

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



REGULAR MEETING OF THE BOARD OF
DIRECTORS/COMMISSIONERS
WEDNESDAY, APRIL 22, 2020 | 4:00 P.M.

2020



NOPFMI Board Meeting

APRIL 22, 2020

The image features a large, semi-transparent yellow circle in the center, containing the text "NOPFMI AGENDA" in white, uppercase letters. The background is a composite of two images: the left side shows a steel truss bridge structure over a cityscape, and the right side shows a similar bridge structure against a dark blue sky with a city skyline visible in the distance. The bottom of the image has a decorative border of vertical stripes in various colors including purple, orange, green, and blue.

NOPFMI AGENDA



Regular Meeting of the Board of Directors
New Orleans Public Facility Management, Inc. (NOPFMI)
<https://attendee.gotowebinar.com/register/4424085551784008971>
Audio Only: 1(562) 247-8422 | Access Code: 513-192-254
AGENDA

Wednesday, April 22, 2020
4:00 p.m.

Certification Under JBE 2020-30 Related to Open Meetings

The Board of Directors of New Orleans Public Facility Management, Inc. is unable to operate due to quorum requirements. Therefore, under Section 4 of Proclamation Number JBE 2020-30 of March 16, 2020, NOPFMI will conduct the Wednesday, April 22, 2020 regular meeting of the Board of Directors by telephone conference. The public is invited to observe and provide input to NOPFMI via email. A person may email a comment related to a particular actionable agenda item upon which a vote is to be taken until 4:00 pm on Wednesday, April 22, 2020. This email will then be read aloud by the Chairman or by appointed staff at the meeting. Emails should be sent to comments@mccno.com. Please include your name and the agenda item you wish to comment on.

Please register at: <https://attendee.gotowebinar.com/register/4424085551784008971>

Audio Only: 1(562) 247-8422 | Access Code: 513-192-254

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 an opportunity to comment on any actionable agenda items before the Board upon which a vote is to be taken. Under Section 4 of Proclamation Number JBE 2020-30, the Authority has solicited public comments related to actionable agenda items for which a vote is to be taken for this meeting via email.
- III. Approval of NOPFMI Board Meeting Minutes of March 31, 2020
- IV. Consent Agenda
 - A. Contracts
 1. Sum Total Systems LLC – Custom Learning Management System
- V. Committee Reports (non-consent):
 - A. Finance & Audit Committee
 1. Contracts Executed – Resolution 2019.4
- VI. Sales & Marketing Report

- VII. Other Business
- VIII. Next Regular Scheduled Meeting: Wednesday, May 27, 2020
- IX. Motion to Adjourn

The cover page features a background image of a large steel truss bridge, likely the Astoria-Megler Bridge, with a city skyline visible in the distance. The image is split vertically into two color zones: a yellowish-green on the left and a dark blue on the right. A large, solid yellow-green circle is centered on the page, containing the title text. At the bottom of the page, there is a decorative border consisting of a series of vertical stripes in various colors including purple, orange, green, and blue.

NOPFMI MEETING MINUTES

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 Tuesday, March 31, 2020. The Board of Directors of the New Orleans Public Facility Management, Inc. was unable to operate due to quorum requirements. Therefore, under Section 4 of Proclamation Number JBE 2020-30 of March 16, 2020, NOPFMI conducted the meeting by telephone conference.

Chairman Rodrigue called the meeting to order at 2:04 p.m. and asked for a roll call. The results were as follows:

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

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

Chairman Rodrigue advised that NOPFMI received public comment emails from Cate Root, Lucy Blumberg, Thomas Coates Welsh, Brandon Brown, Hannah Knipp, Stefanie Collar, Benjamin Zucker, Steve Price, Logan Yates, Rachelle Lee, Bridget Nolan, Deborah Goldgaber, Gina Pingalore, Emma Yip, Sarah Langley, Thomas Adams, Sam Marrone and Trinice Dye. Each of the emails addressed the issue of hospitality workers in the city and asked for the Authority to contribute to their financial relief in these difficult times. Since there was not an action item on the agenda for this topic, they were not read out loud. However, out of courtesy to the writers, each of these emails were forwarded to all of the Directors for their review and consideration.

Chairman Rodrigue requested a motion to approve the NOPFMI Board Meeting Minutes of February 19, 2020. Director Berni moved approval, seconded by Treasurer Pettus. Motion approved.

Director Berni moved approval on consent agenda item: (1) Jedox, Inc. – Budget Software, (2) Bypass Mobile, LLC – Point of Sale Software, and (3)

Siemens Industry, Inc. – Substation Maintenance Services. Motion seconded by Treasurer Pettus. Motion approved.

Alita Caparotta, Vice President of Finance & Administration, reported the Contracts Executed: Resolution 2019.4.

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

With no other business to come before the Board, Chairman Rodrigue asked for a motion to adjourn. Director Whitworth moved adjournment, seconded by Director Guidry. Motion approved and the meeting adjourned at 2:24 p.m.

ATTEST: _____
DOTTIE BELLETTA, SECRETARY

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CONSENT AGENDA



CONTRACTS

LEARNING MANAGEMENT SOFTWARE – CHANGE ORDER

Contractor Information

- SumTotal Systems, LLC
Nashua, NH
- SEB/DBE Certification and/or Participation:
 - No

Contract Term:

- December 1, 2018 – November 30, 2021

Contract Amount & Budget:

- Total Contract Amount: \$117,568.00
- Change Order Amount: \$18,525.00
- The 2020 Operating budget for this project is \$18,525.00

Contract Details:

- The Contractor will provide on demand consulting services related to the existing Learning Management System

Notes

- Contract negotiated in 2018
- Contract payments to date: \$85,630.00



COMMITTEE REPORTS



FINANCE &
AUDIT
COMMITTEE
REPORT

CONTRACTS EXECUTED: RESOLUTION 2019.4

Furnish & Replace Phase III Service Corridor Lighting

- Contractor Information
 - Affinity Construction Group, LLC
New Orleans
- SEB/DBE Certification and/or Participation:
 - Yes
- Contract Amount:
 - Total Contract: \$68,827.50

Provide Communication Consulting Services for SEB Program

- Contractor Information
 - GMc + Company, Inc.
New Orleans, LA
- SEB/DBE Certification and/or Participation:
 - Yes
- Contract Amount:
 - Total Contract: \$84,000.00

Provide Fire Alarm and Life Safety Customer Support Program

- Contractor Information
 - DG Intermediate Holdings 2 Inc. dba Converjint Technologies, LLC
Schaumburg, IL
- SEB/DBE Certification and/or Participation:
 - No
- Contract Amount:
 - Total Contract: \$76,600.00

Provide Online and On-Site Registration Services – Change Order

- Contractor Information
 - Netronix Corporation
South Barrington, IL
- SEB/DBE Certification and/or Participation:
 - No
- Contract Amount:
 - Original Contract Amount: \$12,750.00
 - Change Order Amount: \$2,500.00
 - Total Contract: \$12,750.00

Provide IT Consultant Services – Change Order

- Contractor Information
 - SPJ Solutions Inc.
El Dorado Hills, CA
- SEB/DBE Certification and/or Participation:
 - No
- Contract Amount:
 - Original Contract Amount: \$6,400.00
 - Change Order Amount: \$8,960.00
 - Total Contract: \$15,360.00

The background of the cover is a composite image. The left side shows a bridge structure over water, and the right side shows a city skyline at night. A large, semi-transparent yellow circle is centered over the bridge and city, containing the title text. The bottom of the cover features a decorative border of vertical stripes in various colors including purple, orange, green, and blue.

SALES & MARKETING REPORT

SUMMARY OF BOOKING ACTIVITY

DEFINITE BOOKINGS – MARCH 2020

| Dates | Account | Event | Attendees | Room Nights | Occupied Space Days |
|-------------------|---|--|----------------|---------------|---------------------|
| 12/23/20-01/02/21 | New Orleans Ernest N. Morial Convention Ce | NOLA ChristmasFest | 45,000 | 0 | 90 |
| 01/09/21-01/10/21 | Krewe of Endymion-Gentilly Carnival Club | Endymion Coronation | 5,000 | 200 | 5 |
| 01/09/21-01/09/21 | Krewe of Apollo | Krewe of Apollo Mardi Gras Ball | 200 | 0 | 3 |
| 02/14/21-02/15/21 | Krewe of Bacchus | Bacchus Rendezvous | 8,500 | 500 | 18 |
| 02/09/21-02/23/21 | Krewe of Orpheus | Orpheus Orpheuscapade | 6,000 | 500 | 10 |
| 02/12/21-02/13/21 | Zulu Social Aid & Pleasure Club | ZULU Coronation Ball | 18,000 | 500 | 16 |
| 02/13/21-02/14/21 | Krewe of Endymion-Gentilly Carnival Club | Endymion Extravaganza | 17,000 | 0 | 10 |
| 04/10/21-04/11/21 | The One Finals | The ONE Cheer and Dance Finals | 1,500 | 1,000 | 3 |
| 12/20/21-12/31/21 | New Orleans Ernest N. Morial Convention Ce | NOLA ChristmasFest | 45,000 | 0 | 76 |
| 02/02/22-02/04/22 | National Council of Teachers of Mathematic | Regional Conference & Exposition | 3,000 | 1,832 | 8 |
| 03/13/24-03/16/24 | International Association for Dental Research | International General Session | 5,000 | 5,923 | 23 |
| 11/22/30-11/24/30 | American Council on the Teaching of Foreign | ACTFL Annual Convention and World Languages Expo | 2,950 | 9,985 | 45 |
| Totals: | | Events - 12 | 157,150 | 20,440 | 307 |

Events that became firm last month are projected to generate \$51.5 million in economic impact to the New Orleans metro area.

SUMMARY OF BOOKING ACTIVITY

EVENTS BOOKED AS TENTATIVE – MARCH 2020

| Dates | Account | Event | Attendees | Room Nights | Occupied Space Days |
|-------------------|--|---|-----------|-------------|---------------------|
| 12/02/20-12/06/20 | Pruvit Ventures | Pruvit EPIK | 3,000 | 2,266 | 13 |
| 04/12/21-04/14/21 | Intralox, LLC | ILX-Intralox NEXT | 400 | 0 | 11 |
| 06/16/21-06/18/21 | Ochsner Health System | Power of One | 2,000 | 0 | 10 |
| 07/21/21-07/24/21 | Tiger-Rock Martial Arts | Martial Arts World Event | 7,200 | 796 | 12 |
| 08/09/21-08/12/21 | Streamlinevents, Inc. | Confidential Client Users Conference 2021 | 3,000 | 9,625 | 41 |
| 10/13/21-10/16/21 | LifeVantage Corporation | LifeVantage Global Convention | 6,000 | 5,250 | 26 |
| 10/18/21-10/20/21 | Infor (US), Inc. | Inforum Global Conference | 6,000 | 13,615 | 48 |
| 10/20/21-10/21/21 | Waterjet Technology Association/Industrial & Municipal | Conference & Expo | 1,200 | 680 | 4 |
| 10/21/21-10/22/21 | Ochsner Health System | System Leadership Meeting | 1,800 | 0 | 3 |
| 01/10/22-01/14/22 | Trend Micro, Inc. | Trend Micro Kicks Off | 1,600 | 6,295 | 20 |
| 02/14/22-02/17/22 | MicroStrategy Inc. | MicroStrategy World 2022 | 3,000 | 7,415 | 28 |
| 06/09/22-06/10/22 | Ochsner Health System | Power of One | 2,000 | 0 | 5 |
| 09/12/22-09/13/22 | International Foodservice Distributors Association | Distribution Solutions Conference | 650 | 1,769 | 15 |
| 10/20/22-10/21/22 | Association Management Center | ARN-Annual Meeting | 1,000 | 1,295 | 7 |
| 01/02/23-01/06/23 | Trend Micro, Inc. | Trend Sales Kick Off | 1,600 | 6,095 | 20 |
| 01/07/23-01/08/23 | Krewe of Endymion-Gentilly Carnival Club | Endymion Coronation | 5,000 | 200 | 15 |
| 08/13/23-08/14/23 | American Culinary Federation | National Convention | 2,000 | 6,525 | 17 |
| 09/11/23-09/12/23 | International Foodservice Distributors Association | Distribution Solutions Conference | 650 | 1,769 | 15 |
| 10/15/23-10/17/23 | Vaction Rental Managers Association | International Conference | 1,800 | 3,279 | 9 |
| 03/04/24-03/06/24 | American Trucking Associations | Annual TMC Exhibition | 4,000 | 7,385 | 51 |
| 04/04/24-04/06/24 | HMP | SAWC Spring/WHS | 2,000 | 5,320 | 31 |
| 05/06/24-05/07/24 | National Council for Behavioral Health | NatCon | 5,500 | 14,430 | 30 |
| 08/12/24-08/15/24 | American Culinary Federation | National Convention | 2,000 | 6,525 | 20 |
| 09/09/24-09/12/24 | Workday, Inc. | Workday Rising | 20,000 | 34,197 | 140 |

Tentative events posted last month are projected to generate \$365.7 million in economic impact to the New Orleans metro area.

SUMMARY OF BOOKING ACTIVITY

EVENTS BOOKED AS TENTATIVE – MARCH 2020 (CONTINUED)

| Dates | Account | Event | Attendees | Room Nights | Occupied Space Days |
|-------------------|--|---------------------------|-----------|-------------|---------------------|
| 10/16/24-10/18/24 | American Urogynecologic Society | Annual Scientific Meeting | 1,400 | 3,130 | 16 |
| 01/25/25-01/26/25 | Krewe of Endymion-Gentilly Carnival Club | Endymion Coronation | 5,000 | 200 | 15 |
| 04/10/25-04/12/25 | National Art Education Association | National Convention | 5,500 | 5,195 | 12 |
| 05/03/25-05/05/25 | American Association of Immunologists, Inc. | AAI Annual Meeting | 4,167 | 8,514 | 27 |
| 10/08/25-10/09/25 | World Waterpark Association | WWA Annual Show 2025 | 800 | 1,715 | 10 |
| 10/20/25-10/23/25 | Workday, Inc. | Workday Rising | 20,000 | 34,197 | 248 |
| 01/24/26-01/25/26 | Krewe of Endymion-Gentilly Carnival Club | Endymion Coronation | 5,000 | 1 | 20 |
| 04/18/26-04/22/26 | American Association of Collegiate Registrars & Admissions | AACRAO Annual Meeting | 2,000 | 5,761 | 17 |
| 09/16/26-09/18/26 | American Orthopaedic Foot & Ankle Society | Annual Meeting 2026 | 1,200 | 4,060 | 27 |
| 01/16/27-01/17/27 | Krewe of Endymion-Gentilly Carnival Club | Endymion Coronation | 5,000 | 1 | 15 |
| 03/14/27-03/16/27 | American Trucking Associations | Annual TMC Exhibition | 4,000 | 7,385 | 66 |
| 01/29/28-01/30/28 | Krewe of Endymion-Gentilly Carnival Club | Endymion Coronation | 5,000 | 0 | 15 |
| 01/13/29-01/14/29 | Krewe of Endymion-Gentilly Carnival Club | Endymion Coronation | 5,000 | 0 | 8 |
| 05/18/29-05/22/29 | American Thoracic Society | International Conference | 16,500 | 31,500 | 88 |
| 02/02/30-02/03/30 | Krewe of Endymion-Gentilly Carnival Club | Endymion Coronation | 5,000 | 0 | 15 |
| 01/16/31-01/20/31 | Volleyball Louisiana, LLC | New Orleans Blastoff | 10,000 | 1,500 | 10 |
| 01/18/31-01/19/31 | Varsity Spirit, LLC | Mardi Gras Extravaganza | 7,500 | 500 | 9 |
| 01/25/31-01/26/31 | Krewe of Endymion-Gentilly Carnival Club | Endymion Coronation | 5,000 | 0 | 15 |
| 01/15/32-01/19/32 | Volleyball Louisiana, LLC | New Orleans Blastoff | 10,000 | 1,500 | 10 |
| 01/17/32-01/18/32 | Varsity Spirit, LLC | Mardi Gras Extravaganza | 7,500 | 500 | 6 |
| 01/24/32-01/25/32 | Krewe of Endymion-Gentilly Carnival Club | Endymion Coronation | 5,000 | 0 | 15 |
| 01/06/33-01/10/33 | Volleyball Louisiana, LLC | New Orleans Blastoff | 10,000 | 1,500 | 25 |
| 01/15/33-01/16/33 | Varsity Spirit, LLC | Mardi Gras Extravaganza | 7,500 | 500 | 9 |
| 01/22/33-01/23/33 | Krewe of Endymion-Gentilly Carnival Club | Endymion Coronation | 5,000 | 0 | 15 |
| 01/12/34-01/16/34 | Volleyball Louisiana, LLC | New Orleans Blastoff | 10,000 | 1,500 | 10 |

SUMMARY OF BOOKING ACTIVITY

EVENTS BOOKED AS TENTATIVE –MARCH 2020 (CONTINUED)

| Dates | Account | Event | Attendees | Room Nights | Occupied Space Days |
|-------------------|--|-------------------------|----------------|----------------|------------------------|
| 01/14/34-01/15/34 | Varsity Spirit, LLC | Mardi Gras Extravaganza | 7,500 | 500 | 9 |
| 01/21/34-01/22/34 | Krewe of Endymion-Gentilly Carnival Club | Endymion Coronation | 5,000 | 0 | 15 |
| 01/13/35-01/14/35 | Krewe of Endymion-Gentilly Carnival Club | Endymion Coronation | 5,000 | 0 | 15 |
| 01/11/35-01/15/35 | Volleyball Louisiana, LLC | New Orleans Blastoff | 10,000 | 1,500 | 10 |
| 01/13/35-01/14/35 | Varsity Spirit, LLC | Mardi Gras Extravaganza | 7,500 | 500 | 9 |
| 01/17/36-01/21/36 | Volleyball Louisiana, LLC | New Orleans Blastoff | 10,000 | 1,500 | 10 |
| 01/19/36-01/20/36 | Varsity Spirit, LLC | Mardi Gras Extravaganza | 7,500 | 500 | 9 |
| 01/26/36-01/27/36 | Krewe of Endymion-Gentilly Carnival Club | Endymion Coronation | 5,000 | 0 | 15 |
| Totals: | | Events - 57 | 303,967 | 248,390 | 1,406 |

SUMMARY OF BOOKING ACTIVITY

EVENTS LOST OR CANCELLED – MARCH 2020

| Dates | Event | Reason | Attendees | Room Nights |
|-------------------|--|------------------------------------|-----------|-------------|
| 03/11/20-03/13/20 | Pro-Start Competition | COVID 19 (Corona Virus) | 400 | 60 |
| 03/12/20-03/23/20 | ISPA Expo | COVID 19 (Corona Virus) | 3,200 | 1,300 |
| 03/13/20-03/20/20 | Applied Power Electronics Conference & Exposition | COVID 19 (Corona Virus) | 4,000 | 3,775 |
| 03/13/20-03/25/20 | Buku Festival | COVID 19 (Corona Virus) | 40,000 | |
| 03/20/20-03/25/20 | ADHA Annual Conference | Release Emergency Back up Hold | 1,500 | 825 |
| 03/20/20-03/28/20 | Acura Dealer Meeting 2020 | COVID 19 (Corona Virus) | 1,200 | 500 |
| 03/23/20-03/26/20 | Annual Hurricane Season Training | COVID 19 (Corona Virus) | 80 | 30 |
| 03/23/20-05/10/20 | Coverings 2020 | COVID 19 (Corona Virus) | 20,000 | 11,256 |
| 03/24/20-03/27/20 | Acura Canada Dealer Meeting 2020 | COVID 19 (Corona Virus) | 120 | 180 |
| 03/24/20-03/30/20 | Home and Garden Show | COVID 19 (Corona Virus) | 5,000 | |
| 03/25/20-03/25/20 | NACADA- 2025 Site Visit | Release Emergency Back up Hold | 2 | |
| 03/26/20-03/27/20 | Tulane School of Engineering Forum | COVID 19 (Corona Virus) | 500 | 5 |
| 03/27/20-04/04/20 | AAA 2020 + Hear TECH Expo | COVID 19 (Corona Virus) | 4,000 | 11,137 |
| 03/28/20-03/28/20 | LSU School of Medicine Match Day 2020 | COVID 19 (Corona Virus) | 1,500 | |
| 03/29/20-04/06/20 | Tourney Town | COVID 19 (Corona Virus) | 20,000 | 500 |
| 03/30/20-04/05/20 | 2020 WBCA Convention | COVID 19 (Corona Virus) | 5,000 | 2,000 |
| 04/03/20-04/05/20 | The ONE Cheer and Dance Finals | COVID 19 (Corona Virus) | 1,500 | 500 |
| 04/03/20-04/08/20 | AACRAO Annual Meeting | COVID 19 (Corona Virus) | 2,000 | 5,761 |
| 04/25/20-04/30/20 | RES/CON New Orleans | COVID 19 (Corona Virus) | 1,200 | 100 |
| 04/29/20-05/08/20 | WasteExpo | OTH-Release Pencil Hold/ENMCC Hold | 13,000 | 2,550 |
| 04/29/20-05/08/20 | WasteExpo | COVID 19 (Corona Virus) | 13,000 | 2,550 |
| 05/02/20-05/07/20 | LRP's National Institute on Legal Issues of Educating Individual | COVID 19 (Corona Virus) | 2,025 | 4,611 |
| 05/05/20-05/08/20 | NSC Southern Conference & Expo | COVID 19 (Corona Virus) | 1,100 | 175 |
| 05/06/20-05/10/20 | Loyola University Commencement | COVID 19 (Corona Virus) | 4,000 | 0 |
| 05/09/20-05/14/20 | International Oil Spill Conference | COVID 19 (Corona Virus) | 2,000 | 751 |
| 05/11/20-05/12/20 | OPSB-Inspire Charter High Schools Graduations | NR-No Client Response | 3,000 | 0 |
| 05/11/20-05/15/20 | ICE North America | COVID 19 (Corona Virus) | 3,500 | 500 |
| 05/11/20-05/18/20 | International Jewelry and Merchandise Show | COVID 19 (Corona Virus) | 10,000 | 150 |
| 05/12/20-05/20/20 | 114th GFOA Annual Conference | COVID 19 (Corona Virus) | 5,000 | 13,936 |

SUMMARY OF BOOKING ACTIVITY

EVENTS LOST OR CANCELLED – MARCH 2020 (CONTINUED)

| Dates | Event | Reason | Attendees | Room Nights |
|-------------------|---|------------------------------------|-----------|-------------|
| 05/13/20-05/18/20 | HBA-Home and Garden Show | Release Emergency Back up Hold | 10,000 | |
| 05/15/20-05/16/20 | Tulane School of Medicine Diploma Ceremony | COVID 19 (Corona Virus) | 3,000 | 0 |
| 05/15/20-05/22/20 | Choice Hotels Annual Convention 2020 | COVID 19 (Corona Virus) | 6,000 | 8,106 |
| 05/22/20-05/28/20 | State of the Coast 2020 | COVID 19 (Corona Virus) | 1,100 | 175 |
| 05/24/20-05/29/20 | Ideas to Impact Conference | COVID 19 (Corona Virus) | 1,000 | 2,060 |
| 05/25/20-05/29/20 | Teacher Leader Summit | COVID 19 (Corona Virus) | 6,500 | 3,600 |
| 05/26/20-06/05/20 | Alteryx Conference | COVID 19 (Corona Virus) | 7,000 | 13,090 |
| 06/01/20-06/08/20 | MJBizConNEXT | COVID 19 (Corona Virus) | 5,000 | 1,500 |
| 06/06/20-06/07/20 | NAEYC Professional Learning Institute 2020 | COVID 19 (Corona Virus) | 2,000 | 4,865 |
| 06/08/20-06/09/20 | NOLA Best Work Places | COVID 19 (Corona Virus) | 500 | 0 |
| 06/08/20-06/18/20 | SNMMI 2020 Annual Meeting | COVID 19 (Corona Virus) | 5,500 | 14,803 |
| 06/09/20-06/14/20 | ADHA Annual Conference | COVID 19 (Corona Virus) | 1,500 | 3,381 |
| 06/09/20-06/15/20 | AAMI Exchange 2020 | COVID 19 (Corona Virus) | 2,200 | 4,099 |
| 06/10/20-06/13/20 | Building the Bridge | COVID 19 (Corona Virus) | 1,200 | 500 |
| 06/15/20-06/21/20 | 43rd National Assembly | COVID 19 (Corona Virus) | 3,500 | 6,125 |
| 06/16/20-06/18/20 | Global's National Trade Show | COVID 19 (Corona Virus) | 1,250 | 1,250 |
| 06/16/20-06/20/20 | Dancer's Pointe Dance Recital | COVID 19 (Corona Virus) | 2,500 | 0 |
| 06/20/20-06/28/20 | 2020 AANP National Conference | COVID 19 (Corona Virus) | 6,500 | 20,755 |
| 06/22/20-06/25/20 | Power of One, Spirit of Leadership, System Leadership | COVID 19 (Corona Virus) | 2,000 | 0 |
| 06/28/20-07/07/20 | Essence Festival | COVID 19 (Corona Virus) | 150,000 | 35,000 |
| 07/06/20-07/10/20 | SREB Making Schools Work Conference | COVID 19 (Corona Virus) | 4,000 | 8,548 |
| 07/08/20-07/15/20 | 2020 AALL Annual Meeting & Conference | COVID 19 (Corona Virus) | 2,000 | 4,500 |
| 07/11/20-07/20/20 | Coach Summit 2020 | COVID 19 (Corona Virus) | 30,000 | 30,000 |
| 07/16/20-07/24/20 | 114th GFOA Annual Conference | Release Emergency Back up Hold | 5,000 | 3,200 |
| 07/21/20-07/24/20 | NSC Southern Conference & Expo | Release Emergency Back up Hold | 1,100 | 175 |
| 07/21/20-07/26/20 | Basketball on the Bayou | COVID 19 (Corona Virus) | 4,000 | 3,250 |
| 07/22/20-04/09/21 | ALX-Analyticon | Release Emergency Back up Hold | 7,000 | |
| 07/24/20-08/01/20 | MTC-Confidential Client | OTH-Release Pencil Hold/ENMCC Hold | 2,000 | 2,050 |

SUMMARY OF BOOKING ACTIVITY

EVENTS LOST OR CANCELLED – MARCH 2020 (CONTINUED)

| Dates | Event | Reason | Attendees | Room Nights |
|-------------------|---|--|-----------|-------------|
| 07/25/20-08/01/20 | IMLSI-ICML | ERR-Duplicate Booking | 11,500 | 1,200 |
| 07/25/20-08/02/20 | ICML 2020 Conference | BD-Board Management Decision□ | 11,500 | 1,200 |
| 07/29/20-08/03/20 | HBA-Home and Garden Show | Release Emergency Back up Hold | 10,000 | |
| 07/29/20-08/04/20 | LRA Foodservice & Hospitality Expo | COVID 19 (Corona Virus) | 6,500 | 912 |
| 08/02/20-08/08/20 | SPI-SAPInsider 2020 | BD-Board Management Decision□ | 1,400 | |
| 08/05/20-08/14/20 | WE-Waste Expo | Release Emergency Back up Hold | 13,000 | 10,912 |
| 08/09/20-08/13/20 | Environmental Conference & Industry Fair | DO NOT USE | 400 | 253 |
| 08/12/20-08/19/20 | National Kidney Foundation 2020 Spring Clinical Meeting | OTH-Release Pencil Hold/ENMCC Hold□ | 2,500 | 1,600 |
| 08/16/20-08/22/20 | MJB-MJBizConNEXT | Release Emergency Back up Hold | 4,000 | |
| 08/21/20-08/30/20 | ISPA-Sleep Products Expo | Release Emergency Back up Hold | 3,200 | 5,700 |
| 08/29/20-08/29/20 | LSU School of Medicine Match Day 2020 | Release Emergency Back up Hold | 1,500 | |
| 08/31/20-09/07/20 | ESSENCE - Back up Hold | Release Emergency Back up Hold | 20,000 | 5,000 |
| 09/02/20-09/07/20 | BUKU Public Concert | BD-Meeting Cancelled | 20,000 | 250 |
| 09/04/20-09/10/20 | State of the Coast 2020 | Release Emergency Back up Hold | 1,100 | 175 |
| 10/12/20-10/14/20 | GI-Global Industrial National Trade Show | Release Emergency Back up Hold | 1,250 | 1,250 |
| 12/12/20-12/16/20 | National Veterans Small Business Engagement | CR-Preferred dates/Pattern unavailable | 2,100 | 2,100 |
| 01/29/21-02/05/21 | Underwater Intervention Expo | BD-Board Management Decision□ | 1,000 | 151 |
| 04/02/21-04/09/21 | Sanofi Genzyme MSOI National POA | OTH-No Reason Given | 1,512 | 1,512 |
| 04/26/21-04/30/21 | PCB Future Projects | BD-Management Co. Didn't Win Bid | 4,000 | 180 |
| 05/06/21-05/14/21 | Confidential Tech (HR Software) | OTH-No Reason Given | 5,000 | 5,000 |
| 05/08/21-05/13/21 | International Oil Spill Conference | Release Emergency Back up Hold | 2,000 | 751 |
| 06/06/21-06/12/21 | CUX-ICE North America | Release Emergency Back up Hold | 3,500 | 500 |
| 10/19/21-10/20/21 | Yentzen Group | FR-No / Insufficient Space Available□ | 500 | 0 |
| 01/28/22-02/04/22 | Underwater Intervention Expo | BD-Board Management Decision□ | 1,000 | 151 |
| 03/07/22-03/12/22 | 2022 Abbey Carpets | CR-Changed Dates | 1,000 | 710 |
| 10/16/22-10/23/22 | RBI-TH Franchise Owners Conference | BD-Combined With Another Show | 2,000 | 1,100 |
| 10/17/22-10/21/22 | Traders Market | CR-Researching Alternate Year | 1,500 | 1,060 |

SUMMARY OF BOOKING ACTIVITY

EVENTS LOST OR CANCELLED – MARCH 2020 (CONTINUED)

| Dates | Event | Reason | Attendees | Room Nights |
|-------------------|--|---|----------------|----------------|
| 02/24/23-03/03/23 | Underwater Intervention Expo | BD-Board Management Decision□ | 1,000 | 151 |
| 04/10/23-04/15/23 | Annual Conference | HR-Insufficient Hotel Availability | 1,300 | 625 |
| 02/24/24-02/29/24 | Underwater Intervention Expo | BD-Board Management Decision□ | 1,000 | 151 |
| 02/27/24-03/07/24 | Annual TMC Exhibition | CR-Researching Alternate Year | 4,000 | 2,000 |
| 03/17/24-03/24/24 | USITT Annual Conference & Stage Exposition | NR-No Client Response | 1,800 | 1,200 |
| 02/14/25-02/21/25 | Underwater Intervention Expo | BD-Board Management Decision□ | 1,000 | 151 |
| 03/09/25-03/16/25 | Annual Conference & Stage Exposition | NR-No Client Response | 1,800 | 1,200 |
| 04/26/25-04/29/25 | NAPA Plan Advisors | NR-No Client Response | 2,000 | 1,700 |
| 05/23/25-05/25/25 | Grand National Speech & Debate | OTH-Release Pencil Hold/ENMCC Hold□ | 3,500 | 1,775 |
| 06/09/25-06/14/25 | ISSCR-Annual Meeting | BD-Board Management Decision□ | 3,800 | 1,005 |
| 01/23/26-01/30/26 | Underwater Intervention Expo | BD-Board Management Decision□ | 1,000 | 151 |
| 02/06/26-02/13/26 | Underwater Intervention Expo | BD-Board Management Decision□ | 1,000 | 151 |
| 03/10/26-03/19/26 | Annual TMC Exhibition | CR-Researching Alternate Year | 4,000 | 2,000 |
| 06/25/26-07/01/26 | HFMA Annual Conference | CR-Conflicts w/Festival or Mardi Gras | 5,000 | 2,600 |
| 02/12/27-02/19/27 | Underwater Intervention Expo | BD-Board Management Decision□ | 1,000 | 151 |
| 02/19/27-02/26/27 | Underwater Intervention Expo | BD-Board Management Decision□ | 1,000 | 151 |
| 02/11/28-02/25/28 | Underwater Intervention Expo | BD-Board Management Decision□ | 1,000 | 151 |
| 02/02/29-02/09/29 | Underwater Intervention Expo | BD-Board Management Decision□ | 1,000 | 151 |
| 11/13/29-11/19/29 | ACTFL Annual Convention and World Languages Expo | CR-Selected NO for Alternate Date/Space | 7,600 | 2,950 |
| 02/01/30-02/08/30 | Underwater Intervention Expo | BD-Board Management Decision□ | 1,000 | 151 |
| 02/08/30-02/15/30 | Underwater Intervention Expo | BD-Board Management Decision□ | 1,000 | 151 |
| 10/16/35-10/25/35 | International Association of Chiefs of Police | BD-Board Management Decision□ | 16,000 | 8,200 |
| Totals: | Events - 74 | | 635,939 | 302,767 |

SUMMARY OF EVENT STATISTICS

2020-2024

Firm Events

| As of 03/31/20 | | 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 |
| 2020 | 81 | \$5,946,665 | 570,965 | 473,307 | \$201,008,164 | \$324,722,362 | 40.0% | 28.9% | 40.1% | 28.1% |
| 2021 | 79 | \$7,949,477 | 793,324 | 585,399 | \$294,279,002 | \$475,398,466 | 50.5% | 31.5% | 50.0% | 27.0% |
| 2022 | 45 | \$6,337,492 | 535,188 | 719,872 | \$262,152,807 | \$423,499,609 | 44.3% | 37.5% | 44.4% | 38.0% |
| 2023 | 39 | \$5,609,059 | 473,718 | 546,617 | \$228,736,392 | \$369,516,442 | 37.6% | 26.0% | 38.1% | 24.2% |
| 2024 | 30 | \$5,274,236 | 471,666 | 567,093 | \$231,037,628 | \$373,234,016 | 36.5% | 26.0% | 36.5% | 23.7% |

Tentative Events

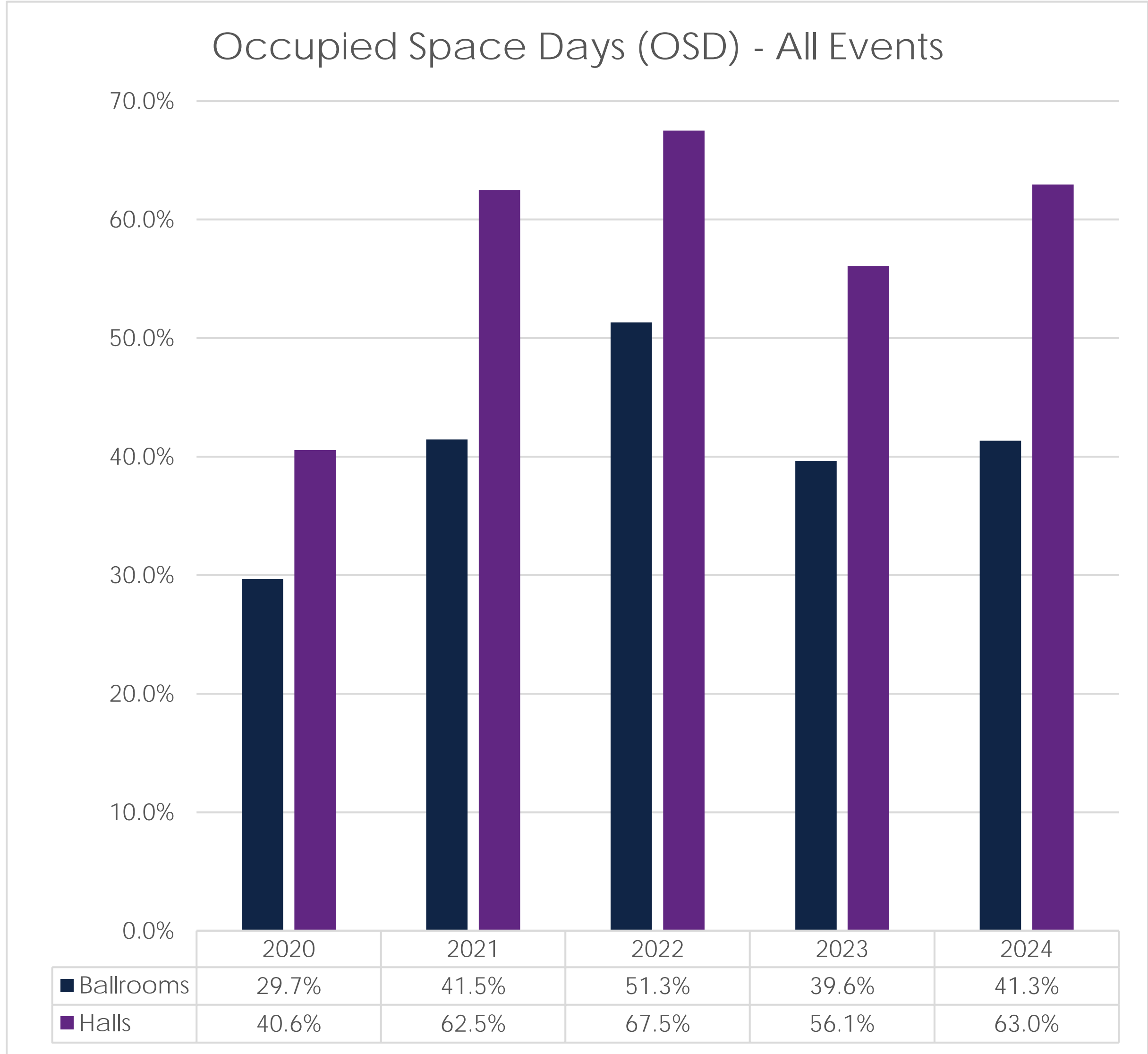
| As of 03/31/20 | | Total Event Statistics | | | Estimated Visitor Spend | | OSD-Based Occupancy | | OSFD-Based Occupancy | |
|----------------|--------|------------------------|-----------------|-------------|-------------------------|-------------------|---------------------|-----------|----------------------|-----------|
| Year | Events | Rental Revenue | Total Attendees | Room Nights | Lodging Spend | Non-Lodging Spend | Halls | Ballrooms | Halls | Ballrooms |
| 2020 | 5 | NA | 6,450 | 2,266 | \$1,469,499 | \$2,373,930 | 0.6% | 0.8% | 0.4% | 0.3% |
| 2021 | 38 | NA | 129,582 | 143,207 | \$50,419,503 | \$81,451,120 | 12.0% | 10.0% | 12.0% | 10.7% |
| 2022 | 50 | NA | 322,780 | 171,132 | \$80,714,701 | \$130,392,060 | 23.2% | 13.8% | 21.3% | 13.6% |
| 2023 | 52 | NA | 295,400 | 147,760 | \$71,184,998 | \$114,997,124 | 18.5% | 13.6% | 16.2% | 13.9% |
| 2024 | 53 | NA | 370,350 | 250,028 | \$111,424,789 | \$180,003,239 | 26.5% | 15.4% | 26.0% | 17.5% |

All Events

| As of 03/31/20 | | 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 |
| 2020 | 86 | NA | 577,415 | 475,573 | \$202,477,663 | \$327,096,292 | 40.6% | 29.7% | 40.5% | 28.3% |
| 2021 | 117 | NA | 922,906 | 728,606 | \$344,698,505 | \$556,849,586 | 62.5% | 41.5% | 61.9% | 37.7% |
| 2022 | 95 | NA | 857,968 | 891,004 | \$342,867,509 | \$553,891,669 | 67.5% | 51.3% | 65.7% | 51.6% |
| 2023 | 91 | NA | 769,118 | 694,377 | \$299,921,390 | \$484,513,566 | 56.1% | 39.6% | 54.3% | 38.1% |
| 2024 | 83 | NA | 842,016 | 817,121 | \$342,462,417 | \$553,237,256 | 63.0% | 41.3% | 62.5% | 41.2% |

SUMMARY OF EVENT STATISTICS

2020-2024 OCCUPANCY

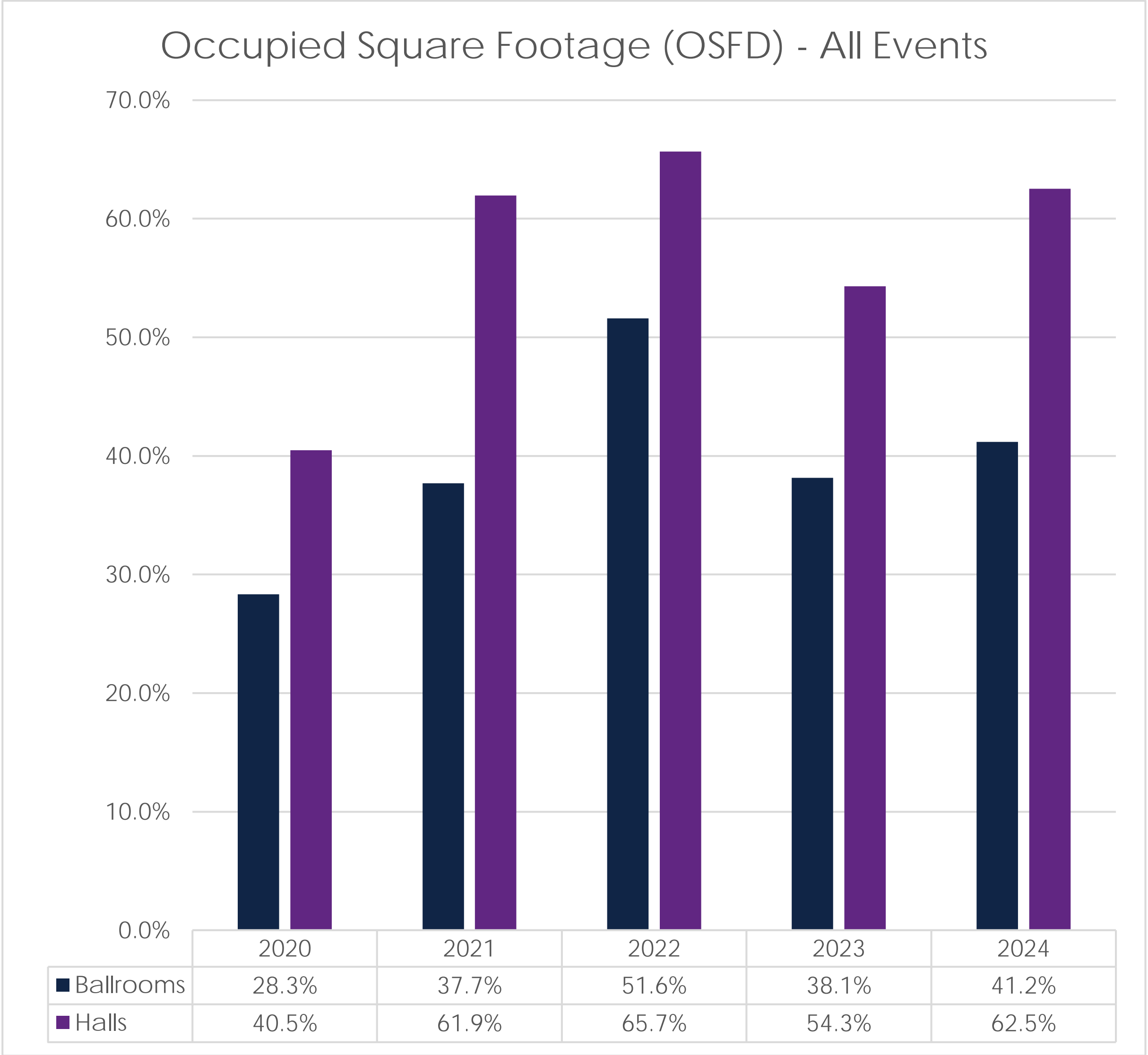


| Firm Events | | |
|----------------|---------------------|-----------|
| As of 03/31/20 | | |
| Year | OSD-Based Occupancy | |
| | Halls | Ballrooms |
| 2020 | 40.0% | 28.9% |
| 2021 | 50.5% | 31.5% |
| 2022 | 44.3% | 37.5% |
| 2023 | 37.6% | 26.0% |
| 2024 | 36.5% | 26.0% |

| Tentative Events | | |
|------------------|---------------------|-----------|
| As of 03/31/20 | | |
| Year | OSD-Based Occupancy | |
| | Halls | Ballrooms |
| 2020 | 0.6% | 0.8% |
| 2021 | 12.0% | 10.0% |
| 2022 | 23.2% | 13.8% |
| 2023 | 18.5% | 13.6% |
| 2024 | 26.5% | 15.4% |

SUMMARY OF EVENT STATISTICS

2020-2024 OCCUPANCY



Firm Events

As of 03/31/20

OSFD-Based Occupancy

| Year | Halls | Ballrooms |
|------|-------|-----------|
| 2020 | 40.1% | 28.1% |
| 2021 | 50.0% | 27.0% |
| 2022 | 44.4% | 38.0% |
| 2023 | 38.1% | 24.2% |
| 2024 | 36.5% | 23.7% |

Tentative Events

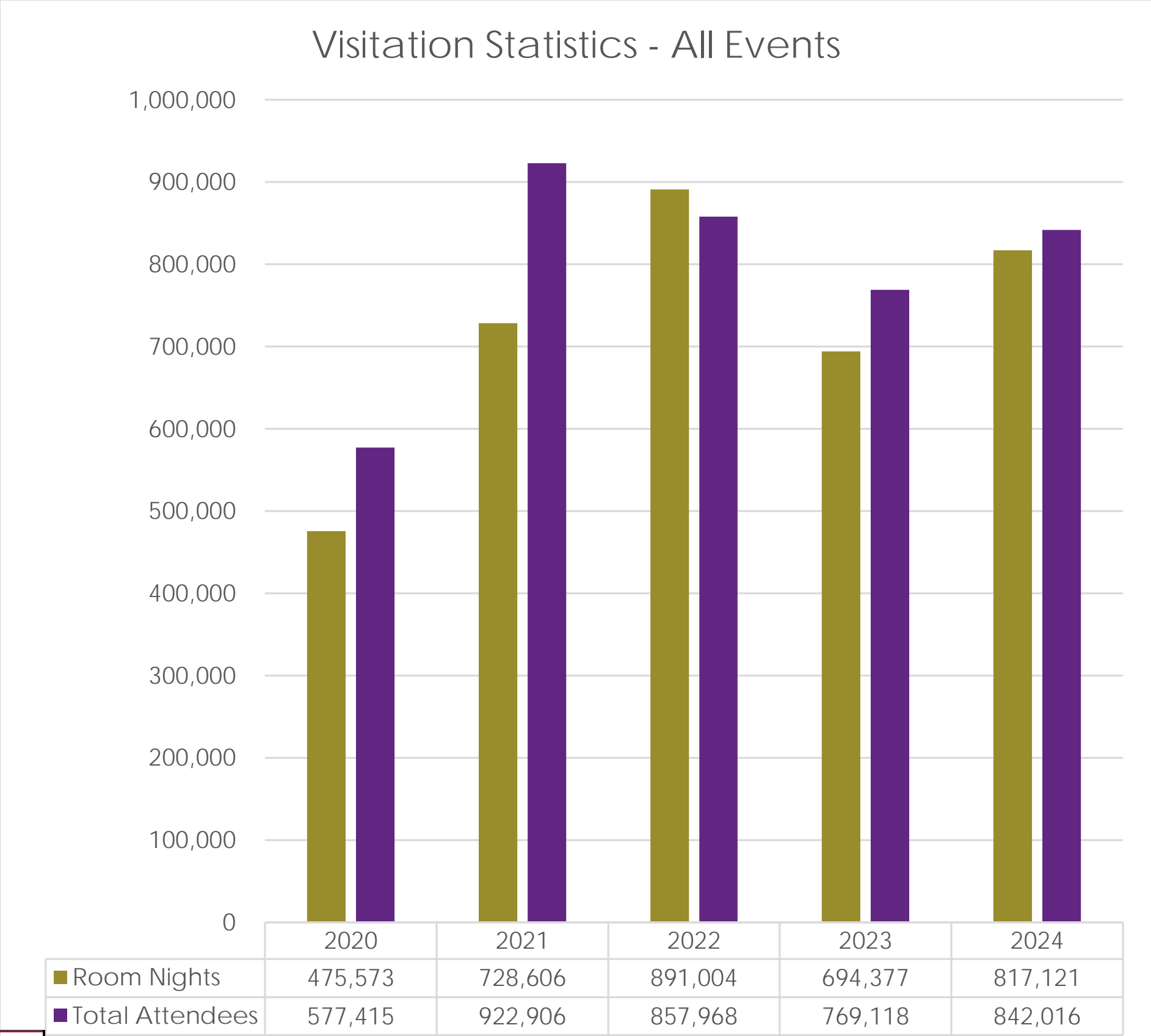
As of 03/31/20

OSFD-Based Occupancy

| Year | Halls | Ballrooms |
|------|-------|-----------|
| 2020 | 0.4% | 0.3% |
| 2021 | 12.0% | 10.7% |
| 2022 | 21.3% | 13.6% |
| 2023 | 16.2% | 13.9% |
| 2024 | 26.0% | 17.5% |

SUMMARY OF EVENT STATISTICS

2020-2024 VISITATION



Firm Events

As of 03/31/20

Total Event Statistics

| Year | Events | Rental Revenue | Total Attendees | Room Nights |
|------|--------|----------------|-----------------|-------------|
| 2020 | 81 | \$5,946,665 | 570,965 | 473,307 |
| 2021 | 79 | \$7,949,477 | 793,324 | 585,399 |
| 2022 | 45 | \$6,337,492 | 535,188 | 719,872 |
| 2023 | 39 | \$5,609,059 | 473,718 | 546,617 |
| 2024 | 30 | \$5,274,236 | 471,666 | 567,093 |

Representative Events

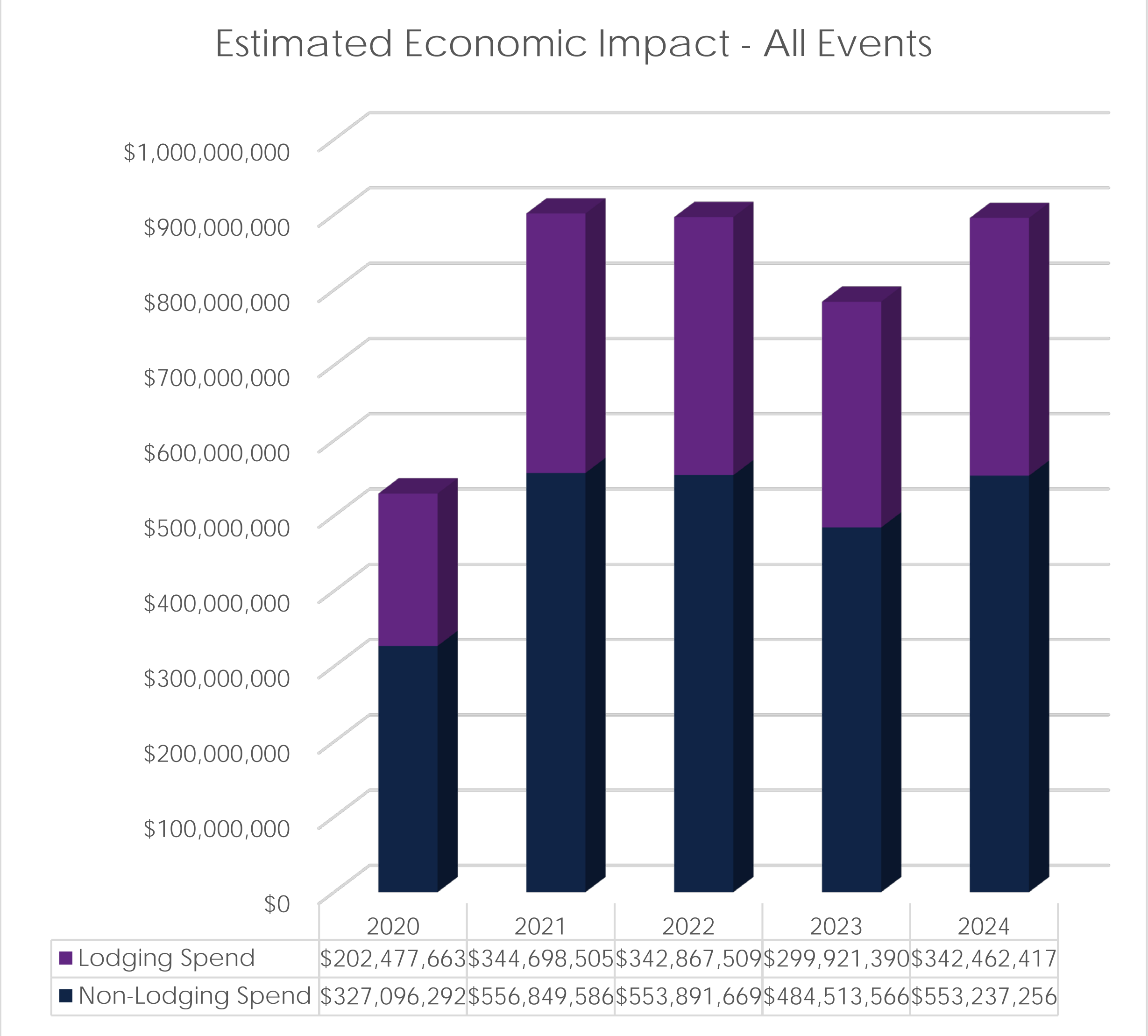
As of 03/31/20

Total Event Statistics

| Year | Events | Rental Revenue | Total Attendees | Room Nights |
|------|--------|----------------|-----------------|-------------|
| 2020 | 5 | NA | 6,450 | 2,266 |
| 2021 | 38 | NA | 129,582 | 143,207 |
| 2022 | 50 | NA | 322,780 | 171,132 |
| 2023 | 52 | NA | 295,400 | 147,760 |
| 2024 | 53 | NA | 370,350 | 250,028 |

SUMMARY OF EVENT STATISTICS

2020-2024 ECONOMIC IMPACT



Firm Events

| As of 03/31/20 | Estimated Visitor Spend | |
|----------------|-------------------------|-------------------|
| | Lodging Spend | Non-Lodging Spend |
| Year | | |
| 2020 | \$201,008,164 | \$324,722,362 |
| 2021 | \$294,279,002 | \$475,398,466 |
| 2022 | \$262,152,807 | \$423,499,609 |
| 2023 | \$228,736,392 | \$369,516,442 |
| 2024 | \$231,037,628 | \$373,234,016 |

Tentative Events

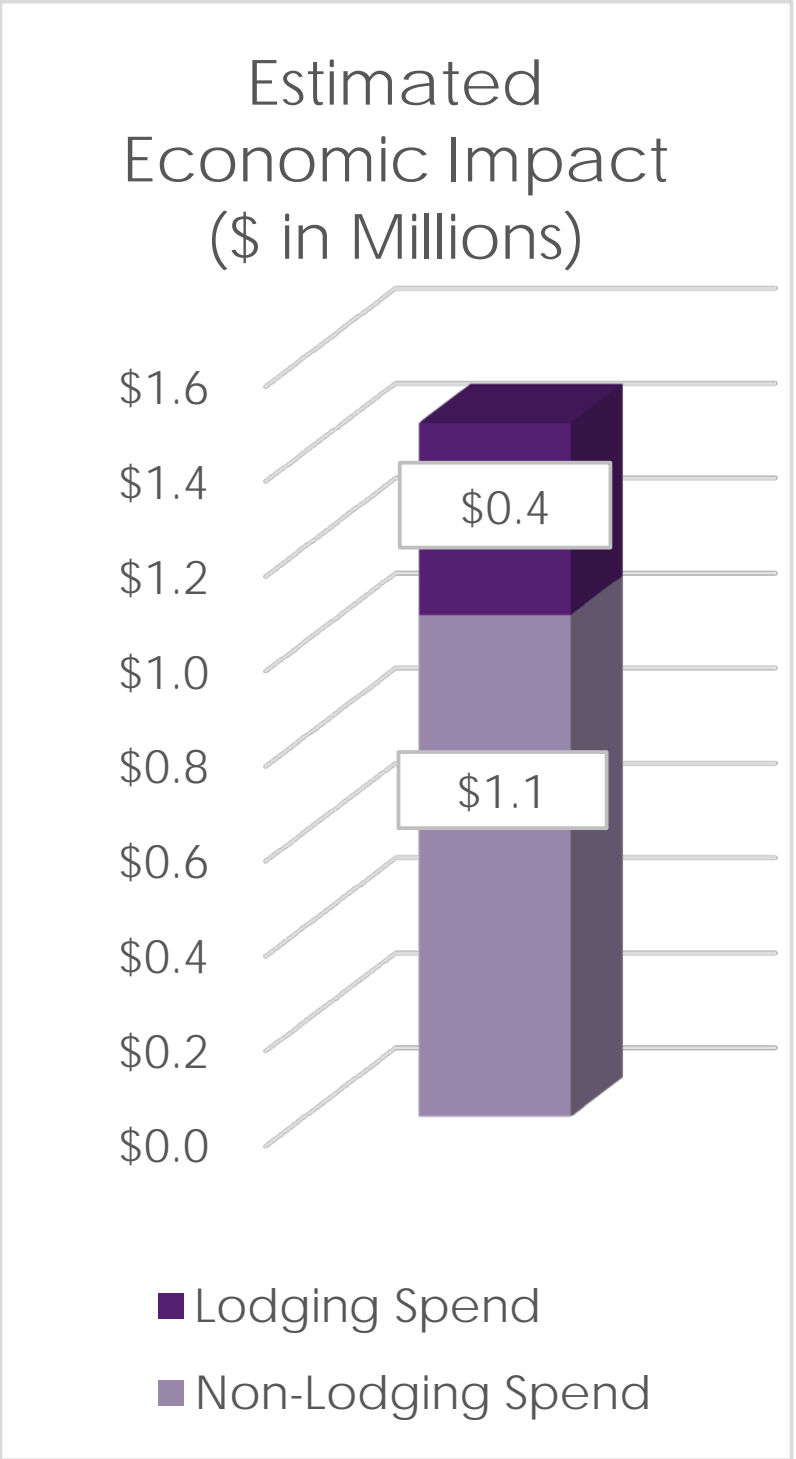
| As of 03/31/20 | Estimated Visitor Spend | |
|----------------|-------------------------|-------------------|
| | Lodging Spend | Non-Lodging Spend |
| Year | | |
| 2020 | \$1,469,499 | \$2,373,930 |
| 2021 | \$50,419,503 | \$81,451,120 |
| 2022 | \$80,714,701 | \$130,392,060 |
| 2023 | \$71,184,998 | \$114,997,124 |
| 2024 | \$111,424,789 | \$180,003,239 |



SUMMARY OF EVENT STATISTICS

FIRM EVENTS THROUGH JUNE 2020

| Dates | Event | Attendees | Room Nights | Occupied Space Days | Estimated by Event: | |
|-------------------|--------------------------------|--------------|-------------|---------------------|---------------------|-------------------|
| | | | | | Lodging Spend | Non-Lodging Spend |
| 07/23/20-07/24/20 | NSC Southern Conference & Expo | 1,100 | 438 | 4 | \$404,112 | \$1,056,943 |
| 08/01/20-08/02/20 | New Orleans Home & Garden Show | 5,000 | 0 | 12 | \$0 | \$0 |
| Totals: | Events - 2 | 6,100 | 438 | 16 | \$0.4 | \$1.1 |





MCCNO
MARKETING

A NEW LOOK FOR NEW ORLEANS



Plans for a \$65 million transformation of Convention Center Boulevard, connecting the bustling Warehouse/Arts District with the historic French Quarter and dramatically transforming the guest experience at the New Orleans Ernest N. Morial Convention Center, are becoming a reality.

DESIGN ELEMENTS

- + Tree-lined Boulevard
- + Covered porches
- + Outdoor event spaces
- + Water features
- + NOW OPEN - Transportation Center to move attendees more efficiently to and from the Convention Center
- + Improvements to roads and intersections on shuttle routes within the Warehouse District
- + Green walls
- + Communal gathering places
- + Public art





Dear Partner,

As you may know, several organizations have canceled their events in the Convention Center that were scheduled for March through June due to the Coronavirus threat. Be assured we are making every effort to re-book the events later in the year with some success. We are also working on leads for later in the summer for events that are being displaced from elsewhere because of the virus.

Be assured our staff has been proactive in protecting the health and safety of our employees, clients and attendees, and we have activated our Incident Command Center. [CLICK HERE](#) for a document we are sharing with all the events in the facility.

We will make every effort to keep you informed as best we can. Below is the most current list of events that have canceled.

| | |
|-------------|--|
| March 12-13 | LRA Pro Start |
| March 18-20 | International Sleep Products Association* |
| March 16-19 | IEEE-Applied Power Electronic Conference & Expo* |
| March 26-28 | National Kidney Foundation |
| March 20-26 | American Honda Motor Corp |
| March 24-27 | Acura Dealer Meeting |
| April 1-4 | American Academy of Audiology |
| April 3-5 | NCAA Tourney Town |
| April 3-5 | WBCA |
| April 28-30 | ResCon (owned event) |
| May 5-7 | Waste Expo** |
| May 13-14 | Clarion Event ICE North American |
| June 16-18 | Global Industrial Services |

* Considering alternate dates.

**Rebooked for August.

Do not hesitate to contact the respective departments you work with for any questions. Thank you for your support during this challenging period.

900 Convention Center Blvd. • 504-582-3000 • mccno.com



Facebook



Twitter



Website

"If I am able to accomplish anything it would be to lessen that despair and open the door to socioeconomic advancement to the less fortunate among us."

—Former Mayor of New Orleans,
Ernest N. "Dutch" Morial

The Morial Award

Two Awards, One Purpose.

Honoring a Small and Emerging Business that demonstrates excellence, and an Organization that practices diversity and inclusion as envisioned by former mayor, Ernest N. "Dutch" Morial. Presented by the New Orleans Ernest N. Morial Convention Center and the Urban League of Louisiana.

Nominations now open.

View criteria and submit nominations now at www.MorialAward.com.



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SEBOP NEWSLETTER

Small and Emerging Business Opportunity Program

exhallnola.com

CLEANING CONCIERGE, LLC

"The New Orleans Ernest N. Morial Convention Center's SEB program sparked my desire to really grow my business and shoot for larger types of contracts." — Barrett Wiley, Owner



Cleaning Concierge, a locally owned and operated green cleaning company, was founded on the premise that human and environmental sustainability are one and the same. Co-owners and native New Orleanians, Barrett and Tracey Wiley, developed the organization in 2009 with a mission to provide quality green cleaning, further promoting a sustainable living movement in New Orleans and the surrounding area.

Licensed, bonded and insured, Cleaning Concierge professionals work to improve your environment through the exclusive use of non-toxic cleaning agents and progressive cleaning methods.

In 2012, Cleaning Concierge was chosen from small businesses nationwide as one of Goldman Sachs' 10,000 Small Businesses. This expansive program provides entrepreneurs across the country with access to business education, financial capital, and business support services to advance and cultivate small business jobs. Cleaning Concierge became a certified Minority Business Enterprise (MBE), Hudson Initiative (SEB) and Disadvantaged Business Enterprise (DBE).

In 2018, Cleaning Concierge, LLC signed a contract with The New Orleans Ernest N. Morial Convention Center to provide General Labor services. A contract with an annual budget of \$2.9 million, Cleaning Concierge partnered with Delta Personnel, Inc., Pro Placement USA and Healthy Cleaning Service Solutions, LLC which are all Local Small Businesses to provide the best quality service to the Convention Center.

"It has helped our business to impact others in a very positive way and has taken me out of my comfort zone and I now compete on a much larger scale," said Barrett Wiley.

Today, Cleaning Concierge's contract has been extended for an additional year effective January 1, 2020 to December 31, 2020.

Congratulations & Thank you Cleaning Concierge for your strong commitment to the values and expectations of the New Orleans Ernest N. Morial Convention Center.



ANNOUNCING THE MORIAL AWARD

Two Awards, One Purpose

Honoring Small and Emerging Businesses that demonstrate excellence, and organizations that practice diversity and inclusion as envisioned by former mayor, Ernest N. "Dutch" Morial.

Presented by the New Orleans Ernest N. Morial Convention Center and the Urban League of Louisiana.

Nominations now open!

View criteria and submit nominations at morialaward.com.

Small and Emerging Business Opportunity Highlights 2020 Quarter 1 Upcoming Opportunities

- Furnish & Install Social Media Stations
- Provide Armored Transportation Services
- Provide Landscaping Services
- Furnish & Repair Escalator Turnarounds
- Provide Escalator Inspection Services
- Provide Phase 1, Phase II, and III Substation Maintenance

[Click here to view all current opportunities](#)



Registration:

To facilitate the participation of qualified vendors, we've created an easy access online pathway to potential new business growth. Register your business at: www.exhallnola.com



Download on the **App Store**

GET IT ON **Google Play**

Our Latest Expansion:

SEBconnect App! Bringing small and emerging businesses one click closer to opportunity. For download information visit www.exhallnola.com



Contact us:

Rocsean Spencer, Small Business Program Director

Registration:

rspencer@mccno.com

SEB Requirements:

SmallBusinessProgram@mccno.com

The New Orleans Ernest N. Morial Convention Center is committed to supporting our local small business community by encouraging and hiring local vendors for the purchase of goods and services.

New Orleans Ernest N. Morial Convention Center's Equity Policy:

The Ernest N. Morial New Orleans Exhibition Hall Authority (the "Authority"), the New Orleans Ernest N. Morial Convention Center's ("MCCNO") governing board, is committed to ensuring equity in economic opportunities available at the Convention Center.

Through the SEBOP, our sourcing teams and business units are able to build relationships with EBEs and facilitate access to bid and contract opportunities through a combination of Advocacy, Outreach, Certification Support, Mentor/Protégé and Referrals

Contact us:

Phone: 504-582-3163
E-mail: SmallBusinessProgram@mccno.com



MEDIA COVERAGE

MEDIA REPORT – MARCH 2020

| Outlet Name | Impressions | Headline/ Summary | Date |
|-----------------------------------|--------------------|---|-------------|
| Convention Center Coverage | | | |
| Exhibit City News | 15,000 | Mae Hill Becomes MCCNO First Embedded Sales Manager | 3/3/2020 |
| The Advocate | 458,621 | Our View: New Orleans Convention Center employees deserve living wages | 3/5/2020 |
| WWL Radio Online | 154 | Coronavirus fears halt business travel | 3/5/2020 |
| Fox 8 Online | 108,672 | City leaders hold coronavirus tabletop exercise | 3/6/2020 |
| NOLA.com | 548,607 | New Orleans, Baton Rouge area People in Business for March 8, 2020 (Kari Morehead Named) | 3/8/2020 |
| WWL Radio Online | 154 | In the face of Coronavirus, a huge exhibition sticks with New Orleans (Hearth, Patio, Barbeque) | 3/10/2020 |
| NOLA.com | 548,607 | Cancellations at New Orleans convention center spike over virus fears; Microsoft camp nixed | 3/10/2020 |
| Connect Meetings Online | 2,468 | A Letter From Connect President Chris Collinson (Steps taken to reduce risk of COVID19 Spread at MCCNO) | 3/10/2020 |
| WWNO | 15,525 | How Coronavirus Affects New Orleans' Tourism, Events And Economy — An FAQ | 3/11/2020 |
| NOLA.com | 548,607 | NCAA cancels Women's Final Four scheduled to play in New Orleans (NCAA Title Town cancelled as well) | 3/12/2020 |
| NOLA.com | 548,607 | From canceled events to sick days, coronavirus leaves New Orleans hospitality workers vulnerable | 3/12/2020 |
| WRKF Online | 2,377 | How Coronavirus Affects New Orleans' Tourism, Events And Economy — An FAQ | 3/12/2020 |
| Waste 360 | 40,141 | Coronavirus Prompts ISRI to Postpone Annual Convention (to be held at MCCNO) | 3/13/2020 |
| Exhibit City News | 15,000 | New Orleans (Convention Center) Installs Water Bottle Refill Stations | 3/16/2020 |
| Fox 8 Online | 108,672 | New Orleans tourism, hospitality industries suffer under new coronavirus rules | 3/16/2020 |
| Travel and Tour World | 172 | Hospitality workers in New Orleans worried with the city's convention industry coming to halt | 3/18/2020 |

MEDIA REPORT – MARCH 2020 (Continued)

| Outlet Name | Impressions | Headline/ Summary | Date |
|--------------------|--------------------|---|-------------|
| NOLA.com | 548,607 | As New Orleans hospitals reach capacity amid coronavirus, Convention Center seen as solution | 3/25/2020 |
| Fox 8 4 p.m. | 36,096 | Convention Center Could be Used as Possible Overflow Site for COVID-19 Patients | 3/25/2020 |
| WDSU 6 a.m. | 17,856 | Convention Center Could be Used as Possible Overflow Site for COVID-19 Patients | 3/25/2020 |
| The Lens NOLA | 12,679 | State may activate convention center to house coronavirus patients | 3/25/2020 |
| Fox 8 Online | 108,672 | Mayor Cantrell confirms the Morial Convention Center will be used as medical facility | 3/25/2020 |
| WDSU Online | 120,407 | Plans in the works for New Orleans Morial Convention Center to be used for COVID-19 patients | 3/26/2020 |
| KSLA | 69,981 | Gov. Edwards: Ventilators could become major problem; convention center could be used as medical facility | 3/26/2020 |
| The Lens NOLA | 12,679 | Governor confirms deal to use Convention Center as field hospital during coronavirus crisis | 3/26/2020 |
| Fox 8 Online | 108,672 | Convention Center to become a makeshift hospital when system is overwhelmed | 3/26/2020 |
| WAFB Online | 136,794 | Convention Center to become a makeshift hospital when system is overwhelmed | 3/26/2020 |
| Global News Canada | 3,617,914 | Coronavirus outbreak: New Orleans to convert convention centre into COVID-19 hospital | 3/26/2020 |
| VICE | 10,879,490 | New Orleans Is Turning a Convention Center Into a Huge Field Hospital as Coronavirus Cases Spike | 3/27/2020 |
| Fox 8 Online | 108,672 | Convention Center preparing to house COVID-19 patients as number of patients continues to grow | 3/27/2020 |
| KATC Online | 76,169 | State officials look to increase healthcare capacity (Convention Center Tapped as Makeshift Hospital) | 3/27/2020 |
| KATC Online | 76,169 | NOLA convention center to become field hospital | 3/28/2020 |
| WWL Online | 164,268 | Morial Convention Center receiving 1000 beds to house COVID-19 patients | 3/29/2020 |

MEDIA REPORT – MARCH 2020 (Continued)

| Outlet Name | Impressions | Headline/ Summary | Date |
|-----------------------------------|--------------------|---|-------------|
| WWL Radio Online | 154 | Look inside the makeshift hospital for COVID-19 at the convention center (Slideshow) | 3/29/2020 |
| WAVY Online + 39 | 159,144 | First glimpse inside Louisiana's makeshift hospital during coronavirus pandemic | 3/29/2020 |
| The Hill | 4,743,913 | New Orleans convention center being turned into coronavirus recovery center | 3/30/2020 |
| Conservative Angle | 5,315 | Louisiana begins setting up COVID-19 treatment center at New Orleans convention center | 3/30/2020 |
| Washington Examiner | 2,728,096 | Louisiana begins setting up COVID-19 treatment center at New Orleans convention center | 3/30/2020 |
| Fox 8 Online | 108,672 | Gov. Edwards and Mayor Cantrell provide updates on resources, Morial Convention Center | 3/30/2020 |
| WWL Online | 164,268 | Convention Center will be ready to house coronavirus patients this week, Governor says | 3/30/2020 |
| WDSU Online | 120,407 | Morial Convention Center to be used for COVID-19 patients who no longer need hospitalization | 3/30/2020 |
| NOLA.com | 548,607 | Convention Center sees \$38M hit this year from coronavirus as events dry up; Rodrigue steps down | 3/31/2020 |
| NOLA.com | 548,607 | Louisiana sees deadliest day from coronavirus yet, as state doubles beds at convention center | 3/31/2020 |
| Trade Show News Network | 11,104 | Convention Centers Transform Into Hospitals In the Fight Against COVID-19 | 3/31/2020 |
| Subtotals | 28,194,796 | | |
| TOTALS: | | | |
| Articles/News Segments: | 43 | | |
| Media Impressions: | 28,194,796 | | |
| MCCNO Website Impressions: | 25,585 | | |
| Facebook Likes: | 16,181 | | |



NEWS RELEASES



NEWS RELEASE

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

FOR IMMEDIATE RELEASE
April 1, 2020

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

New Orleans Ernest N. Morial Convention Center Begins Rebooking Events Cancelled by Coronavirus Crisis

The New Orleans Ernest N. Morial Convention Center has successfully found alternate dates for ten shows originally scheduled for the peak of the Coronavirus crisis. These shows represent more than \$160 million in economic impact for the city of New Orleans and will take place at the New Orleans Ernest N. Morial Convention Center later in the year.

The Convention Center's sales team, in partnership with New Orleans & Company, stayed in constant contact with clients from all over the world to retain these events. This will be critical in helping the New Orleans tourism and hospitality industry get back on its feet after restaurants and businesses were forced to alter their operations to comply with the new State guidelines in the face of the Coronavirus.

New Orleans Ernest N. Morial Convention Center officials are working with the Governor's Office of Homeland Security and Emergency Preparedness (GOHSEP) and the Louisiana Department of Health to utilize the Convention Center as a Medical Monitoring Facility (MMF) for those recovering from COVID-19. This is a vital service that will help the New Orleans community by reducing the strain on the city's medical facilities.

Once the MMF is no longer needed, plans are in place for the complete restoration and remediation of the Convention Center prior to events resuming. The facility's sales team will continue to work with external customers and internal stakeholders to ensure that the New Orleans Ernest N. Morial Convention Center is ready to safely return to hosting world class events as soon as possible.

(More)

April 1, 2020

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.

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NEWS RELEASE

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



FOR IMMEDIATE RELEASE

April 10, 2020

CONTACT: Communications Department

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

Convention Center Discusses its Role in Post Covid-19 Economic Recovery

NEW ORLEANS - The Ernest N. Morial New Orleans Exhibition Hall Authority (“Authority”), the governing board of the New Orleans Ernest N. Morial Convention Center, has announced that it is placing a high priority on its major role in the post Covid-19 economic recovery.

“Our core mission at the Exhibition Hall Authority is to serve our community as its most powerful economic driver,” said Walt Leger III, recently appointed Chairman of the Ernest N. Morial New Orleans Exhibition Hall Authority. “With our city and nation in crisis, the Center had the unique ability to serve our people as a medical monitoring facility to relieve pressure on area hospitals and provide care to those in our community most in need. When our community transitions from emergency response to recovery, the Authority will be laser-focused on stimulating our world class hospitality economy and helping tens of thousands of our neighbors and thousands of businesses get back to work,” Leger continued.

Michael Sawaya, President and General Manager of the New Orleans Ernest N. Morial Convention Center stated “I firmly believe our first duty during these challenging times is to provide service to our community in its time of need, and to promote the public health and safety of our employees and the public at large. Additionally, the convention center will continue to play a major role as a driving force in the local economy, and will be a critical component to the economic recovery. Our plans to reinvest in our facilities and improve our competitive position is more important now than ever,” Sawaya said.

The Authority in 2018 approved a 5-year Capital Improvement Plan totaling over \$500 million for the convention center, and is committed to making critical facility investments that solidifies its national competitiveness among the elite convention and meetings locations in the country. It will also include a plan for moving forward on a transformative upriver development, and the time for that discussion will be in the coming months. “When the Authority Board of Commissioners is able to resume regular meetings, I am committed to a fresh look at a dynamic multi-use upriver development that will include a meaningful opportunity for public input,” said Leger.

(More)

Convention Center Discusses its Role in Post Covid-19 Economic Recovery

April 10, 2020

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About the New Orleans Ernest N. Morial Convention Center

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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.

###



NEWS RELEASE

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



FOR IMMEDIATE RELEASE

April 7, 2020

CONTACT: Communications Department

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

Rodrigue Steps Down as Chairman of Ernest N. Morial New Orleans Exhibition Hall Authority; Leger Named as Successor

The Ernest N. Morial New Orleans Exhibition Hall Authority (“Authority”), the governing board of the New Orleans Ernest N. Morial Convention Center, has announced that Melvin Rodrigue, the Authority’s longest serving Chairman, is stepping down to focus on his duties as Chairman of the National Restaurant Association, as they weather the COVID-19 crisis. Rodrigue will remain as a Commissioner as a representative of the Louisiana Restaurant Association, replacing Steve Pettus. Governor John Bel Edwards named Walt Leger III, a former State representative and the current general counsel for New Orleans & Company, to succeed Rodrigue as Chairman of the Authority.

In his twelve years of service as Chairman of the Authority, Rodrigue has been at the forefront of discussions and major legislation changes that have allowed for increased investment in the city’s critical infrastructure, and led the Center through a period of extraordinary growth, spearheading a five-year \$557 million comprehensive renovation and modernization plan now underway that will establish the Convention Center’s competitiveness for years to come.

Highlights of Rodrigue’s tenure as Chairman include:

- Adoption of a 5 year \$557 million Capital Improvement Plan that will transform the building and Convention Center District
- Renovation of Hall A and creation of the Great Hall, and new sense of arrival at Julia Street
- Visioning of the upriver end of Convention Center Boulevard, to include a 1,200 room headquarters hotel, housing and dining, entertainment and retail establishments. Reimagining of Convention Center Boulevard and addition of the Transportation Center, along with contributions to enhancements of the traffic patterns in the downtown area
- Execution of a Cooperative Endeavor Agreement (CEA) with NOCHI and investment of twelve million dollars to promote workforce development within the hospitality industry in New Orleans
- Multiple CEAs with the City to promote the hospitality industry, enhancing public safety for visitors and residents, and contributing to critical city infrastructure totaling over \$84M
- Twenty-eight million dollar capital contribution to the New Orleans Sewerage & Water Board Infrastructure Trust Fund
- Significant improvements in Small and Emerging Business (SEB) engagement in convention center business opportunities

(More)

Rodrigue Steps Down as Chairman of Ernest N. Morial New Orleans Exhibition Hall Authority; Leger Named as Successor

April 7, 2020

Page Two of Three

“Melvin’s visionary, and selfless commitment to the success of not only the convention center but the entire hospitality industry in New Orleans is something that stands as a national model to be admired. Not only does our company offer him its gratitude, but the entire national tourism industry that has been positively affected by his leadership,” said Michael J. Sawaya, President and General Manager of the New Orleans Ernest N. Morial Convention Center. “We are delighted to welcome Walt Leger III as our new Chairman. His vast experience in state government and history of support for the tourism industry make him an ideal choice to lead our governing board” Sawaya added.



Melvin Rodrigue, Former Chairman and Current Commissioner, Ernest N. Morial New Orleans Exhibition Hall Authority



Walt Leger III - Newly Appointed Chairman of the Ernest N. Morial New Orleans Exhibition Hall Authority

(More)

**Rodrigue Steps Down as Chairman of Ernest N. Morial New Orleans Exhibition Hall Authority; Leger
Named as Successor**
April 7, 2020
Page Three of Three

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###



RESCON MARKETING



ResCon

INTERNATIONAL

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Update on ResCon 2020

After communicating with many of you over the past few weeks, ResCon 2020 will be moving its dates from its original April 28-30, 2020 time frame.

We are mindful that ResCon attendees, panelists, presenters, and exhibitors represent a diverse mix of disaster and resilience practitioners whose work is critical in the organizations and communities they serve. Given that so many within the resilience community are active on COVID - 19 events or preparations, we believe holding ResCon 2020 in April would have excluded many from participating. So, after careful consideration and much discussion with our co-host, National Governors Association, our Executive Advisory Council members, and many of you, we feel it's best to move the conference to a more appropriate time.

We are working diligently with our partners to find an alternative set of dates later in the year. We have built a very strong program this year and plan to provide the same educational offerings when we hold ResCon at its new time. As soon as we have those plans finalized, we will update you so you can begin preparations to attend.

For those who have already registered for April's event, once our new dates are set we will contact you individually with a set of options from which you can select.

Thank you for your continued support and we hope to see everyone in New Orleans in the not too distant future. In the meantime, please let us know if you have questions or concerns.

ResCon 2020
New Orleans Ernest N. Morial Convention Center
New Orleans, LA

resconnola.com



Contact Us

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



NOEHA Board Meeting

APRIL 22, 2020



NOEHA AGENDA



Regular Meeting of the Board of Commissioners
Ernest N. Morial New Orleans Exhibition Hall Authority (NOEHA)
<https://attendee.gotowebinar.com/register/4424085551784008971>
Audio Only: 1(562) 247-8422 | Access Code: 513-192-254
AGENDA

Wednesday, April 22, 2020
4:00 p.m.

Certification Under JBE 2020-30 Related to Open Meetings

The Board of Commissioners of the Ernest N. Morial New Orleans Exhibition Hall Authority is unable to operate due to quorum requirements. Therefore, under Section 4 of Proclamation Number JBE 2020-30 of March 16, 2020, the Authority will conduct the Wednesday, April 22, 2020 regular meeting of the Board of Commissioners by telephone conference. The public is invited to observe and provide input to the Authority via email. A person may email a comment related to a particular actionable agenda item upon which a vote is to be taken until 4:00 pm on Wednesday, April 22, 2020. This email will then be read aloud by the President or by appointed staff at the meeting. Emails should be sent to comments@mccno.com. Please include your name and the agenda item you wish to comment on.

Please register at: <https://attendee.gotowebinar.com/register/4424085551784008971>

Audio Only: 1(562) 247-8422 | Access Code: 513-192-254

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 an opportunity to comment on any actionable agenda items before the Board upon which a vote is to be taken. Under Section 4 of Proclamation Number JBE 2020-30, the Authority has solicited public comments related to actionable agenda items for which a vote is to be taken for this meeting via email.
- III. Approval of NOEHA Board Meeting Minutes of March 31, 2020
- IV. COVID-19 Sales, Financial, and Operational Impact Report
- V. Resolution
 - A. 2020.4 – Authorizing the Donation of One-Time Funds to The United Way of Southeast Louisiana and Greater New Orleans Foundation to Support Programs of Social Welfare for Aid and Support of Needy Hospitality Workers Due to COVID-19
- VI. Consent Agenda
 - A. Resolution 2020.3 – Granting Signing Authority to President & Chairman

B. Contracts

1. Populous Architects, P.C. dba Populous Group, LLC – Executive Architect Services for the Capital Improvement Plan
2. Siemens Industry, Inc. – Fire Alarm Software Upgrade
3. D. L. Daigle & Co., LLC – Furnish & Install Concession Stand Renovation – Change Order
4. Arts Council of New Orleans – CEA Artwork for the Pedestrian Park

VII. Committee Reports (non-consent)

A. Finance & Audit Committee

1. 2019 Audit Report
2. Financial Reports – February 2020
3. Contracts Executed – Resolution 2019.4

B. Small & Emerging Business Committee

1. Outreach & Initiative Report

VIII. Other Business

IX. General Manager's Report

X. Next Regular Scheduled Meeting: Wednesday, May 27, 2020

XI. Motion to Adjourn



NOEHA MEETING MINUTES

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

A Meeting of Ernest N. Morial New Orleans Exhibition Hall Authority was held on Tuesday, March 31, 2020. The Board of Commissioners of the Ernest N. Morial New Orleans Exhibition Hall Authority was unable to operate due to quorum requirements. Therefore, under Section 4 of Proclamation Number JBE 2020-30 of March 16, 2020, the Authority conducted the meeting by telephone conference.

President Rodrigue called the meeting to order at 2:24 p.m. and asked for a roll call. The results were as follows:

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

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

President Rodrigue asked for public comment emails of agenda items. There were none.

President Rodrigue requested a motion to approve the ENMNOEHA Board Meeting Minutes of February 19, 2020. Secretary Belletto moved approval, seconded by Commissioner Whitworth. Motion approved.

Brett Slocum, Adam Straight, Tim Hemphill, Alita Caparotta, and Tim Tumminello gave the COVID-19 Operational Report.

Michael Sawaya gave the General Manager's report.

Commissioner Berni moved approval on consent agenda item: (1) Southern Aluminum Manufacturing Acquisition, Inc. – Aluminum Tables. Motion seconded by Commissioner Guidry. Motion approved.

Commissioner Jacobs moved approval on Financial Reports – January 2020.
Motion seconded by Commissioner Guidry. Motion approved.

Bonita Robertson joined the meeting at 3:04pm.

Alita Caparotta, Vice President of Finance & Administration, presented the
Outreach & Initiative Report from the Small and Emerging Business Committee.

Commissioner Guidry moved approval on the Casualty Policies – Renewals.
Motion seconded by Vice President Groos. Motion approved.

In Other Business, President Rodrigue announced Walter J. Leger, III as the new
President/Chairman and the departure of Treasurer Pettus.

President Rodrigue asked for a motion to adjourn. Commissioner Whitworth
moved adjournment, seconded by Commissioner Berni. Motion approved and
the meeting adjourned at 3:27 p.m.

ATTEST: _____
DOTTIE BELLETTA, SECRETARY

:af



RESOLUTION

RESOLUTION

Resolution No: 2020.4

RESOLUTION AUTHORIZING THE DONATION OF ONE-TIME FUNDS TO THE UNITED WAY OF SOUTHEAST LOUISIANA AND GREATER NEW ORLEANS FOUNDATION TO SUPPORT PROGRAMS OF SOCIAL WELFARE FOR AID AND SUPPORT OF NEEDY HOSPITALITY WORKERS DUE TO COVID-19.

WHEREAS, the COVID-19 health emergency has created economic hardship throughout the hospitality industry in the New Orleans area and beyond;

WHEREAS, Article VII, Section 14(B) of the Louisiana Constitution authorizes the use of public funds for programs of social welfare to aid and support the needy;

WHEREAS, the United Way of Southeast Louisiana (“United Way”) has created the Hospitality Cares Pandemic Response Fund, a program of social welfare to aid and support needy hospitality workers to help them sustain themselves during the COVID-19 emergency;

WHEREAS, this fund has approval criteria that require applicants to: 1) earn at or below \$30,000 for individuals or \$61,000 for a household with children; 2) reside in a seven-parish southeastern Louisiana region that includes Orleans and Jefferson Parishes; 3) work in a Louisiana-based restaurant, bar, or hotel between February 1, 2020 and the date of application; and 4) are experiencing a financial emergency as a result of the COVID-19 outbreak;

WHEREAS, the Greater New Orleans Foundation (“GNO Foundation”) has created the Louisiana Service & Hospitality Family Assistance Program, a program of social welfare to aid and support needy hospitality workers to help them sustain themselves during the COVID-19 emergency;

WHEREAS, this program has approval criteria that require applicants to: 1) have earned 80% of the Area Median Income prior to the COVID-10 pandemic; 2) have worked more than 32 hours per week in restaurants, bars, or hotels in the GNO Foundation’s 13-parish region prior to March 9, 2020, a region that includes Orleans and Jefferson Parishes; and 4) submit an application including a copy of their driver’s license, pay stubs for the most recent 30 days, and a copy of their 2018 or 2019 federal tax return form 1040;

WHEREAS, the Board of Commissioners of the Ernest N. Morial New Orleans Exhibition Hall Authority finds that both organizations have established objective criteria and use these criteria to screen those to be assisted in order to ensure that program funds go to those who are, in fact, needy;

NOW, THEREFORE, BE IT RESOLVED, at the April 22, 2020, regular meeting of the Board of Commissioners of the Ernest N. Morial New Orleans Exhibition Hall Authority, Commissioner _____ moved that the Executive Vice President, Michael J. Sawaya, be authorized to make a one-time donation of public funds to the United Way of Southeast Louisiana in the amount of \$500,000.00, such funds being specifically directed exclusively to support the Hospitality Cares Pandemic Response Fund, a program of social welfare to aid and support needy hospitality workers to help them sustain themselves during the COVID-19 emergency;

BE IT FURTHER RESOLVED, at the April 22, 2020, regular meeting of the Board of Commissioners

of the Ernest N. Morial New Orleans Exhibition Hall Authority, Commissioner _____ moved that the Executive Vice President, Michael J. Sawaya, be authorized to make a one-time donation of public funds to the Greater New Orleans Foundation in the amount of \$500,000.00, such funds being specifically directed exclusively to support its Louisiana Service & Hospitality Family Assistance Program, a program of social welfare to aid and support needy hospitality workers to help them sustain themselves during the COVID-19 emergency;

The foregoing resolution having been submitted to a vote, the vote resulted as follows:

| <u>Member</u> | <u>Yea</u> | <u>Nay</u> | <u>Absent</u> | <u>Abstaining</u> |
|-----------------------|------------|------------|---------------|-------------------|
| Dottie Belletto | _____ | _____ | _____ | _____ |
| Ryan Berni | _____ | _____ | _____ | _____ |
| Stephen Caputo | _____ | _____ | _____ | _____ |
| Alfred L. Groos | _____ | _____ | _____ | _____ |
| Ronald Guidry, Sr. | _____ | _____ | _____ | _____ |
| Robert Hammond | _____ | _____ | _____ | _____ |
| Edward L. Jacobs, Jr. | _____ | _____ | _____ | _____ |
| Freddie King, III | _____ | _____ | _____ | _____ |
| Walter J. Leger, III | _____ | _____ | _____ | _____ |
| Bonita A. Robertson | _____ | _____ | _____ | _____ |
| Melvin J. Rodrigue | _____ | _____ | _____ | _____ |
| Camille Whitworth | _____ | _____ | _____ | _____ |

And this resolution was declared adopted on this _____ day of _____, 2020

Date

Dottie Belletto, Secretary



CONSENT AGENDA



RESOLUTIONS

RESOLUTION NO: 2020.3 – GRANTING SIGNATURE AUTHORITY TO PRESIDENT & CHAIRMAN

BE IT RESOLVED, at the _____ regular meeting of the Board of Commissioners of the Ernest N. Morial New Orleans Exhibition Hall Authority (Authority), & regular meeting of the Board of Directors of the New Orleans Public Facility Management, Inc. d/b/a Ernest N. Morial Convention Center New Orleans, _____ moved that the President/Chairman of the Board of Commissioners/Directors, be authorized to sign any and all documents on behalf of this corporation.

The foregoing resolution having been submitted to a vote, the vote resulted as follows:





CONTRACTS

EXECUTIVE ARCHITECT SERVICES FOR CAPITAL IMPROVEMENT PLAN

Contractor Information

- Populous Architects, P.C. dba Populous Group, LLC
Kansas City, MO
- SEB/DBE Certification and/or Participation:
 - Yes
 - Nano, LLC
 - Landmark Consulting

Contract Term:

- May 2, 2020 – September 22, 2024

Contract Amount & Budget:

- Total Contract: \$5,369,845.00
- This project was approved as part of the 5 Year Capital Plan.

Contract Details:

- The Contractor will be MCCNO's representative for matters pertaining the implementation of the Capital Program Projects.



FIRE ALARM SOFTWARE UPGRADE

Contractor Information

- Siemens Industry, Inc.
Carol Stream, IL
- SEB/DBE Certification and/or Participation:
 - No

Contract Term:

- May 1, 2020 – December 31, 2020

Contract Amount & Budget:

- Total Contract: \$391,460.00
- This project was approved as part of the 5 Year Capital Plan.

Contract Details:

- The Contractor will migrate the existing Insight Workstation to the new Desigo CC Workstation for the fire alarm monitoring and controls.



FURNISH & INSTALL CONCESSION STAND RENOVATION – CHANGE ORDER

Contractor Information

- D.L. Daigle & Co., LLC
Kenner, LA
- SEB/DBE Certification and/or Participation:
 - Yes

Contract Term:

- December 4, 2019 – August 31, 2020

Contract Amount & Budget:

- Total Contract Amount: \$877,749.00
- Change Order Amount: \$89,249.00
- This project was approved as part of the 5 Year Capital Plan.

Contract Details:

- The Contractor will remove and replace doors and motors in various concession stands.

Notes

- Contract bid in 2019
- Contract payments to date: \$158,053.40



CEA ARTWORK FOR PEDESTRIAN PARK

Contractor Information

- Arts Council of New Orleans
New Orleans, LA
- SEB/DBE Certification and/or Participation:
 - No

Contract Term:

- June 13, 2020 – June 12, 2021

Contract Amount & Budget:

- Contract Amount: \$500,000.00
- This project was approved as part of the 5 Year Capital Plan.

Contract Details:

- The Contractor will advise and assist with selection of artwork for Linear Park.

Notes

- Contract negotiated in 2019
- Contract payments to date: \$25,000.00



The cover features a large, semi-transparent yellow circle in the center containing the text "2019 AUDIT REPORT". The background is a composite image: the left side shows a bridge structure over water with a city skyline in the distance, overlaid with a yellow gradient; the right side shows a similar bridge structure with a city skyline, overlaid with a blue gradient. At the bottom, there is a decorative border consisting of vertical stripes in purple, orange, and green.

2019 AUDIT REPORT

**ERNEST N. MORIAL NEW ORLEANS
EXHIBITION HALL AUTHORITY**

Audits of Financial Statements

December 31, 2019 and 2018

DRAFT

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Independent Auditor's Report

To the Board of Commissioners
Ernest N. Morial New Orleans Exhibition Hall Authority

Report on the Financial Statements

We have audited the accompanying financial statements of the business-type activities and fiduciary fund of Ernest N. Morial New Orleans Exhibition Hall Authority (the Authority), as of and for the years ended December 31, 2019 and 2018, and the related notes to the financial statements, which collectively comprise the Authority's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express opinions on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Opinions

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the business-type activities and the fiduciary fund as of December 31, 2019 and 2018, and the respective changes in financial position and, where applicable, cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis, on pages 4 through 9, be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board (GASB) who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Authority's basic financial statements. The schedule of compensation, benefits, and other payments to agency head is presented for purposes of additional analysis and is not a required part of the basic financial statements. The information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the schedule of compensation, benefits, and other payments to agency head is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated April 16, 2020, on our consideration of the Authority's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Authority's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Authority's internal control over financial reporting and compliance.

A Professional Accounting Corporation

Metairie, LA
April 16, 2020

DRAFT

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Management's Discussion and Analysis

The Management's Discussion and Analysis of the Ernest N. Morial New Orleans Exhibition Hall Authority's (the Authority) financial performance presents a narrative overview and analysis of the Authority's financial activities for the years ended December 31, 2019 and 2018. This document focuses on the current year's activities, resulting changes, and currently known facts in comparison with the prior year's information (where available). Please read it in conjunction with the Authority's financial statements, which follow this section.

FINANCIAL HIGHLIGHTS

The Ernest N. Morial New Orleans Exhibition Hall Authority's 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. In support of this mission, the following are notable financial results from 2019:

- 2019 saw a 12.9% decrease in the number of events (121) compared to 2018, with an increase in the out of town attendee figures (687,971) of 4.9%; total attendance (866,335) saw a 9.4% reduction, and number of room nights (680,771) saw a 7.8% reduction compared to 2018
- Net position decreased by \$5.6MM, a 1% change from prior year
- Cash flows decreased by \$127.2MM due to the full implementation of our new investment strategies and the construction of capital assets
- Tax revenues decreased \$646k or 1% compared to 2018, with all debt covenants having been met

OVERVIEW OF THE FINANCIAL STATEMENTS

This financial report consists of three parts: management's discussion and analysis (this section), the basic financial statements and the notes to the financial statements. The financial statements provide both long-term and short-term information about the Authority's overall financial status. The financial statements also include notes that explain some of the information in the financial statements and provide more detailed data.

The Authority's financial statements are prepared on an accrual basis in conformity with accounting principles generally accepted in the United States of America (GAAP) as applied to government units. Under this basis of accounting, revenues are recognized in the period in which they are earned, expenses are recognized in the period in which they are incurred, and depreciation of assets is recognized in the Statements of Revenues, Expenses, and Changes in Net Position. All assets and liabilities associated with the operation of the Authority are included in the Statements of Net Position.

The Statements of Net Position present financial information on all of the Authority's assets, liabilities, and deferred inflows/outflows of resources, with the difference reported as net position. Over time, increases or decreases in net position may serve as a useful indicator of whether the financial position of the Authority is improving or deteriorating.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Management's Discussion and Analysis

FINANCIAL ANALYSIS OF THE AUTHORITY

Net Position

The net position, detailed in Table A-1, summarizes the value of the Authority as a whole. The following items are of particular interest:

- 2019 total assets decreased by 2.1% compared to 2018
- The downward trend of liabilities continues with a 7.9% reduction since 2018 and a 12.7% decrease since 2017 as a result of bond re-payments

Table A-1
Ernest N. Morial New Orleans Exhibition Hall Authority
Condensed Statements of Net Position (in thousands of dollars)
December 31, 2019, 2018, and 2017

| | 2019 | 2018 | 2017 |
|--|-------------------|-------------------|-------------------|
| Current Assets | \$ 60,455 | \$ 80,641 | \$ 80,163 |
| Designated and Restricted Assets | 230,080 | 238,917 | 237,627 |
| Capital Assets | 361,839 | 346,621 | 346,945 |
| Total Assets | 652,374 | 666,179 | 664,735 |
| Unamortized Loss on Bond Refinancing | 1,462 | 1,725 | 1,987 |
| Total Deferred Outflows of Resources | 1,462 | 1,725 | 1,987 |
| Total Assets and Deferred Outflows of Resources | \$ 653,836 | \$ 667,904 | \$ 666,722 |
| Current Liabilities | \$ 30,110 | \$ 27,336 | \$ 22,253 |
| Long-Term Liabilities | 69,033 | 80,308 | 91,341 |
| Total Liabilities | 99,143 | 107,644 | 113,594 |
| Net Position | | | |
| Net Investment in Capital Assets | 285,521 | 259,552 | 250,430 |
| Restricted | 136,034 | 147,309 | 157,936 |
| Unrestricted | 133,138 | 153,399 | 144,762 |
| Total Net Position | 554,693 | 560,260 | 553,128 |
| Total Liabilities and Net Position | \$ 653,836 | \$ 667,904 | \$ 666,722 |

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Management's Discussion and Analysis

Changes in Net Position

The change in net position detailed in Table A-2 and Graph B-1, highlight the factors that have contributed to the Authority's change in financial position:

- The operating loss increased year over year by 1.8% from 2018 to 2019 and increased by 17.5% since 2017
- Tax collections, shown in the Non-operating revenues line, decreased \$646k or 1% compared to 2018 and continues to offset the operational loss.
- In 2019 the Authority recorded \$37MM in distributions to government agencies, which included \$28MM to the Sewerage & Water Board, \$1MM for safety in the French Quarter, \$1MM for the Development of Governor Nicholls/ Esplanade Wharves, \$1.6MM for Convention Center Boulevard Traffic Reconfiguration, including Spanish Plaza, \$5.1MM for Public Safety and Homeland Security Enhancements and \$250K for the Low Barrier Shelter

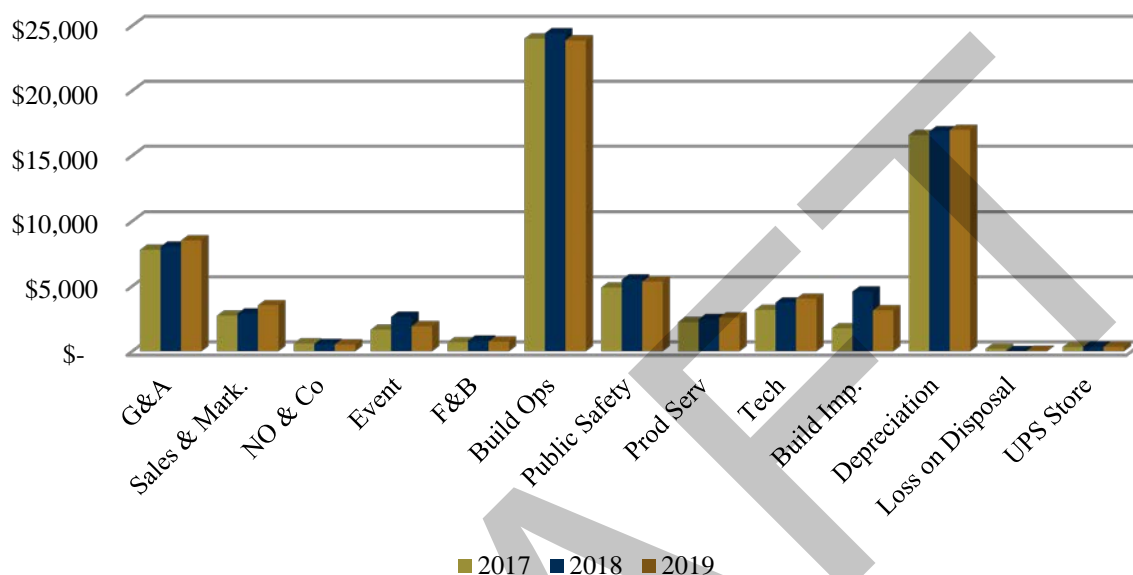
Table A-2
Ernest N. Morial New Orleans Exhibition Hall Authority
Condensed Statements of Revenues, Expenses, and Changes in Net Position
(in thousands of dollars)
For the Years Ended December 31, 2019, 2018, and 2017

| | 2019 | 2018 | 2017 |
|--|-------------------|-------------------|-------------------|
| Operating Revenues: | | | |
| User Fees and Other Revenues | \$ 26,847 | \$ 26,944 | \$ 27,120 |
| Food and Beverage | 7,668 | 9,561 | 7,993 |
| Total Operating Revenues | 34,515 | 36,505 | 35,113 |
| Operating Expenses: | | | |
| Operating Expenses | 54,484 | 55,929 | 49,991 |
| Depreciation | 16,971 | 16,851 | 16,572 |
| Total Operating Expenses | 71,455 | 72,780 | 66,563 |
| Operating Income (Loss) | (36,940) | (36,275) | (31,450) |
| Non-Operating Revenues, Net | 31,373 | 43,407 | 53,174 |
| Change in Net Position | (5,567) | 7,132 | 21,724 |
| Net Position, Beginning of the Year | 560,260 | 553,128 | 531,404 |
| Net Position, End of the Year | \$ 554,693 | \$ 560,260 | \$ 553,128 |

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Management's Discussion and Analysis

**Graph B-1: Operating Expenses by Function
(in Thousands of dollars)**



Cash Flows

The Statement of Cash Flows, outlined in Table A-3, shows a summary of all inflow and outflow of cash and cash equivalents and is an indication of the Authority's financial health. Items of note include:

- 2019 saw a 450% decrease in cash flows from investing activities compared to 2018 due to the full implementation of our new investment strategies

In 2019 Capital and related financing activities accounted for capital asset acquisitions, including the Construction in Progress related the Linear Park Project, as well as scheduled debt payments; 2018 saw expenditures for similar items

**Table A-3
Ernest N. Morial New Orleans Exhibition Hall Authority
Condensed Statements of Cash Flows (in thousands of dollars)
For the Years Ended December 31, 2019, 2018, and 2017**

| | 2019 | 2018 | 2017 |
|--|---------------------|------------------|------------------|
| Cash Flows from: | | | |
| Operations | \$ (19,422) | \$ (18,173) | \$ (18,024) |
| Noncapital Financing | 29,476 | 45,542 | 52,039 |
| Capital and Related Financing Activities | (45,565) | (27,687) | (24,552) |
| Investing Activities | (91,702) | 26,141 | 25,503 |
| Net Increase in Cash | <u>\$ (127,213)</u> | <u>\$ 25,823</u> | <u>\$ 34,966</u> |

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Management's Discussion and Analysis

CAPITAL ASSETS AND DEBT ADMINISTRATION

Capital Assets

Capital Assets are various types of property that enable daily operations and contribute to an organization's ability to generate revenue.

- Through December 31, 2019 the Authority has invested approximately \$692.7MM in property, buildings and equipment; this figure is comprised of \$111.8MM not depreciated and \$580.9MM being depreciated
 - 2019 resulted in a net increase in capital assets of approximately \$31.7MM
 - \$32.2MM of assets was added during the year
 - \$507k of disposals were recognized in 2019
 - In 2018 the net increase was \$16.5MM , and in 2017 the increase was \$11.8MM
- Construction in progress continues to reflect the work related to the Convention Center Development District and ongoing capital improvements; The Great Hall remodel was the last major project completed and put into service in 2013

Debt Administration

The administration and repayment of debt has continued as scheduled:

- In 2019 almost \$9.8MM of bond principal payments were made; during 2018, \$8.5MM in bond principal payments were made
- All debt covenants have been met; Continuing Disclosure reports are maintained in the official municipal repository

ECONOMIC FACTORS AND NEXT YEAR'S BUDGET

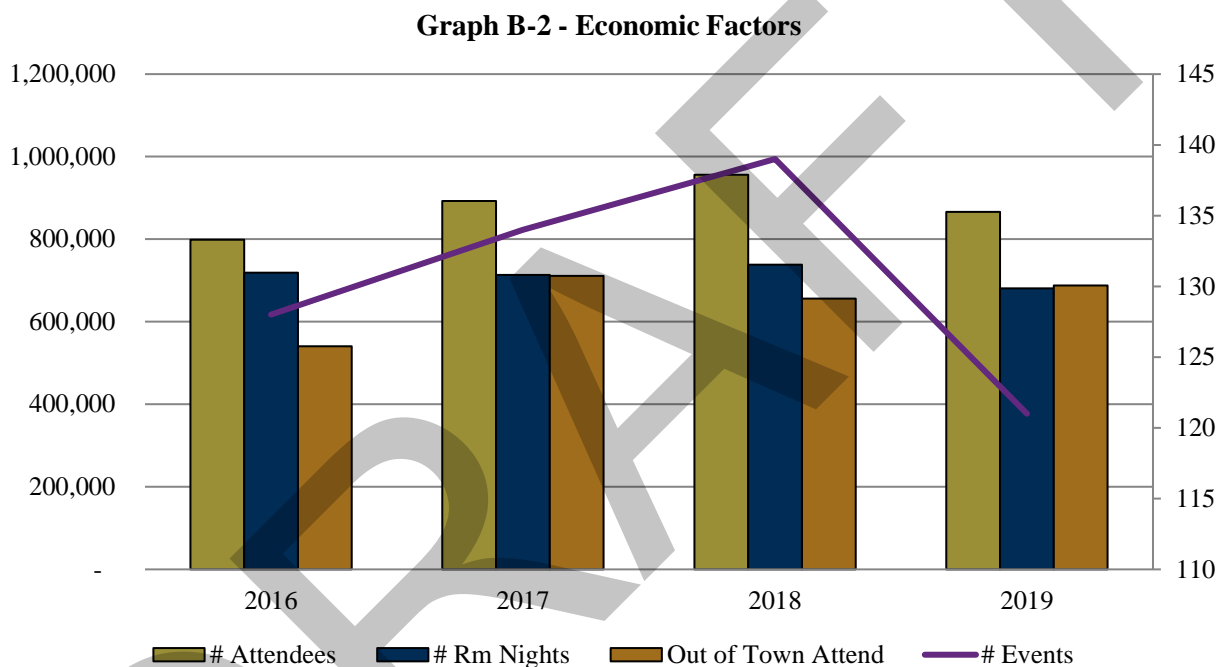
The New Orleans Ernest N. Morial Convention Center is one of the greatest economic assets of the City of New Orleans and the State of Louisiana. As such, it is important to point out the overall economic impact the Center produces as well as highlight the key metrics that illustrate the non-financial performance of the organization:

- The economic impact report for 2019 has not yet been completed
- The key measurements of the organizations economic impact for 2018 are as follows:
 - Total annual impact of \$2.4B; \$1.3B of direct spending and \$1.1B of indirect spending
 - All spending resulted in \$189MM in tax revenues collected by the State and local governments
 - Over 24,000 jobs were supported by the Center

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Management's Discussion and Analysis

- Graph B-2 illustrates the key internal economic factors that effect the operating revenues and expenses:
 - 2019 saw a 12.9% decrease in the number of events compared to 2018, with an increase in the out of town attendee figures of 4.9%; total attendance saw a 9.4% reduction, and number of room nights saw a 7.8% reduction compared to 2018
 - The 2020 budget estimates a similar number of events and out of town attendance, an increase in total attendance and fewer room nights than 2019 (*Note: no assurances can be made that all anticipated conventions will occur; thus, 2020 estimates may not be realized*)



CONTACTING THE AUTHORITY'S FINANCIAL MANAGEMENT

This financial report is designed to provide our bondholders, patrons, and other interested parties with a general overview of the Authority's finances and to demonstrate the Authority's accountability for the money it receives. If you have questions about this report or need additional financial information, contact the Vice President of Finance and Administration, Alita Caparotta, at (504) 582-3022.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY
Statements of Net Position
December 31, 2019 and 2018

| | 2019 | 2018 |
|--|-----------------------|-----------------------|
| Assets and Deferred Outflows of Resources | | |
| Current Assets | | |
| Cash | \$ 39,721,604 | \$ 74,509,105 |
| Investments | 14,325,839 | 1,991,693 |
| Accounts Receivable, Net | 198,375 | 3,240,653 |
| Interest Receivable | 355,440 | 140,901 |
| Prepaid Expenses and Other Assets | 883,707 | 759,028 |
| Total Current Assets | 55,484,965 | 80,641,380 |
| Designated and Restricted Assets | | |
| Cash, Designated by Board for Future Specified Use | 46,300,000 | 46,300,000 |
| Cash, Restricted Primarily for Construction and Debt Service | 5,475,506 | 5,462,037 |
| Cash, Restricted to Satisfy Cooperative Endeavor Agreements | 15,831,807 | 111,015,809 |
| Investments, Designated by Board for Future Specified Use | 40,995,405 | 40,995,405 |
| Investments, Restricted to Satisfy Cooperative Endeavor Agreements | 85,783,453 | - |
| Investments, Restricted for Debt Service | 20,841,803 | 21,820,520 |
| Interest Receivable | 167,013 | 166,030 |
| Taxes Receivable | 14,685,316 | 13,157,663 |
| Total Designated and Restricted Assets | 230,080,303 | 238,917,464 |
| Property, Building, and Equipment, Net | 361,838,365 | 346,620,740 |
| Total Assets | 647,403,633 | 666,179,584 |
| Deferred Outflows of Resources | | |
| Unamortized Loss on Bond Refinancing | 1,462,350 | 1,724,782 |
| Total Assets and Deferred Outflows of Resources | \$ 648,865,983 | \$ 667,904,366 |

The accompanying notes are an integral part of these financial statements.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY
Statements of Net Position (Continued)
December 31, 2019 and 2018

| | 2019 | 2018 |
|--|-----------------------|-----------------------|
| Liabilities and Net Position | | |
| Current Liabilities (Payable from Current Assets) | | |
| Accounts Payable | \$ 4,610,846 | \$ 6,920,240 |
| Other Payables | 1,330,726 | 1,777,701 |
| Unearned Revenue, Current Portion | 3,855,170 | 3,960,387 |
| Compensated Absences, Current Portion | 33,201 | 565,450 |
| Total Current Liabilities (Payable from Current Assets) | 9,829,943 | 13,223,778 |
| Current Liabilities (Payable from Restricted Assets) | | |
| Other Liabilities | 5,210,677 | 2,575,158 |
| Accrued Bond Interest | 1,539,591 | 1,737,018 |
| Current Portion of Bonds Payable | 10,245,000 | 9,800,000 |
| Total Current Liabilities (Payable from Restricted Assets) | 16,995,268 | 14,112,176 |
| Total Current Liabilities | 26,825,211 | 27,335,954 |
| Long-Term Liabilities | | |
| Compensated Absences, Less Current Portion | 21,817 | 378,050 |
| Bonds Payable, Less Current Portion, Net | 67,534,701 | 78,993,418 |
| Unearned Revenue, Less Current Portion | 1,044,092 | 936,219 |
| Total Long-Term Liabilities | 68,600,610 | 80,307,687 |
| Total Liabilities | 95,425,821 | 107,643,641 |
| Net Position | | |
| Net Investment in Capital Assets | 285,521,011 | 259,552,104 |
| Restricted Primarily for Debt Service, Construction, and CEAs | 136,034,631 | 147,309,884 |
| Unrestricted - Board Restriction and Designation Reserves for Operations, Capital, and Debt Service | 133,138,036 | 153,398,737 |
| Total Net Position | 554,693,678 | 560,260,725 |
| Total Liabilities and Net Position | \$ 650,119,499 | \$ 667,904,366 |

The accompanying notes are an integral part of these financial statements.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY
Statements of Revenues, Expenses, and Changes in Net Position
For the Years Ended December 31, 2019 and 2018

| | 2019 | 2018 |
|--|-----------------------|-----------------------|
| Operating Revenues | | |
| User Fees | \$ 26,348,937 | \$ 26,411,065 |
| Food and Beverage | 7,668,448 | 9,561,231 |
| The UPS Store | 283,469 | 326,280 |
| Rentals | 166,871 | 150,661 |
| Miscellaneous | 47,591 | 56,283 |
| | <hr/> | <hr/> |
| Total Operating Revenues | 34,515,316 | 36,505,520 |
| Operating Expenses | | |
| General and Administrative | 8,504,069 | 8,026,899 |
| Sales and Marketing | 3,522,043 | 2,887,610 |
| New Orleans & Company | 509,138 | 546,682 |
| Event Services | 1,916,743 | 2,641,485 |
| Food Services | 736,799 | 807,455 |
| Building Operations | 23,858,201 | 24,412,110 |
| Public Safety | 5,341,537 | 5,502,728 |
| Production Services | 2,580,814 | 2,456,005 |
| Technology Services | 4,025,402 | 3,730,576 |
| Non-Capital, One-Time Projects | 2,727,876 | 2,866,417 |
| Non-Capital, Development Expense | 409,846 | 1,707,846 |
| Depreciation | 16,970,569 | 16,851,264 |
| Loss on Disposal of Assets | 25,174 | - |
| The UPS Store | 327,280 | 343,038 |
| | <hr/> | <hr/> |
| Total Operating Expenses | 71,455,491 | 72,780,115 |
| Operating Loss | (36,940,175) | (36,274,595) |
| Non-Operating Revenues (Expenses) | | |
| Tax Revenues | 65,342,618 | 65,988,353 |
| Investment Income | 5,652,512 | 4,148,930 |
| Interest Expense | (2,645,205) | (3,042,853) |
| Distributions to Government Agencies | (36,976,797) | (23,687,210) |
| | <hr/> | <hr/> |
| Total Non-Operating Revenues, Net | 31,373,128 | 43,407,220 |
| Change in Net Position | (5,567,047) | 7,132,625 |
| Net Position, Beginning of Year | 560,260,725 | 553,128,100 |
| | <hr/> | <hr/> |
| Net Position, End of Year | \$ 554,693,678 | \$ 560,260,725 |
| | <hr/> | <hr/> |

The accompanying notes are an integral part of these financial statements.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY
Statements of Cash Flows
For the Years Ended December 31, 2019 and 2018

| | 2019 | 2018 |
|--|-----------------------|-----------------------|
| Cash Flows from Operating Activities | | |
| Cash Received from User Fees | \$ 26,514,521 | \$ 27,573,365 |
| Cash Received from Other Sources | 9,351,391 | 9,908,826 |
| Cash Paid to Employees and for Related Expenses | (28,912,760) | (28,020,792) |
| Cash Paid to Suppliers | (26,375,485) | (27,634,944) |
| Net Cash Used in Operating Activities | (19,422,333) | (18,173,545) |
| Cash Flows from Non-Capital Financing Activities | | |
| Cash Received from Taxes | 63,814,965 | 67,734,510 |
| Distributions to Government Agencies | (34,338,629) | (22,192,342) |
| Net Cash Provided by Non-Capital Financing Activities | 29,476,336 | 45,542,168 |
| Cash Flows from Capital and Related Financing Activities | | |
| Acquisition and Construction of Capital Assets | (31,971,552) | (15,028,593) |
| Interest Paid | (3,793,915) | (4,163,240) |
| Repayment of Bonds | (9,800,000) | (8,495,000) |
| Net Cash Used in Capital and Related Financing Activities | (45,565,467) | (27,686,833) |
| Cash Flows from Investing Activities | | |
| Purchases of Investment Securities | (430,487,085) | (81,557,619) |
| Proceeds from Sales and Maturities of Investment Securities | 334,531,885 | 104,022,734 |
| Interest Payments Received | 4,253,307 | 3,675,911 |
| Net Cash (Used in) Provided by Investing Activities | (91,701,893) | 26,141,026 |
| Net (Decrease) Increase in Cash | (127,213,357) | 25,822,816 |
| Cash, Beginning of Year | 237,286,951 | 211,464,135 |
| Cash, End of Year | \$ 110,073,594 | \$ 237,286,951 |
| Reconciliation to Statements of Net Position | | |
| Cash - Current Assets | \$ 42,466,281 | \$ 74,509,105 |
| Cash, Designated by Board for Future Specified Use | 46,300,000 | 46,300,000 |
| Cash, Restricted Primarily for Construction and Debt Service | 5,475,506 | 5,462,037 |
| Cash, Restricted to Satisfy Cooperative Endeavor Agreements | 15,831,807 | 111,015,809 |
| Total Cash | \$ 110,073,594 | \$ 237,286,951 |

The accompanying notes are an integral part of these financial statements.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY
Statements of Cash Flows (Continued)
For the Years Ended December 31, 2019 and 2018

| | 2019 | 2018 |
|--|------------------------|------------------------|
| Reconciliation of Operating Loss to Net Cash Used in Operating Activities | | |
| Operating Loss | \$ (36,940,175) | \$ (36,274,595) |
| Adjustments to Reconcile Operating Loss to Net Cash Used in Operating Activities | | |
| Depreciation | 16,970,569 | 16,851,264 |
| Loss from Disposal of Capital Assets | 25,174 | - |
| (Increase) Decrease in: | | |
| Accounts Receivable | 1,347,948 | 523,544 |
| Prepaid and Other Assets | (655,774) | (208,027) |
| Increase (Decrease) in: | | |
| Accounts Payable and Accrued Expenses | (172,731) | 481,142 |
| Unearned Revenue | 2,656 | 453,127 |
| Net Cash Used in Operating Activities | \$ (19,422,333) | \$ (18,173,545) |

The accompanying notes are an integral part of these financial statements.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY
Statements of Fiduciary Net Position
Years Ended December 31, 2019 and 2018

| | 2019 | 2018 |
|--|---------------------|---------------------|
| Assets | | |
| Investments at Fair Value | \$ 9,199,436 | \$ 7,442,397 |
| Total Assets | 9,199,436 | 7,442,397 |
| Liabilities | | |
| | - | - |
| Net Position Restricted for Retirement Benefits | \$ 9,199,436 | \$ 7,442,397 |

The accompanying notes are an integral part of these financial statements.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY
Statements of Changes in Fiduciary Net Position
Years Ended December 31, 2019 and 2018

| | 2019 | 2018 |
|--|---------------------|--------------|
| Additions: | | |
| Employer Contributions | \$ 998,323 | \$ 897,802 |
| Total Contributions | 998,323 | 897,802 |
| Investment Income: | | |
| Dividends | 61,650 | 386,863 |
| Net Appreciation (Depreciation) in Fair Value of Investments | 1,405,452 | (894,548) |
| | 1,467,102 | (507,685) |
| Less: | | |
| Investment Advisory Services and Administrative Fees | (53,687) | (56,103) |
| Net Investment Income | 1,413,415 | (563,788) |
| Total Additions | 2,411,738 | 334,014 |
| Deductions: | | |
| Retirement Benefits Paid and Plan Withdrawals | (654,699) | (472,230) |
| Total Deductions | (654,699) | (472,230) |
| Net Increase (Decrease) | 1,757,039 | (138,216) |
| Net Position Restricted for Retirement Benefits: | | |
| Beginning | 7,442,397 | 7,580,613 |
| Ending | \$ 9,199,436 | \$ 7,442,397 |

The accompanying notes are an integral part of these financial statements.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies

Organization and Reporting Entity

The Ernest N. Morial New Orleans Exhibition Hall Authority (the Authority) was created in 1978 by Act 305 (subsequently amended) of the Louisiana Legislature to plan, finance, construct, and manage a convention and exhibition center in the City of New Orleans (the City). The operations of the convention and exhibition center are through the New Orleans Public Facility Management, Inc. (NOPFM), a separately incorporated organization, doing business as the New Orleans Ernest N. Morial Convention Center (the Convention Center). Under the present management agreement between the Authority and NOPFM, the Authority reimburses NOPFM for costs of operating the convention and exhibition center, and NOPFM will neither own assets nor retain revenues. The NOPFM is a blended component unit of the Authority.

The Authority is governed by a twelve-member Board of Commissioners composed of nine (9) appointees of the Governor of Louisiana and three (3) appointees of the Mayor of New Orleans. The Board of Commissioners establishes policies, approves the budget, controls appropriations, and appoints an Executive Vice President responsible for administering all the Authority's operations and activities.

No other potential component units meet the criteria for inclusion in the financial statements of the Authority.

Basis of Presentation

The Authority's financial statements are prepared on an accrual basis in conformity with accounting principles generally accepted in the United States of America (GAAP) as applied to government units. The Governmental Accounting Standards Board (GASB) is responsible for establishing GAAP for state and local governments through its pronouncements (statements and interpretations). Under this basis of accounting, revenues are recognized in the period in which they are earned, expenses are recognized in the period in which they are incurred, and depreciation of assets is recognized in the statements of revenues, expenses, and changes in net position. All assets and liabilities associated with the operation of the Authority are included in the statements of net position.

The proprietary fund is used to account for the Authority's ongoing operations and activities which are similar to those in the private sector. Proprietary funds are accounted for using a flow of economic resource measurement focus under which assets and liabilities associated with the operation of these funds are included in the statements of net position. The statements of revenues, expenses, and changes in net position present increases (revenues) and decreases (expenses) in net position.

The Authority maintains one proprietary fund type - the enterprise fund. The enterprise fund is used to account for operations (a) that are financed and operated in a manner similar to private business enterprises, where the intent of the governing body is that the cost (expenses, including depreciation) of providing goods or services to the general public on a continuing basis be financed or recovered primarily through user charges; or (b) where the governing body has decided that periodic determination of revenues earned, expenses incurred, and/or net income is appropriate for capital maintenance.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

Basis of Presentation (Continued)

Operating revenues include all charges for service and related fees associated with operating expenses. Interest income, interest expense, insurance proceeds, distributions to government agencies, and tax revenues are presented as non-operating items.

Fiduciary Component Unit / Fiduciary Fund

The New Orleans Public Facility Management, Inc. 401(a) Pension Plan (Retirement Plan Fund) is considered to be a fiduciary component unit, and its financial information is presented as a fiduciary fund type. The Retirement Plan Fund is accounted for in essentially the same manner as the Authority, using the same measurement focus and accrual basis of accounting. Employer contributions are recognized in the period in which the employee is compensated for services performed. Benefits and refunds are recognized when due and payable in accordance with the terms of the plan. The plan is included in the reporting entity due to the Authority's adoption of GASB Statement No. 84.

Basis of Reporting

In accordance with GASB Statement No. 34, *Basic Financial Statements - and Management's Discussion and Analysis - for State and Local Governments*, as amended, net position is classified into three components: net investment in capital assets, restricted, and unrestricted. These classifications are defined as follows:

Net Investment in Capital Assets - This component of net position consists of capital position, including restricted capital assets, net of accumulated depreciation and reduced by the outstanding balances of any bonds, mortgages, notes, or other borrowings that are attributable to the acquisition, construction, or improvement of those assets plus deferred outflows of resources related to those assets.

Restricted - This component of net position consists of constraints placed on net position use through external constraints imposed by creditors (such as through debt covenants), grantors, contributors, or laws or regulations of other governments, or constraints imposed by law through constitutional provisions or enabling legislation.

Unrestricted - This component of net position consists of net position that does not meet the definition of "restricted" or "net investment in capital assets."

The Authority utilizes available restricted assets before utilizing unrestricted assets.

Designated and Restricted Assets

Certain assets, consisting of cash, investments, and receivables, are segregated and classified as designated or restricted assets.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

Designated and Restricted Assets (Continued)

Restricted assets are held as follows:

- Debt service reserve was established by the Authority's bond indentures. The required reserve is the lesser of (i) ten percent of the original principal issued, (ii) the maximum amount of principal installments and interest maturing and becoming due in the fiscal year in which such calculation is made or in any single succeeding fiscal year on all outstanding bonds, and (iii) 125% of average annual principal and interest requirement on the bonds, calculated on a fiscal year basis.
- Debt service, funded by the various tax revenues, was established by the Authority's bond indentures. The required accumulated debt service is equal to the sum of (i) interest accruing during the period of bonds outstanding and (ii) the portion of principal accruing until the next principal payment date.
- Capital projects, funded by the proceeds of taxes, restricted for building expansion and improvements.
- Venture Lease Escrows, which include rental income received by the Authority on behalf of and remitted to the City of New Orleans for property owned by the City. In addition to the amounts collected on behalf of the City of New Orleans, the Authority also collects certain funds related to a third-party cell site. The amounts payable are included in other liabilities on the balance sheet.
- Cooperative Endeavor Agreement with the State of Louisiana, Office of Facility Planning and Control of the Division of Administration to undertake enhancement of the Convention Center and installation of basic infrastructure to facilitate establishment and development of the Convention Center District.
- Cooperative Endeavor Agreements with the City of New Orleans for the development of Convention Center Boulevard and Spanish Plaza and to enhance public safety for residents, employees, and visitors,
- Cooperative Endeavor Agreement with the City of New Orleans, the New Orleans Convention and Visitors Bureau (now known as New Orleans & Company), and the Louisiana Department of Public Safety: Public Safety Services, Office of Louisiana State Police (LSP) to further enhance public safety in the French Quarter in the City of New Orleans.
- Cooperative Endeavor Agreement with New Orleans & Company, the Board of Commissioners for the Port of New Orleans, and the Audubon Commission for cooperative funding for the development of the Governor Nicholls and Esplanade wharves and riparian land.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

Designated and Restricted Assets (Continued)

- Cooperative Endeavor Agreement with the City of New Orleans and the Downtown Development District to accomplish the public purpose of enhancing public services available to the homeless population of New Orleans.
- Cooperative Endeavor Agreement with the Louisiana Restaurant Association and the Greater New Orleans Hotel-Motel Association in which the Authority obligates to fund a general operating reserve equal to 150% of annual operating budget of the Authority.

Designated assets are held to fund capital projects which are under contract and underway, in the planning stages, or in the acquisition stage.

Cash

Cash includes amounts in demand deposits and interest-bearing demand deposits. Under state law, the Authority may deposit funds in demand deposits, interest-bearing deposits, money market accounts, or time deposits with state banks organized under Louisiana law and national banks having their principal offices in Louisiana.

Investments

Investments consist of time deposits, money market mutual funds, certificates of deposits, U.S. Treasury obligations, U.S. government agency securities, bonds and debentures issued by states of the United States of America that meet the provisions of LRS 33:2955(A)(1)(k), bonds and debentures issued by domestic U.S. corporations that meet the provisions of Louisiana Revised Statute (LRS) 33:2955(A)(1)(l), and repurchase agreements, and are stated at fair value. Fair value is based on quoted market prices, as applicable; if quoted prices are not available, fair value is estimated based on similar securities.

Property, Building, and Equipment

Property, building, and equipment are carried at historical cost. Depreciation and amortization are charged to expense over the estimated useful lives of the assets and are determined using the straight-line method. The estimated useful lives used in computing depreciation and amortization are as follows:

| | |
|------------------------------------|--------------|
| Buildings | 40 Years |
| Building Improvements | 20 Years |
| Equipment, Furniture, and Fixtures | 5 - 12 Years |

The Authority capitalizes moveable equipment with a value of \$5,000 or greater. The Authority capitalizes building improvements greater than \$50,000. The cost of additions includes contracted work, direct labor, materials, and allocable cost. Donated fixed assets are recorded at their estimated fair value at the date of donation.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

Property, Building, and Equipment (Continued)

Interest is capitalized on fixed assets acquired and/or constructed with tax-exempt debt. When assets are retired or otherwise disposed of, the cost and related accumulated depreciation are removed from the accounts and any resulting gain or loss is recognized in revenue for the period. The cost of maintenance and repairs is charged to operations as incurred, and significant renewals and betterments are capitalized. Deductions are made for retirements resulting from renewals or betterments.

The Authority reviews long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying value of an asset might not be recoverable through future utilization. An impairment charge is recognized when the fair value of an asset is less than its carrying value.

Taxes

The Authority receives dedicated taxes as follows:

Hotel Occupancy Tax

The Authority's bonds are payable from revenues derived by the Authority from the Hotel Occupancy Tax authorized by Act No. 305 of the Regular Session of the Legislature of Louisiana for 1978, as amended, and earnings on certain funds and accounts of the Authority. The 1978 Hotel Occupancy Tax is levied and collected on the occupancy of hotel and motel rooms within the Parish of Orleans. Initially established as a 1% tax, the rate (with approval by the Legislature and public referendum) was increased to 2%, effective October 1, 1980. This tax is presently being collected within the City and other locations on behalf of the Authority by the Louisiana Department of Revenue and Taxation.

Hotel Occupancy Tax (Continued)

Effective July 1, 2002, an additional 1% percent was imposed for the purpose of providing funds for the Phase IV Convention Center Expansion Project. These additional taxes were used to fund initial capital expenditures incurred and are currently used to retire all bonds.

This tax is legally pledged to secure the Authority's Series 2012 and 2014 bonds and will expire on the date such tax no longer secures outstanding indebtedness of the Authority.

Hotel Occupancy/Food and Beverage Tax

Pursuant to Act 390 of the Regular Session of the Legislature of Louisiana for 1987, the Authority is empowered to levy and collect a Hotel Occupancy Tax (the 1988 Hotel Occupancy Tax) and a Food and Beverage Tax (collectively referred to as the Tax), to secure bonds to be issued to finance a portion of the costs of the Convention Center expansion. The 1988 Hotel Occupancy Tax is separate and distinct from the 1978 Hotel Occupancy Tax levied by the Authority. The Tax has additionally been approved by the City Council and was imposed pursuant to a special election held on November 21, 1987.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

Taxes (Continued)

Hotel Occupancy/Food and Beverage Tax (Continued)

On February 24, 1988, the Authority adopted a resolution authorizing the actual levy and collection of the Tax to be effective April 1, 1988. The Tax is presently being collected within the City and other locations on behalf of the Authority pursuant to a Contract of Agency for Collection of Taxes with the Louisiana Department of Revenue and Taxation (the Department). The Department is required to remit tax collections to the Authority, initially net of the \$200,000 annual collections fee retained by the Department at the rate of 3% of monthly collections until the total amount is attained. The collection fee is subject to annual renegotiation which is currently \$200,000.

The 1988 Hotel Occupancy Tax is levied in the amount of fifty cents (\$0.50) per occupied hotel room per night for hotels containing ten (10) to two hundred ninety-nine (299) guest rooms, one dollar (\$1.00) per occupied hotel room per night for hotels containing three hundred (300) to nine hundred ninety-nine (999) guest rooms, and two dollars (\$2.00) per occupied hotel room for hotels containing one thousand (1,000) or more guest rooms.

The 1988 Hotel Occupancy Tax is legally pledged to secure the Authority's Series 2012 and 2014 bonds and will automatically terminate upon payment in full of all bonds or other obligations of the Authority payable in whole or in part from or secured by the 1988 Hotel Occupancy Tax.

Food and Beverage Tax

The Food and Beverage Tax is a tax in the amount of one half of one percent (0.5%) imposed on the gross receipts from the sale of food and beverages in any food service establishment. The tax is applicable to all such establishments located within the City or in any airport or air transportation facility owned and operated by the City, excluding food service establishments which have annual gross receipts from food and beverage sales of less than \$200,000, from the operation of all such establishments during the calendar year prior to the year in which such tax is assessed. The tax is not applicable to meals furnished to the staff and students of educational institutions; the staff and patients of hospitals; the staff, inmates, and patients of mental institutions; and the boarders of rooming houses.

Effective July 1, 2002, an additional one quarter of one percent (0.25%) on annual gross receipts from food and beverage sales greater than \$500,000 was imposed for the purpose of providing funds for the Phase IV Convention Center Expansion Project. These additional taxes were used to fund initial capital expenditures incurred and are currently used to retire all bonds.

The Food and Beverage Tax is legally pledged to secure the Authority's Series 2012 and 2014 bonds and will automatically terminate upon payment in full of all bonds or other obligations of the Authority payable in whole or in part from or secured by the Food and Beverage Tax.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

Taxes (Continued)

Service Contractors and Tour Tax

Pursuant to Act 42 of the Regular Session of the Legislature of Louisiana for 1994 which amended Act 305 of 1978, the Authority is empowered to levy and impose a 2% tax on the furnishing of goods and services in conjunction with trade shows, conventions, and exhibitions located within the Parish of Orleans. The effective date of the Service Contractors Tax was May 1, 1995. "Goods and services" means merchandise, wares, materials, labor, assistance, or benefits provided in connection with the installation and dismantling of exhibits, displays and booths, decorations, electrical supplies, materials handling, drayage, flowers and floral decorations, computers, audio and visual equipment, bands and orchestras, lighting trusses, rigging and associated equipment, furniture, carpets, signs, props, floats, business machines, plumbing, telephones, photography, utilities, balloons, scaffolding, forklifts, high lifts, security, information retrieval systems, and any other services or items associated with the above. Specifically excluded are foods and beverages and the shuttle services of attendees to and from the location of the convention and trade show.

In addition to the above, the Authority is also empowered to levy and impose a one dollar (\$1.00) tax on the sale of tickets sold in the Parish of Orleans for per capita sightseeing tours in the Parish of Orleans, and for tours, a portion of which includes sight-seeing in the Parish of Orleans. The effective date of this tax was May 1, 1995 and is presently being collected within the City and other locations on behalf of the Authority by the Louisiana Department of Revenue and Taxation.

This tax is legally pledged to secure the Authority's Series 2012 and 2014 bonds and will automatically terminate upon payment in full of all bonds or other obligations of the Authority payable in whole or in part from or secured by the Service Contractors and Tour Tax.

RTA Tax

In April 2002, the Authority entered into a Cooperative Endeavor Agreement (CEA) with the Regional Transit Authority (RTA) and the New Orleans Tourism Marketing Corporation (NOTMC), creating a transit fund to be separately maintained and funded with taxes collected by the RTA based on a 1% sales tax to be collected from hotels and motels in the City of New Orleans and equal to 50% of the annual fee paid by RTA to NOTMC. In exchange for the funds received, the Authority agreed to utilize the funds for financing or funding of actual physical construction costs (labor and materials) of new capital facilities and/or capital improvements of the Convention Center in connection with the Phase IV Expansion Project, particularly including, but not limited to, facilities and/or improvements that address and recognize the need to access the RTA's Riverfront Streetcar and Shuttle bus services and the transportation needs of the Convention Center attendees and the public, consistent with the needs of the Authority and the legal requirements for the use and/or expenditure of the revenues derived from the RTA tax. In addition, moneys in the transit fund may be used to pay debt service on any bonds issued for construction financing of the Phase IV Expansion Project.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

Taxes (Continued)

RTA Tax (Continued)

This tax is legally pledged to secure the Authority's Series 2012 and 2014 bonds and will expire on the date such tax no longer secures outstanding indebtedness of the Authority.

State of Louisiana, Department of State Economic Development

Pursuant to Act 73, based on the sufficiency of the hotel occupancy tax collections to pay the obligations of related bonds within any fiscal year of the State of Louisiana, the State of Louisiana Department of State Economic Development appropriates \$2 million of the remaining funds on an annual basis to the Authority.

These funds are legally pledged to secure the Authority's Series 2012 and 2014 bonds.

Capital Contributions

Contributions from state appropriations are made available to the Authority for capital improvements and are recognized when the expenses have been incurred and approval of the appropriation has been received. These appropriations are included in capital contributions in the statements of revenues, expenses, and changes in net position. There were no capital contributions for the years ended December 31, 2019 and 2018.

Compensated Absences

The Authority's personal time off (PTO) plan provides for the following paid time off:

- 0 to less than 5 years of continuous service - 128 hours/16 days
- 5 years to less than 10 years of continuous service - 168 hours/21 days
- 10 years to less than 20 years of continuous service - 208 hours/26 days
- 20 or more years of continuous service - 248 hours/31 days

Employees may carry over up to a maximum of 200 hours of accrued, unused PTO from one calendar year to the next. Any unused PTO that exceeds 200 hours is forfeited.

Bond Issuance Costs and Refunding

Costs related to issuing bonds are expensed when incurred. Gains and losses associated with refunding and advance refunding are being deferred and amortized based upon the methods used to approximate the interest method over the life of the new bonds or the remaining term on any refunded bond, whichever is shorter.

Risk Management

The Authority provides for losses, up to the per employee maximum amount, resulting from health insurance claims (see Note 11). The Authority is commercially insured for amounts greater than the annual maximum as well as for other significant risks (e.g., general liability, workers' compensation, building, etc.).

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

Revenues and Unearned Revenue

Revenues from user fees, food and beverage, the UPS store, and rentals are recognized when earned (when the event/transaction occurs). Revenue collected for events in future years is reported as unearned revenue.

Use of Estimates

The Authority prepares financial statements in accordance with accounting principles generally accepted in the United States of America. Such principles require management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Recently Adopted Accounting Pronouncements

The Authority adopted the provisions of GASB Statement No. 84 effective January 1, 2019. The objective of GASB Statement No. 84, *Fiduciary Activities*, is to improve the guidance regarding the identification of fiduciary activities for accounting and financial reporting purposes and how those activities should be reported. The adoption of GASB Statement No. 84 resulted in the inclusion of the Retirement Plan Fund as a fiduciary fund type as detailed in the summary of significant accounting policies.

The Authority adopted the provisions of GASB Statement No. 88 effective January 1, 2019. The objective of GASB Statement No. 88, *Certain Disclosures Related to Debt, including Direct Borrowing and Direct Placements*, is to improve consistency in information that is disclosed in notes to government financial statements related to debt and to provide financial statement users with additional essential information about debt. The adoption of GASB Statement No. 88 had no impact on the Authority's financial statements or notes to the financial statements.

Reclassifications

Certain reclassifications have been made to the prior year balances in order to comply with current year presentation.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 2. Cash and Investments

The Authority's cash and investments consisted of the following as of December 31, 2019 and 2018:

| | 2019 | 2018 |
|--|-----------------------|-----------------------|
| Cash | | |
| Unrestricted | \$ 39,721,604 | \$ 74,509,105 |
| Designated by Board for Future Specified Use | 46,300,000 | 46,300,000 |
| Restricted Primarily for Debt Service and Construction | 5,475,506 | 5,462,037 |
| Restricted to Satisfy Cooperative Endeavor Agreements | 15,831,807 | 111,015,809 |
| Total Cash | \$ 107,328,917 | \$ 237,286,951 |
| Investments | | |
| Unrestricted | \$ 14,325,839 | \$ 1,991,693 |
| Designated by Board for Future Specified Use | 40,995,405 | 40,995,405 |
| Restricted to Satisfy Cooperative Endeavor Agreements | 85,783,453 | - |
| Restricted for Debt Service | 20,841,803 | 21,820,520 |
| Total Investments | \$ 161,946,500 | \$ 64,807,618 |

Actual cash in banks as of December 31, 2019 and 2018 for restricted and unrestricted bank accounts, before outstanding checks and reconciling items, was \$109,943,870 and \$237,256,312, respectively. Of the total bank balances at December 31, 2019 and 2018, all amounts were covered by federal depository insurance or by collateral held in the Authority's name by its agent. Because the pledged securities are held by the pledging fiscal agent in the Authority's name, the Authority does not have any custodial credit risk. The pledged securities may be released only upon the written authorization of the Authority.

LRS 33:2955 authorizes the Authority to invest in direct United States Treasury obligations; short-term repurchase agreements; time certificates of deposit at financial institutions, state banks, and national banks; bonds, debentures, notes, or other indebtedness issued or guaranteed by U.S. government instrumentalities which are federally sponsored or federal agencies that are backed by the full faith and credit of the United States; bonds and debentures issued by states of the United States of America that meet the provisions of LRS 33:2955(A)(1)(k); bonds and debentures issued by domestic U.S. corporations that meet the provisions of Louisiana Revised Statute (LRS) 33:2955(A)(1)(l); and repurchase agreements.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 2. Cash and Investments (Continued)

| Investment Type | 2019 | 2018 |
|----------------------------|-----------------------|----------------------|
| U.S. Agency | \$ 21,685,613 | \$ 38,267,508 |
| U.S. Treasury | 42,296,627 | 2,493,735 |
| Cash and Cash Equivalents | 78,155,633 | 16,655,075 |
| Corporate Debt Instruments | 10,960,563 | - |
| State and Municipal Bonds | 1,456,764 | - |
| Repurchase Agreements | 7,391,300 | 7,391,300 |
| Total | \$ 161,946,500 | \$ 64,807,618 |

Credit Quality Risk

Credit quality risk is defined as the risk that an issuer or other counterparty to an investment will not fulfill its obligations. Credit quality risk disclosures apply to fixed income investments.

Credit ratings of the Authority's investments in debt securities as of December 31, 2019 are as follows:

| Investment Type | U.S. Agency | U.S. Treasury | Corporate | Money Market | Municipal | Total |
|------------------------|--------------------|----------------------|------------------|---------------------|------------------|---------------|
| AAA | \$ 21,685,613 | \$ 42,296,627 | \$ 10,960,563 | \$ 3,517,745 | \$ 1,456,764 | \$ 79,917,312 |

Credit ratings of the Authority's investments in debt securities as of December 31, 2018 are as follows:

| Investment Type | U.S. Agency | U.S. Treasury | Corporate | Money Market | Municipal | Total |
|------------------------|--------------------|----------------------|------------------|---------------------|------------------|---------------|
| AAA | \$ 38,267,508 | \$ 2,493,735 | \$ - | \$ - | \$ - | \$ 40,761,243 |

Custodial Credit Risk

Custodial credit risk for investments is the risk that, in the event of the failure, the Authority will not be able to recover the value of its investments or collateral securities that are in the possession of an outside party. Investments are exposed to custodial credit risk if they are uninsured, are not registered in the Authority's name, and are held by either the counterparty to the investment purchase or the counterparty's trust department or agent but not held in the Authority's name. The investments of the Authority owned at December 31, 2019 and 2018 were not subject to custodial credit risk.

Concentration of Credit Risk

Effective June 2018, the Authority's investment policy allows for investment in all types of investments as stipulated in LRS 33:2955 with certain limitations on the type of investment. As of December 31, 2019 and 2018, the Authority was in compliance with its investment policy.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 2. Cash and Investments (Continued)

Interest Rate Risk

Interest rate risk is the risk that changes in the financial market rates of interest will adversely affect the value of an investment. The Authority manages interest rate risk for investments under the control of the Authority by limiting the maximum maturity of investments to five years in accordance with its investment policy.

At December 31, 2019, the Authority's investment balances and maturities for those investments subject to interest rate risk were as follows:

| Investment Type | Total | Less than One Year | 1 - 5 Years | 6 - 10 Years | More than Ten Years |
|----------------------------|----------------------|-----------------------|----------------------|---------------------|------------------------|
| U.S. Agency | \$ 21,685,613 | \$ 7,451,099 | \$ 11,013,083 | \$ 2,378,670 | \$ 842,761 |
| U.S. Treasury | 42,296,627 | 16,591,717 | 25,704,910 | - | - |
| Corporate Debt Instruments | 10,960,563 | 401,592 | 10,558,971 | - | - |
| Money Market | 3,517,745 | 3,517,745 | - | - | - |
| State and Municipal Bonds | 1,456,764 | - | 1,456,764 | - | - |
| Total | \$ 79,917,312 | \$ 27,962,153 | \$ 48,733,728 | \$ 2,378,670 | \$ 842,761 |

At December 31, 2018, the Authority's investment balances and maturities for those investments subject to interest rate risk were as follows:

| Investment Type | Total | Less than One Year | 1 - 5 Years |
|-----------------|----------------------|-----------------------|----------------------|
| U.S. Agency | \$ 38,267,508 | \$ 17,023,693 | \$ 21,243,815 |
| U.S. Treasury | 2,493,735 | 2,493,735 | - |
| Total | \$ 40,761,243 | \$ 19,517,428 | \$ 21,243,815 |

Repurchase Agreements

As of December 31, 2019 and 2018, the Authority had \$7,391,300 of repurchase agreements with fixed rates of interest through the terms of the agreements. These investments are held under the terms of the bond indenture agreements as reserve funds. The repurchase agreements were supported by collateral requirements varying from 104% to 105% of the account balance. Collateral is held in the name of the trustees of the bond issue for the benefit of the Authority and consists of U.S. government and agency securities. Custodians are independent of the counterparties to the agreements. Under the terms of the repurchase agreements, the trustees may make deposits and withdrawals for these accounts in accordance with certain terms of the trust indenture agreements. The investments are subject to custodial credit risk upon default of the custodian.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 2. Cash and Investments (Continued)

The Authority's repurchase agreements were as follows as of December 31, 2019:

| Bond Issue | Interest Rate | Termination Date | Amount |
|--------------------------------|----------------------|-------------------------|---------------------|
| 2012 and 2014 Refunding | 4.785% | July 2033 | \$ 7,391,300 |

The Authority's repurchase agreements were as follows as of December 31, 2018:

| Bond Issue | Interest Rate | Termination Date | Amount |
|-------------------------|----------------------|-------------------------|---------------|
| 2012 and 2014 Refunding | 4.785% | July 2033 | \$ 7,391,300 |

Custodial credit risk is managed through the requirements of the counterparty to maintain pledged securities in the name of the Authority held in the counterparty's trust department or by the Federal Reserve Bank of the United States. The Authority's investment in repurchase agreements is a contract and is not rated.

Note 3. Accounts Receivable

Accounts receivable consisted of the following as of December 31:

| | 2019 | 2018 |
|---|-------------------|---------------------|
| Customers | \$ 198,375 | \$ 3,592,504 |
| Other | - | 10,839 |
| | 198,375 | 3,603,343 |
| Less Allowance for Uncollectible Accounts | - | (362,690) |
| Total | \$ 198,375 | \$ 3,240,653 |

Receivables from customers represent amounts due in connection with the use of facilities.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 4. Property, Building, and Equipment

Property, building, and equipment are summarized as follows at December 31, 2019:

| | January 1, 2019 | Additions/ Increases | Transfers | Disposals/ Retirements | December 31, 2019 |
|---|-----------------------|-------------------------|--------------------|---------------------------|-----------------------|
| Capital Assets Not Depreciated | | | | | |
| Land | \$ 79,222,985 | \$ - | \$ - | \$ - | \$ 79,222,985 |
| Art/Exhibits | 182,000 | - | - | - | 182,000 |
| Construction in Progress | 26,123,308 | 8,287,822 | (1,977,553) | - | 32,433,577 |
| Total Capital Assets Not Depreciated | 105,528,293 | 8,287,822 | (1,977,553) | - | 111,838,562 |
| Capital Assets Being Depreciated | | | | | |
| Building/Building Improvements | 527,462,547 | 1,779,965 | 7,648 | - | 529,250,160 |
| Boulevard Improvements | - | 12,591,864 | - | - | 12,591,864 |
| Equipment | 16,971,795 | 729,536 | 1,969,905 | (479,835) | 19,191,401 |
| Surface Parking | 8,452,295 | 8,727,973 | - | (27,866) | 17,152,402 |
| Software | 2,619,139 | 98,173 | - | - | 2,717,312 |
| Total Capital Assets Being Depreciated | 555,505,776 | 23,927,511 | 1,977,553 | (507,701) | 580,903,139 |
| Less Accumulated Depreciation and Amortization | (314,413,329) | (16,970,569) | - | 480,562 | (330,903,336) |
| Total Capital Assets, Net | \$ 346,620,740 | \$ 15,244,764 | \$ - | \$ (27,139) | \$ 361,838,365 |

Property, building, and equipment are summarized as follows at December 31, 2018:

| | Balance January 1, 2018 | Additions/ Increases | Transfers | Disposals/ Retirements | Balance December 31, 2018 |
|---|-------------------------------|-------------------------|------------------|---------------------------|---------------------------------|
| Capital Assets Not Depreciated | | | | | |
| Land | \$ 79,222,985 | \$ - | \$ - | \$ - | \$ 79,222,985 |
| Art/Exhibits | 182,000 | - | - | - | 182,000 |
| Construction in Progress | 16,468,832 | 10,504,258 | (849,781) | - | 26,123,309 |
| Total Capital Assets Not Depreciated | 95,873,817 | 10,504,258 | (849,781) | - | 105,528,294 |
| Capital Assets Being Depreciated | | | | | |
| Building/Building Improvements | 522,767,707 | 4,068,193 | 626,648 | - | 527,462,548 |
| Equipment | 15,692,894 | 1,055,728 | 223,133 | - | 16,971,755 |
| Surface Parking | 8,211,006 | 241,289 | - | - | 8,452,295 |
| Software | 1,961,459 | 657,680 | - | - | 2,619,139 |
| Total Capital Assets Being Depreciated | 548,633,066 | 6,022,890 | 849,781 | - | 555,505,737 |
| Less Accumulated Depreciation and Amortization | (297,562,027) | (16,851,264) | - | - | (314,413,291) |
| Total Capital Assets, Net | \$ 346,944,856 | \$ (324,116) | \$ - | \$ - | \$ 346,620,740 |

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 4. Property, Building, and Equipment

The construction in progress as of December 31, 2019 and 2018 includes routine capital improvements and consulting surveys, architectural and engineering contracts, and related improvements associated with the Convention Center Development District, which began construction in September 2018 on the pedestrian park and street improvements which are part of the transformation of Convention Center Boulevard, stretching from Poydras Street upriver to Henderson Street.

Note 5. Fair Value

The Authority's investments measured and reported at fair value are classified according to the following hierarchy:

- Level 1 - Investments reflect prices quoted in active markets.
- Level 2 - Investments reflect prices that are based on a similar observable asset, either directly or indirectly, which may include inputs in markets that are not considered to be active.
- Level 3 - Investments reflect prices based upon unobservable sources.

The categorization of investments within the hierarchy is based upon the pricing transparency of the instrument and should not be perceived as the particular investment's risk.

Investments classified in Level 1 of the fair value hierarchy are valued directly from a predetermined primary external pricing vendor. Assets classified in Level 2 are subject to pricing by an alternative pricing source due to lack of information available by the primary vendor.

The valuation of the Authority's investments measured at fair value at December 31, 2019, is as follows:

| | Level 1 | Level 2 | Level 3 | Total |
|---|-----------------------|----------------------|-------------|-----------------------|
| Investments Reported at Fair Value | | | | |
| Cash and Cash Equivalents | \$ 74,637,888 | \$ 3,517,745 | \$ - | \$ 78,155,633 |
| Fixed Income Securities | | | | |
| U.S. Treasury Obligations | 42,296,627 | - | - | 42,296,627 |
| U.S. Agency Obligations | 761,220 | 20,924,393 | - | 21,685,613 |
| Corporate Debt Instruments | 8,571,124 | 2,389,439 | - | 10,960,563 |
| State and Municipal Bonds | - | 1,456,764 | - | 1,456,764 |
| Total Investments Reported at Fair Value | <u>\$ 126,266,859</u> | <u>\$ 28,288,341</u> | <u>\$ -</u> | <u>154,555,200</u> |
| Investments Not Reported at Fair Value | | | | |
| Repurchase Agreements | | | | <u>7,391,300</u> |
| Total Investments | | | | <u>\$ 161,946,500</u> |

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 5. Fair Value (Continued)

The valuation of the Authority's investments measured at fair value at December 31, 2018, is as follows:

| | Level 1 | Level 2 | Level 3 | Total |
|---|----------------------|----------------------|-------------|----------------------|
| Investments Reported at Fair Value | | | | |
| Cash | \$ 16,655,075 | \$ - | \$ - | \$ 16,655,075 |
| Fixed Income Securities | | | | |
| U.S. Treasury Obligations | 2,493,735 | - | - | 2,493,735 |
| U.S. Agency Obligations | 13,502,783 | 24,764,725 | - | 38,267,508 |
| Total Investments Reported at Fair Value | | | | |
| | <u>\$ 32,651,593</u> | <u>\$ 24,764,725</u> | <u>\$ -</u> | <u>57,416,318</u> |
| Investments Not Reported at Fair Value | | | | |
| Repurchase Agreements | | | | <u>7,391,300</u> |
| Total Investments | | | | |
| | | | | <u>\$ 64,807,618</u> |

The Retirement Plan Fund's investments, which consist of mutual funds, are reported at fair value totaling \$9,199,436 at December 31, 2019, and are considered level 1 investment

The Retirement Plan Fund's investments, which consist of mutual funds, are reported at fair value totaling \$7,442,397 at December 31, 2018, and are considered level 1 investment

Note 6. Long-Term Obligations

The following summarizes the changes in the Authority's long-term obligations for the year ended December 31, 2019:

| | January 1, 2019 | Additions | Deletions | December 31, 2019 | Due Within One Year | Over One Year |
|--------------------------|----------------------|-------------------|-----------------------|----------------------|------------------------|----------------------|
| Bonds Payable | \$ 80,005,000 | \$ - | \$ (9,800,000) | \$ 70,205,000 | \$ 10,245,000 | \$ 59,960,000 |
| Adjustments: Premiums | | | | | | <u>7,574,701</u> |
| | | | | | | 67,534,701 |
| Compensated Absences | 943,500 | 167,216 | - | 55,018 | 33,201 | 21,817 |
| | <u>\$ 80,948,500</u> | <u>\$ 167,216</u> | <u>\$ (9,800,000)</u> | <u>\$ 70,260,018</u> | <u>\$ 10,278,201</u> | <u>\$ 67,556,518</u> |

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 6. Long-Term Obligations (Continued)

The following summarizes the changes in the Authority's long-term obligations for the year ended December 31, 2018:

| | January 1, 2018 | Additions | Deletions | December 31, 2018 | Due Within One Year | Over One Year |
|--------------------------|----------------------|-------------|-----------------------|----------------------|------------------------|----------------------|
| Bonds Payable | \$ 88,500,000 | \$ - | \$ (8,495,000) | \$ 80,005,000 | \$ 9,800,000 | \$ 70,205,000 |
| Adjustments: Premiums | | | | | | 8,788,418 |
| | | | | | | <u>78,993,418</u> |
| Compensated Absences | 1,003,201 | - | (129,267) | 943,500 | 565,450 | 378,050 |
| | <u>\$ 89,503,201</u> | <u>\$ -</u> | <u>\$ (8,624,267)</u> | <u>\$ 80,948,500</u> | <u>\$ 10,365,450</u> | <u>\$ 79,371,468</u> |

Bonds

Long-term debt activity for the years ended December 31, 2019 and 2018, was as follows:

| | Series 2012 Bonds | Series 2014 Bonds | Total |
|----------------------------------|----------------------|----------------------|----------------------|
| Balance January 1, 2019 | \$ 31,205,000 | \$ 48,800,000 | \$ 80,005,000 |
| Additions | - | - | - |
| Maturities/Refinancing | (2,340,000) | (7,460,000) | (9,800,000) |
| Balance December 31, 2019 | \$ 28,865,000 | \$ 41,340,000 | \$ 70,205,000 |
| Due Within One Year | \$ 2,470,000 | \$ 7,775,000 | \$ 10,245,000 |

| | Series 2012 Bonds | Series 2014 Bonds | Total |
|---------------------------|----------------------|----------------------|----------------------|
| Balance January 1, 2018 | \$ 34,785,000 | \$ 53,715,000 | \$ 88,500,000 |
| Additions | - | - | - |
| Maturities/Refinancing | (3,580,000) | (4,915,000) | (8,495,000) |
| Balance December 31, 2018 | <u>\$ 31,205,000</u> | <u>\$ 48,800,000</u> | <u>\$ 80,005,000</u> |
| Due Within One Year | <u>\$ 2,340,000</u> | <u>\$ 7,460,000</u> | <u>\$ 9,800,000</u> |

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 6. Long-Term Obligations (Continued)

Bonds (Continued)

The Authority's bond issues outstanding as of December 31, were as follows:

| | 2019 | 2018 |
|---|----------------------|---------------|
| 2012 Series, Refunding Bonds, interest rates between 3.0% and 5.0%, due in annual principal debt service requirements ranging from \$465,000 to \$10,270,000, final payment due July 2027. | \$ 28,865,000 | \$ 31,205,000 |
| 2014 Series, Refunding Bonds, interest rates between 2.0% and 5.0%, due in annual principal debt service requirements ranging from \$1,975,000 to \$7,910,000, final payment due July 2025. | 41,340,000 | 48,800,000 |
| | 70,205,000 | 80,005,000 |
| Plus Unamortized Net Premium | 7,574,701 | 8,788,418 |
| Less Current Maturities | (10,245,000) | (9,800,000) |
| Long-Term Debt Less Current Maturities | \$ 67,534,701 | \$ 78,993,418 |

The principal and interest on the Authority's bonds are payable from the proceeds of the levy and collection of legally pledged taxes as described in Note 1. The Series 2012 and Series 2014 Bonds are solely the obligation of the Authority and not of the State of Louisiana or any other agency or political subdivision thereof.

The Authority was in compliance with its bond covenants as of December 31, 2019 and 2018.

The annual requirements to amortize all bonds as of December 31, 2019, were as follows:

| | 2012 Bond Series | | 2014 Bond Series | | Total | | Total |
|--------------|----------------------|---------------------|----------------------|---------------------|----------------------|----------------------|----------------------|
| | Principal | Interest | Principal | Interest | Principal | Interest | |
| 2020 | 2,470,000 | 1,408,100 | 7,775,000 | 1,951,000 | 10,245,000 | 3,359,100 | 13,604,100 |
| 2021 | 1,595,000 | 1,284,600 | 5,640,000 | 1,562,250 | 7,235,000 | 2,846,850 | 10,081,850 |
| 2022 | 1,680,000 | 1,204,850 | 5,915,000 | 1,280,250 | 7,595,000 | 2,485,100 | 10,080,100 |
| 2023 | 1,770,000 | 1,120,850 | 6,210,000 | 984,500 | 7,980,000 | 2,105,350 | 10,085,350 |
| 2024 | 465,000 | 1,032,350 | 7,910,000 | 674,000 | 8,375,000 | 1,706,350 | 10,081,350 |
| 2025-2027 | 20,885,000 | 2,499,400 | 7,890,000 | 336,700 | 28,775,000 | 2,836,100 | 31,611,100 |
| Total | \$ 28,865,000 | \$ 8,550,150 | \$ 41,340,000 | \$ 6,788,700 | \$ 70,205,000 | \$ 15,338,850 | \$ 85,543,850 |

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 7. Unearned Revenue

A summary of the unearned revenue, consisting primarily of rental payments, was as follows as of December 31:

| | 2019 | 2018 |
|--------------------------|---------------------|--------------|
| Customer Prepayments | \$ 4,899,262 | \$ 4,896,606 |
| Less Current Portion | 3,855,170 | 3,960,387 |
| Long-Term Portion | \$ 1,044,092 | \$ 936,219 |

Note 8. Taxes

The following summarizes tax receivables and revenue as of and for the years ended December 31:

| | 2019 | | 2018 | |
|---------------------------------------|----------------------|----------------------|---------------|---------------|
| | Receivables | Revenue | Receivables | Revenue |
| 3% Hotel Occupancy Tax | \$ 5,411,023 | \$ 36,960,516 | \$ 5,573,089 | \$ 37,210,947 |
| State Economic Development | 1,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| Hotel Occupancy/Food and Beverage Tax | 3,647,195 | 22,378,318 | 3,584,551 | 22,020,190 |
| Service Contractors and Tour Tax | 601,180 | 2,532,288 | 450,225 | 2,652,035 |
| RTA Tax | 4,025,918 | 2,476,120 | 1,549,798 | 3,120,882 |
| Collection Fees | - | (1,004,624) | - | (1,015,701) |
| Total | \$ 14,685,316 | \$ 65,342,618 | \$ 13,157,663 | \$ 65,988,353 |

Note 9. Food and Beverage Revenue

Under the contractual agreement with the vendor allowed to operate with the Convention Center, the Authority receives various food and beverage revenue. For the years ended December 31, 2019 and 2018, the Authority earned \$7,668,448 and \$9,561,231, respectively, in food and beverage revenue.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 10. Cooperative Endeavor Agreements

In March 2002, the Authority entered into a cooperative endeavor agreement with the Louisiana Restaurant Association and the Greater New Orleans Hotel-Motel Association. The cooperative endeavor agreement obligates the Authority to fund a general operating reserve equal to 150% of its annual operating budget. The amount of the operating reserve recognized at December 31, 2019 and 2018 is \$85,783,453 and \$81,131,488, respectively.

In March 2015, the Authority entered into a cooperative endeavor agreement with the State of Louisiana, Office of Facility Planning and Control of the Division of Administration to undertake enhancement of the Convention Center and installation of basic infrastructure to facilitate establishment and development of the Convention Center District. The estimated cost of the project is approximately \$142,000,000. Under the terms of the agreement, the Authority agrees to provide a match of not less than 25% of the estimated cost of the project.

In September 2015, a cooperative endeavor agreement was made between the Authority, the City of New Orleans, New Orleans & Company, and the Louisiana Department of Public Safety: Public Safety Services, Office of Louisiana State Police (LSP) in order to further enhance public safety for the continued economic development of the historic French Quarter in the City of New Orleans. The agreement was contingent upon the successful levy of a 0.2495% sales tax by the French Quarter Economic Development District, which passed in October 2015. Under the terms of the agreement, the Authority will remit \$1,000,000 per year throughout the life of the agreement for the purpose of funding additional full time LSP officers. The term of the agreement began on January 1, 2016 and will continue through December 31, 2020.

In October 2016, a cooperative endeavor agreement was made between the Authority and the City of New Orleans in order to redevelop Convention Center Boulevard and Spanish Plaza. During 2017, under the terms of the agreement, the Authority deposited \$12,500,000 into an escrow account to fund traffic relocation and offsite improvements to Convention Center Boulevard and \$7,500,000 into an escrow account for improvements at Spanish Plaza in conjunction with the City's master plan to turbocharge the riverfront for the tri-centennial of New Orleans. The CEA was amended in December 2019, granting the release of \$6,000,000 from the escrow fund and transfer of those funds to the Sewerage and Water Board of New Orleans.

In addition, the Authority will remit up to \$2,900,000 to the City to satisfy a prior CEA with the City and contribute \$150,000 toward the City's master downtown traffic study. As of December 31, 2019, the Authority has paid \$1,923,781 of the \$2,900,000 to the City of New Orleans.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 10. Cooperative Endeavor Agreements (Continued)

In December 2016, the Authority entered into a cooperative endeavor agreement with the New Orleans Culinary and Hospitality Institute (NOCHI) for the acquisition of immovable property to facilitate the education and training of employees for the local hospitality industry and to provide additional available space for the Authority. On January 31, 2017, the Authority purchased, from NOCHI, the Louisiana ArtWorks building located at 725 Howard Avenue, New Orleans, for \$12,033,953. As part of the agreement, NOCHI entered into a 40-year lease of the building with the Authority. Under the terms of the agreement, \$4,000,000 of the purchase price was deposited into an escrow account for payment of leasehold improvements and repairs and maintenance to the property as required under the lease.

In March 2017, the Authority entered into a cooperative endeavor agreement with the City of New Orleans to enhance public safety for residents, employees, and visitors. The Authority will contribute \$23,000,000 toward the city-wide public safety improvement plan. Under the terms of the agreement, the Authority has made payments of \$20,197,183 to reimburse the City for amounts expended toward the project. In April 2018, the duration of the CEA was extended through December 2018. In June 2019, the CEA was extended through December 2019. In December 2019, the CEA was amended to release \$2,000,000 of the balance to be contributed for transfer to the Sewerage and Water Board of New Orleans.

In June 2017, the Authority entered into a cooperative endeavor agreement with New Orleans & Company to enhance international travel to New Orleans in conjunction with the commencement of British Airways operating nonstop flights from New Orleans to London in March 2017. Under the terms of the agreement, the Authority agrees to reimburse New Orleans & Company up to a maximum of \$2,250,000 over a period of three years.

In November 2017, the Authority entered into a cooperative endeavor agreement with New Orleans & Company, the Board of Commissioners for the Port of New Orleans, and the Audubon Commission for cooperative funding for the development of the Governor Nicholls and Esplanade wharves and riparian land. Under the terms of the agreement, the Authority has committed to contribute \$9,000,000. As of December 31, 2019, the Authority has provided funding of \$9,000,000.

In December 2017, a cooperative endeavor agreement was made between the Authority, the City of New Orleans, and the Downtown Development District to accomplish the public purpose of enhancing public services available to the homeless population of New Orleans by collaborating in the design, remodeling, and operation of a low barrier shelter for local homeless people. Under the terms of the agreement, the Authority agrees to provide an annual sum of \$250,000 over the five-year term of the agreement, to fund the operation of the shelter.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 10. Cooperative Endeavor Agreements (Continued)

In August 2019, the Authority entered into a cooperative endeavor agreement with the Sewerage and Water Board of New Orleans, the City of New Orleans, RiverSphere One, LLC, and the Port of New Orleans, whereby the Authority will secure ownership of certain properties and right of way, and will contribute \$28,000,000 to the Sewerage and Water Board of New Orleans. As of December 31, 2019, the Authority has contributed \$28,000,000.

Note 11. Commitments and Contingencies

Self-Insurance

For 2019 and 2018, the Authority is self-insured for medical claims up to \$150,000 per participant. In 2019 and 2018, the aggregate for claims liability was \$5,089,532 and \$5,073,552, respectively. The Authority has commercial insurance to cover any excess. The Authority has an external third-party administrator for health insurance claims. Changes in claims liability during the years ended December 31, were as follows:

| | Beginning of Year Liability | Current Year Claims and Changes in Estimates | Claim Payments | Balance at Year-End |
|------|--|---|---------------------------|--------------------------------|
| 2018 | \$ 219,369 | \$ 2,622,650 | \$ (2,622,650) | \$ 219,369 |
| 2019 | 219,369 | 2,151,754 | (2,151,754) | \$ 219,369 |

Contingencies

The Authority is obligated under various contracts and initiatives for projects ongoing to the improvements and maintenance of the Convention Center and its property.

The Authority's ability to receive the necessary taxes and other cash sources is dependent on other third parties.

Note 12. Pension Plans

The Authority has a Retirement Plan Fund which is a defined contribution 401(a) plan. The Authority makes contributions to the 401(a). Full-time employees are eligible for the plans following 30 days of employment. The number of participants in the 401(a) plan as of December 31, 2019 and 2018 are 595 and 574, respectively. Participants in the plan have separate accounts. The Authority contributes 2% of covered employees' annual salaries to the 401(a) plan. In addition, the Authority contributes to the 401(a) plan a 50% match, up to 8% of the employees' contributions to the 457(b) plan. The Authority's contributions to the 401(a) plan totaled \$954,938 and \$877,694, for the years ended December 31, 2019 and 2018, respectively.

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY

Notes to Financial Statements

Note 12. Pension Plans (Continued)

The Authority has a defined contribution 457(b) plan. The Authority's employees make contributions to the 457(b) plan. Full-time employees are eligible for the plans following 30 days of employment. Employee contributions to the 457(b) plan totaled \$1,123,473 and \$1,020,023, for the years ended December 31, 2019 and 2018, respectively.

Note 13. Recently Issued Accounting Standards

In June 2017, the GASB issued Statement No. 87. The objective of GASB Statement No. 87, *Leases*, is to better meet the information needs of the financial statement users by improving accounting and financial reporting for leases by governments. This Statement increases the usefulness of governments' financial statements by requiring recognition of certain lease assets and liabilities for leases that were previously classified as operating leases and recognized as inflows of resources or outflows of resources based on the payment provisions of the contract. It establishes a single model for lease accounting based on the foundational principle that leases are financings of the right to use an underlying asset. Management is still evaluating the potential impact of adoption on the Authority's financial statements. The requirements of this Statement are effective for reporting periods beginning after December 15, 2019.

In June 2018, the GASB issued Statement No. 89. The objective of GASB Statement No. 89, *Accounting for Interest Cost Incurred before the End of a Construction Period*, is to establish accounting requirements for interest cost incurred before the end of a construction period. Management is still evaluating the potential impact of adoption on the Authority's financial statements. The requirements of this Statement are effective for reporting periods beginning after December 15, 2019.

Note 14. Subsequent Event

In March 2020, the City of New Orleans and the State of Louisiana reported that there were confirmed cases of residents testing positive for the coronavirus. In addition, the World Health Organization has declared the coronavirus outbreak a pandemic. As a result of the outbreak of the coronavirus, the Authority has experienced cancellations of certain events. As of the date of this report, the Authority is not able to estimate the financial impact the coronavirus may have.

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OTHER SUPPLEMENTARY INFORMATION

ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY
Schedule of Compensation, Benefits, and Other Payments to Agency Head
For the Year Ended December 31, 2019

Agency Head Name: Michael J. Sawaya

| Purpose | Amount |
|---|---------------|
| Salary | \$ 289,688 |
| Benefits - Insurance | \$ 26,725 |
| Benefits - Retirement | \$ 18,755 |
| Benefits - Vision, Dental, LTD, LTC, Life | \$ 2,557 |
| Car Allowance | \$ 10,000 |
| Travel | \$ 4,233 |
| Registration Fees | \$ 2,603 |
| Other (Meals, Entertainment, Parking) | \$ 4,912 |
| Cell Phone | \$ 900 |

Louisiana Revised Statute 24:513(A)(3) as amended by Act 706 of the 2014 Regular Legislative Session requires that the total compensation, reimbursements, and benefits of an agency head or political subdivision head or chief executive officer related to the position, including but not limited to travel, housing, unvouchered expense, per diem, and registration fees be reported as a supplemental report within the financial statements of local government and quasi-public auditees. In 2015, Act 462 of the 2015 Regular Session of the Louisiana Legislature further amended LRS 24:513(A)(3) to clarify that nongovernmental entities or not-for-profit entities that received public funds shall report only the use of public funds for the expenditures itemized in the supplemental report.

See independent auditor's report.

**REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING
AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF
FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH
GOVERNMENT AUDITING STANDARDS**

Independent Auditor's Report

To the Board of Commissioners
Ernest N. Morial New Orleans Exhibition Hall Authority

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the financial statements of Ernest N. Morial New Orleans Exhibition Hall Authority (the Authority) as of and for the year ended December 31, 2019, and the related notes to the financial statements, which collectively comprise the Authority's basic financial statements, and have issued our report thereon dated April 16, 2020.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Authority's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Authority's internal control. Accordingly, we do not express an opinion on the effectiveness of the Authority's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of an entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Authority's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Authority's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Authority's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Under Louisiana Revised Statute 24:513, this report is distributed by the Louisiana Legislative Auditor as a public document.

A Professional Accounting Corporation

Metairie, LA
April 16, 2020

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ERNEST N. MORIAL NEW ORLEANS EXHIBITION HALL AUTHORITY
Schedule of Findings and Responses
For the Year Ended December 31, 2019

Part I - Summary of Auditor's Results

Financial Statements

| | |
|---|---------------|
| Type of auditor's report issued | Unmodified |
| Internal control over financial reporting | |
| • Material weakness(es) identified? | No |
| • Significant deficiency(ies) identified? | None Reported |
| Noncompliance material to financial statements noted? | No |

Part II - Financial Statement Findings

None

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COMMITTEE REPORTS



FINANCE &
AUDIT
COMMITTEE
REPORT

STATEMENT OF NET POSITION – FEBRUARY 2020 AND 2019

| | ASSETS AND DEFERRED OUTFLOWS OF RESOURCES | 2020 | 2019 |
|----|--|-----------------------|-----------------------|
| 1 | Current unrestricted assets | \$ 63,260,799 | \$ 86,021,324 |
| 2 | Designated and restricted assets | 226,237,538 | 233,612,177 |
| 3 | Property, buildings and equipment, net | 363,345,793 | 348,298,867 |
| 4 | Deferred outflows of resources | 1,418,612 | 1,681,043 |
| 5 | <i>TOTAL ASSETS AND DEFERRED OUTFLOWS OF RESOURCES</i> | <u>\$ 654,262,741</u> | <u>\$ 669,613,410</u> |
| | LIABILITIES AND NET POSITION | | |
| 6 | Unrestricted current liabilities | \$ 13,844,886 | \$ 13,490,486 |
| 7 | Restricted current liabilities | 11,360,836 | 10,383,190 |
| 8 | Long-term liabilities | 68,951,993 | 80,148,716 |
| 9 | <i>TOTAL LIABILITIES</i> | 94,157,715 | 104,022,392 |
| 10 | <i>TOTAL NET POSITION</i> | <u>560,105,026</u> | <u>565,591,018</u> |
| 11 | <i>TOTAL LIABILITIES & NET POSITION</i> | <u>\$ 654,262,741</u> | <u>\$ 669,613,410</u> |

STATEMENT OF REVENUES, EXPENSES & CHANGES IN NET POSITION – FEBRUARY 2020 AND 2019

| | Month | Year | Prior Year | 2020 BUDGET | | | | | |
|----|---|--------------|----------------|----------------|--------------|-----------|----------------|----------------|---------------------|
| | | | | to Date | to Date | to Date | Variance | % Variance | Budget Year to Date |
| 1 | Operating Revenues | \$ 3,519,126 | \$ 6,743,696 | \$ 6,981,944 | \$ (238,248) | -3.41% | \$ 7,578,547 | \$ (834,851) | 12.38% |
| 2 | Operating Expenses | 4,533,779 | 8,667,223 | 7,963,085 | (704,137) | -8.84% | 9,894,224 | 1,227,001 | 12.40% |
| 3 | Operations before Depreciation and non-capital, one-time projects | (1,014,653) | (1,923,527) | (981,141) | (942,386) | -96.05% | (2,315,677) | (392,150) | 20.39% |
| 4 | Non-capital, one-time projects | 49,869 | 49,869 | 1,840 | (48,029) | -2610.55% | 224,894 | 175,025 | 77.83% |
| 5 | Non-capital, development expenses | 5,227 | 19,987 | 58,081 | 38,094 | 65.59% | 10,834 | (9,153) | -84.48% |
| 6 | (Gain)/Loss on disposal of assets | - | - | (1,200) | (1,200) | 100.00% | - | - | 0.00% |
| 7 | Depreciation | 1,560,954 | 3,119,323 | 2,796,715 | (322,608) | -11.54% | 2,773,512 | (345,811) | -12.47% |
| | Income (Loss) before nonoperating revenues (expenses) and capital contributions | (2,630,703) | (5,112,706) | (3,836,577) | (1,276,129) | -33.26% | (5,324,917) | (212,211) | 3.99% |
| 8 | Nonoperating revenues (expense) | 4,897,636 | 10,524,058 | 9,166,870 | 1,357,188 | 14.81% | 9,501,984 | 1,022,074 | 10.76% |
| 9 | Increase (Decrease) in net position | 2,266,933 | 5,411,352 | 5,330,293 | 81,059 | 1.52% | 4,177,067 | (1,234,285) | -29.55% |
| 10 | Balance, beginning of year | | 554,693,674 | 560,260,725 | - | | 554,693,674 | - | |
| 11 | Balance, end of year | | \$ 560,105,026 | \$ 565,591,018 | \$ 81,059 | | \$ 558,870,741 | \$ (1,234,285) | |

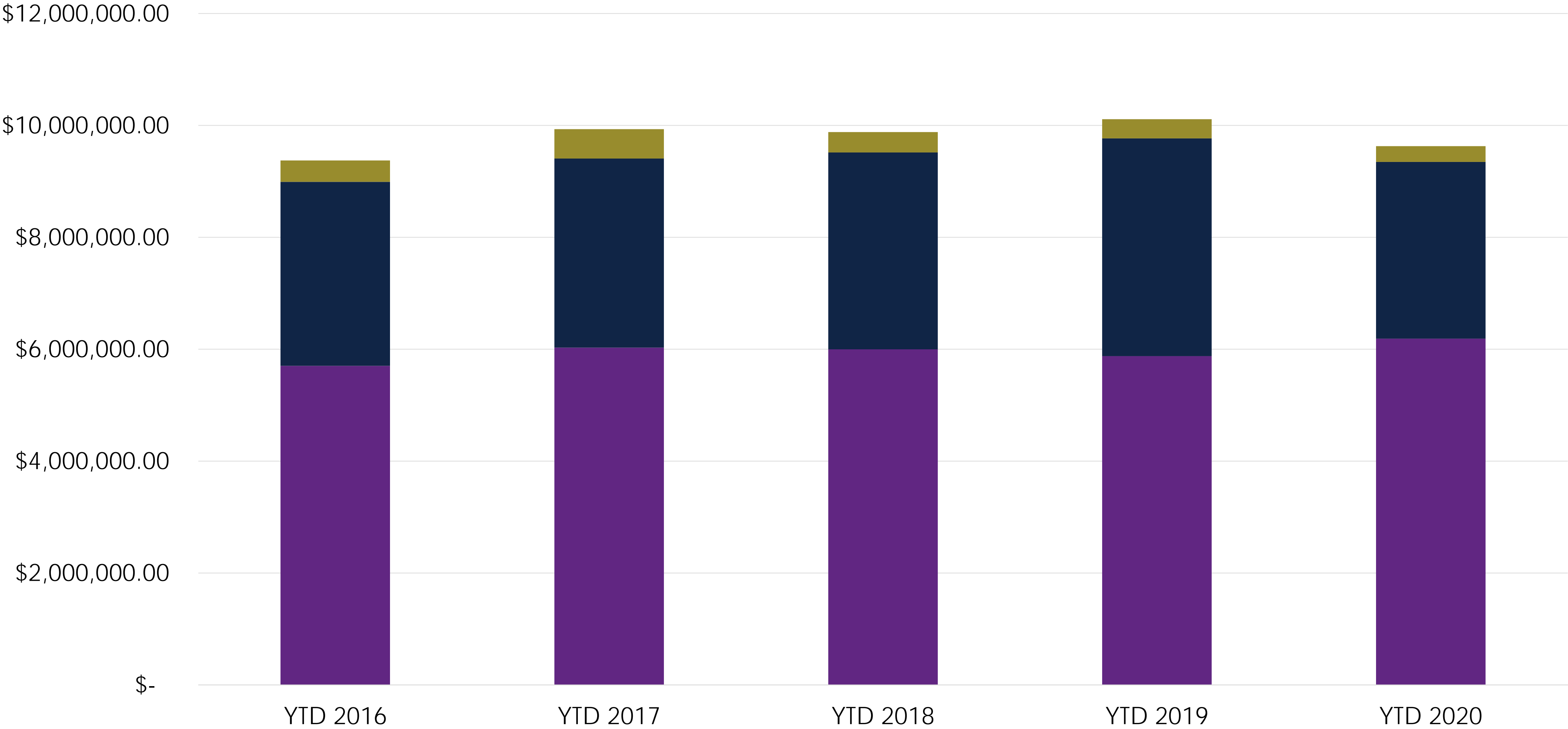
STATEMENT OF CASH FLOWS – FEBRUARY 2020 AND 2019

| | <u>2020</u> | <u>2019</u> |
|---|------------------------------|------------------------------|
| 1 Net cash provided by (used in) operating activities | \$ (2,607,347) | \$ (3,676,488) |
| 2 Net cash provided by noncapital financing activities | 5,144,725 | 6,840,536 |
| 3 Net cash used in capital and related financing activities | (5,754,590) | (5,052,790) |
| 4 Net cash provided by (used in) investing activities | <u>(417,504)</u> | <u>1,768,421</u> |
| 5 Net increase (decrease) in cash and cash equivalents | <u>(3,634,716)</u> | <u>(120,321)</u> |
| 6 Cash and cash equivalents at beginning of year | <u>110,073,593</u> | <u>237,286,951</u> |
| 7 Cash and cash equivalents at month end | <u><u>\$ 106,438,877</u></u> | <u><u>\$ 237,166,630</u></u> |

AUTHORITY TAX COLLECTIONS

2016-2020

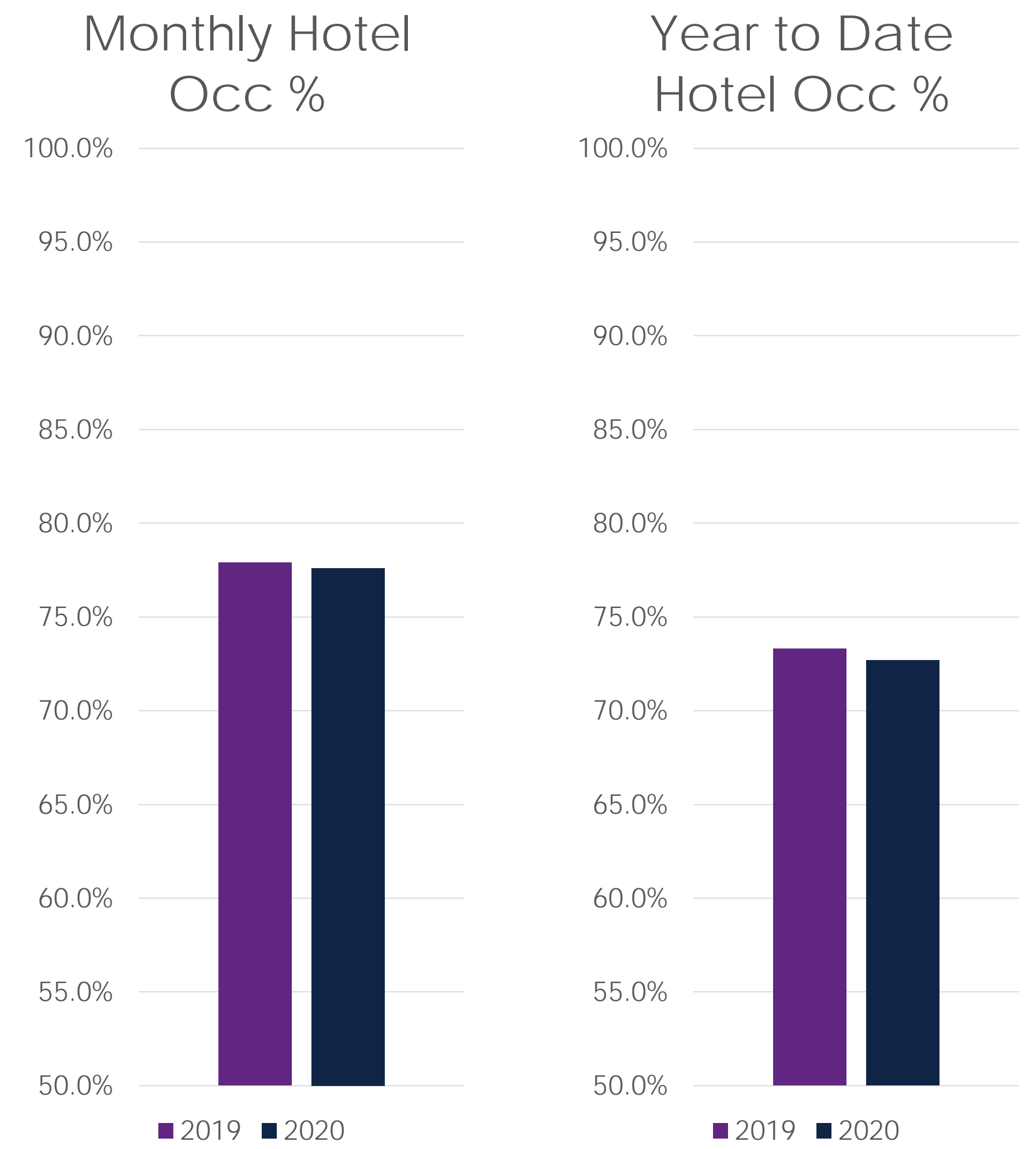
February Tax Collections



■ Hotel ■ Hotel Occ/F&B ■ Svc Cont/Tour ■ RTA ■ State Econ

Annual Budget = \$66,400,000.00

FEBRUARY HOTEL STATISTICS



2019 YTD Rev/Par = \$134.88; 2020 YTD Rev/Par = \$144.32

COOPERATIVE ENDEAVOR AGREEMENTS – FEBRUARY 2020

| <u>CITY OF NEW ORLEANS</u> | Contract Amount | 2020 Amount Expended | Cummulative Expended | Execution Of Current Contract | Expiration Of Current Contract |
|--|-------------------|----------------------|----------------------|-------------------------------|--------------------------------|
| Public Safety French Quarter | 5,000,000 | - | 4,000,000 | 1/1/2016 | 12/31/2020 |
| Convention Center Boulevard Traffic Reconfiguration (includes Spanish Plaza) | 17,050,000 | - | 7,529,484 | 10/26/2016 | 10/25/2026 |
| Public Safety and Homeland Security Enhancements | 21,000,000 | - | 20,197,183 | 1/1/2019 | 12/31/2019 |
| Low Barrier Shelter | 1,250,000 | - | 500,000 | 12/19/2017 | 12/31/2022 |
| | | - | | | |
| | | - | | | |
| Total: City of New Orleans | 44,300,000 | - | 32,226,667 | | |

Total CEAs 44,300,000 - 32,226,667

5 YEAR CAPITAL PLAN – FEBRUARY 29, 2020

| 5 Year Capital Plan | Expected 2020 Projects | 5 Year Capital Budget | Actual Project to Date | 2020 Budget | 2020 Actuals YTD |
|---|--------------------------------|-----------------------|------------------------|---------------------|--------------------|
| Projects Under Construction | | | | | |
| | Linear Park | | 46,457,244 | | 4,227,987 |
| | Morial Memorial | | 1,552,409 | | 1,696 |
| | TOTAL | \$66,000,000 | \$48,009,653 | \$21,000,000 | \$4,229,683 |
| Projects Ready To Bid | | | | | |
| | Restrooms | | 633,608 | | 6,234 |
| | I-Coves (*part of project) | | 45,925 | | 741 |
| | TOTAL | \$17,000,000 | \$679,533 | \$12,500,000 | \$6,975 |
| Major Improvements | | | | | |
| | First Floor Public Area | | 110,877 | | 0 |
| | Hall G Entrance (Multi-Modal | | 0 | | |
| | Henderson Entrance | | 10,596 | | 0 |
| | Meeting Rooms & Prefunction | | 1,828,942 | | 7,061 |
| | TOTAL | \$240,000,000 | \$1,950,414 | \$23,400,000 | \$7,061 |
| Hotel Related | | | | | |
| | Parking Garage | | 1,098,457 | | 189,982 |
| | Bridge To Hotel | | | | |
| | TOTAL | \$37,000,000 | \$1,098,457 | \$2,000,000 | \$189,982 |
| Building Infrastructure Improvements | | | | | |
| | Digital Directional Signage | | 1,125,418 | | 0 |
| | Exhibit Hall Lighting Retrofit | | 216,000 | | 0 |
| | Roof Replacement | | 19,249 | | 0 |
| | IT Upgrades | | 106,833 | | 0 |
| | Annual Capital Projects | | 6,496,100 | | 242,901 |
| | TOTAL | \$140,000,000 | \$7,963,600 | \$25,300,000 | \$242,901 |
| Potential Projects - Not Funded | | | | | |
| | Capital Contingency | 31,000,000 | 0 | 0 | |
| Site Improvements | | | | | |
| | | \$26,000,000 | \$3,235,091 | \$2,000,000 | \$41,612 |
| | | \$557,000,000 | \$62,936,748 | \$86,200,000 | \$4,718,213 |

CONTRACTS EXECUTED: RESOLUTION 2019.4

Provide Design Services for Centerplate Build Out

- Contractor Information
 - Studio Kiro
New Orleans, LA
- SEB/DBE Certification and/or Participation:
 - Yes
- Contract Amount:
 - Total Contract: \$22,249.00

Provide Printing Services

- Contractor Information
 - City Blueprint & Supply Company
New Orleans, LA
- SEB/DBE Certification and/or Participation:
 - Yes
- Contract Amount:
 - Total Contract: \$70,000.00

Provide Parking Consultant Services

- Contractor Information
 - DESMAN, Inc.
New York, NY
- SEB/DBE Certification and/or Participation:
 - Yes
 - Jemison & Partners, Inc.
- Contract Amount:
 - Total Contract: \$35,000.00



SMALL &
EMERGING
BUSINESS
COMMITTEE
REPORT

SMALL & EMERGING BUSINESS OPPORTUNITY PROGRAM

APRIL 2020 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.

SEB/DBE Contract Awards:

- C-0744 Provide Casualty Insurance Agent Services; (Martin Insurance)
- C-1610 Replace Walk-in Coolers in Concession Stands; (Colmex Construction)
- C-1622 Provide Skylight Repairs; (Star Auto Glass)
- C-1493 Procurement of Networking Supplies; (Balthazar Elektriks)
- C-1630 Remove and Replace Phase III Service Corridor Lighting (Affinity Construction Group, LLC)

Current Opportunities:

- RFP Marquee Replacement Solution
- Furnish & Install Restroom Renovations
- Furnish & Install Central Plant Control Room Improvements
- Furnish & Install I-Cove Renovations
- Procurement of Automated External Defibrillators
- Request for Proposals to Provide Internet Services
- Procurement of Tape

SEB Consultant Action Status:

- Continued working collaboratively with MCCNO team on innovative approaches to breaking down barriers to entry for SEB and DBE businesses developing objectives for staff training, community outreach and laser focus on projects that have opportunities for participation.
- Assisted staff to develop the SEB Virtual Session Initiative
- Completed The “Connect to more” campaign TV spot
- February & March SEB Webpage: 714 views and 24 New SEBs/DBEs registered
- There were eight (8) social media posting: 18,495 views, 2156 reach, 1,217 likes
- SEBconnect App: 93 downloads, YTD **302**