

MINUTES OF THE MEETING  
OF THE BOARD OF THE  
SPORTS & EXHIBITION AUTHORITY OF PITTSBURGH  
AND ALLEGHENY COUNTY  
HELD THURSDAY, FEBRUARY 9, 2023  
DLCC ADMINISTRATIVE BOARD ROOM  
PITTSBURGH, PENNSYLVANIA  
COMMENCING AT 10:33 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 in Pittsburgh, PA 15222, on Thursday, February 9, 2023, commencing at 10:33 A.M. E.S.T.

Members of the Authority

Present: Sen. Wayne Fontana, Chairman  
Mike Dunleavy, Vice-Chairman (via Zoom)  
Councilman Anthony Coghill, Treasurer  
Sala Udin, Secretary (via Zoom)  
Councilman Nicholas Futules, Member (via Zoom)  
Rev. Glenn Grayson, Member  
Michael Quatrini, Member

Also Present: Aaron Waller, Doug Straley, Bridget Pascal, Rhea L. Thomas, Bill Williams, Jhason Dixon, Randall Porch, Steve Morrison, David Harris, Theresa King, Desmond Bentley and Paul McDonald Jr. of the Authority; Morgan Hanson, Solicitor; Clarence Curry, CFC-3 Management Services; Tim Muldoon, Ryan Buries, Carter Swegman, Lucas Kistler and Heidi Strothers of SMG.

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 January 12, 2023. A motion was made, seconded, and unanimously approved.

Senator Fontana continued to the next item on the agenda, authorization to enter into a three-year agreement with Geese Police of Western Pennsylvania (“GP”) in an amount not-to-exceed \$54,550 for geese control services.

Mr. Bill Williams stated over the past seven years the board has approved a contract with GP for geese control services. GP patrols the Great Lawn at North Shore Riverfront Park (“NSRFP”) at random times during a week using specially trained border collies to chase geese from the park. Since GP began patrolling the Great Lawn, Authority staff has observed a reduction in the geese population.

Mr. Williams further stated the service covers 34 weeks, starting in March and ending in December with a summer month off (June/July) for geese molting season. GP will patrol two to four times per day at various times. GP provides monthly reports tracking the patrol times and the number of geese observed during their visits.

In January 2023, the Authority advertised a Request for Proposals (“RFP”) for geese control services in the New Pittsburgh Courier, the Pittsburgh Post-Gazette, on the Authority’s website, and with the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. The RFP was also sent to six companies. Two proposals were received from GP and Loomacres.

Mr. Williams stated GP submitted the lowest proposal and has been satisfactorily reducing the geese population since 2015 therefore, Authority staff recommends GP. There is no MBE or WBE participation.

Senator Fontana asked if there were any questions.

Rev. Glenn Grayson asked if there is a range of what the actual cost might be.

Mr. Williams stated the rate is broken down per week and there is additional money for egg addling.

Councilman Nicholas Futules asked what the geese population reduction was.

Mr. Williams stated the Authority receives monthly reports from GP. When GP starts their process the geese population observed is high, and after a few weeks the population is near zero.

Councilman Futules asked if a “birth control” is used to keep the population down.

Mr. Williams stated that is the purpose of the egg addling.

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, the following resolution was approved:

**RESOLUTION NO. 5881**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are to enter into a three-year agreement with Geese Police of Western Pennsylvania in an amount not-to-exceed \$54,550 for geese control services; 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 related and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, authorization to enter into a three-year agreement with Plantscape, Inc. in an amount not-to-exceed \$41,318 for landscape maintenance services at Tribute to Children Monument (“TCM”), Law Enforcement Officers Memorial (“LEOM”), and WWII Memorial.

Mr. Williams stated in 2014, Colcom Foundation (“CF”) expressed interest in obtaining year-round landscape maintenance services at the TCM, to include planting annuals, pruning trees

and shrubs, weeding, and mulching. Over the years, CF requested additional services, such as fertilizing, weed control, and litter pickup at the TCM. CF also offered to cover the maintenance service costs for the LEOM; and the WWII Memorial requires comparable landscaping maintenance activities.

In January 2023, the Authority advertised an RFP that was posted in the New Pittsburgh Courier, the Pittsburgh Post-Gazette, on the Authority's website, and with the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. The RFP was also sent to 24 companies, including two MBE and two WBE companies. Three proposals were received from Penn Landscaping, Plantscape, Inc. and Vermont Stone and Horticulture.

Mr. Williams further stated Plantscape, Inc., a 100% WBE, submitted the lowest proposal and has been satisfactorily landscaping the TCM and LEOM since 2014. CF has approved funding the three-year contract at a cost not-to-exceed \$25,226 at the TCM and LEOM. The WWII Memorial Maintenance Fund covers the not-to-exceed amount of \$16,092 for the three years at the WWII Memorial, and Authority staff recommends approving Plantscape, Inc.

Senator Fontana asked if there were any questions.

Councilman Futules asked if the Authority shares the expenses with the City.

Mr. Williams stated CF covers the TCM and LEOM and there is a fund that covers the WWII Memorial.

Senator Fontana asked if the expenses are taken from the maintenance fund.

Mr. Williams stated no money comes from the maintenance fund.

Senator Fontana asked if the money comes from the CF fund.

Mr. Williams confirmed that is correct.

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. 5882**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers hereby are authorized to enter into a three-year agreement with Plantscape, Inc. in an amount not-to-exceed \$41,318 for landscape maintenance services at Tribute to Children Monument, Law Enforcement Officers Memorial, and WWII Memorial; 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 related and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, authorization to enter into a three-year agreement with Montore Building Services, LLC dba Squeegee Squad (“Montore”) in an amount not-to-exceed \$48,000 for power washing and general cleaning services.

Mr. Williams stated the Authority is responsible for maintaining clean walkways and surfaces throughout the NSRFP, TCM, and the Water Steps. As such, the Authority enters into agreement with a contractor to provide power washing and general maintenance services.

In January 2023, the Authority advertised an RFP that was posted in the New Pittsburgh Courier, the Pittsburgh Post-Gazette, on the Authority’s website, and with the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. The RFP was also sent to 20 companies, including four MBE and four WBE companies. Four proposals were received from It’s All Clean, Graciano, Montore, and Whitey’s Mobile Wash.

Mr. Williams further stated Montore submitted the lowest proposal based on unit pricing, hourly rates, and estimated workload. Additionally, Montore has satisfactorily provided this

service for the past three years. As such, Authority staff recommends entering into an agreement with Montore in an amount not-to-exceed \$48,000 (\$16,000 per year) for three years. There is no MBE or WBE participation.

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. 5883**

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 three-year agreement with Montore Building Services, LLC dba Squeegee Squad in an amount not-to-exceed \$48,000 for power washing and general cleaning services; 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 related and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, authorization to approve a restroom Alteration project at Acrisure Stadium paid entirely by the PSSI Stadium Corporation.

Mr. Williams stated in January 2023, the Authority was notified by PSSI Stadium Corporation (aka the Steelers) that they were seeking to undertake an Alteration project at Acrisure Stadium, to be paid for 100% by the team. In accordance with the lease, if a project meets certain criteria, such as costing over \$500,000 as adjusted by CPI, the team must receive written approval from the Authority for the project, and this project meets that criterion.

The Alteration is a restroom renovation. The work includes replacing existing men's trough urinals with regular urinals in two men's restrooms, applying new floor coating in four men's restrooms and eight women's restrooms. A total of 95 regular urinals will be installed replacing the urinal troughs in the two men's restrooms. The estimated cost to complete this work is

\$1,400,000. Mr. Williams further stated the team intends for the Alteration project to be completed by late spring or early summer 2023. When complete the Alteration will become part of the premises owned by the Authority and leased to the Steelers. Approval of the Alteration would be on the condition that the Steelers shall be solely responsible for all maintenance, repair, and improvement costs of the Alteration for the duration of the lease.

The Alteration project is being performed by SSM Industries, Avalotis, and Mascaro Construction Company. SSM Industries is performing demolition, pre-fabrication work, and all plumbing work. Avalotis is performing the painting and flooring work. Mascaro is performing waterproofing, access panel installations and urinal partitions installation.

Mr. Williams stated there is a 4% WBE participation with Franco Associates for cement block work and Braden & McSweeney for materials. The Steelers are also working with Avalotis to attain MBE participation with ID Ritter for painting. The warranty is one year for all work except for the resinous flooring which is a five-year warranty. Authority staff recommends approving the Alteration.

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. 5884**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are hereby authorized to approve a Restroom Alteration project at Acrisure Stadium paid entirely by the PSSI Stadium Corporation; 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 the Resolution.

Before moving on to public participation, Senator Fontana commenced a discussion regarding the monthly board update.

Senator Fontana asked if there was a projection of the revenues and expenses for the upcoming months at the DLCC and if the projections change throughout the year.

Mr. Tim Muldoon stated SMG staff hopes the expenses drop, but currently that is the 2023 projection. The new rooftop has helped with food and beverage sales and projections indicate about \$1.7 million in sales. Looking at the mix of business coming to the DLCC, the sports market has been consistent; however, the convention and trade show market has not rebounded to pre-pandemic levels. The average from 2017 through 2019 was about \$10 million per year and the projection this year is about \$8 million.

Senator Fontana stated in the past, the Authority saw two to three million dollars a year in net loss, and he hopes in the future there are ways to increase revenues.

Senator Fontana asked what the \$650,000 building impact for the auto show was.

Mr. Muldoon stated that was building revenue for the classic car show. The attendance in January was excellent, including some youth sporting events, it was projected for \$145,000 in food and beverage sales and the actual number was close to \$210,000, indicating the DLCC is off to a good start.

Senator Fontana asked if Mr. Muldoon if he was referring to the events brought in by the Authority's Sports Commission.

Mr. Muldoon confirmed that is correct, and stated Steel City Freeze used the money, awarded by the Sports Commission to increase the number of participating teams from 365 to 410 and they would be looking at using the DLCC ballroom to add four more courts next year.



Senator Fontana stated the board needs to know the impact of the events funded by the Sports Commission.

Mr. Michael Quatrini asked with the increase of teams, how many people were not from Western Pennsylvania.

Mr. Muldoon stated close to 60%. Mr. Muldoon further stated Steel City Freeze began as a one room show and now it reserves all five halls.

Mr. Quatrini stated that's important for the usage of the Sports Commission money as it shows the revenue for hotels and restaurants brought into the region.

Mr. Muldoon stated Steel City Freeze is figuring out a way to start a boy's event and is working with SMG staff regarding scheduling.

Mr. Quatrini asked if there was a logistical issue with scheduling.

Mr. Muldoon stated the event needs to be in a specific time period, therefore, SMG staff is working to schedule the event while leaving opportunities for trade shows and conventions.

Senator Fontana stated timing is everything for these events.

Mr. Muldoon stated in April there will be a presentation with a breakdown of how the DLCC is attacking the different markets.

Rev. Grayson asked if there are any new vendors or entities looking to bring events and revenue to the DLCC each year.

Mr. Muldoon confirmed there are new vendors and entities bringing events to the DLCC.

Rev. Grayson asked if the PPP money offset the loss of revenue during the COVID-19 pandemic and if there were any funds still available.

Mr. Aaron Waller stated the funds are exhausted and the required reports have been sent to the county.

Senator Fontana stated it was good the funds have been used because otherwise unused funds would have had to be returned.

Mr. Quatrini asked about the \$8 million figure, that used to be \$10 million and where that was reflected in the projections.

Mr. Muldoon stated these were net figures.

Mr. Waller stated in April Mr. Muldoon's team will provide an in-depth sales and marketing breakdown. The team will discuss the segments, sales cycles, and the lead time needs to secure events.

Mr. Muldoon stated everything used to be a year out, now events are being scheduled for 2026 and even further out which is good news as the goal is to get back to a three year out cycle for scheduling conventions.

Senator Fontana stated he is interested to know where the leads for the site visits come from whether it is the Sports Commission, VisitPITTSBURGH, or another entity.

Councilman Coghill asked what event was currently taking place at the DLCC.

Mr. Muldoon stated it is a college fair.

Councilman Coghill asked if the fair takes place annually.

Mr. Muldoon confirmed that is correct.

Rev. Grayson asked if the increase in hotel growth is helping the DLCC.

Mr. Muldoon stated he believes it has helped. Mr. Muldoon further stated, regarding the hotels, attritions clause may be needed.

Rev. Grayson asked how many hotel rooms are in downtown Pittsburgh.

Mr. Muldoon stated approximately 2,700.

Senator Fontana stated when it events occur at the DLCC, that helps the hotels and therefore, the hotels and DLCC should work together.

Mr. Quatrini asked what an attrition clause is.

Mr. Muldoon stated an attrition clause occurs when a hotel provides a group rate for a certain block of rooms with the understanding that if the entire block of rooms is not booked, there will be a charge.

Mr. Waller stated there is an attractiveness to having a hotel connected to the DLCC and therefore, the old plans that were previously proposed for a hotel will be revisited. Additionally, Authority staff is looking at models where other convention centers built hotels and sold the branding rights to the hotel community.

Senator Fontana stated this has been an ongoing conversation regarding a full-service hotel at the DLCC and while that conversation continues, collectively Pittsburgh must be sold as a destination for events to offset losses at DLCC.

Rev. Grayson asked if the foundation community could offset the losses at the DLCC.

Mr. Muldoon stated foundations would require the money to go to specific entities; however, RAD does assist with some capital expenditures.

Mr. Waller stated some of the hotel tax is utilized to offset losses at DLCC; however, Philadelphia does receive significant subsidies from the state to cover their convention center losses.

Senator Fontana stated this was why the Sports Commission was created.

Mr. Quatrini stated, from a private foundation standpoint, they fund community impact project not entities that are under water.

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 11:07 A.M.



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Aaron Waller  
Assistant Secretary