

**MINUTES OF THE “ZOOM” BOARD MEETING  
OF THE  
INDUSTRIAL DEVELOPMENT BOARD  
of the  
CITY OF NEW ORLEANS, LOUISIANA, INC.  
March 9, 2021**

**Present:**

Mindy Brickman  
Lesli D. Harris  
Alan H. Philipson  
C. David Thompson

Susan P. Good  
Edith G. Jones  
Darrel J. Saizan, Jr.

Eugene J. Green, Jr  
Lisa S. Mazique  
Rachel Shields

**Absent:**

Walter C. Flower, III  
Theodore C. Sanders, III  
Kea Sherman  
Iam C. Tucker

**Also Present:**

Sharon Martin, Administrator, IDB  
Joyce Matthews, Administrative Assistant, IDB  
David Wolf, Adams & Reese, Bond Counsel

**Guests:**

Alexcar Short, Friends of Joe Brown Park  
Andy O’Brien, NOLA Film Training  
Eric  
EDR Host  
Jeffrey Schwartz, City’s Office of Economic Development  
Melanie Craig  
Leigh Ferguson  
Claudia Celestand  
Eva Washington  
Jorge’s iPhone  
Dawn Hebert  
Wendell Armant  
Steven Kennedy  
Tonya Pope  
Jacqueline Edmond  
Lisa Ross  
Caroline Register  
Joyce Taylor  
Samantha Romain  
Paul Zulli  
Desha Greely  
George Rabb  
Henry Lucio

Ira Middleberg  
Andrew Valenti  
Kevin Kiernan, Kiernan-West  
Courtney Stuckwisch-Wong, City's Office of Economic Development  
Susie Dudis  
Wayne McCormack  
S. Gaskins  
Darren Mire  
L. M. Ambrose  
Jeffrey Yapp  
Jordan Debeux  
Chester Williams, Chester Electric, LLC  
Jerry Cook  
Eddie Rantz  
Andrew O'Brien, Building Trades  
Toni Hackett Antrum  
Miranda Whimmer  
Patrick Schindler, Melp & Mag  
Luis Banos, Melp & Mag

President, Alan H. Philipson, called the meeting to order at 12:06 PM. A roll call confirmed a quorum.

There was a verbal introduction of guests.

### **APPROVAL MINUTES**

The President requested a motion for approval of the February 9, 2021 minutes. Same was offered by Mrs. Edith Jones with a second by Ms. Lesli Harris. By a unanimous vote by the Board, the minutes of February 9, 2021 were approved.

The President sought an approval from the Board for a change to the agenda wherein the Six Flags update from the City would follow as the second agenda item to accommodate the schedule of the City representatives. Same was approved by the Board unanimously.

### **MELP & MAG, LLC**

IDB counsel, David Wolf, reminded the Board that at the IDB's February meeting, preliminary approval was granted to the Developers for the construction of a commercial and retail development at Melpomene and Magazine. After review and discussion, the Developers were asked to restructure their request with the focus of increasing the PILOT. The first year of the PILOT would start at \$25K per year, once development was placed in service, (using a completion date of 2025). Thereafter, there would be an annual increase in the PILOT. Mr. Wolf emphasized that this project would be the first under the newly structured language of the lease agreement which language will serve to reduce IDB risk during construction. Transfer of the property into the name of the IDB would occur when a Certificate of Occupancy is issued.

Developer representatives, Patrick Schindler and Luis Banos, thanked the Board and provided a summary of the pluses of their project. Mr. Schindler advised that the Melp & Mag team would

begin coordinating DBE outreach as soon as all documents have been approved. The Developer was encouraged by board members to not use a single source during their DBE bid outreach.

After discussions, the President requested a motion to approve the Resolution submitted by IDB counsel, a copy of which is attached and made a part hereof. Same was offered by Mr. Eugene Green and seconded by Mrs. Mindy Brickman.

The President opened the floor for public comments and questions.

Mr. Steven Kennedy was recognized and offered to assist the Developers in their DBE outreach efforts to ensure a successful project. Staff agreed to provide both parties with contact information.

After public comments, the Board voted unanimously to approve the Resolution, approving the PILOT in the Melp and Mag development.

## **CITY UPDATES RE DXC AND SIX FLAGS**

### **DXC Update**

Mr. Wolf provided an overview of the Cooperative Endeavor Agreement (CEA) between the IDB and the City, wherein the IDB agreed to a yearly contribution of \$150,000 for ten years in the collective incentives of the State, the City and the IDB to DXC in meeting certain yearly employment targets. The amount due is subject to notification from the City to the IDB by April 25<sup>th</sup> of each year, with payment due by April 30<sup>th</sup>. Further, the CEA allows for a formula such that should the employment target not be met in any given year, the amount due by the IDB would be reduced accordingly. In 2019, after notification, the IDB made a reduced payment to the City due to the shortfall of DXC in meeting the employment benchmark for 2018. Mr. Wolf noted that the amount due by the IDB in 2020 for year 2019 was not received timely. The IDB did not pay the amount due in 2020 since notification had not been received and the 2020 amount remained in the budget at year end. The consensus, based on his discussion with some of the IDB members, is that the IDB should make the 2020 payment in accordance with the notice received. He suggested that upon Board approval, when the 2021 announcement from the City is received, that both amounts should be paid. He emphasized to do so is subject to board approval.

Further response and update on this matter was deferred to Jeffrey Schwartz, Director of Economic Development of the City and Mrs. Courtney Stuckwisch-Wong, Special Projects Manager of the Office of Economic Development. Mr. Schwartz agreed with the overview of Mr. Wolf but added that COVID and other administrative changes at DXC delayed the report delivery. The report was received in late 2020 by the City, with review by the City taking place shortly thereafter. He stated that hiring is ramping up and that DXC now has two co-leads on the ground working with the City. No future delays in reporting are expected. Mr. Schwartz advised there was a 19% shortfall related to the 2020 benchmarks, creating a reduce payment due totaling \$121,675.

The President requested a motion approving payment of the 2020 amount of \$121,675 with both 2020 and 2021 payments being made in 2021. Same was offered by Mrs. Susan Good, and was seconded by Mr. Green.

The floor was opened for board members comments. Mr. Darrel Saizan expressed his support for the project but registered concern for ensuring locals are hired, and that monitoring was in effect, holding DXC accountable for same, which was the premise in voting for the incentive by the Board. This included DXC's commitments to colleges and universities in the City and around the

State are being met. Mr. Schwartz assured that locals are being hired and that pay scales are commensurate with tech and web-related companies, with all metrics of tracking and monitoring in place. He confirmed to the Board the State's investment in the company of \$25M for tech colleges and university systems, and the creation of jobs for New Orleanians. He added, however, there were no specific requirements related to demographics but the City works to ensure there is an equity lens in the process. Mrs. Stuckwisch-Wong advised that there is a 300-employee per year hiring commitment and it is a tough target. So far, however, 90% of the employees at DXC are from Orleans Parish and/or just outside Orleans Parish.

There being no other comments by the Board, the floor was opened to the public. There were no comments from the public.

The President opened the floor for a vote. There being no opposition, the Board voted unanimously to include the 2020 DXC payment of \$121,675, based on 2019 review, and paying both DXC payments (2020 and 2021) in 2021 once notice is received from the City.

### **FINANCIALS**

Mrs. Good, Secretary-Treasurer, began her report, advising there were no current reports to present at this time due to family health issues of the accountant. A preliminary financial report for January was received but because December financials required adjusting, that presentation of the report is being withheld until completion of all reports.

### **SIX FLAGS**

#### **RFQ Update**

Mr. Schwartz thanked the IDB for its cooperation in approving the extension of the CEA. The extension has provided the City the opportunity to move forward with the RFQ. He updated that the RFQ process was delayed due to Covid. The start of the process began shortly before Christmas and was closed timely at the end February. A robust number of responses were received. It was hoped that the planned timing of the process would allow a report of the results of the first round to be presented to the Board at this meeting. However, the final review of the responses have not yet been completed. While he is limited to the information to be made public at this time, he advised that a variety and range of proposals/responses – some familiar and some not as familiar - were received. A conflict caused a pause in the process when it was discovered that a member of the Selection Committee had a business/working relationship with one of the respondents. The member was replaced thus creating the need to reschedule the open meeting. The next meeting, a public meeting, is scheduled for March 16. After the March 16 meeting, a shortlist will be announced regarding those who will participate in the second round and, at which time, the City will engage members of the Board and Councilmember Cyndi Nguyen. The original process is being followed, including a 30-day second round. The Selection Committee hopes to name a winning respondent. After the second round. Once selected, he stated, the Respondent will enter a CEA giving the respondent site control. Mrs. Stuckwisch-Wong added that due to COVID, the public meeting will be a “call” meeting for participation. Access to the meeting information will be posted on the City's website calendar at [nola.gov/jazzland](http://nola.gov/jazzland). Mr. Schwartz added, in response to a question, that more than 5 responses were received without adding any more details.

### **Six Flags film contracts**

Ms. Sharon Martin, IDB Administrator, advised that of the two pending requests, the NCIS potential cancelled. The remaining pending agreement is with a Natalie Metzger and it appears to

be moving forward with signing of an agreement for nearly three weeks of leasing. There are other inquiries with possibility.

### **Insurance**

**Nothing to report.**

### **Other Business**

Mrs. Jones reminded the President that at the last board meeting there was discussion of the creation of a committee to review DBE/local hire goals and targets. She inquired as to the status and progress of the committee and its discussions concerning the attainment or lack thereof by developers in reaching the goals. The President apologized for not having followed through. He stated that he planned to ask board members Ms. Kea Sherman, as chair, along with Mr. Green and Ms. Iam Tucker if they would serve.

### **New Business**

There was no new business

### **Other Business**

The President opened to the floor to public comment.

Mr. Chester Williams of Chester Electric, LLC, announced that he was invited to the meeting by Paul Zulli, business manager for the IBEW. He informed of his status as a DBE and thanked the board for its contract with L&R Security at Six Flags. He also expressed his respect for the work of the IDB and offered his assistance to the committee as a DBE business. The President thanked Mr. Williams and noted the IDB will consider his offer.

Ms. Martin updated the Board concerning an inquiry/complaint registered by Mrs. Lisa Ambrose concerning debris at Six Flags and further down Michoud. The debris was removed. Mrs. Ambrose has since sent a letter of appreciation to the IDB thanking it for the efforts in upkeep of those properties owned by the IDB. The President thanked Ms. Martin for her diligence in maintaining the site and other work related to the site.

Mrs. Good made a request that all guests place their name on the Zoom meeting screen to ensure that all guests are accounted.

There being no further business, President called for a motion to adjourn. Same was offered by Ms. Lesli Harris and seconded by Mrs. Jones. The meeting adjourned at 12:58PM.

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**Susan P. Good**  
**Secretary/Treasurer**