

MINUTES OF THE MEETING
OF THE BOARD OF THE
SPORTS & EXHIBITION AUTHORITY OF PITTSBURGH
AND ALLEGHENY COUNTY
HELD THURSDAY, APRIL 13, 2023
REMOTELY VIA ZOOM CONFERENCE
PITTSBURGH, PENNSYLVANIA
COMMENCING AT 10:35 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") Room 405 in Pittsburgh, PA 15222, on Thursday, April 13, 2023, commencing at 10:35 A.M. E.S.T.

Members of the Authority

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

Also Present: Aaron Waller, Bridget Pascal, Doug Straley, Rhea L. Thomas, Randall Porch, Jhason Dixon, Jeff Garstka, Theresa King, Desmond Bentley, and Paul McDonald Jr. of the Authority; Morgan Hanson, Solicitor; Clarence Curry, CFC-3 Management Services; Tom Ryser, TPR, LLC; Tim Muldoon, Ryan Buries, Spencer Girman, Joseph Garcia, Lucas Kistler, Carter Swegman, Carrie Yauch, Jennifer Carter, and Natasha Ley of SMG; George Meehan and Dave Wertz, LEVY; Jamie Inferrera, Dinsmore & Shohl; Antonio Misiti, PNC Capital Markets; Craig Dunham, Pittsburgh Penguins; Lindsey Holzer, Buchanan, Ingersoll & Rooney; Diane Hunt, RAD; Fred Williams, KDKA-TV; John McKee and Louis Griffith, WTAE-TV.

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 March 9, 2023. A motion was made, seconded, and unanimously approved.

Senator Fontana continued to the next item on the agenda, SMG Sales & Marketing Plan Briefing.

Mr. Tim Muldoon, General Manager of SMG, began by stating DLCC was voted, among half dozen other venues globally, as a top venue by Exhibition Now, an international publication. While DLCC has previously received national press, this is the first time it received international recognition although it did not win the top price. DLCC remains the industry standard and with other convention centers rapidly catching up, the challenge is staying ahead of the curve.

Mr. Muldoon further stated revenues from 2017 through 2019 were approximately \$18 million. In years 2020 and 2021, during the COVID-19 pandemic, revenues were just under \$5 million. Revenues rebounded to over \$16 million in 2022 and the projection for 2023 is approximately \$16.6 million.

Mr. Michael Quatrini asked when revenues reached \$13 million.

Mr. Muldoon stated in years 2012-2013.

Mr. Quatrini asked what the driving factor for the large increase in revenue in the meetings market was.

Mr. Muldoon stated DLCC is a unique building and SMG discovered corporate clients wanted something new and therefore responded well to the new opportunities provided such as the investment in the rooftop. The convention and trade show markets are the main sources of revenue.

Mr. Mulu Birru asked how DLCC compares to other cities.

Mr. Muldoon stated five years prior to COVID-19, DLCC was at a higher level compared to other convention centers and currently while revenues are strong, they have not returned to 2018-19 levels.

Mr. Muldoon further stated the convention and trade show markets have not come back to pre-pandemic levels. The average revenue from the convention and trade show markets, pre-pandemic, was approximately \$10.5 million, the projection for 2023 is approximately \$8 million. Currently, DLCC is booking events 2-3 years out and is using sales strategies to focus on national associations along with coordination with VisitPITTSBURGH (“VP”) and hotel partners to target cities such as Chicago and Washington D.C.

Mr. Quatrini asked if employees for SMG work in DC or Chicago.

Mr. Muldoon stated there are individuals who are employees of VP that work on the City of Pittsburgh’s behalf in Chicago and DC.

Mr. Quatrini asked if employees are there to promote Pittsburgh.

Mr. Muldoon stated that is correct.

Senator Fontana asked if the employees there are in DC.

Mr. Muldoon stated the employees live and work out of DC.

Senator Fontana asked if the Authority has to go through VP to find out how much business everyone brings in.

Mr. Muldoon confirmed that was correct. Mr. Muldoon further stated SMG can generate reports on what markets are getting the conventions and what each member of SMG or VP brings in.

Mr. Muldoon further stated public show attendance has returned to pre-pandemic numbers and in 2022, profitability went up 39% and there are sales strategies to explore new public shows and enhance revenue opportunities with current shows.

Senator Fontana asked if the projected 2023 revenue numbers included the booked shows.

Mr. Muldoon confirmed that is correct.

Mr. Muldoon stated in the corporate meetings market has not returned to pre-pandemic numbers given that travel budgets have been cut in corporate America, however, there has been some slow gain.

Senator Fontana asked if VP or SMG pursues the business.

Mr. Muldoon stated SMG pursues the corporate business.

Mr. Muldoon stated the sports and gaming market continues to grow every year the sales strategies include utilizing resources of the Sports Commission ("SC") to foster new business, continue to partner with SportsPittsburgh to develop new relationships, and work with current tournament customers to cultivate potential for additional sports lines. Mr. Muldoon then thanked the SC for bringing events to DLCC.

Senator Fontana asked who was looking into the E-sports market.

Mr. Muldoon stated SMG.

Mr. Quatrini asked if SMG has a sports sales group.

Mr. Muldoon stated SMG has a national sports sales team.

Mr. Muldoon continued on to food and beverage sales and indicated those sales have continued to grow. In 2022, the rooftop had approximately \$190,000 in forecasted revenue and for 2023 over \$500,000 in revenue has already been locked in, with the possibility of reaching over \$600,000.

Senator Fontana asked who's responsible for organizing the public shows.

Mr. Muldoon stated SMG.

Senator Fontana asked who's responsible for organizing the corporate meetings.

Mr. Muldoon stated SMG.

Senator Fontana asked who's responsible for organizing sporting and gaming events.

Mr. Muldoon stated VP and SMG.

Senator Fontana asked who's responsible for organizing the food and beverage sales.

Mr. Muldoon stated SMG partners with Levy, the Authority's food and beverage vendor.

Senator Fontana stated he wanted to know who is responsible for bringing in the money to DLCC.

Councilman Anthony Coghill asked if the banquet and concessions revenues outperform rent.

Mr. Muldoon confirmed that is correct.

Councilman Coghill asked if DLCC attracts business due to its green building status.

Mr. Muldoon confirmed that is correct.

Councilman Coghill stated the new county airport is going to filter and repurpose water to drink and further stated while the DLCC doesn't repurpose water for drinking, it does repurpose water for toilets and plants.

Mr. Muldoon confirmed that is correct and stated approximately 75% of the DLCC water gets repurposed.

Councilman Nicholas Futules stated the county airport will be the only airport on the planet to be self-sustaining and therefore other airports, around the country, are using Pittsburgh as a model on how to build new airports.

Mr. Burru asked how SMG coordinates work with VP.

Mr. Muldoon stated it is a smooth relationship.

Councilman Coghill asked what percentage of bookings VP is responsible for.

Mr. Muldoon stated 50%.

Mr. Quatrini asked what needs to be done to reach the \$17-\$20 million plateau and what is the biggest hurdle to bringing business in.

Mr. Muldoon stated an issue is the entrance as the east and west lobbies were not intended to be permanent entrances and therefore are not the most welcoming. Another issue is better connectivity to hotels as competitors have added new properties to their convention centers in recent years.

Senator Fontana stated the hotel issue has been ongoing. Senator Fontana stated previously, there was \$34 million set aside for a new hotel and proposals were requested and received indicating the cost would be approximately \$100 million. Given the discrepancy in funding and cost, Senator Fontana indicated there must be a coordinated effort whether that is applying for grants, using taxpayer money, or increasing revenue at DLCC.

Councilman Coghill asked if it is a disadvantage that DLCC is not a one stop shop, like convention centers in other cities.

Mr. Muldoon confirmed that is correct.

Councilman Coghill asked has it always been 50/50 with VP regarding the responsibility for most bookings.

Mr. Muldoon stated DLCC is a big part of either the success or failure of the trade show market, but there is a lot of coordination between SMG and VP.

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 amend the Food and Beverage (“F&B”) Agreement with Levy Premium Food Service L.P. (“Levy”) to extend the term and revise the fee structure and contribution amount.

Mr. Aaron Waller stated the current contract with Levy is expiring on December 31, 2023, and the Authority is looking to extend the contract, for three years through December 31, 2026. With the extension Levy will provide \$180,000 to invest in repairs and improvements to the DLCC food and beverage facilities. There will also be a revision to the fee structure to cap at \$250,000 in 2024, the current cap sits at \$267,861.

Mr. Waller stated a review team consisting of himself, Bridget Pascal, and Tim Muldoon considered the following options: extending the existing contract with the same terms and conditions; continuing the contract with Levy with amended terms or conditions; or issuing a Request for Proposal (“RFP”) for a new food and beverage provider.

Mr. Waller further stated the review team recommends extending the existing contract with amended terms for the following reasons: Levy’s record of providing quality F&B services at DLCC; Levy being a good partner during the pandemic; the support Levy provides in the local community, and Levy’s support of the Authority’s efforts regarding diversity in the workforce.

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. 5897

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County (SEA) that its Executive Director and other proper officers are authorized to amend the Food and Beverage Agreement with Levy Premium Food Service L.P. to

extend the term and revise the fee structure and the contribution amount; 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 with SpotOn (“SO”) Enterprise in a lump sum amount of \$128,883 for the purchase and service of a new Point of Sale (“POS”) system.

Mr. George Meehan stated the POS system currently used in the DLCC is eight years old and will no longer be supported by NCR Quest after December 31, 2023. Levy’s proposed new POS system has these features: it’s 100% Cloud based, has additional security features, faster credit card processing, and the capability to integrate with Levy’s current digital menu board & inventory system.

In December 2023, the Authority advertised an RFP in the New Pittsburgh Courier, Pittsburgh Post-Gazette, on the Authority’s website, and with the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. Additionally, the RFP was sent to eight companies and on December 16, 2022, a nonmandatory virtual pre-proposal meeting was held with four companies in attendance. Subsequently four proposals were received from SO, MyVenue, VenueNext, and Toast.

Mr. Meehan stated a committee consisting of himself, David Wertz, Will Cleis, Ryan Buries, Doug Straley, Steve Morrison, and Bill Williams reviewed the proposals and performed scope reviews with SO and VenueNext. The committee recommends SO for the following reasons: experience in other convention centers, the ability to integrate with Levy and SMG programs, customer support, the lowest transaction fees, and the POS units can operate as self-serve kiosks.

Mr. Meehan further stated there is 7% MBE participation through installation and shipping. The funding for the POS system will come from the F&B Capital Reserve Fund (\$61,057) and the Levy Operating Budget (\$67,826).

Senator Fontana asked if there were any questions

Mr. Quatrini asked if the POS system will allow any app-based payment.

Mr. Meehan 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. 5898

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 with SpotOn Enterprise in a lump sum amount of \$128,883 for the purchase and service of a new Point of Sale system; 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 a three-year agreement with Waste Management (“WM”) in a not to exceed amount of \$173,365 with two option years in an amount not-to-exceed \$115,577 for waste hauling services and the purchase of two 34-yard self-contained trash compactors and one stationary 42-yard trash compactor in the lump sum amount of \$94,130.

Mr. Joseph Garcia stated reducing, reusing, and recycling are cornerstones of the DLCC’s sustainability efforts. Since the inception of the DLCC’s trash diversion initiative in

2005, the building has diverted 2,888 tons of recyclable, compostable, and donation worthy waste from landfills. Currently, the three containers and compactors owned by DLCC are original to the building and are at the end of their useful life.

In January 2023, an RFP was advertised in the Pittsburgh Post-Gazette, New Pittsburgh Courier, Pittsburgh Builders Exchange, on the Authority's website, and with the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. The RFP was sent to six companies, including one WBE. A non-mandatory pre-proposal meeting was held with four companies in attendance.

Mr. Garcia further stated a selection committee of Joseph Garcia, Ryan Buries, Doug Straley, Clarence Curry, and Bill Williams reviewed the proposals, and the selection committee recommends WM for the following reasons: the lowest proposal for cost-per-haul and cost-per-ton in the waste streams of recyclable and trash; ability to track waste records needed for LEED reports; experience with large venues as WM is currently the waste hauling company for PNC Park, Acrisure Stadium and PPG Paints Arena; MBE/WBE participation; and its diverse workforce.

WM will service the account starting May 1, 2023, and continue through April 30, 2026, and will install two new self-contained compactors and one new stationary compactor with the removal of the existing equipment. The three new compactors come with the following warranties: 3-year structural, 2-year parts, and 1-year labor. There is 20% MBE participation through transportation of recyclable materials by Cole & Cole Trucking.

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. 5899

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to enter a three-year agreement with Waste Management in a not-to-exceed amount of \$173,365 with two option years in an amount not-to-exceed \$115,577 for waste hauling services and the purchase of two 34-yard self-contained trash compactors and one stationary 42-yard trash compactor in the lump sum amount of \$94,130; 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 three-year agreement with Mariani & Richards ("M&R") in a not-to-exceed amount of \$204,900 and authorization to exercise, upon staff review and recommendation, an owner option for two additional years in an amount not-to-exceed \$143,430 for exterior cleaning of precast surfaces at the DLCC.

Mr. Garcia stated to maintain the exterior aesthetic of the building, the precast stone needs to be regularly cleaned and in 2019, the contract expired with M&R. In January 2023, an RFP was advertised in the Pittsburgh Post-Gazette, New Pittsburgh Courier, Pittsburgh Builders Exchange, on the Authority's website, and with the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. The RFP was sent to seven contractors, including one WBE. A non-mandatory pre-proposal meeting was held on January 30, 2023, with five contractors attending. The RFP gave the contractors the option of submitting proposals to clean windows, metal surfaces, or precast concrete.

On February 15, 2023, six proposals were submitted and a selection committee of Joseph Garcia, Ryan Buries, Doug Straley, and Bill Williams reviewed the proposals. The selection committee recommends M&R for the cleaning of precast surfaces due to their past performance,

the experience of the proposed project team, submittal of the lowest acceptable cost proposal, and their technical approach to the work.

Mr. Garcia further stated M&R will mobilize in 2023 on the dates agreed to by DLCC and M&R staff. There will be selected areas cleaned based on priority and need and the contract amount includes an allowance for aerial lift rental and street closure permits which will only be used if needed. There is 10-15% MBE participation for cleaning products and materials through Cooper Trading and/or Ida Yaegar Sales.

Senator Fontana asked if there were any questions.

Councilman Futules asked if M&R cleans the DLCC every day.

Mr. Garcia stated M&R cleans the precast on the exterior of the DLCC. Mr. Garcia further stated there are out of reach areas where lift services and road closure permits are needed, and M&R completes the cleaning within 12-18 weeks. Most of the cleaning takes place on the south end of the DLCC.

Mr. Birru asked why Allegheny Window wasn't considered.

Mr. Garcia stated Allegheny Window did not have the union staff to complete the scope of the work proposed in the RFP.

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. 5900

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 three-year agreement with Mariani & Richards in a not-to-exceed amount of \$204,900 and authorization to exercise, upon staff review and recommendation, an owner option for two additional years in a

not-to-exceed amount \$143,430 for exterior cleaning of precast surfaces at 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 three-year agreement with American National Skyline, Inc. ("ANS") in a not-to-exceed amount of \$390,000 and authorization to exercise, upon staff review and recommendation, an owner option for two additional years in a not-to-exceed amount of \$260,000 for exterior building cleaning of windows and metal surfaces at the DLCC.

Mr. Garcia stated this proposal coincides with the previously approved proposal, as this is for the windows and metal cleaning for the exterior of the DLCC.

In January 2023, an RFP was advertised in the Pittsburgh Post-Gazette, New Pittsburgh Courier, Pittsburgh Builders Exchange, on the Authority's website, and with the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. The RFP was sent to seven contractors, including one WBE. A non-mandatory pre-proposal meeting was held on January 30, 2023, with five contractors attending.

Mr. Garcia further stated on February 15, 2023, six contractors submitted proposals and a selection committee of Joseph Garcia, Ryan Buries, Doug Straley, and Bill Williams reviewed the proposals. The selection committee recommends ANS for both the window cleaning and exterior metal cleaning due to experience of the proposed project team, submittal of the lowest proposal for window cleaning, submittal of the lowest acceptable proposal for exterior metal cleaning, their technical approach to the work, and practicality of the same contractor completing the window and metal panel cleaning simultaneously. ANS will mobilize in 2023 on the dates agreed to by the DLCC and ANS 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. 5901

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 three-year agreement with American National Skyline, Inc. in a not-to-exceed amount of \$390,000 and authorization to exercise, upon staff review and recommendation, an owner option for two additional years in a not-to-exceed amount of \$260,000 for exterior building cleaning of windows and metal surfaces at 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 purchase order in a lump sum amount of \$10,411 to Pittsburgh Laundry Systems (“PLS”) for the purchase and installation of a new commercial washing machine at the DLCC.

Mr. Spencer Girman stated the DLCC utilizes one commercial washing machine throughout the events calendar to wash mop heads, table covers, and washcloths. The existing 40-pound commercial washing machine is original to building construction and has reached the end of its useful life. In March 2023, a notice for quotes was posted on the Authority’s website with two companies providing quotes (PLS and PAC Industries).

SMG staff recommends PLS, as PLS provides the lowest price. This pricing includes removal of the existing unit, purchasing/installation of the new unit, and freight charges. Each of the quotes received includes a 3-year parts/equipment warranty and a 90-day labor warranty.

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. 5902

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 purchase order in a lump sum amount of \$10,411 to Pittsburgh Laundry Systems for the purchase and installation of a new commercial washing machine at 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 reimburse the Pittsburgh Penguins (“Penguins”) in an amount not-to-exceed \$5,187,702 for video control room equipment replacement and installation by Texolve.

Mr. Doug Straley stated per the terms of the sublease between the Authority and the Penguins, the Authority is required to pay for eligible capital projects. In July 2022, the Penguins informed the Authority they considered the video production equipment to be beyond its useful life. The Authority’s annual condition reports over the past few years confirmed these issues.

The Penguins provided a report by Wrightson, Johnson, Haddon and Williams, Inc. (“WJHW”), the Penguins’ technology consultant, evaluating the existing condition of the system and making specific recommendations with respect to replacement. Anthony James Partners (“AJP”), the Authority’s technology consultant, has reviewed the WJHW report and agrees with the report provided by WJHW.

In March 2023, the board approved replacement of two critical video equipment items – the keyboard video mouse switching component and the video production switcher. On January

19, 2023, the Penguins issued a bid package for the remaining video production equipment to seven companies, with two bids received. The video production equipment project replaces cameras, displays, signal processing, and control room equipment. For the bidding process, the Penguins separated bidding requirements based on like-for-like equipment and equipment upgrades.

Mr. Straley further stated the low bid provided by Texolve was \$5,716,934, with the Authority reimbursing \$5,187,702. The MBE participation is 4.0% with Emerald Electric and Boyd Roll-Off Services for subcontractor work along with Penn State Electric Supply, Corserva, and Core Micro for equipment supplies, and WBE participation is 3.5% with ScherShot Productions for equipment supplies. The project is scheduled to start after the 2023-2024 hockey season and be completed by the start of the 2024-2025 season, due to the long lead time on equipment. There is a 1-year warranty on parts and labor.

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. 5903

RESOLVED by the Board of the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to reimburse the Pittsburgh Penguins in an amount not-to-exceed \$5,187,702 for video control room equipment replacement and installation by Texolve; 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 complete the documentation development, review, and execution required for the transition from the London

Interbank Offered Rate (“LIBOR”) to the Secured Overnight Financing Rate (“SOFR”) benchmark rate for the Commonwealth Lease Revenue Bonds Series A of 2007 (Variable Rate Demand) (the “2007A Bonds”) and Commonwealth Lease Revenue Bonds, Taxable Series B of 2007 (Variable Rate Demand) (the “2007B Bonds”) issued on behalf of the Authority.

Mr. Waller stated LIBOR, the dominate benchmark rate used for financial contracts, will be discontinued and no longer calculated as of June 30, 2023, and will be replaced by SOFR. As such, all debts using LIBOR must transition to SOFR by June 30, 2023.

The Authority has engaged with PFM Financial Advisors LLC, Dinsmore & Shohl, PNC Bank, Dentons Cohen & Grigsby P.C., and The Bank of New York Mellon Trust Company, to complete the documentation development, review, and execution required for the transition. The amendment to the 2007 Trust Indenture securing the Authority’s 2007A Bonds will replace LIBOR indices with SOFR indices as fallback interest rates in the event of a failure by the Remarketing Agent to set the interest rate on the 2007A Bonds. Additionally, there will be an amendment of the interest rate swap relating to the 2007B Bonds to replace a LIBOR index with a SOFR index in the floating rate calculation.

Mr. Waller further stated the estimated transaction costs are \$62,500 which will be submitted for reimbursement as a cost of the financing, pursuant to the terms of the Commonwealth lease.

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. 5904

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County (the "Authority") that its Executive Director and other proper officers are authorized to complete the documentation development, review, and execution required for the transition from the London Interbank Offered Rate (LIBOR) to the Secured Overnight Financing Rate (SOFR) benchmark rate for the Commonwealth Lease Revenue Bonds Series A of 2007 (Variable Rate Demand) (the "2007A Bonds") and Commonwealth Lease Revenue Bonds, Taxable Series B of 2007 (Variable Rate Demand) (the "2007B Bonds") issued on behalf of the Authority; 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 request a Community Conservation Partnerships Program grant in an amount up to \$150,000 from the Pennsylvania Department of Conservation and Natural Resources ("DCNR") to be used for the North Shore Riverfront Trail Development Project and, if approved, to enter into all documents for receipt of funds.

Mr. Jeff Garstka stated the Authority is requesting a grant from the DCNR through its Community Conservation Partnerships Program ("C2P2") for funding to build a permanent concrete pathway connecting the Three Rivers Heritage Trail to the bottom of the amphitheater stairs that serve as the launch point for the Point of Pittsburgh Sailing League ("PPSL"). There is a missing connection in the North Shore Riverfront Park ("NSRFP"), located at the bottom amphitheater stairs where the PPSL launch point is located. It's currently a dead end but has been used by pedestrians and cyclists who have created a dirt path through the existing landscape. A concrete sidewalk would benefit trail users by creating a safe means to traverse NSRFP and connect to the existing concrete path. Stakeholders such as Riverlife, Carnegie Science Center and PPSL have written letters of support for the project.

Mr. Garstka further stated the estimated total project cost is approximately \$300,000. The C2P2 program requires a 50% match, therefore the Authority is asking for \$150,000 in DCNR grant funds to be matched by the Authority.

Senator Fontana asked if there were any questions.

Senator Fontana asked when the grant application deadline was.

Mr. Garstka stated April 5, 2023.

Mr. Hanson stated the Authority sends the application without the executed resolution then amends the resolution.

Mr. Garstka stated after speaking with the DCNR regional director, regarding the scheduling of the Authority's board meeting, it was determined that the executed resolution could be provided to DCNR after the board meeting.

Councilman Coghill asked if the Authority has to match the \$150,000 from DCNR.

Mr. Garstka confirmed that is correct.

Councilman Coghill asked if this grant is to clean up the trail.

Mr. Garstka stated the Authority wants to pave the trail and connect it to the other existing concrete path.

Senator Fontana stated connected trails improve the quality of life and is good for the region.

Councilman Futules asked if this area is where the homeless camps are.

Mr. Garstka stated he doesn't believe this is a homeless encampment and that was confirmed by Mr. Straley.

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. 5905

RESOLVED Resolution of the Sports & Exhibition Authority of Pittsburgh and Allegheny County (SEA) authorizing the filing of an application for funds from the Pennsylvania Department of Conservation and Natural Resources.

Whereas SPORTS & EXHIBITION AUTHORITY OF PITTSBURGH & ALLEGHENY COUNTY ("Applicant") desires to undertake the project, "North Shore Riverfront Trail Development" ("Project Title"); WHEREAS the applicant desires to receive from the Department of Conservation and Natural Resources ("Department") a grant for the purpose of carrying out this project; and,

WHEREAS the application package includes a document entitled "Terms and Conditions of Grant"; and NOW THEREFORE, it is resolved that

1. The grant application may be electronically signed on behalf of the applicant by "Aaron Waller" who, at the time of signing, has a TITLE of "Executive Director" and the email address of awaller@pgh-sea.com.
2. If this Official signed the Grant Application Electronic Authorization prior to the passage of this Resolution, this grant of authority applies retroactively to the date of signing.
3. If the applicant is awarded a grant, the Grant Application Electronic Authorization, signed by the above Official, will become the applicant/grantee's executed signature page for the Grant Agreement, and the applicant/grantee will be bound by the Grant Agreement.
4. Any amendment to the Grant Agreement may be signed on behalf of the grantee by the Official who, at the time of signing of the amendment, has the "TITLE" specified in paragraph 1 and the grantee will be bound by the amendment.

Senator Fontana continued to the next item on the agenda, authorization to request a C2P2 grant in an amount up to \$150,000 from the DCNR to be used for the NSRFP Quay Repair Project and, if approved, to enter into all documents for receipt of funds.

Mr. Garstka stated the boat landing has experienced extended wear due to the high traffic and frequent use of the site. Routine maintenance and repairs have been undertaken; however, the existing concrete blocks need significant repair. The quay serves as a shuttle destination for events at PNC Park and is open to public use, which is a requirement of this grant program. Stakeholders such as Riverlife and Gateway Clipper have written letters of support for the project.

Mr. Garstka further stated the estimated total project cost is approximately \$300,000. The C2P2 program requires a 50% match, therefore the Authority is asking for \$150,000 in DCNR grant funds to be matched by the Authority.

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. 5906

RESOLVED Resolution of the Sports & Exhibition Authority of Pittsburgh and Allegheny County (SEA) authorizing the filing of an application for funds from the Pennsylvania Department of Conservation and Natural Resources.

Whereas SPORTS & EXHIBITION AUTHORITY OF PITTSBURGH & ALLEGHENY COUNTY ("Applicant") desires to undertake the project, "North Shore Riverfront Trail Development" ("Project Title");

WHEREAS the applicant desires to receive from the Department of Conservation and Natural Resources ("Department") a grant for the purpose of carrying out this project; and,

WHEREAS the application package includes a document entitled "Terms and Conditions of Grant"; and NOW THEREFORE, it is resolved that

1. The grant application may be electronically signed on behalf of the applicant by "Aaron Waller" who, at the time of signing, has a TITLE of "Executive Director" and the email address of awaller@pgh-sea.com.

2. If this Official signed the Grant Application Electronic Authorization prior to the passage of this Resolution, this grant of authority applies retroactively to the date of signing.

3. If the applicant is awarded a grant, the Grant Application Electronic Authorization, signed by the above Official, will become the applicant/grantee's executed signature page for the Grant Agreement, and the applicant/grantee will be bound by the Grant Agreement.

4. Any amendment to the Grant Agreement may be signed on behalf of the grantee by the Official who, at the time of signing of the amendment, has the "TITLE" specified in paragraph 1 and the grantee will be bound by the amendment.

Senator Fontana continued to the next item on the agenda, authorization to enter into a three-year agreement with Fluxx Labs ("FL") in a lump sum amount of \$44,500 for grant management software.

Ms. Theresa King stated the Sports Event Funding ("SEF") Program is an Authority program that provides financial assistance to support major sporting events providing significant economic impact to Allegheny County. The financial assistance may be provided as a grant or loan, for eligible expenses, in an amount up to \$75,000.

The current SEF application process involves the applicant completing a fillable PDF form and submitting the form via email with all requested additional information. The current submission process lacks the ability to ensure needed information is provided before an applicant submits an application. The current process also lacks the ability for the Authority to communicate with the applicant easily and efficiently.

Ms. King further stated in March 2023, the Authority advertised an RFP for grant management software in the Pittsburgh Post-Gazette, New Pittsburgh Courier, Pittsburgh Builders Exchange, on the Authority's website, and with the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. The RFP was sent to 18 companies, six attended the pre-proposal meeting with five proposals received. A committee consisting of: Aaron

Waller, Doug Straley, Bridget Pascal, Steve Morrison, Rhea L. Thomas, Clarence Curry, and Theresa King reviewed the proposals and received online demonstrations from four proposers.

Ms. King stated the selection committee recommends FL based on the platform's ability to provide significant improvements to the SEF Program's application and grant management process by: requiring a complete application prior to submission, providing the applicant with a centralized and user-friendly location to manage all grant-related information, improving communication by allowing the application to flag any questions or reports the applicant needs assistance with, providing the Authority with a customizable dashboard to assist Authority staff in maintaining and tracking all grant agreements, increasing transparency by generating data reports and creating comprehensive visualizations from raw SEF Program data, and providing a local customer support representative.

Senator Fontana stated there was a variety of costs from the proposers and he was glad the lowest proposal was selected.

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. 5907

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 three-year agreement with Fluxx Labs in the lump sum amount of \$44,500 for grant management software; 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, approval of SEF Program grants.

Ms. King stated in accordance with Section 27.4 of Pennsylvania General Assembly Act 42 of 2017 (“Act 42”), an annual allocation of funds has been made to the Authority from the Pennsylvania Gaming Economic Development and Tourism Fund (“EDTF”) for the establishment, administration, and maintenance of a regional sports commission.

Pursuant to the adopted Act 42 programs and procedures, the Authority’s SC first reviews all SEF Program applications and then provides recommendations to the Authority board for funding. Additionally, according to the programs and procedures, the SEF Program only provides funding on a reimbursement basis after the event has occurred and a final report has been provided, all in accordance with the terms and provisions of the grant agreement for the event. The Authority’s SC is recommending eight SEF applications to be considered for funding.

Ms. King stated the first SEF Program application recommended is a grant of \$60,000 to USA Judo for the 2024 Junior Olympics, which is a three-day amateur championship for ages 5-20, with nationwide participants and competitors. This tournament is sanctioned and promoted by USA Judo. SportsPittsburgh (“SP”) estimates 3,000 hotel room nights and direct spending of \$1.43 million and the event budget is \$161,000.

The second SEF Program application recommended is a grant of \$75,000 to Special Olympics of Pennsylvania for a softball tournament to be held at various fields in Allegheny County. The event is a three-day softball tournament for traditional Special Olympics softball and Unified Special Olympics softball teams. The tournament will host approximately 30 teams from Canada, Mexico, Latin America, and the United States, with participants ranging in ages from 14 to 80. USA Softball will sanction the event alongside Special Olympics International. SP estimates 1,800 hotel room nights and direct spending of \$1.01 million and the budget for this event is \$606,900.

Ms. King further stated the third SEF Program application recommended is a grant of \$75,000 to the Convention Visitors Bureau of Greater Monroeville for 16 youth baseball and softball tournaments to be held Saturday, April 1, 2023, through Thursday, August 31, 2023, at softball and baseball venues located in Allegheny County by Atlantic Coast Baseball LLC (AC Sports). This is a 16-weekend youth amateur baseball and softball tournament for boys and girls ages 8 to 18. The event was previously awarded a SEF Program grant in 2022 for \$75,000. Visit Monroeville estimates 8,500 hotel room nights, with an economic impact of \$10.43 million. The budget for this event is \$581,620.

The fourth SEF Program application recommended is a grant of \$75,000 to GAMMA Sports for an indoor pickleball tournament to be held Friday, August 18, 2023, through Sunday, August 20, 2023, at the DLCC. The three-day professional and amateur indoor pickleball tournament is for ages 10 and older, and is sanctioned by USA Pickleball. SP estimates 450 hotel room nights and direct spending of \$330,000. The budget for the event is \$161,559.

Ms. King stated the fifth SEF Program application recommended is a grant of \$60,000 to Basketball Stars of America for an 11-weekend youth basketball tournament from Friday, May 5, 2023, through Sunday, August 13, 2023, at various locations in Allegheny County. The 11-weekend tournament is for boys and girls ages 8 to 18. The event was previously awarded a SEF Program grant in 2022 for \$50,000. SP estimates direct spending of \$4.08 million. The applicant estimates 6,400 hotel room nights and the budget for the event is \$485,000.

The sixth SEF Program application recommended is a grant of \$30,000 to Premier Ice Prospects, LLC ("PIP") for two girls' hockey tournaments to be held Friday, September 1, 2023, through Sunday, September 3, 2023, and Friday, November 24, 2023, through Sunday, November 26, 2023, at various ice rinks throughout Allegheny County and one in Butler County. The PIP's

Labor Day Girls Fest is a three-day hockey tournament to be held Labor Day Weekend and attracts 66 top-ranked teams at the 14U/16U/19U age levels. The second tournament is PIP's The Burgh Girls Fest which is a three-day hockey tournament held Thanksgiving weekend for girls of all ages and skill levels. SP estimates a combined 7,200 hotel room nights and direct spending of \$3.97 million for both tournaments. The total budget for the events is \$317,646.

The seventh SEF Program application recommended is a grant of \$20,400 to the African American Leadership Foundation for a Historically Black Colleges and Universities ("HBCU") baseball game to be held Saturday, September 23, 2023, at PNC Park. The event is an intercollegiate baseball game between two HBCUs as an initiative to introduce, expose, and educate students and families in the region about HBCUs. SP estimates direct spending of \$155,00 and the applicant estimates 260 hotel room nights. The budget for the event is \$68,000.

Ms. King stated the eighth SEF Program application recommended is a grant of \$75,000 to the Pittsburgh Vintage Grand Prix Association for a vintage car race to be held from Friday, July 14, 2023, through Sunday, July 23, 2023, at Schenley Park. The event is a weekend amateur vintage car race for the benefit of spectators and to raise needed funds for the organization's charity partners. To date, the organization has raised \$6.4 million for autistic and intellectual disability charities. SP estimates the race weekend to generate approximately 18,700 hotel room nights and direct spending of \$14.43 million. The budget for the race weekend event is \$347,600.

Senator Fontana asked if there were any questions.

Senator Fontana stated these SC grants will generate regional economic impact and provide smaller organizations the opportunity to participate. The approved eight grants are the result of the SC putting in time and effort in vetting the applications.

Mr. Quatrini congratulated Authority staff for growing the applicant pool and bringing back previously awarded applicants.

Councilman Futules stated the SEF Program is a great opportunity to promote sports and indicated he participates with the Grand Prix Association which creates revenue for local hotels and promotes Autism awareness.

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. 5908

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that the following grants under the Sports Event Funding (SEF) Program, in accordance with the terms and recommendations of the SEA Sports Commission, are authorized and the Executive Director and other proper officers are authorized to enter into grant agreements and to take all action and execute such documents as are related and proper to effectuate the terms of this Resolution:

1. \$60,000 to United States Judo Inc. for a judo tournament to be held Friday, June 21, 2024, through Sunday, June 23, 2024, at the David L. Lawrence Convention Center,

2. \$75,000 to Special Olympics Pennsylvania for a softball tournament to be held in September 2024, at softball field venues located in Allegheny County,

3. \$75,000 to the Convention Visitors Bureau of Greater Monroeville for sixteen (16) youth baseball and softball tournaments to be held Saturday, April 1, 2023, through Thursday, August 31, 2023, at softball and baseball venues located in Allegheny County by Atlantic Coast Baseball LLC (AC Sports),

4. \$75,000 to Ferrari Importing Co. (d/b/a GAMMA Sports) for an indoor pickleball tournament to be held Friday, August 18, 2023, through Sunday, August 20, 2023, at the David L. Lawrence Convention Center,

5. \$60,000 to Basketball Stars of America for an eleven (11) weekend youth basketball tournament to be held Friday, May 5, 2023, through Sunday, August 13, 2023, at North Allegheny Schools (Wexford/Pittsburgh) and All-America Fieldhouse (Monroeville),


6. \$30,000 to Premier Ice Prospects, LLC for two girls' hockey tournaments to be held Friday, September 1, 2023, through Sunday, September 3, 2023, and Friday, November 24, 2023, through Sunday, November 26, 2023, at the Ice Castle (Castle Shannon), RMU Island Sports Center (Neville Island), Baierl Iceplex (Warrendale), Mt. Lebanon Ice Center (Mt. Lebanon) and UPMC Lemieux (Cranberry),

7. \$20,400 to the African American Leadership Foundation for a Historically Black Colleges and Universities baseball game to be held Saturday, September 23, 2023, at PNC Park, and

8. \$75,000 to Pittsburgh Vintage Grand Prix Association for a vintage car race to be held from Friday, July 14, 2023, through Sunday, July 23, 2023, at Schenley Park.

The next item was public participation, and Senator Fontana asked if anyone in the audience desired to address the board.

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 12:11 P.M.



Aaron Waller
Assistant Secretary