

The Website reports are intended to provide a picture of all activity related to a specific facility.

The Website reports may differ from the Audit and the Audit Supplementals, which are prepared on an accrual basis of accounting and in accordance with accounting principles generally accepted in the United States of America.

Sports & Exhibition Authority

	ACTUAL 2014	ACTUAL 2015	ACTUAL 2016	BUDGET 2017
Convention Center				
OPERATING REVENUE:				
Building Revenue				
Direct Event Income	\$1,696,961	\$1,509,849	\$1,337,969	\$1,930,557
Food & Beverage	\$1,520,789	\$2,454,946	\$1,561,435	\$2,187,057
Building Ancillary	\$1,833,079	\$1,960,088	\$1,793,700	\$2,058,467
Other DLLCC Income	\$101,922	\$132,147	\$134,519	\$147,837
Total Building Revenue:	\$5,152,751	\$6,057,030	\$4,827,623	\$6,323,918
Other Recurring/Non-Recurring Revenue				
Hotel Tax	\$2,750,000	\$3,000,000	\$3,000,000	\$3,000,000
Act 53 Section 3(2)(i)(B)	\$1,700,000	\$1,700,000	\$1,700,000	\$1,700,000
Act 53 Section 3(2)(i)(C)	\$1,700,000	\$1,700,000	\$1,700,000	\$1,700,000
CC Riverfront Plaza	\$250	\$0	\$0	\$0
Retail	\$0	\$23,393	\$60,463	\$62,444
Total Other Recurring/Non-Recurring Revenue:	\$6,150,250	\$6,423,393	\$6,460,463	\$6,462,444
TOTAL REVENUE	\$11,303,001	\$12,480,423	\$11,288,086	\$12,786,362
OPERATING EXPENSES:				
Building Expenses (Per Manager's Contract)				
Salaries	\$5,600,721	\$6,180,621	\$6,336,202	\$6,242,046
Health Care	\$1,201,888	\$1,287,507	\$1,669,622	\$1,256,702
Pension	\$18,865	\$20,960	\$21,322	\$33,116
Other Benefits and Taxes	\$826,310	\$882,733	\$625,538	\$962,746
Labor Allocated Towards Event Revenue	(\$3,294,978)	(\$3,746,120)	(\$3,718,546)	(\$3,575,717)
Subtotal Salaries, Benefits and Taxes	\$4,352,806	\$4,625,701	\$4,934,138	\$4,918,893
Building Utilities	\$2,244,631	\$2,339,237	\$2,336,386	\$2,363,416
Building Operations	\$703,653	\$728,265	\$905,533	\$801,920
Insurance - Operations	\$122,405	\$140,419	\$148,378	\$136,238
Insurance - Property, Auto, Etc.	\$262,585	\$206,794	\$208,997	\$220,262
Administrative	\$334,136	\$371,129	\$391,746	\$445,042
Sales and Marketing	\$321,694	\$453,460	\$353,850	\$416,775
Management Fee/Incentive	\$192,087	\$226,289	\$175,000	\$179,200
Total Building Expenses	\$4,181,191	\$4,465,593	\$4,519,890	\$4,562,853
Capital Maintenance Reserve	\$350,000	\$850,000	\$350,000	\$350,000
Non-Recurring Expenses				
Loan Debt Service (Vira/Howard Heinz)	\$150,667	\$148,667	\$146,668	\$144,667
Loan Debt Service (PNC/Dollars)	\$1,711,000	\$1,711,000	\$1,711,000	\$1,711,000
CC Riverfront Plaza	\$61,857	\$50,824	\$0	\$0
Building Repair, Replacement, Renewal and Improvements	\$1,019,326	\$1,195,533	\$784,733	\$1,098,950
Total Non-Recurring Expenses	\$2,942,850	\$3,106,024	\$2,642,401	\$2,954,617
TOTAL EXPENSES	\$11,826,847	\$13,047,318	\$12,446,429	\$12,786,363
NET SURPLUS / (DEFICIT) BUILDING OPERATIONS	(\$523,846)	(\$566,895)	(\$1,158,344)	(\$1)

Sports & Exhibition Authority

	ACTUAL 2014	ACTUAL 2015	ACTUAL 2016	BUDGET 2017
Other Operations				
REVENUE:				
Recurring Revenue				
Convention Center Garage, Net	\$1,944,188	\$2,230,926	\$2,241,879	\$2,268,827
10th/Penn, P1, P2, P3 Parking, Net	\$540,194	\$599,872	\$614,763	\$528,934
Vending Commission	\$22,210	\$36,108	\$23,116	\$30,000
Other	\$87,929	\$134,940	\$116,478	\$100,000
Interest Earnings	\$267	\$576	\$7,117	\$500
Total Recurring Revenue	\$2,594,788	\$3,002,422	\$3,003,353	\$2,928,261
Non-Recurring Revenue				
Sponsorships	\$146,666	\$0	\$30,000	\$25,000
Total Non-Recurring Revenue	\$146,666	\$0	\$30,000	\$25,000
TOTAL REVENUE	\$2,741,454	\$3,002,422	\$3,033,353	\$2,953,261
EXPENSES:				
Recurring Expenses:				
Salaries	\$988,050	\$1,034,394	\$1,068,570	\$1,015,407
Health Care	\$69,638	\$85,656	\$116,994	\$128,170
Pension	\$70,239	\$70,355	\$72,780	\$80,008
Other Benefits and Taxes	\$103,061	\$102,494	\$102,489	\$136,201
Subtotal Salaries, Benefits and Taxes	\$1,230,988	\$1,292,899	\$1,360,833	\$1,359,786
Office Expenses and Supplies	\$12,650	\$16,154	\$18,279	\$40,000
Legal/Professional Services	\$284,726	\$283,341	\$202,879	\$578,642
Audit and Other Accounting Services	\$22,912	\$23,031	\$25,263	\$34,300
Telephone	\$3,861	\$3,664	\$3,216	\$5,000
Insurance	\$57,918	\$63,756	\$64,859	\$68,826
Miscellaneous	\$1,432	(\$132)	\$4	\$6,000
Trustee, Financing and Bank Fees	\$72,882	\$79,565	\$72,325	\$85,000
Computer	\$23,852	\$33,125	\$34,354	\$71,270
Total Recurring Expenses	\$480,233	\$502,504	\$421,179	\$889,038
Non-Recurring Expenses				
Lower Hill Redevelopment NSRFP	\$966,686	\$1,067,338	\$0	\$704,437
Total Non-Recurring Expenses	\$966,686	\$1,067,338	\$0	\$704,437
TOTAL EXPENSES	\$2,677,907	\$2,862,741	\$1,782,012	\$2,953,261
Net Surplus (Shortfall) - Other Operations	\$63,547	\$139,681	\$1,251,341	\$0
NET SURPLUS / (DEFICIT) OTHER OPERATIONS:				
Total Revenues	\$14,044,455	\$15,482,845	\$14,321,439	\$15,739,623
Total Expenses	\$14,504,754	\$15,910,059	\$14,228,441	\$15,739,624
Adjustments to operations				
TOTAL NET SURPLUS / (DEFICIT)	(\$460,299)	(\$427,214)	\$92,998	(\$1)

CONVENTION CENTER GARAGE OPERATING

Back up detail to Other Operations Recurring Revenues

	ACTUAL 2014	ACTUAL 2015	ACTUAL 2016	BUDGET 2017
OPERATING REVENUE:				
Lease Revenue	\$886,520	\$922,111	\$881,728	\$979,000
Transient Revenue	\$865,864	\$1,008,888	\$994,534	\$1,012,970
Event Parking	\$1,351,109	\$1,582,081	\$1,701,847	\$1,607,126
Residential Revenue / Rent	\$32,490	\$34,855	\$33,850	\$36,000
Refunds	(\$144)	(\$730)	\$0	\$0
GROSS OPERATING REVENUE	\$3,135,839	\$3,547,205	\$3,611,959	\$3,635,096
Less: Parking Tax	(\$846,312)	(\$957,923)	(\$975,882)	(\$981,581)
ADJUSTED GROSS REVENUE	\$2,289,527	\$2,589,282	\$2,636,077	\$2,653,515
OPERATING EXPENSES:				
Wages	\$164,886	\$178,918	\$197,187	\$193,456
Pension	\$8,150	\$9,184	\$9,192	\$9,673
Insurance - Group	\$43,720	\$46,508	\$49,383	\$51,185
Payroll Taxes	\$16,061	\$17,369	\$19,230	\$23,921
Total Salaries and Benefits	\$232,817	\$251,979	\$274,992	\$278,236
Garage Supplies	\$2,513	\$1,756	\$2,402	\$1,920
Insurance	\$15,102	\$15,469	\$16,277	\$16,724
Licenses	\$1,531	\$1,531	\$531	\$535
Maintenance - Routine	\$23,064	\$23,040	\$35,915	\$22,875
Office	\$33,644	\$33,733	\$33,023	\$34,280
Tickets	\$6,745	\$5,457	\$5,123	\$5,210
Uniforms	\$624	\$777	\$917	\$908
Uninsured Loss	\$0	\$616	\$1,000	\$0
TOTAL OPERATING EXPENSES	\$316,040	\$334,358	\$370,180	\$360,688
OPERATING INCOME	\$1,973,487	\$2,254,924	\$2,265,897	\$2,292,827
Management Fee	(\$24,000)	(\$24,000)	(\$24,000)	(\$24,000)
NET OPERATING INCOME FROM GARAGE	\$1,949,487	\$2,230,924	\$2,241,897	\$2,268,827
Other Expenses	(\$64,313)	(\$63,222)	(\$68,926)	(\$67,000)
Bank Fees Related to Debt Service	(\$11,000)	(\$11,000)	(\$11,000)	(\$11,000)
NET INCOME	\$1,874,174	\$2,156,702	\$2,161,971	\$2,190,827
Debt Service Payment is Reflected on Other Operations Budget				
Slots Revenue Received to Pay Debt	\$1,700,000	\$1,700,000	\$1,700,000	\$1,700,000
Principal/Interest	(\$1,700,000)	(\$1,700,000)	(\$1,700,000)	(\$1,700,000)
NET SURPLUS/ (DEFICIT) AFTER DEBT SERVICE	\$1,874,174	\$2,156,702	\$2,161,971	\$2,190,827

10TH & PENN LOTS OPERATING

Back up detail to Other Operations Recurring Revenues

	ACTUAL 2014	ACTUAL 2015	ACTUAL 2016	BUDGET 2017
OPERATING REVENUE:				
Lease Revenue	\$159,659	\$169,695	\$168,390	\$171,000
Transient Revenue	\$94,094	\$94,193	\$111,125	\$90,042
Event Parking	\$54,462	\$45,089	\$46,505	\$51,900
Residential Rev./Rent	\$0	\$0	\$600	\$0
Revenue Adjustments	(\$345)	\$3	\$0	\$0
GROSS OPERATING REVENUE	\$307,870	\$308,980	\$326,620	\$312,942
Less: Parking Tax	(\$83,945)	(\$84,248)	(\$88,888)	(\$85,349)
ADJUSTED GROSS REVENUE	\$223,925	\$224,732	\$237,732	\$227,593
OPERATING EXPENSES:				
Wages	\$41,883	\$40,298	\$42,294	\$45,628
Pension	\$3,135	\$2,975	\$2,597	\$3,650
Insurance - Group	\$7,120	\$7,425	\$4,434	\$7,473
Payroll Taxes	\$4,127	\$4,036	\$4,268	\$5,234
Total Salaries and Benefits	\$56,265	\$54,734	\$53,593	\$61,985
Garage Supplies	\$19	\$418	\$60	\$0
Insurance	\$1,849	\$2,295	\$2,356	\$2,346
Licenses	\$177	\$177	\$177	\$177
Maintenance - Routine	\$3,106	\$2,344	\$2,304	\$2,304
Office	\$4,385	\$4,610	\$4,698	\$4,694
Uniforms	\$221	\$304	\$429	\$380
Utilities	\$1,920	\$1,994	\$1,963	\$1,969
TOTAL OPERATING EXPENSES	\$67,942	\$66,876	\$65,580	\$73,855
NET OPERATING INCOME FROM LOT	\$155,983	\$157,856	\$172,152	\$153,738
Other Income (East Lot)	\$217,500	\$225,000	\$225,000	\$225,000
NET SURPLUS / (DEFICIT)	\$373,483	\$382,856	\$397,152	\$378,738

NORTH SHORE GARAGE OPERATING

	ACTUAL 2014	ACTUAL 2015	ACTUAL 2016	BUDGET 2017
OPERATING REVENUE:				
Lease Revenue	\$1,543,044	\$1,703,412	\$1,656,914	\$1,709,100
Transient Revenue	\$587,577	\$680,132	\$693,577	\$681,693
Pirate Revenue	\$929,023	\$1,026,047	\$903,208	\$939,450
Steeler Revenue	\$188,700	\$244,357	\$209,606	\$209,600
Panther Revenue	\$109,010	\$128,121	\$140,635	\$130,400
Other Revenue	\$37,281	\$69,523	\$81,272	\$52,300
Revenue Adjustments	\$150	(\$371)	(\$153)	\$0
Refund	(\$770)	\$0	(\$110)	\$0
GROSS OPERATING REVENUE	\$3,394,015	\$3,851,221	\$3,684,949	\$3,722,543
Less: Parking Tax	(\$925,482)	(\$1,050,241)	(\$1,001,158)	(\$1,015,249)
ADJUSTED GROSS REVENUE	\$2,468,533	\$2,800,980	\$2,683,791	\$2,707,294
OPERATING EXPENSES:				
Wages	\$131,724	\$141,489	\$142,538	\$141,661
Pension	\$7,134	\$6,901	\$5,972	\$7,083
Insurance - Group	\$19,525	\$18,951	\$18,351	\$19,797
Payroll Taxes	\$12,434	\$13,240	\$13,338	\$16,371
Total Salaries and Benefits	\$170,817	\$180,581	\$180,199	\$184,912
Garage Supplies	\$11,919	\$16,260	\$11,539	\$18,492
Insurance	\$15,311	\$15,717	\$16,204	\$16,724
Licenses	\$1,834	\$1,756	\$834	\$867
Maintenance - Routine	\$191,093	\$180,636	\$151,851	\$156,190
Office	\$47,077	\$42,024	\$42,850	\$43,673
Police	\$54,891	\$52,890	\$53,886	\$54,600
Security	\$101,217	\$87,887	\$88,521	\$117,600
Signage	\$0	\$0	\$318	\$0
Tickets	\$11,744	\$10,372	\$10,696	\$12,362
Uniforms	\$420	\$506	\$473	\$514
Uninsured Loss	\$2,178	\$0	\$1,000	\$0
Utilities Paid by SEA	\$89,562	\$86,775	\$86,214	\$87,891
TOTAL OPERATING EXPENSES	\$698,063	\$675,404	\$644,585	\$693,825
OPERATING INCOME	\$1,770,470	\$2,125,576	\$2,039,206	\$2,013,469
Management Fee	(\$36,000)	(\$36,000)	(\$36,000)	(\$36,000)
Capital Maintenance Reserve	\$0	\$0	\$0	(\$98,913)
NET OPERATING INCOME FROM GARAGE	\$1,734,470	\$2,089,576	\$2,003,206	\$1,878,556
Maintenance - Special Projects	(\$392,451)	(\$68,995)	(\$189,546)	(\$64,500)
Other Income/Expense	(\$18,772)	(\$31,548)	(\$79,103)	(\$24,000)
Rental Income	\$51,023	\$0	\$15,612	\$135,618
Other Income	\$0	\$72,370	\$56,361	\$0
NET INCOME	\$1,374,270	\$2,061,403	\$1,806,530	\$1,925,674
Debt Service	(\$1,142,728)	(\$1,142,728)	(\$1,142,724)	(\$1,142,728)
Insurance	(\$28,810)	(\$29,316)	(\$29,449)	(\$31,059)
NET SURPLUS / (DEFICIT) AFTER DEBT SERVICE	\$202,732	\$889,359	\$634,357	\$751,887

GREEN LOTS 21, 22 and 23 OPERATING

	ACTUAL 2014	ACTUAL 2015	ACTUAL 2016	BUDGET 2017
OPERATING REVENUE:				
Lease Revenue	\$20,000	\$28,435	\$30,729	\$37,500
Pirate Revenue	\$12,921	\$10,230	\$0	\$0
Steeler Reserved Revenue	\$137,586	\$155,707	\$150,238	\$159,762
Steeler Revenue	\$4,355	\$2,970	\$2,560	\$17,200
Panther Reserved Revenue	\$49,245	\$55,560	\$65,800	\$65,800
Panther Revenue	\$0	\$880	\$200	\$0
Rental Income	\$231,512	\$220,158	\$227,381	\$226,242
Other Revenue	\$38,768	\$77,100	\$54,290	\$43,900
GROSS OPERATING REVENUE	\$494,387	\$551,040	\$534,968	\$558,289
Less: Parking Tax	(\$74,189)	(\$90,241)	(\$83,861)	(\$90,559)
ADJUSTED GROSS REVENUE	\$420,198	\$460,799	\$451,107	\$467,730
OPERATING EXPENSES:				
Wages	\$16,485	\$21,399	\$18,257	\$21,059
Pension	\$683	\$801	\$819	\$1,053
Insurance - Group	\$2,031	\$2,835	\$1,636	\$2,461
Payroll Taxes	\$1,522	\$2,130	\$1,794	\$2,187
Total Salaries and Benefits	\$20,721	\$27,165	\$22,506	\$26,760
Garage Supplies	\$1,298	\$1,741	\$1,031	\$1,472
Insurance	\$2,902	\$3,277	\$3,277	\$3,431
Licenses	\$597	\$597	\$597	\$618
Maintenance - Routine	\$54,737	\$63,314	\$55,096	\$70,513
Office	\$5,633	\$7,777	\$3,043	\$6,355
Police	\$11,424	\$9,337	\$10,029	\$10,950
Security	\$4,890	\$3,735	\$5,023	\$6,900
Professional Services	\$1,176	\$1,358	\$1,166	\$1,426
Rent	\$870	\$736	\$0	\$772
Tickets	\$3,266	\$2,658	\$7,309	\$2,641
Uniforms	\$103	\$172	\$93	\$185
Utilities	\$4,179	\$4,153	\$4,475	\$4,426
TOTAL OPERATING EXPENSES	\$111,796	\$126,020	\$113,645	\$136,449
OPERATING INCOME	\$308,402	\$334,779	\$337,462	\$331,281
Management Fee	(\$2,979)	(\$3,789)	(\$3,758)	(\$2,446)
NET OPERATING INCOME FROM LOTS	\$305,423	\$330,990	\$333,704	\$328,835
Maintenance - Special Projects	(\$24,144)	(\$1,270)	\$0	(\$96,000)
NET INCOME	\$82,147	\$104,312	\$101,514	\$67,443
Lease Payment	(\$99,566)	(\$112,704)	(\$116,095)	(\$82,696)
NET SURPLUS / (DEFICIT)	\$181,713	\$217,016	\$217,609	\$150,139

NORTH SHORE RIVERFRONT PARK OPERATING

	ACTUAL 2014	ACTUAL 2015	ACTUAL 2016	BUDGET 2017
OPERATING REVENUE:				
Permit Fees	\$16,820	\$10,253	\$12,090	\$16,482
License Fees	\$18,350	\$23,600	\$29,600	\$27,200
Donations	\$24,080	\$25,560	\$12,500	\$8,500
Interest	\$27	\$72	\$64	\$0
Other Revenue	\$0	\$0	\$1,475	\$0
GROSS OPERATING REVENUE	\$59,277	\$59,485	\$55,729	\$52,182
OPERATING EXPENSES:				
Administration	\$0	\$0	\$301	\$500
Emergency Water Leak	\$3,795	\$0	\$0	\$0
Electricity Utility	\$1,199	\$1,976	\$1,871	\$1,930
Flood Recovery	\$0	\$2,330	\$0	\$10,000
General Concrete Maint	\$0	\$0	\$0	\$2,000
Geese Control	\$1,560	\$9,856	\$19,285	\$17,500
Insurance	\$2,734	\$2,745	\$2,752	\$3,000
Miscellaneous	\$0	\$530	\$32	\$10,000
Pump / Motor Maintenance	\$0	\$0	\$0	\$1,500
Snow Removal	\$5,031	\$8,989	\$6,304	\$13,920
TPR, LLC	\$960	\$800	\$0	\$0
Water Steps Chemicals	\$5,651	\$0	\$10,330	\$6,250
Water Steps Cleaning	\$3,535	\$5,230	\$3,330	\$6,000
Water Steps Operation	\$8,845	\$6,366	\$8,067	\$6,000
TOTAL OPERATING EXPENSES	\$33,310	\$38,822	\$52,272	\$78,600
Cash on hand*	\$0	\$0	\$0	\$26,418
NET SURPLUS / (DEFICIT)*	\$25,967	\$20,663	\$3,457	\$0