

MINUTES OF THE MEETING
OF THE BOARD OF THE
SPORTS & EXHIBITION AUTHORITY OF PITTSBURGH
AND ALLEGHENY COUNTY
HELD THURSDAY, OCTOBER 12, 2023
IN THE DAVID L. LAWRENCE CONVENTION CENTER EXECUTIVE BOARD ROOM
PITTSBURGH, PENNSYLVANIA
COMMENCING AT 10:34 A.M. E.S.T.

A meeting of the Board of Directors of the Sports & Exhibition Authority of Pittsburgh and Allegheny County (the "Authority") was held upon proper notice in the David L. Lawrence Convention Center ("DLCC") Executive Board Room in Pittsburgh, PA 15222, on Thursday, October 12, 2023, commencing at 10:34 A.M. E.S.T.

Members of the Authority

Present: Sen. Wayne Fontana, Chairman
Mike Dunleavy, Vice-Chairman
Sala Udin, Secretary (Via Zoom)
Mulu Birru, Member (Via Zoom)
Michael Quatrini, Member (Via Zoom)

Also Present: Aaron Waller, Bridget Pascal, Doug Straley, Bill Williams, Rodney Pratt, Randall Porch, Jeff Garstka, Theresa King, and Paul McDonald Jr. of the Authority; Morgan Hanson, Solicitor; Tim Muldoon, Ryan Buries, Spencer Girman, Lucas Kistler and Sean Holsing, of SMG; George Meehan and Chris Bupp, LEVY; Lindsey Holzer, Buchanan, Ingersoll & Rooney; Drew Singer, Pittsburgh Pirates; Matthew Wilson, Pittsburgh Steelers; Mike Bova, RBC Capital Markets, and Mark Belko, Pittsburgh Post-Gazette.

Senator Wayne Fontana called the meeting to order with the Pledge of Allegiance. Mr. Morgan Hanson followed with a roll call of the board members. Mr. Hanson advised that a quorum was present.

Beginning with public participation, Senator Fontana asked if any members of the audience wanted to address the board. Seeing no request from the public to address the board, Senator

Fontana continued to the next item on the agenda, approval of the minutes from the meeting of September 14, 2023. A motion was made, seconded, and unanimously approved.

Senator Fontana continued to the next item on the agenda, authorization to enter into an agreement with Dagostino Electronic Services, Inc. (“Dagostino”) in the amount of \$22,372 for the purchase and installation of seven new security cameras and related equipment at the DLCC.

Mr. Steve Morrison stated the DLCC existing security cameras provide coverage of the interior and exterior of the building and its surrounding areas. During regular security reviews there were several areas around the building identified as areas that could benefit from camera coverage or additional camera coverage.

The areas addressed in this project include: the Eleventh Street entrance, 10th Street surface parking lot, adjacent to garage entrance, both interior and exterior at east and west penthouses, and the east fourth floor balcony roof. Included in the scope is the wireless connection to the Eleventh Street entrance to facilitate the connection to the new cameras. This project will provide seven new cameras and connectivity to the security system, as well as installing one existing camera in a new location.

In September 2023, this project was advertised as an “other opportunity” on the Authority’s website and five vendors notified, and two vendors participated in site walkthroughs. Dagostino and Fedora Intertech provided quotes with Dagostino providing the lowest quote and having 5% MBE participation through Emerald Electric. The project includes a five-year warranty on all equipment being installed and the useful life of the camera equipment is ten years.

Senator Fontana asked if there were any questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made and seconded, and unanimously carried, the following resolution was approved:

RESOLUTION NO. 5946

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to enter into an agreement with Dagostino Electronic Services, Inc. in the amount of \$22,372 for the purchase and installation of seven new security cameras and related equipment at the David L. Lawrence Convention Center; and further that the other proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution

Senator Fontana asked if there were any questions from the board. Hearing none, Senator Fontana continued to the next item on the agenda, authorization to enter into an agreement with MBM Contracting (“MBM”) in a lump sum amount of \$72,960 for the re-stabilization of metal panels along the north façade of the DLCC.

Mr. Spencer Girman stated the DLCC features white metal panels covering the length of the North Façade. Over time, a few of these metal panels became dislodged and were temporarily re-stabilized until a permanent solution was put in place. DLCC staff worked with Wiss, Janney, Elstner Associates (“WJE”) to develop a design for the repair and re-stabilization of the metal panels. The repair design would include significant access challenges from both the exterior and interior of the building given the location of the dislodged panels.

In August of 2023, a bid notice for this project was advertised in the Pittsburgh Post-Gazette, New Pittsburgh Courier, Pittsburgh Builders Exchange, on the Authority’s website, the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center.

The notice was sent to thirty contractors, including one MBE contractor and one WBE contractor. Three contractors attended a non-mandatory pre-bid meeting on September 7, 2023, and two other contractors completed a site visit. Four bids were received on October 3, 2023, from Easley and Rivers, MBM, Massaro Corporation, and SJ Pierce. MBM is the recommended contractor with a bid of \$72,960, and there is 1% MBE participation with BRS for a dumpster rental and 22% WBE participation with Atlas Traffic Control.

Senator Fontana asked if there were any questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made and seconded, and unanimously carried, the following resolution was approved:

RESOLUTION NO. 5947

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to enter into an agreement with MBM Contracting in a lump sum amount of \$72,960 for the re-stabilization of metal panels along the north façade of the David L. Lawrence Convention Center; and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution

Senator Fontana continued to the next item on the agenda, authorization to enter into an agreement with B&R Pools in the lump sum amount of \$28,800 for the replacement of the chemical control system of the DLCC Water Feature and reimbursement to the convention center operating budget in an amount up to \$42,030 for expenses incurred during the restart the water feature.

Mr. Girman stated the water feature was shut down in 2019 during the construction of the Phase 1 rooftop project and remained shut down through the pandemic. Upon the restart of the water feature in early 2023, multiple maintenance items, repairs, and replacements were addressed

to bring the water feature back online after sitting idle for over four years. In-house DLCC staff and several third-party contractors worked throughout the 2023 season to troubleshoot and address the repair tasks to bring the feature back into operation. The water feature has been fully operational since May 2023.

Additionally, the chemical control system for the water feature, which treats outgoing water to the feature, will be replaced in November after the feature is shut down for the season. A request for proposal (“RFP”) was publicly advertised for the replacement and/or re-design of the chemical control system. In July 2023, the RFP was advertised in the Pittsburgh Post-Gazette, New Pittsburgh Courier, Pittsburgh Builders Exchange, on the Authority’s website, the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. The RFP was sent to thirteen companies. One company (ChemTreat) attended a non-mandatory pre-proposal meeting on August 1, 2023, and one additional company completed a site visit prior to the proposal due date. Three proposals were received on August 23, 2023, from B&R Pools, Total Equipment Company, and ChemTreat. B&R Pools and ChemTreat conducted secondary site visits to review their proposals and walk DLCC staff through their proposed replacement system.

Mr. Girman further stated a selection committee comprised of Spencer Girman, Ryan Buries, and Lucas Kistler of SMG, as well as Doug Straley and Bill Williams with the Authority reviewed the proposals. The selection committee recommends B&R Pools for this contract based on their choice of tablet acid feeders over liquid acid feeders; limited modifications to existing electrical systems in the water feature mechanical pit; and their experience working on the DLCC Water Feature.

The replacement chemical control system will be installed and implemented upon shutdown of the water feature in late October/early November 2023. The chlorination machines

and chemical feeders have two-year warranties and the IPS Chemical Controllers will have five-year warranties. The chemical control system is expected to have a useful life of approximately 10-12 years.

The repair items completed throughout the spring and summer of 2023 did not include the re-sanding of the sand filter drums which will be addressed in November 2023 after the shutdown of the Water Feature. The mechanical pit hardware and check valve replacements completed by DeFinis Mechanical Contractors was advertised as an "Other Opportunities" ad on the Authority's website, with the First Source Center, and Riverside Innovation Center. The notice was sent to six plumbing/mechanical contractors, four of which provided a quote (DeFinis, Ruthrauff Sauer, R&B Mechanical, Sentry Mechanical).

Senator Fontana wanted the minutes to reflect that Mr. Sala Udin joined the board meeting.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

RESOLUTION NO. 5948

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to enter into an agreement with B&R Pools in the lump sum amount of \$28,800 for the replacement of the chemical control system of the David L. Lawrence Convention Center Water Feature and reimbursement to the convention center operating budget in an amount up to \$42,030 for expenses incurred during the restart the water feature; and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, authorization to award a purchase order to Home Depot Pro/Tenant Co. in the amount of \$10,697 for the purchase of three walk-behind carpet extractors, and a purchase order to Bortek Industries, Inc. (“Bortek”) in the amount of \$20,142 for the purchase of one ride-on carpet extractor for use in the DLCC.

Mr. Lucas Kistler stated DLCC has a mix of broadloom carpet and carpet tiles used across all floors of the facility including entrances, hallways, concourses, and meeting rooms. As events occupy the convention center throughout the year, these carpeted spaces are exposed to foot traffic, bringing in salt and dirt from the outside, along with spills resulting from accidental drops, food and beverage mishaps, and other incidents involving visiting patrons. To effectively remove and address these areas, quick action is needed, and the proper equipment is required.

Currently, the DLCC has two ride-on carpet extractors and one walk-behind carpet extractor. An additional ride-on carpet extractor will allow these expansive areas to be done faster and more efficiently. By adding three walk-behind carpet extractors, response time to address spills will be reduced due to the easy mobility of this equipment, especially in smaller set spaces. By adding to in-house inventory, the DLCC will be able to strategically store equipment in areas of need, reducing the distance traveled for equipment and supplies. The housekeeping equipment identified in this bid package will allow staff to properly maintain and prolong the life of the carpeted spaces throughout the facility.

Mr. Kistler continued; in September 2023, a bid notice was publicly advertised in the Pittsburgh Post-Gazette, New Pittsburgh Courier, Pittsburgh Builders Exchange, on the Authority’s website, the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. The notice was sent to 21 vendors, including two WBE vendors

with three bids were received on September 26, 2023. SMG staff recommends Home Depot Pro/Tennant Co. as the lowest responsible bidder for walk-behind carpet extractors and Bortek as the lowest responsible bidder for a ride-on carpet extractor.

Mr. Kistler further stated upon execution of a purchase order, the lead time is seven – ten business days for the walk-behind carpet extractor. He also stated that the useful life of the extractors is expected to be seven – ten years. The proposal included alternate maintenance options. He stated alternate one is the suggested preventative maintenance and service agreement for this equipment accounting for one visit each year over a three-year term which will in return extend the life expectancy of this machine.

Upon execution of a purchase order, lead time is six to eight weeks for the ride on carpet extractor with the useful life of 10 – 15 years. Alternate two is the suggested preventative maintenance and service agreement for this equipment accounting for two visits each year over a three-year term which will in return extend the life expectancy of this machine. There is a 24 month/2,000 hour of operation warranty, a five-year structural warranty and a one-year parts & labor warranty for both items.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

RESOLUTION NO. 5949

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to award a purchase order to Home Depot Pro/Tennant Co. in the amount of \$10,697 for the purchase of three walk-behind carpet extractors, and a purchase order to Bortek Industries, Inc. in the amount of \$20,142 for the purchase of one ride-on carpet extractor for use in the David L. Lawrence Convention Center; and further that the proper officers and agents of the Authority are authorized to take all action and

execute such documents as are necessary and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, authorization to enter into a five-year agreement in an amount up to \$65,753 with Johnson Controls (“JC”) for fire protection monitoring and inspections at the North Shore Garage (“NSG”).

Mr. Bill Williams stated the Authority has one facility, the NSG, while the Stadium Authority has two garages, Gold 1, and West General Robinson Street (“WGRS”). These three garages have fire protection equipment including wet & dry sprinkler systems, standpipes, alarm monitoring panels, fire extinguishers, and communication devices. For the past five years, JC has performed the inspection, maintenance, repair, and monitoring of these systems, and this contract ends November 30, 2023.

In July 2023, the Authorities combined on an RFP related to these fire protection services along with an addition of obstruction testing which is performed every five years. This obstruction testing was not included in the last agreement but was performed under a separate agreement. The Authority publicly advertised this RFP in the New Pittsburgh Courier, the Post-Gazette, on our website, with the Pennsylvania Builders Exchange, African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. The RFP was sent to eight companies including one MBE firm. A pre-proposal meeting was conducted with one company present. And one proposal was received from JC.

Mr. Williams further stated that Authority staff did a scope review to confirm their understanding of the work and completeness of their proposal. JC provided overall pricing along with hourly rates for repairs. The NSG portion of this agreement is \$65,753. The Gold 1 and WGRS Garages portion was approved at the Stadium Authority board meeting on September 29,

2023. The effective term for this service is December 1, 2023, through November 30, 2028.

There is a 1.6% MBE participation with Emerald Electric related to inspection services.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

RESOLUTION NO. 5950

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to enter into a five-year agreement in an amount up to \$65,753 with Johnson Controls for fire protection monitoring and inspections at the North Shore Garage; and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, Authorization to reimburse PSSI Stadium Corporation in an amount not-to-exceed \$130,502 for Phase V of the concrete and sealant repair project.

Mr. Williams stated in 2019, PSSI began a multi-year phased concrete and sealant repair project. Phase One of this project was approved by the Authority Board in May of 2019, with CPS Construction ("CPS") as the contractor. The Phase II work was approved in April of 2020, Phase III in October of 2021, and Phase IV in August of 2022. The current phase V work includes crack routing and sealing, spalled concrete repairs, and stair repairs. These items were recommended in the 2021 Structural Facility Assessment, the annual Facility Condition Assessment report and reviewed by the Authority's Facility Director. The total amount of identified repairs for this phase is \$130,502.

During the course of these repairs, additional items may be identified. The facilities director will review and approve these additional items and a future change order would be submitted. There is no MBE or WBE participation as CPS is self-performing this phase of the work. CPS did engage MBE participation in previous phases, but this phase did not provide the opportunities of previous phases. Authority staff recommends board authorization for reimbursements totaling a not-to-exceed amount of \$130,502.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

RESOLUTION NO. 5951

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to reimburse PSSI Stadium in an amount not-to-exceed \$130,502 for Phase V of the concrete and sealant repair project; and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, authorization to reimburse Pittsburgh Associates in an amount not-to-exceed \$676,030 for replacement of walk-in cooler equipment and Club Level and World Series Suites seating.

Mr. Williams stated per the terms of the lease, the Authority is required to pay for certain capital repairs to PNC Park. In August 2023, the Pirates requested funding for a number of projects. Authority staff has reviewed the projects and requested additional information to determine eligibility. Currently, the Pirates have provided the required information on two projects. Other projects will be presented at future meetings if determined to meet the lease requirements.

There are two commissary walk-in coolers used by Aramark to store food and refreshments. These walk-in coolers' evaporators and controls have exceeded their useful life, are original to the building and are constantly being repaired. The Pirates requested bids from three companies including one MBE for the replacement of the evaporators and controls for these walk-in coolers. The Pirates received three bids with Huckestein providing the lowest bid at \$51,105. There is no MBE or WBE participation. The warranty is one year for the labor and controls and five years for the evaporators.

In 2016, the Authority approved payments for seat bottom replacement in the Club Level. Currently, the seat bottoms and backs have become cracked, split, ripped, and chipped. Also, approximately 210 anchor offset plates are rusted and beyond repair. Stantec, the Authority's inspection firm, has documented these deficiencies in their annual inspection report and Authority staff has verified these issues. This current seat replacement includes both seat bottom and backs for the Club Level and the World Series Suites totaling 3,267 seats. In addition, the damaged offset plates will be replaced.

Mr. Williams further stated the Pirates will keep any good seat bottoms and backs to use as repair or replacement components in the future. Due to the proprietary nature, the new seats need to be purchased from Hussey Seating ("Hussey"), the original seating manufacturer. Hussey will guarantee the compatibility with the original specifications and provide a five-year warranty. The seat portion of this authorization totals \$624,925 and there is a 20.5% MBE participation with Harriott Contracting, a certified Hussey installer. Hussey cannot warrant the project if a certified installer is not utilized. Both projects will be performed during this off-season and completed prior to the start of the 2024 baseball season.

Senator Fontana asked if there were any questions.

Mr. Mulu Birru asked why the walk-in cooler and the seats are one action item and not separated.

Mr. William stated the Authority combines the team items.

Mr. Hanson stated the items can be severed then voted on individually. Mr. Hanson further stated historically the practice has been to group the projects.

Senator Fontana asked when the warranty for the coolers is exhausted who pays for the repairs.

Mr. Williams stated the Pirates pay for them.

Senator Fontana asked is it the same for the seats.

Mr. Williams confirmed that is correct.

Senator Fontana asked if the Authority replaces and the Pirates repair.

Mr. Williams confirmed that is correct.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

RESOLUTION NO. 5952

RESOLVED by the Board of the Sports and Exhibition Authority of the City of Pittsburgh that its Executive Director and other proper officers are authorized to reimburse Pittsburgh Associates in an amount not-to-exceed \$676,030 for replacement of walk-in cooler equipment and Club Level and World Series Suites seating; and further that the proper officers and agents of the Authority are authorized and directed to take all action and execute such documents as are related and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, authorization to enter into a Cooperation Agreement with the Urban Redevelopment Authority of Pittsburgh (“URA”) and execute certain documents in furtherance thereof.

Mr. Doug Straley stated the URA, and the Authority have a common public purpose and in order to not duplicate efforts and for governmental efficiency, this cooperation agreement is proposed. In September 2007, the Authority and URA entered into an option agreement to develop the 28 acres in the Hill District adjacent to the PPG Paints Arena. Both organizations had parking agreements with the Penguins to operate and maintain the surface parking lots in the Lower Hill area. These agreements are set to expire on October 22, 2023.

As of October 23, 2023, the Authority and URA will assume operations, maintenance, and revenue collection on the surface lots in the Lower Hill District that are yet to be developed. This encompasses eight surface parking lots and approximately 2,400 spaces with roughly 50% owned by the Authority and 50% owned by the URA.

Mr. Straley further stated the proposed cooperation agreement provides as follows. The term is for three years and will automatically renew every 12 months after the initial term if not terminated, and the agreement may be canceled by either the Authority or URA upon 90 days written notice. The agreement establishes:

1. how Authority and URA will cooperate on the selection of a parking operator and will provide economies of scale to both entities,
2. the transfer of information of records between the parties and coordination as to the oversight of the operator,
3. how the Authorities will manage operations of surface parking lots with the parking operator and Penguins in conjunction with events at PPG Paints Arena,

Senator Fontana asked if the agreement starts on October 23rd. Mr. Straley stated the agreement starts with board approval.

Senator Fontana asked if this is when the new operator takes over.

Mr. Straley confirmed that is correct.

Senator Fontana asked if this was the second part to this agreement.

Mr. Aaron Waller confirmed that is correct. Mr. Waller further stated this is the cooperation agreement part with the URA.

Mr. Hanson stated this should be legally simpler and clearer as to the relationship between the Authority and the URA, especially with the third-party operator so multiple voices speaking on the same subject.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

RESOLUTION NO. 5953

RESOLVED by the Board of the Sports & Exhibition Authority of Pittsburgh and Allegheny County (SEA) that its Executive Director and other proper officers are authorized to enter into the Cooperation Agreement with the Urban Redevelopment Authority of Pittsburgh substantially in the form presented, whereby the entities will cooperate relative to parking in the Lower Hill District surface lots; and further that the proper officers and agents of the Authority are authorized and directed to take all actions and execute such documents as are related and proper to effectuate the terms of this Resolution, and that all prior inconsistent resolutions or portions of resolutions are hereby repealed.

Senator Fontana continued to the next item on the agenda, authorization to enter into a three-year management agreement, from October 23, 2023, to July 31, 2026, with OVG 360

("OVG") for a fee of 2.25% of net revenue to operate and manage the Lower Hill District surface parking lots with an owner option for two additional years.

Mr. Straley stated on October 22, 2012, the Sports & Exhibition Authority (SEA) entered into a parking lot agreement with Pittsburgh Arena Operating LP. The agreement gave the Pittsburgh Penguins the right to use, manage, and operate the surface lots adjacent to PPG Paints Arena and bounded by Washington Place, Bedford Ave, Centre Ave, and Crawford Street. The Penguins kept the revenue generated from the surface parking lots. The parking agreement stipulated that any surface parking lots remaining owned by either the Authority or the URA after October 23, 2023, would return to the Authorities for the operation, management, and collection of revenue generated.

The Authorities decided to jointly issue an RFP, advertised in the Pittsburgh Post-Gazette, New Pittsburgh Courier, Pittsburgh Builders Exchange, on the Authority's website, the African American Chamber of Commerce, First Source Center, Riverside Innovation Center, and sent to ten companies. A non-mandatory pre-proposal meeting was held on August 24, 2023, with three companies attending (Alco Parking Corporation ("ALCO"), Civic Arena Parking Corporation, and OVG).

On August 31, 2023, two companies submitted proposals (ALCO and OVG). A selection committee comprised of Doug Straley, Jeff Garstka, Bridget Pascal, Alicia Matos, Tom Link (URA Chief Development Officer), and Lindsay Jupin (URA Real Estate Inventory Manager) reviewed the proposals, and interviews were held with Alco Parking and OVG on September 7, 2023. The review committee is recommending entering into an agreement with OVG for the following reasons:

The interconnection of existing long-term agreements, rights, and responsibilities of the Authority, URA and Penguins require continued and ongoing cooperation and collaboration to support events, development, and parking which will become more difficult if the rights and responsibilities are dispersed even further to include various parking operators.

There are economies of scale that will result in operating savings to the Authority with providing PPG Paints Arena services to the surface lots that will not be charged or charged without markup such as electricians, snow removal, and lot cleaning. Management personnel and other labor will be charged only 40% of total cost to the surface lots as the employees will be shared with the PPG Paints Garage.

Mr. Straley further stated OVG is proposing a competitive management fee of 2.25% of net revenue for the initial term of the agreement and 2.35% of net revenue for the owner option years. OVG is uniquely positioned to sell parking with ticketing for events at PPG Paints Arena and the future Entertainment Venue. OVG provided a detailed marketing campaign using elements not used at this time by other parking vendors, such as Yext and Ocra platforms in addition to other social media opportunities. OVG proposed creating a website specifically for Lower Hill parking, ParkLowerHill.com. OVG has successfully reserved this URL at this time.

OVG is working with Nationwide Parking Services (“Nationwide”) which is an MBE/WBE company. Nationwide is also working at the Pittsburgh International Airport. Nationwide will provide oversight of parking along with administrative services and receive 33% of the management fee. The new company will begin the transition after the contract is signed and begin managing the lots as of October 23, 2023.

As surface parking lots are removed due to development or construction staging, the operator will manage less of the surface lots. In addition, the Authority and URA will enter into a cooperation agreement related to the management and operation of the surface parking lots.

Senator Fontana asked if there were any questions.

Mr. Birru asked if OVG and Nationwide plan to hire from within.

Mr. Straley stated OVG and Nationwide plan to use First Source Center employees, from the Hill District for their operations.

Mr. Michael Quatrini asked if one operator is going to be in charge of all the lots and will these lots will generate revenue for the Authority.

Mr. Straley confirmed that is correct.

Senator Fontana asked what happens with the generated revenue.

Mr. Straley stated the revenue is going to be used for the capital maintenance fund for PPG Paints Arena.

Mr. Sala Udin asked if one of the firms is a minority business firm.

Mr. Straley confirmed that is correct, the MBE/WBE organization is Nationwide.

Mr. Udin asked for the Nationwide owner's name.

Mr. Straley stated Angela Clark.

Mr Udin asked if Nationwide is a local company.

Mr. Straley stated Nationwide is based in Denver but the firm provides service at the Pittsburgh International Airport.

Mr. Udin asked what the role of Nationwide is.

Mr. Straley stated administrative services, hiring, monthly reports, and consulting for 33% of the management fee.

Mr. Udin asked Nationwide receives 33% of the fee.

Mr. Straley confirmed that is correct.

Mr. Morgan Hanson stated the Authority is going to pay 2.25% of net revenue to the operator a third of the 2.25% will go Nationwide for their services.

Senator Fontana asked if there was a review committee.

Mr. Straley confirmed that is correct. Mr. Straley stated the review committee consisted of Authority and URA staff.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

RESOLUTION NO. 5954

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County (SEA) that its Executive Director and other proper officers are authorized to enter into a three-year management agreement from October 23, 2023 to July 31, 2026 with OVG 360 for a fee of 2.25% of net revenue to operate and manage the Lower Hill District surface parking lots with an owner option for two additional years, and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, authorization to enter into a consultant service agreement with the Government Finance Officers Association of the United States and Canada ("GFOA") in a lump sum amount of \$20,000 for an Accounting Business Processes and Systems Assessment review.

Ms. Bridget Pascal stated the Authority is looking to benchmark its current system and processes against best practices. GFOA will provide consulting services to work along with

Authority staff in leading efforts to improve the efficiency and effectiveness of select business processes along with related policies and systems. Overall, the focus for all projects is to improve outcomes and provide long-term sustainability and efficiencies based on recognized and modern best practices.

GFOA's Research and Consulting Center ("RCC") is nationally recognized for its comprehensive analytical and advisory services, along with conducting research focused on financial, human resource, procurement, payroll, and operational management issues specific to state and local governments. Established in 1977, the RCC has assisted hundreds of cities, counties, public entities, and other forms of government in developing best practice solutions to address their unique challenges. With a practitioner-focused and highly skilled team, GFOA strategically utilizes its unparalleled access to the field of public management, leveraging its member network, continuous research initiatives, and insights gained from past consulting engagements for each new project. GFOA has assigned Mike Mucha, Deputy Executive Director, as the Authority's lead consultant.

Ms. Pascal further stated the Authority evaluated all potential options for this service and determined that GFOA possesses unique access to relevant, essential information and has unmatched experience with government authorities. The Authority was unable to locate any alternative providers with the same or similar level of particularized expertise to perform this audit service. The Authority, therefore, has determined that GFOA qualifies as the sole-source provider of this service, and no RFP was issued.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried the following resolution was approved:

RESOLUTION NO. 5955

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to enter into a consultant service agreement with the Government Finance Officers Association of the United States and Canada in an amount of \$20,000 for an Accounting Business Processes and Systems Assessment review; and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution.

Before moving onto public participation, Senator Fontana asked Mr. Tim Muldoon about the board update for October 2023.

Mr. Muldoon stated there was a \$100,000 improvement from September to October 2023, where a few events resulted in a couple million dollars in revenue for the DLCC. Mr. Muldoon further stated October is a very important month for the DLCC.

Senator Fontana asked how VisitPittsburgh (“VP”) and SMG work together on bring events to the DLCC.

Mr. Muldoon stated VP will send a unified package and then the organizations will coordinate to put the proposals together.

Senator Fontana asked what the local blitz contains.

Mr. Muldoon stated the blitz is to bring local businesses to the DLCC.

Senator Fontana asked if the blitz started.

Mr. Muldoon stated within the next two weeks.

Mr. Quatrini asked who is responsible for the marketing packages.

Mr. Muldoon stated the marketing packages are completed in-house.

Mr. Waller stated there are discussions about having a marketing communication roll that crosses over from the DLCC to include the Sports Event Funding Programs, and other initiatives.

The next item was public participation, and Senator Fontana asked if anyone in the audience desired to address the board. Seeing none, Senator Fontana asked if there were any comments from the board. There being no additional comments or business, Senator Fontana asked for a motion to adjourn. Upon a motion duly made, seconded, and unanimously carried, the meeting was adjourned at 11:18 A.M.



Aaron Waller
Assistant Secretary