

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 2016	ACTUAL 2017	ACTUAL 2018	BUDGET 2019
<b>Convention Center</b>				
<b>OPERATING REVENUE:</b>				
<b>Building Revenue</b>				
Direct Event Income	\$1,337,969	\$1,339,659	\$1,116,858	\$1,601,792
Food & Beverage	\$1,561,435	\$2,812,853	\$4,303,585	\$3,090,029
Building Ancillary	\$1,793,700	\$2,149,824	\$2,546,801	\$2,464,947
Other DLLCC Income	\$134,519	\$120,442	\$143,851	\$144,837
<b>Total Building Revenue:</b>	<b>\$4,827,623</b>	<b>\$6,422,778</b>	<b>\$8,111,095</b>	<b>\$7,301,605</b>
<b>Other Recurring/Non-Recurring Revenue</b>				
Hotel Tax	\$3,000,000	\$4,000,000	\$4,500,000	\$5,000,000
Act 53 Section 3(2)(i)(B)	\$1,700,000	\$1,700,000	\$1,700,000	\$1,300,000
Act 53 Section 3(2)(i)(C)	\$1,700,000	\$1,700,000	\$1,700,000	\$1,300,000
Retail	\$60,463	\$65,944	\$70,494	\$73,419
<b>Total Other Recurring/Non-Recurring Revenue:</b>	<b>\$6,460,463</b>	<b>\$7,465,944</b>	<b>\$7,970,494</b>	<b>\$7,673,419</b>
<b>TOTAL REVENUE</b>	<b>\$11,288,086</b>	<b>\$13,888,722</b>	<b>\$16,081,589</b>	<b>\$14,975,024</b>
<b>OPERATING EXPENSES:</b>				
<b>Building Expenses (Per Manager's Contract)</b>				
Salaries	\$6,336,202	\$6,782,566	\$7,919,133	\$6,946,628
Health Care	\$1,669,622	\$1,502,622	\$1,672,670	\$1,565,445
Pension	\$21,322	\$22,413	\$31,896	\$38,210
Other Benefits and Taxes	\$625,538	\$964,450	\$1,135,807	\$952,169
Labor Allocated Towards Event Revenue	(\$3,718,546)	(\$4,159,743)	(\$5,095,770)	(\$4,212,250)
<b>Subtotal Salaries, Benefits and Taxes</b>	<b>\$4,934,138</b>	<b>\$5,112,308</b>	<b>\$5,663,736</b>	<b>\$5,290,202</b>
Building Utilities	\$2,336,386	\$2,083,349	\$2,291,725	\$2,379,729
Building Operations	\$905,533	\$874,585	\$997,533	\$890,543
Insurance - Operations	\$148,378	\$159,450	\$165,481	\$168,714
Insurance	\$208,997	\$206,022	\$170,583	\$209,402
Administrative	\$391,746	\$377,202	\$452,250	\$442,904
Sales and Marketing	\$353,850	\$340,711	\$405,251	\$452,535
Management Fee/Incentive	\$175,000	\$224,000	\$183,322	\$187,355
<b>Subtotal Building Expenses</b>	<b>\$4,519,890</b>	<b>\$4,265,319</b>	<b>\$4,666,145</b>	<b>\$4,731,182</b>
<b>Maintenance Reserve Fund</b>	<b>\$350,000</b>	<b>\$350,000</b>	<b>\$2,769,929</b>	<b>\$350,000</b>
<b>Non-Recurring Expenses</b>				
Loan Debt Service (Vira/Howard Heinz)	\$146,668	\$144,667	\$142,667	\$140,667
Loan Debt Service (PNC/Dollars)	\$1,711,000	\$5,206,807	\$0	\$0
Maintenance Repair, Replacement and Renewal	\$784,733	\$634,889	\$2,670,323	\$4,462,973
<b>Total Non-Recurring Expenses</b>	<b>\$2,642,401</b>	<b>\$5,986,363</b>	<b>\$2,812,990</b>	<b>\$4,603,640</b>
<b>TOTAL EXPENSES</b>	<b>\$12,446,429</b>	<b>\$15,713,990</b>	<b>\$15,912,800</b>	<b>\$14,975,024</b>
<b>NET SURPLUS / (DEFICIT) BUILDING OPERATIONS</b>	<b>(\$1,158,344)</b>	<b>(\$1,825,268)</b>	<b>\$168,789</b>	<b>\$0</b>

## Sports & Exhibition Authority

	ACTUAL 2016	ACTUAL 2017	ACTUAL 2018	BUDGET 2019
<b>Other Operations</b>				
<b>REVENUE:</b>				
<b>Recurring Revenue</b>				
Convention Center Garage, Net	\$2,241,879	\$2,291,784	\$2,350,372	\$2,420,041
Vending Commission	\$23,116	\$59,079	\$38,756	\$30,000
Other	\$116,478	\$33,262	\$104,745	\$100,000
Interest Earnings	\$7,117	\$2,187	\$36,253	\$10,000
<b>Total Recurring Revenue</b>	<b>\$3,003,353</b>	<b>\$3,019,374</b>	<b>\$2,530,126</b>	<b>\$2,560,041</b>
<b>Non-Recurring Revenue</b>				
Sponsorships	\$30,000	\$88,136	\$25,000	\$25,000
<b>Total Non-Recurring Revenue</b>	<b>\$30,000</b>	<b>\$88,136</b>	<b>\$25,000</b>	<b>\$25,000</b>
<b>TOTAL REVENUE</b>	<b>\$3,033,353</b>	<b>\$3,107,510</b>	<b>\$2,555,126</b>	<b>\$2,585,041</b>
<b>EXPENSES:</b>				
<b>Recurring Expenses:</b>				
Salaries	\$1,068,570	\$1,022,847	\$1,073,626	\$1,050,485
Health Care	\$116,994	\$121,105	\$137,204	\$200,892
Pension	\$72,780	\$68,788	\$76,721	\$82,464
Other Benefits and Taxes	\$102,489	\$103,351	\$103,980	\$118,712
<b>Subtotal Salaries, Benefits and Taxes</b>	<b>\$1,360,833</b>	<b>\$1,316,091</b>	<b>\$1,391,531</b>	<b>\$1,452,553</b>
Office Expenses and Supplies	\$18,279	\$22,881	\$15,288	\$40,000
Legal/Professional Services	\$202,879	\$211,419	\$197,977	\$590,940
Audit and Other Accounting Services	\$25,263	\$21,561	\$24,814	\$35,000
Telephone	\$3,216	\$3,573	\$3,080	\$5,000
Insurance	\$64,859	\$62,895	\$60,675	\$64,305
Miscellaneous	\$4	\$0	\$0	\$5,000
Trustee, Financing and Bank Fees	\$72,325	\$85,188	\$90,583	\$62,216
Computer	\$34,354	\$49,415	\$79,650	\$60,954
<b>Subtotal Recurring Expenses</b>	<b>\$421,179</b>	<b>\$456,932</b>	<b>\$472,067</b>	<b>\$863,415</b>
<b>Non-Recurring Expenses</b>				
Other Capital Expense	\$0	\$0	\$0	\$99,073
Lower Hill Redevelopment	\$0	\$800,000	\$0	\$90,000
Northshore Riverfront Park	\$0	\$0	\$63,536	\$80,000
<b>Total Non-Recurring Expenses</b>	<b>\$0</b>	<b>\$800,000</b>	<b>\$63,536</b>	<b>\$269,073</b>
<b>TOTAL EXPENSES</b>	<b>\$1,782,012</b>	<b>\$2,573,023</b>	<b>\$1,927,134</b>	<b>\$2,585,041</b>
<b>Net Surplus (Shortfall) - Other Operations</b>	<b>\$1,251,341</b>	<b>\$534,487</b>	<b>\$627,992</b>	<b>\$0</b>
<b>NET SURPLUS / (DEFICIT) OTHER OPERATIONS:</b>				
<b>Total Revenues</b>	<b>\$14,321,439</b>	<b>\$16,996,232</b>	<b>\$18,636,715</b>	<b>\$17,560,065</b>
<b>Total Expenses</b>	<b>\$14,228,441</b>	<b>\$18,287,013</b>	<b>\$17,839,934</b>	<b>\$17,560,065</b>
<b>TOTAL NET SURPLUS / (DEFICIT)</b>	<b>\$92,998</b>	<b>(\$1,290,781)</b>	<b>\$796,781</b>	<b>\$0</b>

## CONVENTION CENTER GARAGE OPERATING

	ACTUAL 2016	ACTUAL 2017	ACTUAL 2018	BUDGET 2019
<b>OPERATING REVENUE:</b>				
Lease Revenue	\$881,728	\$927,850	\$940,486	\$1,062,000
Transient Revenue	\$994,534	\$745,959	\$945,733	\$866,000
Event Parking	\$1,701,847	\$1,932,470	\$1,836,822	\$1,887,000
Residential Revenue / Rent / Other	\$33,850	\$33,765	\$32,771	\$38,700
<b>GROSS OPERATING REVENUE</b>	<b>\$3,611,959</b>	<b>\$3,640,044</b>	<b>\$3,755,812</b>	<b>\$3,853,700</b>
Less: Parking Tax	(\$975,882)	(\$983,577)	(\$1,015,459)	(\$1,040,465)
<b>ADJUSTED GROSS REVENUE</b>	<b>\$2,636,077</b>	<b>\$2,656,467</b>	<b>\$2,740,353</b>	<b>\$2,813,235</b>
<b>OPERATING EXPENSES:</b>				
Wages	\$197,187	\$190,681	\$196,755	\$198,694
Pension	\$9,192	\$9,635	\$10,478	\$9,935
Insurance - Group	\$49,383	\$45,625	\$53,487	\$51,185
Payroll Taxes	\$19,230	\$17,737	\$18,989	\$23,560
<b>Total Salaries and Benefits</b>	<b>\$274,992</b>	<b>\$263,678</b>	<b>\$279,709</b>	<b>\$283,373</b>
Garage Supplies	\$2,402	\$1,458	\$3,317	\$2,400
Insurance	\$16,277	\$16,687	\$17,146	\$17,400
Licenses	\$531	\$0	\$531	\$535
Maintenance - Routine	\$35,915	\$16,224	\$20,158	\$21,615
Office	\$33,023	\$35,568	\$38,289	\$35,880
Tickets	\$5,123	\$6,119	\$5,889	\$6,490
Uniforms	\$917	\$949	\$942	\$900
<b>TOTAL OPERATING EXPENSES</b>	<b>\$370,180</b>	<b>\$77,005</b>	<b>\$86,272</b>	<b>\$85,221</b>
<b>OPERATING INCOME</b>	<b>\$2,265,897</b>	<b>\$2,315,784</b>	<b>\$2,374,372</b>	<b>\$2,444,641</b>
Management Fee	(\$24,000)	(\$24,000)	(\$24,000)	(\$24,600)
<b>NET OPERATING INCOME FROM GARAGE</b>	<b>\$2,241,897</b>	<b>\$2,291,784</b>	<b>\$2,350,372</b>	<b>\$2,420,041</b>
Other expenses related to Garage included in "Other Operations Expenses"	(\$68,926)	(\$74,563)	(\$81,180)	(\$72,000)
<b>NET INCOME</b>	<b>\$2,161,971</b>	<b>\$2,206,221</b>	<b>\$2,269,192</b>	<b>\$2,348,041</b>

BACKUP

**10TH & PENN LOTS OPERATING**

	ACTUAL 2016	ACTUAL 2017	ACTUAL 2018	BUDGET 2019
<b>OPERATING REVENUE:</b>				
Non-Taxable Revenue	\$600	\$75	\$8,245	\$0
Taxable Revenue	\$326,020	\$341,920	\$317,270	\$341,899
<b>Gross Operating Revenue</b>	<b>\$326,620</b>	<b>\$341,995</b>	<b>\$325,515</b>	<b>\$341,899</b>
Less Parking Tax	(\$88,888)	(\$93,252)	(\$86,529)	(\$93,246)
<b>Adjusted Gross Revenue</b>	<b>\$237,732</b>	<b>\$248,743</b>	<b>\$238,986</b>	<b>\$248,653</b>
<b>OPERATING EXPENSES:</b>				
Insurance - G/L	\$2,356	\$2,377	\$2,339	\$2,400
Maintenance/Repairs	\$2,304	\$2,355	\$4,843	\$2,465
Office/Operations	\$5,364	\$5,112	\$6,198	\$6,365
Payroll/Taxes/Benefits	\$53,593	\$60,973	\$44,682	\$39,578
Utilities	\$1,963	\$1,700	\$1,636	\$1,829
<b>Total Operating Expense</b>	<b>\$65,580</b>	<b>\$72,517</b>	<b>\$59,698</b>	<b>\$52,637</b>
<b>Net Operating Income from Lot</b>	<b>\$172,152</b>	<b>\$176,226</b>	<b>\$179,288</b>	<b>\$196,016</b>
Other Income (East Lot)	\$225,000	\$225,000	\$227,500	\$240,000
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$397,152</b>	<b>\$401,226</b>	<b>\$406,788</b>	<b>\$436,016</b>

**NORTH SHORE GARAGE OPERATING**

RESTRICTED TO 2017 PARKING SYSTEM BONDS

	ACTUAL 2016	ACTUAL 2017	ACTUAL 2018	BUDGET 2019
<b>OPERATING REVENUE:</b>				
Non-Taxable Revenue	\$1,576	\$915	\$399	\$0
Taxable Revenue	\$3,683,526	\$3,590,251	\$3,227,170	\$3,318,350
<b>Gross Operating Revenue</b>	<b>\$3,685,102</b>	<b>\$3,591,166</b>	<b>\$3,227,569</b>	<b>\$3,318,350</b>
Less Parking Tax	-\$1,001,158	-\$977,625	-\$880,146	-\$905,014
<b>Adjusted Gross Revenue</b>	<b>\$2,683,944</b>	<b>\$2,613,541</b>	<b>\$2,347,423</b>	<b>\$2,413,336</b>
<b>OPERATING EXPENSES:</b>				
Insurance - G/L	\$16,204	\$16,825	\$17,032	\$17,600
Maintenance/Repairs	\$151,851	\$170,438	\$173,639	\$173,846
Maintenance Special Projects <sup>1</sup>	\$29,484	\$46,727	\$19,550	\$744,013
Office/Operations	\$66,392	\$56,743	\$48,370	\$52,980
Payroll/Taxes/Benefits	\$180,199	\$185,094	\$180,468	\$201,750
Security	\$142,407	\$233,462	\$184,803	\$210,900
Utilities	\$85,821	\$96,406	\$96,398	\$91,949
Other	\$1,318	\$593	\$24,627	\$20,540
Mgmt/Alco fees	\$36,000	\$36,000	\$36,000	\$36,900
<b>Total Operating Expense</b>	<b>\$709,676</b>	<b>\$842,288</b>	<b>\$780,887</b>	<b>\$1,550,478</b>
<b>Net Operating Income from Lot</b>	<b>\$1,974,268</b>	<b>\$1,771,253</b>	<b>\$1,566,536</b>	<b>\$862,858</b>
Other Income/(Expense)	-\$7,125	\$70,438	\$196,998	\$201,992
Insurance property	-\$29,448	-\$28,692	-\$28,219	-\$28,000
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$1,937,695</b>	<b>\$1,812,999</b>	<b>\$1,735,315</b>	<b>\$1,036,850</b>
Debt Service	\$1,142,724	\$1,142,728	\$1,573,655	\$1,571,550
<b>NET SURPLUS/(DEFICIT) AFTER DEBT SERVICE</b>	<b>\$794,971</b>	<b>\$670,271</b>	<b>\$161,660</b>	<b>(\$534,700)</b>

<sup>1</sup> Maintenance Special Projects paid by the SEA for the garage and management lots are not included above as they are capital expenses. Maintenance Special Projects paid directly by Alco Parking are included above.

## Green Lots 21, 22 and 23 Operating

	ACTUAL 2016	ACTUAL 2017	ACTUAL 2018	BUDGET 2019
<b>OPERATING REVENUE:</b>				
Non-Taxable Revenue	\$227,482	\$255,576	\$235,439	\$237,050
Taxable Revenue	\$307,486	\$326,592	\$330,250	\$302,220
Less: Parking Tax	\$534,968	\$582,168	\$565,689	\$539,270
<b>ADJUSTED GROSS REVENUE</b>	<b>(\$83,861)</b>	<b>(\$89,070)</b>	<b>(\$90,069)</b>	<b>(\$82,364)</b>
	\$451,107	\$493,098	\$475,620	\$456,906
<b>OPERATING EXPENSES:</b>				
Insurance - G/L	\$3,277	\$5,104	\$3,513	\$4,050
Maintenance/repairs	\$55,096	\$62,571	\$78,741	\$65,132
Maintenance Special Projects	\$0	\$1,012	\$4,278	\$77,000
Office/Operations	\$13,237	\$8,493	\$10,684	\$12,914
Payroll/Taxes/Benefits	\$22,506	\$25,536	\$25,131	\$24,421
Security	\$15,052	\$17,798	\$11,992	\$20,700
Utilities	\$4,475	\$5,024	\$4,829	\$5,150
Mgmt/Alco fees	\$119,854	\$135,723	\$117,251	\$63,318
<b>TOTAL OPERATING EXPENSES</b>	<b>\$233,497</b>	<b>\$261,261</b>	<b>\$256,419</b>	<b>\$272,685</b>
<b>NET OPERATING INCOME FROM LOTS</b>	<b>\$217,610</b>	<b>\$231,837</b>	<b>\$219,201</b>	<b>\$184,221</b>
<b>NET SURPLUS / (DEFICIT)</b>	<b>\$217,610</b>	<b>\$231,837</b>	<b>\$219,201</b>	<b>\$184,221</b>

**NORTH SHORE RIVERFRONT PARK OPERATING**

	ACTUAL 2016	ACTUAL 2017	ACTUAL 2018	BUDGET 2019
<b>OPERATING REVENUE:</b>				
Permit Fees	\$12,090	\$21,659	\$22,977	\$22,651
License Fees	\$29,600	\$40,300	\$69,750	\$57,950
Donations	\$12,500	\$4,000	\$15,528	\$9,500
Interest	\$64	\$142	\$870	\$0
<b>GROSS OPERATING REVENUE</b>	<b>\$55,729</b>	<b>\$66,101</b>	<b>\$109,125</b>	<b>\$90,101</b>
<b>OPERATING EXPENSES:</b>				
Administration	\$301	\$721	\$81	
Electricity Utility	\$1,871	\$1,268	\$1,322	\$2,000
Flood Recovery	\$0	\$0	\$0	\$5,000
Geese Control	\$19,285	\$18,000	\$18,571	\$17,500
Insurance	\$2,752	\$2,655	\$2,595	\$3,000
Pump / Motor Maintenance	\$0	\$0	\$0	\$1,500
Snow Removal	\$6,304	\$6,120	\$1,440	\$9,000
Water Steps Chemicals	\$10,330	\$1,059	\$0	\$2,000
Water Steps Cleaning	\$3,330	\$2,700	\$2,005	\$4,000
Water Steps Operation	\$0	\$0	\$6,588	\$8,000
Water/Sewer	\$8,067	\$7,052	\$76,056	\$23,000
<b>TOTAL OPERATING EXPENSES</b>	<b>\$52,272</b>	<b>\$40,490</b>	<b>\$108,658</b>	<b>\$75,000</b>
<b>Cash on hand</b>	<b>\$0</b>	<b>\$0</b>	<b>\$65,298</b>	<b>\$0</b>
<b>NET SURPLUS / (DEFICIT)</b>	<b>\$3,457</b>	<b>\$25,611</b>	<b>\$65,765</b>	<b>\$15,101</b>