

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

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

Parts of the Website reports are on a cash basis as reported by the parking management company, Alco Parking.

On November 30, 2017, the Sports & Exhibition Authority, issued the Parking System Revenue Bonds, Series of 2017. The Bonds are secured solely by the net revenues of a "Parking System" made up of specified parking facilities of the Authority and specified parking facilities of the Stadium Authority.

Stadium Authority Audit and Website Reports can be found on the Authority website under Info Center/Financial Statements

Sports & Exhibition Authority

| | ACTUAL 2015 | ACTUAL 2016 | ACTUAL 2017 | BUDGET 2018 |
|--|---------------------|----------------------|----------------------|---------------------|
| Convention Center | | | | |
| OPERATING REVENUE: | | | | |
| Building Revenue | | | | |
| Direct Event Income | \$1,509,849 | \$1,337,969 | \$1,339,659 | \$1,767,207 |
| Food & Beverage | \$2,454,946 | \$1,561,435 | \$2,812,853 | \$2,613,293 |
| Building Ancillary | \$1,960,088 | \$1,793,700 | \$2,149,824 | \$2,083,925 |
| Other DLLCC Income | \$132,147 | \$134,519 | \$120,442 | \$144,570 |
| Total Building Revenue: | \$6,057,030 | \$4,827,623 | \$6,422,778 | \$6,608,995 |
| Other Recurring/Non-Recurring Revenue | | | | |
| Hotel Tax | \$3,000,000 | \$3,000,000 | \$4,000,000 | \$4,500,000 |
| Act 53 Section 3(2)(i)(B) | \$1,700,000 | \$1,700,000 | \$1,700,000 | \$1,500,000 |
| Act 53 Section 3(2)(i)(C) | \$1,700,000 | \$1,700,000 | \$1,700,000 | \$1,500,000 |
| CC Riverfront Plaza | \$0 | \$0 | \$0 | \$0 |
| Retail | \$23,393 | \$60,463 | \$65,944 | \$92,169 |
| Total Other Recurring/Non-Recurring Revenue: | \$6,423,393 | \$6,460,463 | \$7,465,944 | \$7,592,169 |
| TOTAL REVENUE | \$12,480,423 | \$11,288,086 | \$13,888,722 | \$14,201,164 |
| OPERATING EXPENSES: | | | | |
| Building Expenses (Per Manager's Contract) | | | | |
| Salaries | \$6,180,621 | \$6,336,202 | \$6,782,566 | \$6,731,442 |
| Health Care | \$1,287,507 | \$1,669,622 | \$1,502,622 | \$1,519,387 |
| Pension | \$20,960 | \$21,322 | \$22,413 | \$36,167 |
| Other Benefits and Taxes | \$882,733 | \$625,538 | \$964,450 | \$958,163 |
| Labor Allocated Towards Event Revenue | (\$3,746,120) | (\$3,718,546) | (\$4,159,743) | (\$4,215,497) |
| Subtotal Salaries, Benefits and Taxes | \$4,625,701 | \$4,934,138 | \$5,112,308 | \$5,029,662 |
| Building Utilities | \$2,339,237 | \$2,336,386 | \$2,083,349 | \$2,308,773 |
| Building Operations | \$728,265 | \$905,533 | \$874,585 | \$818,244 |
| Insurance - Operations | \$140,419 | \$148,378 | \$159,450 | \$168,963 |
| Insurance - Property, Auto, Etc. | \$206,794 | \$208,997 | \$206,022 | \$170,583 |
| Administrative | \$371,129 | \$391,746 | \$377,202 | \$644,945 |
| Sales and Marketing | \$453,460 | \$353,850 | \$340,711 | \$253,075 |
| Management Fee/Incentive | \$226,289 | \$175,000 | \$224,000 | \$183,322 |
| Total Building Expenses | \$4,465,593 | \$4,519,890 | \$4,265,319 | \$4,547,905 |
| Capital Maintenance Reserve | \$850,000 | \$350,000 | \$350,000 | \$3,469,929 |
| Non-Recurring Expenses | | | | |
| Loan Debt Service (Vira/Howard Heinz) | \$148,667 | \$146,668 | \$144,667 | \$142,667 |
| Loan Debt Service (PNC/Dollars) * | \$1,711,000 | \$1,711,000 | \$5,206,807 | \$0 |
| CC Riverfront Plaza | \$50,824 | \$0 | \$0 | \$0 |
| Building Repair, Replacement, Renewal and Improvements | \$1,195,533 | \$784,733 | \$634,889 | \$1,011,000 |
| Total Non-Recurring Expenses | \$3,106,024 | \$2,642,401 | \$5,986,363 | \$1,153,667 |
| TOTAL EXPENSES | \$13,047,318 | \$12,446,429 | \$15,713,990 | \$14,201,163 |
| NET SURPLUS / (DEFICIT) BUILDING OPERATIONS | (\$566,895) | (\$1,158,344) | (\$1,825,268) | \$1 |

* Loan Paid off in 2017.

Sports & Exhibition Authority

| | ACTUAL 2015 | ACTUAL 2016 | ACTUAL 2017 | BUDGET 2018 |
|---|---------------------|---------------------|----------------------|---------------------|
| Other Operations | | | | |
| REVENUE: | | | | |
| Recurring Revenue | | | | |
| Convention Center Garage, Net | \$2,230,926 | \$2,241,879 | \$2,291,784 | \$2,299,958 |
| 10th/Penn, P1, P2, P3 Parking, Net | \$599,872 | \$614,763 | \$633,062 | \$0 |
| Vending Commission | \$36,108 | \$23,116 | \$59,079 | \$30,000 |
| Other | \$134,940 | \$116,478 | \$33,262 | \$100,000 |
| Interest Earnings | \$576 | \$7,117 | \$2,187 | \$9,000 |
| Total Recurring Revenue | \$3,002,422 | \$3,003,353 | \$3,019,374 | \$2,438,958 |
| Non-Recurring Revenue | | | | |
| Sponsorships | \$0 | \$30,000 | \$88,136 | \$25,000 |
| Total Non-Recurring Revenue | \$0 | \$30,000 | \$88,136 | \$25,000 |
| TOTAL REVENUE | \$3,002,422 | \$3,033,353 | \$3,107,510 | \$2,463,958 |
| EXPENSES: | | | | |
| Recurring Expenses: | | | | |
| Salaries | \$1,034,394 | \$1,068,570 | \$1,022,847 | \$1,028,740 |
| Health Care | \$85,656 | \$116,994 | \$121,105 | \$138,814 |
| Pension | \$70,355 | \$72,780 | \$68,788 | \$80,941 |
| Other Benefits and Taxes | \$102,494 | \$102,489 | \$103,351 | \$116,990 |
| Subtotal Salaries, Benefits and Taxes | \$1,292,899 | \$1,360,833 | \$1,316,091 | \$1,365,485 |
| Office Expenses and Supplies | \$16,154 | \$18,279 | \$22,881 | \$40,000 |
| Legal/Professional Services | \$283,341 | \$202,879 | \$211,419 | \$581,263 |
| Audit and Other Accounting Services | \$23,031 | \$25,263 | \$21,561 | \$35,000 |
| Telephone | \$3,664 | \$3,216 | \$3,573 | \$5,000 |
| Insurance | \$63,756 | \$64,859 | \$62,895 | \$50,679 |
| Miscellaneous | (\$132) | \$4 | \$0 | \$5,000 |
| Trustee, Financing and Bank Fees | \$79,565 | \$72,325 | \$85,188 | \$85,000 |
| Computer | \$33,125 | \$34,354 | \$49,415 | \$158,320 |
| Total Recurring Expenses | \$502,504 | \$421,179 | \$456,932 | \$960,262 |
| Non-Recurring Expenses | | | | |
| Lower Hill Redevelopment | \$1,067,338 | \$0 | \$800,000 | \$58,211 |
| NSRFP | | | | \$80,000 |
| Total Non-Recurring Expenses | \$1,067,338 | \$0 | \$800,000 | \$138,211 |
| TOTAL EXPENSES | \$2,862,741 | \$1,782,012 | \$2,573,023 | \$2,463,958 |
| Net Surplus (Shortfall) - Other Operations | \$139,681 | \$1,251,341 | \$534,487 | (\$0) |
| NET SURPLUS / (DEFICIT) OTHER OPERATIONS: | | | | |
| Total Revenues | \$15,482,845 | \$14,321,439 | \$16,996,232 | \$16,665,122 |
| Total Expenses | \$15,910,059 | \$14,228,441 | \$18,287,013 | \$16,665,121 |
| Adjustments to operations | | | | |
| TOTAL NET SURPLUS / (DEFICIT) | (\$427,214) | \$92,998 | (\$1,290,781) | \$0 |

CONVENTION CENTER GARAGE OPERATING

Back up detail to Other Operations Recurring Revenues

| | ACTUAL 2015 | ACTUAL 2016 | ACTUAL 2017 | BUDGET 2018 |
|---|--------------------|--------------------|----------------------|--------------------|
| OPERATING REVENUE: | | | | |
| Lease Revenue | \$922,111 | \$881,728 | \$927,850 | \$979,000 |
| Transient Revenue | \$1,008,888 | \$994,534 | \$745,959 | \$913,000 |
| Event Parking | \$1,582,081 | \$1,701,847 | \$1,932,470 | \$1,759,300 |
| Residential Revenue / Rent / Other | \$34,855 | \$33,850 | \$33,765 | \$36,000 |
| Refunds | (\$730) | \$0 | \$0 | \$0 |
| GROSS OPERATING REVENUE | \$3,547,205 | \$3,611,959 | \$3,640,044 | \$3,687,300 |
| Less: Parking Tax | (\$957,923) | (\$975,882) | (\$983,577) | (\$995,819) |
| ADJUSTED GROSS REVENUE | \$2,589,282 | \$2,636,077 | \$2,656,467 | \$2,691,481 |
| OPERATING EXPENSES: | | | | |
| Wages | \$178,918 | \$197,187 | \$190,681 | \$196,769 |
| Pension | \$9,184 | \$9,192 | \$9,635 | \$9,838 |
| Insurance - Group | \$46,508 | \$49,383 | \$45,625 | \$51,185 |
| Payroll Taxes | \$17,369 | \$19,230 | \$17,737 | \$24,315 |
| Total Salaries and Benefits | \$251,979 | \$274,992 | \$263,678 | \$282,107 |
| Garage Supplies | \$1,756 | \$2,402 | \$1,458 | \$2,400 |
| Insurance | \$15,469 | \$16,277 | \$16,687 | \$17,197 |
| Licenses | \$1,531 | \$531 | \$0 | \$535 |
| Maintenance - Routine | \$23,040 | \$35,915 | \$16,224 | \$22,875 |
| Office | \$33,733 | \$33,023 | \$35,568 | \$35,880 |
| Tickets | \$5,457 | \$5,123 | \$6,119 | \$5,620 |
| Uniforms | \$777 | \$917 | \$949 | \$908 |
| Uninsured Loss | \$616 | \$1,000 | \$0 | \$0 |
| TOTAL OPERATING EXPENSES | \$334,358 | \$370,180 | \$77,005 | \$85,415 |
| OPERATING INCOME | \$2,254,924 | \$2,265,897 | \$2,315,784 | \$2,323,958 |
| Management Fee | (\$24,000) | (\$24,000) | (\$24,000) | (\$24,000) |
| NET OPERATING INCOME FROM GARAGE | \$2,230,924 | \$2,241,897 | \$2,291,784 | \$2,299,958 |
| Other Expenses | (\$63,222) | (\$68,926) | (\$63,563) | (\$67,000) |
| Bank Fees Related to Debt Service | (\$11,000) | (\$11,000) | (\$11,000) | \$0 |
| NET INCOME | \$2,156,702 | \$2,161,971 | \$2,217,221 | \$2,232,958 |
| Debt Service Payment is Reflected on Other Operations Budget | | | | |
| Slots Revenue Received to Pay Debt | \$1,700,000 | \$1,700,000 | \$1,700,000 | \$0 |
| Principal/Interest * | (\$1,700,000) | (\$1,700,000) | (\$5,206,807) | \$0 |
| NET SURPLUS/ (DEFICIT) AFTER DEBT SERVICE | \$2,156,702 | \$2,161,971 | (\$1,289,586) | \$2,232,958 |

*Loan paid off in 2017.

10TH & PENN LOTS OPERATING

Back up detail to Other Operations Recurring Revenues

| | ACTUAL 2015 | ACTUAL 2016 | ACTUAL 2017 | BUDGET 2018 |
|--------------------------------------|------------------|------------------|------------------|------------------|
| OPERATING REVENUE: | | | | |
| Non-Taxable Revenue | \$75 | \$600 | \$75 | \$0 |
| Taxable Revenue | \$308,905 | \$326,020 | \$341,920 | \$347,700 |
| GROSS OPERATING REVENUE | \$308,980 | \$326,620 | \$341,995 | \$347,700 |
| Less: Parking Tax | (\$84,248) | (\$88,888) | (\$93,252) | (\$94,828) |
| ADJUSTED GROSS REVENUE | \$224,732 | \$237,732 | \$248,743 | \$252,872 |
| OPERATING EXPENSES: | | | | |
| Insurance -G/L | \$2,295 | \$2,356 | \$2,377 | \$2,380 |
| Maintenance/repairs | \$2,344 | \$2,304 | \$2,355 | \$2,465 |
| Office/Operations | \$5,509 | \$5,364 | \$5,112 | \$5,757 |
| Payroll/Taxes/Benefits | \$54,734 | \$53,593 | \$60,973 | \$62,944 |
| Utilities | \$1,994 | \$1,963 | \$1,700 | \$1,829 |
| TOTAL OPERATING EXPENSES | \$66,876 | \$65,580 | \$72,517 | \$75,375 |
| NET OPERATING INCOME FROM LOT | \$157,856 | \$172,152 | \$176,226 | \$177,497 |
| Other Income (East Lot) | \$225,000 | \$225,000 | \$225,000 | \$225,000 |
| NET SURPLUS / (DEFICIT) | \$382,856 | \$397,152 | \$401,226 | \$402,497 |

NORTH SHORE GARAGE OPERATING

Back up detail to Other Operations Recurring Revenues

| | ACTUAL 2015 | ACTUAL 2016 | ACTUAL 2017 | BUDGET 2018 |
|--------------------------------------|--------------------|--------------------|--------------------|--------------------|
| OPERATING REVENUE: | | | | |
| Non-Taxable Revenue | \$375 | \$1,576 | \$915 | |
| Taxable Revenue | \$3,850,896 | \$3,683,526 | \$3,590,251 | \$3,618,290 |
| GROSS OPERATING REVENUE | \$3,851,271 | \$3,685,102 | \$3,591,166 | \$3,618,290 |
| Less: Parking Tax | (\$1,050,241) | (\$1,001,158) | (\$977,625) | (\$986,816) |
| ADJUSTED GROSS REVENUE | \$2,801,030 | \$2,683,944 | \$2,613,541 | \$2,631,474 |
| OPERATING EXPENSES: | | | | |
| Insurance -G/L | \$15,717 | \$16,204 | \$16,825 | \$17,098 |
| Maintenance/repairs | \$180,637 | \$151,851 | \$170,438 | \$171,756 |
| Main. Sp. Projects | \$66,250 | \$29,484 | \$46,727 | \$1,278,660 |
| Office/Operations | \$70,917 | \$66,392 | \$56,743 | \$67,650 |
| Payroll/Taxes/Benefits | \$180,581 | \$180,199 | \$185,094 | \$196,144 |
| Security | \$140,771 | \$142,407 | \$233,462 | \$206,100 |
| Utilities | \$86,775 | \$85,821 | \$96,406 | \$91,949 |
| Other | \$0 | \$1,318 | \$593 | \$0 |
| Mgmt/Alco fees | \$36,000 | \$36,000 | \$36,000 | \$36,000 |
| TOTAL OPERATING EXPENSES | \$777,648 | \$709,676 | \$842,288 | \$2,065,358 |
| NET OPERATING INCOME FROM LOT | \$2,023,382 | \$1,974,268 | \$1,771,253 | \$566,116 |
| Other Income/(Expense) | (\$19,124) | (\$7,125) | \$70,438 | \$165,317 |
| Insurance property | (\$29,063) | (\$29,448) | (\$28,692) | (\$30,000) |
| NET SURPLUS / (DEFICIT) | \$1,975,195 | \$1,937,695 | \$1,812,999 | \$701,433 |

The Net Surplus/(Deficit) in the 2017 Parking System Report is \$1,863,751.

The \$50,388 difference is composed of maintenance special project invoices paid by the SEA.

GREEN LOTS 21,22,23 OPERATING

Back up detail to Other Operations Recurring Revenues

| | ACTUAL 2015 | ACTUAL 2016 | ACTUAL 2017 | BUDGET 2018 |
|--------------------------------------|------------------|------------------|------------------|------------------|
| OPERATING REVENUE: | | | | |
| Non-Taxable Revenue | \$220,158 | \$227,482 | \$255,576 | \$235,255 |
| Taxable Revenue | \$330,882 | \$307,486 | \$326,592 | \$329,098 |
| GROSS OPERATING REVENUE | \$551,040 | \$534,968 | \$582,168 | \$564,353 |
| Less: Parking Tax | (\$90,241) | (\$83,861) | (\$89,070) | (\$89,455) |
| ADJUSTED GROSS REVENUE | \$460,799 | \$451,107 | \$493,098 | \$474,898 |
| OPERATING EXPENSES: | | | | |
| Insurance -G/L | \$3,277 | \$3,277 | \$5,104 | \$4,050 |
| Maintenance/repairs | \$64,586 | \$55,096 | \$62,571 | \$59,938 |
| Main. Sp. Projects | \$0 | \$0 | \$1,012 | \$64,000 |
| Office/Operations | \$15,040 | \$13,237 | \$8,493 | \$14,085 |
| Payroll/Taxes/Benefits | \$27,164 | \$22,506 | \$25,536 | \$26,196 |
| Security | \$13,072 | \$15,052 | \$17,798 | \$18,000 |
| Utilities | \$4,151 | \$4,475 | \$5,024 | \$4,447 |
| Mgmt/Alco fees | \$116,491 | \$119,854 | \$135,723 | \$112,965 |
| TOTAL OPERATING EXPENSES | \$243,781 | \$233,497 | \$261,261 | \$303,681 |
| NET OPERATING INCOME FROM LOT | \$217,018 | \$217,610 | \$231,837 | \$171,217 |
| NET SURPLUS / (DEFICIT) | \$217,018 | \$217,610 | \$231,837 | \$171,217 |

NORTH SHORE RIVERFRONT PARK OPERATING

| | ACTUAL 2015 | ACTUAL 2016 | ACTUAL 2017 | BUDGET 2018 |
|---------------------------------|-----------------|-----------------|-----------------|-----------------|
| OPERATING REVENUE: | | | | |
| Permit Fees | \$10,253 | \$12,090 | \$21,659 | \$24,955 |
| License Fees | \$23,600 | \$29,600 | \$40,300 | \$22,850 |
| Donations | \$25,560 | \$12,500 | \$4,000 | \$9,500 |
| Interest | \$72 | \$64 | \$142 | \$0 |
| Other Revenue | \$0 | \$1,475 | \$0 | \$0 |
| GROSS OPERATING REVENUE | \$59,485 | \$55,729 | \$66,101 | \$57,305 |
| OPERATING EXPENSES: | | | | |
| Administration | \$0 | \$301 | \$721 | \$0 |
| Emergency Water Leak | \$0 | \$0 | \$0 | \$0 |
| Electricity Utility | \$1,976 | \$1,871 | \$1,268 | \$2,015 |
| Flood Recovery | \$2,330 | \$0 | \$0 | \$10,000 |
| General Concrete Maint | \$0 | \$0 | \$0 | \$2,000 |
| Geese Control | \$9,856 | \$19,285 | \$18,000 | \$17,500 |
| Insurance | \$2,745 | \$2,752 | \$2,655 | \$3,000 |
| Miscellaneous | \$530 | \$32 | \$25 | \$10,000 |
| Pump / Motor Maintenance | \$0 | \$0 | \$0 | \$1,500 |
| Snow Removal | \$8,989 | \$6,304 | \$6,120 | \$13,720 |
| TPR, LLC | \$800 | \$0 | \$0 | \$0 |
| Tree Main / Trim | \$0 | \$0 | \$890 | \$0 |
| Water Steps Chemicals | \$0 | \$10,330 | \$1,059 | \$5,000 |
| Water Steps Cleaning | \$5,230 | \$3,330 | \$2,700 | \$6,000 |
| Water Steps Lighting | \$0 | \$0 | \$0 | \$1,000 |
| Water Steps Operation | \$6,366 | \$8,067 | \$7,052 | \$8,000 |
| TOTAL OPERATING EXPENSES | \$38,822 | \$52,272 | \$40,490 | \$79,735 |
| Cash on hand | \$0 | \$0 | \$0 | \$22,430 |
| NET SURPLUS / (DEFICIT) | \$20,663 | \$3,457 | \$25,611 | \$0 |