

**LAKEFRONT MANAGEMENT AUTHORITY  
COMMERCIAL REAL ESTATE COMMITTEE MINUTES  
THURSDAY, APRIL 18, 2024 – 3:30 P.M**

**6001 Stars and Stripes Blvd.  
New Orleans, LA 70126**

**PRESENT:** Commissioner Howard Rodgers, III – Chair  
Commissioner Carlos Williams  
Commissioner Adonis Exposé  
Commissioner Wilma Heaton

**ABSENT:** Commissioner Monika Gerhart

**STAFF:** Louis Capo – Executive Director  
Vanessa McKee – Assistant to the Executive Director  
Adam Gulino – Director of Operations and Engineering

**ALSO**

**PRESENT:** Gerry Metzger – LMA Counsel  
Jeff Dye – LMA Counsel  
Al Pappalardo – Real Estate Consultant  
Sonny Davillier  
Stephen Peychaud – Charbonnet Associates, Sr. Planner  
Anthony Bertucci – Bertucci Construction

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The regular monthly Commercial Real Estate Committee meeting of the Lakefront Management Authority was held on Thursday, April 18, 2024, at 3:30 PM at the Lakefront Terminal Building, 2<sup>nd</sup> Floor Conference Center, 6001 Stars and Stripes Blvd., New Orleans, LA 70126 after due notice of the meeting was sent to each board member, the news media, and posted.

- I. Called to Order at 3:30 PM.**
- II. Pledge of Allegiance led by Commissioner Exposé.**
- III. Roll Called by Mr. Capo. (3) members present quorum established.**
- IV. Opening Comments – Chair Rodgers Welcomed everyone.**

## **V. Motion to Adopt Agenda**

A motion was offered by Commissioner Williams and seconded by Commissioner Exposé.

With no further questions or comments, Chair Rodgers called for a vote. All were in favor. The motion passed.

## **VI. Director's Report**

Mr. Capo reported the following:

- We reached out to Lighthouse Harbor who has expressed interest in meeting about the green space property on the south side of the Lighthouse Condominiums. Mr. Capo and Mr. Papalardo will be meeting with them to discuss options for acquiring the property.

## **VII. Public Comments - Limited to (2) Minutes –**

Junius Ship Shape asked if he could be invited to that meeting.

Mr. Capo said it was not his meeting to invite guests. The gentleman would have to ask Mr. Duplessis as it was his meeting. Mr. Capo added that LMA had no opposition if you were to attend.

## **VIII. New Business**

1. Motion to approve a lease with Courtney A. Enderle and Phillips J. Cusimano of the property located at Municipal Address 6508 Spanish Fort Boulevard, Store B, in the Lake Vista Community Center, for a term of one year, commencing on May 1, 2024, with two 1- year options to renew, with an annual rental of \$26,333.00, for the operation of the Bird's Nest Café.

A motion was offered by Commissioner Williams and seconded by Commissioner Exposé.

**Mr. Capo** informed the committee that the Bird's Nest has been at Lake Vista Community Center for several years. This would be their third lease renewal.

**Mr. Metzger** added that the lease amount on the agenda was calculated at \$17 per square foot. The new lease should be calculated at \$18 per square foot which is \$27,882.

**Chair Rodgers** moved to amend the motion to reflect the correct rent rate of \$18 per square foot and the annual amount of \$27,882.

A motion to amend was offered by **Commissioner Heaton** and seconded by **Commissioner Expose**.

A motion to adopt the amended motion was offered by Commissioner Expose and seconded by Commissioner Williams.

**Commissioner Heaton** said they were excellent tenants.

**With no questions or comments, Chair Rodgers called for a vote. All were in favor. The motion was passed.**

## **2. Discussion of the Requests for Proposals for 404-424 South Roadway in the Orleans Marina.**

**The committee discussed updates from directives that were given to the staff and real estate team to obtain a new appraisal on the property. The chairman called Mr. Papalardo to report on the new appraisal.**

**Mr. Papalardo** reported that the residential /commercial square footage increased from 3.25 to 3.60. Industrial marine use went down to 1.75 per square foot.

**The committee discussed the previous recommendation to put the property back out for bid considering the current appraisal rates on any future bid responses.**

**The legal consultants clarified that the commercial real estate committee could direct staff to put the property back out for bid.**

**Commissioner Heaton** expressed her concerns over the development of the previous bid and asked if the reason for putting the property back out for bid was because the proposal was not the best use.

**Mr. Jeff Dye** explained that it was not a question of respect or disrespect. The question at hand was whether the proposal that was submitted was responsive to the RFP and it was not. The legal team recommended that the LMA act consistently with how it has addressed the same situation in the past. When the LMA received a non-responsive proposal to an RFP by putting the property back out for bid.

**Mr. Dye** further explained to the committee that it was a question of being consistent and having a standard of operating. Waiving a non-responsive proposal would not be in the LMA's best interest.

**Commissioner Williams** added that he understood Mr. Dye's explanation of the LMA's obligation to remain legally consistent with its best practices and agreed with putting the property back out for bid.

**Mr. Bertucci** asked if it was required or mandated that this committee put this property out for another RFP due to this being a reclaimed piece of land.

**Chair Rodgers** explained that he was asked by other commissioners to put this item on the agenda because of how this particular situation has developed. If it was the committee's prerogative to put it back out for bid, then there would be a current appraisal to consider.

**Mr. Papalardo** added that we did not require, in the previous bid that it be at the appraisal amount nor did we limit or suggest a specific use. We asked for the best response.

**Commissioner Heaton** said that under the constitution, we must get fair market value.

**Mr. Bertucci** asked if the committee reviewed his proposal and asked if any of them felt it was unresponsive.

**Chair Rodgers** explained that he discussed the proposal with the team who informed him that the proposal came back with incomplete items. With that being the case, what he asked for was a new appraisal to put the property back out for bid. He said that we do want to put this property back into commerce. The best and most legal thing to do would be to put it back out for bid.

**Commissioner Heaton** asked if the committee would consider a 60-day advertisement period on the bid responses.

**Mr. Papalardo** said the length of time would not make a difference right now. You should get the same response for the next 120 days.

**Mr., Bertucci** commented that there was a president set regarding the Brisby development from 2017-2018. He asked if the interest and market climate is better now than in 2017- 2018. He argued he was the only one to step up with a proposal that offered the same pay in a much worse climate.

**Chair Rodgers** explained, after further debate, that Mr. Bertucci's proposal did not meet the legal standard which is why it was deemed non-responsive.

His recommendation would be to put the property back out for RFP for 60 days. He invited Mr. Bertucci to resubmit his proposal again. The financial climate will be based on the market. The committee agreed.

**Mr. Papalardo** said it was eerie how the two situations were similar and cleared up some misinformation from the Brisby development.

**Chair Rodgers** announced the next meeting and called for adjournment

**IX. Announcement of the next Commercial Real Estate Meeting**

**1. Thursday, May 16, 2024 – 3:30 PM.**

**A motion was made by Commissioner Expose and seconded by Commissioner Heaton to adjourn.**

**X. Adjourn at 4:06 pm**

**A motion was offered by Commissioner Exposé and seconded by Commissioner Heaton to adjourn.**