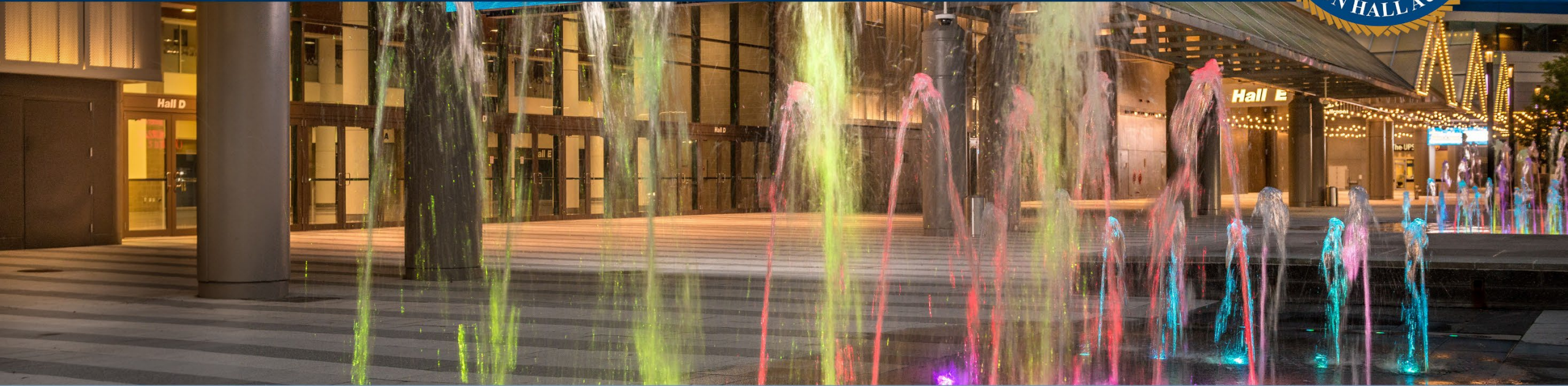


Ernest N. Morial New Orleans Exhibition Hall Authority
New Orleans Public Facility Management, Inc.



REGULAR MEETING OF THE
BOARD OF DIRECTORS/COMMISSIONERS
WEDNESDAY, MARCH 27, 2024, 2:00 P.M.

2024

The background of the slide is a composite image. The left half features a close-up, low-angle view of a large steel truss bridge, with its intricate lattice of beams and girders dominating the frame. The right half shows a wide-angle view of a city skyline, likely New York City, with several prominent skyscrapers visible against a hazy sky. A large, solid orange circle is centered over the image, serving as a backdrop for the title text.

NOPFMI AGENDA



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/2008926929206055259>
Audio Only: 1 (213) 929-4212 | Access Code: 538-355-786

AGENDA

Wednesday, March 27, 2024
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 February 28, 2024
- IV. Sales & Marketing Report
- V. Operations Report
- VI. Committee Reports (non-consent)
 - A. Finance & Audit Committee
 1. Contracts Executed 2023.7
- VII. Other Business
- VIII. Next Regular Scheduled Meeting: Wednesday, April 24, 2024
- IX. Motion to Adjourn

The background of the slide is a composite image. The left half features a close-up, low-angle view of a large steel truss bridge, with its intricate lattice of beams and girders dominating the frame. The right half shows a wide-angle view of a city skyline at dusk or night, with several tall buildings illuminated against a dark sky. A large, solid orange circle is centered over the image, containing the text "NOPFMI MEETING MINUTES" in white, uppercase, sans-serif font.

NOPFMI MEETING 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, February 28, 2024.

Chairman Reyes called the meeting to order at 2:06 p.m. and asked for a roll call. The results were as follows:

Russell Allen	Present
Geri Broussard	Present
Stephen Caputo	Present
Edgar Chase, IV	Present
David Ellis	Absent
Ronald Guidry	Present
Eddie Jacobs	Present
Ralph Mahana	Present
Jerry Reyes	Present
Jack Rizzuto	Present
Camille Whitworth	Absent
Eric Wright	Present

The total number present at roll call was ten (10).

Chairman Reyes asked for public comments of agenda items. There were none.

Director Whitworth entered the meeting at 2:07 a.m.

Chairman Reyes requested a motion to approve the NOPFMI Board Meeting Minutes of January 24, 2024. Director Whitworth moved approval, seconded by Director Guidry. Motion approved.

Director Guidry moved approval of Resolution 2024.1 – Granting Signature Authority. Motion seconded by Director Broussard. Motion approved.

Tim Hemphill presented the Sales & Marketing report.

Adam Straight presented the Operations Report.

There was no Other Business to come before the Board.

Chairman Reyes asked for a motion to adjourn. Director Broussard moved adjournment, seconded by Director Mahana. Motion approved and the meeting adjourned at 2:28 p.m.

ATTEST: _____
CAMILLE WHITWORTH, SECRETARY

:rsa

The background of the slide is a composite image. The left half features a bridge structure, likely the Manhattan Bridge, with a warm orange overlay. The right half shows a city skyline at night with a cool blue overlay. A large, solid orange circle is centered over the bridge section, containing the title text in white.

FINANCE & AUDIT COMMITTEE REPORT

CONTRACTS EXECUTED: RESOLUTION 2023.7

Provide Job Safety Analysis Services

- Summary: CONSULTANT will provide a Job Safety Analysis for development and implementation for operational teams which will include hazard prevention, incident/accident analysis and safety training.
- Contractor Information:
 - Centurion Solutions, LLC.
 - Bryan, TX 77808
 - SEB/DEB: No
- Contract Term:
 - July 1, 2024 – December 31, 2024
- Contract Amount:
 - Total Contract Cost: \$26,599

Provide Ice Rink Decoration Services for NOLA ChristmasFest

- Summary: CONSULTANT provided garland and light decorations around the ice-skating rink for NOLA ChristmasFest 2023.
- Contractor Information:
 - The Plant Gallery
 - Metairie, LA 70001
 - SEB/DBE: No
- Contract Term:
 - December 1, 2023 – December 30, 2023
- Contract Amount:
 - Total Contract Cost: \$11,800

Provide AVTEC Hood Repair

- Summary: CONSULTANT will order and replace an AVTEC hood, so the AVTEC Control unit will function as designed.
- Contractor Information:
 - Fire Extinguisher & Supply Co., Inc.
 - New Orleans, LA 70130
 - SEB/DEB: No
- Contract Term:
 - November 20, 2023 – December 31, 2023 or upon project completion
- Contract Amount:
 - Total Contract Cost: \$17,847

CONTRACTS EXECUTED: RESOLUTION 2023.7

Provide Architectural Services for Lot F – ADA Parking Compliance

- Summary: CONSULTANT will provide a parking lot study and proposed layout of ADA Compliant parking spots and access at Lot F.
- Contractor Information:
 - AGL Designs, LLC dba AGL Commercial Interiors
 - Metairie, LA 70005
 - SEB/DEB: Yes (100%)
- Contract Term:
 - November 28, 2023 – December 31, 2023 or upon project completion
- Contract Amount:
 - Total Contract Cost: \$4,875

Provide Dock G Freezer Repairs

- Summary: CONSULTANT will provide labor and materials to re-pipe the Dock G freezer and install a new condensing unit.
- Contractor Information:
 - Deep South Refrigeration
 - New Orleans, LA 70119
 - SEB/DBE: Yes (100%)
- Contract Term:
 - November 30, 2023 – December 31, 2023
- Contract Amount:
 - Total Contract Cost: \$22,715

Provide Lease Accounting Software

- Summary: CONSULTANT will provide lease accounting software to be used by Financial Reporting to create reports that provide the financial impact of leasing activities.
- Contractor Information:
 - LeaseCrunch
 - Milwaukee, WI 53202
 - SEB/DEB: No (Exempt: Software)
- Contract Term:
 - December 13, 2023 – December 12, 2025
- Contract Amount:
 - Annual Contract Cost: \$1,800
 - Total Contract Cost: \$3,600

CONTRACTS EXECUTED: RESOLUTION 2023.7

Provide Event Diagramming Software Services

- Summary: CONSULTANT will provide software which includes event diagramming and interactive floor plans for the Sales & Marketing team.
- Contractor Information:
 - Cvent, Inc.
 - Tysons Corner, VA 22102
 - SEB/DEB: No (Exempt: Software)
- Contract Term:
 - January 1, 2024 – March 31, 2025
- Contract Amount:
 - Total Contract Cost: \$49,401

Provide Architectural Services for Existing Toilet Rooms

- Summary: CONSULTANT will conduct a site review of the existing toilet rooms at MCCNO for compliance with the American with Disabilities Act Standards for Accessible Design.
- Contractor Information:
 - AGL Designs, LLC
 - Metairie, LA 70005
 - SEB/DBE: Yes (100%)
- Contract Term:
 - December 20, 2023 – January 31, 2024 or upon project completion
- Contract Amount:
 - Total Contract Cost: \$11,000

SISO Sponsorship Agreement 2024

- Summary: CONSULTANT will provide sponsorship for their annual CEO Summit which includes a listing in the on-line conference guide, sponsorship signage and admission to SISO functions at the CEO Summit.
- Contractor Information:
 - The Society of Independent Show Organizers (SISO)
 - New York, NY 10016
 - SEB/DEB: No
- Contract Term:
 - February 19, 2024 – April 11, 2024
- Contract Amount:
 - Total Contract Cost: \$10,500

CONTRACTS EXECUTED: RESOLUTION 2023.7

Provide Human Capital Management Services

- Summary: CONSULTANT will provide an array of human resources software needs including Payroll, Reporting, Tax Filing, Time Management, Recruiting, Onboarding and more..
- Contractor Information:
 - UKG, Inc.
 - Weston, FL 33326
 - SEB/DEB: No
- Contract Term:
 - February 12, 2024 – February 11, 2026
- Contract Amount:
 - Year One Cost: \$61,546
 - Year Two Cost: \$59,466
 - Total Contract Cost: \$121,012

Provide Research Data

- Summary: CONSULTANT will provide research pertaining to hotel data and forecasting trends.
- Contractor Information:
 - Smith Travel Research
 - Washington, DC 20005
 - SEB/DBE: No
- Contract Term:
 - February 1, 2024 – January 31, 2025
- Contract Amount:
 - Total Contract Cost: \$8,328

CONTRACT RENEWALS EXECUTED: RESOLUTION 2023.7

Elevator and Escalator Maintenance Services

- Summary: Amendment No. 1 adds contracts provisions under Exhibit 2 of the agreement regarding insurance and exercises Renewal No. 3.
- Contractor Information:
 - EMR Services
 - Harahan, LA 70123
- Contract Term:
 - December 1, 2023 – November 30, 2024
- Contract Cost: \$467,964

Small & Emerging Business Program Development Consultation Services

- Summary: CONSULTANT will assist MCCNO with the development and implementation of the SEB/DBE Program as well as provide advisory services for CMAR and Capital projects. Amendment No. 1 increases the scope of work and the cost.
- Contractor Information:
 - JD Russell Consulting, LLC
 - New Orleans, LA 70130
- Contract Term:
 - February 1, 2024 – January 31, 2025
- Contract Amount:
 - Original Annual Contract Cost: \$48,300
 - Increase: \$5,535
 - Amended Annual Contract Cost: \$58,835

Wellness Program Consulting Services

- Contractor Information:
- Sterling Wellness Solutions
- Crowley, LA 70526
- December 8, 2023 – December 7, 2024

Online Parking App

- Contractor Information:
- ParkMobile, LLC
- Atlanta, GA 30309
- February 16, 2024 – February 15, 2025

Small & Emerging Business Program Development Consultation Services

- Contractor Information:
- JD Russell Consulting, LLC
- New Orleans, LA 70130
- February 1, 2024 – January 31, 2025

The background is a composite image. The left half shows a bridge structure under a hazy, orange-tinted sky. The right half shows the same bridge structure under a dark blue, night-time sky, with a city skyline visible in the distance. A large, solid orange circle is centered over the bridge, containing the text.

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/2008926929206055259>
Audio Only: 1 (213) 929-4212 | Access Code: 538-355-786

AGENDA

Wednesday, March 27, 2024
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 February 28, 2024
- IV. Resolutions
 - A. 2024.3 Headquarters Hotel Project
 - B. 2024.4 Authorizing Special Counsel for Development Projects
- V. Insurance
 - A. Property and Casualty Renewals
- VI. Contracts
 - A. Architect of Record Services for Interior Finish Upgrades- NANO, LLC
 - B. Procurement of Wi-fi Equipment - TBD
 - C. Procurement of Uninterrupted Power Source Units – TBD
 - D. Procurement of IT Switches, Power Supplies, and Transceivers – CDW Government LLC
 - E. Procurement & Installation of Ice Machines – J.H. Refrigeration, LLC dba All Temp Refrigeration

- VII. Committee Reports (non-consent)
 - A. Finance & Audit Committee
 - 1. Financial Reports – January 2024
 - 2. Contracts Executed 2023.7
- VIII. Convention Center President's Report
- IX. Other Business
- X. Next Regularly Scheduled Meeting: Wednesday, April 24, 2024
- XI. Motion to Adjourn

The background of the slide is a composite image. The left half features a close-up, low-angle view of a large steel truss bridge, with its intricate lattice of beams and supports. The right half shows a wide-angle view of a city skyline at dusk or night, with several tall buildings illuminated against a dark sky. A large, solid orange circle is centered over the image, containing the text.

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, February 28, 2024.

President Reyes called the meeting to order at 2:29 p.m. and asked for a roll call. The results were as follows:

Russell Allen	Present
Geri Broussard	Present
Stephen Caputo	Present
Edgar Chase, IV	Present
David Ellis	Absent
Ronald Guidry	Present
Eddie Jacobs	Present
Ralph Mahana	Present
Jerry Reyes	Present
Jack Rizzuto	Present
Camille Whitworth	Present
Eric Wright	Present

The total number present at roll call was eleven (11).

President Reyes asked for public comments of agenda items. There were none. President Reyes requested a motion to approve the NOEHA Board Meeting Minutes of January 24, 2024. Commissioner Whitworth moved approval, seconded by Commissioner Wright. Motion approved. Commissioner Broussard moved approval of Resolution 2024.1 - Granting Signature Authority. Motion seconded by Commissioner Mahana. Motion approved.

Commissioner Broussard moved approval of Resolution 2024.2 - Granting Authority to Execute Calliope St. Cooperative Endeavor Agreement. Motion seconded by Commissioner Whitworth. Motion approved with one abstained (Commissioner Rizzuto).

Commissioner Guidry moved approval of Calliope St. Beautification Project – Gibbs Construction, L.L.C. Motion seconded by Commissioner Mahana. Motion approved.

Commissioner Caputo moved approval of Procurement of Banquet Tables & Table Trucks – Southern Aluminum Manufacturing Acquisition, Inc. Motion seconded by Commissioner Wright. Motion approved.

Commissioner Guidry moved approval of Consulting and Monitoring Services – Corporate Realty Leasing Company, Inc. Motion seconded by Commissioner Broussard. Motion approved.

Commissioner Guidry moved approval of Amendment to CMAR Stage 1 Architect of Record Contract – NANO LLC. Motion seconded by Commissioner Broussard. Motion approved.

Alita Caparotta presented the Financial Reports – December 2023. Commissioner Broussard moved approval. Motion seconded by Commissioner Mahana. Motion approved.

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 3:03 p.m.

ATTEST: _____
CAMILLE WHITWORTH, SECRETARY

:rsa



RESOLUTIONS

RESOLUTION REGARDING HEADQUARTERS HOTEL PROJECT

WHEREAS, the Board of Commissioners (“Board”) of the Ernest N. Morial New Orleans Exhibition Hall Authority (the “Authority”) has long sought to develop a headquarters hotel (“Headquarters Hotel”) in the immediate vicinity of the New Orleans Ernest N. Morial Convention Center (the “Convention Center”), which it owns and operates;

WHEREAS, the Authority has engaged certain business, legal, and economic advisors (the “Development Negotiation Team”) to lead negotiations with parties interested in developing a Headquarters Hotel;

WHEREAS, one of the key members of the Development Negotiation Team is Tom Morsch, a hotel consultant who until recently served as the Managing Director of Real Estate and Infrastructure for H2C Securities, Inc., with whom the Authority is contracted to provide hotel consulting services;

WHEREAS, Omni Hotels and Resorts (“Omni”), a developer and operator of hotels, has approached the Authority regarding developing a Headquarters Hotel on a parcel of land near the Convention Center but not owned by the Authority or Omni (the “Site”);

WHEREAS, preliminary discussions between the Development Negotiation Team, Omni, and the owner of the Site have led the Development Negotiation Team to believe a deal to develop and operate a Headquarters Hotel could be reached;

WHEREAS, discussions between the owner of the Site and the Development Negotiation Team have led to a non-binding letter of intent (“LOI”) that outlines a process for appraising the value of the Site;

WHEREAS, under the LOI, the Authority and the owner of the Site will each have the Site appraised at its own expense and, if the two appraisals state values that are within 10% of each other, the two values shall be averaged that average shall be the purchase price for the Site, at which point the two parties would negotiate a purchase and sale agreement (“PSA”) for the Site;

WHEREAS, if the two appraisals are not within 10% of each other, the LOI states the parties will attempt to reach an agreement of a price for the Site and negotiate a PSA;

WHEREAS, the Authority wishes to authorize its Board President to execute the LOI attached hereto and, along with the Executive Vice President, negotiate a PSA for Board approval;

WHEREAS, the Authority wishes to authorize its Board President, Executive Vice President, and Hotel Negotiating Team to negotiate with Omni and any state or local governmental entities necessary, a letter of intent, term sheet, and any other preliminary agreements necessary to allow for development of a headquarters hotel on the Site, bringing all such agreements to the Board for approval;

WHEREAS, the Authority wishes to engage the services of Tom Morsch to serve as a key member of the Hotel Negotiation Team;

BE IT RESOLVED, that at the _____ regular meeting of the Board of Commissioners of the Ernest N. Morial New Orleans Exhibition Hall Authority, Commissioner _____ moved that the following actions be taken relative to the development of the headquarters hotel on the Alternate Site:

1. The Board President be authorized to execute the Letter of Intent with the owner of the Site;
2. The Board President and Executive Vice President be authorized to negotiate a Purchase Sale Agreement with the owner of the Site and bring to the Board for approval;
3. The Board President and Executive Vice President be authorized to negotiate with Omni and any state or local governmental entities necessary, a letter of intent, term sheet, and any other preliminary agreements necessary to allow for development of a headquarters hotel on the Site, bringing all such agreements to the Board for approval;
4. The Executive Vice President be authorized to negotiate an engagement agreement with Tom Morsch to provide hotel consulting services and bring to the Board for approval.

A RESOLUTION TO ENGAGE AND EMPLOY SPECIAL COUNSEL TO ADVISE AND REPRESENT THE AUTHORITY IN CONNECTION WITH HOTEL AND OTHER DEVELOPMENT RELATED MATTERS

WHEREAS, Louisiana Revised Statute 42:263 authorizes retention of special counsel in special matters upon declaring a real necessity and obtaining approval by the Attorney General;

WHEREAS, a real necessity exists for the Ernest N. Morial New Orleans Exhibition Hall Authority, a body politic and corporate and political subdivision of the state of Louisiana (the "Authority"), which owns and operates the New Orleans Ernest N. Morial Convention Center ("Convention Center"), to retain special counsel with specialized experience and expertise representing clients in the structuring, drafting and negotiation of complex commercial transactions involving both hotel development and mixed-use development projects;

WHEREAS, more specifically, the Authority is set to begin negotiations with a hotel developer to develop a headquarters hotel on a privately owned parcel of land near the Convention Center;

WHEREAS, the Authority, through a competitive process, has engaged a Master Developer to develop a parcel of land the Authority owns immediately adjacent and upriver from the Convention Center ("Master Developer Site");

WHEREAS, the Authority and its master developer have executed a master development agreement and multiple ground leases related to the development of the Master Developer Site, which documents will require ongoing legal attention and management;

WHEREAS, there will be future development work on the Master Developer Site, whether with the Authority's current Master Developer or with a different yet to be determined entity;

WHEREAS, attorney Jon F. "Chip" Leyens and the law firm of Baker, Donelson, Bearman, Coadwell & Berkowitz, PC, ("Baker Donelson") have extensive experience representing clients in hotel development as well as other development projects in the New Orleans and other areas of the State. Examples of relevant experience include:

- Real property assemblage and development (through purchase, lease and condominium creation) of a major downtown New Orleans hotel;
- Ground lease, acquisition, and financing transactions for other major New Orleans and Baton Rouge hotels;
- Cooperative Endeavor Agreements for public private partnerships and leases of public property involving public hospitals in New Orleans, Baton Rouge and other areas of the State;
- Cooperative Endeavor Agreements for district energy and energy concession agreements involving public universities in New Orleans and Baton Rouge;

- Representation of parties in P3 (public private partnership) highway infrastructure projects in Louisiana;
- Conveyance of properties and resolution of title issues (including “paper streets”) for properties in the immediate vicinity of the Convention Center.

WHEREAS, Baker Donelson’s extensive experience representing public entities in the specialized area of hotel and real estate development is critical to ensuring that the projects described above are successful, that public funds are preserved and spent prudently, that the Authority and the State are properly protected from the substantial perils and risks involved with financing, development, construction, and operation of these types of development projects, and that the State and the City of New Orleans become positioned as one of the top convention destinations in the world;

WHEREAS, Baker Donelson has agreed to represent the Authority in the structuring, drafting, and negotiation of the commercial transactions necessary for the projects described above in accordance with Baker Donelson’s Engagement Letter and Contract attached hereto and made a part of this Resolution (“Baker Donelson Contract”);

WHEREAS, pursuant to the Baker Donelson Contract, Baker Donelson has specifically agreed to represent the Authority in connection with these projects at the discounted hourly rates and levels listed below:

ATTORNEY DISCOUNTED HOURLY RATE	
Jon F. “Chip” Leyens (Shareholder)	\$495.00
Melanie Breaux (Of Counsel)	\$450.00
Andrew Nowak (Of Counsel)	\$450.00
Kaylan Richardson (Associate)	\$350.00
Other Shareholders	\$495.00
Other Counsel	\$450.00
Other Associates	\$350.00
Paralegals	\$220.00

WHEREAS, the Authority finds that the hourly rates listed above are reasonable in light of the complex nature of the legal work required for the projects described above, Baker Donelson's experience and specialized expertise, and the significance of these projects to the economy of the Greater New Orleans region and State of Louisiana;

WHEREAS, the Authority desires to retain Baker Donelson as special counsel at the hourly rates listed above and pursuant to the Baker Donelson Contract attached hereto and made a part of this Resolution;

WHEREAS, this Resolution shall take effect immediately;

NOW, THEREFORE, BE IT RESOLVED that the Authority, pursuant to La. R.S. 42:263, does hereby retain and employ Baker, Donelson, Bearman, Coadwell & Berkowitz, PC, as special counsel to advise and represent the Authority in connection with the hotel and other development projects; and

BE IT FURTHER RESOLVED that this Resolution and proposed Baker Donelson Contract described herein, attached hereto, and made part of this Resolution be submitted to the Attorney General for the State of Louisiana for approval.



INSURANCE

2024 PROPERTY & CASUALTY INSURANCE RENEWALS

Property	\$	5,038,135	\$	4,763,364	\$ (274,771) -5.45%
Parametric		-		300,000	300,000
Terrorism Plus		98,000		104,790	6,790 6.93%
Disaster Management		16,797		18,057	1,260 7.50%
General Liability & Liquor Liability		524,241		468,460	(55,781) -10.64%
Tenant User Liability		300		300	- 0.00%
Auto, Physical Damage & Garage Keepers Legal Liability		64,481		70,015	5,534 8.58%
UPS		4,670		5,461	791 16.94%
Flood - Howard Ave		1,804		1,804	- 0.00%
Total	\$	5,748,428	\$	5,732,251	\$ (16,177) -0.28%



CONTRACTS

ARCHITECT OF RECORD SERVICES FOR INTERIOR FINISH UPGRADES – AMENDMENT NO. 2

Summary:

Amends architect of record contract for CMAR Stage 1 (interior renovations) project.

Contractor Information:

NANO, LLC
New Orleans, LA 70170
• SEB/DBE Certification and/or Participation: Yes, 100%

Contract Term:

April 1, 2024 – December 31, 2025

Contract Amount:

Original Contract Cost:	\$6,961,544.00
Additional Meeting Rooms:	\$777,909.80
Additional Cost:	up to \$3,484,623.00
Amended Contract Cost:	up to \$11,224,076.80

Solicitation:

Initially selected through RFP process.

PROCUREMENT OF WIFI EQUIPMENT

Summary:

Owner is seeking to procure equipment to complement its existing wi-fi infrastructure.

Contractor Information:

TBD

- SEB/DBE Certification and/or Participation: TBD

Contract Term:

One Year; equipment will be delivered in multiple orders.

Contract Amount:

Contract Cost: TBD

Solicitation:

Advertised as a Procurement in accordance with Louisiana Public Bid Law. Lowest responsive bid will be accepted and recommended for approval at Board meeting.

PROCUREMENT OF UNINTERRUPTED POWER SOURCE UNITS

Summary:

Owner is seeking to procure backup power units to provide for uninterrupted backup power in the event of a power outage.

Contractor Information:

TBD

- SEB/DBE Certification and/or Participation: TBD

Contract Term:

One Year

Contract Amount:

Contract Cost: TBD

Solicitation:

Advertised as a Procurement in accordance with Louisiana Public Bid Law. Lowest responsive bid will be accepted and recommended for approval at Board meeting.

PROCUREMENT OF IT SWITCHES, POWER SUPPLIES, AND TRANSCEIVERS

Summary:

Owner is seeking to procure equipment to expand existing Hewlett Packard Enterprise data transmission infrastructure.

Contractor Information:

CDW Government LLC

Chicago, IL 60675

- SEB/DBE Certification and/or Participation: No

Contract Term:

One Time Procurement

Contract Amount:

Cost: \$833,533.16

Solicitation:

Purchase will be made under State Contract in accordance with Louisiana law.

PROCUREMENT & INSTALLATION OF ICE MACHINES

Summary:

CONSULTANT will procure and install five (5) industrial ice makers and ice storage bins.

Contractor Information:

J.H. Refrigeration, LLC dba All Temp Refrigeration
Madisonville, LA 70447
• SEB/DBE Certification and/or Participation: TBD

Contract Term:

March 28, 2024 – March 27, 2025

Contract Amount:

Contract Cost: \$325,370

Solicitation:

Advertised as a low-bid Procurement – One (1) Bid received.



FINANCE & AUDIT COMMITTEE REPORT



**ERNEST N. MORIAL
NEW ORLEANS EXHIBITION HALL AUTHORITY
STATEMENT OF NET POSITION
JANUARY, 2024 and 2023**

ASSETS AND DEFERRED OUTFLOWS OF RESOURCES		2024	2023
1 Current assets:			
2 Cash	\$	26,792,719	\$ 17,199,638
3 Investments	\$	29,493,162	\$ 22,899,552
4 Accounts receivable, net	\$	6,906,703	\$ 6,469,213
5 Interest receivable	\$	1,270,879	\$ 327,037
6 Lease receivable	\$	1,258,190	\$ 1,330,956
7 Prepaid expenses and other assets	\$	1,400,552	\$ 1,120,757
8 Total current assets	\$	67,122,205	\$ 49,347,153
9 Designated and restricted assets:			
10 Cash, restricted primarily for construction and debt service	\$	5,393,051	\$ 5,378,774
11 Cash, restricted to satisfy Cooperative Endeavor Agreements	\$	7,432,097	\$ 7,179,253
12 Investments, designated by Board for future specified use	\$	35,600,000	\$ 35,600,000
13 Investments, restricted to satisfy Cooperative Endeavor Agreements	\$	101,985,018	\$ 92,795,181
14 Investments, restricted primarily for debt services	\$	95,654,843	\$ 5,568,802
15 Interest Receivable	\$	518,234	\$ 15,713
16 Taxes receivable	\$	23,889,127	\$ 21,053,639
17 Total designated and restricted assets	\$	270,472,370	\$ 167,591,362
18 Long-term assets:			
19 Lease receivable, less current portion	\$	3,513,741	\$ 4,731,084
20 Right to use leased assets and subscriptions, net of amortization	\$	493,293	\$ 616,758
21 Property, buildings and equipment, net	\$	417,146,459	\$ 381,039,400
22 Total long-term assets	\$	421,153,493	\$ 386,387,242
23 Total assets	\$	758,748,068	\$ 603,325,757
24 Deferred outflows of resources			
25 Unamortized loss on bond refinancing	\$	-	\$ -
26 Total assets and deferred outflows of resources	\$	758,748,068	\$ 603,325,757
27 LIABILITIES, DEFERRED INFLOWS OF RESOURCES AND NET POSITION			
28 Current liabilities (payable from current assets):			
29 Accounts payable	\$	10,220,898	\$ 5,605,940
30 Other payables	\$	6,241,480	\$ 1,776,174
31 Unearned revenue	\$	5,870,634	\$ 6,460,730
32 Current portion of lease and subscription obligations	\$	(976)	\$ 209,525
33 Compensated absences, current portion	\$	815,900	\$ 761,998
34 Total unrestricted current liabilities	\$	23,147,936	\$ 14,814,367
35 Current liabilities (payable from restricted assets):			
36 Other Liabilities	\$	80,345	\$ 71,826
37 Current portion of accrued bond interest	\$	302,975	\$ 55,898
38 Current portion of bonds payable and other long term liabilities	\$	4,830,000	\$ 4,605,000
39 Total restricted current liabilities	\$	5,213,320	\$ 4,732,724
40 Total current liabilities	\$	28,361,256	\$ 19,547,091
41 Long-term liabilities:			
42 Compensated absences, less current portion	\$	470,619	\$ 543,552
43 Bonds payable and other long term liabilities, less current portion, net	\$	144,867,198	\$ 24,467,093
44 Lease and subscriptions obligations, less current portion	\$	(7,289)	\$ 91,919
45 Unearned revenue, less current portion	\$	1,538,971	\$ 2,245,008
46 Lease deposits	\$	1,917,805	\$ 2,253,123
47 Total long-term liabilities	\$	148,787,304	\$ 29,600,695
48 Total liabilities	\$	177,148,560	\$ 49,147,786
49 Deferred inflows of resources			
50 Unamortized gain on bond refinancing	\$	2,148,386	\$ 3,128,614
51 Leases	\$	4,657,434	\$ 6,025,353
52 Total deferred inflows of resources	\$	6,805,820	\$ 9,153,967
53 Total liabilities and deferred inflows of resources	\$	183,954,380	\$ 58,301,753
54 Net position:			
55 Invested in capital assets, net of related debt	\$	267,449,261	\$ 349,154,007
56 Restricted primarily for debt service, construction, and CEA	\$	234,489,050	\$ 131,863,638
57 Unrestricted	\$	72,855,377	\$ 64,006,359
58 Total net position	\$	574,793,688	\$ 545,024,004
59 Total liabilities, deferred inflows of resources, and net position	\$	758,748,068	\$ 603,325,757



**ERNEST N. MORIAL
NEW ORLEANS EXHIBITION HALL AUTHORITY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
FOR THE PERIOD ENDING JANUARY 2024 AND JANUARY 2023**

	2024 ACTUALS		2023			2024 BUDGET		
	Month to Date	Year to Date	Prior Year to Date	Variance	Percent Variance	Budget Year to Date	Variance To Actual YTD	Percent Variance
Operating revenues:								
User fees	\$ 2,138,937	\$ 2,138,937	\$ 2,280,811	\$ (141,874)	-6.22%	\$ 2,245,749	\$ (106,812)	-4.76%
Food Service Commissions and Fees	490,245	490,245	581,343	(91,098)	-15.67%	498,908	(8,663)	-1.74%
Other:								
The UPS Store	20,171	20,171	32,604	(12,433)	-38.13%	48,000	(27,829)	-57.98%
Rental	2,055	2,055	92,360	(90,305)	-97.78%	2,955	(900)	-30.46%
Miscellaneous	41,384	41,384	22,604	18,780	83.08%	2,795	38,589	1380.64%
Total operating revenues	2,692,792	2,692,792	3,009,722	(316,930)	-10.53%	2,798,407	(105,615)	-3.77%
Operating expenses:								
General and administrative	1,075,427	1,075,427	848,509	(226,918)	-26.74%	1,292,197	216,770	16.78%
Sales and marketing	305,500	305,500	267,895	(37,605)	-14.04%	342,479	36,979	10.80%
New Orleans & Co.	88,204	88,204	82,973	(5,231)	-6.30%	45,000	(43,204)	-96.01%
Event services	226,799	226,799	168,171	(58,628)	-34.86%	208,030	(18,769)	-9.02%
Food services	56,518	56,518	47,141	(9,377)	-19.89%	81,708	25,190	30.83%
Building operations	2,213,652	2,213,652	2,104,127	(109,524)	-5.21%	2,259,846	46,194	2.04%
Public safety	426,809	426,809	471,500	44,691	9.48%	513,538	86,729	16.89%
Production services	348,112	348,112	436,355	88,243	20.22%	300,674	(47,438)	-15.78%
Technology services	533,213	533,213	348,661	(184,552)	-52.93%	478,650	(54,563)	-11.40%
The UPS Store	30,581	30,581	32,241	1,660	5.15%	38,498	7,917	20.56%
Total operating expenses	5,304,815	5,304,815	4,807,573	(497,241)	-10.34%	5,560,620	255,805	4.60%
Income (Loss) from operations before depreciation and non-capital, one-time projects	(2,612,023)	(2,612,023)	(1,797,851)	(814,171)	-45.29%	(2,762,213)	150,190	5.44%
Non-capital, one-time projects	-	-	-	-	0.00%	-	-	0.00%
Depreciation and amortization	1,934,927	1,934,927	1,953,096	18,169	0.93%	1,962,209	27,282	1.39%
Income (Loss) before nonoperating revenues (expenses) and capital contributions	(4,546,950)	(4,546,950)	(3,750,947)	(796,003)	-21.22%	(4,724,422)	177,472	3.76%
Nonoperating revenues (expenses):								
Tax revenues	4,655,260	4,655,260	4,563,703	91,557	2.01%	5,006,089	(350,829)	-7.01%
Investment income/(expenses)	1,427,239	1,427,239	902,797	524,442	-58.09%	991,342	435,897	43.97%
Rental	125,576	125,576	-	125,576	100.00%	-	125,576	100.00%
Interest expense	(453,225)	(453,225)	(18,059)	(435,166)	-2409.69%	(460,930)	7,705	1.67%
Distribution to government agencies	-	-	-	-	0.00%	-	-	0.00%
Insurance proceeds	-	-	-	-	0.00%	-	-	0.00%
Total nonoperating revenues (expenses)	5,754,850	5,754,850	5,448,441	306,409	5.62%	5,536,501	218,349	3.94%
Increase (Decrease) in net position	\$ 1,207,900	\$ 1,207,900	\$ 1,697,494	\$ (489,594)	-28.84%	\$ 812,079	\$ 395,821	48.74%
Net position:								
Balance, beginning of year		573,585,788	543,319,396			573,585,788	573,585,788	
Change in accounting principle		-	7,114					
		573,585,788	543,326,510					
Balance, end of year		\$ 574,793,688	\$ 545,024,004	\$ (489,594)		\$ 574,397,867	\$ 395,821	

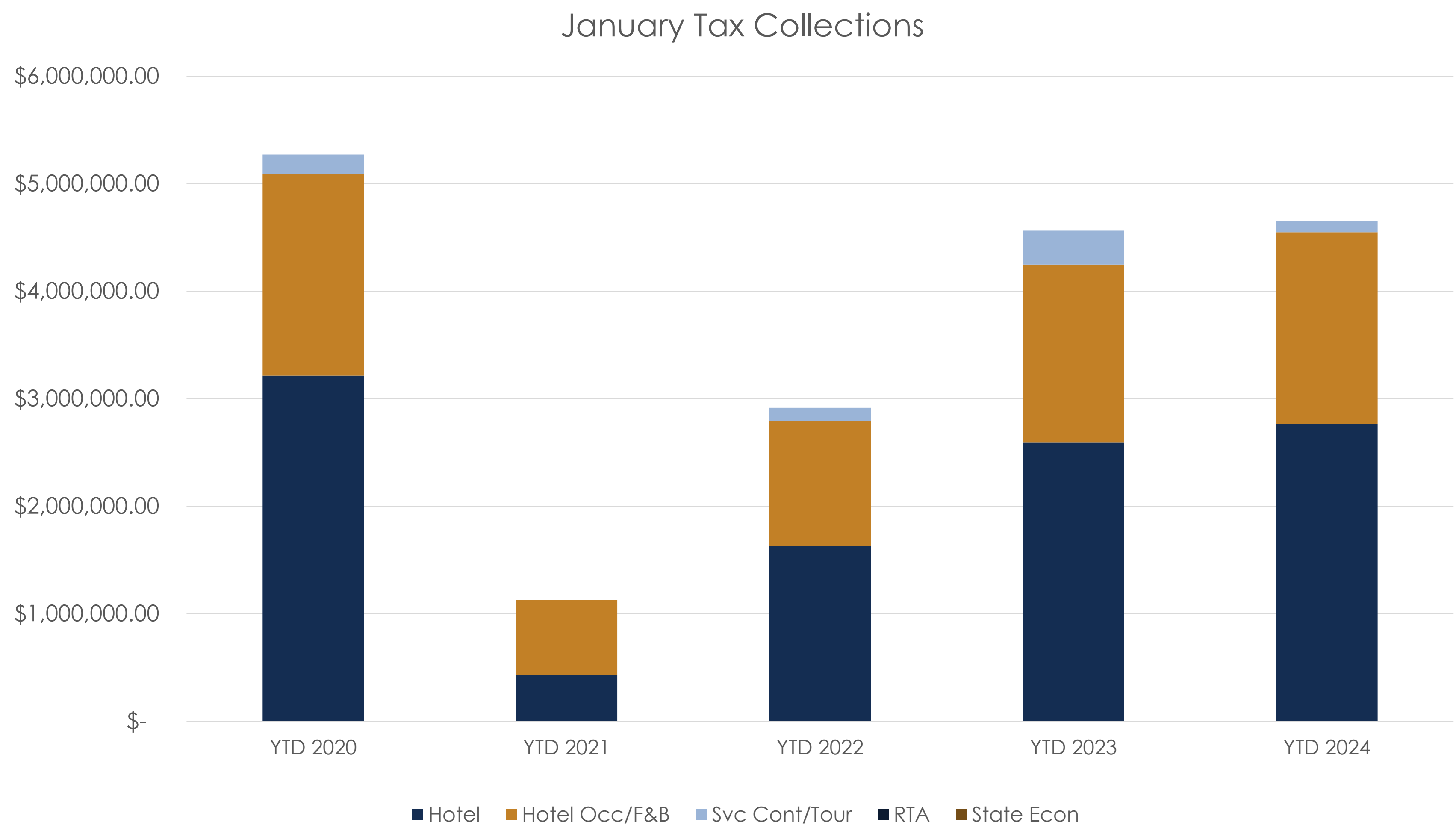


**ERNEST N. MORIAL
NEW ORLEANS EXHIBITION HALL AUTHORITY
STATEMENT OF CASH FLOWS
FOR THE PERIODS ENDING JANUARY 2024 AND JANUARY 2023**

	2024	2023
1 Cash flows from operating activities:		
2 Cash received from user fees	4,942,970	\$ 3,485,154
3 Cash received from other sources	889,866	\$ 699,237
4 Cash paid to employees and for related expenses	(2,865,485)	\$ (2,650,570)
5 Cash paid to suppliers	(1,705,825)	\$ (1,973,779)
6 Net cash provided by (used in) operating activities	1,261,526	\$ (439,958)
7 Undesignated Expansion Cash and Investments		
8 Cash received from taxes	5,039,948	\$ 5,569,088
9 Distributions to Government Agencies	-	\$ -
10 Net cash provided by noncapital financing activities	5,039,948	\$ 5,569,088
11 Cash flows from capital and related financing activities:		
12 Acquisition and construction of capital assets	(1,549,318)	\$ (2,326,117)
13 Repayment of bonds and long term liabilities	-	\$ -
14 Interest paid	(3,475,530)	\$ (675,043)
15 Insurance proceeds	-	\$ -
16 Cash paid for bond issuance costs	-	\$ -
17 Proceeds from 2023 bond issue	-	\$ (0)
Lease Revenue	-	
18 Net cash used in capital and related financing activities	(5,024,848)	\$ (3,001,160)
19 Cash flows from investing activities:		
20 Purchases of investment securities	(17,135,482)	\$ (74,486,854)
21 Investment sales and maturities	26,380,025	\$ 74,565,717
22 Lease deposits	-	\$ -
23 Interest payments received	1,283,445	\$ 367,285
24 Net cash provided by (used in) investing activities	10,527,988	\$ 446,148
25 Net increase (decrease) in cash and cash equivalents	11,804,614	\$ 2,574,118
26 Cash and cash equivalents at beginning of year	27,813,253	\$ 27,183,547
27 Cash and cash equivalents at month end	39,617,867	\$ 29,757,665
28 Reconciliation of loss from operations to net		
29 Cash used in operating activities:		
30 Loss from operations	(4,546,950)	\$ (3,750,947)
31 Adjustments to reconcile loss from operations to net		\$ -
32 Cash used in operating activities:		\$ -
33 Depreciation	1,934,927	\$ 1,953,096
34 Increase and decrease in:		
35 Accounts receivable	3,223,840	\$ (124,977)
36 Prepaid and other assets	534,079	\$ 265,504
37 Accounts payable and accrued expenses	199,428	\$ (82,280)
38 Unearned revenue	(83,798)	\$ 1,299,646
39 Net cash used in operating activities	1,261,526	\$ (439,958)
40 Reconciliation to Statements of Net Position		
41 Cash - current assets	26,792,719	\$ 17,199,638
42 Cash, restricted primarily for construction and debt service	5,393,051	\$ 5,378,774
43 Cash, restricted to satisfy Cooperative Endeavor Agreements	7,432,097	\$ 7,179,253
44 Total cash	39,617,867	\$ 29,757,665

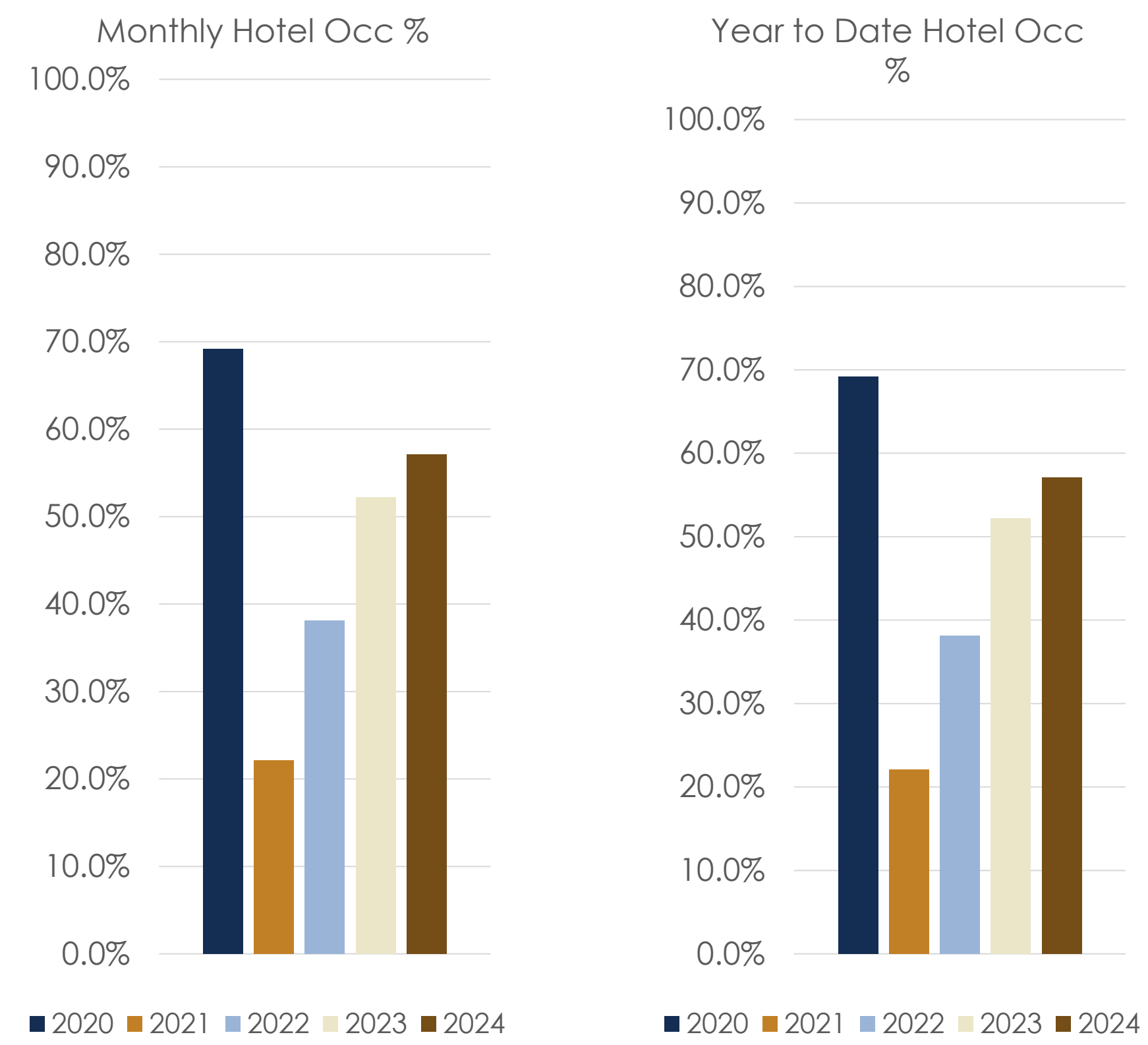
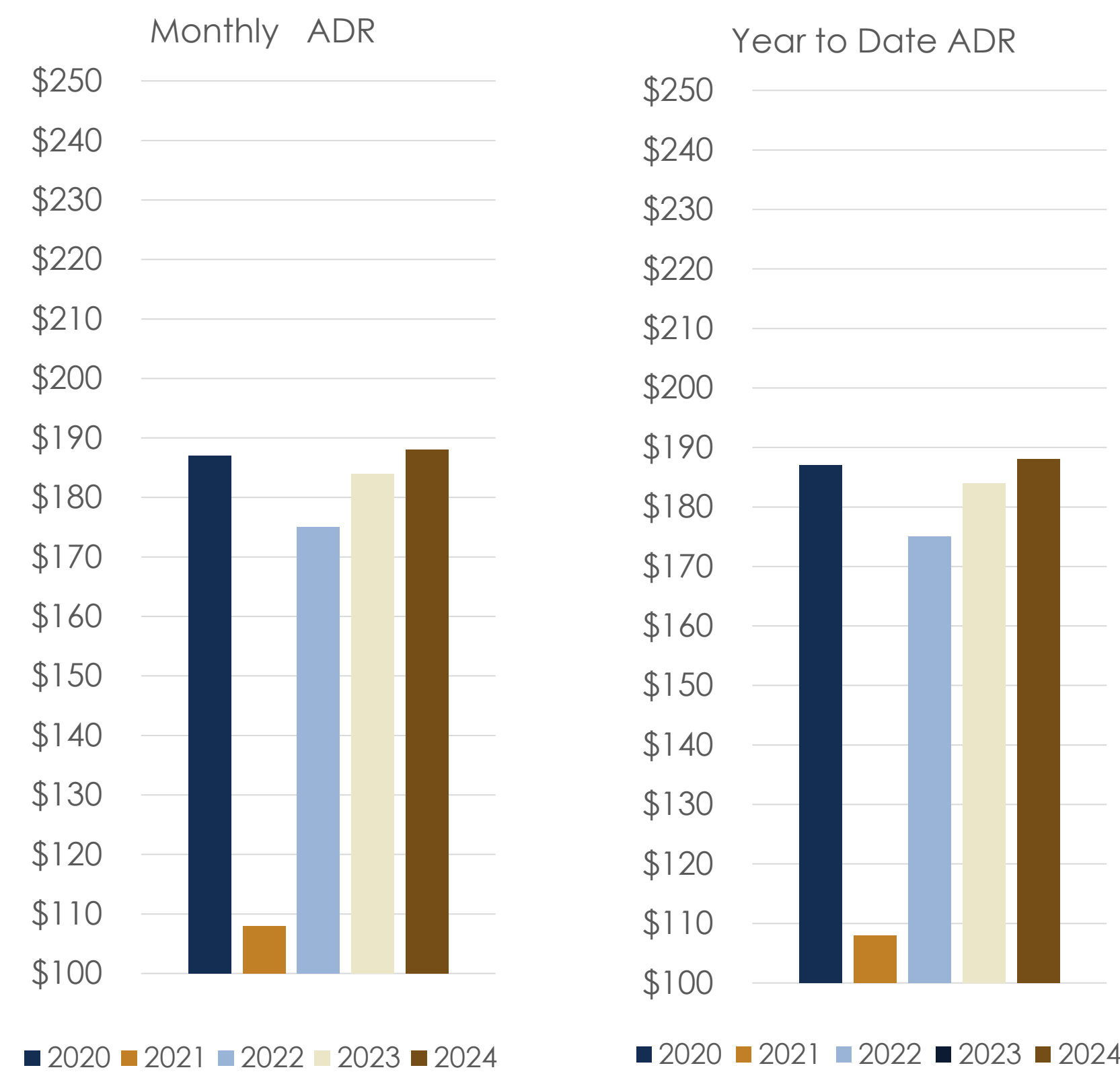
AUTHORITY TAX COLLECTIONS

2020-2024



Annual Budget = \$68,793,931

JANUARY HOTEL STATISTICS



2020 YTD Rev/Par = \$127.28; 2021 YTD Rev/Par = \$23.92; 2022 YTD Rev/Par = \$66.66; 2023 YTD Rev/Par = \$96.19; 2024 YTD Rev/Par = \$107.4

CAPITAL IMPROVEMENT PLAN – JANUARY 31, 2024

Project Description	Status	Budget	Obligations to Date (thru 1/31/24)	Actuals to Date (thu 1/31/24)	Remaining Obligations	Year To date Actuals (January)	2024 Budget
Design & Administration							
11288 Research and Development		\$ 11,421,143	\$ 2,734,176	\$ 2,607,391	\$ 126,785	\$ 16,422	\$ 750,000
8131 Development Site Preparation		\$ 26,000,000	\$ 25,805,395	\$ 3,193,225	\$ 22,612,170	\$ 61,900	\$ 17,500,000
SUB TOTAL		37,421,143	28,539,571	5,800,616	22,738,955	78,322	18,250,000
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	\$ 23,155,270	\$ 3,863,958	\$ 429,313	\$ 3,479,615
SUB TOTAL		43,000,000	29,266,934	25,322,112	3,944,822	429,313	3,579,615
Construction - CMAR							
7074 Roof Replacement		\$ 53,500,000	\$ 53,490,208	\$ 31,170,765	\$ 22,319,443	\$ 32,837	\$ 17,950,000
8527 Stage 1 (Meeting Rooms, Lobbies & Prefunction Areas)		\$ 170,900,000	\$ 170,841,400	\$ 30,509,469	\$ 140,331,931	\$ 1,866,476	\$ 24,500,000
13909 Stage 2 (Immersive Interventions and Multi-purpose space)		\$ 138,600,000	\$ 138,846,607	\$ 6,788,582	\$ 132,058,025	\$ -	\$ 4,800,000
SUB TOTAL		363,000,000	363,178,215	68,468,816	294,709,398	1,899,314	47,250,000
			214,270,970				
IT Upgrades							
8528 Data Center		\$ 5,607,400	\$ 5,107,368	\$ 5,107,368	\$ -	\$ -	\$ 500,000
8528 Infrastructure Access Control		\$ 3,179,263	\$ 1,155,060	\$ 1,135,624	\$ 19,436	\$ 600	\$ 2,000,000
8528 Infrastructure Fiber		\$ 11,142,640	\$ 10,252,641	\$ 10,035,294	\$ 217,347	\$ 299,258	\$ 800,000
8528 Infrastructure WiFi		\$ 4,682,770	\$ 95,780	\$ 95,780	\$ -	\$ -	\$ 4,500,000
8528 Infrastructure Surveillance Solution		\$ 2,987,927	\$ 2,822,928	\$ 2,822,928	\$ -	\$ -	\$ 165,000
SUB TOTAL		27,600,000	19,433,776	19,196,994	236,782	299,858	7,965,000
Closeout/Completed							
8247 Exhibit Hall Lighting Retrofit	Completed	\$ 8,002,417	\$ 8,002,417	\$ 8,002,417	\$ -	\$ -	\$ -
7937 Speak Easys	Completed	\$ 1,884,461	\$ 1,884,461	\$ 1,884,461	\$ -	\$ -	\$ -
8246 Linear Park & Transportation Center	Completed	\$ 64,347,620	\$ 64,347,620	\$ 64,347,620	\$ -	\$ -	\$ -
7050 Morial Memorial	Completed	\$ 1,561,844	\$ 1,561,844	\$ 1,561,844	\$ -	\$ -	\$ -
7879 Restrooms	Completed	\$ 10,182,515	\$ 10,182,515	\$ 10,182,515	\$ -	\$ -	\$ -
SUB TOTAL		85,978,857	85,978,857	85,978,857	-	-	-
GRAND TOTAL		\$ 557,000,000	\$ 526,397,352	\$ 204,767,394	\$ 321,629,957	\$ 2,706,807	\$ 77,044,615

CONTRACT AMENDMENTS EXECUTED: RESOLUTION 2023.7

Flatbed Inkjet Printer Installation

- Summary: Amendment No. 1 increases the contract cost for additional services of opening a cinder block wall and building scaffolding to roll the printer into place.
- Contractor Information:
 - New Orleans Iron Works
 - Belle Chasse, LA 70037
- Contract Term:
 - September 6, 2023 – September 5, 2024
- Contract Amount:
 - Original Contract Cost: \$9,500
 - Increase Cost: \$9,340
 - Amended Contract Cost: \$18,840

Furnish & Install Elevator 7 Modifications

- Summary: Contractor has agreed to an extension of time for one year.
- Contractor Information:
 - EMR Services, LLC
 - Harahan, LA 70123
- Contract Term:
 - January 1, 2024 – December 31, 2024

Independent Audit Services

- Contractor Information:
 - LaPorte, APAC
 - Covington, LA 70043
 - December 1, 2023 – November 30, 2024

Ernest N. Morial New Orleans Exhibition Hall Authority

Small and Emerging Business Opportunity Program

2023 Q4 & YE Report

Q4 SEB/DBE Participation Metrics:

- Payments: **43%** to SEB/DBEs
- Contract Awarded: **33%** to SEB/DBEs
- Contract Values: **81%** to SEB/DBEs

Q4 DBE Set Aside Metrics:

- Payments: **38%** to DBEs
- Contract Values: **74%** to DBEs

Community Engagement:

Social Media:



The New Orleans Ernest N. Morial Convention Center Small and Emerging Business (SEB) Program proudly spotlights a few of our certified vendors who run Black Owned Small and Emerging Businesses.

To learn more about Raynbo Development LLC visit their website here:
<https://www.raynbodevelopment.com/>



Q4 New Vendor Metrics:

7 New Certified Vendors

YE New Vendor Metrics:

66 New Certified Vendors

Newsletter:



Current Opps Hub | Message from the CDO | Profile We See You | Stay Connected



YE SEB/DBE Participation Metrics:

- Payments: **36%** to SEB/DBEs
- Contract Values: **54%** to SEB/DBEs

YE DBE Set Aside Metrics:

- Payments: **32%** to DBEs
- Contract Values: **51%** to DBEs

WIN with NOENMCC Event:

