter 3: Includes the return of many annual events such as Essence Music Festival, Louisiana Restaurant Association, and NOLA Pickleball. Also, there are several rotational, large attendee events: Evangelical Lutheran Church of America Youth Gathering, American Legion, and Society of Petroleum Engineers.
$>$ Quarter 4: Filled with traditionally large conventions including Water Environment Federation, American Dental Association, American Nurses Credentialing Center, Workboat, and American Society of Health- System Pharmacists. Internally produced NOLA Christmas Fest is also forecasted.

## Operating Expenses ( $\$ 68$ million):

- Operating expenses are $4 \%$ higher than 2023 Forecast.
- Salaries \& Wages (\$29 MM):
- Total roster of 462 FT positions (year-end)
- Reflects impact of the 2022 market rate adjustments as well as an average $3.5 \%$ merit increase for 2022 and 2023.
- Includes labor study in 2024 and $3.25 \%$ merit increase. Estimate based upon market study, recruitment, and retention.
- PT and OT labor budgets primarily used for event related schedules.
- Employee Benefit program offerings ( $\$ 5 \mathrm{MM}$ ):
- Employer provided/voluntary health plans are budgeted to increase based on the health plan utilization and claims.
- Retirement contribution rates will stay the same.
- General \& Administrative (\$10 MM):
- Expect premium increases for property and casualty insurance program coverage due to reinsurance market conditions, claims and carriers writing policies (\$7 MM)
- Continue investment in over 60 software programs and necessary modification expenses to manage sales calendar, event needs, operational maintenance, and financial reporting program features ( $\$ 1.5 \mathrm{MM}$ )
- Utilize consultants to assist with specific initiatives including Insurance/Risk, Financial Advisory, Disaster/FEMA, Grants, Legislative, Software, Safety/Security, SEB, and DEI. (\$900k)
- Sales and Marketing (\$2 MM):
- Market the Convention Center and City of New Orleans to clients and the local community through a combination of sponsorships at industry events and a marketing campaign. Includes SEB and DEI initiatives (\$1.3MM).
- Travel to and participate in national meetings and conventions to personally discuss with clients New Orleans' ability to host events (\$400K).
- Enhance community outreach and education (\$235K).
- Facility Maintenance \& Equipment (\$8 MM):
- Focus on a continuous cycle of repairs and maintenance of aged equipment including Kitchen Equipment ( $\$ 490 \mathrm{~K}$ ), Elevators and Escalators ( $\$ 709 \mathrm{~K}$ ) and the HVAC system ( $\$ 628 \mathrm{~K}$ ).
- Deliver on general housekeeping and janitorial initiatives with the emphasis on health and basic infection prevention measures as well as sustainability (\$3 MM).
- Replenish materials for internal and external clients including IT (\$150K) and production (\$194K).
- Refresh and maintain exterior grounds including park, transportation center and parking areas (\$760K).
- Utility costs consisting of electricity, gas, and water ( $\$ 5 \mathrm{MM}$ ), are budgeted based upon event consumption and the realization of infrastructure improvements.
- Event \& Trade Show (\$5 MM):
- Promote and operate internally owned events, Nola Christmas Fest and ResCon. (\$ 1.3MM)
- Support events and provide services such as Medical/Safety (\$1MM) and routine event services such as electrical, production, meeting room resets, etc. (\$2.2MM)

Non- Capital Projects (\$1.7MM):

- Projects that are not annual and do not meet capital policy requirements such as elevator modifications $(\$ 215 \mathrm{~K})$, event tables \& racks ( $\$ 700 \mathrm{~K}$ ), and production equipment $(\$ 500 \mathrm{~K})$.


## Non-Operating Revenues and Expenses:

- Tax Revenues (\$69MM), based on STR projections for the region, are forecasted at a 3\% increase over 2023.
- Interest Expense ( $\$ 5 \mathrm{MM}$ ) reflects the scheduled bond payments.
- Investment Income earnings (\$11MM) include earnings from funds held in operating bank deposits, investment accounts and trustee holdings. Increase is due to 2023 bond construction proceeds and higher investment rates.


## Capital Program

- Total program (\$557MM) adopted in 2018.
- 2024 estimated spend is $\$ 77 \mathrm{MM}$ and is reported in four (4) categories:
- Design and Administration ( $\$ 18 \mathrm{MM}$ ) includes $\mathrm{R} \& D$ for future initiatives and property development expenses.
- Construction/Procurement Internal (\$3.5MM) includes major repairs and replacements to kitchen equipment $(\$ 500 \mathrm{~K})$, HVAC systems ( $\$ 1.5 \mathrm{MM}$ ), as well as equipment to maintain building/campus and service events ( $\$ 600 \mathrm{~K}$ )
- Construction CMAR (\$47MM) includes roof (\$18MM), Stage 1 (\$24MM) and Stage 2 (\$5MM)
- IT (\$8MM) consists of access/security (\$2MM) and WiFi (\$4.5MM).

2024 is focused on long-term improvements to the facility. While we undergo large scale renovation projects the focus must still remain on infrastructure and mechanical needs to improve our "aging" systems. This will be the lead-off to the "next five year" Capital plan that will primarily focus on one initiative. Restoring Our Core. This initiative will be based on the needs of daily operations while lending support to major renovation schedules and changes in the facility and its core operating functions. We continue to think strategically on our approach to Capital spend and this is just one clear example of that mission.

Funding for annual 2024 initiatives will originate from Operating and Non-Operating Revenues. The capital program will be funded with board dedicated reserves and 2023 bond proceeds. The budget presented projects a net increase to the reserve funds of $\mathbf{\$ 1 7} \mathbf{~ M M}$ by the conclusion of 2024. Following the board directive, the Authority will endeavor to rebuild the reserve funds which were used from 2019 through 2021 to fund operating and non-operating initiatives as well as COVID related losses. If you have any questions, please feel free to contact me at acaparotta@mccno.com or 504-582-3022.


Ernest N. Morial

## New Orleans Exhibition Hall Authority 2024 Debt Service Budgeł

|  | $2022$ <br> Actuals |  | $2023$ <br> Budget |  | $2023$ <br> Revised Budget |  | $2024$ <br> Budget |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tax Revenues |  |  |  |  |  |  |  |  |
| $3 \%$ Hotel/Motel Tax less fees | \$ | 36,681,351 | \$ | 40,491,499 | \$ | 36,266,929 | \$ | 38,176,996 |
| Hotel Occ/F\&B Tax less fees | \$ | 20,353,830 | \$ | 24,643,710 | \$ | 22,292,888 | \$ | 22,644,410 |
| Serv Cont \& Tour Tax less fees | \$ | 2,685,640 | \$ | 1,974,833 | \$ | 3,119,925 | \$ | 2,871,580 |
| State Appropriation | \$ | 2,000,000 | \$ | 2,000,000 | \$ | 2,000,000 | \$ | 2,000,000 |
| RTA Tax | \$ | 2,948,135 | \$ | 3,294,862 | \$ | 2,868,525 | \$ | 3,100,945 |
| Tax Revenues | \$ | 64,668,956 | \$ | 72,404,904 | \$ | 66,548,267 | \$ | 68,793,931 |
| Investment Income/(Expense) |  |  |  |  |  |  |  |  |
| Interest Earnings on Debt Service | \$ | 57,054 | \$ | 52,999 | \$ | 1,287,482 | \$ | 4,459,061 |
| Debt Service Fees | \$ | - | \$ | $(2,000)$ | \$ | $(2,000)$ | \$ | $(95,724)$ |
| Investment Income (net) | \$ | 57,054 | \$ | 50,999 | \$ | 1,285,482 | \$ | 4,363,337 |
| Debt Service |  |  |  |  |  |  |  |  |
| Interest Expense | \$ | $(1,235,849)$ | \$ | $(1,345,226)$ | \$ | $(2,188,675)$ | \$ | $(6,949,226)$ |
| Principal Expense | \$ | $(4,605,000)$ | \$ | $(4,605,000)$ | \$ | $(4,605,000)$ | \$ | $(4,830,000)$ |
| Total Debt Service | \$ | $(5,840,849)$ | \$ | (5,950,226) | \$ | $(6,793,675)$ | \$ | (11,779,226) |
| Total Non-Operating Revenue (Expense) | \$ | 58,885,161 | \$ | 66,505,677 | \$ | 61,040,074 | \$ | 61,378,042 |

Note: does not include refunding or new issuance transactions

| Ernest N. Morial New Orleans Exhibition Hall Authority Capital Project Delivery Budgeł 2024 Budgeł |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Project Description |  | ject Budget |  | igations to ate (thru /30/23) |  | uals to Date iru 9/30/23) |  | 24 Budget |
| Design \& Administration |  |  |  |  |  |  |  |  |
| Research and Development | \$ | 9,766,003 |  | 2,522,477 | \$ | 2,522,477 | \$ | 750,000 |
| Development Site Preparation | \$ | 26,000,000 | \$ | 2,794,793 | \$ | 2,794,793 | \$ | 17,500,000 |
| SUB TOTAL | \$ | 35,766,003 | \$ | 5,317,270 | \$ | 5,317,270 | \$ | 18,250,000 |
| Construction-Internal |  |  |  |  |  |  |  |  |
| Digital Directional Signage | \$ | 3,000,000 | \$ | 2,247,706 | \$ | 2,166,842 | \$ | 100,000 |
| Annual Capital Projects ** | \$ | 40,000,000 | \$ | 27,019,228 | \$ | 23,800,351 | \$ | 3,479,615 |
| SUB TOTAL |  | 43,000,000 | \$ | 29,266,934 | \$ | 25,967,193 | \$ | 3,579,615 |
| Construction-CMAR |  |  |  |  |  |  |  |  |
| Roof Replacement |  | 47,712,352 | \$ | 42,030,911 | \$ | 28,848,941 | \$ | 17,950,000 |
| Stage 1 (Meeting Rooms, Lobbies \& Prefunction Areas) |  | 109,198,538 | \$ | 33,888,961 | \$ | 19,461,518 | \$ | 24,500,000 |
| Stage 2 (Immersive Interventions and Multi-purpose space) |  | 205,999,071 | \$ | 17,228,299 | \$ | 6,496,080 | \$ | 4,800,000 |
| SUB TOTAL | \$ | 362,909,961 | \$ | 93,148,171 | \$ | 54,806,539 | \$ | 47,250,000 |
| IT Upgrades |  |  |  |  |  |  |  |  |
| Data Center |  |  | \$ | 5,082,949 | \$ | 5,082,949 | \$ | 500,000 |
| Infrastructure Access Control |  |  | \$ | 1,179,264 | \$ | 1,119,329 | \$ | 2,000,000 |
| Infrastructure Fiber |  |  | \$ | 9,732,086 | \$ | 9,702,476 | \$ | 800,000 |
| Infrastructure WiFi |  |  | \$ | 58,146 | \$ | 58,146 | \$ | 4,500,000 |
| Infrastructure Surveillance Solution |  |  | \$ | 2,822,927 | \$ | 2,822,927 | \$ | 165,000 |
| SUB TOTAL | \$ | 27,600,000 | \$ | 18,875,372 | \$ | 18,785,827 | \$ | 7,965,000 |
| Closeout/Completed |  |  |  |  |  |  |  |  |
| Exhibit Hall Lighting Retrofit | \$ | 8,002,417 | \$ | 8,002,417 | \$ | 8,002,417 | \$ | - |
| Speak Easys | \$ | 1,900,000 | \$ | 1,900,000 | \$ | 1,884,461 | \$ | - |
| Linear Park \& Transportation Center | \$ | 64,372,620 | \$ | 64,372,620 | \$ | 64,347,620 | \$ | - |
| Morial Memorial | \$ | 1,561,844 | \$ | 1,561,844 | \$ | 1,561,844 | \$ | - |
| Restrooms | \$ | 11,887,155 | \$ | 10,198,678 | \$ | 10,182,515 | \$ | - |
| SUB TOTAL | \$ | 87,724,036 | \$ | 86,035,559 | \$ | 85,978,857 | \$ | - |
| GRAND TOTAL |  | 557,000,000 | \$ | 232,643,306 | \$ | 190,855,686 | \$ | 77,044,615 |

* Small portion to be written off as undeliverable

** \begin{tabular}{l}
Annual Capital Projects <br>

$\qquad$| Back of House HVAC Replacement | $\$$ | 165,000 |
| :--- | :--- | ---: |
| Air Handler Unit Replacement - Kitchen I | $\$$ | 299,900 |
| Man Lift | $\$$ | 51,815 |
| Ice machine replacement | $\$$ | 350,000 |
| BMS Front End \& Field Hardware | $\$$ | 135,000 |
| Replace HHW \& CHW Pipe Insulation | $\$$ | 500,000 |
| Replace Roof HVAC Equipment Spring Isolation | $\$$ | 200,000 |
| Cardboard Box Balers (4) | $\$$ | 50,000 |
| Rear of Building Barriers for Road | $\$$ | 250,000 |
| Renovate Mezzanine and Great Hall Restrooms | $\$$ | 143,000 |
| Floor Scrubber - Tenant600e | $\$$ | 17,500 |
| Alpha Base HVAC Upgrades | $\$$ | 145,000 |
| New Event Transformers | $\$$ | 24,000 |
| New Cooler at Pantry 20 | $\$$ | 25,000 |
| Pizza Oven for Jazz City | $\$$ | 20,000 |
| Fryers for Jazz City | $\$$ | 86,000 |
| Flat Top Grills for Jazz City | $\$$ | 17,400 |
| New Turbo Air Units (display coolers) | $\$$ | 25,000 |
| Replace Duct and Smoke Detectors | $\$$ | 450,000 |
| Replace Great Hall and Plaza LED Lights | $\$$ | 64,000 |
| Ride-On Cleaning Machine - Campus Logistics | $\$$ | 75,000 |
| Shuttle Hub and Ride Share signage | $\$$ | 100,000 |
| Replace Fuel Pumps - J dock | $\$$ | 36,000 |
| Entergy Vault Upgrades - Phases I and II | $\$$ | 50,000 |
| Unanticipated Capital Projects | $\$$ | 200,000 |


 

$3,479,615$ <br>
\hline
\end{tabular}



# CMAR- ROOFING PROJECT - GMP Amendment (Guaranteed Maximum Price) 

## Summary:

Includes additional square footage to roof and will result in a schedule adjustment.
Contractor Information:
AECOM Hunt | Broadmoor, A Joint Venture
Indianapolis, IN 46241

- SEB/DBE Certification and/or Participation: Yes
- Chatmon Construction LLC: 24\%
- M\&R Disposal Services: 0.36\%
- Seven Seas Construction: 0.69\%
- Chester Electric: 0.15\%
- Lawrence Crane Theming and Design Concepts: $0.47 \%$
- New Orleans Iron Works: 1.44\%
- Legacy Professional Services, LLC: 1.14\%
- Integrated Logistical Support, Inc. (ILSI): 1.95\%


## Contract Term:

Construction of Roof to be completed by June 14, 2024.
Contract Amount:
Original Contract Cost: $\$ 36,987,267$ (GMP)
Change Order: $\$ 5,478,731$
Total Contract Cost: $\$ 42,465,998.02$

```
Solicitation:
```


## ROOFING PROJECT - ARCHITECTURAL DESIGN \& CONSTRUCTION ADMINISTRATION SERVICES

## Summary:

Prepare construction documents and administration services to the additional areas added by the AECOM Hunt | Broadmoor contract. This will also result in a schedule adjustment. This fee is within the guidelines set forth by the State of Louisiana Fee Calculation Formula.

## Contractor Information

Eskew+Dumez+Ripple, A Professional Corp. New Orleans, LA 70130
-SEB/DBE Certification and/or Participation: Yes

- Marrero Couvillon \& Associates, LLC (16\%)
-Batture, Inc. (4\%)
- Nano, LLC (22\%)


## Contract Term:

Construction to be completed by June 14, 2024
Contract Amount \& Budget:
Original Contract Cost: \$2,050,827.00
Change Order: \$294,802
Total Contract Cost: \$2,345,629


## CONSENT AGENDA

## A. Contracts

1.3rd Party Commissioning for HVAC and Electrical Stage I, Phases I and II - Thompson

Building Energy Solutions, LLC
2.Furniture, Fixtures, \& Equipment - Associated Office System of Louisiana, INC (AOS)
B. Insurance Renewals

1. Property and Casualty
2. Health and Benefit Plans


## 3rd PARTY COMMISSIONING FOR HVAC \& ELECTRICAL STAGE 1, PHASE 1 AND 2

## Summary:

CONSULTANT will provide $3^{\text {rd }}$ Party HVAC commissioning services to ensure systems are installed and operating according to the criteria in the original design and engineering documentation.

## Contractor Information

Thompson Building Energy Solutions, LLC
Baton Rouge, LA 70879

- SEB/DBE Certification and/or Participation: Yes (100\%)


## Contract Term:

November 16, 2023 - November 15, 2026

## Contract Amount:

Contract Cost: \$236,062

## Solicitation Information

Request for Quote - Two (2) Quotes received.

## FURNITURE, FIXTURES, \& EQUIPMENT

## Summary:

CONTRACTOR will provide furniture, fixtures, and equipment for the interior renovation.

## Contractor Information:

Associated Office Systems of Louisiana, INC (AOS)
New Orleans, LA 70130

- SEB/DBE Certification and/or Participation: No


## Contract Term:

December 1, 2023 - November 31, 2026, or upon project completion

## Contract Amount:

Total Contract Cost: \$1,500,000

## Solicitation:

State Contract

## INSURANCE RENEWALS

## PROPERTY \& <br> CASUALTY <br> PROGRAM

## INSURANCE RENEWALS - PROPERTY \& CASUALTY

| Insurance Program/Policy | Expiring - 2023 | Renewal - 2024* |
| ---: | ---: | ---: |
| Directors \& Officers Liability, EPLI, \& Crime | $\$ 67,160$ | $\$ 68,041$ |
| Cyber Liability | $\$ 49,505$ | $\$ 39,153$ |
| Workers Compensation | $\$ 325,707$ | $\$ 279,077$ |
| Workers Compensation - Out of State | $\$ 675$ | $\$ 710$ |
| Flood - MCCNO | $\$ 2,691$ | $\$ 2,807$ |
| Fiduciary Responsibility** | $\$ 4,645$ | $\$ 4,749$ |

HEALTH \&
BENEFIT
INSURANCE
PROGRAM

## EXECUTIVE SUMMARY OF BENEFIT CHANGES

|  | Executive Summary of Benefit Changes |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2023 | 2024 | Change | Notes |
| Medical/Rx Budget | \$3,484,012 | \$3,903,759 | \$419,747 | 12.0\% Increase |
| Medical Administration | UHC | UHC | \$8,131 | Increase of $\$ 1.45$ PEPM administration fee with 3 yer rate guarantee plus the addition of $\$ .075$ PEPM for claim fiduciary. |
| Gene Therapy Solution | Stealth | Optum | \$4,066 | Optum includes more gene therapies than Stealth |
| Reinsurance | $\$ 175,000$ Specific Deductible | $\$ 175,000$ Specific Deductible | \$90,192 | 10.7\% increase |
| Employee Assistance Program (EAP) | N/A | Optum | \$30,840 | Additional mental health resources for employees with Virtual Coaching |
| Paytient | Payroll deductions for employees | Payroll deductions for deductibles | \$16,647 | Expand for use at any facility versus only LCMC facilities. |
| Voluntary Vision | Davis Vision | Humana | $(\$ 3,345)$ | Savings to employees |
| Voluntary Critical Illness | UNUM | Aflac | \$0 | Enhanced benefits |
| Voluntary Accident | UNUM | Aflac | \$0 | Enhanced benefits |
| Voluntary Hospital Indemnity | N/A | Aflac | \$0 | Addition of voluntary product to offset cost of inpatient hospital admission |

## MEDICAL \& REINSURANCE PROGRAM

| Company Sponsored Plans | Annualized Projection | Projection |
| :---: | :---: | :---: |
| Employee Health \& Benefit Premium Projection | 01/01/2023-12/31/2023 | 01/01/2024-12/31/2024 |
| MEDICAL AND REINSURANCE: |  |  |
| United Healthcare (TPA) \& SunLife (Reinsurance) |  |  |
| Average \# of Employees | 308 | 308 |
| Estimated Total Plan Costs | \$3,305,458 | \$3,719,846 |
| Administration Fee | \$178,554 | \$183,913 |
| TOTAL EXPECTED COST | \$3,484,012 | \$3,903,759 |
| Annual Employee Contribution | (\$775,471) | $(\$ 829,754)$ |
| NET TOTAL EXPECTED COST | \$2,708,541 | \$3,074,005 |
| total annual average cost per employee | \$11,312 | \$12,675 |
| MCCNO's Annual Average Cost per Employee* | \$8,794 | \$9,981 |

*MCCNO pays approximately $79 \%$ of medical and reinsurance costs per employee. Budget increase of $\mathbf{1 2 . 0 \%}$ is based on August 2023 enrollment count. Contributions are projected to decrease in 2023 due to enrollment decline from 2022.

Projected Costs are based on budget numbers provided by HUB. HUB does not use the expected or maximum claims projections from the reinsurance carrier.

FINANCE \& AUDIT
COMMITTEE REPORT

| ASSETS AND DEFERRED OUTFLOWS OF RESOURCES Current assets: | 2023 |  | 2022 |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Cash | \$ | 33,891,548 | \$ | 17,770,527 |
| Investments |  | 21,145,408 |  | 24,913,260 |
| Accounts receivable, net |  | 5,214,564 |  | 3,105,193 |
| Interest receivable |  | 934,817 |  | 353,579 |
| Lease receivable |  | 1,289,028 |  | 242,647 |
| Prepaid expenses and other assets |  | 3,205,335 |  | 2,084,485 |
| Total current assets |  | 65,680,700 |  | 48,469,691 |
| Designated and restricted assets: |  |  |  |  |
| Cash, restricted primarily for construction and debt service |  | 5,383,563 |  | 5,384,000 |
| Cash, restricted to satisfy Cooperative Endeavor Agreements |  | 7,310,681 |  | 7,112,040 |
| Investments, designated by Board for future specified use |  | 35,600,000 |  | 35,600,000 |
| Investments, restricted to satisfy Cooperative Endeavor Agreements |  | 97,621,320 |  | 78,749,693 |
| Investments, restricted primarily for debt services |  | 114,086,927 |  | 4,124,242 |
| Interest Receivable |  | 464,664 |  | - |
| Taxes receivable |  | 17,779,482 |  | 15,167,040 |
| Total designated and restricted assets |  | 278,246,637 |  | 146,137,017 |
| Long-term assets: |  |  |  |  |
| Lease receivable, less current portion |  | 3,990,144 |  | 330,097 |
| Right to use leased assets and subscriptions, net of amortization |  | 216,551 |  | 916,519 |
| Property, buildings and equipment, net |  | 409,000,779 |  | 383,188,749 |
| Total long-term assets |  | 413,207,474 |  | 384,435,365 |
| Total assets | \$ | 757,134,811 | \$ | 579,042,072 |
| Deferred outflows of resources |  |  |  |  |
| Unamortized loss on bond refinancing |  | - |  | 779,234 |
| Total assets and deferred outflows of resources | \$ | 757,134,811 | \$ | 579,821,306 |
| LIABILITIES, DEFERRED INFLOWS OF RESOURCES AND NET POSITION |  |  |  |  |
| Current liabilities (payable from current assets): |  |  |  |  |
| Accounts payable | \$ | 20,438,999 | \$ | 4,035,907 |
| Other payables |  | 6,064,468 | \$ | 2,103,832 |
| Unearned revenue |  | 5,685,279 | \$ | 5,906,727 |
| Current portion of lease and subscrtption obligations |  | 61,146 | \$ | 643,267 |
| Compensated absences, current portion |  | 761,998 | \$ | 638,281 |
| Total unrestricted current liabilities |  | 33,011,890 |  | 13,328,014 |
| Current liabilities (payable from restricted assets): |  |  |  |  |
| Other Liabilities |  | 74,025 |  | 79,402 |
| Current portion of accrued bond interest |  | 1,462,492 |  | 281,034 |
| Current portion of bonds payable and other long term liabilities |  | 4,830,000 |  | 4,605,000 |
| Total restricted current liabilities |  | 6,366,517 |  | 4,965,436 |
| Total current liabilities |  | 39,378,407 |  | 18,293,450 |
| Long-term liabilities: |  |  |  |  |
| Compensated absences, less current portion |  | 543,552 |  | 487,744 |
| Bonds payable and other long term liabilities, less current portion, net |  | 145,071,379 |  | 24,518,792 |
| Lease and subscriptions obligations, less current portion |  | 15,358 |  | 141,096 |
| Unearned revenue, less current portion |  | 2,100,106 |  | 1,993,057 |
| Lease deposits |  | 2,053,074 |  | - |
| Total long-term liabilities |  | 149,783,469 |  | 27,140,688 |
| Total liabilities |  | 189,161,876 |  | 45,434,138 |
| Deferred inflows of resources |  |  |  |  |
| Unamortized gain on bond refinancing |  | 2,475,129 |  | 4,234,591 |
| Leases |  | 5,181,614 |  | 600,844 |
| Total deferred inflows of resources |  | 7,656,743 |  | 4,835,435 |
| Total liabilities and deferred inflows of resources |  | 196,818,619 |  | 50,269,573 |
| Net position: |  |  |  |  |
| Invested in capital assets, net of related debt |  | 259,099,400 |  | 354,844,191 |
| Restricted primarily for debt service, construction, and CEA |  | 241,110,120 |  | 110,176,581 |
| Unrestricted |  | 60,106,672 |  | 64,530,961 |
| Total net position |  | 560,316,192 |  | 529,551,733 |
| Total liabilities, deferred inflows of resources, and net position | \$ | 757,134,811 | \$ | 579,821,306 |

## ERNEST N. MORIAL

NEW ORLEANS EXHIBITION HALL AUTHORITY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION FOR THE PERIOD ENDING SEPTEMBER 2023 AND SEPTEMBER 2022

|  |  | 2023 ACTUALS |  |  |  | 2022 - AUDITED |  |  |  |  | 2023 REVISED BUDGET |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Month to Date |  | Year to Date |  | $\begin{gathered} \text { Prior } \\ \text { Year to Date } \end{gathered}$ |  | Variance |  | Percent Variance | $\begin{gathered} \text { Budget } \\ \text { Year to Date } \end{gathered}$ | $\begin{gathered} \text { Variance } \\ \text { To Actual YTD } \end{gathered}$ |  | Percent Variance |
| 1 Operating revenues: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2 | User fees | \$ | 818,899 | \$ | 21,578,060 | \$ | 20,111,007 | \$ | 1,467,053 | 7.29\% | \$ 22,312,075 | \$ | $(734,015)$ | -3.29\% |
| 3 | Food Service Commissions and Fees |  | $(1,423)$ |  | 4,960,362 |  | 4,001,422 |  | 958,940 | 23.96\% | 5,285,409 |  | $(325,047)$ | -6.15\% |
| 4 | Other: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5 | The UPS Store |  | 26,049 |  | 329,207 |  | 299,387 |  | 29,820 | 9.96\% | 343,385 |  | $(14,178)$ | -4.13\% |
| 6 | Rental |  | 94,036 |  | 1,290,812 |  | 234,238 |  | 1,056,574 | 451.07\% | 1,439,433 |  | $(148,621)$ | -10.32\% |
| 7 | Miscellaneous |  | 7,896 |  | 213,026 |  | 510,216 |  | $(297,190)$ | -58.25\% | 188,182 |  | 24,844 | 13.20\% |
| 8 | Total operating revenues |  | 945,457 |  | 28,371,467 |  | 25,156,270 |  | 3,215,197 | 12.78\% | 29,568,484 |  | 1,197,017) | -4.05\% |
| 9 Operating expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 10 | General and administrative |  | 1,017,769 |  | 9,536,972 |  | 6,719,349 |  | $(2,817,623)$ | -41.93\% | 10,104,527 |  | 567,555 | 5.62\% |
| 11 | Sales and marketing |  | 423,937 |  | 2,937,568 |  | 2,545,239 |  | $(392,329)$ | -15.41\% | 2,986,232 |  | 48,664 | 1.63\% |
| 12 | New Orleans \& Co. |  | 8,000 |  | 337,933 |  | 467,120 |  | 129,187 | 27.66\% | 393,993 |  | 56,060 | 14.23\% |
| 13 | Event services |  | 188,356 |  | 1,775,566 |  | 1,598,712 |  | $(176,854)$ | -11.06\% | 1,790,149 |  | 14,583 | 0.81\% |
| 14 | Food services |  | 103,204 |  | 637,197 |  | 594,823 |  | $(42,375)$ | -7.12\% | 720,015 |  | 82,818 | 11.50\% |
| 15 | Building operations |  | 1,946,484 |  | 19,521,065 |  | 18,765,261 |  | $(755,803)$ | -4.03\% | 20,433,101 |  | 912,036 | 4.46\% |
| 16 | Public safety |  | 480,893 |  | 4,074,978 |  | 3,582,747 |  | $(492,231)$ | -13.74\% | 4,315,947 |  | 240,969 | 5.58\% |
| 17 | Production services |  | 227,636 |  | 2,671,441 |  | 1,982,260 |  | $(689,181)$ | -34.77\% | 2,732,651 |  | 61,210 | 2.24\% |
| 18 | Technology services |  | 455,143 |  | 3,295,126 |  | 3,328,777 |  | 33,651 | 1.01\% | 4,237,857 |  | 942,731 | 22.25\% |
| 19 | The UPS Store |  | 37,600 |  | 328,418 |  | 324,343 |  | $(4,075)$ | -1.26\% | 336,955 |  | 8,537 | 2.53\% |
| 20 | Total operating expenses |  | 4,889,022 |  | 45,116,264 |  | 39,908,629 |  | $(5,207,634)$ | -13.05\% | 48,051,427 |  | 2,935,163 | 6.11\% |
| 21 | Income (Loss) from operations before depreciation and non-capital, one-time projects |  | $(3,943,565)$ |  | $(16,744,797)$ |  | $(14,752,359)$ |  | $(1,992,438)$ | -13.51\% | (18,482,943) |  | 1,738,146 | 9.40\% |
| 22 | Non-capital, one-time projects |  | 49,813 |  | 179,194 |  | 1,352,599 |  | 1,173,405 | 86.75\% | 328,931 |  | 149,737 | 45.52\% |
| 23 | Depreciation and amortization |  | 1,985,097 |  | 18,121,515 |  | 17,145,352 |  | $(976,163)$ | -5.69\% | 18,117,155 |  | $(4,360)$ | -0.02\% |
| 24 | Income (Loss) before nonoperating revenues (expenses) and capital contributions |  | $(5,978,475)$ |  | $(35,045,506)$ |  | (33,250,310) |  | $(1,795,196)$ | -5.40\% | $(36,929,029)$ |  | 1,883,523 | 5.10\% |
| 25 Nonoperating revenues (expenses): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 26 | Tax revenues |  | 4,047,122 |  | 47,456,390 |  | 44,196,992 |  | 3,259,398 | 7.37\% | 47,823,422 |  | $(367,032)$ | -0.77\% |
| 27 | Investment income/(expenses) |  | 664,943 |  | 7,281,781 |  | $(1,653,005)$ |  | 8,934,786 | 540.52\% | 5,578,989 |  | 1,702,792 | 30.52\% |
| 28 | Interest expense |  | $(434,660)$ |  | (2,710,554) |  | $(1,199,079)$ |  | $(1,511,475)$ | -126.05\% | $(2,655,490)$ |  | $(55,064)$ | -2.07\% |
| 29 | Insurance proceeds |  | - |  | 7,571 |  | - |  | 7,571 | 0.00\% | 7,571 |  |  | 0.00\% |
| 30 | Total nonoperating revenues (expenses) |  | 4,277,405 |  | 52,035,188 |  | 41,178,727 |  | 10,856,461 | 26.36\% | 50,754,492 |  | 1,280,696 | 2.52\% |
| 31 | Increase (Decrease) in net position | \$ | $(1,701,070)$ | \$ | 16,989,682 | \$ | 7,928,417 | \$ | 9,061,265 | 114.29\% | \$ 13,825,463 | \$ | 3,164,219 | 22.89\% |
| 32 Net position: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 33 | Balance, beginning of year |  |  |  | 543,319,396 |  | 521,288,819 |  |  |  | 543,319,396 |  |  |  |
| 3 | Change in accounting principle |  |  |  | 7,114 |  | 334,497 |  |  |  |  |  |  |  |
|  |  |  |  |  | 543,326,510 |  | 521,623,316 |  |  |  |  |  |  |  |
| 35 | Balance, end of year |  |  | \$ | 560,316,192 | \$ | 529,551,733 | \$ | $\underline{9,061,265}$ |  | \$557,144,859 | \$ | 3,171,333 |  |

## STATEMENT OF CASH FLOWS

|  |  | 2023 |  | 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Cash flows from operating activities: |  |  |  |  |
| 2 | Cash received from user fees | \$ | 23,677,492 | \$ | 22,115,126 |
| 3 | Cash received from other sources |  | 5,917,129 |  | 5,213,299 |
| 4 | Cash paid to employees and for related expenses |  | $(24,779,156)$ |  | $(22,127,477)$ |
| 5 | Cash paid to suppliers |  | $(11,903,565)$ |  | $(19,833,772)$ |
| 6 | Net cash provided by (used in) operating activities |  | $(7,088,100)$ |  | $(14,632,824)$ |
| 7 | Undesignated Expansion Cash and Investments |  |  |  |  |
| 8 | Cash received from taxes |  | 51,735,932 |  | 45,564,744 |
| 9 | Distributions to Government Agencies |  | $(83,819)$ |  | $(166,181)$ |
| 10 | Net cash provided by noncapital financing activities |  | 51,652,113 |  | 45,398,563 |
| 11 | Cash flows from capital and related financing activities: |  |  |  |  |
| 12 | Acquisition and construction of capital assets |  | $(37,362,427)$ |  | $(14,571,698)$ |
| 13 | Repayment of bonds and long term liabilities |  | $(4,605,000)$ |  | $(52,725,000)$ |
| 14 | Interest paid |  | $(2,888,949)$ |  | $(2,505,928)$ |
| 15 | Insurance proceeds |  | 7,571 |  | - |
| 16 | Cash paid for bond issuance costs |  | $(708,807)$ |  | $(330,116)$ |
| 17 | Proceeds from 2023 bond issue |  | 118,401,352 |  | 47,317,179 |
| 18 | Net cash used in capital and related financing activities |  | 72,843,740 |  | $(22,815,563)$ |
| 19 | Cash flows from investing activities: |  |  |  |  |
| 20 | Purchases of investment securities |  | $(445,276,624)$ |  | (184,544,752) |
| 21 | Investment sales and maturities |  | 341,600,517 |  | 181,289,358 |
| 22 | Lease deposits |  | - |  |  |
| 23 | Interest payments received |  | 5,670,599 |  | 833,241 |
| 24 | Net cash provided by (used in) investing activities |  | $(98,005,508)$ |  | $(2,422,153)$ |
| 25 | Net increase (decrease) in cash and cash equivalents |  | 19,402,245 |  | 5,528,023 |
| 26 | Cash and cash equivalents at beginning of year |  | 27,183,547 |  | 24,738,544 |
| 27 | Cash and cash equivalents at month end | \$ | 46,585,792 | \$ | 30,266,567 |
| 28 | Reconciliation of loss from operations to net |  |  |  |  |
| 29 | Cash used in operating activities: |  |  |  |  |
| 30 | Loss from operations | \$ | $(35,045,506)$ | \$ | (33,250,310) |
| 31 | Adjustments to reconcile loss from operations to net |  |  |  |  |
| 32 | Cash used in operating activities: |  |  |  |  |
| 33 | Depreciation |  | 18,121,515 |  | 17,145,352 |
| 34 | Increase and decrease in: |  |  |  | 0 |
| 35 | Accounts receivable |  | 843,861 |  | $(279,107)$ |
| 36 | Prepaid and other assets |  | $(1,819,075)$ |  | $(571,185)$ |
| 37 | Accounts payable and accrued expenses |  | 10,431,811 |  | $(128,835)$ |
| 38 | Unearned revenue |  | 379,293 |  | 2,451,261 |
| 39 | Net cash used in operating activities | \$ | (7,088,100) | \$ | $(14,632,824)$ |
| 40 | Reconciliation to Statements of Net Position |  |  |  |  |
| 41 | Cash - current assets | \$ | 33,891,548 |  | 17,770,527 |
| 42 | Cash, restricted primarily for construction and debt service |  | 5,383,563 |  | 5,384,000 |
| 43 | Cash, restricted to satisfy Cooperative Endeavor Agreements |  | 7,310,681 |  | 7,112,040 |
| 44 | Total cash | \$ | 46,585,792 | \$ | 30,266,567 |

## AUTHORITY TAX COLLECTIONS

 2019-2023September Tax Collections


## SEPTEMBER HOTEL STATISTICS





## CAPITAL IMPROVEMENT PLAN - SEPTEMBER 30, 2023

| Ernest N. Morial <br> New Orleans Exhibition Hall Authority Capital Project Delivery Statement September 30, 2023 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Project Description | Status |  | Project Budget |  | ions to Date 9/30/23) |  | Actuals to Date (thu 9/30/23) |  | maining ligations |  | To date tuals ember) |  | 23 Revised Budget |
| Design \& Administration |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 11288 Research and Development |  | \$ | 9,766,003 | \$ | 2,522,477 | \$ | 2,522,477 | \$ |  | \$ | 348,097 | \$ | 3,000,000 |
| 8131 Development Site Preparation |  | \$ | 26,000,000 | \$ | 2,794,793 | \$ | 2,794,793 | \$ |  | \$ | 1,645,195 | \$ | 25,648,507 |
| sub total |  |  | 35,766,003 |  | 5,317,270 |  | 5,317,270 |  | - |  | 1,993,292 |  | 28,648,507 |
| Construction - Internal |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 7077 Digital Directional Signage |  | \$ | 3,000,000 | \$ | 2,247,706 | \$ | 2,166,842 | \$ | 80,864 | \$ | - | \$ | 100,000 |
| 8245 Annual Capital Projects |  | \$ | 40,000,000 | \$ | 27,019,228 | \$ | 23,800,351 | \$ | 3,218,877 | \$ | 1,072,893 | \$ | 2,780,126 ${ }^{\text {² }}$ |
| sub total |  |  | 43,000,000 |  | 29,266,934 |  | 25,967,193 |  | 3,299,741 |  | 1,072,893 |  | 2,880,126 |
| Construction- CMAR |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 7074 Roof Replacement |  | \$ | 47,712,352 | \$ | 42,030,911 | \$ | 28,848,941 | \$ | 13,181,970 | \$ | 28,599,094 | \$ | 30,000,000 |
| 8527 Stage 1 (Meeting Rooms, Lobbies \& Prefunction Areas) |  |  | 109,198,538 | \$ | 33,888,961 | \$ | 19,461,518 | \$ | 14,427,443 | \$ | 11,646,193 | \$ | 25,000,000 |
| 13909 Stage 2 (Immersive Interventions and Multi-purpose space) |  |  | 205,999,071 | \$ | 17,228,298 | \$ | 6,496,080 | \$ | 10,732,218 | \$ | 356,602 | \$ | 3,500,000 |
| sub total |  |  | 362,909,961 |  | 93,148,170 |  | 54,806,539 |  | 38,341,631 |  | 40,601,890 |  | 58,500,000 |
| It Upgrades |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 8528 Data Center |  |  |  | \$ | 5,082,949 | \$ | 5,082,949 | \$ | - | \$ | 23,602 |  |  |
| 8528 Infrastructure Access Control |  |  |  | \$ | 1,179,264 | \$ | 1,119,329 | \$ | 59,935 | \$ | 624,034 |  |  |
| 8528 Infrastructure Fiber |  |  |  | \$ | 9,732,086 | \$ | 9,702,476 | \$ | 29,609 | \$ | 1,081,611 |  |  |
| 8528 Infrastructure WiFi |  |  |  | \$ | 58,146 | \$ | 58,146 | \$ | - | \$ | 35,060 |  |  |
| 8528 Infrastructure Surveillance Solution |  |  |  | \$ | 2,822,928 | \$ | 2,822,927 | \$ | 1 | \$ | - |  |  |
| sub total |  |  | 27,600,000 |  | 18,875,372 |  | 18,785,827 |  | 89,545 |  | 1,764,307 |  | 8,600,000 |
| Closeout/Completed |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 8247 Exhibit Hall Lighting Retrofit | Completed | \$ | 8,002,417 | \$ | 8,002,417 | \$ | 8,002,417 | \$ |  | \$ | - | \$ | - |
| 7937 Speak Easys | Completed | \$ | 1,900,000 | \$ | 1,900,000 | \$ | 1,884,461 | \$ | 15,539 | \$ | - | \$ | 16,045 |
| 8246 Linear Park \& Transportation Center | Completed | \$ | 64,372,620 | \$ | 64,372,620 | \$ | 64,347,620 | \$ | 25,000 | \$ | - | \$ | 25,000 |
| 7050 Morial Memorial | Completed | \$ | 1,561,844 | \$ | 1,561,844 | \$ | 1,561,844 |  |  | \$ | - | \$ | - |
| 7879 Restrooms | Completed | \$ | 11,887,155 | \$ | 10,198,678 | \$ | 10,182,515 | \$ | 16,163 | \$ | - | \$ | 16,163 |
| sub total |  | 87,724,036 |  |  | 86,035,559 |  | 85,978,857 |  | 56,702 |  | - |  | 57,208 |
| GRAND TOTAL |  | \$ 557,000,000 |  | \$ | 232,643,306 | \$ 190,855,686 |  | \$ | 41,787,619 | \$ | 45,432,383 | \$ | 98,685,841 |

SMALL \&<br>EMERGING BUSINESS<br>REPORT

Ernest N. Morial New Orleans Exhibition Hall Authority Small and Emerging Business Opportunity Program

Q3 SEB/DBE Participation Metrics:

- Payments: 44\%to SEB/DBEs
- Contract Awarded: $\mathbf{2 0 \%}$ to SEB/DBEs
- Contract Values: $12 \%$ to SEB/DBEs

Q3 DBE Set Aside Metrics:

- Payments: $41 \%$ to DBEs
- Contract Values: $\mathbf{2 \%}$ to DBEs


## Community Engagement:

Social Media:
Enest N. Morial
September 28. O Orleans Exhibition Hall Authority
We would like to thank everyone who came out to the Jefferson Parish
Economic Development Commission (IEDCO) yesterday to hear from our Chief Diveresity efticer, Rocsean Spencer, MCA on the topic of how
to build We will alwasisive culture for your organization! We will always continue to strive for
hope to see you all at the next one!


## 2023 Q3 Report



Newsletter:




## Q3 New Vendor Metrics:

- 19 New Certified Vendors

New Certified Vendor Metrics


## CONCLUSION OF <br> COMMITTEE REPORTS

## EXECUTIVE SESSION

A.Discuss Pending Litigation pursuant to La. R.S. 42:17(A) (2):
1.The Lemoine Company, LLC, et al. v. the Ernest N. Morial Exhibition Hall Authority, et al., No. 2021-07651, Civil District Court, Parish of Orleans, State of Louisiana;
B.Discussion of the character and professional competence of the Authority's

Executive Vice President pursuant to his employment contract and authorized
pursuant to La. R.S. 42:17(A)(1)

