

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 2013	ACTUAL 2014	ACTUAL 2015	BUDGET 2016
<b>Convention Center</b>				
<b><u>OPERATING REVENUE:</u></b>				
<b>Building Revenue</b>				
Direct Event Income	\$1,756,695	\$1,696,961	\$1,509,849	\$1,953,577
Food & Beverage	\$2,366,902	\$1,520,789	\$2,454,946	\$1,887,930
Building Ancillary	\$2,014,263	\$1,833,079	\$1,960,088	\$1,948,064
Other DLLCC Income	\$93,494	\$101,922	\$132,147	\$145,400
<b>Total Building Revenue:</b>	<b>\$6,231,354</b>	<b>\$5,152,751</b>	<b>\$6,057,030</b>	<b>\$5,934,971</b>
<b>Other Recurring/Non-Recurring Revenue</b>				
Hotel Tax	\$2,469,389	\$2,750,000	\$3,000,000	\$2,750,000
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	\$250	\$0	\$0
Retail	\$0	\$0	\$23,393	\$56,144
<b>Total Other Recurring/Non-Recurring Revenue:</b>	<b>\$5,869,639</b>	<b>\$6,150,250</b>	<b>\$6,423,393</b>	<b>\$6,206,144</b>
<b>TOTAL REVENUE</b>	<b>\$12,100,993</b>	<b>\$11,303,001</b>	<b>\$12,480,423</b>	<b>\$12,141,115</b>
<b><u>OPERATING EXPENSES:</u></b>				
<b>Building Expenses (Per Manager's Contract)</b>				
Salaries	\$5,587,747	\$5,600,721	\$6,180,621	\$5,968,696
Health Care	\$1,164,624	\$1,201,888	\$1,287,507	\$1,247,409
Pension	\$16,517	\$18,865	\$20,960	\$22,598
Other Benefits and Taxes	\$905,691	\$826,310	\$882,733	\$833,074
Labor Allocated Towards Event Revenue	(\$3,334,243)	(\$3,294,978)	(\$3,746,120)	(\$3,350,599)
<b>Subtotal Salaries, Benefits and Taxes</b>	<b>\$4,340,336</b>	<b>\$4,352,806</b>	<b>\$4,625,701</b>	<b>\$4,721,178</b>
Building Utilities	\$1,962,975	\$2,244,631	\$2,339,237	\$2,127,669
Building Operations	\$827,757	\$703,653	\$728,265	\$845,422
Insurance - Operations	\$115,827	\$122,405	\$140,419	\$144,404
Insurance - Property, Auto, Etc.	\$310,538	\$262,585	\$206,794	\$218,633
Administrative	\$323,645	\$334,136	\$371,129	\$357,216
Sales and Marketing	\$352,406	\$321,694	\$453,460	\$523,891
Management Fee/Incentive	\$252,443	\$192,087	\$226,289	\$175,000
<b>Total Building Expenses</b>	<b>\$8,485,927</b>	<b>\$8,533,997</b>	<b>\$9,091,294</b>	<b>\$9,113,413</b>
<b>Capital Maintenance Reserve</b>	<b>\$350,000</b>	<b>\$350,000</b>	<b>\$850,000</b>	<b>\$350,000</b>
<b>Non-Recurring Expenses</b>				
Loan Debt Service (Vira/Howard Heinz)	\$124,661	\$150,667	\$148,667	\$146,667
Loan Debt Service (PNC/Dollars)	\$1,711,000	\$1,711,000	\$1,711,000	\$1,711,000
CC Riverfront Plaza	\$63,264	\$61,857	\$50,824	\$0
Building Repair, Replacement, Renewal and Improvements	\$1,190,695	\$1,019,326	\$1,195,533	\$820,035
<b>Total Non-Recurring Expenses</b>	<b>\$3,089,620</b>	<b>\$2,942,850</b>	<b>\$3,106,024</b>	<b>\$2,677,702</b>
<b>TOTAL EXPENSES</b>	<b>\$11,925,547</b>	<b>\$11,826,847</b>	<b>\$13,047,318</b>	<b>\$12,141,115</b>
<b>NET SURPLUS / (DEFICIT) BUILDING OPERATIONS</b>	<b>\$175,446</b>	<b>(\$523,846)</b>	<b>(\$566,895)</b>	<b>(\$0)</b>

## Sports & Exhibition Authority

	ACTUAL 2013	ACTUAL 2014	ACTUAL 2015	BUDGET 2016
<b>Other Operations</b>				
<b>REVENUE:</b>				
<b>Recurring Revenue</b>				
Convention Center Garage, Net	\$1,828,172	\$1,944,188	\$2,230,926	\$2,189,807
10th/Penn, P1, P2, P3 Parking, Net	\$485,298	\$540,194	\$599,872	\$545,795
Vending Commission	\$32,725	\$22,210	\$36,108	\$33,000
Other	\$63,573	\$87,929	\$134,940	\$85,000
Interest Earnings	\$383	\$267	\$576	\$500
<b>Total Recurring Revenue</b>	<b>\$2,410,151</b>	<b>\$2,594,788</b>	<b>\$3,002,422</b>	<b>\$2,854,102</b>
<b>Non-Recurring Revenue</b>				
Sponsorships	\$20,000	\$146,666	\$0	\$20,000
<b>Total Non-Recurring Revenue</b>	<b>\$20,000</b>	<b>\$146,666</b>	<b>\$0</b>	<b>\$20,000</b>
<b>TOTAL REVENUE</b>	<b>\$2,430,151</b>	<b>\$2,741,454</b>	<b>\$3,002,422</b>	<b>\$2,874,102</b>
<b>EXPENSES:</b>				
<b>Recurring Expenses:</b>				
Salaries	\$1,004,879	\$988,050	\$1,034,394	\$976,576
Health Care	\$58,086	\$69,638	\$85,656	\$119,813
Pension	\$69,201	\$70,239	\$70,355	\$77,290
Other Benefits and Taxes	\$101,530	\$103,061	\$102,494	\$130,281
<b>Subtotal Salaries, Benefits and Taxes</b>	<b>\$1,233,696</b>	<b>\$1,230,988</b>	<b>\$1,292,899</b>	<b>\$1,303,960</b>
Office Expenses and Supplies	\$12,663	\$12,650	\$16,154	\$40,000
Legal/Professional Services	\$297,631	\$284,726	\$283,341	\$600,302
Audit and Other Accounting Services	\$21,814	\$22,912	\$23,031	\$34,300
Telephone	\$3,458	\$3,861	\$3,664	\$5,000
Insurance	\$50,918	\$57,918	\$63,756	\$67,951
Miscellaneous	\$2,861	\$1,432	(\$132)	\$6,000
Trustee, Financing and Bank Fees	\$72,977	\$72,882	\$79,565	\$76,000
Computer	\$23,583	\$23,852	\$33,125	\$45,000
<b>Total Recurring Expenses</b>	<b>\$1,719,601</b>	<b>\$1,711,221</b>	<b>\$1,795,403</b>	<b>\$2,178,514</b>
<b>Non-Recurring Expenses</b>				
Lower Hill Redevelopment	\$880,554	\$966,686	\$1,067,338	\$695,589
<b>Total Non-Recurring Expenses</b>	<b>\$880,554</b>	<b>\$966,686</b>	<b>\$1,067,338</b>	<b>\$695,589</b>
<b>TOTAL EXPENSES</b>	<b>\$2,600,155</b>	<b>\$2,677,907</b>	<b>\$2,862,741</b>	<b>\$2,874,103</b>
<b>NET SURPLUS / (DEFICIT) OTHER OPERATIONS:</b>				
<b>Total Revenues</b>	<b>\$14,531,144</b>	<b>\$14,044,455</b>	<b>\$15,482,845</b>	<b>\$15,015,217</b>
<b>Total Expenses</b>	<b>\$14,525,702</b>	<b>\$14,504,754</b>	<b>\$15,910,059</b>	<b>\$15,015,217</b>
<b>TOTAL NET SURPLUS / (DEFICIT)</b>	<b>\$5,442</b>	<b>(\$460,299)</b>	<b>(\$427,214)</b>	<b>\$0</b>

## CONVENTION CENTER GARAGE OPERATING

Back up detail to Other Operations Recurring Revenues

	ACTUAL 2013	ACTUAL 2014	ACTUAL 2015	BUDGET 2016
<b>OPERATING REVENUE:</b>				
Lease Revenue	\$816,467	\$886,520	\$922,111	\$940,500
Transient Revenue	\$958,845	\$865,864	\$1,008,888	\$1,114,725
Event Parking	\$1,201,229	\$1,351,109	\$1,582,081	\$1,422,840
Residential Revenue / Rent	\$45,230	\$32,490	\$34,855	\$36,000
Refunds	(\$2,957)	(\$144)	(\$730)	\$0
<b>GROSS OPERATING REVENUE</b>	<b>\$3,018,814</b>	<b>\$3,135,839</b>	<b>\$3,547,205</b>	<b>\$3,514,065</b>
Less: Parking Tax	(\$810,986)	(\$846,312)	(\$957,923)	(\$948,573)
<b>ADJUSTED GROSS REVENUE</b>	<b>\$2,207,828</b>	<b>\$2,289,527</b>	<b>\$2,589,282</b>	<b>\$2,565,492</b>
<b>OPERATING EXPENSES:</b>				
Wages	\$156,930	\$164,886	\$178,918	\$186,250
Pension	\$6,547	\$8,150	\$9,184	\$9,312
Insurance - Group	\$30,938	\$43,720	\$46,508	\$48,553
Payroll Taxes	\$15,080	\$16,061	\$17,369	\$22,846
Total Salaries and Benefits	\$209,495	\$232,817	\$251,979	\$266,960
Garage Supplies	\$3,537	\$2,513	\$1,756	\$1,319
Insurance	\$17,145	\$15,102	\$15,469	\$15,861
Licenses	\$515	\$1,531	\$1,531	\$1,531
Maintenance - Routine	\$27,758	\$23,064	\$23,040	\$21,996
Office	\$31,122	\$33,644	\$33,733	\$35,586
Tickets	\$8,594	\$6,745	\$5,457	\$7,758
Uniforms	\$589	\$624	\$777	\$674
Uninsured Loss	\$903	\$0	\$616	\$0
<b>TOTAL OPERATING EXPENSES</b>	<b>\$299,657</b>	<b>\$316,040</b>	<b>\$334,358</b>	<b>\$351,685</b>
<b>OPERATING INCOME</b>	<b>\$1,908,171</b>	<b>\$1,973,487</b>	<b>\$2,254,924</b>	<b>\$2,213,807</b>
Management Fee	(\$80,000)	(\$24,000)	(\$24,000)	(\$24,000)
<b>NET OPERATING INCOME FROM GARAGE</b>	<b>\$1,828,171</b>	<b>\$1,949,487</b>	<b>\$2,230,924</b>	<b>\$2,189,807</b>
Other Expenses	(\$57,770)	(\$64,313)	(\$63,222)	(\$48,000)
Bank Fees Related to Debt Service	(\$11,000)	(\$11,000)	(\$11,000)	(\$11,000)
<b>NET INCOME</b>	<b>\$1,759,401</b>	<b>\$1,874,174</b>	<b>\$2,156,702</b>	<b>\$2,130,807</b>
<b>Debt Service Payment is Reflected on Other Operations Budget</b>				
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)
<b>NET SURPLUS/ (DEFICIT) AFTER DEBT SERVICE</b>	<b>\$1,759,401</b>	<b>\$1,874,174</b>	<b>\$2,156,702</b>	<b>\$2,130,807</b>

## 10TH & PENN LOTS OPERATING

Back up detail to Other Operations Recurring Revenues

	ACTUAL 2013	ACTUAL 2014	ACTUAL 2015	BUDGET 2016
<b>OPERATING REVENUE:</b>				
Lease Revenue	\$143,979	\$159,659	\$169,695	\$171,000
Transient Revenue	\$67,547	\$94,094	\$94,193	\$82,140
Event Parking	\$50,539	\$54,462	\$45,089	\$43,200
Revenue Adjustments	\$0	(\$345)	\$3	\$0
<b>GROSS OPERATING REVENUE</b>	<b>\$262,065</b>	<b>\$307,870</b>	<b>\$308,980</b>	<b>\$296,340</b>
Less: Parking Tax	(\$71,473)	(\$83,945)	(\$84,248)	(\$80,821)
<b>ADJUSTED GROSS REVENUE</b>	<b>\$190,592</b>	<b>\$223,925</b>	<b>\$224,732</b>	<b>\$215,519</b>
<b>OPERATING EXPENSES:</b>				
Wages	\$39,133	\$41,883	\$40,298	\$45,587
Pension	\$2,919	\$3,135	\$2,975	\$3,647
Insurance - Group	\$6,477	\$7,120	\$7,425	\$7,903
Payroll Taxes	\$3,905	\$4,127	\$4,036	\$5,428
<b>Total Salaries and Benefits</b>	<b>\$52,434</b>	<b>\$56,265</b>	<b>\$54,734</b>	<b>\$62,566</b>
Garage Supplies	\$275	\$19	\$418	\$10
Insurance	\$2,715	\$1,849	\$2,295	\$2,270
Licenses	\$172	\$177	\$177	\$177
Maintenance - Routine	\$2,596	\$3,106	\$2,344	\$2,304
Office	\$4,142	\$4,385	\$4,610	\$4,570
Uniforms	\$295	\$221	\$304	\$300
Utilities	\$2,133	\$1,920	\$1,994	\$2,130
<b>TOTAL OPERATING EXPENSES</b>	<b>\$64,763</b>	<b>\$67,942</b>	<b>\$66,876</b>	<b>\$74,327</b>
<b>NET OPERATING INCOME FROM LOT</b>	<b>\$125,829</b>	<b>\$155,983</b>	<b>\$157,856</b>	<b>\$141,192</b>
Other Income (East Lot)	\$166,500	\$217,500	\$225,000	\$225,000
<b>NET SURPLUS / (DEFICIT)</b>	<b>\$292,329</b>	<b>\$373,483</b>	<b>\$382,856</b>	<b>\$366,192</b>

## NORTH SHORE GARAGE OPERATING

	ACTUAL 2013	ACTUAL 2014	ACTUAL 2015	BUDGET 2016
<b>OPERATING REVENUE:</b>				
Lease Revenue	\$1,479,531	\$1,543,044	\$1,703,412	\$1,715,100
Transient Revenue	\$494,748	\$587,577	\$680,132	\$584,000
Pirate Revenue	\$914,523	\$929,023	\$1,026,047	\$995,807
Steeler Revenue	\$160,790	\$188,700	\$244,357	\$189,300
Panther Revenue	\$120,805	\$109,010	\$128,121	\$114,000
Other Revenue	\$36,466	\$37,281	\$69,523	\$27,300
Revenue Adjustments	\$0	\$150	(\$371)	\$0
Refund	(\$116)	(\$770)	\$0	\$0
<b>GROSS OPERATING REVENUE</b>	<b>\$3,206,747</b>	<b>\$3,394,015</b>	<b>\$3,851,221</b>	<b>\$3,625,507</b>
Less: Parking Tax	(\$874,566)	(\$925,482)	(\$1,050,241)	(\$988,784)
<b>ADJUSTED GROSS REVENUE</b>	<b>\$2,332,181</b>	<b>\$2,468,533</b>	<b>\$2,800,980</b>	<b>\$2,636,723</b>
<b>OPERATING EXPENSES:</b>				
Wages	\$159,254	\$131,724	\$141,489	\$144,480
Pension	\$7,088	\$7,134	\$6,901	\$7,224
Insurance - Group	\$17,571	\$19,525	\$18,951	\$19,663
Payroll Taxes	\$14,714	\$12,434	\$13,240	\$16,766
Total Salaries and Benefits	\$198,627	\$170,817	\$180,581	\$188,133
Garage Supplies	\$17,621	\$11,919	\$16,260	\$18,492
Insurance	\$18,857	\$15,311	\$15,717	\$17,662
Licenses	\$846	\$1,834	\$1,756	\$2,536
Maintenance - Routine	\$119,614	\$191,093	\$180,636	\$157,467
Office	\$38,750	\$47,077	\$42,024	\$41,782
Police	\$44,729	\$54,891	\$52,890	\$50,238
Security	\$104,115	\$101,217	\$87,887	\$107,617
Tickets	\$12,807	\$11,744	\$10,372	\$12,362
Uniforms	\$573	\$420	\$506	\$514
Uninsured Loss	\$0	\$2,178	\$0	\$0
Utilities Paid by SEA	\$122,793	\$89,562	\$86,775	\$87,645
<b>TOTAL OPERATING EXPENSES</b>	<b>\$679,331</b>	<b>\$698,063</b>	<b>\$675,404</b>	<b>\$684,448</b>
<b>OPERATING INCOME</b>	<b>\$1,652,850</b>	<b>\$1,770,470</b>	<b>\$2,125,576</b>	<b>\$1,952,275</b>
Management Fee	(\$65,000)	(\$36,000)	(\$36,000)	(\$36,000)
Capital Maintenance Reserve	\$0	\$0	\$0	(\$98,913)
<b>NET OPERATING INCOME FROM GARAGE</b>	<b>\$1,587,850</b>	<b>\$1,734,470</b>	<b>\$2,089,576</b>	<b>\$1,817,362</b>
Maintenance - Special Projects	(\$18,100)	(\$392,451)	(\$68,995)	(\$253,000)
Other Income/Expense	(\$30,324)	(\$18,772)	(\$31,548)	(\$14,400)
Rental Income	\$56,781	\$51,023	\$0	\$0
Other Income	\$0	\$0	\$72,370	\$0
<b>NET INCOME</b>	<b>\$1,596,207</b>	<b>\$1,374,270</b>	<b>\$2,061,403</b>	<b>\$1,549,962</b>
Debt Service	(\$1,142,728)	(\$1,142,728)	(\$1,142,728)	(\$1,142,728)
Insurance	(\$45,773)	(\$28,810)	(\$29,316)	(\$28,810)
<b>NET SURPLUS / (DEFICIT) AFTER DEBT SERVICE</b>	<b>\$407,706</b>	<b>\$202,732</b>	<b>\$889,359</b>	<b>\$378,424</b>

## GREEN LOTS 21, 22 and 23 OPERATING

Backup detail to Other Operations Recurring Revenues

	ACTUAL 2013	ACTUAL 2014	ACTUAL 2015	BUDGET 2016
<b>OPERATING REVENUE:</b>				
Lease Revenue	\$3,551	\$20,000	\$28,435	\$30,000
Pirate Revenue	\$5,175	\$12,921	\$10,230	\$12,375
Steeler Reserved Revenue	\$153,508	\$137,586	\$155,707	\$156,119
Steeler Revenue	\$39,268	\$4,355	\$2,970	\$15,330
Panther Reserved Revenue	\$34,545	\$49,245	\$55,560	\$56,400
Panther Revenue	\$36	\$0	\$880	\$0
Rental Income	\$202,805	\$231,512	\$220,158	\$224,378
Other Revenue	\$24,123	\$38,768	\$77,100	\$28,450
<b>GROSS OPERATING REVENUE</b>	<b>\$463,011</b>	<b>\$494,387</b>	<b>\$551,040</b>	<b>\$530,552</b>
Less: Parking Tax	(\$70,943)	(\$74,189)	(\$90,241)	(\$83,503)
<b>ADJUSTED GROSS REVENUE</b>	<b>\$392,068</b>	<b>\$420,198</b>	<b>\$460,799</b>	<b>\$447,049</b>
<b>OPERATING EXPENSES:</b>				
Wages	\$16,266	\$16,485	\$21,399	\$21,999
Pension	\$641	\$683	\$801	\$1,100
Insurance - Group	\$4,160	\$2,031	\$2,835	\$2,463
Payroll Taxes	\$1,613	\$1,522	\$2,130	\$2,326
Total Salaries and Benefits	\$22,680	\$20,721	\$27,165	\$27,888
Garage Supplies	\$1,506	\$1,298	\$1,741	\$1,857
Insurance	\$1,189	\$2,902	\$3,277	\$3,428
Licenses	\$579	\$597	\$597	\$618
Maintenance - Routine	\$58,802	\$54,737	\$63,314	\$68,603
Office	\$4,259	\$5,633	\$7,777	\$6,213
Police	\$9,034	\$11,424	\$9,337	\$11,408
Security	\$4,588	\$4,890	\$3,735	\$4,442
Professional Services	\$1,508	\$1,176	\$1,358	\$1,426
Rent	\$665	\$870	\$736	\$772
Tickets	\$2,647	\$3,266	\$2,658	\$4,240
Uniforms	\$109	\$103	\$172	\$175
Utilities	\$3,737	\$4,179	\$4,153	\$4,331
<b>TOTAL OPERATING EXPENSES</b>	<b>\$111,303</b>	<b>\$111,796</b>	<b>\$126,020</b>	<b>\$135,401</b>
<b>OPERATING INCOME</b>	<b>\$280,765</b>	<b>\$308,402</b>	<b>\$334,779</b>	<b>\$311,647</b>
Management Fee	(\$2,682)	(\$2,979)	(\$3,789)	(\$3,671)
<b>NET OPERATING INCOME FROM LOTS</b>	<b>\$278,083</b>	<b>\$305,423</b>	<b>\$330,990</b>	<b>\$307,976</b>
Maintenance - Special Projects	\$0	(\$24,144)	(\$1,270)	(\$65,000)
<b>NET INCOME</b>	<b>\$73,933</b>	<b>\$82,147</b>	<b>\$104,312</b>	<b>\$75,339</b>
Lease Payment	(\$102,075)	(\$99,566)	(\$112,704)	(\$83,819)
<b>NET SURPLUS / (DEFICIT)</b>	<b>\$176,008</b>	<b>\$181,713</b>	<b>\$217,016</b>	<b>\$159,158</b>

# NORTH SHORE RIVERFRONT PARK OPERATING

	ACTUAL 2013	ACTUAL 2014	ACTUAL 2015	BUDGET 2016
<b><u>OPERATING REVENUE:</u></b>				
Permit Fees	\$17,500	\$16,820	\$10,253	\$11,249
License Fees	\$18,850	\$18,350	\$23,600	\$22,950
Donations	\$17,000	\$24,080	\$25,560	\$25,591
Interest	\$39	\$27	\$72	\$0
Other Revenue (Lights Restitution)	\$990	\$0	\$0	\$0
<b>GROSS OPERATING REVENUE</b>	<b>\$54,379</b>	<b>\$59,277</b>	<b>\$59,485</b>	<b>\$59,790</b>
<b><u>OPERATING EXPENSES:</u></b>				
Emergency Water Leak	\$0	\$3,795	\$0	\$0
Electricity Utility	\$1,759	\$1,199	\$1,976	\$2,075
Flood Recovery	\$0	\$0	\$2,330	\$17,000
Geese Control	\$3,564	\$1,560	\$9,856	\$11,200
Insurance	\$4,820	\$2,734	\$2,745	\$3,000
Miscellaneous	\$735	\$0	\$530	\$2,465
Mowing	\$608	\$0	\$0	\$0
Pump / Motor Maintenance	\$0	\$0	\$0	\$1,000
Snow Removal	\$3,133	\$5,031	\$8,989	\$9,600
Supplies	\$0	\$0	\$0	\$1,000
TPR, LLC	\$4,240	\$960	\$800	\$0
Water Steps Chemicals	\$6,582	\$5,651	\$0	\$1,200
Water Steps Cleaning	\$4,430	\$3,535	\$5,230	\$6,250
Water Steps Lighting	\$378	\$0	\$0	\$1,000
Water Steps Operation	\$0	\$8,845	\$6,366	\$4,000
<b>TOTAL OPERATING EXPENSES</b>	<b>\$30,249</b>	<b>\$33,310</b>	<b>\$38,822</b>	<b>\$59,790</b>
<b>NET SURPLUS / (DEFICIT)</b>	<b>\$24,130</b>	<b>\$25,967</b>	<b>\$20,663</b>	<b>\$0</b>