



New Orleans Public Facility Management, Inc.



**REGULAR MEETING OF THE BOARD OF DIRECTORS/COMMISSIONERS
WEDNESDAY, NOVEMBER 20, 2019, 2:00 P.M.**

 *New Orleans*
ERNEST N. MORIAL
CONVENTION CENTER

2019



NOPFMI

Agenda



November 20, 2019 Agenda



The Board of Directors will convene and hold its regular meeting in The Authority Boardroom located on the Mezzanine level of the Convention Center and accessible at the Hall B entrance beginning at 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 only speak to items that are on the agenda. A member of the public will need to specifically identify the agenda item on which he or she intends to speak and will be allowed 2 minutes to make comments. This is not a question and answer session where a member of the public can ask questions and demand answers of this Board of Commissioners.
- III. Approval of NOPFMI Board Meeting Minutes of October 23, 2019
- IV. Committee Reports (non-consent):
 - A. Finance & Audit Committee
 1. Contracts Executed – Resolution 2019.4
- V. Sales & Marketing Report
- VI. Proposed 2020 Board Schedule
- VII. Other Business
- VIII. Next Regularly Scheduled Meeting: Wednesday, December 18, 2019
- IX. Motion to Adjourn



NOPFMI

Meeting Minutes



Board Meeting Minutes October 23, 2019 – Pg. 1 of 2



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

A Meeting of New Orleans Public Facility Management, Inc. was held on Wednesday, October 23, 2019 in the Board Room at the Ernest N. Morial Convention Center – New Orleans, 900 Convention Center Boulevard, New Orleans, Louisiana.

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

| | |
|--------------------|---------|
| Dottie Belletto | Present |
| Ryan F. Berni | Absent |
| Stephen Caputo | Present |
| Alfred L. Groos | Present |
| Ronald Guidry | Present |
| Robert Hammond | Present |
| Eddie Jacobs | Absent |
| Freddie King, III | Absent |
| Steve Pettus | Present |
| Bonita Robertson | Absent |
| Melvin J. Rodrigue | Present |
| Michael Smith | Absent |
| Camille Whitworth | Present |

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

Chairman Rodrigue asked the audience for public comment of agenda items. There were no public comments.

Chairman Rodrigue requested a motion to approve the NOPFMI Board Meeting Minutes of September 25, 2019. Secretary Belletto moved approval, seconded by Director Guidry. **Motion approved.**



Board Meeting Minutes October 23, 2019– Pg. 2 of 2



Treasurer Pettus moved approval on consent agenda items: (1) Milspec Industries for Cords and Quads, (2) Associated Office Systems of Louisiana, Inc. for Office Furniture, and (3) Automatic Data Processing, Inc. dba ADP, Inc. for HR Website Application Services. Motion seconded by Secretary Belletto. **Motion approved.**

Mr. Tim Hemphill, Vice President of Sales & Marketing, gave the Sales, Marketing, and Communications report.

With no other business to come before the Board, Chairman Rodrigue asked for a motion to adjourn. Treasurer Pettus moved adjournment, seconded by Director Whitworth. **Motion approved** and the meeting adjourned at 2:15 p.m.

ATTEST: _____
DOTTIE BELLETTO, SECRETARY



Finance & Audit Committee



Contracts Executed: Resolution 2019.4



Executed Contract – Resolution 2019.4

| Contractor: | Contract Description: | Contract Cost: |
|--|---------------------------------|-----------------------|
| International Association of Exhibitions and Events 12700 Park Central Drive, Ste. 308 Dallas, TX 75251 | 2020 IAEE Partnership Agreement | \$34,825.00 |



Sales & Marketing Reports



Booking & Occupancy Report

SALES AND MARKETING DEPARTMENT



Summary of Booking Activity

Definite Bookings — October 2019

| Dates | Account | Event | Attendees | Room Nights | Occupied Space Days |
|-------------------|--|--|---------------|----------------|---------------------|
| 04/03/20-04/05/20 | National Collegiate Athletic Association | Tourney Town | 20,000 | 2,000 | 18 |
| 05/15/20-05/16/20 | Tulane University School of Medicine | Tulane School of Medicine Diploma Ceremony | 3,000 | 0 | 2 |
| 05/27/20-05/29/20 | Louisiana Department of Education | Teacher Leader Summit | 6,500 | 3,600 | 15 |
| 06/09/20-06/09/20 | The Advocate | NOLA Best Work Places | 500 | 0 | 2 |
| 06/18/20-06/18/20 | Global Industrial | Global Industrial 2020 National Trade Show | 1,250 | 1,800 | 6 |
| 10/20/21-10/21/21 | Association of Energy Engineers | AEE World Energy Conference & Expo | 1,000 | 3,640 | 10 |
| 10/31/21-11/04/21 | American Society of Mechanical Engineers | ASME International Mechanical Engineering Congress and | 3,000 | 3,010 | 13 |
| 06/06/26-06/08/26 | American Diabetes Association | ADA 86th Scientific Sessions | 15,000 | 50,842 | 80 |
| 01/20/27-01/21/27 | Golf Course Superintendents Association of America | Golf Industry Show | 15,000 | 18,090 | 76 |
| 10/23/28-10/25/28 | LeadingAge | Leading Age Annual Meeting and Expo | 8,500 | 18,644 | 50 |
| 06/07/31-06/09/31 | American Diabetes Association | ADA Annual Scientific Sessions | 15,000 | 51,240 | 80 |
| Totals: | | Events - 11 | 88,750 | 152,866 | 352 |

Events that became firm last month are projected to generate \$151.6 million in economic impact to the New Orleans metro area.

Notes:

Occupied Space Days ("OSD") represent the total number of days a hall and/or ballroom is in active event-related use.

Projected economic impact reflects expenditures by visitors on hotel rooms, meals, bars, shopping, transportation, gambling, and entertainment predicated upon a 2016 Economic Impact Analysis performed by the University of New Orleans ("UNO").

Summary of Booking Activity

Events Booked as Tentative — October 2019

| Dates | Account | Event | Attendees | Room Nights | Occupied Space Days |
|-------------------|---|--|----------------|----------------|---------------------|
| 02/15/20-02/16/20 | World System Builder | WSB Trainer Academy | 3,000 | 45 | 3 |
| 03/23/20-03/26/20 | City of New Orleans, Office of Homeland Security & Emergency Preparedness | CNO-Annual Hurricane Season Training | 80 | 60 | 0 |
| 06/20/20-06/21/20 | New Orleans Ernest N. Morial Convention Center | NULG-National Urban League of Louisisana Gala | 50 | 0 | 2 |
| 06/26/20-06/27/20 | New Orleans Ernest N. Morial Convention Center | NULG- National Urban League of Louisiana Gala | 50 | 0 | 2 |
| 09/02/20-09/07/20 | BeauCoup Holdings, LLC | BUKU-Public Concert | 20,000 | 1,000 | 25 |
| 09/16/20-09/17/20 | Tulane University | Tulane Bussiness Forum | 800 | 0 | 2 |
| 09/25/20-09/26/20 | George P. Johnson Experience Marketing | GPJ-Confidential Client | 8,000 | 3,450 | 21 |
| 02/08/21-02/10/21 | Vacuum & Sewing Dealers Association | Vacuum Dealers Trade Association | 500 | 1,430 | 5 |
| 04/06/21-04/08/21 | Sanofi US Services, Inc. | Sanofi Genzyme MSOI National POA | 1,512 | 4,989 | 20 |
| 05/18/21-05/21/21 | National Safety Council | NSC-2021 National Safety Council Southern Conference & E | 1,100 | 438 | 8 |
| 03/05/22-03/09/22 | American Moving & Storage Association | Education Conference & Expo | 700 | 1,554 | 5 |
| 03/21/22-03/25/22 | National Network of Public Health Institute | National Network of Public Health Institutes | 2,200 | 3,250 | 5 |
| 11/09/22-11/12/22 | American Evaluation Association | AEA Annual Conference | 3,200 | 4,325 | 14 |
| 05/09/23-05/10/23 | Argentum | ARGENTUM-Senior Living Executive Conference | 3,500 | 3,537 | 20 |
| 06/04/23-06/07/23 | International Society for Advancement of Cytometry | ISAC-CYTO 38th Congress of the ISAC | 1,900 | 3,715 | 12 |
| 06/06/23-06/07/23 | International Liquid Terminals Association | HPN-ILTA Annual Meeting | 2,200 | 2,020 | 28 |
| 03/17/24-03/19/24 | American Dental Education Association | ADEA-Annual Session & Exhibition | 1,500 | 4,709 | 6 |
| 06/23/26-06/26/26 | American Association of Nurse Practitioners | AANP-2026 National Conference | 7,500 | 20,755 | 63 |
| 06/15/27-06/18/27 | American Association of Nurse Practitioners | AANP-National Conference | 7,500 | 20,755 | 63 |
| 05/17/30-05/19/30 | Heart Rhythm Society | HRS Annual Scientific Sessions | 11,500 | 27,620 | 48 |
| 06/18/30-06/21/30 | American Association of Nurse Practitioners | AANP-National Conference | 7,500 | 20,755 | 63 |
| 12/16/30-12/20/30 | American Geophysical Union | AGU Fall Meeting | 23,000 | 43,816 | 110 |
| 12/05/33-12/09/33 | American Geophysical Union | AGU Fall Meeting | 23,000 | 43,816 | 110 |
| 05/19/34-05/21/34 | Heart Rhythm Society | HRS Annual Scientific Sessions | 11,500 | 27,620 | 48 |
| 05/20/34-05/22/34 | American Urological Association | AUA Annual Meeting | 16,279 | 48,740 | 127 |
| 10/20/35-10/23/35 | International Association of Chiefs of Police | International Association of Chiefs of Police | 16,000 | 34,893 | 68 |
| Totals: | | Events - 26 | 174,071 | 323,292 | 878 |

Tentative events posted last month are projected to generate \$277.2 million in economic impact to the New Orleans metro area.

Notes:

Occupied Space Days ("OSD") represent the total number of days a hall and/or ballroom is in active event-related use.

Projected economic impact reflects expenditures by visitors on hotel rooms, meals, bars, shopping, transportation, gambling, and entertainment predicated upon a 2016 Economic Impact Analysis performed by UNO.

Summary of Booking Activity

Events Lost or Cancelled— October 2019

| Dates | Event | Reason | Attendees | Room Nights |
|-------------------|--|--------------------------------------|-----------|-------------|
| 11/15/19-11/18/19 | dreamleague-Possible Esports Event | OTH-Release Pencil Hold/ENMCC Hold | 500 | |
| 12/13/19-12/15/19 | AI-Auditions | OTH-Release Pencil Hold/ENMCC Hold | 4,000 | |
| 01/29/20-02/01/20 | PwC Advisory Leadership Conference | NOLA-Geographic Preference | 2,500 | 5,000 |
| 04/19/20-04/24/20 | Node.js Foundation 2020 | BD-Board Management Decision | 1,000 | 490 |
| 07/17/20-08/01/20 | WBA World Leader Meeting | BD-Board Management Decision | 1,800 | 4,080 |
| 07/19/20-07/23/20 | BPL-Big Bang | BD-Board Management Decision | 550 | 1,940 |
| 09/07/20-09/13/20 | New U Life, Inc. National Convention | FR-Rental Rates too High | 2,000 | 1,760 |
| 09/16/20-09/20/20 | Farm & Table | OTH-Release Pencil Hold/ENMCC Hold | 1,200 | 250 |
| 09/18/20-09/24/20 | AHMCI-National Dealer Meeting | ERR-Issued in Error | 2,000 | 5,001 |
| 09/19/20-09/25/20 | Honda National Dealer Meeting | BD-Board Management Decision | 2,000 | 5,001 |
| 09/20/20-09/26/20 | Auto Glass Week | NOLA-Geographic Preference | 1,500 | 2,545 |
| 09/21/20-11/20/20 | NetChex Online | OTH-Release Pencil Hold/ENMCC Hold | 400 | 100 |
| 10/08/20-10/09/20 | Tulane Bussiness Forum | CR-Changed Dates | 800 | |
| 11/09/20-11/15/20 | INVISION- FAN FEST FINAL FANTASY 2020 | NOLA-Geographic Preference | 10,000 | |
| 11/14/20-11/18/20 | 2020 MLB Hard Good Retail Summit | FR-Rental Rates too High | 275 | 832 |
| 02/27/21-03/06/21 | Abbey Carpet Floors To Go | FR-Rental Rates too High | 1,000 | 2,630 |
| 04/07/21-04/18/21 | Dscoop Annual Conference | NOLA-Geographic Preference | 2,600 | |
| 04/10/21-04/17/21 | GI-Old Navy Leadership Conference 2021 | FR-No / Insufficient Space Available | 1,500 | 975 |
| 04/20/21-05/02/21 | Annual Seminar-US | NOLA-Geographic Preference | 8,000 | 4,790 |
| 05/14/21-05/21/21 | Novartis Annual National Meeting | BD-Board Management Decision | 4,050 | 18,825 |
| 09/26/21-10/21/21 | RBI- Buger King, Popeye's, RBI | CR-Researching Alternate Year | 1,500 | 15,600 |
| 10/10/21-10/17/21 | LifeVantage Corporation | OTH-Release Pencil Hold/ENMCC Hold | 6,000 | |
| 01/14/22-01/20/22 | LOBLAW National Kick-Off | NOLA-Geographic Preference | 1,800 | 3,213 |
| 11/08/22-11/12/22 | ARN Annual Conference | BD-Reorganization | 800 | 1,855 |

Summary of Booking Activity

Events Lost or Cancelled— October 2019 (continued)

| Dates | Event | Reason | Attendees | Room Nights |
|-------------------|---|--|-----------|-------------|
| 03/08/23-03/10/23 | Gulf Coast Food & Fuel Expo | FR-Mtg Too Small for a Convention Center | 800 | 775 |
| 07/20/23-07/26/23 | Polaris CON | BD-Board Management Decision | 3,000 | 7,110 |
| 11/12/23-11/19/23 | Association for Molecular Pathology Annual Meeting & Expo | CR-Researching Alternate Year | 2,500 | 10,400 |
| 04/23/24-05/13/24 | CH-Confidential | BD-Board Management Decision | 1,343 | 17,976 |
| 07/09/24-07/16/24 | Annual North American Convention | CR-Changed Dates | 6,000 | 14,079 |
| 09/22/24-09/28/24 | International General Conference | NOLA-Crime | 10,000 | 7,277 |
| 06/07/26-06/13/26 | ASMBS Annual Meeting | CR-Researching Alternate Year | 2,500 | 4,320 |
| 03/06/27-03/15/27 | Annual SECO Congress | CR-Selected NO for Alternate Date/Space | 6,300 | 10,017 |
| 06/05/28-06/14/28 | ADA 88th Scientific Sessions | CR-Researching Alternate Year | 15,000 | 50,842 |
| 01/26/30-02/01/30 | Future of Education Technology Conference | BD-Board Management Decision | 18,000 | 14,640 |
| 01/26/33-02/08/33 | The NAFEM Show | FR-Booked Competing Business/Event | 15,000 | 16,157 |
| Totals: | | | | |

Summary of Event Statistics

2019-2023

Firm Events

| As of 10/31/19 | Total Event Statistics | | | | Estimated Visitor Spend | | OSD-Based Occupancy | | OSFD-Based Occupancy | | |
|----------------|------------------------|--------|----------------|-----------------|-------------------------|---------------|---------------------|-------|----------------------|-------|-----------|
| | Year | Events | Rental Revenue | Total Attendees | Room Nights | Lodging Spend | Non-Lodging Spend | Halls | Ballrooms | Halls | Ballrooms |
| | 2019 | 121 | \$7,444,231 | 894,598 | 636,436 | \$334,932,967 | \$532,302,943 | 53.6% | 43.7% | 54.2% | 43.7% |
| | 2020 | 104 | \$8,897,799 | 834,705 | 664,421 | \$336,117,114 | \$534,184,887 | 47.2% | 25.9% | 46.8% | 26.4% |
| | 2021 | 47 | \$6,770,805 | 508,375 | 549,699 | \$238,205,858 | \$378,576,287 | 35.1% | 21.6% | 35.3% | 17.7% |
| | 2022 | 43 | \$6,706,492 | 522,188 | 716,798 | \$263,743,950 | \$419,163,518 | 39.0% | 30.6% | 39.8% | 31.0% |
| | 2023 | 35 | \$4,861,959 | 454,113 | 504,219 | \$225,951,735 | \$359,101,030 | 30.7% | 21.3% | 31.0% | 20.8% |

Tentative Events

| As of 10/31/19 | Total Event Statistics | | | | Estimated Visitor Spend | | OSD-Based Occupancy | | OSFD-Based Occupancy | | |
|----------------|------------------------|--------|----------------|-----------------|-------------------------|---------------|---------------------|-------|----------------------|-------|-----------|
| | Year | Events | Rental Revenue | Total Attendees | Room Nights | Lodging Spend | Non-Lodging Spend | Halls | Ballrooms | Halls | Ballrooms |
| | 2019 | 1 | NA | 500 | 0 | \$0 | \$0 | 0.0% | 0.2% | 0.0% | 0.3% |
| | 2020 | 20 | NA | 73,062 | 16,193 | \$11,231,346 | \$17,849,777 | 3.3% | 5.2% | 3.0% | 5.5% |
| | 2021 | 53 | NA | 321,743 | 130,802 | \$69,381,102 | \$110,266,138 | 17.4% | 13.3% | 16.4% | 14.5% |
| | 2022 | 43 | NA | 321,150 | 104,101 | \$78,640,132 | \$124,981,347 | 18.0% | 9.0% | 16.9% | 8.8% |
| | 2023 | 39 | NA | 235,625 | 87,729 | \$44,875,888 | \$71,320,441 | 15.2% | 7.6% | 14.3% | 9.2% |

All Events

| As of 10/31/19 | Total Event Statistics | | | | Estimated Visitor Spend | | OSD-Based Occupancy | | OSFD-Based Occupancy | | |
|----------------|------------------------|--------|----------------|-----------------|-------------------------|---------------|---------------------|-------|----------------------|-------|-----------|
| | Year | Events | Rental Revenue | Total Attendees | Room Nights | Lodging Spend | Non-Lodging Spend | Halls | Ballrooms | Halls | Ballrooms |
| | 2019 | 122 | NA | 895,098 | 636,436 | \$334,932,967 | \$532,302,943 | 53.6% | 43.9% | 54.2% | 44.0% |
| | 2020 | 124 | NA | 907,767 | 680,614 | \$347,348,461 | \$552,034,664 | 50.5% | 31.1% | 49.7% | 31.9% |
| | 2021 | 100 | NA | 830,118 | 680,501 | \$307,586,960 | \$488,842,425 | 52.6% | 35.0% | 51.7% | 32.3% |
| | 2022 | 86 | NA | 843,338 | 820,899 | \$342,384,081 | \$544,144,865 | 57.0% | 39.6% | 56.6% | 39.8% |
| | 2023 | 74 | NA | 689,738 | 591,948 | \$270,827,623 | \$430,421,472 | 45.9% | 28.9% | 45.3% | 30.0% |

Notes:

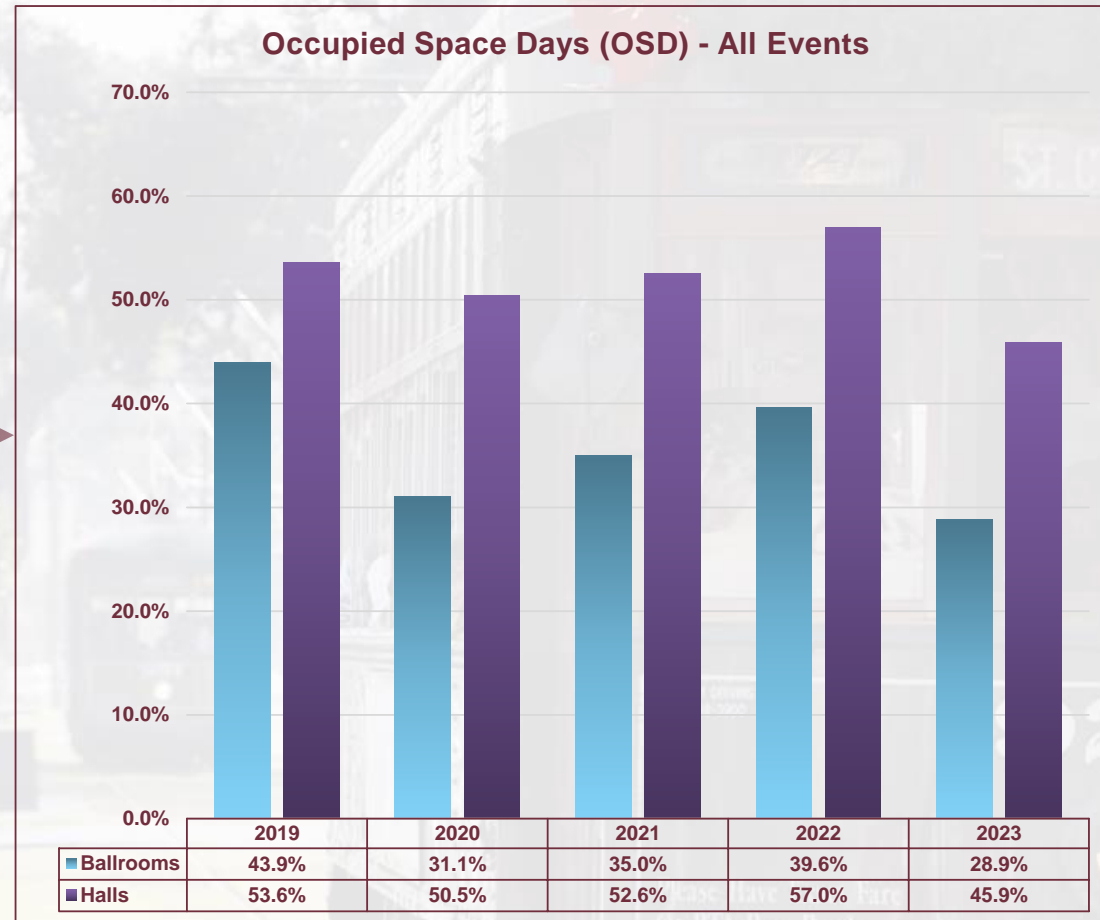
“OSD” = “Occupied Space Days”; “OSFD” = “Occupied Square Footage Days”

“Lodging Spend” reflects money spent by visitors on hotel rooms and is predicated upon a 2016 Economic Impact Analysis performed by UNO.

“Non-Lodging Spend” reflects money spent on meals, bars, shopping, transportation, gambling, and entertainment and is predicated upon a 2016 Economic Impact Analysis performed by UNO.

Summary of Event Statistics

2019-2023 Occupancy



Firm Events

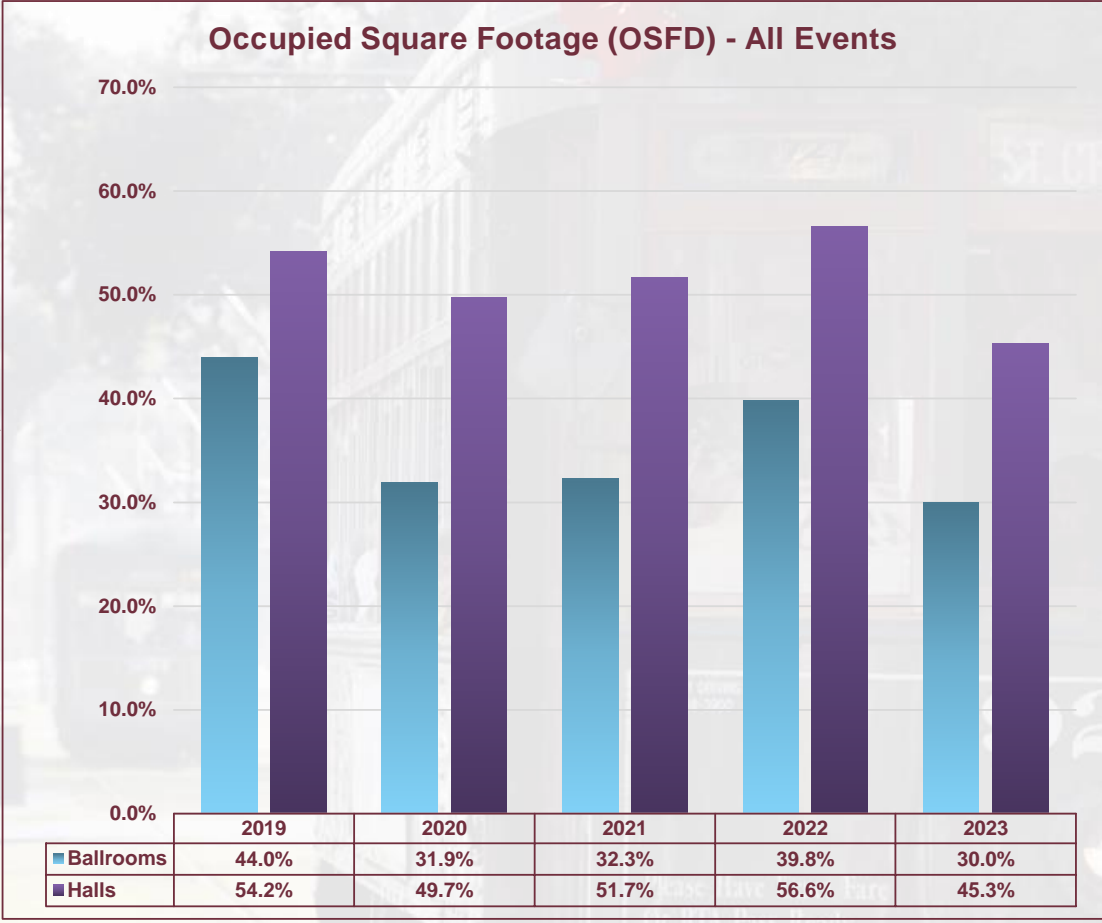
| As of 10/31/19 | OSD-Based Occupancy | |
|----------------|---------------------|-----------|
| Year | Halls | Ballrooms |
| 2019 | 53.6% | 43.7% |
| 2020 | 47.2% | 25.9% |
| 2021 | 35.1% | 21.6% |
| 2022 | 39.0% | 30.6% |
| 2023 | 30.7% | 21.3% |

Tentative Events

| As of 10/31/19 | OSD-Based Occupancy | |
|----------------|---------------------|-----------|
| Year | Halls | Ballrooms |
| 2019 | 0.0% | 0.2% |
| 2020 | 3.3% | 5.2% |
| 2021 | 17.4% | 13.3% |
| 2022 | 18.0% | 9.0% |
| 2023 | 15.2% | 7.6% |

Summary of Event Statistics

2019-2023 Occupancy



Firm Events

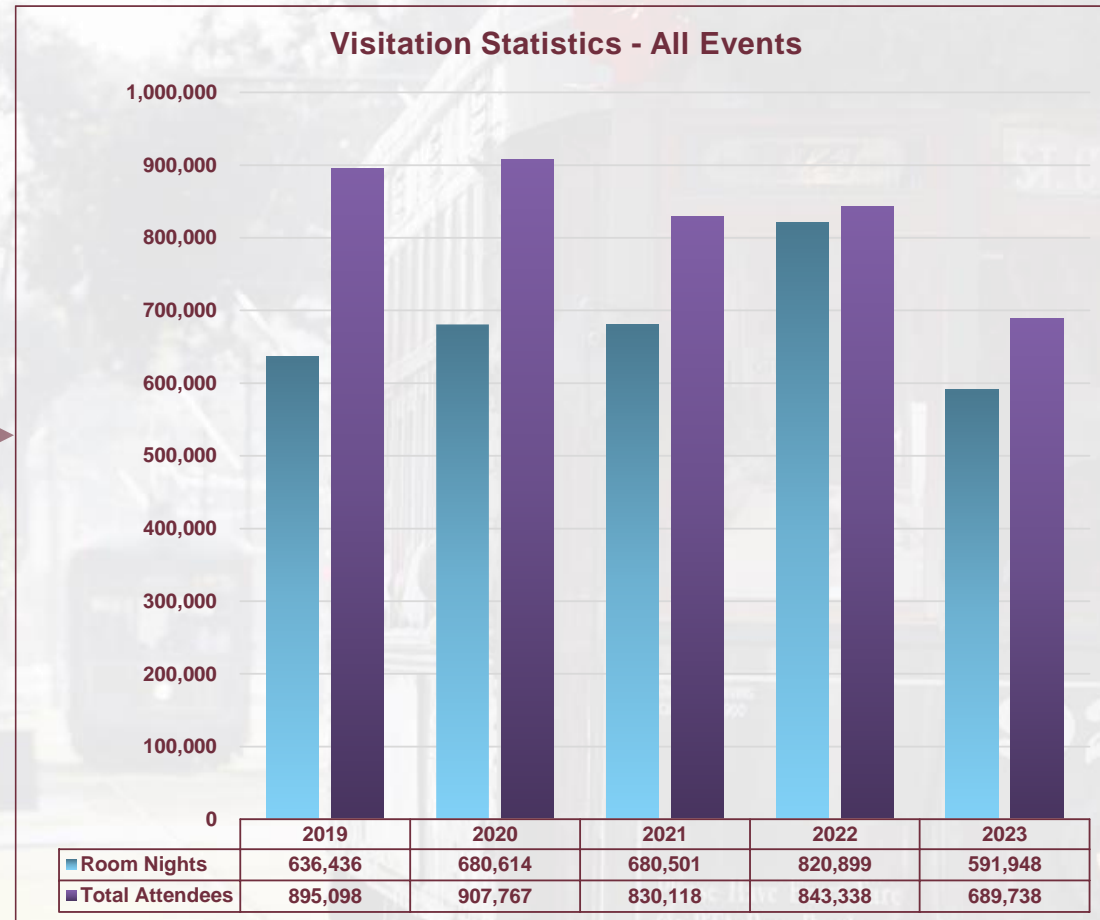
| As of 10/31/19 | OSFD-Based Occupancy | |
|----------------|----------------------|-----------|
| Year | Halls | Ballrooms |
| 2019 | 54.2% | 43.7% |
| 2020 | 46.8% | 26.4% |
| 2021 | 35.3% | 17.7% |
| 2022 | 39.8% | 31.0% |
| 2023 | 31.0% | 20.8% |

Tentative Events

| As of 10/31/19 | OSFD-Based Occupancy | |
|----------------|----------------------|-----------|
| Year | Halls | Ballrooms |
| 2019 | 0.0% | 0.3% |
| 2020 | 3.0% | 5.5% |
| 2021 | 16.4% | 14.5% |
| 2022 | 16.9% | 8.8% |
| 2023 | 14.3% | 9.2% |

Summary of Event Statistics

2019-2023 Visitation



Firm Events

As of 10/31/19

Total Event Statistics

| Year | Events | Rental Revenue | Total Attendees | Room Nights |
|------|--------|----------------|-----------------|-------------|
| 2019 | 121 | \$7,444,231 | 894,598 | 636,436 |
| 2020 | 104 | \$8,897,799 | 834,705 | 664,421 |
| 2021 | 47 | \$6,770,805 | 508,375 | 549,699 |
| 2022 | 43 | \$6,706,492 | 522,188 | 716,798 |
| 2023 | 35 | \$4,861,959 | 454,113 | 504,219 |

Tentative Events

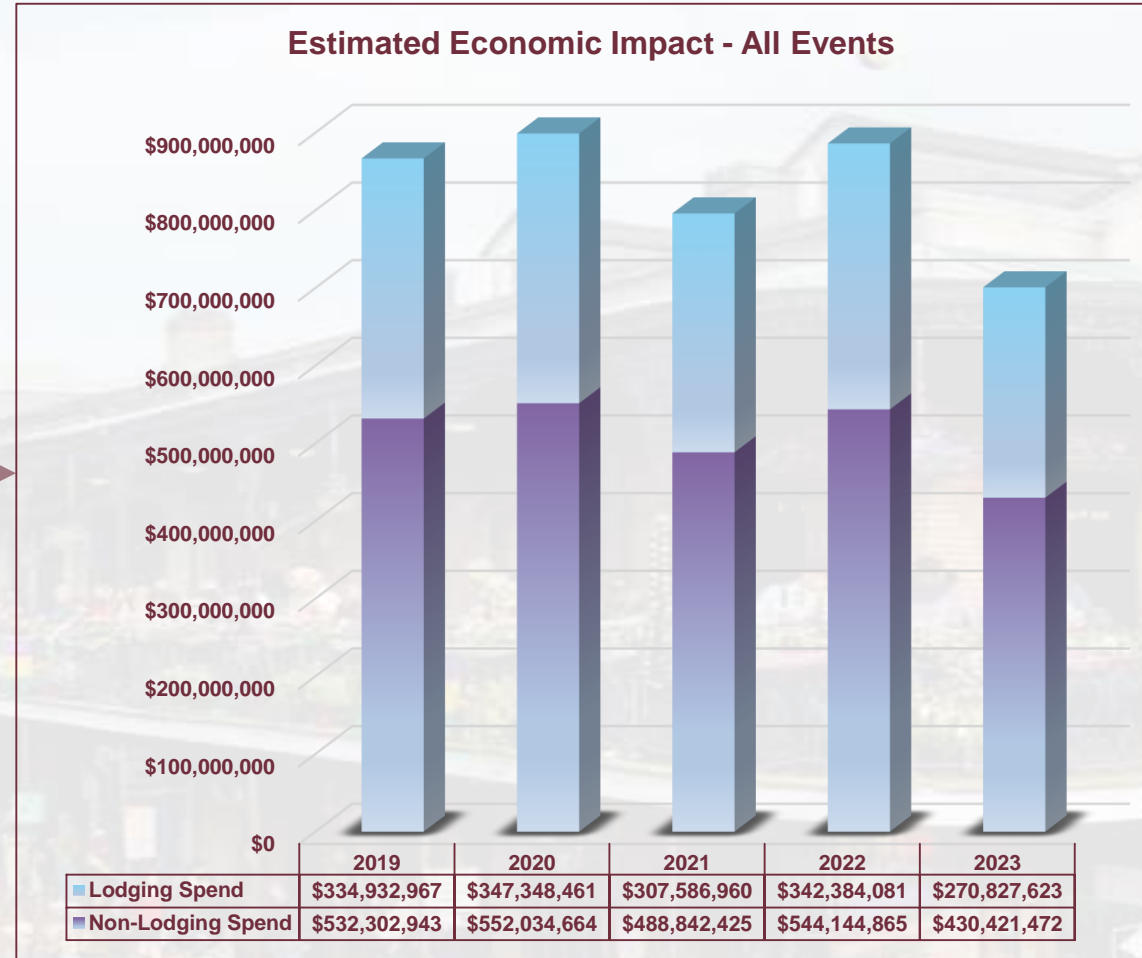
As of 10/31/19

Total Event Statistics

| Year | Events | Rental Revenue | Total Attendees | Room Nights |
|------|--------|----------------|-----------------|-------------|
| 2019 | 1 | NA | 500 | 0 |
| 2020 | 20 | NA | 73,062 | 16,193 |
| 2021 | 53 | NA | 321,743 | 130,802 |
| 2022 | 43 | NA | 321,150 | 104,101 |
| 2023 | 39 | NA | 235,625 | 87,729 |

Summary of Event Statistics

2019-2023 Economic Impact



- Events anticipated over the next 5 years are projected to generate nearly \$4.2 billion in economic activity for the New Orleans metro area

Firm Events

| Year | Estimated Visitor Spend | |
|------|-------------------------|-------------------|
| | Lodging Spend | Non-Lodging Spend |
| 2019 | \$334,932,967 | \$532,302,943 |
| 2020 | \$336,117,114 | \$534,184,887 |
| 2021 | \$238,205,858 | \$378,576,287 |
| 2022 | \$263,743,950 | \$419,163,518 |
| 2023 | \$225,951,735 | \$359,101,030 |

Notes:

"Lodging Spend" reflects money spent by visitors on hotel rooms and is predicated upon a 2016 Economic Impact Analysis performed by UNO.

"Non-Lodging Spend" reflects money spent on meals, bars, shopping, transportation, gambling, and entertainment and is predicated upon a 2016 Economic Impact Analysis performed by UNO.

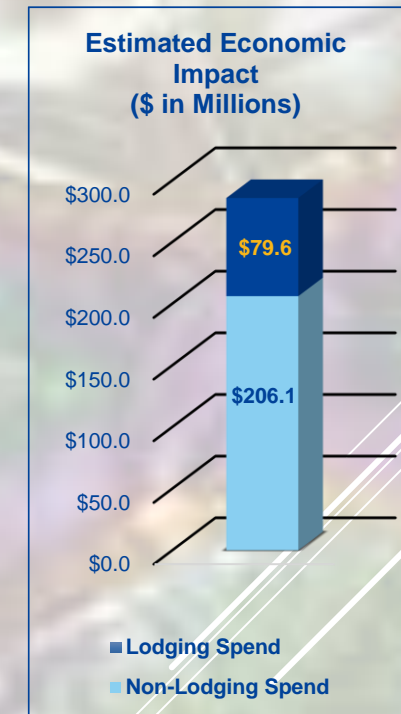
Tentative Events

| Year | Estimated Visitor Spend | |
|------|-------------------------|-------------------|
| | Lodging Spend | Non-Lodging Spend |
| 2019 | \$0 | \$0 |
| 2020 | \$11,231,346 | \$17,849,777 |
| 2021 | \$69,381,102 | \$110,266,138 |
| 2022 | \$78,640,132 | \$124,981,347 |
| 2023 | \$44,875,888 | \$71,320,441 |

Summary of Event Activity

Firm Events thru February 2020

| Dates | Event | Attendees | Room Nights | Occupied Space Days | Estimated by Event: | |
|-------------------|--|----------------|----------------|---------------------|---------------------|-------------------|
| | | | | | Lodging Spend | Non-Lodging Spend |
| 12/23/19-12/23/19 | Squires Mardi Gras Ball | 300 | 0 | 3 | \$0 | \$0 |
| 12/28/19-12/28/19 | The Harlequins Mardi Gras Ball | 650 | 0 | 3 | \$0 | \$0 |
| 12/29/19-12/30/19 | Les Pierrettes Mardi Gras Ball | 300 | 0 | 4 | \$0 | \$0 |
| 01/03/20-01/05/20 | Wizard World Comic Con New Orleans | 30,000 | 1,050 | 19 | \$15,152,241 | \$39,233,426 |
| 01/06/20-01/06/20 | Kings Day Meeting | 1,800 | 0 | 1 | \$0 | \$0 |
| 01/11/20-01/13/20 | College Football Playoff Fan Central | 65,000 | 37,400 | 75 | \$32,829,856 | \$85,005,755 |
| 01/11/20-01/12/20 | Krewe of Apollo Mardi Gras Ball | 300 | 0 | 3 | \$0 | \$0 |
| 01/16/20-01/18/20 | DQ Expo | 1,200 | 5,330 | 20 | \$606,090 | \$1,569,337 |
| 01/17/20-01/20/20 | Halloween & Party Expo | 5,000 | 9,117 | 36 | \$2,525,374 | \$6,538,904 |
| 01/18/20-01/20/20 | Mardi Gras Extravaganza | 4,000 | 2,000 | 8 | \$1,515,224 | \$3,923,343 |
| 01/18/20-01/19/20 | New Orleans Blastoff | 6,500 | 1,500 | 10 | \$2,462,239 | \$6,375,432 |
| 01/22/20-02/22/20 | Ochsner Leadership Kickoff | 2,000 | 0 | 5 | \$0 | \$0 |
| 01/23/20-01/26/20 | New Orleans Gift and Jewelry Show | 8,000 | 200 | 8 | \$0 | \$0 |
| 01/25/20-01/26/20 | Endymion Coronation | 5,000 | 200 | 10 | \$0 | \$0 |
| 01/25/20-01/31/20 | CPX 360 2020 | 3,500 | 4,900 | 28 | \$1,767,761 | \$4,577,233 |
| 01/26/20-01/28/20 | STS 56th Annual Meeting | 5,000 | 8,760 | 28 | \$2,525,374 | \$6,538,904 |
| 01/26/20-01/28/20 | ATSSA Annual Convention & Traffic Expo | 3,100 | 6,253 | 20 | \$1,565,732 | \$4,054,121 |
| 01/31/20-02/01/20 | NOMTOC Ball | 2,000 | 0 | 3 | \$0 | \$0 |
| 02/01/20-02/01/20 | Nyx Myx | 4,000 | 250 | 8 | \$0 | \$0 |
| 02/04/20-02/06/20 | Underwater Intervention Expo | 1,800 | 544 | 9 | \$909,134 | \$2,354,006 |
| 02/04/20-02/05/20 | KeHE Summer Selling Show | 1,800 | 2,305 | 26 | \$909,134 | \$2,354,006 |
| 02/07/20-02/08/20 | Rock 'N' Roll New Orleans Marathon | 20,000 | 5,080 | 5 | \$7,576,121 | \$19,616,713 |
| 02/07/20-02/09/20 | New Orleans Jazz Invitational | 4,000 | 750 | 8 | \$2,020,299 | \$5,231,123 |
| 02/10/20-02/11/20 | CAMEX NACS Campus Market Expo | 4,300 | 9,199 | 22 | \$2,171,821 | \$5,623,458 |
| 02/14/20-02/16/20 | True Value Market 2020 Spring Expo | 10,000 | 9,625 | 69 | \$5,050,747 | \$13,077,809 |
| 02/14/20-02/15/20 | Mystic Krewe Femme Fatale Gala | 2,000 | 0 | 3 | \$0 | \$0 |
| 02/19/20-02/26/20 | Orpheus Orpheuscapade | 6,000 | 500 | 19 | \$0 | \$0 |
| 02/19/20-02/19/20 | Krewe of NYX Parade Day Luncheon | 2,850 | 0 | 1 | \$0 | \$0 |
| 02/21/20-02/22/20 | ZULU Coronation Ball | 18,000 | 500 | 16 | \$0 | \$0 |
| 02/22/20-02/22/20 | Endymion Extravaganza | 8,000 | 0 | 10 | \$0 | \$0 |
| 02/23/20-02/24/20 | Bacchus Rendezvous | 8,500 | 500 | 17 | \$0 | \$0 |
| Totals: | Events - 31 | 234,900 | 105,963 | 497 | \$79.6 | \$206.1 |



Notes:

"Occupied Space Days" represent the total number of days a hall and/or ballroom is in active event-related use.

"Lodging Spend" reflects money spent by visitors on hotel rooms and is predicated on 2016 Economic Impact Analysis performed by UNO.

"Non-Lodging Spend" reflects money spent on meals, bars, shopping, transportation, gambling, and entertainment and is predicated on 2016 Economic Impact Analysis performed by UNO.



MCCNO Marketing Report

COMING IN 2024



Key features of the Headquarter Hotel project include:

-  1,200 guest rooms
-  150,000 square feet of meeting and event space
-  Multiple dynamic food and beverage and retail outlets
-  Connected to the Convention Center

Designed to reflect the authentic and unique history and culture of New Orleans.



For more information, please visit advantagenola.com,



It's 'APPening this Thursday!

Formal launch of SEBConnect Mobile App

Thursday, October 10

5:00 p.m. - 7:00 p.m.

New Orleans Ernest N. Morial Convention Center

Rivergate Room (near Julia St. Entrance)

PARKING INFORMATION:

\$5.00 discounted parking per car will be provided at the Riverwalk "Whale" Lot (Julia St. and Convention Center Blvd).

RSVP to rspencer@mccno.com.



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Introducing SEB Connect, the Convention Center's small business contracting app for Android and iOS. Download it. Register your business. Find and bid on opportunities.

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Top: Some of the first buses to arrive at the New Orleans Ernest N. Morial Convention Center's Transportation Center await passengers.



Left: The Transportation Center's Shuttle Hub with the Convention Center in the background.

Right: An aerial view of the Transportation Center's Taxi and Rideshare Zone.

First-Ever Comprehensive Convention Center Transportation Center Opens To Rave Reviews

The New Orleans Ernest N. Morial Convention Center opened its new Transportation Center for buses, shuttles, taxis and ride shares to rave reviews. The Convention Center made a significant investment to improve public safety and convenience of residents, local commuters and event attendees by eliminating shuttles, taxis and ride-shares on the boulevard that fronts the Center. The Transportation Center is the most well-designed and functional transportation center of any Convention Center in the U.S., as expressed by planners who first used it recently.

"The AAO-HSNF conference attendees found the Transportation Center's central location convenient, easy to navigate, and admired it's modern design," said Tami L. Rollins, CMP, CEM, Director, Global Education, Meetings, and Strategic Partnerships, AAO-HSNF.

[The AAO-HSNF \(American Academy of Otolaryngology – Head and Neck Surgery\) Annual Meeting & OTO Experience](#) was the first group to use the Transportation Center which attracted more than 9,000 otolaryngologist head and neck surgeons from more than 80 countries with more than 250 exhibiting companies.

"Having managed thousands of transportation systems in several convention centers all over the US, we have seen and experienced different transportation areas. The new "Transportation Center" at the New Orleans Ernest N. Morial Convention Center is a welcomed update to the property," said Sam A. Spadavecchia, Director of Sales & Marketing, CMAC, LLC – Convention & Event Transportation Management.

"A large construction project is always frightful for us as we approach a program, but our experience last week was smooth and painless. We welcomed having a centralized location for all transportation needs for all attendees," Spadavecchia continued.

The construction of the Transportation Center is part of a \$557 million five-year modernization plan that will transform the planner and guest experience including reimagined meeting rooms, restrooms and public spaces. Negotiations are underway to develop a 1,200 room headquarters hotel connected to the Center that will be surrounded by a 39-acre mixed-use project with unique retail, dining and entertainment options.

The next major milestone will be the opening of the Pedestrian Park, expected in late 2020. It will be a lushly landscaped park the length of the Convention Center that will include communal gathering areas, public art, water features and outdoor event space.

For a list of major construction milestones, visit advantagenola.com.



Left: Coming in 2020, a transformation of Convention Center Boulevard to a tree-lined pedestrian park.

Right: Coming in 2024, the Convention Center's new Headquarter Hotel.

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Media Impact Report



Media Report

October 2019



| Outlet Name | Impressions | Headline/ Summary | Date |
|-----------------------------------|-------------|---|------------|
| Convention Center Coverage | | | |
| IAVM Newsletter | | New Orleans Ernest N. Morial Convention Center Conducts Successful Fire Drill | 10/2/2019 |
| IAVM Newsletter | | New Orleans Convention Center Named a "Top Workplace" | 10/2/2019 |
| The Meetings Magazine | 9,124 | First-Ever Comprehensive Convention Center Transportation Center Opens To Rave Reviews | 10/7/2019 |
| PMCA | 187,904 | Moving the Needle on Food Donations from Events (Article highlights MCCNO's Bethel Colony Donation) | 10/9/2019 |
| The New Orleans Agenda | | New Orleans Convention Center Authority Launches Latest Expansion (SEB Connect App) | 10/10/2019 |
| The Meetings Magazine | 9,124 | New Orleans Convention Center Authority Launches Latest Expansion (SEB Connect App) | 10/11/2019 |
| New Orleans City Business | 50,950 | Convention Center launches new app to help small businesses (SEB Connect App) | 10/11/2019 |
| Nola.com | 3,830,069 | Morial Convention Center leaders propose new terms for financing of 1,200-room hotel | 10/15/2019 |
| WBOC-TV + 49 More | 433,550 | New Orleans Convention Center Authority Launches Latest Expansion (SEB Connect App) | 10/16/2019 |
| Diversity MBA Magazine | 925,000 | New Orleans Convention Center Authority Launches Latest Expansion (SEB Connect App) | 10/17/2019 |
| New Orleans Gambit | 185,000 | Convention Center authority seeks public input on hotel project | 10/21/2019 |
| Biz New Orleans | 28,622 | Convention Center hires Linda Baynham as Director, Sustainability & Corporate Social Responsibility | 10/23/2019 |
| The Lens | 29,581 | At meeting this week, more details emerge on new convention center hotel deal (Public Comments) | 10/23/2019 |
| New Orleans City Business | 50,950 | 5 developers in running for Convention Center mixed-use district | 10/29/2019 |
| Nola.com | 3,830,069 | Morial Convention Center attracts these 5 groups seeking to develop its 'entertainment district' | 10/29/2019 |
| The Meetings Magazine | 9,124 | More Details Emerge On New Convention Center Hotel Deal | 10/30/2019 |
| Canal Street Beat | | These Are The Five Possible Convention Center Site Developers | 10/30/2019 |

TOTALS:
Articles/News Segments: 16
Media Impressions: 9,579,067
MCCNO Website Impressions: 35,573
Facebook Likes: 15,505



New Releases & Publications



NEWS RELEASE

900 Convention Center Blvd. • New Orleans, LA 70130
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FOR IMMEDIATE RELEASE
October 15, 2019

CONTACT: Communications Department
Phone: 504.582.3027, E-mail: comm@mccno.com

Convention Center Authority To Hold Public Meeting On Planned Headquarters Hotel Project

Authority Obtains Significant Concessions from Hotel Developer to Benefit of City and State

The Ernest N. Morial Convention Center Exhibition Hall Authority (“Authority”) will hold a Public Meeting on **Monday, October 21st** to solicit public comment on its plans to develop a 1,200 room hotel attached to the Convention Center. The meeting will be held beginning at 6 p.m. in room 220 on the 2nd floor of the Convention Center above Hall B.

In May 2018, the Authority authorized its Executive Vice President, Michael Sawaya, to negotiate terms for the hotel and will continue its diligence process until a final financial closing takes place early next year. The new headquarters hotel is a central element in the Authority’s \$557 million five-year capital improvement plan that includes transformative upgrades to the Convention Center, development of a pedestrian park that is currently under construction, and a 39-acre mixed-use development.

According to Authority Executive Vice President, Michael J. Sawaya, “The public meeting is designed to encourage local resident and business owner engagement in the largest investment in our city’s hospitality infrastructure in decades. We are excited by the plans that have developed, the progress we have made in our negotiations with the developer, and how this project will make us more competitive with other leading tourism destinations. As we continue forward, we understand that issues of importance to the public must also be taken into account as we move toward finalizing this milestone agreement.”

The newly negotiated proposed agreement represents a significant improvement in economic benefits for the City of New Orleans and State of Louisiana including a reduction of the financial incentive offered to the developer to 17% - far below an industry average of 37% on similar convention center headquarters hotel development projects.

(More)

Authority To Hold Public Meeting

October 15, 2019

Page Two of Three

Other concessions obtained by the Authority through these negotiations include:

- A property tax payment to the City of New Orleans estimated to be between \$3 million and \$5 million annually (previously no rebate was contemplated);
- A developer obligation of \$250,000 in ground lease payments, escalating at 2% per year (the initial draft agreement contained no such provision);
- A change in ownership of the hotel parking garage from the Developer to the Convention Center Authority, which will receive \$300,000 per year in lease fees.

“The concessions we have been able to obtain represent a “sizeable win” for the people of Louisiana and for our city and state governments,” said Melvin Rodrigue, Chairman of the Ernest N. Morial New Orleans Exhibition Hall Authority. “These concessions can give the taxpaying public confidence that the path we are on is the right one for our city and state – a path that will lead to the creation of 1,900 net new permanent jobs and the generation of more than \$282 million total economic impact and generate \$18 million new tax dollars for the City of New Orleans, and \$6 million new tax dollars for the State, all while bringing a long underdeveloped part of our city’s riverfront back into productive commerce.”

During the 2019 state legislative session, legislators overwhelmingly passed HB 617/SB which grants the Convention Center Authority the ability to own the planned hotel after the bonds used to finance the hotel are retired.

Note: Due to on-going construction along Convention Center Boulevard, persons attending are urged to park in the “whale lot” in front of the Riverwalk Outlet Mall or, if arriving on foot, should cross the Boulevard and enter at Julia Street to ensure their personal safety. Convention Center staff will be available to help direct attendees to the meeting.

About the New Orleans Ernest N. Morial Convention Center

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(More)

Authority To Hold Public Meeting

October 15, 2019

Page Three of Three

About the Ernest N. Morial New Orleans Exhibition Hall Authority

The Ernest N. Morial New Orleans Exhibition Hall Authority's (Authority) exclusive mission is to finance, construct and operate facilities in order to attract and conduct conventions, trade shows and other events that support and expand the economy of both the State of Louisiana and New Orleans Region. The Authority is composed of a 13-member board of commissioners, nine appointed by the Governor of Louisiana, and three appointed by the Mayor of New Orleans. Since 1985, event activity at the New Orleans Ernest N. Morial Convention Center has produced \$90.1 billion in economic impact since its 1985 opening, including \$5.7 billion in new tax revenue for state and local governments.

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NEWS RELEASE

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FOR IMMEDIATE RELEASE
November 12, 2019

CONTACT: Communications Department
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New Orleans Ernest N. Morial Convention Center Bike Patrol Completes IPMBA Certification Course

In October, the New Orleans Ernest N. Morial Convention Center Bike Patrol completed an important certification course in order to bolster the safety of the building and its guests. The course, accredited by the International Police Mountain Bike Association, reinforced the training of the Convention Center's Bike Patrol through night operations, bike maintenance, and other important tactical operations.

The course, conducted by Tulane Police Lieutenant Stanley Cospers Sr., included written and practical portions, and taught the patrol vital skills they can use in situations that arise often during the average day at the Convention Center, such as effectively navigating through crowds, how to ascend and descend stairways, and quickly responding to service calls.

"This training is very important for our safety, protecting our campus and being highly visible to our staff and attendees," said David Black, Public Safety Manager of the New Orleans Ernest N. Morial Convention Center. "The bike patrol is one of the many ways that we share our commitment to safety here at the Convention Center. They serve a critical function in our safety operations, which is why keeping them up to date with the latest training is vital to our mission."

The New Orleans Ernest N. Morial Convention Center currently employs five full-time bike patrol officers who will service all of the Convention Center's 120+ events in 2019.

(More)



Officers with the New Orleans Ernest N. Morial Convention Center Bike Patrol

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FOR IMMEDIATE RELEASE

October 29, 2019

CONTACT: Communications Department

Phone: 504.582.3027, E-mail: comm@mccno.com

Convention Center Authority Receives Responses to RFQ for Master Developer

The Ernest N. Morial New Orleans Exhibition Hall Authority (Authority), the governing board of the New Orleans Ernest N. Morial Convention Center, received five responses to a Request for Qualifications to identify a Master Developer for its planned mixed-use, upriver development. A nationwide Request for Qualifications (RFQ) was issued in September, 2019.

The five qualified responses came from the following firms:

- Atomic Entertainment
- The Domain Companies
- River Park Neighborhood Investors, LLC
- Provident Realty Advisors, McDonnel Construction Services, and Provident Resources Group
- A Joint Venture Between Woodward, Leventhal, and Carpenter & Company, Inc.

All five firms will be interviewed, and a short-list of Master Developers will be issued a request for proposal (RFP).

“We are very pleased with the amount of interest and the number of qualified firms responding. These 40 acres are some of the last undeveloped urban real estate in the country, and will be one of the most important and transformative developments for New Orleans and the State of Louisiana in decades,” said Authority Executive Vice President, Michael J. Sawaya.

The Authority envisions that the 20 acres will be for a mixed-use development to complement a convention center headquarters hotel already in negotiations. The Authority expects the master-planned development to be reflective of the unique culture and history of New Orleans, and include elements not commonly found in other parts of the nation.

(More)

Convention Center Authority Receives Responses to RFQ for Master Developer
October 29, 2019
Page Two of Two

The Master Developer, expected to be selected early next year, would enter into a long-term agreement with the Authority to create and execute a master-plan that includes residential, entertainment, and retail components.

In June of 2018, the Authority approved a \$557 million capital improvement plan that included funding to ready the site for development, as well as upgrades to both the interior and exterior of the Convention Center. A 7.5 acre pedestrian park fronting the entire length of the Convention Center is currently under construction, and a Transportation Center for shuttles, taxis, and ride shares recently opened to widespread acclaim.

Over the next five years, well over \$1 billion will have been invested into the Convention Center and its surrounding complex. This dynamic new economic development is expected to spawn additional private investments similar to the model of the New Orleans Warehouse District, which is home to several thousand residents, and features a vibrant dining, retail, and cultural scene.

For updates on these and other developments, go to advantagenola.com.

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FOR IMMEDIATE RELEASE
October 23, 2019

CONTACT: Communications Department
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New Orleans Ernest N. Morial Convention Center Names New Director of Sustainability & Corporate Social Responsibility

The New Orleans Ernest N. Morial Convention Center’s award-winning sustainability program has proven to be a model of excellence through its innovations in energy efficiency, composting and recycling, and more. The Convention Center continues to lead the way to a greener future by establishing a Director of Sustainability and Corporate Social Responsibility and naming **Linda Baynham** to the position.

In this role, Baynham will focus on establishing company-wide sustainability and corporate social responsibility goals through initiatives on new construction projects, existing assets, and sustainability programs. She will also work to expand and build upon the Convention Center’s reputation as a leader in community and environmental service. Baynham will continue to pursue the Center’s LEED v4.1 “Silver” Certification in Existing Building Operations and Maintenance (EBOM).

“I look forward to Linda’s leadership and placing New Orleans in the national spotlight within our industry and the ‘Green Community,’” said Adam J. Straight, Vice President – Operations at the New Orleans Ernest N. Morial Convention Center.

Baynham joins the Convention Center with more than 20 years of experience in the environmental, energy, and utility sectors. As a consultant for major clients like Entergy New Orleans, Franklin Energy, Aptim, and CLEAResult, Baynham was able to help businesses and residential customers reduce their energy use through the design and implementation of several energy efficiency programs like the New Orleans City Council and Entergy New Orleans Energy Smart program, , Energy Star’s “Change a Light” Program, and more.

(More)

Convention Center Names New Director of Sustainability & Corporate Social Responsibility
October 23, 2019
Page Two of Three

Baynham holds an M.B.A. in Finance from Tulane University, an M.S. in Energy Policy from the University of Wisconsin-Madison, and a B.A. in physics from Colorado College. Baynham is a LEED Accredited Professional, and is a Certified Energy Manager and GPRO Green Building Operations Trainer. She also brings experiences from prestigious state and national organizations such as the White House Office on Environmental Policy, the Louisiana State Governor's Office of Costal Activities, and the Louisiana Chapter of the U.S. Green Building Council.

A Seattle native, Baynham has also served as a professor for Tulane's Freeman School of Business and is a 5-year member of the Krewe des Fleurs, an all-female "sustainable" Mardi Gras marching group.

What started in 2010 with the computerization of the Convention Center's Energy Management System has blossomed into a culture of sustainability-focused practices. Currently, the New Orleans Ernest N. Morial Convention Center reduces its energy usage by using energy efficient LED lighting in the majority of the building, and reduces its water usage by using more reliable and efficient water saving devices. The Convention Center has also established recycling and composting programs, and continues sustainability-focused practices in other areas, like green construction, transportation, and more.

The New Orleans Ernest N. Morial Convention Center continues to lead the way into an energy efficient future by continuing research on projects such as generating renewable energy by installing solar panels on the Convention Center roof, replacing all existing water fountains to a more environmentally-friendly model, and potentially utilizing rain water for green space irrigation and restroom facilities.

With Baynham leading the charge, the Convention Center will serve as a model for the local hospitality industry to develop higher sustainability standards and objectives, and create a positive sustainability community, thereby attracting events and businesses to New Orleans.

(More)



Linda Baynham
Sustainability and CSR Director, New Orleans Ernest N. Morial Convention Center

About the New Orleans Ernest N. Morial Convention Center

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FOR IMMEDIATE RELEASE
October 31, 2019

CONTACT: Communications Department
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New Orleans Ernest N. Morial Convention Center Names Director of Marketing and Communications

Rosalie Mortillaro has been named Director of Marketing and Communications at the New Orleans Ernest N. Morial Convention Center – the sixth largest convention center in the nation. Mortillaro is a sixteen-year veteran of the Convention Center, having previously served for twelve years as the Communications Manager, and for four years as a Communications Specialist.

In her new role, Mortillaro will helm the Creative Services Unit and oversee the planning, development, design, and production of all marketing strategies for internal and external customers. Mortillaro will play a key role in developing marketing and communications strategies as the Center continues with a \$557 million improvement plan for a mixed-use upriver development, pedestrian park, transportation center, plus interior and exterior building upgrades. A new headquarters hotel is also planned for the development area.

Mortillaro holds a Bachelor of Arts Degree in Communications from the University of New Orleans, and is a past Vice President of Communications for the International Association of Business Communicators – New Orleans Chapter.

(More)



Rosalie Mortillaro, Director of Marketing and Communications
New Orleans Ernest N. Morial Convention Center

About the New Orleans Ernest N. Morial Convention Center

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###



FOR IMMEDIATE RELEASE
November 11, 2019

CONTACT: Communications Department
Phone: 504.582.3027, E-mail: comm@mccno.com

NOLA ChristmasFest Gifting Holiday Cheer to Military and First Responders with ½ Off Friday Admissions

NOLA ChristmasFest, the largest indoor holiday event on the Gulf Coast, returns to downtown New Orleans December 20th

NEW ORLEANS – **NOLA ChristmasFest** presented by *Coca-Cola* may be decked out in red, white, and green décor, but the largest indoor holiday event on the Gulf Coast is gifting half-off entries on Fridays to service members who defend and honor the red, white, and blue. Military service members, including Veterans and first responders who bring their official Military ID card, Veteran ID card or other valid identification will receive a discounted entry of just \$10 for tickets purchased at the door.

NOLA ChristmasFest will open every day, rain or shine, from 11 a.m. until 9 p.m., December 20-31, including special hours on Christmas Eve, Christmas Day, and New Year's Eve.

With over 300,000 sq. ft. of holiday entertainment, military service members and first responders can enjoy ice skating, giant ice slides, holiday characters, amusement rides, themed inflatables, arts and crafts, and much more inside Hall H at the New Orleans Ernest N. Morial Convention Center along the Mississippi Riverfront.

Other attractions include a walk-through Gingerbread House, a step-inside snow globe for selfies, a snowball fight area, entertainment, and a Yuletide Craft Market. NOLA ChristmasFest's newest addition this year is the Tinsel Terrace Tavern for adults to enjoy beverages away from the hustle and bustle.

(More)

NOLA ChristmasFest Tickets Now on Sale

Page Two of Four

November 11, 2019

Buy online today and save time waiting in line at the Box Office! Online tickets are available via [Ticketmaster.com](https://www.ticketmaster.com). Tickets may also be purchased in-person at the Convention Center box office, located in front of Lobby I, beginning Friday, December 20, 2019.

General Admission Tickets include access to all rides and activities within the festival. Tickets are \$20 on weekdays and \$25 on Saturday and Sunday. Tickets grant you a single admission on the day of your choice between the dates of December 20-December 31. Individual ticket purchase is required on those ages 2 and up.

NOLA ChristmasFest by the numbers:

- Nearly 350,000 sq.ft. of holiday fun
- 50,000 attendees
- 7,280 sq. ft. ice rink
- 2 15 ft. high ice slides
- 3 bounce houses in the Tiny Tot Zone
- 50 ft. Ferris Wheel
- 15 ft. step-inside snow globe
- And more!

NOLA ChristmasFest is also a great place for birthday parties and corporate events. Special group pricing and party areas are available for a party of 15 people or more. Advanced sales end December 15, 2019. Advanced group pricing is \$15 per person. More information: <https://nolachristmasfest.com/group-sales-parties/>

Parking is available across from NOLA ChristmasFest's Hall H entrance. Visitors are encouraged to take advantage of very affordable [Papa Noel hotel rates](#) to enhance their holiday stays.

For more information, visit <https://nolachristmasfest.com>.

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(More)

NOLA ChristmasFest Tickets Now on Sale
Page Three of Four
November 11, 2019



Enjoy 15' ice slides and ice-skating at the 7th annual NOLA ChristmasFest December 20-31 at the New Orleans Ernest N. Morial Convention Center.



NOLA ChristmasFest brings holiday cheer for the entire family with ice-skating, carnival rides, and much more December 20-31 at the New Orleans Ernest N. Morial Convention Center.

(More)

NOLA ChristmasFest Tickets Now on Sale
Page Four of Four
November 11, 2019



NOLA ChristmasFest presented by *Coca-Cola* opens December 20-31 at the New Orleans Ernest N. Morial Convention Center. Tickets on sale at www.nolachristmasfest.com.

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NEWS RELEASE

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FOR IMMEDIATE RELEASE
November 13, 2019

CONTACT: Communications Department
Phone: 504.582.3027, E-mail: comm@mccno.com

Ernest N. Morial New Orleans Exhibition Hall Authority Chairman Inducted into Louisiana Restaurant Association Hall of Fame

Melvin Rodrigue, Chairman of the Ernest N. Morial New Orleans Exhibition Hall Authority (Authority), the governing board of the New Orleans Ernest N. Morial Convention Center, was recently inducted to the Louisiana Restaurant Association Hall of Fame. Rodrigue, a philanthropist and advocate for the City of New Orleans, is also the President and CEO of Galatoire's, one of the most acclaimed restaurants in New Orleans.

The Louisiana Restaurant Association Hall of Fame recognizes those who have exhibited extraordinary dedication to the restaurant industry. As a member of the Authority, Rodrigue spearheaded efforts to establish NOCHI, the New Orleans Culinary and Hospitality Institute. Under Rodrigue's leadership, the Authority made a \$12 million investment into the school, purchasing its eventual headquarters, with the goal of training the next generation of food and hospitality professionals in New Orleans. The school features two culinary teaching labs, two baking and pastry labs, a restaurant lab, a beverage lab, a large event center including a production kitchen, and traditional classrooms.

Rodrigue is the founder of The Galatoire Foundation, a non-profit organization which serves as a way for his restaurant to give back to the community. Established in 2010, the foundation facilitates numerous community activities and donation drives, including a twice-annual fundraiser that has raised more than \$2.2 million for the people of New Orleans.

However, Rodrigue's commitment to the city of New Orleans goes far beyond his already distinguished career in the Restaurant industry. As a member of the Authority, he helped contribute more than \$100 million to improving the infrastructure of New Orleans. From crime prevention cameras throughout the city to increased funding for the sewer and water board, Rodrigue has been at the forefront of discussions and major legislation changes that has allowed for increased investment in the city's critical infrastructure

(More)

**NOEHA Chairman Inducted Into LRA Hall of Fame
November 13, 2019
Page Two of Three**



Melvin Rodrigue (Left), Chairman, Ernest N. Morial New Orleans Exhibition Hall Authority, accepting his induction into the LRA Hall of Fame from Paul Rotner (Right), 2019 Chair of the Louisiana Restaurant Association



Melvin Rodrigue (Left), Chairman, Ernest N. Morial New Orleans Exhibition Hall Authority, after accepting his induction into the LRA Hall of Fame from Paul Rotner (Right), 2019 Chair of the Louisiana Restaurant Association

(More)

NOEHA Chairman Inducted Into LRA Hall of Fame

November 13, 2019

Page Three of Three

About the New Orleans Ernest N. Morial Convention Center

With 1.1 million square feet of prime exhibit space, in an entirely contiguous hall, the New Orleans Ernest N. Morial Convention Center provides the largest single exhibit space in the country. The New Orleans Ernest N. Morial Convention Center features an award winning staff and first class amenities, and is the sixth largest convention center in the nation. A consistent Top 10 host of the largest conventions and tradeshow in the nation annually, the Convention Center is also one of the city's "Top Workplaces." A leading contributor to the city's robust tourism economy, the Convention Center's event activity has produced \$90.1 billion in economic impact since its 1985 opening, including \$5.7 billion in new tax revenue for state and local governments.

About the Ernest N. Morial New Orleans Exhibition Hall Authority

The Ernest N. Morial New Orleans Exhibition Hall Authority's (Authority) exclusive mission is to finance, construct and operate facilities in order to attract and conduct conventions, trade shows and other events that support and expand the economy of both the State of Louisiana and New Orleans Region. The Authority is composed of a 13-member board of commissioners, ten appointed by the Governor of Louisiana, and three appointed by the Mayor of New Orleans. Since 1985, event activity at the New Orleans Ernest N. Morial Convention Center has produced \$90.1 billion in economic impact since its 1985 opening, including \$5.7 billion in new tax revenue for state and local governments.

###



FOR IMMEDIATE RELEASE
October 29, 2019

CONTACT: Communications Department
Phone: 504.582.3027, E-mail: comm@mccno.com

NOLA ChristmasFest Returns to Downtown New Orleans December 20th; Tickets On Sale Online Starting November 1st

NOLA ChristmasFest transforms 350,000 sq. ft. of convention space into an awe-inspiring indoor “winter wonderland”

NEW ORLEANS – It’s the most magical time of the year, and with nearly 350,000 sq. ft. of holiday entertainment, **NOLA ChristmasFest**, presented by *Coca-Cola* promises to dazzle locals and visitors alike with eye-popping attractions and activities for both kids and adults including carnival rides, giant ice slides, ice skating, inflatables, snowball fights, Santa and friends, Gingerbread Village, Christmas Tree display and so much more! Even toddlers can get into the action in our Tiny Tot Zone Bounce Houses, designed especially for little ones.

This year, NOLA ChristmasFest, produced by the New Orleans Ernest N. Morial Convention Center, will offer “[Skating With Santa](#),” a chance for children to ice skate with Santa Claus and his North Pole friends before the doors open to the general public. Donuts, coffee, and hot cocoa will be served. *(Separate ticket purchase required.)*

Other attractions include a walk-through Gingerbread House, a step-inside snow globe for selfies, snowball fight area, entertainment, and a Yuletide Craft Market. NOLA ChristmasFest’s newest addition this year is the Tinsel Terrace Tavern for adults to enjoy beverages away from the hustle and bustle.

NOLA ChristmasFest will open every day, rain or shine, from 11 a.m. until 9 p.m., December 20-31, including special hours on Christmas Eve, Christmas Day, and New Year’s Eve.

Buy Online and save time waiting in line at the Box Office! Online tickets are available via Ticketmaster.com starting November 1, 2019. Tickets may also be purchased in-person at the Convention Center box office, located in front of Lobby I, starting Friday, December 20.

(More)

NOLA ChristmasFest Tickets Now on Sale

Page Two of Four

October 29, 2019

General Admission Tickets include access to all rides and activities within the festival. Tickets are \$20 on weekdays, and \$25 on Saturday and Sunday. Tickets are good for a single admission on the specific day you choose between the dates of December 20-December 31. Individual ticket purchase is required on those ages 2 and up.

NOLA ChristmasFest by the numbers:

- Nearly 350,000 sq.ft. of holiday fun
- 50,000 attendees
- 7,280 sq. ft. ice rink
- Two 15 ft. high ice slides
- 3 bounce houses in the Tiny Tot Zone
- 50 ft. Ferris Wheel
- 15 ft. step-inside snow globe
- And more...

NOLA ChristmasFest is also a great place for birthday parties and corporate events. Special group pricing and party areas are available for a party of 15 people or more. Advanced sales end December 15, 2019. Advanced group pricing is \$15 per person. More information: <https://nolachristmasfest.com/group-sales-parties/>

Parking is available across from NOLA ChristmasFest's Hall H entrance. Visitors are encouraged to take advantage of very affordable [Papa Noel hotel rates](#) to enhance their holiday stays.

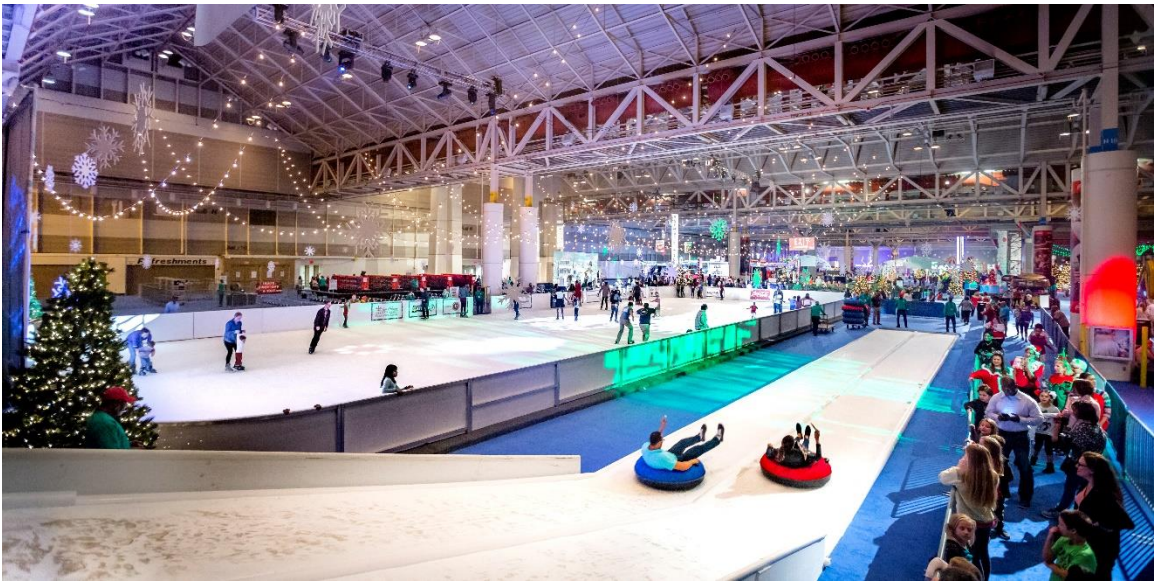
For more information, visit <https://nolachristmasfest.com>.

About the New Orleans Ernest N. Morial Convention Center

With 1.1 million square feet of prime exhibit space, in an entirely contiguous hall, the New Orleans Ernest N. Morial Convention Center provides the largest single exhibit space in the country. The New Orleans Ernest N. Morial Convention Center features an award-winning staff and first-class amenities and is the sixth largest convention center in the nation. A consistent Top 10 host of the largest conventions and tradeshow in the nation annually, the Convention Center is also one of the city's "Top Workplaces." A leading contributor to the city's robust tourism economy, the Convention Center's event activity has produced \$90.1 billion in economic impact since its 1985 opening, including \$5.7 billion in new tax revenue for state and local governments.

(More)

NOLA ChristmasFest Tickets Now on Sale
Page Three of Four
October 29, 2019



Enjoy 15' ice slides and ice-skating at the 7th annual NOLA ChristmasFest December 20-31 at the New Orleans Ernest N. Morial Convention Center.



NOLA ChristmasFest brings holiday cheer for the entire family with ice-skating, carnival rides and much more December 20-31 at the New Orleans Ernest N. Morial Convention Center.

(More)

NOLA ChristmasFest Tickets Now on Sale
Page Four of Four
October 29, 2019



NOLA ChristmasFest presented by Coca-Cola opens December 20-31 at the New Orleans Ernest N. Morial Convention Center. Tickets on sale at www.nolachristmasfest.com.

###



NOLA ChristmasFest Marketing Report

NOLA CHRISTMASFEST



BE PRESENT!

Join us at the only REAL ice skating rink in New Orleans!



DECEMBER 20-31

FOR MORE INFORMATION VISIT
NOLACHRISTMASFEST.COM

NOLA CHRISTMASFEST



DECEMBER 20-31 2019
NEW ORLEANS
CONVENTION CENTER
NOLACHRISTMASFEST.COM



- * ICE SKATING RINK *
- * GIANT ICE SLIDES *
- * CARNIVAL RIDES *
- * LIFE-SIZE SNOW GLOBE * INFLATABLES *
- * INDOOR FERRIS WHEEL *
- * LIVE ENTERTAINMENT * CRAFTS *
- * TINSEL TERRACE TAVERN * YULETIDE MARKET *
- * AND MORE! *



NEW ORLEANS CONVENTION CENTER - HALL H



@NOLACHRISTMAS
#NOLACHRISTMASFEST



Only 60 days before NOLA ChristmasFest begins, and we want you to BE PRESENT!

For 12 wonderful days this winter, nearly 50,000 visitors will experience the magic of the holiday season at NOLA ChristmasFest at the New Orleans Ernest N. Morial Convention Center.

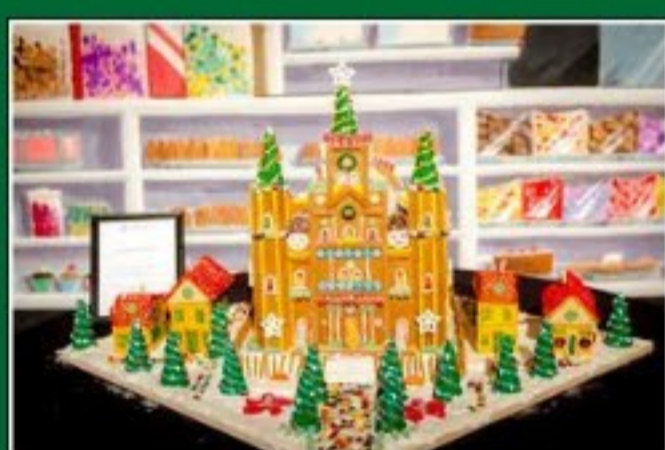
It's not too late to be present! From December 20-31, 2019, NOLA ChristmasFest will offer indoor family fun featuring an ice rink, ice slides, carnival rides and inflatables, Santa, crafts and more. We want you, our hospitality partners, to be a part of the fun!

We invite your participation in the Gingerbread House Village, Christmas Tree Display, and Sponsorships. **There is limited availability**, so please contact us to reserve your spot now.

Gingerbread House Village ****FREE to participate****

Display your company's own pre-decorated gingerbread house in our Gingerbread House Village. As a Gingerbread House participant, you will receive:

- Two (2) passes to the NOLA ChristmasFest
- Logo with link on the NOLA ChristmasFest website
- Label with participant's company name in front of display



[CLICK HERE TO PARTICIPATE IN THE GINGERBREAD HOUSE VILLAGE](#)

Christmas Tree Display (\$150)

Showcase your company to our guests on a beautiful Christmas Tree. Bring your Christmas Tree decorations and trim your tree on-site at NOLA ChristmasFest on Thursday, December 12 and Friday, December 13. Consider making it a fun team-building activity for your staff!

As a Christmas Tree Sponsor you will receive:

- One (1) ten-foot undecorated artificial tree rental
- Two (2) passes to Nola ChristmasFest, good for any day.
- Logo with link on the NOLA ChristmasFest website
- Dedicated signage with logo in front of tree (22x48")



[CLICK HERE TO RESERVE YOUR SPOT IN OUR CHRISTMAS TREE DISPLAY](#)

Event Sponsorship (Price Varies)

Support NOLA ChristmasFest and get additional publicity for your company. We can customized a sponsorship package to your budget. Advertising options with your logo include:

- Dasher board in ice rink
- Julia Street marquee
- Attraction sponsorship



Other sponsorship benefits include:

- Complimentary tickets for your clients or customers
- Opportunity to hold a giveaway, raffle or contest for NOLA ChristmasFest attendees, and capture leads for your business through contest registration.

[CLICK HERE TO REQUEST SPONSORSHIP INFORMATION](#)

Don't miss a great opportunity to support a wonderful family-friendly event and share your brand with tens of thousands of people this holiday season.

Availability is limited, so please reserve your spots today!

If you have additional questions, please contact us at promote@nolachristmasfest.com or 504-582-3072 and our elves will be in touch with further information.

NOLA ChristmasFest
December 20-31, 2019
New Orleans Ernest N. Morial Convention Center
New Orleans, LA

nolachristmasfest.com



Contact Us

Phone: 504-582-3072 | promote@nolachristmasfest.com



RESCON Marketing Report



ResCon
INTERNATIONAL

IN PARTNERSHIP WITH

NGA
NATIONAL GOVERNORS ASSOCIATION

REMINDER **ResCon 2020: Call for Submissions**



Don't forget to submit your session proposal ideas! ResCon is now accepting presentation proposals until **November 15, 2019**. This call solicits speaking and presentation opportunities for conference programming taking place **April 28-30, 2020** at the New Orleans Ernest N. Morial Convention Center and in partnership with the National Governors Association.

This 3-day conference will bring the leadership and experience of the nation's governors, plus a diverse mix of disaster and resilience practitioners to explore profound and powerful topics that impact communities and economies worldwide.

Important Dates

- Deadline for Proposals: **Friday, November 15, 2019** at 5PM CST
- Notification of Speakers: January 15, 2020
- Conference Sessions: April 28-30, 2020

Call for Submissions

The 2020 conference will focus on the following educational tracks:

- **Resilient People: Socio-Economic Resilience**
- **Resilient Places: Critical Infrastructure and the Built Environment**
- **Resilient Finances: Insurance, Risk, and Investment**
- **Resilient Technologies: Cybersecurity and Other Tools**
- **Resilient Organizations: The Culture of Resilience**
- **Other** - Don't see a natural fit for your innovative session topic? That's okay. Any and all out-of-the box topic ideas will be considered.

Important items to keep in mind when submitting a speaker proposal

DO'S

- **Diversity & Co-presenting** - presentation submissions are encouraged to reflect a diversity of presenters, including race, gender, geographical regions and countries, as well as viewpoints.
- **Presentation Format** - case studies, concrete lessons learned, technical information and materials that practitioners can apply to their own work are strongly encouraged.
- **Creative Facilitation** - presenters are encouraged to consider ways to engage the audience and make their session interactive and creative. Collaborative formats (peer discussions, panels, fireside chats) are preferred.

DON'TS

- Presentations of academic or scientific studies are not encouraged unless the study has resulted in a best practice application or program.
- Speakers may not endorse specific products or services in their presentation. Private sector submitters may not use presentations as a means for business development or sales (there will be other opportunities at ResCon to conduct business development.)

How to Apply

Interested presenters are asked to submit presentation abstracts and relevant speaker / presentation information through the [online portal](#) which is open through **Friday, November 15, 2019 at 5pm CST sharp**.

Presentations for the ResCon 2020 program are selected by the ResCon's Leadership Team's programming committee. Presenters will be notified by **January 15, 2020**. Questions regarding the conference program should be directed to show management through email: info@resconnola.com.

Thank you for your interest and support of ResCon 2020!

Next ResCon: April 28 - 30, 2020
New Orleans Ernest N. Morial Convention Center
New Orleans, LA

resconnola.com



Contact Us

Phone: 504-582-3072 | info@resconnola.com



Proposed 2020 Board Schedule

2020 Board Meeting Schedule
Ernest N. Morial New Orleans Exhibition Hall Authority
New Orleans Public Facility Management, Inc.

January 22

February 19
(Earlier due to Mardi Gras)

March 25

April 22

May 27

June 24

July 22

August 26

September 23

October 28

November 18
(Earlier due to Thanksgiving)

December 16
(Earlier due to Christmas holiday)

Regular Board Meetings will be held in the ENMNOEHA Board Room at 2 p.m.



NOEHA Agenda



November 20, 2019

Agenda – page 1 of 2



The Board of Commissioners will convene and hold its regular meeting in The Authority Boardroom located on the Mezzanine level of the Convention Center and accessible at the Hall B entrance beginning at 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 only speak to items that are on the agenda. A member of the public will need to specifically identify the agenda item on which he or she intends to speak and will be allowed 2 minutes to make comments. This is not a question and answer session where a member of the public can ask questions and demand answers of this Board of Commissioners.
- III. Approval of ENMNOEHA Board Meeting Minutes of October 23, 2019
- IV. Populous Architects, P.C. dba Populous Group, LLC – Executive Architects Services for the Capital Improvement Plan
- V. Consent Agenda
 - A. Contracts
 1. Gallagher & Associates, LLC – Design and Development Services for Interactive Display Change Order No. 5
 2. D.L. Daigle & Co., LLC – Furnish and Install Concession Stand Renovations
 3. TEH Enterprise, LLC – Furnish & Replace Chilled Water Pumps
 4. FMF Group LLC – Remove and Replace Concrete in Parking Lots Change Order No. 1
 - B. Resolutions
 1. 2019.11 – Amending Resolution No. 2018.10, Approving Executive Vice President to Execute Contracts for the Linear Park Project



November 20, 2019

Agenda – page 2 of 2



- VI. Committee Reports (non-consent)
 - A. Finance & Audit Committee
 - 1. 2020 Budget Report
 - a. Operating & Non-Operating
 - b. Debt Service
 - c. Capital
 - 2. Financial Reports – September 2019
 - 3. Contract Ratification: Resolution 2018.10
 - B. Insurance Committee
 - 1. Employee Health & Benefit Program
 - 2. Property & Casualty Program
 - C. Small & Emerging Business Committee
 - 1. Outreach & Initiative Report
- VII. Proposed 2020 Board Meeting Schedule
- VIII. Executive Session
Discussion of legal strategy subject to attorney-client privilege and prospective litigation regarding the Regional Transit Authority's continued legal obligations to the agreed upon portion of the 1% hotel occupancy tax to the ENMOEHA-Transit Fund.
- IX. Other Business
- X. Next Regularly Scheduled Meeting: Wednesday, December 18, 2019
- XI. Motion to Adjourn



NOEHA

Meeting Minutes



Board Meeting Minutes October 23, 2019 – Pg. 1 of 2



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 23, 2019 in the Board Room at the Ernest N. Morial Convention Center – New Orleans, 900 Convention Center Boulevard, New Orleans, Louisiana.

President Rodrigue called the meeting to order at 2:15 p.m. and asked for a roll call. The results were as follows:

| | |
|--------------------|---------|
| Dottie Belletto | Present |
| Ryan F. Berni | Absent |
| Stephen Caputo | Present |
| Alfred L. Groos | Present |
| Ronald Guidry | Present |
| Robert Hammond | Present |
| Eddie Jacobs | Absent |
| Freddie King, III | Absent |
| Steve Pettus | Present |
| Bonita Robertson | Absent |
| Melvin J. Rodrigue | Present |
| Michael Smith | Absent |
| Camille Whitworth | Present |

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

President Rodrigue asked the audience for public comment of agenda items. There were no public comments.

President Rodrigue requested a motion to approve the ENMNOEHA Board Meeting Minutes of September 25, 2019. Secretary Belletto moved approval, seconded by Commissioner Guidry. **Motion approved.**



Board Meeting Minutes

October 23, 2019 – Pg. 2 of 2



Treasurer Pettus moved approval on consent agenda items: (1) PSX, Inc. to Furnish and Install Sound Room Upgrades, (2) Resolution 2019.9 Granting Signature Authority to President & Chairman, (3) Resolution 2019.10 Approving execution of previously authorized Cooperative Endeavor Agreement and to authorize execution of conveyance document as provided in that previously authorized Cooperative Endeavor Agreement. Motion seconded by Vice President Groos. **Motion approved.**

The following item was pulled from the consent agenda for further discussion:

Treasurer Pettus moved approval to contract with JCML L.L.C. dba Landis Construction Co., L.L.C. for Linear Park Changer Order No. 8. Motion seconded by Vice President Groos. **Motion approved.**

Commissioner Berni entered the meeting at 2:19 p.m.

Ms. Alita Caparotta, Vice President of Finance & Administration, reviewed the August 2019 Financial Reports.

Secretary Belletto moved approval of the Contracts Executed: Resolution 2019.4. Motion seconded by Treasurer Pettus. **Motion approved.**

Ms. Alita Caparotta gave the Outreach & Initiative Report from the Small and Emerging Business Committee.

Treasurer Pettus moved approval to go into executive session at 2:39 p.m. to discuss the Legal Strategy Subject to Attorney-Client privilege and prospective litigation regarding the Regional Transit Authority's continued legal obligations to contribute the agree upon portion of the 1% Hotel Occupancy Tax to the ENMNOEHA-Transit Fund. Motion seconded by Commissioner Hammond. **Motion unanimously approved.**

Secretary Belletto moved approval to come out of executive session at 3:09 p.m. Motion seconded by Commissioner Berni. **Motion unanimously approved.**

With no other business to come before the Board, Vice President Rodrigue asked for a motion to adjourn. Treasurer Pettus moved adjournment, seconded by Secretary Belletto. **Motion approved** and the meeting adjourned at 3:10 p.m.

ATTEST: _____
DOTTIE BELLETTO, SECRETARY



Populous Architects, P.C. dba Populous Group, LLC

**NEW ORLEANS ERNEST N. MORIAL CONVENTION CENTER
CONTRACT AUTHORIZATION**

| | | |
|---|--|--|
| 1 | Contract Number & Type of Contract: | C-1583 Professional Service |
| 2 | Contract Title: | Provide Executive Architect Services for the Capital Improvement Plan |
| 3 | Contractor Information: | <p align="center">Populous Architects, P.C. dba Populous Group, LLC 4800 Main Street, Suite 300 Kansas City, MO 64112</p> |
| 4 | SEB/DBE Certification and/or Participation: | No |
| 5 | Contract Term: | <p align="center">December 1, 2019 – January 31, 2024 Five (5) Years or the length of the Capital Projects</p> |
| 6 | Contract Amount: | <p align="center">\$1,984,621.00</p> <p align="center">Plus Additional Services will be billed at the per hour rates below:</p> <ul style="list-style-type: none"> • Senior Principal: \$400.00 • Principal In Charge: \$320.00 • Project Manager: \$205.00 • Lead project Architect: \$205.00 |
| 7 | Budget: | This project was approved as part of the 5 Year Capital Plan. |
| 8 | Advertisement/Outreach: | <ul style="list-style-type: none"> • This project was advertised in the Advocate & Times Picayune • This project was published on the exhallnola.com web page • Ten (10) companies reviewed bid documents for this project • Three (3) companies submitted bids • Populous Group, LLC provided the most advantageous proposal |



Consent Agenda



Contracts

**NEW ORLEANS ERNEST N. MORIAL CONVENTION CENTER
CONTRACT AUTHORIZATION**

| | | | |
|---|--|--|------------|
| 1 | Contract Number & Type of Contract: | C-1370 Personal Service | |
| 2 | Contract Title: | Provide Design and Development Services for the Interactive Display | |
| 3 | Contractor Information: | Gallagher & Associates, LLC 8665 Georgia Avenue Silver Spring, MD 20910 | |
| 4 | SEB/DBE Certification and/or Participation: | No | |
| 5 | Contract Term: | Month to Month September 1, 2019 – December 31, 2019 | |
| 6 | Change Order Amount: | Change Order No. 5 \$11,295.00 | |
| 7 | Pricing Details: | Software Update and Testing | \$4,095.00 |
| | | Extension of Resources | \$7,200.00 |
| 8 | Budget: | The total budget for this project is \$1,600,000.00 and was approved as part of the 5 Year Capital Plan. | |
| 9 | Contract History : | <ul style="list-style-type: none"> • Contract was executed in 2017 for \$725,500.00 • Change Order No. 1 was executed in October 2018 <ul style="list-style-type: none"> ○ Increased Contract Cost to \$785,300.00 • Change Order No. 2 was executed in June 2019 <ul style="list-style-type: none"> ○ Extended Contract through August 31, 2019 • Change Order No. 3 was executed in July 2019 <ul style="list-style-type: none"> ○ Increased Contract Cost to \$799,280.00 • Change Order No. 4 was executed in October 2019 <ul style="list-style-type: none"> ○ Extended Contract through December 31, 2019 | |

**NEW ORLEANS ERNEST N. MORIAL CONVENTION CENTER
 CONTRACT AUTHORIZATION – Page 1 of 2**

| | | | |
|---|--|--|--------------|
| 1 | Contract Number & Type of Contract: | C-1577 Public Works | |
| 2 | Contract Title: | Furnish & Install Concession Stand Renovations | |
| 3 | Contractor Information: | D.L. Daigle & Co., LLC 2233 Piedmont Street Kenner, LA 70062 | |
| 4 | SEB/DBE Certification and/or Participation: | Yes | |
| 5 | Contract Term: | Contract shall be substantially complete on or before June 30, 2020 | |
| 6 | Contract Amount: | \$788,500.00 | |
| 7 | Pricing Details: | Concession Stand No.3 | \$91,500.00 |
| | | Concession Stand No.4 | \$85,000.00 |
| | | Concession Stand No.5 | \$79,700.00 |
| | | Concession Stand No.6 | \$49,700.00 |
| | | Concession Stand No.7 | \$59,000.00 |
| | | Concession Stand No.8 | \$47,800.00 |
| | | Concession Stand No.9 | \$46,300.00 |
| | | Concession Stand No.10 | \$43,500.00 |
| | | Concession Stand No.11 | \$51,000.00 |
| | | Concession Stand No. 13 | \$235,000.00 |
| 8 | Budget: | The total budget for this project is \$550,000.00 and was approved as part of the 5 Year Capital Budget. Additional funds will be budgeted for this project in 2020. | |

NEW ORLEANS ERNEST N. MORIAL CONVENTION CENTER
CONTRACT AUTHORIZATION – Page 2 of 2
C-1577 Public Works

| | | |
|----------|--------------------------------|--|
| 9 | Advertisement/Outreach: | <ul style="list-style-type: none">• This project was advertised in the Advocate• This project was published on the exhallnola.com web page• Thirteen (13) companies reviewed bid documents for this project• Four (4) companies submitted bids for this project• D.L. Daigle & Co., LLC submitted the lowest, responsive bid |
|----------|--------------------------------|--|

**NEW ORLEANS ERNEST N. MORIAL CONVENTION CENTER
CONTRACT AUTHORIZATION**

| | | | |
|---|--|---|--------------|
| 1 | Contract Number & Type of Contract: | C-1574 Public Works | |
| 2 | Contract Title: | Furnish & Replace Chilled Water Pumps | |
| 3 | Contractor Information: | TEH Enterprise, LLC 757 Central Ave. Jefferson, LA 70121 | |
| 4 | SEB/DBE Certification and/or Participation: | Yes | |
| 5 | Contract Term: | Contract shall be substantially complete on or before December 31, 2020 | |
| 6 | Contract Amount: | \$330,700.00 | |
| 7 | Pricing Details: | Furnish & Replace Pumps | \$269,200.00 |
| | | Laser Shaft Alignment Equipment | \$20,000.00 |
| | | Vibration Testing Equipment | \$17,500.00 |
| | | Infrared Camera | \$21,000.00 |
| | | Digital LED Stroboscope | \$3,000.00 |
| 8 | Budget: | The 2019 budget for this project is \$224,600.00 and will also be budgeted in future years. | |
| 9 | Advertisement/Outreach: | <ul style="list-style-type: none"> • This project was advertised in the Advocate • This project was published on the exhallnola.com web page • Sixteen (16) companies reviewed bid documents for this project • TEH Enterprise, LLC submitted the only bid, and it was responsive | |

**NEW ORLEANS ERNEST N. MORIAL CONVENTION CENTER
CONTRACT AUTHORIZATION**

| | | |
|---|--|---|
| 1 | Contract Number & Type of Contract: | C-1562 Public Works |
| 2 | Contract Title: | Remove and Replace Concrete in Parking Lots |
| 3 | Contractor Information: | FMF Group LLC 650 Poydras Street Suite 1400 New Orleans, LA 70130 |
| 4 | SEB/DBE Certification and/or Participation: | Yes |
| 5 | Contract Term: | Contract shall be substantially complete on or before December 31, 2019. |
| 6 | Change Order Amount: | Change Order No. 1 \$37,457.07 |
| 7 | Change Order Details: | Extends the length of the driveway between lots F and G. |
| 8 | Budget: | The total budget for this project is \$150,000.00 and was approved as part of the 5 Year Capital Plan. |
| 9 | Contract History : | <ul style="list-style-type: none"> • This project was publicly bid in September 2019 • Contract awarded in September 2019 for \$74,349.04 |



Resolutions



RESOLUTION

Resolution No: 2019.11

RESOLUTION AMENDING RESOLUTION NO. 2018.10, APPROVING EXECUTIVE VICE PRESIDENT TO EXECUTE CONTRACTS FOR THE LINEAR PARK PROJECT

WHEREAS, the Board of Commissioners of the Ernest N. Morial New Orleans Exhibition Hall Authority (“Board”) adopted Resolution No. 2018.10 on September 28, 2018, authorizing Executive Vice President Michael J. Sawaya to execute contracts for the Linear Park Project; and

WHEREAS, the Board desires to amend Resolution No. 2018.10, while keeping its provisions in full force and effect;

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 Resolution No. 2018.10 be amended to replace the word “ratified” on line four (4) of the body of the resolution with the word “presented,” such that the resolution now reads in its entirety as follows:

BE IT RESOLVED at the September 28, 2018 regular meeting of the Board of Commissioners of the Ernest N. Morial Exhibition Hall Authority, Commissioner Guidry moved that Michael J. Sawaya, Executive Vice President, be authorized to execute contracts or invoices up to \$250,000 related to the Linear Park Project. A report of such contracts will be presented at a subsequent Board meeting.



Finance & Audit Committee



2020 Budget Report



To: Finance and Audit Committee; Executive Leadership Team

From: Alita Caparotta

Date: November 13, 2019

RE: 2020 Budget Message

Attached please find the 2020 budget documents for your review. Staff will discuss these documents at the November 13, 2019 Finance & Audit Committee meeting. After Committee review, staff will present the budgets at the November 20, 2019 board meeting so that funding will be available for the start of 2020. Below please find the high level accomplishments that we are planning for 2020:

The projected 2020 Event load is on par with recent performance:

- 120 events
- Almost 900,000 attendees
- Building Occupancy of 56%

Operating Revenues are within recent years:

- User fees are similar to 2018 & 2019 figures
- Food & Beverage revenues are down compared to history due to the 2020 event mix
- Additional operating revenues are similar to recent history

Operating Expenses encompass several new and ongoing initiatives for 2020:

- Salaries & Wages reflect a total of 397 FT positions in 2020; part time labor reduced.
- Payroll Taxes & Employee Benefits includes new insurance, retirement and paid time off (PTO) offerings to eligible Part Time employees.
- General & Administrative:
 - Major IT upgrades include Office 365, Windows 10 and Adobe Acrobat as well as upgrading hardware to incorporate mobile solutions
 - Begin the multiyear process to become Homeland Security Safety Act Certified
 - New Program to lease uniforms
- Sales and Marketing:
 - 2020 is the final year of the British Airways Agreement
 - First full year of the Small Business Program Department with plans for program development and community outreach
 - Continued work on marketing the building to clients and the local community
- Facility Maintenance & Equipment:
 - Uniform office furniture program being launched
 - Under the direction of the new VP of Operations, the newly created role, Director of Facility Management, will focus on a continuous cycle of repairs and maintenance of aged equipment

- Utilities:
 - Energy savings initiatives to reduce electrical consumption
 - New Director of Sustainability & Corporate Responsibility will be identifying additional initiatives to improve efficiencies
- Event & Trade Show:
 - Continued management and promotion of Nola Christmas Fest
 - Continued management and promotion of Farm To Table
 - Continued management and promotion of ResCon in the first of a multi-year partnership with the National Governors Association
 - Increased Safety presence when Linear Park opens in late 2020

Non-Operating Revenues and Expenses reflect our contributions and participation in the Greater New Orleans metropolitan area:

- Tax Revenues are projected at levels similar to recent history
- Interest Expenses reflect the continued payoff of debt
- Distribution to Government Agencies incorporate:
 - Continued support of Public Safety in the French Quarter
 - Continued support of the Low Barrier Homeless Shelter
 - Continued support of the Sewerage & Water Board

Annual Capital Program work continues as part of the 5-Year Capital Expenditures Program and includes essential projects:

- Upgrade equipment
 - New aluminum tables
 - Electric Carts for staff use
 - Power Washers for Linear Park & Transportation Center
 - Additional Holiday lighting display to incorporate Linear Park
- IT hardware & software updates
 - Upgrade servers
 - Upgrade Fire Alarm Software
 - New Human Resources Management Software
- Repair & Remodel our infrastructure
 - Chiller Repairs
 - Updated & Improved Lighting
 - Concession Stand Renovations
 - UPS Store Renovation

Funding for 2020 initiatives will come from Operating and Non-Operating Revenues. Ultimately, we are projecting a **net increase to assets of \$18.7MM** by the conclusion of 2020. These revenues will be applied to the \$557 million capital program.

If you have any questions, please feel free to contact me at acaparotta@mcno.com or 504-582-3022. Thank you for your time.



**Ernest N. Morial
New Orleans Exhibition Hall Authority
2020 Budget Summary**

| | # Events # Attendees Occupancy | 139 956,430 57.8% | 121 884,086 56.5% | 120 898,437 56.5% | -1 14,351 0.0% | |
|---|--------------------------------------|-------------------------|-------------------------|-------------------------|---|------------------------|
| | | 2018 Actuals | 2019 Forecast | 2020 Budget | 2020 Budget vs. 2019 Forecast % Variance | \$ Variance |
| REVENUES | | | | | | |
| <i>Operating Revenues:</i> | | | | | | |
| User Fees | | \$ 26,411,065 | \$ 26,420,492 | \$ 27,884,915 | 5.5% | \$ 1,464,423 |
| Food Service | | \$ 9,561,231 | \$ 7,536,692 | \$ 6,569,014 | -12.8% | \$ (967,678) |
| UPS Store | | \$ 326,280 | \$ 344,756 | \$ 299,800 | -13.0% | \$ (44,956) |
| Other Rentals | | \$ 150,661 | \$ 213,132 | \$ 165,044 | -22.6% | \$ (48,088) |
| Other Misc. | | \$ 56,283 | \$ 43,069 | \$ 50,000 | 16.1% | \$ 6,931 |
| TOTAL Operating Revenues | | \$ 36,505,520 | \$ 34,558,141 | \$ 34,968,773 | 1.2% | \$ 410,632 |
| EXPENSES | | | | | | |
| <i>Operating Expenses:</i> | | | | | | |
| Salaries & Wages | | \$ 22,901,712 | \$ 24,664,765 | \$ 26,457,322 | 7.3% | \$ 1,792,557 |
| Payroll Taxes & Employee Benefits | | \$ 5,210,057 | \$ 5,371,644 | \$ 6,226,103 | 15.9% | \$ 854,459 |
| General & Administrative | | \$ 4,948,129 | \$ 5,055,060 | \$ 6,475,239 | 28.1% | \$ 1,420,179 |
| Sales & Marketing | | \$ 2,042,826 | \$ 1,972,518 | \$ 2,532,115 | 28.4% | \$ 559,597 |
| Facility Maint & Equipment | | \$ 6,535,725 | \$ 5,933,790 | \$ 6,659,560 | 12.2% | \$ 725,770 |
| Utilities | | \$ 5,502,252 | \$ 4,965,614 | \$ 5,034,784 | 1.4% | \$ 69,170 |
| Event & Trade Show Services | | \$ 4,345,361 | \$ 3,637,179 | \$ 3,803,847 | 4.6% | \$ 166,667 |
| TOTAL Operating Expenses | | \$ 51,486,061 | \$ 51,600,570 | \$ 57,188,969 | 10.8% | \$ 5,588,399 |
| Income/Loss from Operations | | \$ (14,980,541) | \$ (17,042,428) | \$ (22,220,195) | 159.7% | \$ (27,217,831) |
| Non Capital Projects | | \$ 4,442,789 | \$ 4,917,212 | \$ 1,316,862 | -73.2% | \$ (3,600,350) |
| Depreciation | | \$ 16,851,264 | \$ 16,446,386 | \$ 16,641,069 | 1.2% | \$ 194,683 |
| Income/(Loss) before non operating revenues (expenses) and capital contributions | | \$ (36,274,594) | \$ (38,406,027) | \$ (40,178,127) | 4.6% | \$ (1,772,100) |
| NON-OPERATING REVENUE/(EXPENSE) | | | | | | |
| Tax Revenues | | \$ 65,988,353 | \$ 65,258,916 | \$ 66,400,000 | 1.7% | \$ 1,141,084 |
| Investment Income | | \$ 4,148,933 | \$ 5,763,389 | \$ 3,897,231 | -32.4% | \$ (1,866,157) |
| Interest Expense | | \$ (3,042,853) | \$ (2,646,139) | \$ (2,169,529) | -18.0% | \$ 476,610 |
| Dist to Government Agencies | | \$ (23,687,210) | \$ (6,595,473) | \$ (9,250,000) | 40.2% | \$ (2,654,527) |
| TOTAL NON-OPERATING REVENUE/(EXP) | | \$ 43,407,222 | \$ 61,780,693 | \$ 58,877,702 | -4.7% | \$ (2,902,990) |
| CHANGE IN NET POSITION | | \$ 7,132,628 | \$ 23,374,666 | \$ 18,699,576 | -20.0% | \$ (4,675,090) |
| Gain/Loss on Disposal of Assets | | \$ - | \$ 3,872 | TBD | | |



**Ernest N. Morial
New Orleans Exhibition Hall Authority
2020 Debt Service Budget**

| | 2018 Actuals | 2019 Forecast | 2020 Budget |
|--|-------------------------|--------------------------|------------------------|
| <i>Non-operating Revenue (Expenses)</i> | | | |
| 3% Hotel/Motel Tax less fees | \$ 36,466,728 | \$ 36,670,929 | \$ 36,500,000 |
| Hotel Occ/F&B Tax less fees | \$ 21,820,190 | \$ 22,610,380 | \$ 22,700,000 |
| Serv Cont & Tour Tax less fees | \$ 2,580,554 | \$ 2,803,030 | \$ 2,750,000 |
| State Appropriation | \$ 2,000,000 | \$ 2,000,000 | \$ 2,000,000 |
| RTA Tax | \$ 3,120,882 | \$ 2,575,000 | \$ 2,450,000 |
| <i>Tax Revenues</i> | \$ 65,988,354 | \$ 66,659,339 | \$ 66,400,000 |
| <i>Investment Income/(Expense)</i> | | | |
| Interest on Debt Service | \$ 551,052 | \$ 532,083 | \$ 532,512 |
| Debt Service Fees | \$ (4,440) | \$ (5,000) | \$ (4,500) |
| <i>Investment Income</i> | \$ 546,612 | \$ 527,083 | \$ 528,012 |
| <i>Debt Service</i> | | | |
| Interest Expense | \$ (3,038,413) | \$ (2,641,139) | \$ (2,165,129) |
| Principal Expense | \$ (8,495,000) | \$ (9,800,000) | \$ (10,245,000) |
| <i>Total Debt Service</i> | \$ (11,533,413) | \$ (12,441,139) | \$ (12,410,129) |
| Total Non-Operating Revenue (Expense) | \$ 55,001,553 | \$ 54,745,283 | \$ 54,517,883 |



**Ernest N. Morial New Orleans Exhibition Hall Authority
5 Year Capital Plan**

| 5 Year Capital Plan | Expected 2020 Projects | 5 Year Capital Budget | 2020 Budget |
|---|-------------------------------------|------------------------------|---------------------|
| Projects Under Construction | | | |
| | Linear Park | | |
| | Morial Memorial | | |
| | TOTAL | \$66,000,000 | \$35,000,000 |
| Projects Ready To Bid | | | |
| | Restrooms | | |
| | I-Coves | | |
| | TOTAL | \$17,000,000 | \$12,500,000 |
| Major Improvements | | | |
| | First Floor Public Area Renovations | | |
| | Hall G Entrance (Multi-Modal Lobby) | | |
| | Henderson Entrance | | |
| | Meeting Rooms & Prefunction Areas | | |
| | TOTAL | \$240,000,000 | \$9,400,000 |
| Hotel Related | | | |
| | Parking Garage | | |
| | Bridge To Hotel | | |
| | TOTAL | \$37,000,000 | \$2,000,000 |
| Building Infrastructure Improvements | | | |
| | Digital Directional Signage | | |
| | Exhibit Hall Lighting Retrofit | | |
| | Roof Replacement | | |
| | IT Upgrades | | |
| | Annual Capital Projects | | |
| | TOTAL | \$140,000,000 | \$25,300,000 |
| Potential Projects - Not Funded | | | |
| | Capital Contingency | \$31,000,000 | |
| Site Improvements | | | |
| | | \$26,000,000 | \$2,000,000 |
| | | \$557,000,000 | \$86,200,000 |



Financial Reports



**ERNEST N. MORIAL
NEW ORLEANS EXHIBITION HALL AUTHORITY
STATEMENT OF NET POSITION
SEPTEMBER, 2019 and 2018**

| | <u>2019</u> | <u>2018</u> |
|---|-----------------------|-----------------------|
| ASSETS AND DEFERRED OUTFLOWS OF RESOURCES | | |
| 1 Current assets: | | |
| 2 Cash | \$ 37,960,524 | \$ 148,643,828 |
| 3 Investments | 99,648,078 | 6,595,262 |
| 4 Accounts receivable, net | 2,488,079 | 2,353,116 |
| 5 Interest receivable | 456,588 | 179,215 |
| 6 Prepaid expenses and other assets | 1,353,993 | 1,048,455 |
| 7 Total current assets | <u>141,907,262</u> | <u>158,819,876</u> |
| 8 Designated and restricted assets: | | |
| 9 Cash, designated by Board for future specified use | 46,300,000 | 46,300,000 |
| 10 Cash, restricted primarily for construction and debt service | 5,469,266 | 5,460,648 |
| 11 Cash, restricted to satisfy Cooperative Endeavor Agreements | 33,311,935 | 34,310,677 |
| 12 Investments, designated by Board for future specified use | 40,995,405 | 40,995,405 |
| 13 Investments, restricted primarily for debt services | 17,402,982 | 16,810,059 |
| 14 Interest Receivable | 78,594 | 77,612 |
| 15 Taxes receivable | 9,669,372 | 8,442,817 |
| 16 Total designated and restricted assets | <u>153,227,554</u> | <u>152,397,218</u> |
| 17 Property, buildings and equipment, net | 356,527,541 | 344,093,319 |
| 18 Total assets | <u>\$ 651,662,357</u> | <u>\$ 655,310,413</u> |
| 19 Deferred outflows of resources | | |
| 20 Unamortized loss on bond refinancing | 1,527,958 | 1,790,390 |
| 21 Total assets and deferred outflows of resources | <u>\$ 653,190,315</u> | <u>\$ 657,100,802</u> |
| 22 LIABILITIES AND NET POSITION | | |
| 23 Current liabilities (payable from current assets): | | |
| 24 Accounts payable | \$ 5,220,601 | \$ 3,742,747 |
| 25 Other payables | 2,188,025 | 904,100 |
| 26 Unearned revenue | 4,694,376 | 4,544,606 |
| 27 Compensated absences, current portion | 565,450 | 515,977 |
| 28 Total unrestricted current liabilities | <u>12,668,452</u> | <u>9,707,430</u> |
| 29 Current liabilities (payable from restricted assets): | | |
| 30 Other Liabilities | 1,723,279 | 3,617,486 |
| 31 Current portion of accrued bond interest | 699,816 | 789,556 |
| 32 Current portion of bonds payable and other long term liabilities | 10,245,000 | 9,800,000 |
| 33 Total restricted current liabilities | <u>12,668,095</u> | <u>14,207,042</u> |
| 34 Total current liabilities | <u>25,336,547</u> | <u>23,914,472</u> |
| 35 Long-term liabilities: | | |
| 36 Compensated absences, less current portion | 378,050 | 357,958 |
| 37 Bonds payable and other long term liabilities, less current portion, net | 67,838,131 | 79,296,847 |
| 38 Unearned revenue, less current portion | 1,192,555 | 1,257,870 |
| 39 Total long-term liabilities | <u>69,408,736</u> | <u>80,912,675</u> |
| 40 Total liabilities | <u>94,745,283</u> | <u>104,827,147</u> |
| 41 Net position: | | |
| 42 Invested in capital assets, net of related debt | 279,972,368 | 256,786,862 |
| 43 Restricted primarily for debt service, construction, and CEA | 63,509,054 | 60,694,771 |
| 44 Unrestricted | 214,963,610 | 234,792,022 |
| 45 Total net position | <u>558,445,032</u> | <u>552,273,655</u> |
| 46 Total liabilities and net position | <u>\$ 653,190,315</u> | <u>\$ 657,100,802</u> |



**ERNEST N. MORIAL
NEW ORLEANS EXHIBITION HALL AUTHORITY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
FOR THE PERIOD ENDING SEPTEMBER 2019 AND SEPTEMBER 2018**

| | 2019 ACTUALS | | 2018 - AUDITED | | | 2019 ANNUAL BUDGET | | | 8/31/2019 |
|--|---------------------|-----------------------|-----------------------|---------------------|------------------|-----------------------|----------------------|------------------|-----------------------|
| | Month to Date | Year to Date | Prior Year to Date | Variance | Percent Variance | Annual Budget | Remaining Budget | Percent Variance | Prior Month YTD |
| 1 Operating revenues: | | | | | | | | | |
| 2 User fees | \$ 1,741,410 | \$ 18,813,024 | \$ 19,232,284 | \$ (419,260) | -2.18% | \$ 24,779,165 | \$ 5,966,141 | 24.08% | \$ 17,071,614 |
| 3 Food Service Commissions and Fees | 729,943 | 6,116,637 | 5,323,239 | 793,398 | 14.90% | 7,087,341 | 970,704 | 13.70% | \$ 5,386,694 |
| 4 Other: | | | | | | | | | |
| 5 The UPS Store | 17,543 | 211,165 | 256,521 | (45,356) | -17.68% | 359,180 | 148,015 | 41.21% | 193,623 |
| 6 Rental | 2,730 | 159,140 | 142,690 | 16,450 | 11.53% | 152,345 | (6,795) | -4.46% | 156,411 |
| 7 Miscellaneous | 4,188 | 43,572 | 34,172 | 9,400 | 27.51% | 11,000 | (32,572) | -296.11% | 39,384 |
| 8 Total operating revenues | 2,495,814 | 25,343,538 | 24,988,906 | 354,632 | 1.42% | 32,389,031 | 7,045,493 | 21.75% | 22,847,726 |
| 9 Operating expenses: | | | | | | | | | |
| 10 General and administrative | 657,436 | 6,281,754 | 5,761,202 | (520,552) | -9.04% | 8,879,489 | 2,597,735 | 29.26% | 5,624,318 |
| 11 Sales and marketing | 275,323 | 1,957,092 | 1,864,673 | (92,419) | -4.96% | 3,192,157 | 1,235,065 | 38.69% | 1,681,768 |
| 12 CVB | 8,600 | 305,471 | 348,769 | 43,298 | 12.41% | 560,548 | 255,077 | 45.50% | 296,871 |
| 13 Event services | 162,001 | 1,431,545 | 1,375,282 | (56,263) | -4.09% | 2,599,259 | 1,167,714 | 44.92% | 1,269,544 |
| 14 Food services | 60,232 | 525,374 | 577,137 | 51,763 | 8.97% | 774,750 | 249,376 | 32.19% | 465,142 |
| 15 Building operations | 1,917,899 | 17,684,385 | 18,216,655 | 532,271 | 2.92% | 25,003,033 | 7,318,648 | 29.27% | 15,766,486 |
| 16 Public safety | 498,292 | 3,907,251 | 4,013,614 | 106,363 | 2.65% | 5,838,136 | 1,930,885 | 33.07% | 3,408,960 |
| 17 Production services | 214,976 | 2,020,585 | 1,888,768 | (131,817) | -6.98% | 2,739,205 | 718,620 | 26.23% | 1,805,609 |
| 18 Technology services | 463,419 | 2,969,216 | 2,696,185 | (273,031) | -10.13% | 4,342,325 | 1,373,109 | 31.62% | 2,505,797 |
| 19 The UPS Store | 22,947 | 244,855 | 258,078 | 13,223 | 5.12% | 381,499 | 136,644 | 35.82% | 221,908 |
| 20 Total operating expenses | 4,281,125 | 37,327,528 | 37,000,364 | (327,163) | -0.88% | 54,310,401 | 16,982,873 | 31.27% | 33,046,403 |
| 21 Income (Loss) from operations before depreciation and non-capital, one-time projects | (1,785,311) | (11,983,990) | (12,011,458) | 27,469 | 0.23% | (21,921,370) | (9,937,380) | 45.33% | (10,198,677) |
| 22 Non-capital, one-time projects | 26,816 | 1,943,735 | 870,730 | (1,073,005) | -123.23% | 4,360,447 | 2,416,712 | 55.42% | 1,916,920 |
| 23 Non-capital, development expenses | 33,589 | 319,106 | 1,684,125 | 1,365,019 | 0.00% | - | (319,106) | 0.00% | 285,517 |
| 24 (Gain)/Loss on disposal of assets | - | 5,323 | - | (5,323) | 0.00% | - | (5,323) | 0.00% | 5,323 |
| 25 Depreciation | 1,399,848 | 12,591,894 | 12,443,605 | (148,289) | -1.19% | 16,100,903 | 3,509,009 | 21.79% | 11,192,046 |
| 26 Income (Loss) before nonoperating revenues (expenses) and capital contributions | (3,245,564) | (26,844,048) | (27,009,919) | 165,871 | 0.61% | (42,382,720) | (15,538,672) | 36.66% | (23,598,483) |
| 27 Nonoperating revenues (expenses): | | | | | | | | | |
| 28 Tax revenues | 4,515,894 | 45,716,055 | 46,021,011 | (304,956) | -0.66% | 67,375,000 | 21,658,945 | 32.15% | 41,200,161 |
| 29 Investment income/(expenses) | 267,947 | 5,299,582 | 2,749,096 | 2,550,486 | 92.78% | 3,883,672 | (1,415,910) | -36.46% | 5,031,635 |
| 30 Interest expense | (200,651) | (2,039,184) | (2,328,773) | 289,589 | 12.44% | (2,646,140) | (606,956) | 22.94% | (1,838,533) |
| 31 Distribution to government agencies | (1,541,469) | (23,948,098) | (20,285,859) | (3,662,239) | 0.00% | (10,250,000) | 13,698,098 | -133.64% | (22,406,630) |
| 32 Total nonoperating revenues (expenses) | 3,041,721 | 25,028,355 | 26,155,474 | (1,127,119) | -4.31% | 58,362,532 | 33,334,177 | 57.12% | 21,986,633 |
| 33 Increase (Decrease) in net position | \$ (203,843) | \$ (1,815,693) | \$ (854,445) | \$ (961,248) | 112.50% | \$ 15,979,812 | \$ 17,795,505 | 111.36% | \$ (1,611,850) |
| 34 Net position: | | | | | | | | | |
| 35 Balance, beginning of year | | 560,260,725 | 553,128,100 | - | | 560,260,725 | - | | 560,260,725 |
| 36 Balance, end of year | | \$ 558,445,032 | \$ 552,273,655 | \$ (961,248) | | \$ 576,240,537 | \$ 17,795,505 | | \$ 558,648,875 |



**ERNEST N. MORIAL
NEW ORLEANS EXHIBITION HALL AUTHORITY
STATEMENT OF CASH FLOWS
FOR THE PERIODS ENDING SEPTEMBER 2019 AND SEPTEMBER 2018**

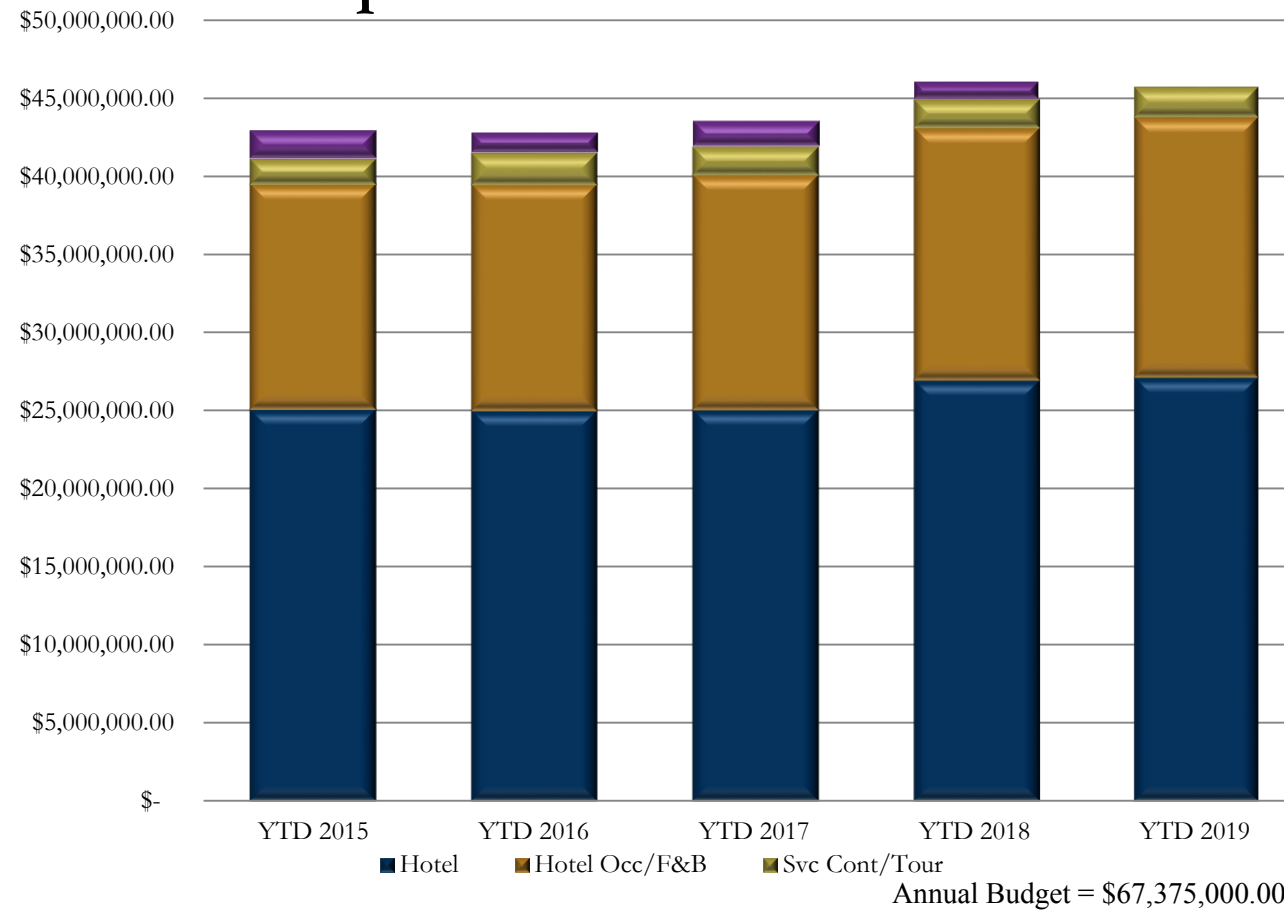
| | 2019 | 2018 |
|---|------------------------|------------------------|
| 1 Cash flows from operating activities: | | |
| 2 Cash received from user fees | \$ 19,443,255 | \$ 20,751,663 |
| 3 Cash received from other sources | 7,643,182 | 7,007,322 |
| 4 Cash paid to employees and for related expenses | (21,464,457) | (21,297,696) |
| 5 Cash paid to suppliers | (19,836,398) | (19,689,101) |
| | (14,214,418) | (13,227,812) |
| 6 Net cash provided by (used in) operating activities | | |
| 7 Cash flows from noncapital financing activities: | | |
| 8 Cash received from taxes | 49,204,346 | 52,482,014 |
| 9 Distributions to Government Agencies | (24,796,857) | (17,685,815) |
| | 24,407,489 | 34,796,199 |
| 10 Net cash provided by noncapital financing activities | | |
| 11 Cash flows from capital and related financing activities: | | |
| 12 Acquisition and construction of capital assets | (22,680,932) | (10,861,755) |
| 13 Repayment of bonds and long term liabilities | (9,800,000) | (8,495,000) |
| 14 Interest paid | (3,789,850) | (4,158,800) |
| | (36,270,782) | (23,515,555) |
| 15 Net cash used in capital and related financing activities | | |
| 16 Cash flows from investing activities: | | |
| 17 Purchases of investment securities | (331,738,124) | (66,104,047) |
| 18 Investment sales and maturities | 239,866,908 | 88,571,338 |
| 19 Interest payments received | 3,703,701 | 2,730,895 |
| | (88,167,515) | 25,198,186 |
| 20 Net cash provided by (used in) investing activities | | |
| 21 Net increase (decrease) in cash and cash equivalents | (114,245,226) | 23,251,018 |
| 22 Cash and cash equivalents at beginning of year | 237,286,951 | 211,464,135 |
| 23 Cash and cash equivalents at month end | \$ 123,041,725 | \$ 234,715,153 |
| | | |
| 24 Reconciliation of loss from operations to net | | |
| 25 Cash used in operating activities: | | |
| 26 Loss from operations | \$ (26,844,048) | \$ (27,009,919) |
| 27 Adjustments to reconcile loss from operations to net | | |
| 28 Cash used in operating activities: | | |
| 29 Depreciation | 12,591,894 | 12,443,605 |
| 30 Increase and decrease in: | | |
| 31 Accounts receivable | 752,574 | 1,411,082 |
| 32 Prepaid and other assets | (594,965) | (497,453) |
| 33 Accounts payable and accrued expenses | (1,110,198) | (934,124) |
| 34 Unearned revenue | 990,325 | 1,358,997 |
| | 990,325 | 1,358,997 |
| 35 Net cash used in operating activities | \$ (14,214,418) | \$ (13,227,812) |
| | | |
| 36 Reconciliation to Statements of Net Position | | |
| 37 Cash - current assets | \$ 37,960,524 | \$ 148,643,828 |
| 38 Cash, designated by Board for future specified use | 46,300,000 | 46,300,000 |
| 39 Cash, restricted primarily for construction and debt service | 5,469,266 | 5,460,648 |
| 40 Cash, restricted to satisfy Cooperative Endeavor Agreements | 33,311,935 | 34,310,677 |
| 41 Total cash | \$ 123,041,725 | \$ 234,715,153 |



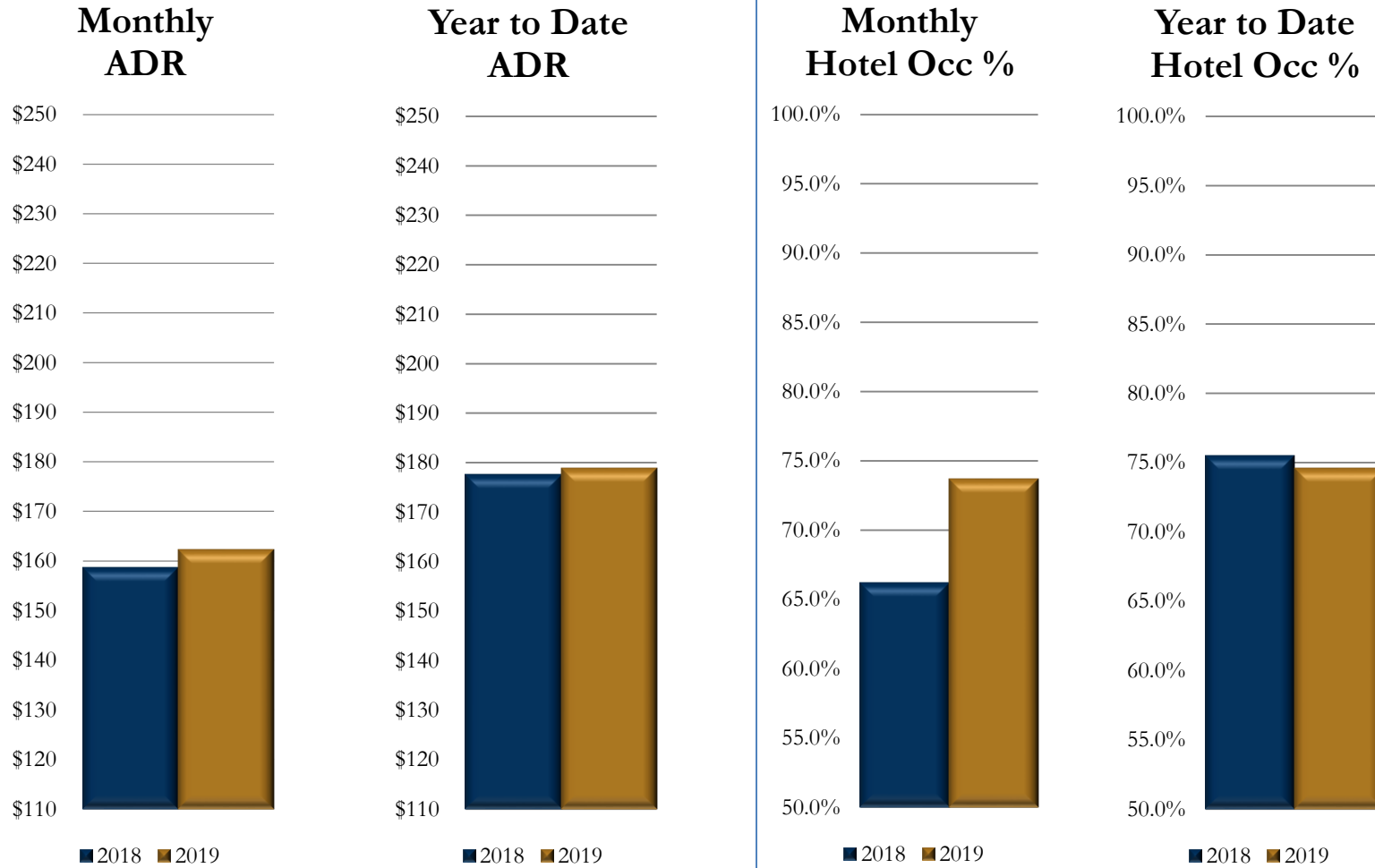
Authority Tax Collections 2015 - 2019



September Tax Collections



September Hotel Statistics



2018YTD Rev/Par = \$134.04; 2019 YTD Rev/Par = \$133.47



Cooperative Endeavor Agreements



**ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY
COOPERATIVE ENDEAVOR AGREEMENTS
SEPTEMBER 2019**

| <u>CITY OF NEW ORLEANS</u> | Contract Amount | 2019 Amount Expended | Cummulative Expended | Execution Of Current Contract | Expiration Of Current Contract |
|--|----------------------|----------------------|----------------------|-------------------------------|--------------------------------|
| Public Safety French Quarter | 5,000,000.00 | - | 3,000,000.00 | 1/1/2016 | 12/31/2020 |
| Convention Center Boulevard Traffic Reconfiguration (includes Spanish Plaza) | 23,050,000.00 | 1,105,720.76 | 7,041,027.48 | 10/26/2016 | 10/25/2026 |
| Public Safety and Homeland Security Enhancements | 23,000,000.00 | 1,589,628.92 | 16,682,508.07 | 1/1/2019 | 12/31/2019 |
| Low Barrier Shelter | 1,250,000.00 | 250,000.00 | 500,000.00 | 12/19/2017 | 12/31/2022 |
| Sewerage & Water Board | 28,000,000.00 | 20,000,000.00 | 20,000,000.00 | 8/31/2019 | when \$28,000,000 is paid |
| Total: City of New Orleans | 80,300,000.00 | 22,945,349.68 | 47,223,535.55 | | |

| <u>OTHER COMMUNITY ENDEAVORS</u> | Contract Amount | 2019 Amount Expended | Cummulative Expended | Execution Of Current Contract | Expiration Of Current Contract |
|---|----------------------|----------------------|----------------------|-------------------------------|--------------------------------|
| You're in Good Company | 338,502.00 | 163,696.72 | 163,696.72 | 1/1/2019 | 12/31/2019 |
| British Airways | 2,250,000.00 | 562,500.00 | 1,687,500.00 | 6/28/2017 | 6/28/2020 |
| Development of Govenor Nicholls/Esplanade Wharves & Riparian Land | 9,000,000.00 | 1,000,000.00 | 9,000,000.00 | 11/22/2017 | none stated |
| Total: Other Community Endeavors | 11,588,502.00 | 1,726,196.72 | 10,851,196.72 | | |

Total CEAs 91,888,502.00 24,671,546.40 58,074,732.27



Ernest N. Morial New Orleans Exhibition Hall Authority 5 Year Capital Plan September 30, 2019



| <u>5 Year Capital Plan</u> | <u>Budget</u> | <u>Costs Obligated¹</u> | <u>Remainder to Obligate</u> | <u>Actual Payments to Date²</u> |
|--------------------------------|-----------------------|------------------------------------|------------------------------|--|
| Exhibit Hall Lighting Retrofit | \$ 8,000,000 | \$ 385,000 | \$ 7,615,000 | \$ 67,500 |
| Signage | \$ 11,000,000 | \$ 1,330,068 | \$ 9,669,933 | \$ 1,097,861 |
| Meeting Rooms | \$ 175,000,000 | \$ 507,267 | \$ 174,492,733 | \$ 483,277 |
| Roof Phases 1-3 / Skylights | \$ 40,300,000 | \$ 19,249 | \$ 40,280,751 | \$ 19,249 |
| Restroom Improvements | \$ 15,000,000 | \$ 989,000 | \$ 14,011,000 | \$ 682,428 |
| Morial Memorial | \$ 1,600,000 | \$ 1,392,701 | \$ 207,299 | \$ 1,349,347 |
| Annual Capital Program | \$ 33,100,000 | \$ 5,917,699 | \$ 27,182,301 | \$ 3,010,600 |
| Linear Park | \$ 79,000,000 | \$ 60,209,090 | \$ 18,790,910 | \$ 34,202,735 |
| Site Development | \$ 25,000,000 | \$ 3,015,533 | \$ 21,984,467 | \$ 2,939,469 |
| Public Area Modification | \$ 62,000,000 | \$ 149,350 | \$ 61,850,650 | \$ 124,333 |
| Hotel Incentives | \$ 67,000,000 | \$ 914,797 | \$ 66,085,203 | \$ 872,974 |
| IT- Upgrade | \$ 10,000,000 | \$ 53,006 | \$ 9,946,994 | \$ 53,006 |
| Vertical Transport | \$ 10,000,000 | \$ 57,712 | \$ 9,942,288 | \$ 57,712 |
| Henderson Entrance | \$ 20,000,000 | \$ 10,596 | \$ 19,989,404 | \$ 10,596 |
| | \$ 557,000,000 | \$ 74,951,068 | \$ 482,048,932 | \$ 44,971,088 |



Contract Ratification: Resolution 2018.10



NEW ORLEANS ERNEST N. MORIAL CONVENTION CENTER CONTRACT REPORTING

Linear Park Contracts October 2019

As per Board Resolution #2018.10, the Executive Vice President executed the following contracts or invoices up to \$250,000 related to the Linear Park Project which were included in the board approved Linear Park budget.

CONTRACT DETAILS:

| CONTRACT NUMBER & VENDOR NAME | TYPE OF CONTRACT & CONTRACT DESCRIPTION | SEB/DBE CERTIFICATION AND/OR PARTICIPATION | CONTRACT AMOUNT | BUDGET AMOUNT |
|--|--|---|--------------------|------------------|
| C-1581 National Fence Corporation 3449 Tchoupitoulas Street New Orleans, LA 70115 | Personal Services Installation of Fencing | Yes | \$99,699.00 | \$65,000,000.00 |



Insurance Committee



Insurance Policies

| Insurance Program/Policy | Expiring – 2019 | Projection – 2020 |
|--|-----------------------------|-------------------------------|
| EMPLOYEE HEALTH & BENEFIT INSURANCE PROGRAM | | |
| Medical & Reinsurance | \$2,111,804 | \$2,581,685 |
| FMLA Administration | - | \$1,950 – one time set-up fee |
| | - | \$1.65/\$0.06 – per employee |
| Telemedicine | - | \$5.45 – per employee |
| Vision | \$6.40 – Employee | \$6.55 – Employee |
| | \$11.52 – Employee + Spouse | \$13.10 – Employee + Spouse |
| | - | \$13.76 – Employee + Children |
| | \$17.92 – Family | \$19.16 – Family |
| Group Accident | - | \$12.56 – Employee |
| | - | \$20.71 – Employee + Spouse |
| | - | \$23.62 – Employee + Children |
| | - | \$31.77 – Family |
| PROPERTY & CASUALTY PROGRAM | | |
| Workers Compensation | \$281,577 | \$295,241 |
| Flood Policy | \$7,111 | \$7,148 |
| Public Officials Liability | \$88,050 | \$88,963 |
| Businessowners Policy – The UPS Store | \$3,457 | \$3,630 |



Small & Emerging Business Committee



Ernest N. Morial New Orleans Exhibition Hall Authority
Small and Emerging Business Opportunity Program
November 2019 Monthly Report

Business Opportunities: The New Orleans Ernest N. Morial Convention Center (“MCCNO”) shares projects with New Orleans Regional Black Chamber of Commerce (“NORBCC”), New Orleans Chamber of Commerce, The Hispanic Chamber of Commerce of Louisiana (“HCCL”), The Collaborative, The Port of New Orleans (“Port NOLA”), Louisiana Economic Development (“LED”), Vietnamese Initiatives in Economic Training, Good Work Network and New Orleans Business Alliance (“NOLABA”). Staff also reviews the State’s Hudson Initiative Small Entrepreneurship Program and the City of New Orleans State and Local Disadvantaged Enterprise vendor lists.

Current Opportunities:

- Request for Qualification Provide Temporary Staffing Services
- Provide Engineering and Design Services for HVAC

Upcoming Opportunities:

- Furnish & Install Lobby Restroom Renovations
- Furnish & Install Social Media Stations
- Repairs to Phase 1 Cooling Tower Design
- Procurement of Riding Pallet Jacks
- Provide Chiller Preventative Maintenance Services
- Provide Background Checks Services
- Provide Legal Services – Bond Counsel for Legislative Session
- Provide Fiscal Agent Services

- Provide Armored Transportation Services
- Provide Landscaping Services

SEB Contracts Awarded:

The following contracts awarded in the last 90days:

- Remove & Replace Concrete in Parking Lots (FMF Group, LLC)
- Procurement of Janitorial Supplies (Egle’, LLC)
- Procurement of Janitorial Supplies (Westbank Janitorial & Paper Supply, LLC)

SEB Consultant Action Status:

- SEB Consultant conducted internal staff training on the Set Aside & SEB/DBE components of the Small and Emerging Business Opportunity program
- Finalized the Small and Emerging Business Program Executive Summary
- SEB Webpage: 686 views and 20 New SEBs/DBEs registered
- SEBconnect App: 58 downloads
- Social Media: 7090 engagement in 5 post in October 2019



Proposed 2020 Board Schedule

2020 Board Meeting Schedule
Ernest N. Morial New Orleans Exhibition Hall Authority
New Orleans Public Facility Management, Inc.

January 22

February 19
(Earlier due to Mardi Gras)

March 25

April 22

May 27

June 24

July 22

August 26

September 23

October 28

November 18
(Earlier due to Thanksgiving)

December 16
(Earlier due to Christmas holiday)

Regular Board Meetings will be held in the ENMNOEHA Board Room at 2 p.m.