



**MINUTES OF THE BOARD MEETING  
OF THE  
INDUSTRIAL DEVELOPMENT BOARD  
CITY OF NEW ORLEANS, LA, INC.**

**MARCH 12, 2013 AT 12:30 PM  
21ST FLOOR CONFERENCE ROOM  
1340 POYDRAS - THE AMOCO BUILDING**

**Present:**

Laura H. Brown  
Elijah M. Feinstein  
George V. Perez, Jr.  
Allison B. Randolph, III  
Eric B. Strachan

Susan P. Good  
Walter C. Flower, III  
Alan H. Philipson  
Darrel J. Saizan, Jr.  
C. David Thompson

Eugene J. Green, Jr.  
Dr. Ronald French  
Marshall Cleland Powell  
Theodore Sanders

**Absent:**

Justin Augustine, III

**Also Present:**

Sharon Martin, Administrator, IDB  
Joy Matthews, Admin. Assistant, IDB  
Ronald Sholes, Adams & Reese, Bond Counsel

**Guests:**

Ben Myers, City Business  
Matt Schwartz, Domain Co.  
King Logan, Logan Branding  
Tanya Pope, Paidia  
Ted Kirn, Office of Assessor Errol Williams  
Jeb Bruneau, Advantous Consulting, LLC  
Sara Pagones, The Advocate  
Scott Neimeyer, Deep South Studios  
Melissa Ehlinger, New Orleans Business Alliance  
Michell Strickland, Office of Mayor Mitchell Landrieu  
M. Hammer, Pontchartrain Capital  
David Cusimano, Pontchartrain Capital  
Steve Molnar, Entergy, New Orleans  
Max Vorhoff, New Orleans Business Alliance  
Tony Cacioppi, Road Sprinkler Fitters  
Michael Mancuso, Elkins, PLC  
Stan McDaniel, The McDaniel Group  
Bruce Egler, Times-Picayune  
Ryan Berni, City of New Orleans

Aimee Quirk, City of New Orleans  
Ernest Gethers, City of New Orleans  
Patrick Quinn, Premier Brokerage  
Lee Ann Seaman, Primeview  
Carol Rocque, Damon Rocque Securities Corp.  
Lauren Jordell, Sabiston Consultants  
Randy McKee, McKee Law Firm, LLC

President, Walter C. Flower III, called the meeting to order at 12:35 PM. A roll call was conducted and a quorum confirmed. Introductions by all guests were held. By motion of Mr. Alan H. Philipson and seconded by Dr. Ronald French, the Board voted unanimously to approve the minutes of the January Board meeting.

### **STARLIGHT STUDIOS**

A final draft of the Lease Agreement was presented for approval Mr. Flower requested a motion for approval of the final form of the Lease Agreements each of which contained the specific PILOT terms and claw backs in Article IV. A motion was presented by Mr. C. David Thompson and seconded by Mr. Philipson. The Board voted unanimously for approval of the final form of the Lease Agreement, the PILOT and the claw backs, as well as the signing of the resolution.

### **DEEP SOUTH STUDIOS**

Mr. Scott Neimeyer, presented an overview of an application to be submitted to the IDB. The proposed project includes a film production campus to be located in Algiers Point on 34 acres of land, offering stages, sound studios and production facilities. The total project proposes 300 jobs during construction, 20 permanent jobs and an additional 75 - 100 jobs during any contracted production. It also proposes as part of its offering in Phase II, a media and educational facility. Total cost of the project is \$50M. The Developer plans to submit the proposal within the next 90 days.

Mr. Eli Feinstein stated that in light of the fact that he and Mr. Neimeyer have done business in the past, he [Feinstein] will recuse himself from any voting on the project.

### **DAG/PROVIDENT SIX FLAGS UPDATE**

Mr. David Garcia, DAG/Provident representative, provided an update on the current status of their project based on their 2011 proposal for the construction of a large upscale outlet mall. A Concession Agreement among the Developer, the City and the IDB was executed in November 2012. Since that time, the Developers have been conducting due diligence. However, with the outlet mall proposed by the Howard Hughes Corporation for The Riverwalk, with consideration of the current market reality, it appears unlikely that an anchor tenant would locate in both The Riverwalk and the Six Flags site. Thus it seems virtually impossible at this time to move forward with the Six Flags upscale outlet mall as proposed. Currently, he explained, the project is stuck in "limbo". He suggested that perhaps the City and the IDB could promote a possible joint venture with the Howard Hughes Corp. to maximize benefits for the City - a collaborative effort. To date, the Dag/Provident developers request for such a meeting has had no response.

To be prepared, in the chance that such a meeting can take place, they will continue conducting due diligence. This includes some of the other aspects of their proposal including, theme park, amphitheater, and hotel.

Mr. Philipson supported the idea of the meeting with the Hughes Corporation and suggested that the City could join in and help facilitate this endeavor. He further suggested that the City should not allow such a project as that proposed by DAG/Provident to get away. Board members collectively expressed their disappointment and concern in the possibility of the Six Flags project not moving forward. Mr. Garcia said they, as developers, are willing to make the Hughes Corporation a partner in the N. O. East project and they are sure the proposed project would be a success. Mr. Randolph also urged the City to help facilitate a meeting with the Hughes Corporation.

Ms. Aimee Quirk, Advisor to the Mayor for Economic Development, interjected that these overlapping and similar projects were challenging issues for the City. She understands that Mr. Garcia has been in discussion with the Hughes Corporation and the City has encouraged Mr. Garcia, but only the Hughes Corporation could speak to this issue. The City cannot take sides but can work as a collaborative. Mr. Garcia stated that a collaboration with the Hughes Corporation could be a win-win situation were it to materialize.

Other discussions, concerns and questions were expressed including other possible tenants. Mr. Garcia expressed the importance of having an anchor tenant and stated that they will explore other options if the Riverwalk project moves forward..

### **FINANCIAL REPORT**

Mrs. Susan Good, Secretary-Treasurer, presented a proposed budget of \$187,548. By motion of Dr. French, and seconded by Mr. Randolph, the Board voted unanimously to accept the proposed budget. No amount was included for Crescent City Job/Match program in the 2013 budget. However, the budget can be amended if the Board decides to fund the project in the future.

### **UPDATES**

Mr. Flower advised that with regards to the Six Flags site, a recent visit determined additional fence damage. Ms. Martin was asked to obtain quotes for the repairs. He informed the Board that there was a \$500 increase in the services provided by the auditors for the 2012 audit. Ms. Martin was also asked to see if the auditors would offer a contract for the next three years. By motion of Mrs. Good and seconded by Mr. Philipson, the Board voted unanimously to accept a 3-year contract from auditors Carr Riggs if the proposed rate remains the same.

Mr. Flower then informed the Board that the Chase operating account was exceeding the \$250K limit protected by the FDIC. Based on the inquiries made by the office, it is determined that Crescent Bank is offering a one-year CD at 0.75% and Gulf Coast Bank is offering money market accounts at 0.25% . The Board then voted to have the Secretary-Treasurer establish accounts to protect the interests of the IDB, allowing a minimum of \$100K per account and not more than \$250K.

## **ELECTIONS**

Elections were held. Mr. Thompson, expressed thanks to Mr. Flower for his commitment to the IDB, and offered the following slate of candidates: Mr. Alan Philipson, President; Mr. Allison Randolph, Vice President; and Mrs. Susan Good, Secretary Treasurer. No other nominations were made and by motion of Mr. Thompson, seconded by Dr. French, the Board voted unanimously for the slate of candidates as proposed.

Mr. Flower expressed his continued support of the IDB. He will remain on board as a Board Member and will continue to move the threshold of the Job/Match program.

## **ADMINISTRATOR'S REPORT**

Ms. Sharon Martin, Administrator, presented her report for the month, highlighting, in particular, the many calls for use of the Six Flags site, continued work with the City's Treasury re PILOT payments, the status of the request for barricades from the DOTD on which an approval is expected any day now, research of bank offerings for certificates of deposit, an on-site inspection by the La. Worker's Comp Committee, work with Beth Zeigler of Whitney in re collection of annual administrative fees and securing the 2013 lease for office space with the City. The new lease is for 10 months as the City has not yet decided if it is going to renew the contract on the building. Mr. Ernest Gethers was asked to obtain an answer as to whether or not the City would be renegotiating its lease with the Amoco Building.

The meeting adjourned at 1:42PM.

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Susan P. Good, Secretary/Treasurer