

MINUTES OF THE MEETING  
OF THE BOARD OF THE  
SPORTS & EXHIBITION AUTHORITY OF PITTSBURGH  
AND ALLEGHENY COUNTY  
HELD THURSDAY, MARCH 14, 2024,  
IN THE DAVID L. LAWRENCE CONVENTION CENTER, EXECUTIVE BOARD ROOM,  
FIRST FLOOR  
PITTSBURGH, PENNSYLVANIA  
COMMENCING AT 10:32 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 David L. Lawrence Convention Center (“DLCC”) Executive Board Room, First Floor, in Pittsburgh, PA 15222, on Thursday, March 14, 2024, commencing at 10:32 A.M. E.S.T.

Members of the Authority

Present: Sen. Wayne Fontana, Chairman  
Mike Dunleavy, Vice-Chairman  
Mulu Birru, Member  
Councilman Nicholas Futules, Member  
Michael Quatrini, Member

Also Present: Aaron Waller, Bridget Pascal, Doug Straley, Rodney Pratt, Randall Porch, Jhason Dixon, Jeff Garstka, Theresa King, Alicia Matos, Sandhya Giri, and Paul McDonald Jr. of the Authority; Morgan Hanson, Solicitor; Tom Ryser, TPR, LLC; Tim Muldoon, Ryan Buries, Spencer Girman, Lucas Kistler, Carrie Yauch, Brian O’Malley, and Sean Holsing, of SMG; George Meehan, LEVY; Matthew Wilson, Pittsburgh Steelers; Craig Liston, Regional Vice-President of ASM Global.

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 wanted to address the board. Seeing no request from the public to address the board, Senator

Fontana continued to the next item on the agenda, approval of the minutes from the meeting of February 8, 2024. A motion was made, seconded, and unanimously approved.

Senator Fontana continued to the next item on the agenda, ratification of an agreement in the amount of \$13,300 with Sentry Mechanical (“SM”) for the emergency replacement of a steam trap pump in the parking garage of the DLCC.

Mr. Ryan Buries stated on February 9, 2024, DLCC facility personnel were notified of a failing steam trap pump on the second floor of the parking garage. A steam trap pump is used to discharge condensate and non-condensable gases without losing a significant amount of steam. When the trap pump fails, condensate is then able to collect and dispel through vent piping. On significant event days, without this trap pump operating as intended, condensate can escape the trap pump and collect on the second floor of the parking garage. The condensate dispelled from the trap pump is a safety risk to nearby pedestrians and potentially damaging to vehicles. Upon discovery of this steam trap pump, the adjacent parking spots were blocked off for pedestrian and vehicle safety.

Quotes were solicited from three contractors to complete this equipment replacement. Two quotes for repairs were received from SM and R&B Mechanical, and SM was awarded the work. There was a 7 to 10-day lead time to get the pump and the scope of repairs was completed on March 14<sup>th</sup>. This automatic steam trap pump has an expected useful life of 15 years, and the equipment has a one-year warranty.

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

**RESOLUTION NO. 5983**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to ratify payment in a lump sum amount \$13,300 for the replacement of a steam trap pump in the parking garage of the 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 continued to the next item on the agenda, authorization to award a purchase order to Belltown Partners, LLC dba Windswept Entertainment & Event Rentals (“WS”) in a lump sum amount of \$18,500 for additional Rooftop Terrace tent equipment, and related freight and delivery costs.

Mr. Buries stated in May 2022, Phase II of the 4<sup>th</sup> Floor Rooftop Terrace project was completed. In January 2023 the board authorized the purchase of tents which have been utilized for rooftop events. The DLCC Rooftop Terrace hosted 23 events in 2023 with revenues exceeding \$550,000 and will host numerous events throughout 2024. Current projections are for 30 events with projected revenues in excess of \$650,000. This request is to authorize the purchase of additional tent equipment which will allow the DLCC to have one large tent, rather than two smaller tents, on the rooftop.

In January 2024, an Other Opportunities notice was posted on the Authority’s website. The notice was sent to three vendors. One quote was received from WS in the amount of \$18,500. WS is not the vendor of the original equipment; however, they are providing equipment from the same manufacturer, so the new equipment will be compatible with the existing equipment.

Mr. Buries further stated the purchase order will be issued upon authorization. There is a three – five-week lead time for delivery. The aluminum hardware of the tent has an expected life of 15-20 years and the vinyl components of the tent have an expected life of 7-10 years. The

tentative installation date for the 2024 season is April 8, 2024. Maintenance and cleaning will be completed annually at the end of each season.

Senator Fontana asked if there were any questions.

Mr. Michael Quatrini asked if the DLCC hires outside rental companies for tenting or are the tents property of the DLCC.

Mr. Buries stated the tents are property of the DLCC; however, WS will be contracted for installing and takedown. WS will take the equipment offsite for cleaning before storing on site. He also stated that there are times when the DLCC rents tents for other parts of the building but that happens sporadically.

Senator Fontana stated that there were needs for different size tents and asked if the DLCC had established the convention center's need and that this purchased matched that need.

Mr. Buries stated that initially there was a desire to have two events at the same time but after seeing events setup on the rooftop the DLCC determined it was best to pursue one large tent for one event.

Senator Fontana asked if there were any other 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. 5984**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to award a purchase order to Belltown Partners, LLC dba Windswept Entertainment & Event Rentals in a lump sum amount of \$18,500 for additional Rooftop Terrace tent equipment, and related freight and delivery costs; 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 continued to the next item on the agenda, authorization to award a purchase order to Americo Inc. ("AI") in the amount of \$23,137.25 for vinyl table covers for 30" and 72" round tables.

Mr. Spencer Girman stated the DLCC has an existing inventory of 144 green checkered vinyl table covers for 30" high-top tables and 90 - 72" round table covers. These table covers were purchased in 2009, and attrition of inventory due to use and wear has resulted in the need to supplement. The new vinyl table covers for 30" and 72" round tables will be used for a number of different events throughout the building including cocktail receptions, corporate lunches, and concessions for trade shows. Samples were received from vendors who provided quotes to ensure the covers will fit the existing table inventory and the vinyl pattern/texture was suitable for events.

In January 2024, a notice was publicly advertised on the Authority's website, with First Source Center, and Riverside Innovation Center. Additionally, the notice was sent to eight vendors. Three quotes were received from AI, Tablecloth World, and Gary Manufacturing. SMG staff reviewed the samples and pricing submitted by the three vendors and recommend AI for this purchase order due to the pattern/texture and durability of the sample they submitted along with their quote. This purchase will include 95 - 72" round table covers and 90 - 30" round table covers. The purchase order will be issued upon authorization. There is a two-week anticipated lead time for delivery, and a shipping fee of \$366.35 will be included in this purchase order.

Senator Fontana asked if there were any other 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. 5985**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to enter into a purchase order with Americo, Inc. in the lump sum amount of \$23,137.25 for vinyl table covers for 30" and 72" round tables; 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 continued to the next item on the agenda, authorization to enter into an agreement with Automated Entrance Systems Co., Inc. ("AES") in a lump sum amount of \$14,960 for the furnishing and installation of two automated door openers at the 4<sup>th</sup> floor rooftop terrace doors.

Mr. Girman stated from 2019-2022, the fourth-floor rooftop of the DLCC underwent a major two-phase renovation project to become one of the premier event spaces for the DLCC. In 2023, 32 events booked spaces on the south end of the third floor and the rooftop terrace in conjunction with one another. The rooftop boulevard on the south side of the building is accessed via the glass elevator on the north end of the rooftop or two sets of manually operated exterior doors on the south end fourth floor. The installation of automated door openers on the fourth-floor exterior doors that lead to the rooftop boulevard would increase accessibility for all guests.

In January 2024, a notice was publicly advertised on the Authority's website, with First Source Center, and Riverside Innovation Center. The notice was sent to 10 contractors, and two quotes were received from AES and Stanley Access Technologies. It is recommended that AES be awarded the contract as the low quote bidder. This project is anticipated to start upon delivery of materials. There is a one-year warranty on materials, parts, and labor. All electrical work involved in the project will be completed by in-house electricians.

Senator Fontana asked if there were any other 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. 5986**

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 Automated Entrance Systems Co., Inc. in a lump sum amount of \$14,960 for the furnishing and installation of automated door openers at the 4<sup>th</sup> floor rooftop terrace doors at the 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 continued to the next item on the agenda, authorization to issue a change order to SSM Industries, Inc. (“SSM”) in the amount of \$17,755 for replacing the heat trace for the condenser water supply and return piping related to the West and East Cooling Tower (“WECT”) Refurbishment.

Mr. Tom Ryser stated the chilled water plant at the DLCC utilizes two cooling towers located on the 4<sup>th</sup> floor’s southeast and southwest rooftops. The cooling towers are original to building construction. In July 2023, the board authorized an agreement with SSM Industries, Inc. (SSM) for the refurbishment of the WECT, at the time of design, the existing heat trace of the condenser water supply and return piping appeared to be functional but this could not be verified over its entire length because it was covered by insulation and a protective cover.

As part of the refurbishment the existing insulation and protective covers of the condenser water supply and return piping will be removed and replaced with new covers. Once the West Cooling Tower condenser water supply and return piping protective cover and insulation were

removed the condition of the existing heat trace was able to be assessed over its entire length and although still operable it does show signs of wear. Therefore, it is being recommended to replace the heat trace for both the WECT condenser water supply and return piping prior to the new insulation and covers being installed.

Mr. Ryser further stated the new heat trace includes a one-year labor warranty and a 10-year limited manufacturer warranty. The WECT Refurbishment project is on schedule to be complete in Spring 2024. The overall contract has a 20.6% MBE participation and 0% WBE participation. Senator Fontana asked to confirm that this is just for the change order.

Mr. Ryser confirmed.

Senator Fontana asked if there were any other 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. 5987**

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 SSM Industries, Inc. in the amount of \$17,755 for replacing the heat trace for the condenser water supply and return piping related to the West and East Cooling Tower Refurbishment; 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 continued to the next item on the agenda, authorization to increase event parking rate at the DLCC Parking Garage and 10<sup>th</sup> and Penn Avenue surface parking lots.

Mr. Jeff Garstka stated ALCO Parking Corporation is recommending an increase in the rate for event parking at the DLCC Garage and the two surface lots located at the 10<sup>th</sup> and Penn



Avenue intersection. The current rate of \$13 per day for event parking would become \$15 effective April 15, 2024. The last time the rate was adjusted was in 2018, and prior to that 2014. Based on 2023 parking data, ALCO calculates the \$2 increase would result in a \$370,000 annual increase in gross revenue. ASM Global is also in favor of increasing the event parking rate to \$15. Councilman Nicholas Futules asked if this was a consequence of the garage going to a “cashless” system and going cashless.

Executive Director Aaron Waller indicated that the garage currently operates cashless. Mr. Garstka indicated that this was due to the amount of time that has passed since the last increase in prices.

Senator Fontana asked if there were any other 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. 5988**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to approve new parking rates for David L. Lawrence Convention Center Parking Garage and 10<sup>th</sup> and Penn Avenue surface parking lots; 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 continued to the next item on the agenda, authorization to amend and extend a license agreement with Gateway Clipper, Inc. (“GC”) for docking at the Acrisure Quay, Pirates Quay, and Convention Center Riverfront Plaza from April 1, 2024, to March 31, 2029.

Mr. Doug Straley stated the GC has held a license agreement with the Authority to use the Acrisure Quay, Pirates Quay, and DLCC Riverfront Plaza as a docking site for river shuttles to

football and baseball games, and other events at the DLCC, Acrisure Stadium, PNC Park, and Carnegie Science Center. The Licensee's boats will dock at the locations for the purpose of loading and unloading passengers. The license also provides for pedestrian access and crowd management.

The current agreement will expire on March 31, 2024. GC is requesting a five-year extension from April 2024 to March 2029 under the same terms and conditions. Pursuant to the agreement, the GC pays an annual license fee for the use of the Authority's facilities, which increases annually by 4%. The current fee is \$11,841.95 for the 2023 season. Total fees for the five-year extension will be \$65,705.41 and will be used for Park maintenance. GC will pay in two installments each year. The agreement provides that the Authority may revise certain terms, such as insurance requirements, as needed. GC is required to continue to provide for regular inspections and other regulatory approvals of its fleet and report such approvals to the Authority. Authority staff recommends the extension, as the GC is an important public amenity for the Authority's facilities and a popular attraction to the City of Pittsburgh.

Senator Fontana asked if there were any other 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. 5989**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to amend and extend a license agreement with Gateway Clipper, Inc. for docking at the Acrisure Quay, Pirates Quay and Convention Center Riverfront Plaza from April 1, 2024 to March 31, 2029; 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 continued to the next item on the agenda, approval of Sports Event Funding (“SEF”) Program grants.

Ms. Theresa King stated the Authority Sports Commission, a committee of the Authority, collaboratively established the SEF Program, to assist the region in maintaining and growing its competitive position in the sports event market. The Sports Commission recommends 14 SEF Program grants for the application period ending January 16, 2024. A total funding allocation of \$775,500 is proposed for this round. These applications are anticipated to generate an estimated economic impact of \$48,957,316.76 for Allegheny County.

The first SEF Program application is a grant of \$20,000 to Rise High Elite Basketball, Inc. for its “Nothing But Net Classic”, a youth boys’ and girls’ basketball tournament, to be held at the All-American Fieldhouse from Saturday, March 30, 2024 to Sunday, March 31, 2024. The applicant projects the event to generate approximately 4,150 attendees with 50 hotel room nights. An economic impact of \$142,765 is projected, and the budget for the event is \$52,025.

Ms. King continued; the second SEF Program application is a grant of 45,000 to Pittsburgh Three Rivers Marathon Inc. for its EQT Pittsburgh 10 Miler, a 10-miler and 10K road race, to held on the streets of downtown Pittsburgh on Sunday, November 3, 2024. The applicant projects the event to generate approximately 17,259 attendees with 441 hotel room nights. An economic impact of \$630,285.05 is projected and the budget for this event is \$562,000.

The third SEF Program application is for a grant of \$74,000 to 3Step Sports LLC for its Pittsburgh Jam Fest, a high school and middle school basketball tournament that offers a free one-night youth clinic, to be held at the DLCC from Friday, April 19, 2024 to Sunday, April 21, 2024.

The applicant projects a total attendance of 7,660 for the 2024 event with 2,500 hotel room nights. An economic impact of \$2,795,378.26 is projected and the budget for this event is \$617,000.

Ms. King continued; the fourth SEF Program application is for a grant of \$75,000 to Pittsburgh Vintage Grand Prix Association for its Pittsburgh Vintage Grand Prix, a weekend long vintage car race, to be held at Schenley Park from Saturday, August 3, 2024 to Sunday, August 4, 2024. The applicant projects the event to generate approximately 54,000 attendees with 1,200 hotel room nights. An economic impact of \$13,118,718.58 is projected and the budget for the event is \$209,985.

The fifth SEF Program application is for a grant of \$70,000 to United States Collegiate Athletic Association (“USCAA”) for its USCAA Small College Soccer National Championships, a collegiate national championship featuring Men’s Division I and II and Women’s Division I and II soccer tournaments, to be held at Montour Junction Sports Complex and Highmark Stadium from Thursday, November 14, 2024 to Monday, November 18, 2024. The applicant projects the event will generate approximately 1,740 attendees with 1,440 hotel room nights. An economic impact of \$775,000 is projected, and the budget for the event is \$130,750.

Ms. King continued; the sixth SEF Program application is for a grant of \$72,500 to Atlantic Coast Baseball, LLC for its 2024 baseball and softball Tournaments, 15 weekends of baseball and softball youth tournaments, to be held at various venues throughout Allegheny County with Monroeville Park West as the central hub from Friday, May 3, 2024 to Wednesday, July 31, 2024. The applicant projects the event will generate approximately 37,638 attendees with 8,429 hotel room nights. An economic impact of \$5,590,718 is projected, and the budget for the event is \$659,120.

The seventh SEF Program application is for a grant of \$30,000 to Premier Ice Prospects for its Labor Day Girls Fest & The Burgh Girls Fest, two annual girl's hockey tournaments for all ages and skill levels, to be held at various ice rinks around Allegheny County from Friday, August 30, 2024 to Sunday, December 1, 2024. The applicant projects the event will generate approximately 9,762 attendees with 3,750 hotel room nights. An economic impact of \$5,566,494.87 is projected, and the budget for the event is \$320,000.

Ms. King continued; the eight SEF Program application is for a grant of \$75,000 to SuperSeriesAAA, LLC for its THF Pittsburgh tournaments, two weekend Tier 1 Hockey Federation hockey tournaments, to be held at various ice rinks around Allegheny County from Sunday, September 22, 2024 to Friday, November 22, 2024. The applicant projects the tournaments will generate approximately 3,197 attendees with a total of 3,282 hotel room nights. An economic impact of \$1,618,991 is projected, and budget for the event is \$248,458.

The ninth SEF Program application is for a grant of \$75,000 to SuperSeriesAAA, LLC for its Top Tier USA, a weekend competitive hockey tournament featuring 100 teams at various ice rinks throughout Allegheny and surrounding counties from Friday, May 3, 2024 to Sunday, May 5, 2024. The applicant projects the event will generate approximately 4,635 attendees with a total of 2,000 hotel room nights. An economic impact of \$2,513,826 is projected, and the budget for the event is \$248,458.

Ms. King continued; the tenth SEF Program application is for a grant of \$10,000 to Special Olympics of Pennsylvania Inc. ("SOPA") for its PA's Western Spring Sectional, a qualification event for athletes to attend SOPA's statewide competition, to be held at various venues throughout Allegheny County on Saturday, April 20, 2024. The applicant projects total attendance for the

2024 event at 2,763. An economic impact of \$82,077 is projected, and the budget for this event is \$77,000.

The eleventh SEF Program application is for a grant of \$75,000 to Premier Soccer Services, LLC for its Pennsylvania International Cup, a three-day international soccer tournament for youth ages 9 to 14, to be held at various venues throughout Allegheny County from Friday, October 18, 2024 to Sunday, October 20, 2024. The applicant projects the event will generate approximately 4,318 attendees with a total of 4,000 hotel room nights. An economic impact of \$1,658,838 is projected, and the budget for the event is \$168,650.

Ms. King continued; the twelfth SEF Program application is for a grant of \$75,000 to United States Golf Association for its 2024 U.S. Senior Women's Open Championship, a senior women's professional and amateur golf championship to be held at Fox Chapel Golf Club from Monday, July 29, 2024 to Sunday, August 4, 2024. The applicant projects the event will generate approximately 10,220 attendees with a total of 1,016 hotel room nights. An economic impact of \$4,980,628.21 is projected, and the budget for this event is \$2,845,373.

The thirteenth SEF Program application is for a grant of \$4,000 to Pittsburgh Derby Brats for its Pajama Jam Tournament & Mayday Melee Tournament, two all-gender junior roller derby round-robin tournaments, to be held at the Pro+Sports facility and the RMU Island Sports Complex from Saturday, April 6, 2024 to Monday, May 6, 2024. The applicant projects the events will generate approximately 458 attendees with a total of 135 hotel room nights. An economic impact of \$76,225 is projected, and the budget for this event is \$9,621.

Ms. King continued; the fourteenth SEF Program application is for a grant of \$75,000 to Pittsburgh Three Rivers Regatta for a Formula One Powerboat Race to be held in the Pittsburgh three rivers from Friday, August 2, 2024 through Sunday, August 4, 2024. The applicant projects

that the three-day Regatta will attract 689,024 attendees, generate 10,000 hotel room nights and produce direct spending of \$14,388,000. The budget for this event is \$737,205.

Senator Fontana asked if there were any questions.

Mr. Mulu Birru asked if any of the grant awardees were repeat applicants.

Ms. King stated there were a couple of repeat applicants. Ms. King further stated some of the repeat applicants applied with new events.

Senator Fontana stated the Authority and Sports Commission wants to see growth for the repeat applicants. Senator Fontana further stated these grants have a massive economic impact for the City of Pittsburgh.

Senator Fontana asked if there were any other 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. 5990**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that the following grants under the Sports Event Funding (SEF) Program, in accordance with the terms and recommendations of the SEA Sports Commission, are authorized and the Executive Director and other proper officers are authorized to enter into grant agreements and to take all action execute such documents as are necessary and proper to effectuate the terms of this Resolution:

1. \$20,000 to Rise High Elite Basketball, Inc. for boys' and girls' youth travel basketball tournament with teams to be held at the All-American Fieldhouse from Saturday, March 30, 2024 to Sunday, March 31, 2024,
2. \$45,000 to Pittsburgh Three Rivers Marathon Inc. for the 10-miler and 10K road race held on the streets of downtown Pittsburgh on Sunday, November 3, 2024,
3. \$74,000 to 3Step Sports LLC for a high school basketball tournament that offers a free one-night youth clinic to be held at the David L. Lawrence Convention Center from Friday, April 19, 2024 to Sunday, April 21, 2024,

4. \$75,000 to Pittsburgh Vintage Grand Prix Association for a weekend long vintage car race to be held at Schenley Park from Saturday, August 3 2024, to Sunday, August 4, 2024,
5. \$70,000 to United States Collegiate Athletic Association for Collegiate national championships featuring Men's Division I and II and Women's Division I and II soccer tournaments to be held at Montour Junction Sports Complex and Highmark Stadium from Thursday, November 14, 2024 to Monday, November 18, 2024,
6. \$72,500 to Atlantic Coast Baseball, LLC for 15 weekends of baseball and softball youth tournaments to be held at various venues throughout Allegheny County with Monroeville Park West as the central hub from Friday, May 3, 2024 to Wednesday, July 31, 2024,
7. \$30,000 to Premier Ice Prospects for annual girl's hockey events for all ages and skill levels to be held at various ice rinks around Allegheny County and the UPMC Lemieux Complex in Cranberry from Friday, August 30, 2024 to Sunday, December 1, 2024,
8. \$75,000 to SuperSeriesAAA, LLC for two Tier 1 Hockey Federation (THF) weekend hockey tournament to be held at Alpha Ice Complex, Palmer Imaging Arena, and Pittsburgh Ice Arena from Sunday, September 22, 2024 to Friday, November 22, 2024,
9. \$75,000 to SuperSeriesAAA, LLC for Top Tier USA a weekend competitive hockey tournament featuring 100 teams at various ice rinks throughout Allegheny and surrounding counties from Friday, May 3, 2024 to Sunday, May 5, 2024,
10. \$10,000 to Special Olympics of Pennsylvania Inc. for a Western Pennsylvania sectional competition to be held at various venues throughout Allegheny County on Saturday, April 20, 2024,
11. \$75,000 to Premier Soccer Services, LLC for a 3-day international tournament to be held at various venues throughout Allegheny County from Friday, October 18, 2024 to Sunday, October 20, 2024,
12. \$75,000 to United States Golf Association for a senior women's professional and amateur golf championship to be held at Fox Chapel Golf Club from Monday, July 29, 2024 to Sunday, August 4, 2024,
13. \$4,000 to Pittsburgh Derby Brats for two all-gender junior roller derby round-robin tournaments held at the Pro+Sports facility and the RMU Island Sports Complex from Saturday, April 6, 2024 to Monday, May 6, 2024,
14. \$75,000 to Pittsburgh Three Rivers Regatta for a Formula One Powerboat Race to be held in the Pittsburgh waters from Friday, August 2, 2024 through Sunday, August 4, 2024.



Before moving on to public participation, Senator Fontana asked Mr. Tim Muldoon about the board update for March 2024.

Mr. Tim Muldoon stated the Home & Garden Show is a massive success and is looking forward to the upcoming events. Mr. Muldoon discussed the board report and some changes to the reporting to help identify repeat versus new events. He noted that there is a 52/48 split between SMG generated event versus VisitPittsburgh (“VP”).

Senator Fontana noted that VP tends to bring in the bigger events where SMG tends to bring in smaller events.

Mr. Muldoon noted that VP and SMG work together to close all events.

Mr. Mulu Birru asked how the revenues split overall.

Mr. Muldoon noted that the revenue split was almost 50/50 as to revenue generated from the SMG sales team but that SMG tends to generate approximately 80% of the number of events; noting that the SMG events tend to be smaller. Mr. Muldoon stated that in the meetings market, standalone food and beverage (F&B) and playing a roll in some of the sports, SMG has hit all time highs in those areas. On the occupancy report, the exhibit halls hit 56% occupancy. He noted the goal was to get to 60% initially but that a realistic number for a convention center would be around 70%.

Senator Fontana asked how much of that lost capacity was due to there not being enough hotel rooms.

Mr. Muldoon stated that there are instances where there are not enough hotel rooms for a convention to come to the DLCC because there aren't enough hotel rooms available to block off for the convention.

Mr. Quatrini asked is there a certain number of hotel rooms that would suffice all clients.

Mr. Muldoon stated approximately 400 hotel rooms close to the DLCC. Mr. Birru stated a market study 375,000 rooms over a 10-year period were lost because we don't have a convention center hotel.

Mr. Muldoon indicated that with a hotel we might pick up approximately 40% of that number.

Mr. Birru asked if it would help having a convention center hotel to reduce the deficit on the DLCC operating budget.

Mr. Muldoon stated it would help having a convention center hotel and potentially drive down the operational loss by approximately \$1 million. Mr. Muldoon further stated having naming rights or other non-traditional sources for the convention center would also drive revenue.

Senator Fontana stated having an additional 400 rooms would assist bringing in more events.

Mr. Muldoon agreed. Mr. Birru noted that a \$1 million dollar reduction in operating loss would result in \$10 million in economic impact.

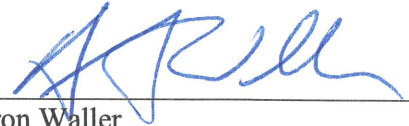
Mr. Muldoon introduced Mr. Craig Liston, Regional Vice-President of ASM Global.

Mr. Liston stated the Philadelphia Convention Center utilizes a digital board to drive revenue while decreasing deficits. He noted Detroit has a huge exterior marquee with sponsorship. Los Angeles also uses a digital board to drive additional revenue. He emphasized that there are other non-traditional revenue sources to lower the cost of operating the convention center. He also stated that Columbus relied heavily on the parking revenue.

Mr. Quatrini asked if there are any successful examples the DLCC should emulate.

Mr. Liston stated Cleveland, Detroit, and Cincinnati. Mr. Liston further stated having the DLCC renamed can be beneficial.

The next item was public participation, and Senator Fontana asked if anyone in the audience desired to address the board. Seeing none, Senator Fontana asked if there were any comments from the board. 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 11:17 A.M.



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Aaron Waller  
Assistant Secretary

