

MINUTES OF THE MEETING
OF THE BOARD OF THE
SPORTS & EXHIBITION AUTHORITY OF PITTSBURGH
AND ALLEGHENY COUNTY
HELD THURSDAY, DECEMBER 13, 2018
AT THE DAVID L. LAWRENCE CONVENTION CENTER
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 DLCC Executive Board Room in Pittsburgh, PA 15222, on Thursday, December 13, 2018 commencing at 10:34 A.M. E.S.T.

Members of the Authority

Present: Sen. Wayne Fontana, Chairman
Councilman Anthony Coghill, Member
Michael Dunleavy, Member
Councilman Nicholas Futules, Member
Rev. Glenn Grayson, Member
Sala Udin, Member
Jill Weimer, Member

Also Present: Mary Conturo, Doug Straley, Rosanne Casciato, Rosemary Carroll, Rifat Qureshi, Sharon Mink, Simona Loberant, Rachel Cohen and Maggie Pike of the Authority; Morgan Hanson, Solicitor; Tim Muldoon, Ryan Buries, Conor McGarvey, Kevin Mielcarek, Kevin Fonner, Eileen Letson, Hiedi Edwards and Roy Tucker of SMG; J. J. McGraw of the Pittsburgh Pirates; Bryan Martucci of H. R. Gray; Steve DeGenaro of Siemens Industry, Inc. and Frederick Winkler, architect.

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 would like to address the Board. Seeing none, he moved to the next item on the agenda,

approval of the minutes from the meeting of November 8, 2018. A motion was made, seconded and unanimously approved.

Senator Fontana continued on to the next item on the agenda under David L. Lawrence Convention Center (DLCC), authorization to enter into an agreement with Equiparts in a lump sum amount of \$15,971 for the purchase of 40 auto purge faucets.

Mr. Ryan Buries explained that the DLCC maintains a water quality assurance program to maintain the water quality in all areas of the facility. House plumbers spend 12-16 hours per week flushing restroom fixtures to avoid water stagnating in pipes. Installation of auto-purge fixtures in the restrooms will a) reduce labor required to maintain water quality and b) provide more consistency in the flushing. When fully implemented, there will be a savings of approximately \$18,000 annually in plumber labor used in the process of manually running water.

SMG received three quotes for the purchase of 40 auto purge faucets. Equiparts provided the lowest quote at \$399.28 each for the Sloan faucet for a total of \$15,971.20. The Sloan Optima faucets will match the existing faucets from original construction of the DLCC.

If approved, the faucets will be ordered upon execution of the purchase order. The faucets are in stock and would ship immediately. Installation will be performed by DLCC in-house trades. Of the faucets that would be removed, a portion would be maintained for attic stock, and the remaining would be attempted to be auctioned via GovDeals.com.

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, seconded, and unanimously carried, the following resolution was approved:

RESOLUTION NO. 5580

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 Equiparts in a lump sum amount of \$15,971 for the purchase of 40 auto purge faucets; 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 introduced the next item, authorization to enter into an agreement with Loftus Engineers, LLC in a not-to-exceed amount of \$50,000 for engineering and design services for fire alarm system component replacement/upgrade.

Mr. Buries explained that the fire alarm system at the DLCC is a Siemens system, original to construction and approaching the end of its useful life. This project will replace/upgrade the existing main panels of the system with panels that can be supported by the manufacturer and are compatible with existing devices to the greatest extent possible.

There has been an increase in nuisance alarms due to anomalies attributable to the existing outdated panels. These nuisance alarms are not only an inconvenience to the building and its attendees, but they are also a drain on public resources, specifically the City of Pittsburgh Fire Department. This upgrade will help reduce the occurrence of nuisance alarms.

An RFP for design services was advertised in the Pittsburgh Post-Gazette, New Pittsburgh Courier, and on the SEA website. The RFP was sent to 17 engineering firms, with a pre-proposal meeting held on September 20, 2018. We received three proposals, conducted interviews with two shortlist firms on October 3, and based on the evaluation of the committee, the recommendation is to award Loftus Engineers based on submission of the lowest proposal, familiarity with the DLCC and its systems, and knowledge of local city and county code requirements. There is 31% MBE participation on this contract via Advantus Engineers.

Senator Fontana asked if there were any questions from the Board.

Rev. Glenn Grayson pointed out that there is such a variance between the lowest and the highest cost proposals and asked if there is a difference in quality that corresponds to the \$30,000 difference.

Mr. Buries explained the proposals that were higher were from firms that are out of town and included travel expenses. That contributed to their higher cost, which is part of why a local company was selected. Also, there were some different approaches that involved technology that SMG did not want or need. That's why interviews were conducted and the review team came back to the proposal everyone was comfortable with.

Mr. Doug Straley added that a lot of the costs are based on hourly rates, and the higher proposal had much higher rates per hour than the one that was selected.

Councilman Coghill asked if there are sprinkler systems in the Convention Center.

Mr. Buries confirmed that there are multiple systems including wet sprinklers, dry sprinklers in the parking garage and loading docks and exterior portions of the building, and the exhibit halls have a cannon system.

Senator Fontana asked if there were any further 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. 5581

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are to enter into an agreement with Loftus Engineers, LLC in a not-to-exceed amount of \$50,000 for engineering and design services for fire alarm system component replacement/upgrade; 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 necessary and proper to effectuate the terms of this Resolution.

Senator Fontana introduced the next item, authorization to reimburse the Convention Center operations budget in the amount of \$10,495 for capacitor repair.

Mr. Buries explained that the power factor capacitors at the DLCC were installed in August 2011. The capacitors eliminate the potential power factor penalties charged by the electric company.

Through routine visual inspections of the equipment, it was discovered that capacitor # 1 was not functioning correctly. Due to the highly technical nature of the equipment, our service provider recommended that we have the original manufacturer, Eaton, review the problem. A technician from Eaton was onsite to troubleshoot the issue at a cost of \$1,950. During that visit, additional repairs were identified and a quote of \$8,545 was submitted for the work. Additional quotes were solicited from two additional electrical contractors. Eaton's quote remained the low responsible quote.

The work had been scheduled to be done Tuesday night, but had to be rescheduled for a date to be determined later. It will be the same cost.

Senator Fontana asked if there were any questions from the Board.

Mr. Sala Udin asked what capacitors do in context of the DLCC.

Mr. Buries explained that it takes the power, and there are kilowatt hours that you use and then there is "reactive" power. The capacitors close the gap on that reactive power and eliminate the additional cost and penalty that would otherwise have been charged by the electric company. The electric company has to provide a level of full power and it is paid for, so by closing the gap on what is reactive power that is not being used, costs are reduced.

Councilman Coghill asked about dry sprinkler systems in relation to the previous Board action request.

Mr. Buries explained that in the parking garage, because it is outside, if there was water in those pipes all the time, they would freeze when it is cold outside. There is a valve in a heated closet that has water to that valve. The dry pipe systems are pressurized with nitrogen so there is no corrosion on the inside of the pipes. If the sprinkler is activated and the pressure drops, the valve opens and the system fills up. Those are tested annually. It is required that water reaches the furthest sprinkler in less than 60 seconds. The DLCC is compliant with that in all zones.

Senator Fontana asked if there were any further 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. 5582

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to reimburse the Convention Center operations budget in the amount of \$10,495 for capacitor repair; 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 introduced the next item under North Shore Riverfront Park, authorization to amend a license agreement with Gateway Clipper, Inc. for docking at the Heinz Quay, Pirates Quay and Convention Center Riverfront Plaza from April 1, 2019 to March 31, 2024.

Mr. Rifat Qureshi explained that Gateway Clipper Fleet has held a license agreement with the Authority to use the Heinz Quay, Pirates Quay and Convention Center Riverfront Plaza for the purpose of docking during Steelers and Pitt Panther football games, Pirates baseball games, as well as concerts and other events at the stadium, ballpark, DLCC and Carnegie

Science Center. These locations are used for loading and unloading passengers, allowing for pedestrian access and crowd management.

The current agreement ends March 31, 2019. Gateway Clipper Fleet is requesting a five-year extension from April 2019 to March 2024 under the same terms and conditions.

With respect to the license fee, the Gateway Clipper pays an annual license fee for use of the Authority's facilities. The fee has an annual increase of 4%. The current fee is \$9,733 for the 2018 season. Total fees for the five-year extension will be \$54,827, and these fees will be used for Park maintenance.

The Authority may revise certain terms, such as insurance requirements, as needed. Gateway Clipper Fleet is required to continue to provide for regular inspections and other regulatory approvals for its fleet and report such approvals to the Authority.

Authority staff recommends the extension, as the Gateway Clipper Fleet is an important public amenity supporting the Authority's facilities and a popular attraction to the City.

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, seconded, and unanimously carried, the following resolution was approved:

RESOLUTION NO. 5583

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to amend a license agreement with Gateway Clipper, Inc. for docking at the Heinz Quay, Pirates Quay and Convention Center Riverfront Plaza from April 1, 2019 to March 31, 2024; 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 introduced the next item under I-579 CAP, authorization to file an application for and accept a grant in the amount of \$2,000,000 from the Commonwealth of

Pennsylvania Redevelopment Assistance Capital Program (RACP) in support of the Lower Hill Infrastructure II project.

Mr. Rifat Qureshi said that in September of this year, the Lower Hill Infrastructure project was awarded a \$2 million state Redevelopment Assistance Capital Program (RACP) grant. This grant will be applied to the I-579 Cap Park project of the overall Lower Hill infrastructure.

With respect to schedule, final design is completed and is being reviewed by PennDOT, Federal Highway, US Department of Transportation and the City of Pittsburgh. Bids are scheduled to be advertised January 2019, and bids are scheduled to be received February 28, 2019. Construction will last approximately 28 months.

PennDOT will manage the project and the City of Pittsburgh will hold the construction contract. The Authority will enter into a cooperation agreement with the City with respect to the coordination of the funding sources and other administrative matters. With respect to this grant, the Authority is required to submit a formal application prior to entering into the grant agreement. There is an existing RACP grant for the Lower Hill project. Together with this \$2 million award, approximately \$5.2 million will be available for the Cap project. The construction cost of the Cap project is currently estimated at \$26.44 million for base construction, not including contingency. Funding sources to date fully fund the base construction, however the final project cost and needed contingency won't be "firmed up" until the bidding is received.

Senator Fontana asked if there were any questions from the Board.

Mr. Udin asked what the anticipated minority contracting and employment opportunity is from the entire Cap construction project.

Ms. Mary Conturo explained that the Cap is a PennDOT managed project. The construction costs are estimated at about \$26 million. There will be one contractor, and the advertisement for the bid of that one contractor will be advertised in January. Between the period of advertising of the bid and the award, we will make major efforts in regards to the contractor's plan regarding what their outreach will be and how they will satisfy the Authority's desire for a diverse workforce on the site as well as any supply contracts. That's when the bulk of the work will be done, once the contractor is identified.

Mr. Udin asked about the timeline of the project.

Ms. Conturo explained that the advertisement is currently scheduled to be posted in mid-January, and the bids would be due in mid-February. Then it is about sixty days between receiving the bids and PennDOT being prepared to recommend an award.

Mr. Udin asked when the Authority expects construction to begin.

Ms. Conturo explained construction will begin in late spring, around May.

Senator Fontana asked if there were any further 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. 5584

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to file an application for and accept a grant in the amount of \$2,000,000 from the Commonwealth of Pennsylvania Redevelopment Assistance Capital Program (RACP) in support of the Lower Hill Infrastructure II 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 introduced the next item under North Shore Garage, authorization to issue a contract amendment with O&S Associates, Inc. in an amount up to \$13,000 including

reimbursable expenses, to be billed on an hourly basis, for construction oversight of concrete and sealant repairs.

Mr. Doug Straley explained that in July 2017, the Board approved entering into a contract with O&S Associates to create a bid specification for the repairs of concrete and sealant at the North Shore Garage. During the RFP process, staff reviewed numbers and hourly rates for construction inspection and allocated an allowance because we didn't know exactly what the construction schedule would be at that time.

Earlier this year we brought before the Board the project and Pullman SST was approved as the contractor. They began work earlier this year on those repairs. Originally we thought we might phase the work over three years but because of cost economies, and their ability to do the work in one year, we consolidated the schedule to save money.

As part of the work, O&S encountered unforeseen conditions that had to be repaired, as well as some additional scope items that were identified during the course of their time on site.

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, seconded, and unanimously carried, the following resolution was approved:

RESOLUTION NO. 5585

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to issue a contract amendment with O&S Associates, Inc. in an amount up to \$13,000 including reimbursable expenses, to be billed on an hourly basis, for construction oversight of concrete and sealant repairs; 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 introduced the next item under SEA Operating, authorization to issue a change order with CFC-3 Management Services at a cost of up to \$42,240, plus expenses not-to-

exceed \$1,000, for MBE/WBE oversight for the 12-month period of January 1, 2019 through December 31, 2019.

Mr. Straley explained that CFC-3 is Clarence Curry. Clarence has served as the Authority's Senior Diversity Coordinator for the past 11 years. This extension would go for one more year through 2019, and it is based on \$3,520 per month with an allowance of \$1,000 per year for expenses related to conferences, hosting, or other related expenses that would be pre-approved by the Executive Director.

Clarence works on all of the projects to support MBE and WBE participation, as well as tracking participation, presenting before the various organizations and boards that the Authority deals with, such as EORC of the City, to report results and provide input. He also reviews MBE/WBE participation on items and contracts before they are submitted to this Board.

This agreement would make Clarence available for approximately 10-15 hours per week. We did some benchmarking to make sure the hourly rate, which comes to \$59 at 15 hours or \$88 at 10 hours, is reasonable in comparison with other diversity coordination third parties that have been used in the past.

Senator Fontana asked if there were any questions from the Board.

Mr. Udin mentioned that he serves on the Pittsburgh School Board, and in 2019, the Pittsburgh School Board wants to take a look at its MBE program. Mr. Udin asked whether or not, as an in-kind contribution, if the SEA can make some time from Clarence available to the school district to help the school district figure out the reorganization of its MBE program.

Ms. Conturo said she expects that that could be done. She explained that the SEA coordinates with a lot of different organizations to share information and Ms. Conturo said the SEA would consider that to be well within the scope of what the Authority would want to do.

Senator Fontana asked if there were any further questions. 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. 5586

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to issue a change order with CFC-3 Management Services at a cost of up to \$42,240, plus expenses not-to-exceed \$1,000, for MBE/WBE oversight for the 12-month period of January 1, 2019 through December 31, 2019; 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 introduced the next item, authorization to issue a change order to TPR, LLC to be billed at a \$90 hourly rate for general owner's representation services through December 31, 2019.

Mr. Straley explained that TPR, LLC is Tom Ryser. Tom is a registered professional engineer and has been working with the Authority for over 20 years on various projects. He has extensive knowledge regarding infrastructure and utilities and does a lot of the Authority's coordination with PennDOT, FHWA, PWSA and other relevant agencies.

He is paid on an hourly basis. This request for 2019 is for an increase from his current rate to \$90/hr as his previous rate had been unchanged for the past seven years. Again, the Authority did some benchmarking to determine what we are currently paying third-party engineering consultants, and the Authority staff found that Tom's rate is below market to what we would pay in comparison with another third party.

Some of the projects that Tom is involved with include the I-579 Cap that was mentioned earlier in the coordination with Federal Highway and PennDOT; the Lower Hill infrastructure where he was responsible for project managing the new interior street grid that was built there, as

well as other roads that could potentially come online. He also helps manage projects at the DLCC, such as the roof projects, and stadium issues that come up, among other things.

Based on those projects, we estimate approximately 1,870 hours would be used in 2019, and this would translate to approximately \$168,000.

Senator Fontana asked if there were any questions from the Board.

Councilman Nicholas Futules asked for confirmation of Mr. Ryser's old rate.

Mr. Straley explained that Mr. Ryser's old rate was \$80 per hour.

Rev. Grayson asked if both Mr. Curry and Mr. Ryser act as entirely independent contractors to some degree if there is a succession plan in place if Clarence or Tom steps down so that we still get the same work and quality from both people. He asked if there is a trainee or someone in the wing for both positions, especially Clarence's.

Ms. Conturo explained that there isn't, but the Authority sets up processes and records so that there is staff in the office helping Mr. Curry although it is not someone who is a diversity coordinator. So, if the Authority were to start with someone new, there is a good record of how the Authority has gotten to where it is now.

Ms. Jill Weimer said that the Authority is mindful of Mr. Curry and Mr. Ryser's roles as contractors and is careful about any stipulations or requests that might lend itself to an employment relationship versus a contractor relationship. If the Authority would want to look at transition scenarios further, it is an option, but Ms. Weimer suggested that the Authority do so, mindful of the relationships so that the Authority is not creating an employment issue.

Senator Fontana asked if there were any further 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. 5587

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to issue a change order to TPR, LLC to be billed at a \$90 hourly rate for general owner's representation services through December 31, 2019; 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 introduced the next item, acceptance of the schedule for regular Sports & Exhibition Authority Board meetings for the calendar year 2019.

Ms. Mary Conturo explained that the schedule being proposed is the current schedule, which is the second Thursday of every month at 10:30 in the morning at the Convention Center. Those dates are printed out and listed in the Board members' materials.

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, seconded, and unanimously carried, the following resolution was approved:

RESOLUTION NO. 5588

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that the schedule for regular Sports & Exhibition Authority Board meetings for the calendar year 2019 will be the second Thursday of each month at 10:30 A.M., 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 introduced the next item, authorization to approve the 2019 Sports & Exhibition Authority Operating and Capital Budgets.

Ms. Rosanne Casciato explained that the Authority's Operating Budget is a balanced budget. Total revenues and expenses are each \$17.5 million. The budget is broken into two subparts – 1) Convention Center and 2) Other Operations. The total revenues and expenses for

the Convention Center are each \$14.9 million, and the total revenues for the Other Operations are each \$2.6 million.

The net operations revenue related to the North Shore Garage, the North Shore Riverfront Park, and all parking lots and the related capital projects are each separately budgeted and balanced.

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, seconded, and unanimously carried, the following resolution was approved:

RESOLUTION NO. 5589

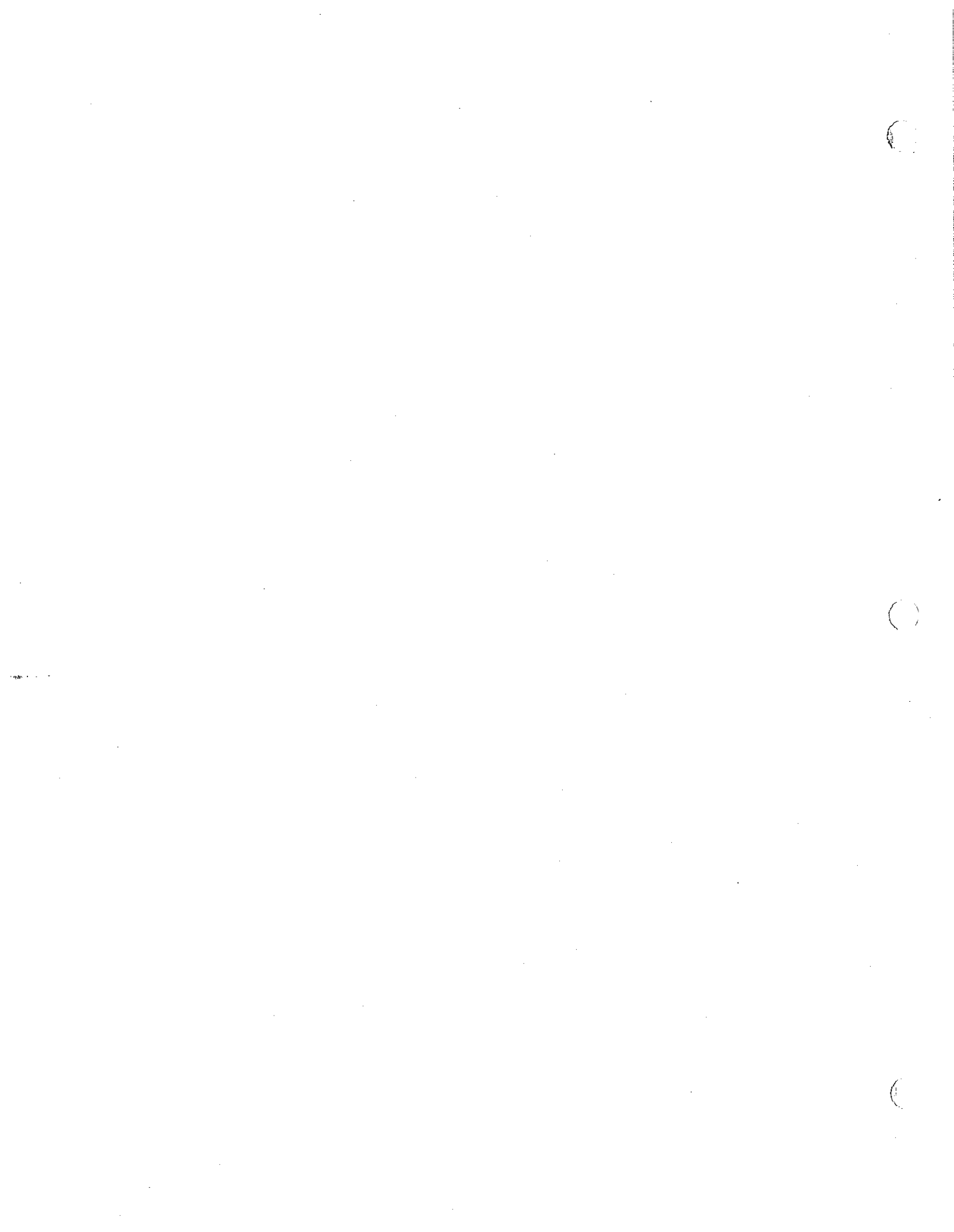
RESOLVED that the attached 2019 Operating and Capital budgets of the Sports & Exhibition Authority of Pittsburgh and Allegheny County are hereby approved; and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution.

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

Senator Fontana acknowledged Ms. Rosemary Carroll, the Authority's in-house attorney, who was present in the audience, and thanked her for her nine years of service to the SEA as she is retiring at the end of the year.

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 11:00 A.M.


Mary Conturo
Assistant Secretary



Sports & Exhibition Authority

**BUDGET
2019**

Convention Center

OPERATING REVENUE:

Building Revenue	
Direct Event Income	\$1,601,792
Food & Beverage	\$3,090,029
Building Ancillary	\$2,484,947
Other DLLCC Income	\$144,837
Total Building Revenue:	\$7,301,605

Other Recurring/Non-Recurring Revenue

Hotel Tax	\$5,000,000
Act 53 Section 3(2)(I)(B)	\$1,300,000
Act 53 Section 3(2)(I)(C)	\$1,300,000
Retail	\$73,419
Total Other Recurring/Non-Recurring Revenue:	\$7,673,419

TOTAL REVENUE **\$14,975,024**

OPERATING EXPENSES:

Building Expenses (Per Manager's Contract)

Salaries	\$6,946,628
Health Care	\$1,665,445
Pension	\$38,210
Other Benefits and Taxes	\$952,169
Labor Allocated Towards Event Revenue	(\$4,212,250)
Subtotal Salaries, Benefits and Taxes	\$5,290,202
Building Utilities	\$2,379,729
Building Operations	\$890,543
Insurance - Operations	\$168,714
Insurance	\$209,402
Administrative	\$442,904
Sales and Marketing	\$452,535
Management Fee/Incentive	\$187,355
Subtotal Building Expenses	\$4,731,182

Maintenance Reserve Fund **\$350,000**

Non-Recurring Expenses

Loan Debt Service (Vira/Howard Helnz)	\$140,667
Maintenance Repair, Replacement, Renewal and Improvement	\$4,462,973
Total Non-Recurring Expenses	\$4,603,640

TOTAL EXPENSES **\$14,975,024**

NET SURPLUS / (DEFICIT) BUILDING OPERATIONS **\$0**

Sports & Exhibition Authority

**BUDGET
2019**

Other Operations

REVENUE:

Recurring Revenue

Convention Center Garage, Net	\$2,420,041
Vending Commission	\$30,000
Other	\$100,000
Interest Earnings	\$10,000
Total Recurring Revenue	\$2,560,041

Non-Recurring Revenue

Sponsorships	\$25,000
Total Non-Recurring Revenue	\$25,000

TOTAL REVENUE

\$2,585,041

EXPENSES:

Recurring Expenses:

Salaries	\$1,050,485
Health Care	\$200,892
Pension	\$82,464
Other Benefits and Taxes	\$118,712
Subtotal Salaries, Benefits and Taxes	\$1,452,553

Office Expenses and Supplies	\$40,000
Legal/Professional Services	\$590,940
Audit and Other Accounting Services	\$35,000
Telephone	\$5,000
Insurance	\$64,305
Miscellaneous	\$5,000
Trustee, Financing and Bank Fees	\$62,216
Computer	\$60,954
Subtotal Recurring Expenses	\$863,415

Non-Recurring Expenses

Other Capital Expense	\$99,073
Lower Hill Redevelopment	\$90,000
NSRFP	\$80,000
Total Non-Recurring Expenses	\$269,073

TOTAL EXPENSES

\$2,585,041

Net Surplus (Shortfall) - Other Operations

\$0

NET SURPLUS / (DEFICIT) OTHER OPERATIONS:

Total Revenues	\$17,560,065
Total Expenses	\$17,560,065

TOTAL NET SURPLUS / (DEFICIT)

\$0

BACKUP

Convention Center Maintenance, Repair, Replacement, Renewal and Improvements	
PROJECT	BUDGET 2019
BUILDING MAINTENANCE, REPAIR AND REPLACEMENT	
Operational Improvements	
Cleaning Building Exterior	\$315,000
Public Lounge	\$40,000
Concrete Crack Repairs	\$86,791
Mechanical Projects	
Shade System Repairs	\$20,000
Wastewater Treatment Plant	\$227,000
Chiller Plant	\$152,000
Electrical	
Power	\$50,000
Security Systems Repair and Replacement	\$408,000
Furniture, Fixtures & Equipment	\$76,000
HVAC	
Radiant Heating Panel Replacement	\$80,000
Parking Garage	\$48,000
Unanticipated Building Operating Expenses	\$91,807
Fire System Repairs	\$200,000
Roof	
Roof Projects	\$2,570,375
Tenant Fit out	\$100,000
TOTAL:	\$4,462,973

CONVENTION CENTER GARAGE OPERATING

**BUDGET
2019**

OPERATING REVENUE:

Lease Revenue	\$1,082,000
Transient Revenue	\$866,000
Event Parking	\$1,887,000
Residential Revenue / Rent / Other	\$38,700
GROSS OPERATING REVENUE	\$3,853,700
Less: Parking Tax	(\$1,040,465)
ADJUSTED GROSS REVENUE	\$2,813,235

OPERATING EXPENSES:

Wages	\$198,694
Pension	\$9,935
Insurance - Group	\$51,185
Payroll Taxes	\$23,560
Total Salaries and Benefits	\$283,373
Garage Supplies	\$2,400
Insurance	\$17,400
Licenses	\$535
Maintenance - Routine	\$21,615
Offices	\$35,880
Tickets	\$6,490
Uniforms	\$900
TOTAL OPERATING EXPENSES	\$85,221
OPERATING INCOME	\$2,444,641
Management Fee	(\$24,600)
NET OPERATING INCOME FROM GARAGE	\$2,420,041
Other expenses related to Garage included in "Other Operations Expenses"	(\$72,000)
NET INCOME	\$2,348,041

BACKUP

RESTRICTED TO 2017 PARKING SYSTEM BONDS

NORTH SHORE GARAGE OPERATING	
	BUDGET 2019
<u>OPERATING REVENUE:</u>	
Daily Parking	\$733,000
Lease Revenue	\$1,689,600
Pirate Reserved Revenue	\$170,000
Pirate Revenue	\$406,650
Steeler Reserved Revenue	\$30,000
Steeler Revenue	\$150,000
Panther Reserved Revenue	\$70,000
Panther Revenue	\$46,600
Concerts	\$22,500
GROSS OPERATING REVENUE	\$3,318,350
Less: Parking Tax	(\$905,014)
ADJUSTED GROSS REVENUE	\$2,413,336
<u>OPERATING EXPENSES:</u>	
Wages	\$153,487
Pension	\$7,674
Insurance - Group	\$22,800
Payroll Taxes	\$17,788
Total Salaries and Benefits	\$201,750
Garage Supplies	\$10,800
Insurance	\$17,800
Maintenance - Routine	\$173,846
Office	\$52,980
Police	\$63,900
Security	\$147,000
Tickets	\$9,200
Uniforms	\$540
Utilities Paid by SEA	\$91,949
TOTAL OPERATING EXPENSES	\$769,564
OPERATING INCOME	\$1,643,772
Management Fee	\$36,900
Maintenance Reserve Fund	\$98,913
NET OPERATING INCOME FROM GARAGE	\$1,507,959
Maintenance - Special Projects	(\$645,100)
Other Income/Expense	(\$30,000)
Rental Income	\$231,992
Insurance	(\$28,000)
NET INCOME	\$1,036,851
Debt Service	\$1,571,550
Cash on Hand	\$534,699
NET SURPLUS/ (DEFICIT) AFTER DEBT SERVICE	\$0

Back up detail to North Shore Garage Maintenance Special Projects Line

BACKUP

PROJECT		BUDGET 2019
CAPITAL AND MAINTENANCE, REPAIR AND REPLACEMENT		
Equipment		
Lighting		\$75,000
Replace Revenue Control System		\$275,000
Replace Server and/or Office Computer		\$8,000
Electrical Testing		\$10,000
Mechanical Projects		
HVAC		
Repair /Replace Sump Pump and/or Control		\$8,000
Structural Maintenance/Repairs		
Conduct Structural Condition Assessment		\$3,500
Post Structural Condition Repairs		\$165,000
Repair Exterior Masonry- Engineering & Maintenance		\$50,000
Repair/Replace Sidewalks		\$20,000
TOTAL CAPITAL AND MAINTENANCE, REPAIR AND REPLACEMENT		\$645,100

NORTH SHORE RIVERFRONT PARK

BUDGET 2019	
OPERATING REVENUE:	
Permit Fees	\$22,651
License Fees	\$57,950
Donations	\$9,500
GROSS OPERATING REVENUE	\$90,101
OPERATING EXPENSES:	
Electricity Utility	\$2,000
Flood Recovery	\$5,000
Geese Control	\$17,500
Insurance	\$3,000
Pump / Motor Maintenance	\$1,500
Snow Removal	\$9,000
Water Steps Chemicals	\$2,000
Water Steps Cleaning	\$4,000
Water Steps Operation	\$8,000
Water/Sewer	\$23,000
TOTAL OPERATING EXPENSES	\$75,000
Cash on hand	\$0
NET SURPLUS / (DEFICIT)	\$15,101

NORTH SHORE RIVERFRONT PARK CAPITAL AND MAINTENANCE, REPAIR AND REPLACEMENT

PROJECT	BUDGET 2019
Equipment	
Water Steps Light Fixtures	\$ 20,000.00
Structural Maintenance/Repairs	
Rebuild Water Steps Discharge Piping	\$ 6,000.00
Water Steps Caulking/Mortar	\$ 10,000.00
Rebuild Quay	\$ 30,000.00
Mechanical Room Electrical	\$ 50,000.00
TOTAL CAPITAL AND MAINTENANCE, REPAIR & REPLACEMENT	\$116,000
Cash On Hand	\$ 116,000.00
NET SURPLUS / (DEFICIT)	\$0

RESTRICTED TO 2017 PARKING SYSTEM BONDS

10TH & PENN LOTS OPERATING	
	BUDGET 2019
<u>OPERATING REVENUE:</u>	
Lease Revenue	\$202,800
Transient Revenue	\$97,300
Event Parking	\$41,800
Gross Operating Revenue	\$341,900
Less Parking Tax	(\$93,246)
Adjusted Gross Revenue	\$248,654
<u>OPERATING EXPENSES:</u>	
Wages	\$25,689
Pension	\$2,055
Insurance - Group	\$8,880
Payroll Taxes	\$2,954
Subtotal Salaries and Benefits	\$39,578
Insurance	\$2,400
Licenses	\$185
Maintenace - Routine	\$2,465
Office	\$5,700
Uniforms	\$480
Utilities	\$1,829
Total Operating Expense	\$52,637
Net Operating Income from Lot	\$196,017
Other Income (East Lot)	\$240,000
NET SURPLUS / (DEFICIT)	\$436,017

RESTRICTED TO 2017 PARKING SYSTEM BONDS

Green Lots 21, 22 and 23 Operating

	BUDGET 2019
OPERATING REVENUE:	
Non taxable Revenue	\$57,838
Daily Parking	\$24,000
Lease Parking	\$36,000
Pirate Reserved Revenue	\$0
Pirate Revenue	\$4,000
Steeler Reserved Revenue	\$146,598
Steeler Revenue	\$20,000
Panther Reserved Revenue	\$65,100
Panther Revenue	\$6,300
Rental Income	\$179,434
GROSS OPERATING REVENUE	\$539,270
Less: Parking Tax	(\$82,364)
ADJUSTED GROSS REVENUE	\$456,906
OPERATING EXPENSES:	
Wages	\$19,275
Pension	\$964
Insurance - Group	\$2,360
Payroll Taxes	\$1,822
Total Salaries and Benefits	\$24,421
Garage Supplies	\$5,260
Insurance	\$4,050
Maintenance - Routine	\$66,132
Maintenance - Special Projects*	\$107,000
Office	\$7,654
Security	\$20,700
Utilities	\$5,150
TOTAL OPERATING EXPENSES	\$239,366
Management Fee	(\$3,318)
NET OPERATING INCOME FROM LOTS	\$214,221
Maintenance - Special Projects*	(\$30,000)
NET INCOME EARNED BY ALCO	\$61,363
NET INCOME EARNED BY SEA	\$122,658
NET SURPLUS / (DEFICIT)	\$184,221
*MAINTENANCE SPECIAL PROJECTS	
Upgrade/Replace Revenue Control System	\$30,000
Included In operating expense	
Landscaping	\$25,000
Repair/Replace Booths	\$36,000
Route/Seal Cracks	\$11,000
Repair/Replace Sidewalks	\$35,000
TOTAL MAINTENANCE SPECIAL PROJECTS	\$137,000



SPORTS & EXHIBITION AUTHORITY

DRAFT
2019 Budget
Board Presentation
December 13, 2018

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