



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



**REGULAR MEETING OF THE
BOARD OF DIRECTORS/COMMISSIONERS
WEDNESDAY, MARCH 26, 2025, 2:00 P.M.**

2025



AGENDA

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

Wednesday, March 26, 2025 at 2:00 p.m.

Authority Board Room – 900 Convention Center Blvd., New Orleans, LA 70130

ZOOM: https://us06web.zoom.us/webinar/register/WN_SofxzyMsSzqahltc6sH2wA

Webinar ID: 848 9104 1280 | Passcode: 324293

BOARD OF DIRECTORS

Russell Allen
Chairman

James Cook
Vice President

Stephen Caputo
Treasurer

Jack Rizzuto
Secretary

Geraldine Broussard

Edgar Chase IV

James Capella

Elizabeth Ellison-Frost

Ralph Mahana

Octavio Mantilla

Desi Vega

Camille Whitworth

Eric Wright

- 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 Meeting Minutes of February 26, 2025
- IV. Sales & Events Report
- V. Marketing & Communications Report
- VI. Operations Report
- VII. Financial Report
 - A. Contracts Executed (Resolution 2025.1)
- VIII. Other Business
- IX. Next Regularly Scheduled Meeting:
Wednesday, April 23, 2025 at 2:00 pm
- X. Motion to Adjourn

MEETING MINUTES OF THE BOARD OF DIRECTORS
ERNEST N. MORIAL NEW ORLEANS PUBLIC FACILITY MANAGEMENT, INC.

A Meeting of Ernest N. Morial New Orleans Public Facility Management, Inc. was held on Wednesday, February 26, 2025.

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

Russell Allen	Present
Geri Broussard	Absent
James Capella	Present
Stephen Caputo	Absent
Edgar Chase, IV	Present
James Cook	Present
David Ellis	Absent
Ralph Mahana	Absent
Octavio Mantilla	Present
Jack Rizzuto	Present
Desi Vega	Absent
Camille Whitworth	Present
Eric Wright	Absent

The total number present at roll call was seven (7).

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

Chairman Allen requested a motion to approve the NOPFMI Board Meeting Minutes of January 30, 2025. Director Mantilla moved approval; Director Capella seconded. Motion approved.

Elaine Williams presented the Sales and Marketing Report.

Director Eric Wright entered the meeting at 2:05 p.m.

Tim Hemphill presented the Marketing and Communications Report.

Adam Straight presented the Operations Report.

There was no Other Business to come before the board.

Chairman Allen asked for a motion to adjourn. Director Rizzuto moved adjournment; Director Mantilla seconded. Motion approved and the meeting adjourned at 2:28 p.m.

ATTEST: _____
JACK RIZZUTO, SECRETARY

:dj

CONTRACTS EXECUTED: RESOLUTION 2025.1

Sponsorship Agreement

- Summary: The Agreement between The Society of Independent Show Organizers (SISO) and MCCNO whereby SISO offers to MCCNO an opportunity to meet with the members of SISO in a business environment during their annual CEO Summit of top-level executives.
- Contractor Information:
 - Society of Independent Show Organizers (SISO)
 - Atlanta, GA 30339
 - SEB/DEB: Exempt: Sponsorship
- Contract Term:
 - March 31, 2025 - April 3, 2025
- Contract Amount:
 - Contract Cost: \$10,500
- Solicitation:
 - Not Applicable

Mardi Gras Throw Recycling Services

- Summary: CONTRACTOR will provide recycling services for two (2) Mardi Gras Balls.
- Contractor Information:
 - Osprey Initiative, LLC
 - Amite, LA 70422
 - SEB/DBE: No
- Contract Term:
 - February 11, 2025 – February 10, 2026
- Contract Amount:
 - Contract Cost: \$2,350
- Solicitation:
 - Request for Quotes

Drug Testing and Screening Services

- Summary: The Contractor shall provide drug screening services for all employees and contractors working in the Convention Center.
- Contractor Information:
 - Toxicology & Drug Analysis Laboratory
 - New Orleans, LA 70112
 - SEB/DEB: No
- Contract Term:
 - December 23, 2024 – December 22, 2025
- Contract Amount:
 - Total Contract Cost: \$20,000 (will not exceed this amount)
- Solicitation:
 - Direct Negotiation

Partnership Agreement

- Summary: The Partnership Agreement between New Orleans & Company, Convention Center and PCMA Partner Program whereby PCMA offers to MCCNO and NO & Co brand-building, lead generation and activations designed specifically to help broaden sales reach, maintain their presence as a premier destination and promote convention center business.
- Contractor Information:
 - Professional Convention Management Association (PCMA)
 - Chicago, IL 60678
 - SEB/DBE: Exempt - Sponsorship
- Contract Term:
 - January 1, 2025 - December 31, 2025
- Contract Amount:
 - Total Contract Cost: \$229,465
- Solicitation:
 - Not Applicable

CONTRACT RENEWALS EXECUTED: RESOLUTION 2025.1

Music and Advertisement Services

- Contractor Information:
 - Basin Street Records
 - New Orleans, LA 70115
- January 1, 2025 – December 31, 2025

Pest Control Services

- Contractor Information:
 - Bay Pest Control Company, Inc.
 - Ocean Springs, MS 39564
- February 21, 2025 - February 20, 2026

CONTRACT AMENDMENT EXECUTED: RESOLUTION 2025.1

Janitorial Supplemental Labor

- Contractor Information:
 - Source One Facilities, LLC
 - Metairie, LA 70002
- January 1, 2025- December 31, 2025
- NOTE:** The amendment is to account for increase in living wage and payment retroactive January 1, 2025. Contract increased by 2.85% (from \$19.62 to \$20.18) to comply with New Orleans Living Wage Ordinance.



AGENDA

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

Wednesday, March 26, 2025 at 2:00 p.m.

Authority Board Room – 900 Convention Center Blvd., New Orleans, LA 70130

ZOOM: https://us06web.zoom.us/webinar/register/WN_SofxzyMsSzqahltc6sH2wA

Webinar ID: 848 9104 1280 | Passcode: 324293

BOARD OF COMMISSIONERS

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- 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 Meeting Minutes of February 26, 2025
- IV. Lease Terms: 201 St. Joseph St., Suite 100, New Orleans, LA 70130
- V. Consent Agenda
 - A. Contracts
 1. Furnish and Install Motorized Breakers – Achary Electrical Contractors, LLC
- VI. Financial Reports
 - A. Financial Statements
 - B. Contracts Executed (Resolution 2025.1)
- VII. Convention Center Interim Chief Executive Officer's Report
- VIII. Other Business
- IX. Next Regularly Scheduled Meeting:
Wednesday, April 23, 2025 at 2:00 pm
- X. Motion to Adjourn

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 26, 2025.

President Russ Allen 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	Absent
James Capella	Present
Stephen Caputo	Absent
Edgar Chase, IV	Present
James Cook	Present
David Ellis	Absent
Ralph Mahana	Absent
Octavio Mantilla	Present
Jack Rizzuto	Present
Desi Vega	Absent
Camille Whitworth	Present
Eric Wright	Present

The total number present at roll call was eight (8).

President Allen asked for public comments of agenda items. There were none.

President Allen requested a motion to approve the NOEHA Board Meeting Minutes of January 30, 2025. Commissioner Whitworth moved approval; Commissioner Rizzuto seconded. Motion approved.

Alita Caparotta presented the Insurance Property & Casualty Renewals. Commissioner Rizzuto moved approval; Commissioner Wright seconded. Motion approved.

Alita Caparotta presented consent agenda items A. Contracts: 1. Procurement of Smallwares – a. Singer H&R, b. Caire Hotel & Restaurant Supply, Inc., c. Volume Services, Inc. dba Sodexo Live!, 2. Financial Advisor Consultant Services – PFM Financial Advisors, 3. Governmental Relations Services Amendment No. 1 – The Advocacy Partners. Commissioner Chase moved approval; Commissioner Rizzuto seconded. Motion approved.

Alita Caparotta presented the December, 2024 Financial Reports. Commissioner Rizzuto moved approval; Commissioner Whitworth seconded. Motion approved.

Alita Caparotta introduced James "JT" Hannan as the new Chief Strategy Officer.

There was no Other Business to come before the board.

President Allen asked for a motion to adjourn. Commissioner Chase moved adjournment; Commissioner Mantilla seconded. Motion approved and the meeting adjourned at 2:55 p.m.

ATTEST: _____
JACK RIZZUTO, SECRETARY

:dj

201 St. Joseph St., Suite 100, New Orleans, LA 70130

		Lease Cost		Construction
		Year 1	Total Term	Total Allow
Ground Floor				
Sq Ft	8,948			
Cost/Sq Ft	annum	\$ 28		\$ 111,850
Annual Cost		\$ 250,544	\$ 1,342,200	
Parking				
3 spaces	200 month	\$ 7,200	\$ 36,000	
4-10 spaces	275 month			
TOTALS		\$ 257,744	\$ 1,378,200	\$ 111,850
monthly		\$ 21,479		

- Lease Term: 5 Years
- Options: 1 Year Option; \$1.50 increase i.e. Year 6 - \$33.50
- Cancellation: No Option to Cancel
- Operating Expenses: Standard Provided; Included in Rent, No Escalation
- Expansion 2nd Floor: Right to Lease If Vacated
- Furniture: Remains. \$1.00
- Parking: Increase \$5.00 per Space Each Anniversary

FURNISH & INSTALL MOTORIZED BREAKERS

Summary:

CONTRACTOR will demolish and replace 12 electrically operated circuit breakers, provide two spare breakers, install new wiring, bus bars, and control boxes, and perform required testing.

Contractor Information:

Achary Electrical Contractors, LLC

- Slidell, LA 70460
- SEB/DBE Certification and/or Participation: No

Contract Term:

March 27, 2025 – March 26, 2026, or upon completion of project

Contract Amount:

Contract Cost: \$917,955 (Base bid + Alternate 1)

Solicitation:

Public Works – Low Bid. Three (3) bids received.





ERNEST N. MORIAL
NEW ORLEANS EXHIBITION HALL AUTHORITY
STATEMENT OF NET POSITION
JANUARY, 2025 and 2024

	2025	2024
ASSETS AND DEFERRED OUTFLOWS OF RESOURCES		
1 Current assets:		
2 Cash	\$ 19,648,190	\$ 26,792,719
3 Investments	\$ 50,265,934	\$ 29,493,162
4 Accounts receivable, net	\$ 6,233,511	\$ 5,263,866
5 Interest receivable	\$ 2,075,038	\$ 1,366,929
6 Lease receivable	\$ 223,630	\$ 227,386
7 Prepaid expenses and other assets	\$ 1,453,624	\$ 1,363,745
8 Total current assets	\$ 79,899,927	\$ 64,507,807
9 Designated and restricted assets:		
10 Cash, restricted primarily for construction and debt service	\$ 5,346,071	\$ 5,393,051
11 Cash, restricted to satisfy Cooperative Endeavor Agreements	\$ 7,189,389	\$ 7,432,097
12 Investments, restricted to satisfy Cooperative Endeavor Agreements	\$ 144,174,518	\$ 137,585,018
13 Investments, restricted primarily for debt services	\$ 36,463,037	\$ 95,654,843
14 Interest Receivable	\$ 565,623	\$ 518,236
15 Taxes receivable	\$ 25,896,534	\$ 24,345,372
16 Total designated and restricted assets	\$ 219,635,172	\$ 270,928,616
17 Long-term assets:		
18 Lease receivable, less current portion	\$ 17,182,978	\$ 17,082,402
19 Right to use leased assets and subscriptions, net of amortization	\$ 773,669	\$ 1,345,962
20 Property, buildings and equipment, net	\$ 472,084,372	\$ 415,496,093
21 Total long-term assets	\$ 490,041,019	\$ 433,924,456
22 Total assets	\$ 789,576,118	\$ 769,360,879
23 Deferred outflows of resources		
24 Total assets and deferred outflows of resources	\$ 789,576,118	\$ 769,360,879
25 LIABILITIES, DEFERRED INFLOWS OF RESOURCES AND NET POSITION		
26 Current liabilities (payable from current assets):		
27 Accounts payable	\$ 9,780,853	\$ 10,327,328
28 Other payables	\$ 7,641,362	\$ 6,247,685
29 Unearned revenue	\$ 6,629,603	\$ 5,870,634
30 Current portion of lease and subscription obligations	\$ 421,187	\$ 595,366
31 Compensated absences, current portion	\$ 847,599	\$ 815,900
32 Total unrestricted current liabilities	\$ 25,320,604	\$ 23,856,913
33 Current liabilities (payable from restricted assets):		
34 Other Liabilities	\$ 53,693	\$ 80,345
35 Current portion of accrued bond interest	\$ 294,331	\$ 302,975
36 Current portion of bonds payable and other long term liabilities	\$ 5,075,000	\$ 4,830,000
37 Total restricted current liabilities	\$ 5,423,024	\$ 5,213,320
38 Total current liabilities	\$ 30,743,628	\$ 29,070,233
39 Long-term liabilities:		
40 Compensated absences, less current portion	\$ 455,852	\$ 470,619
41 Bonds payable and other long term liabilities, less current portion, net	\$ 139,221,654	\$ 144,867,158
42 Lease and subscriptions obligations, less current portion	\$ (9,219)	\$ 407,848
43 Unearned revenue, less current portion	\$ 2,440,706	\$ 1,538,971
44 Lease deposits	\$ 1,512,002	\$ 1,917,805
45 Total long-term liabilities	\$ 143,620,995	\$ 149,202,401
46 Total liabilities	\$ 174,364,623	\$ 178,272,634
47 Deferred inflows of resources		
48 Unamortized gain on bond refinancing	\$ 1,129,717	\$ 2,148,386
49 Leases	\$ 17,174,150	\$ 17,259,999
50 Total deferred inflows of resources	\$ 18,303,867	\$ 19,408,385
51 Total liabilities and deferred inflows of resources	\$ 192,668,490	\$ 197,681,019
52 Net position:		
53 Invested in capital assets, net of related debt	\$ 327,019,702	\$ 263,993,297
54 Restricted primarily for debt service, construction, and CEA	\$ 219,287,148	\$ 270,545,296
55 Unrestricted	\$ 50,600,778	\$ 37,141,267
56 Total net position	\$ 596,907,628	\$ 571,679,860
57 Total liabilities, deferred inflows of resources, and net position	\$ 789,576,118	\$ 769,360,879



**ERNEST N. MORIAL
NEW ORLEANS EXHIBITION HALL AUTHORITY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
FOR THE PERIOD ENDING JANUARY 2025 AND JANUARY 2024**

	2025 ACTUALS		2024			2025 BUDGET		
	Month to Date	Year to Date	Prior Year to Date	Variance	Percent Variance	Budget Year to Date	Variance To Actual YTD	Percent Variance
1 Operating revenues:								
2 User fees	\$ 4,383,127	\$ 4,383,127	\$ 2,138,937	\$ 2,244,190	104.92%	\$ 2,350,074	\$ 2,033,053	86.51%
3 Food Service Commissions and Fees	649,006	649,006	490,245	158,761	32.38%	541,615	107,391	19.83%
4 Other:								
5 The UPS Store	27,490	27,490	20,171	7,319	36.28%	35,500	(8,010)	-22.56%
6 Rental	2,805	2,805	2,055	750	36.50%	3,055	(250)	-8.18%
7 Miscellaneous	26,647	26,647	41,384	(14,737)	-35.61%	15,606	11,041	70.75%
8 Total operating revenues	5,089,075	5,089,075	2,692,793	2,396,282	88.99%	2,945,850	2,143,225	72.75%
9 Operating expenses:								
10 General and administrative	941,941	941,941	1,074,377	132,436	12.33%	1,390,832	448,891	32.27%
11 Sales and marketing	334,844	334,844	306,550	(28,294)	-9.23%	364,222	29,378	8.07%
12 New Orleans & Co.	132,790	132,790	88,204	(44,586)	-50.55%	92,775	(40,015)	-43.13%
13 Event services	247,225	247,225	226,799	(20,426)	-9.01%	241,500	(5,725)	-2.37%
14 Food services	133,248	133,248	56,518	(76,730)	-135.76%	77,451	(55,797)	-72.04%
15 Building operations	2,531,424	2,531,424	2,213,652	(317,771)	-14.36%	2,249,954	(281,470)	-12.51%
16 Public safety	578,948	578,948	426,809	(152,139)	-35.65%	523,644	(55,304)	-10.56%
17 Production services	310,780	310,780	348,112	37,332	10.72%	295,629	(15,151)	-5.13%
18 Technology services	622,147	622,147	533,213	(88,934)	-16.68%	725,218	103,071	14.21%
19 The UPS Store	41,205	41,205	30,581	(10,624)	-34.74%	41,980	775	1.85%
20 Total operating expenses	5,874,552	5,874,552	5,304,815	(569,736)	-10.74%	6,003,205	128,653	2.14%
21 Income (Loss) from operations before depreciation and non-capital, one-time projects	(785,477)	(785,477)	(2,612,022)	1,826,546	69.93%	(3,057,355)	2,271,878	74.31%
22 Non-capital, one-time projects	123,967	123,967	-	(123,967)	0.00%	50,000	(73,967)	-147.93%
23 Depreciation and amortization	2,073,576	2,073,576	1,934,927	(138,649)	-7.17%	2,527,168	453,592	17.95%
24 Income (Loss) before nonoperating revenues (expenses) and capital contributions	(2,983,020)	(2,983,020)	(4,546,949)	1,563,929	34.40%	(5,634,523)	2,651,503	47.06%
25 Nonoperating revenues (expenses):								
26 Tax revenues	4,790,819	4,790,819	4,655,260	135,559	2.91%	4,804,619	(13,800)	-0.29%
27 Investment income/(expenses)	1,128,531	1,128,531	1,427,239	(298,708)	-20.93%	1,003,315	125,216	12.48%
28 Rental	14,276	14,276	125,575	(111,299)	-88.63%	14,275	1	0.01%
29 Interest expense	(437,621)	(437,621)	(453,225)	15,604	3.44%	(438,732)	1,111	0.25%
30 Distribution to other entities	(102,071)	(102,071)	-	(102,071)	-100.00%	-	-	0.00%
31 Insurance proceeds	-	-	-	-	0.00%	-	-	0.00%
32 Total nonoperating revenues (expenses)	5,393,934	5,393,934	5,754,849	(360,915)	-6.27%	5,383,477	112,528	2.09%
33 Increase (Decrease) in net position	\$ 2,410,914	\$ 2,410,914	\$ 1,207,900	\$ 1,203,014	99.60%	\$ (251,046)	\$ 2,764,031	1101.01%
34 Net position:								
35 Balance, beginning of year		594,496,714	570,471,960			594,496,714	594,496,714	
36 Change in accounting principle		-						
		594,496,714	570,471,960					
37 Balance, end of year		\$ 596,907,628	\$ 571,679,860	\$ 1,203,014		\$ 594,245,668	\$ 2,661,960	



**ERNEST N. MORIAL
NEW ORLEANS EXHIBITION HALL AUTHORITY
STATEMENT OF CASH FLOWS
FOR THE PERIODS ENDING JANUARY 2025 AND JANUARY 2024**

	<u>2025</u>		<u>2024</u>
1 Cash flows from operating activities:			
2 Cash received from user fees	3,379,891	\$	4,942,970
3 Cash received from other sources	1,041,957	\$	889,866
4 Cash paid to employees and for related expenses	(3,262,052)	\$	(2,865,485)
5 Cash paid to suppliers	(1,867,291)	\$	(1,705,825)
6 Net cash provided by (used in) operating activities	<u>(707,495)</u>	<u>\$</u>	<u>1,261,526</u>
7 Undesignated Expansion Cash and Investments			
8 Cash received from taxes	5,641,802	\$	5,039,948
9 Distributions to other entities	(102,071)	\$	-
10 Net cash provided by noncapital financing activities	<u>5,539,731</u>	<u>\$</u>	<u>5,039,948</u>
11 Cash flows from capital and related financing activities:			
12 Acquisition and construction of capital assets	(27,514,106)	\$	(1,549,318)
13 Repayment of bonds and long term liabilities	-	\$	-
14 Interest paid	(3,356,596)	\$	(3,475,530)
15 Insurance proceeds	-	\$	-
16 Cash paid for bond issuance costs	-	\$	-
17 Proceeds from 2023 bond issue	-	\$	-
18 Lease Revenue	14,277	\$	-
19 Net cash used in capital and related financing activities	<u>(30,856,425)</u>	<u>\$</u>	<u>(5,024,848)</u>
20 Cash flows from investing activities:			
21 Purchases of investment securities	(29,918,795)	\$	(17,135,482)
22 Investment sales and maturities	58,336,457	\$	26,380,025
23 Lease deposits	-	\$	-
24 Interest payments received	1,130,227	\$	1,283,445
25 Net cash provided by (used in) investing activities	<u>29,547,889</u>	<u>\$</u>	<u>10,527,988</u>
26 Net increase (decrease) in cash and cash equivalents	<u>3,523,700</u>	<u>\$</u>	<u>11,804,614</u>
27 Cash and cash equivalents at beginning of year	<u>28,659,950</u>	<u>\$</u>	<u>27,813,253</u>
28 Cash and cash equivalents at month end	<u>32,183,650</u>	<u>\$</u>	<u>39,617,867</u>
29 Reconciliation of loss from operations to net			
30 Cash used in operating activities:			
31 Loss from operations	(2,983,020)	\$	(4,546,950)
32 Adjustments to reconcile loss from operations to net			
33 Cash used in operating activities:			
34 Depreciation	2,073,576	\$	1,934,927
35 Increase and decrease in:			
36 Accounts receivable	9,381	\$	3,223,840
37 Prepaid and other assets	516,483	\$	534,079
38 Accounts payable and accrued expenses	352,693	\$	199,428
39 Unearned revenue	(676,608)	\$	(83,798)
40 Net cash used in operating activities	<u>(707,495)</u>	<u>\$</u>	<u>1,261,526</u>
41 Reconciliation to Statements of Net Position			
42 Cash - current assets	19,648,190	\$	26,792,719
43 Cash, restricted primarily for construction and debt service	5,346,071	\$	5,393,051
44 Cash, restricted to satisfy Cooperative Endeavor Agreements	7,189,389	\$	7,432,097
45 Total cash	<u>32,183,650</u>	<u>\$</u>	<u>39,617,867</u>



**ERNEST N. MORIAL
NEW ORLEANS EXHIBITION HALL AUTHORITY
MONTHLY FINANCIALS: ACTUAL AND BUDGET
JANUARY, 2025 and 2024**

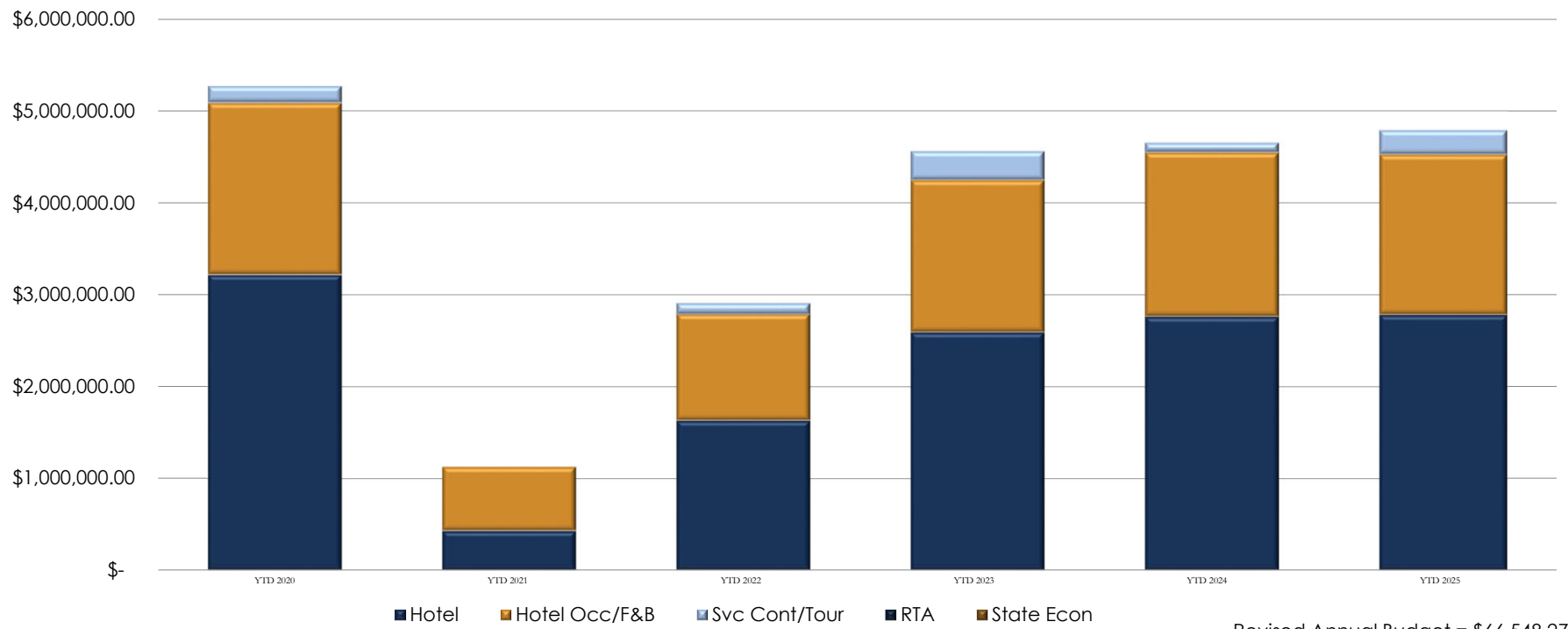
	01/31/25				1/31/2024		
	Actual	Budget	Variance	% Variance	Actual	Variance YOY	% Variance YOY
1 Operating revenues:							
2 User fees	\$ 4,383,127	\$ 2,350,074	\$ 2,033,053	86.51%	\$ 2,138,937	\$ 2,244,190	104.92%
3 Food Service Commissions and Fees	649,006	541,615	107,391	19.83%	490,245	158,761	32.38%
4 Other:							
5 The UPS Store	27,490	35,500	(8,010)	-22.56%	20,171	7,319	36.29%
6 Rental	2,805	3,055	(250)	-8.17%	2,055	750	36.47%
7 Miscellaneous	26,647	15,606	11,041	70.75%	41,384	(14,737)	-35.61%
8 Total operating revenues	5,089,075	2,945,850	2,143,225	72.75%	2,692,793	2,396,282	88.99%
9 Operating expenses:							
10 General and administrative	941,941	1,390,832	(448,891)	-32.27%	1,074,377	132,436	12.33%
11 Sales and marketing	334,844	364,222	(29,378)	-8.07%	306,550	(28,294)	-9.23%
12 New Orleans & Co.	132,790	92,775	40,015	43.13%	88,204	(44,586)	-50.55%
13 Event services	247,225	241,500	5,725	2.37%	226,799	(20,426)	-9.01%
14 Food services	133,248	77,451	55,797	72.04%	56,518	(76,730)	-135.76%
15 Building operations	2,531,424	2,249,954	281,470	12.51%	2,213,652	(317,772)	-14.36%
16 Public safety	578,948	523,644	55,304	10.56%	426,809	(152,139)	-35.65%
17 Production services	310,780	295,629	15,151	5.12%	348,112	37,332	10.72%
18 Technology services	622,147	725,218	(103,071)	-14.21%	533,213	(88,934)	-16.68%
19 The UPS Store	41,205	41,980	(775)	-1.85%	30,581	(10,624)	-34.74%
20 Total operating expenses	5,874,552	6,003,206	(128,654)	-2.14%	5,304,814	(569,738)	-10.74%
21 Income (Loss) from operations before depreciation and non-capital, one-time projects	(785,477)	(3,057,356)	2,271,879	74.31%	(2,612,021)	1,826,544	69.93%
22 Non-capital, one-time projects	123,967	50,000	73,967	147.93%	-	123,967	0.00%
23 Depreciation and amortization	2,073,576	2,527,168	(453,592)	-17.95%	1,934,927	138,649	7.17%
24 Income (Loss) before nonoperating revenues (expenses) and capital contributions	(2,983,020)	(3,057,356)	74,336	2.43%	(4,546,948)	1,563,928	34.40%
25 Nonoperating revenues (expenses):							
26 Tax revenues	4,790,819	4,804,619	(13,800)	-0.29%	4,655,260	135,559	2.91%
27 Investment income/(expenses)	1,128,531	1,003,315	125,216	12.48%	1,427,239	(298,708)	-20.93%
28 Rental	14,276	14,275	1	0.01%	(453,225)	467,501	103.15%
29 Interest expense	(437,621)	(438,732)	1,111	0.25%	125,575	(563,196)	-448.49%
30 Distribution to other entities	(102,071)	-	(102,071)	0.00%	-	(102,071)	-100.00%
31 Insurance proceeds	-	-	-	0.00%	-	-	0.00%
32 Total nonoperating revenues (expenses)	5,393,934	5,383,478	10,456	0.19%	5,754,849	(360,915)	-6.27%
33 Increase (Decrease) in net position	2,410,914	(251,047)	2,661,961	1060.35%	1,207,901	1,203,013	99.60%

Note: For the two revenue sections, we calculated the variance by subtracting the actual from the budget and the actual from prior year.
For the expense section, we calculated the variance by subtracting the budget and prior year from the actual.

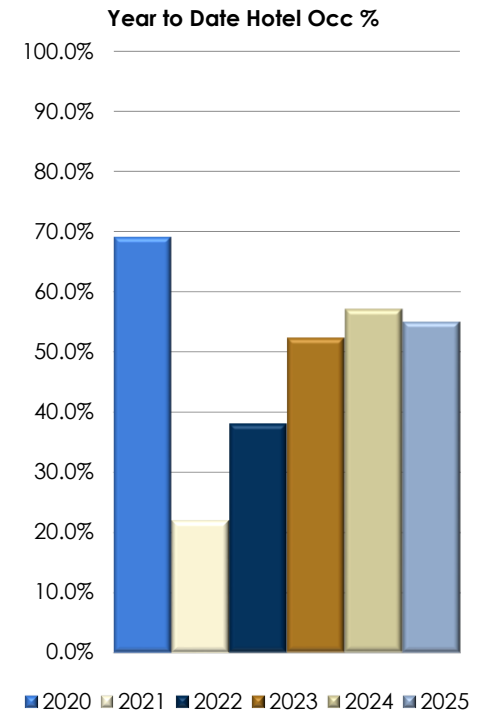
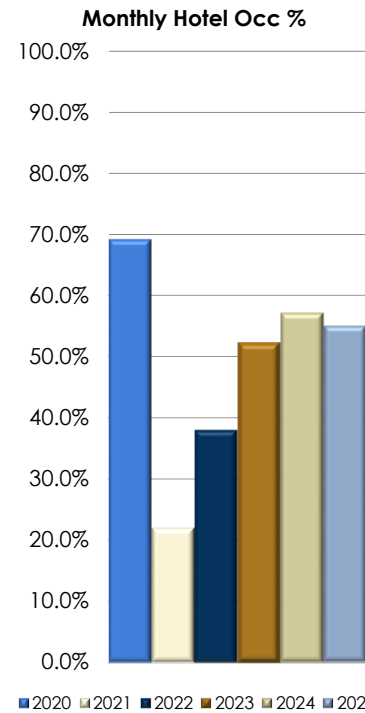
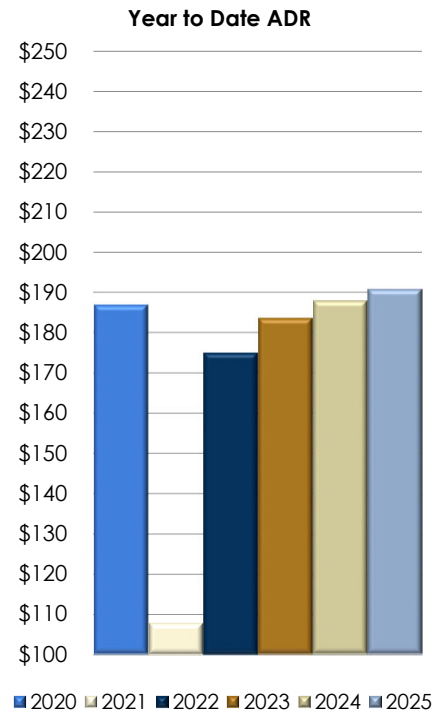
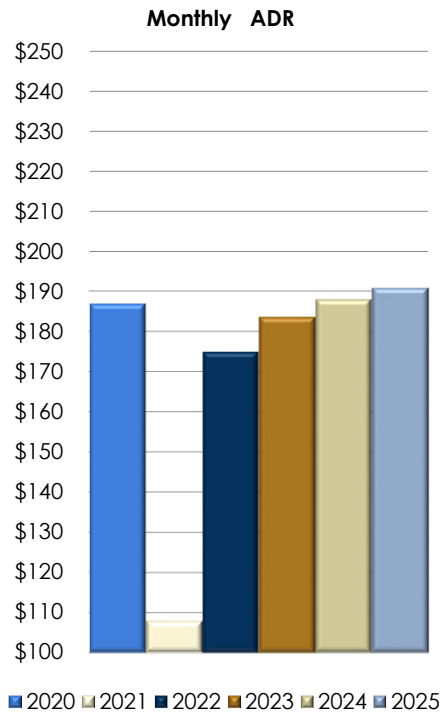
AUTHORITY TAX COLLECTIONS

2020-2025

January Tax Collections



JANUARY HOTEL STATISTICS



2020 YTD Rev/Par = \$127.28; 2021 YTD Rev/Par = \$23.92; 2022 YTD Rev/Par = \$66.63; 2023 YTD Rev/Par = \$96.19; 2024 YTD Rev/Par = \$107.53; 2025 YTD Rev/Par = \$105.27

Ernest N. Morial
New Orleans Exhibition Hall Authority
Capital Program Budget
2025 -2030 Budget

Project Description	Project Budget 2025-2030	Year to Date Actuals (January)	Project Budget 2025
NEW PROJECTS 2025-2030			
Building Systems and Infrastructure			
1 IT Initiatives (Strategy)	\$ 19,000,000	\$ 329,048	\$ 2,400,000
2 Vertical Transportation Renovation	\$ 35,000,000	\$ -	\$ 350,000
3 Phase 3 MEP (HVAC)	\$ 10,000,000	\$ -	\$ 0
4 Emergency Infrastructure	\$ 18,000,000	\$ -	\$ 3,000,000
5 Plumbing Infrastructure	\$ 10,000,000	\$ -	\$ 0
6 Access Control	\$ 20,000,000	\$ -	\$ 450,000
7 Air Wall Replacement	\$ 30,000,000	\$ -	\$ -
SUB TOTAL	142,000,000	329,048	6,200,000
Interior Renovations and Space Reconfigurations			
8 Ballroom Renovation/Reconfiguration	\$ 50,000,000	\$ -	\$ 0
9 Theatre Renovation/Re-purpose	\$ 10,000,000	\$ -	\$ 100,000
10 Exhibit Floor Improvements	\$ 10,000,000	\$ -	\$ 200,000
11 "Back of House" Improvements	\$ 30,000,000	\$ -	\$ 0
12 Food and Beverage Renovations	\$ 30,000,000	\$ -	\$ 2,400,000
13 Loading Dock Renovations	\$ 5,000,000	\$ -	\$ 3,750,000
SUB TOTAL	135,000,000	-	6,450,000
Annual Capital Projects			
14 Annual Capital Maintenance	\$ 15,000,000	\$ -	\$ 0
15 Annual Capital Expenditures/Procurements	\$ 30,000,000	\$ -	\$ 6,719,322
SUB TOTAL	45,000,000	-	6,719,322
Campus-Wide and Sustainability Initiatives			
16 Exterior Campus Upgrades	\$ 10,000,000	\$ -	\$ 0
17 Sustainability Initiatives	\$ 15,000,000	\$ -	\$ 2,000,000
SUB TOTAL	25,000,000	-	2,000,000
Land and Headquarter Hotel			
18 Land	\$ 34,250,000	\$ 17,886,049	\$ 18,000,000
19 Hotel	\$ 70,000,000	\$ -	\$ 0
20 Soft Costs	\$ 2,000,000	\$ 57,006	\$ 800,000
SUB TOTAL	106,250,000	17,943,056	18,800,000
TOTAL NEW PROJECTS	\$ 453,250,000	\$ 18,272,104	\$ 40,169,322
PROJECTS CONTINUED			
21 Research and Development	\$ 5,000,000	\$ 4,677	\$ 75,000
22 CMAR-Stage 1 (Interior Renovations)	\$ 140,000,000	\$ 3,977,346	\$ 54,305,831
23 CMAR-Stage 2 (External Renovations)	\$ 138,600,000	\$ 261,821	\$ 8,172,299
24 Development Site Preparation	\$ 26,000,000	\$ 860,735	\$ 10,489,221
TOTAL PROJECTS CONTINUED	\$ 309,600,000	\$ 5,104,578	\$ 73,042,351
GRAND TOTAL	\$ 762,850,000	\$ 23,376,682	\$ 113,211,673

CONTRACTS EXECUTED: RESOLUTION 2025.1

Renovation of Mezzanine and Great Hall Restrooms – Architectural Services

- Summary: The Consultant will provide basic services consisting of architectural design services, which includes schematic design, design development, construction documents, bidding & negotiations, and contract administration for the restroom renovations at the Mezzanine Levels 1 & 2 and Great Hall.
- Contractor Information:
 - Studio West Designs & Architecture, LLC d/b/a Studio West
 - New Orleans, LA 70117
 - SEB/DEB: Yes, 100%
- Contract Term:
 - February 1, 2025 - December 31, 2025 or upon completion
- Contract Amount:
 - Contract Cost: \$65,415 or 10.4832% of Available Funds for Construction
- Solicitation:
 - Request for Quotes/ Direct Negotiation

CONTRACT RENEWAL EXECUTED: RESOLUTION 2025.1

Marketing and Consulting for Development Parcels

- Contractor Information:
 - Corporate Realty Leasing Company, Inc
 - New Orleans, LA 70170
- March 1, 2025 - February 28, 2026