

CONTRACT FISCAL INFORMATION SHEET

PLEASE COMPLETE THIS FORM AND ATTACH TO CONTRACT WHEN IT IS TIME TO ROUTE CONTRACT FOR APPROVALS AND SIGNATURES.

CONTRACTOR'S NAME: Greater New Orleans Sports Foundation (Operations)

CONTRACTOR'S ADDRESS: 2020 St. Charles Ave., New Orleans, LA 701230

CONTRACTOR'S FEDERAL ID#72-1129835 or

SOCIAL SECURITY # _____

CONTRACTOR'S CONTACT PERSON: John "Jay" Cicero, President /Yve Phillips

CONTRACTOR'S TELEPHONE: 504-525-5678

EMAIL ADDRESS: yphillips@gnosf.org

TOTAL CONTRACT AMOUNT: \$544,050 Amendment Amount: N/A

CONTRACT PERIOD: 10/01/11-07/15/2012

FUNDING AGENCY: DCRT, Office of Tourism

SOURCE OF FUNDS: Agency Appropriation (N/A)
State: 100%
Federal _____ Percent
Self-generated _____ Percent

Organ. 6786	Object 4160	Sub object	Reporting Cat. 7213
Organ. _____	Object _____	Sub Object _____	Reporting Cat. _____
Organ. _____	Object _____	Sub Object _____	Reporting Cat. _____

BRIEF DESCRIPTION OF SERVICES:

An agency appropriation is being provided to support expenditures associated with the operations of the Greater New Orleans Sports Foundation for the purpose of negotiating to bring major sports events to the city of New Orleans and Louisiana for economic development benefits.

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Name	Type	City	Status
GREATER NEW ORLEANS SPORTS FOUNDATION	Non-Profit Corporation	NEW ORLEANS	Active

Previous Names

NEW ORLEANS SPORTS FOUNDATION (Changed: 12/28/1992)

Business: GREATER NEW ORLEANS SPORTS FOUNDATION

Charter Number: 34310593 N

Registration Date: 8/3/1988

Domicile Address

2020 ST. CHARLES AVE.
NEW ORLEANS, LA 70130

Mailing Address

2020 ST. CHARLES AVE.
NEW ORLEANS, LA 70130

Status

Status: **Active**
Annual Report Status: **In Good Standing**
File Date: 8/3/1988
Last Report Filed: 7/15/2011
Type: Non-Profit Corporation

Registered Agent(s)

Agent:	DAVID R. SHERMAN
Address 1:	ONE GALLERIA BLVD., STE. 1100
City, State, Zip:	METAIRIE, LA 70001
Appointment Date:	12/9/1988

Officer(s)

Additional Officers: No

Officer:	RON GARDNER
Title:	Officer
Address 1:	433 BOLIVAR ST., ROOM 816-C
City, State, Zip:	NEW ORLEANS, LA 70112
Officer:	DAVID SHERMAN
Title:	Officer
Address 1:	ONE GALLERIA BLVD., STE. 1100
City, State, Zip:	METAIRIE, LA 70001

Amendments on File (2)

Description	Date
Restated Articles	12/9/1988
Name Change	12/28/1992

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**STATE OF LOUISIANA
COOPERATIVE ENDEAVOR AGREEMENT**

THIS COOPERATIVE ENDEAVOR is made and entered into on the dates and at the places listed below, by and between the Department of Culture, Recreation and Tourism, Office of Tourism of the State of Louisiana, hereinafter referred to as "State" and/or "Agency," and the Greater New Orleans Sports Foundation, Inc. officially domiciled at 2020 St. Charles Avenue, New Orleans, Louisiana 70130, hereinafter referred to as "Contractor" or "GNOSF".

WITNESSETH:

WHEREAS, Article VII, Section 14(c) of the Constitution of the State of Louisiana provides that for a public purpose, the state and its political subdivisions...may engage in cooperative endeavors with each other, with the United States or its agencies, or with any public or private association, corporation, or individual;" and

WHEREAS, in accordance with La. R.S. 51:1254, the Louisiana Office of Tourism was established to be responsible for the design, plan, development, and implementation of the effective and accurate promotion of Louisiana's history, culture, art, folklife, recreational and leisure opportunities, natural and scenic resources, transportation, cuisine, sites, attractions, accommodations and events. The office is mandated to encourage and assist local governmental and private sector development for the promotion of tourism; and

WHEREAS, Act 12 of the 2011 Regular Session of the Louisiana Legislature, which was adopted in accordance with Article VII, Section 11, of the Constitution of the State of Louisiana, contains an appropriation within the Agency's budget for the benefit of the Greater New Orleans Sports Foundation in the amount of **FIVE HUNDRED FORTY-FOUR THOUSAND FIFTY AND NO/100 (\$544,050.00) DOLLARS**; and

WHEREAS, the Greater New Orleans Sports Foundation, Incorporated is a non-profit 501 (c) (4) organization whose mission is to attract, coordinate and manage sporting events that will have a positive economic impact on the state of Louisiana as well as the Greater New Orleans area. The organization recruits, bids on, organizes, and manages sporting events on behalf of the state of Louisiana and the City of New Orleans for tourism and economic development purposes; and

WHEREAS, the Greater New Orleans Sports Foundation will collaborate with governing bodies of nationally known sports organizations (event owners, coordinators, managers and representatives) to stay informed regarding opportunities to host events, and engage in bidding procedures to secure prospective events for Louisiana. GNOSF will develop budget, evaluate and analyze potential events to estimate the potential economic impact on the state and New Orleans and bid on the event if economically feasible. Upon securing an event, GNOSF will be responsible for fulfilling all obligations to include planning, coordinating activities, building collaborations, marketing, execution and management to ensure a successful event; and

WHEREAS, the State wishes to support the operations of the Greater New Orleans Sports Foundation by providing supplemental funding for general operations and to support events as per the attached Budget, Exhibit B; and

WHEREAS, WHEREAS, the Contractor will ensure that the State is recognized as a sponsor of any event that the Contractor successfully recruits to Louisiana, through verbal acknowledgement, in printed

promotional pieces, press releases, advertisements, internet media, and in other publicity efforts associated with promoting the events; and

WHEREAS, it is anticipated that the public benefits of maintaining awareness of Louisiana as a prominent destination for sporting events and presenting a positive image of the state as a unique and desirable business and tourism travel destination are proportionate to obligations undertaken by the State. Louisiana's economy and tourism industry will benefit from this endeavor.

NOW THEREFORE, in consideration of the mutual covenants herein contained, the parties hereto agree as follows:

SCOPE OF SERVICES

The Contractor shall use the appropriated funds to supplement expenditures associated with normal business operations, which includes maintaining a professional staff for the solicitation and bidding for events, public relations activities, promotional efforts, and for coordination, hosting and management of sporting events held in and around the Greater New Orleans region.

Specifically, the Contractor shall:

1. Maintain standard operations by retaining a qualified and experienced professional staff to provide services and ensure financial accountability for payment of salaries, office and equipment rentals, supplies, and services involving the solicitation, management and hosting of sports event as per the attached budget, Exhibit B.
2. Maintain New Orleans' and Louisiana's competitiveness in the solicitation of events by keeping Louisiana actively involved in attracting sporting events, through attending meetings and/or conferences, participating in bidding processes, coordinating involvement in sports activities on the national level, and through the execution and management of sporting events that will benefit Louisiana's economy. Contractor agrees to utilize available opportunities to present Louisiana's business and tourism resources, to maintain Louisiana's eminence as a unique and desirable travel destination for tourism related activities and sporting events;
3. Secure sporting events that will stimulate economic growth as well as stimulate business-related activities that will generate tax revenue for the state and local economy;
4. Generate positive media publicity and tourism interest in the City of New Orleans and the state of Louisiana through continuous participation with national and international sports associations and organizations, in order to stay knowledgeable regarding trends related to sports events.
5. Utilize public relations and media opportunities to acknowledge the support of the Louisiana Office of the Lieutenant Governor and the Department of Culture, Recreation and Tourism to maintain Louisiana's prominence as a competing state for major sporting events.
6. Ensure that the Louisiana Office of the Lieutenant Governor and the Department of Culture, Recreation and Tourism are prominently recognized as sponsors of Louisiana sporting events by prominently inserting the State's official tourism logo "**Louisiana Pick Your Passion**" in printed promotional materials where possible and by verbally recognizing the State's support when possible in all publicity efforts. For advertisements and related promotional information regarding Louisiana tourism, Contractor shall contact Misty Valasquez at the Office of Tourism,

Programs and Services department.

7. Prominently insert Louisiana's official tourism logo "**Louisiana Pick Your Passion**" on the homepage of the official website of the Greater New Orleans Sports Foundation, and provide a link to www.LouisianaTravel.com. The mark "**Louisiana Pick Your Passion**" is owned by the Louisiana Department of Culture, Recreation and Tourism and may only be used with the permission of DCRT.
8. Submit **Progress Reports (Exhibit C)** to the State at least **quarterly**, which shall provide a detailed description of services and activities performed consistent with the terms of the Scope of Services. The report shall include marketing and public relations activities, bidding activities, developments including sporting event opportunities for the state, challenges, successes and other services and/or initiatives, consistent with the provisions, goals and objectives to be achieved as a result of this cooperative endeavor.

Initiatives may include business collaborations, public relations efforts, sports-related business travel activities, meetings, event developments, conferences and other activities that are necessary to stay competitive in promoting, hosting, and securing bids to include:

- Planning, coordination, execution and management of contracted events (event transportation, signage, hospitality, equipment, officials, supplies, etc);
 - Advertising, publicity, sales activities, and fundraising efforts for current contracted events (ticket sales, sponsorships, merchandising, promotions, etc);
 - Economic development, business and professional collaborations involving hotels, use of New Orleans area business facilities, local vendors services for events, etc;
 - Collaborations with local, regional and national media outlets to publicize, promote, and produce positive media attention including, broadcasts, articles, stories and electronic media coverage of events.
 - Meetings and conferences, press releases, associated with sporting events.
 - Competitive bidding activities
 - Collaborative partnerships with key stakeholders to increase economic impact.
9. Contractor shall an invoice at least quarterly with **Itemized Cost Reports with any request for reimbursement**, which shall provide a full accounting of expenses consistent with the attached **Budget, Exhibit B**. The invoice shall note services preformed, and the total amount being requested, which combined total shall not exceed the maximum amount payable. All invoices must be supported by a detailed listing of expenses and supporting documentation for each expense in compliance with the projected **Budget (Exhibit B)**.
 10. Upon conclusion of all services Contractor shall submit a **Final Report** of the outcome of this endeavor (must be submitted with the final request for reimbursement) to determine if goals and objectives were achieved (see **Exhibit A**). Contractor shall provide summarized details which shall include but are not limited to information regarding meetings, initiatives, travel activities, marketing and advertising activities, other publicity efforts, bidding activities, secured events, collaborations developed, and any information available regarding the economic impact of the events that are secured. Contractor must also provide documentation to verify recognition of the State's support of this endeavor, which shall include copies of programs for events, other printed promotional materials that recognize the State's support, media/press releases and/or media clippings, proof of internet publicity for the State, and a full accounting of all

expenditures. Contractor agrees to submit the **Final Report** not later than **July 15, 2012**.

PAYMENT TERMS

In consideration of the services described above, the State hereby agrees to reimburse the Contractor in an amount not to exceed the total sum of **FIVE HUNDRED FOURTY FOUR THOUSAND FIFTY AND NO/100 (\$544, 050.00.00) DOLLARS**, which sum is inclusive of all expenses to be paid by State in connection with the services to be provided under this agreement. No state funds shall be remitted for any items that are not listed in the **Budget (Exhibit B)**, without prior written approval of State. Travel expenses if any, shall be allocated in the attached Budget (Exhibit B), and are reimbursable only in accordance with Division of Administration Policy and Procedure Memorandum No. 49. Payment will be made only upon approval of the State's assigned Contract Monitor, Jack Warner, his supervisor, designee or successor.

Upon substantial progress and/or satisfactory completion of services, Contractor shall submit **Progress Reports (Exhibit C)** at least quarterly, accompanied by an **Itemized Cost Report**, an original invoice on organization official letterhead, and supporting documentation for all expenses. Supporting documentation shall include copies of invoices, billing statements, staff payroll, work requisitions, receipts, checks, bank statements or transactions, signed agreements, signed work orders and other appropriate records that reflect incurred expenses. Other items of proof of services may include copies activity/event programs, itineraries, work logs, event sign in sheets, copies of publicity materials, etc., which shall also be attached to the Progress Report. All original documentation to support the reimbursement request must be maintained by the Contractor and is subject to audit, as hereinafter stated.

Payment is contingent upon the continued availability of funds and upon the approval of this agreement by the director to the Louisiana Division of Administration, Office of Contractual Review.

If it is determined by the State's Contract Monitor or by an audit that State funds were expended on non-reimbursable expenses, the recipient will be required to repay the State in accordance with the State's terms.

If it is found in any audit that the Contractor defaulted on the agreement, breached the terms of the agreement, or ceased to do business in Louisiana, it shall be required to repay the state in accordance with the State's terms or requirements.

The Contractor is notified that no funds appropriated under Act 12 of the 2011 Regular Legislative Session shall be transferred to a public or quasi-public agency or entity which is not a budget unit of the state unless the Contractor executes a copy of this Agreement and submits to Agency for approval, a Comprehensive Budget showing all anticipated uses of the appropriation, an estimate of the duration of the project, and a plan showing specific goals and objectives for the use of such funds, including measures of performance. The Agency shall submit the Agreement, the Budget, and any other required information to the Legislative Auditor for approval at ebudgets@lla.la.gov.

TAXES

The Contractor hereby agrees that the responsibility for payment of taxes from the funds thus received under this agreement and/or legislative appropriation shall be the Contractor's obligation and identified under Federal tax identification number **72-1129835**.

TERMINATION FOR CAUSE

The State may terminate this agreement for cause based upon the failure of Contractor to comply with the terms and/or conditions of the agreement; provided that the State shall give Contractor written notice specifying Contractor's failure. If within thirty (30) days after receipt of such notice, Contractor shall not have either corrected such failure or, in the case which cannot be corrected in thirty (30) days, begun in good faith to correct said failure and thereafter proceeded diligently to complete such correction, then the State may, at its option, place Contractor in default and the agreement shall terminate on the date specified in such notice. Contractor may exercise any rights available to it under Louisiana law to terminate for cause upon the failure of the State to comply with the terms and conditions of this agreement; provided that the Contractor shall give the State written notice specifying the State's failure and a reasonable opportunity for the State to cure the defect.

TERMINATION FOR CONVENIENCE

The State may terminate this agreement at any time by giving thirty (30) days written notice to Contractor. Upon receipt of notice, Contractor shall, unless the notice directs otherwise, immediately discontinue the work and placing of orders, for materials, facilities, services and supplies in connection with the performance of this Agreement. Contractor shall be entitled to payment for deliverables in progress, to the extent work has been performed satisfactorily.

OWNERSHIP

All records, reports, documents and other material delivered or transmitted to Contractor by the State shall remain the property of the State, and shall be returned by Contractor to the State, at Contractor's expense, at termination or expiration of this agreement. All records, reports, documents, or other material related to this agreement and/or obtained or prepared by Contractor in connection with performance of the services contracted for herein shall become the property of the State, and shall, upon request, be returned by Contractor to the State at the Contractor's expense at termination or expiration of this agreement.

ASSIGNMENT

Contractor shall not assign any interest in this agreement and shall not transfer any interest in same (whether by assignment or novation), without prior written consent of the State, provided however, that claims for money due or to become due to Contractor from the State may be assigned to a bank, trust company, or other financial institution without such prior written consent. Notice of any such assignment or transfer shall be furnished promptly to the State.

FINANCIAL DISCLOSURE

The Contractor shall be audited in accordance with R.S. 24:513. If the amount of public funds received by the Contractor is below the amount for which an audit is required under R.S. 24:513, the Agency shall monitor and evaluate the use of the funds to ensure effective achievement of the goals and objectives.

AUDITOR'S CLAUSE

It is hereby agreed that the Legislative Auditor of the State of Louisiana, and/or the Office of the Governor, Division of Administration auditors shall have the option of auditing all records and accounts of Contractor's that relate to this agreement.

Contractor and any subcontractors paid under this agreement shall maintain all books and records pertaining to this agreement for a period of three years after the date of final payment under the prime contract and any subcontract entered into under this agreement.

AMENDMENTS IN WRITING

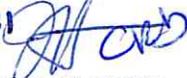
Any alteration, variation, modification, or waiver of provisions of this agreement shall be valid only when it has been reduced to writing, executed by all parties, and approved by the Director of the Louisiana Division of Administration Office of Contractual Review.

FISCAL FUNDING CLAUSE

The continuation of this agreement is contingent upon the legislative appropriation of funds to fulfill the requirements of the agreement. If the legislature fails to appropriate sufficient monies to provide for the continuation of the agreement, or if such appropriation is reduced by the veto of the Governor or by any means provided in the appropriations act to prevent the total appropriation for the year from exceeding revenues for that year, or for any other lawful purpose, and the effect of such reduction is to provide insufficient monies for the continuation of the agreement, the agreement shall terminate on the date of the beginning of the first fiscal year for which funds are not appropriated.

TERM OF CONTRACT

This agreement shall begin on ~~October 1, 2011~~ and shall terminate on **July 15, 2012**.

IC July 15, 2011 

DISCRIMINATION CLAUSE

The Contractor agrees to abide by the requirements of the following as applicable: Title VI of the Civil Rights Act of 1964 and Title VII of the Civil Rights Act of 1964, as amended by the Equal Employment Opportunity Act of 1972, Federal Executive Order 11246, the Federal Rehabilitation Act of 1973, as amended, the Vietnam Era Veteran's Readjustment Assistance Act of 1974, Title IX of the Education Amendments of 1972, the Age Discrimination Act of 1975, the fair Housing Act of 1968, as amended and Contractor agrees to abide by the requirements of the Americans with Disabilities Act of 1990.

Contractor agrees not to discriminate in its employment practices, and will render services under this contract without regard to race, color, religion, sex, national origin, veteran status, political affiliation, or disabilities. Any act of discrimination committed by Contractor, or failure to comply with these statutory obligations when applicable shall be grounds for termination of this agreement.

THUS DONE AND SIGNED AT Baton Rouge, Louisiana on the 12th day of October, 2011.

WITNESSES:

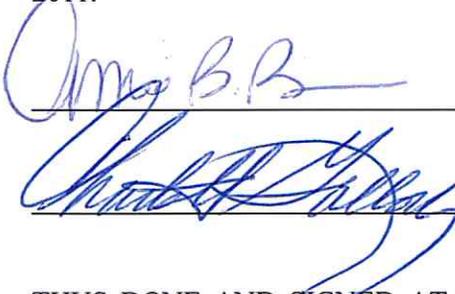
DEPARTMENT OF CULTURE, RECREATION AND TOURISM





Jim Hutchinson, Assistant Secretary
Office of Tourism

THUS DONE AND SIGNED AT Baton Rouge, Louisiana on the 12 day of October, 2011.





Charles R. Davis, Deputy Secretary
Department of Culture, Recreation and Tourism
Office of the Lieutenant Governor

THUS DONE AND SIGNED AT New Orleans, Louisiana on the 17th day of OCTOBER, 2011.

WITNESSES:

GREATER NEW ORLEANS SPORTS FOUNDATION, INC.





John J. Cicero, President/Chief Executive Officer

Exhibit A

Agency Name: Office of Tourism
Contractor's Name: Greater New Orleans Sports Foundation, Inc.
Contract Monitor: Jack Warner, Deputy Assistant Secretary of Tourism

Goal: The goal of the endeavor is to provide supplemental funding to support the general operations of the Greater New Orleans Sports Foundation, for the purpose of maintaining Louisiana's competitiveness in the sporting world; to keep the sports events that are currently under contract, and to assist GNOSF in the continuation of bids for future sports events that are economically feasible for the state and the City of New Orleans.

Objectives include:

- Retaining experienced and professional staff through competitive salaries and benefits;
- Efficiently implementing and managing with financial accountability all operations, securing the success of current contracted events (event transportation, signage, hospitality, equipment, official, supplies, etc.);
- Managing and marketing of current contracted events (ticket sales, sponsorship, merchandising, advertising, fundraising, promotions, etc);
- Maintaining marketing and management activities that are necessary to maintain and/or secure new events (or event bids) and key convention site visits to maintain (or create) key relationships and remain competitive in the sports events industry;
- Performing the necessary research, production and presentations to secure bids for future events;
- Creating economic opportunities for businesses through generating hotel room night stays, generating opportunities to utilize the New Orleans business facilities and other economic activity for local vendors who provide services related to travel; and
- Working with local, regional and national media to produce positive articles, stories and electronic media coverage of the event to bring attention to the State.

Deliverables: Deliverables include documentation for services to include copies of publicity materials produced that recognize the State as a supporting sponsor of Louisiana sports events, public acknowledgement of the State's support when opportunities are present, quarterly Progress Reports as specified in the Scope of Services, Itemized Cost Reports, the Final Report of services with supporting documentation for expenses, and information to support the leveraging a return on the State investment through economic impact data to support the need for sporting events both secured and in bid consideration.

Performance Measures: The Contractor's performance will be measured by: 1) accurate and precise accounting for expenses in accordance with the attached Budget, Exhibit B, supported by documentation for all expenditures; 2) the number of sporting events retained by New Orleans and the state 3) number of bids produced to attract events; 4) size of new sports events secured; 5) level of active involvement and participation in national sports activities as well as bidding for events on the national level, 6) estimated economic impact of events on the City and Louisiana, measured by revenue generated, the number of hotel room nights generated and the impact on other businesses and services and 7) by the amount of exposure that the Louisiana Office of Tourism receives as a sponsoring supporter through public relations efforts and media activities.

Monitoring Plan: Jack Warner, Deputy Assistant Secretary of Tourism will serve as the State's Contract Monitor and will ensure performance in compliance with the terms of this agreement in the following

manner:

- Contract Monitor will maintain contact as necessary and will review Progress Reports and supporting documentation for services to ensure that deliverables are being complied with in accordance with the terms of the agreement.
- Contract monitor will review and verify services and cost reporting against the submitted invoice(s), as compared to the submitted budget to ensure compliance prior to authorizing the release of payment to Contractor.
- Contract Monitor will review the Final Report at the conclusion of services to analyze the effectiveness of this endeavor and to determine whether or not the stated goals and objectives have be met in terms of the performance measures. A performance evaluation will be completed and submitted to the Office of Management and Finance within 45 days of the termination date of this agreement.

Utility of Final Product: The Contractor will maintain qualified professional staff to collaborate with governing bodies of nationally known sport organizations (event owners, coordinators, managers and representatives) to stay informed regarding opportunities to host sporting events, and engage in bidding procedures to secure prospective events for Louisiana. GNOSF will compose budgets, evaluate and analyze potential events to evaluate the potential economic impact on the state and New Orleans and bid on the event that are economically feasible for the State in order to increase the potential for increased State revenue.

Exhibit B

Greater New Orleans Sports Foundation, Inc.
Operating Expenses (2011-12)

Anticipated Income or Revenue

<i>Sources (list all sources of Revenue)</i>	<u>Amounts</u>
1. State Treasury	\$ 1,000,000.00
2. Membership	\$ 230,516.00
3. Events	\$ 190,050.00
4. Other Sponsorships	\$ 30,000.00
5. Miscellaneous	\$ 40,000.00
6. CRT Funds (State)	\$ 544,050.00
Total all Sources	<u>\$ 2,034,616.00</u>

Anticipated Expenses

<u>Expense Categories</u>	<u>Total Amount</u>	<u>State Appropriation</u>
Gross Salaries (see Exhibit B1)	\$ 923,701.00	\$ 98,986.00
Related Benefits (employer share)	\$ 311,642.00	\$
Travel	\$ 32,500.00	\$
Operating Services		
Advertising	\$ 2,000.00	\$
Printing	\$ 9,750.00	\$
Insurance	\$ 24,925.00	\$ 5,900.00
Maintenance of Office Equipment	\$ 24,000.00	\$ 10,800.00
Office Space (Lease)	\$ 58,862.00	\$ 32,500.00
Software Licensing	\$ 6,000.00	\$
Dues and Subscriptions	\$ 6,000.00	\$
Telephone and Internet Services	\$ 59,700.00	\$
Postage	\$ 2,500.00	\$
Misc. Expenses (Licenses & Permits, Seminars, Banking & Interest Fees)	\$ 105,600.00	\$ 8,945.00
Office Supplies	\$ 13,250.00	\$
Professional & Contract Services	\$ 58,800.00	\$
Other Charges (Event Expenses, see Exhibit B2-B3)	\$ 395,386.00	\$386,919.00
Total Use of the Appropriation	\$2,034,616.00	\$544,050.00

Budget categories listed above reflect a typical budget and may be adjusted by the agency and/or the Contractor to reflect actual categories necessary for each individual programs and services. Salaries paid under this agreement shall be detailed using, Exhibit C. All Contractors utilized for professional services must be disclosed with any request for reimbursement for those services, to include individual or organization name, contact information, services provided and amount paid for services

Exhibit B1

STAFFING CHART

Name of Contracting Party: Greater New Orleans Sports Foundation

Name of Program: Operating and Event Expenses

Name	Title	Total Salary Amount	Total Salary Paid by Appropriation		Related Benefits	Full time or Part Time # of months
			Amount	Percentage		
Andrews, LaCreasha	Event Admin Assistant	\$ 20,800.00	\$0.00	0%	\$ 4,568.46	Full Time
Baznik, Allison	Media Assistant	\$ 23,600.00	\$0.00	0%	\$ 9,984.54	Full Time
Boyce, Jeremy	Dir. Community Affairs	\$ 40,000.00	\$0.00	0%	\$12,510.24	Full Time
Cicero, John	President & CEO	\$234,000.00	\$98,986.00	42%	\$40,605.08	Full Time
Collins, Edward	Director Accounting	\$ 60,000.00	\$0.00	0%	\$23,332.56	Full Time
Comeaux, Alison	Dir. Event Services	\$ 41,700.00	\$ 0.00	0%	\$24,938.46	Full Time
Delgado, Theresa	Receptionist	\$ 25,000.00	\$0.00	0%	\$10,816.38	Full Time
Dupepe, Derek	Dir. Group Sales	\$ 27,500.00	\$0.00	0%	\$7,516.38	Full Time
Ferrante, JR, William	VP Marketing & Operations	\$ 95,000.00	\$ 0.00	0%	\$33,449.34	Part Time
Joffray, Sam	VP Communications	\$ 72,000.00	\$ 0.00	0%	\$27,645.84	Full Time
Krane, Stewart	Volunteer Coordination	\$ 20,800.00	\$0.00	0%	\$10,787.88	Full Time
Lanasa, Kristen	Assistant Group Sales	\$ 23,600.00	\$0.00	0%	\$ 4,675.56	Full Time
Lowe, Tricia	Dir. Membership	\$ 81,700.00	\$0.00	0%	\$34,940.46	Full Time
Murphy, Cristin	Event Coordinator Housing	\$ 30,000.00	\$0.00	0%	\$10,824.30	Full Time
Phillips, Yve	Accounting Manager	\$ 21,250.00	\$0.00	0%	\$12,290.46	Part Time
Rossi, Jeffrey	Dir. Of Volunteers	\$ 50,000.00	\$0.00	0%	\$24,545.28	
Ruth, Gayle	Exec. Assistant / Office Mgr	\$ 41,775.00	\$0.00	0%	\$16,465.62	
Sanderson, Michelle	Accounting Assistant	\$ 14,976.00	\$0.00	0%	\$1,745.16	
TOTALS		923,701.00	98,986.00		\$311,642.00	

Exhibit B2

Schedule of Other Charges

Name of Contracting Party: Greater New Orleans Sports Foundation

Name of Program: Operating and/or Event Expenses

Provide a description of the intended use of the funds listed in Other Charges and the dollar amount. Each use should be listed separately. Do not budget funds in Other Charges that can be placed in another expenditure category.		List dollar Amount for each use
1. 2011 AMATEUR ATHLETIC UNION JUNIOR OLYMPIC GAMES Note: See individual breakdown on Exhibit D Supplement for this total amount		\$ 386,919.00
	Total – Should agree with Exhibit B	\$386,919.00

Exhibit B3 – Supplement

• AAU Taekwondo – Equipment Rental	\$ 3,500.00
• Austin Sales & Security – Tad Gormley Security	\$102,112.00
• Barrett Electric – Electrical Services at Tad Gormley	\$ 6,900.00
• Delgado Comm. College – Registration Space Rental	\$ 9,800.00
• Event Restroom – Port-O-Let Rental for Tad Gormley	\$ 5,227.00
• Fees Staffing – Security Detail for Tad Gormley	\$ 17,683.00
• Global Experience Specialist – Pipe & Drape	\$ 29,273.00
• LOVA – Coconut Beach Volleyball Venue Rental	\$ 2,000.00
• LSUS Weightlifting Club – Equipment Rental	\$ 3,000.00
• Martin Insurance – Event Insurance Coverage	\$ 2,041.00
• Medco Supply – Medical Supplies	\$ 8,532.00
• Modular Space Corp. – Trailer Set Up for Tad Gormley	\$ 2,333.00
• T&T Leasing – Event Radio Equipment Rental	\$ 5,068.00
• N.O. City Park Imp. Assoc. – Rental of Tad Gormley	\$ 11,500.00
• N.O. Pub Fac Mgt (Morial CC) Facility Rental	\$ 43,700.00
• N.O. Zephyrs – Venue Rental for Opening Ceremonies	\$ 15,000.00
• Northshore Golf Cars – Rental of Golf Cars for T.G.	\$ 6,678.00
• Scurlock Rentals – Tent Rental Various Venues	\$ 12,026.00
• RAM Systems – Computers & Printers Rentals	\$ 9,398.00
• Ramelli Janitorial Svcs. – Clean Up at Tad Gormley	\$ 6,923.00
• UNO – Pool Rental	\$ 3,600.00
• USA Jump Rope – Sport Court Rental	\$ 2,062.00
• Yur Event Rental – Tables & Chairs Tad Gormley	\$ 3,741.00
• David Mocklin, LLC – Event Medical Coverage	\$ 41,000.00
• Acadian Ambulance – Event Ambulance Services	\$ 4,800.00
• Home Team Productions – Stage & Bleachers Set Up	\$ 11,275.00
• L&R Security Services – Security at Conv. Ctr.	<u>\$ 17,747.00</u>
TOTAL	\$386,919.00

Exhibit C

Progress and Final Report Format

At least quarterly, Contractor shall submit a Progress Report with any request for reimbursement and upon conclusion of all services a Final Report in compliance with the Scope of Services as follows:

Provide a 1–2 page typed detailed summary of events and/or activities to inform the State regarding the outcome of services/activities that have and is taking place, taking into careful consideration the goals, objectives and the measures for performance. With each report, please submit the following:

- 1) **Goal**-State the goals and provide the overall measurement to show achievement of the goal.
- 2) **Objectives Accomplished**-List accomplishments in compliance with the stated objectives.
- 3) **Measure of Performance Outcome** – Address items listed under the Scope of Services and as noted in Exhibit A.
- 4) **Louisiana Tourism Recognition for Support** - Provide information regarding all benefits and recognition that the Louisiana Office of Tourism has received as a sponsoring supporter of GNOSP operations, activities and events.
- 5) **Economic Indicators** – Provide updates on number of events, bids, and other relevant data or information regarding including statistics and/or data to support a return on investment for the State in providing supplemental funding for operations and activities.
- 6) **Events and/or Initiatives** - Provide list of activities, events, bid opportunities and/or collaborates that have developed due to service and general marketing and PR activities.
- 7) **Media Relations** - Provide support documentation for media relations and publicity efforts to include copies of newspaper ads, magazine articles, advertisements and other publicity materials that will verify activities and/or acknowledgment the State's support of Louisiana Sports events and/or activities.
- 8) **Accountability for Expenditures** – Provide the **Itemized Cost Report**, accompanied by copies of vendor invoices, agreements, work orders, receipts, expense logs, and other documents of proof for expenses as requested in the Payment Terms to support incurred expenses. * *Itemized Cost Reports must reflect contract payment terms in compliance with the budget with documented proof of incurred expenses submitted at least quarterly.*
- 9) **Final Report**- Please see the Scope of Services for details.