



FY2016 Budget Presentation

May 7, 2015

Rabbi Laurie Coskey Vice Chair, Board of Directors
Gil Cabrera Chair, Budget Committee, Board of Directors
Mark Emch VP Finance & CFO

Summary

- Council Memo
- Budget Overview
- Reserve Update
- Infrastructure Capital, Operations and Maintenance Overview
- Council Questions

CY15 Projected Benefits

REGIONAL IMPACT



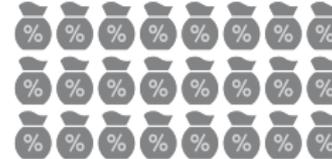
\$1,014,700,000

DIRECT ATTENDEE SPENDING



\$600,583,229

TAX REVENUES



\$21,033,444

HOTEL ROOM NIGHTS



685,907

EVENTS (66 CONVENTIONS)



107

ATTENDANCE (PRIMARY ATTENDEES 544,074)



849,950

MEDICAL EVENTS



16

JOBS

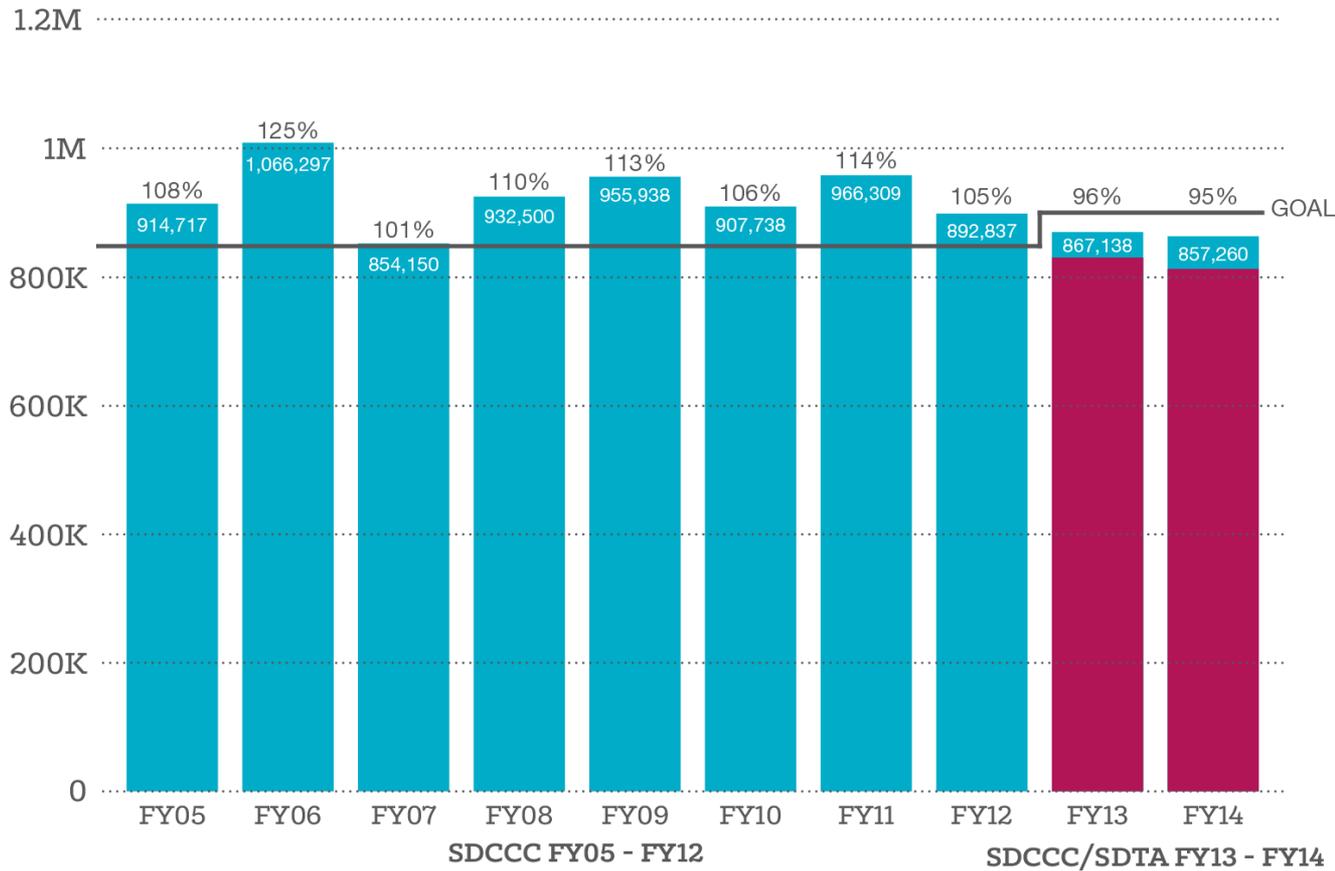


12,500

These numbers represent forecasted business in CY15 as of January 2015. Totals are expected to increase as additional events are booked going forward.

Room Night Results

FY05 – FY14



ANNUAL GOAL

| | |
|--------------------------|---------|
| L-T Sales | 860,000 |
| S-T Sales | 40,000 |
| Total Annual Goal | |
| 900,000 | |
| HOTEL ROOM NIGHTS | |

FY15 Long-Term Sales Activity Report

| | | CUMULATIVE FYTD 2015 | COMPARISON FYTD 2014 |
|------------------|-------------|-------------------------|-------------------------|
| DEFINITE | CONVENTIONS | 21 | 31 |
| | ATTENDANCE | 201,600 | 212,850 |
| | ROOM NIGHTS | 418,747 (49%) | 373,740 (43%) |
| TENTATIVE | CONVENTIONS | 71 | 64 |
| | ATTENDANCE | 476,356 | 448,211 |
| | ROOM NIGHTS | 938,886 (109%) | 928,806 (108%) |

FY15 ROOM NIGHT GOAL: 860,000

FY15 Short-Term Sales Activity Report

| | CUMULATIVE FYTD 2015 | COMPARISON FYTD 2014 |
|---------------------------------|-------------------------|-------------------------|
| EVENTS | 95 | 72 |
| ATTENDANCE | 254,330 | 245,322 |
| ROOM NIGHTS | 21,666 (54%) | 25,352 (63%) |
| CONTRACTED RENTAL REVENUE | \$1,888,932 (77%) | \$1,712,629 (70%) |

FY15 ROOM NIGHT GOAL: 40,000

FY15 RENTAL REVENUE GOAL: \$2,450,000

Naming Rights Update

PHASE I

Asset Valuation
& Strategic Plan
Development

COMPLETE

- JUL 2014 - AUG 2014 Develop database of naming rights assets
- JUL 2014 - SEP 2014 Draft market analysis & detailed valuation for each asset class
- AUG 2014 - SEP 2014 Evaluation of aesthetic treatments to maximize revenue potential
Identification of categories, corporations & brands for each asset
- SEP 2014 - OCT 2014 Develop strategic recommendations & present findings
Finalize valuation report & marketing package for presentation

PHASE II

Sales Campaign

IN PROGRESS

- OCT 2014 - NOV 2014 Contact potential marketing partners for each asset
- NOV 2014 - DEC 2014 Send introductory sales packages in November. Follow up in December.
- JAN 2015 - JUL 2016 Presentation to potential partners
Assist with contract development
- FEB 2015 - JUL 2016 Finalize agreements
Assist with naming rights and sponsorship activation

ESTIMATED COMPLETION
JULY 2016

Revenue Enhancements

| Revenue Enhancement Summary | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| Accelerate Rental Rate Increase | \$85,000 | \$145,000 | \$205,000 | \$270,000 | \$270,000 |
| Food and Beverage Contract Extension | \$375,000 | \$375,000 | \$375,000 | \$312,500 | \$312,500 |
| New Telecommunications, Data & Internet Services Contract | \$833,000 | \$833,000 | \$833,000 | \$833,000 | \$833,000 |
| Total Revenue Enhancements | \$1,293,000 | \$1,353,000 | \$1,413,000 | \$1,415,500 | \$1,415,500 |

\$6,890,000 TOTAL REVENUE ENHANCEMENTS

Cost Savings



ENERGY EFFICIENT LED
LIGHTING RETROFIT
ONGOING

\$430,000

PROJECTED
ANNUAL SAVINGS



EXHIBIT HALL
FLUORESCENT
LIGHTING RETROFIT
COMPLETED FY11

\$234,000

ANNUAL SAVINGS



LOW FLOW RESTROOM
RENOVATION
ONGOING

\$34,547

ANNUAL SAVINGS

Board Budget Oversight

- Monthly financial statements with all major budgetary variances
- Monthly capital expenditure report
- Approve unbudgeted expenditures above \$25,000
- Board's Audit Committee
 - Reviews quarterly financial results
 - Oversees annual external financial audit
 - Engages consulting firms to conduct financial/operational audits
 - Leads budgeting process and reviews
 - Oversees annual Infrastructure Capital, Operations & Maintenance 5-Year Projection process and reviews/modifies staff proposed submissions
- Ongoing and regular Board/Staff communication

Performance Measures Tracked Relative to Budget

- All major expense categories are tracked by event, monthly
- Divisional labor costs are compared to key revenues on a monthly and annual basis.
- Utility rates and consumption analyzed monthly.
- Monthly financial statements reviewed for issues, trends and errors.
- Labor expensed to events is compared to event-related labor billings on an event-by-event basis.
- Annual physical inventory of all capital assets and equipment
- Cash balanced and payments reviewed daily.
- Benchmarking of operations to industry best practices

Budget Process Overview: Phase I

October - December

- Rental revenue is projected by event by Sales Division based on definite, contracted and projected events
- Based on that information, the Food & Beverage department estimates F&B revenues by event (gross and commissions)
- The projected rental and F&B revenues serve as the basis, or “cornerstone,” for the entire budget process



Budget Process Overview: Phase I Example

October - December

| | EVENT "ABC" FY16 Budget | ALL EVENTS FY16 Budget |
|----------------------|------------------------------------|-----------------------------------|
| Gross Rent | \$520,175 | \$14,368,841 |
| Less: Rental Credits | <\$350,925> | <\$5,580,671> |
| <hr/> | | |
| Net Rent | \$169,250 | \$8,788,170 |
| Gross F&B Sales | \$877,000 | \$20,497,200 |
| F&B Commissions | \$313,380 | \$7,209,234 |

Budget Process Overview: Phase II

December - January

- Individual divisions create a detailed breakdown, by event, of all event related labor requirements and event related revenues
- Individual divisions create a detailed breakdown of all non-event related revenues and expenses

Budget Process Overview: Phase II Example

December - January

| CLEANING SERVICES DIVISION | FY2016 Proposed Budget |
|--------------------------------------|-----------------------------------|
| REVENUES | |
| Commissions - Booth Cleaning | \$616,913 |
| Cleaning Services | \$528,682 |
| Trash Pulls | \$170,250 |
| Misc. Income - Recycle Rebates | \$36,280 |
| TOTAL REVENUES | \$1,352,125 |
| TOTAL PERSONNEL EXPENSES | \$3,666,397 |
| SUPPLIES & SERVICES | |
| Equipment Rental | \$10,444 |
| FF&E \$5,000 & Under | \$44,412 |
| R/M Other Equipment | \$1,019 |
| Small Tools, Parts & Materials | \$3,713 |
| Trash Removal | \$99,828 |
| Window Washing | \$5,050 |
| Other Professional Services | \$600 |
| Supplies - Housekeeping | \$265,946 |
| TOTAL SUPPLIES & SERVICES | \$430,968 |
| TOTAL EXPENDITURES | \$4,097,365 |
| NET REVENUES/EXPENSES | -\$2,745,240 |

Budget Process Overview: Phase III-VI

PHASE III

JAN-FEB

Budget is compiled and reviewed at the line item level by CEO, COO & CFO

Divisions are reviewed several times

PHASE IV

FEB

The Board of Directors' Budget Committee reviews the proposed budget

PHASE V

MAR-APR

The Board of Directors approves the budget

The OFM is provided with a detailed overview of the budget

PHASE VI

MAY

City Council reviews the San Diego Convention Center budget

Revenues

| Revenue Source | FY2015 Budget | FY2015 Projected | FY2016 Proposed Budget | FY2015-16 Change |
|----------------------|---------------------|---------------------|------------------------|--------------------|
| Building Rent* | \$8,776,561 | \$8,892,504 | \$8,788,170 | \$11,609 |
| Food & Beverage | \$8,818,444 | \$9,815,152 | \$8,952,233 | \$133,789 |
| Ancillary Services** | \$11,871,725 | \$12,076,838 | \$13,240,614 | \$1,368,889 |
| Interest & Other | \$94,200 | \$128,302 | \$100,380 | \$6,180 |
| City of San Diego | \$3,405,000 | \$3,405,000 | \$3,405,000 | - |
| Total | \$32,965,930 | \$34,317,796 | \$34,486,397 | \$1,520,467 |

*Includes event rental credits of \$5,064,921, \$5,079,622, and \$5,580,671 for FY2015 Budget, FY2015 Projected and FY2016 Budget, respectively

**Includes revenues from Event, Utilities, Telecommunications and Audio Visual services

Expenditures

| | FY2015 Budget | FY2015 Projected | FY2016 Proposed Budget | FY2015-16 Change |
|----------------------------|--------------------------|-----------------------------|-----------------------------------|-----------------------------|
| Personnel | | | | |
| Salaries & Wages | \$15,417,658 | \$15,562,823 | \$15,873,043 | \$455,385 |
| Overtime | \$129,905 | \$157,924 | \$184,156 | \$54,251 |
| Fringe Benefits (health) | \$1,697,398 | \$1,716,719 | \$1,814,069 | \$116,671 |
| Fringe Benefits (pension)* | \$2,184,804 | \$2,199,411 | \$2,440,731 | \$255,927 |
| Fringe Benefits (other)** | \$547,035 | \$585,232 | \$617,422 | \$70,387 |
| SUBTOTAL | \$19,976,800 | \$20,222,109 | \$20,929,421 | \$952,621 |
| Non-Personnel | | | | |
| General Expenses | \$1,088,285 | \$1,228,958 | \$1,486,060 | \$397,775 |
| Repair & Maintenance | \$2,425,364 | \$2,885,043 | \$2,279,677 | (\$145,687) |
| Utilities | \$3,483,416 | \$3,864,691 | \$3,929,748 | \$446,332 |
| Contracted Services | \$448,925 | \$424,401 | \$463,466 | \$14,541 |
| Travel & Transportation | \$38,116 | \$80,163 | \$80,844 | \$42,728 |
| Insurance | \$464,082 | \$417,114 | \$445,940 | (\$18,142) |
| Telecommunications | \$64,888 | \$57,492 | \$58,995 | (\$5,893) |
| Sales & Marketing | \$2,014,189 | \$2,027,254 | \$2,049,522 | \$35,333 |
| Supplies | \$328,395 | \$368,286 | \$427,601 | \$99,206 |
| Depreciation | \$1,617,143 | \$1,948,155 | \$1,669,387 | \$52,244 |
| SUBTOTAL | \$11,972,803 | \$13,301,557 | \$12,891,240 | \$918,437 |
| Total | \$31,949,603 | \$33,523,666 | \$33,820,661 | \$1,871,058 |

*Social Security costs included under pension benefits

**Other Fringe Benefits include Unemployment, Workers' Compensation Insurance & Claims, Life Insurance, L-T Disability Insurance, Public Transportation Reimbursement

Significant Budget Adjustments

| Budget Adjustments | Position | Revenue | Expenses |
|---------------------------------------|----------|---------|-------------|
| Salaries and Benefits Adjustments | 2.47 | - | \$952,621 |
| Non-Personnel Expenditure Adjustments | - | - | \$918,437 |
| Total Expense Adjustments | 2.47 | - | \$1,871,058 |

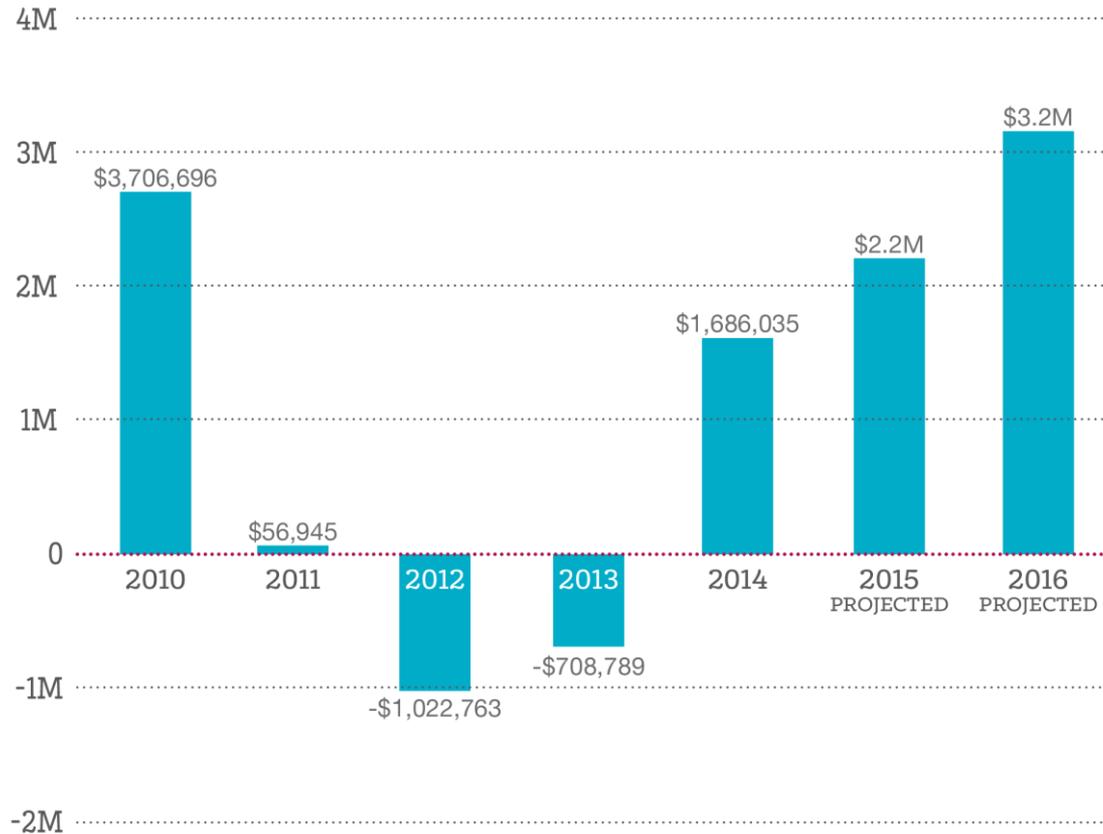
Revenue Adjustments

| | | | |
|---------------------------|---|-------------|---|
| Building Rent | - | \$11,609 | - |
| Food & Beverage | - | \$133,789 | - |
| Ancillary Services | - | \$1,368,889 | - |
| Interest & Other | - | \$6,180 | - |
| City of San Diego | - | - | - |
| Total Revenue Adjustments | - | \$1,520,467 | - |

Staffing

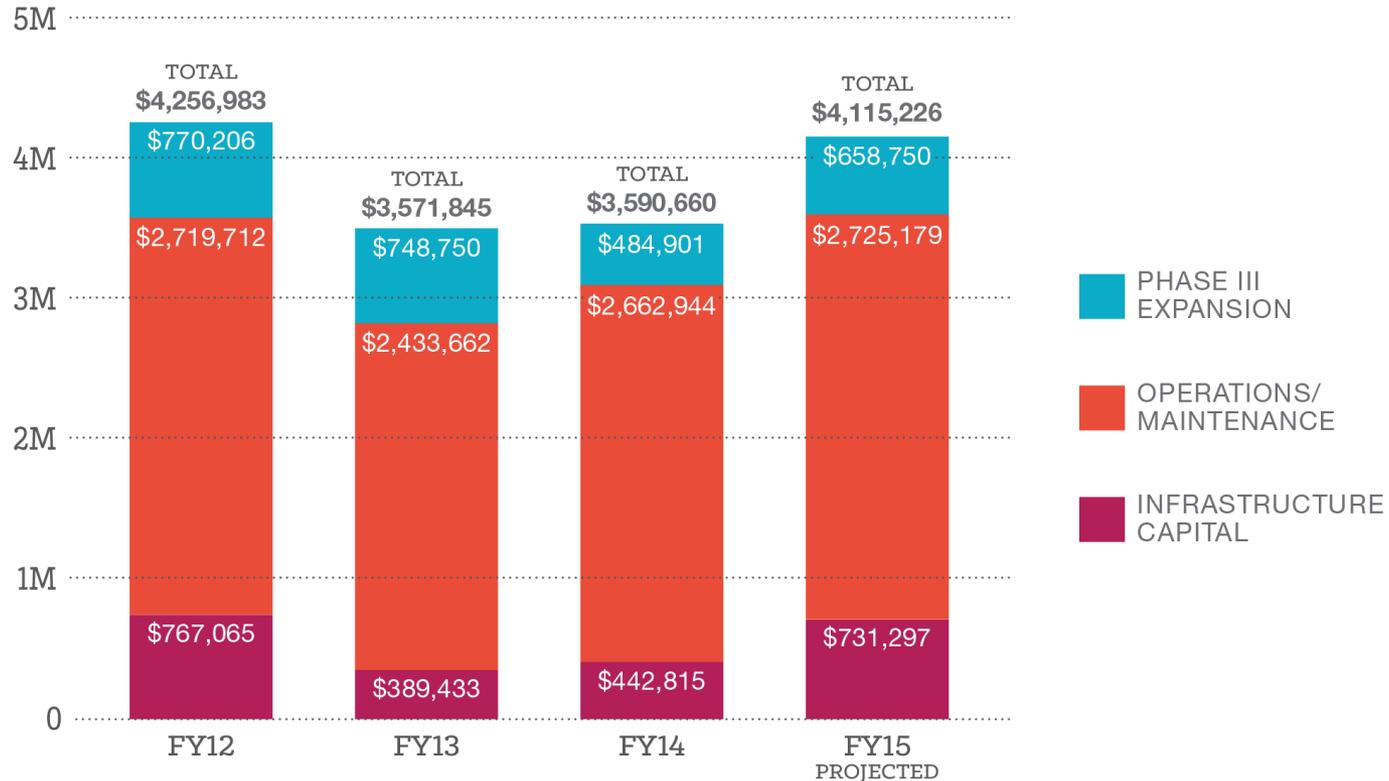
| Position Title | FY2015 Budget | FY2016 Budget | Variance |
|---|---------------|---------------|-------------|
| President & CEO | 1.00 | 1.00 | - |
| Vice President | 4.00 | 4.00 | - |
| Director | 11.00 | 12.00 | 1.00 |
| Manager | 5.00 | 5.00 | - |
| Supervisor | 21.00 | 21.00 | - |
| Non-Supervisor - Salaried | 37.00 | 36.00 | <1.00> |
| Non-Supervisor - Hourly Full Time | 134.00 | 134.00 | - |
| SUBTOTAL | 213.00 | 213.00 | - |
| Non-Supervisor - Hourly Part Time (FTE) | 111.23 | 113.70 | 2.47 |
| TOTAL | 324.23 | 326.70 | 2.47 |

Reserve Balance



RESERVE GOAL: \$4,480,000

Infrastructure Capital, Operations & Maintenance Overview



Total Phase III, Infrastructure Capital, Operations & Maintenance Expenditures FY12 - FY15:

\$15,534,714

5-Year Infrastructure Capital, Operations & Maintenance Projections

FY16 – FY20

| | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 | TOTAL |
|-----------------------------------|--------------------|---------------------|---------------------|--------------------|--------------------|---------------------|
| Infrastructure Capital Projection | \$3,939,558 | \$7,301,354 | \$13,267,000 | \$4,986,650 | \$3,063,250 | \$32,557,812 |
| Operations/Maintenance Projection | \$1,658,954 | \$3,010,950 | \$2,669,100 | \$2,136,800 | \$1,862,400 | \$11,338,204 |
| | \$5,598,512 | \$10,312,304 | \$15,936,100 | \$7,123,450 | \$4,925,650 | \$43,896,016 |

Industry Comparison

| Convention Center | Operating Budget | Operating Subsidy | Capital Subsidy | Total Public Investment |
|-------------------|------------------|-------------------|-----------------|-------------------------|
| Dallas | \$30.8 | \$10.0 | \$30.0 | \$40.0 |
| Orange County, FL | \$62.0 | \$6.9* | \$23.3 | \$30.2 |
| Minneapolis | \$26.0 | \$10.0 | \$8.0 | \$18.0 |
| Boston | \$36.2 | \$6.9 | \$4.9 | \$11.8 |
| Georgia World CC | \$34.4 | \$4.5* | \$4.0 | \$8.5 |
| Baltimore | \$16.9 | \$7.5 | \$0.6 | \$8.1 |
| Washington State | \$29.2 | \$1.0* | \$4.0 | \$5.0 |
| San Diego | \$29.0 | \$1.9 | \$1.5 | \$3.4 |
| Tampa Bay | \$8.7 | \$0 | \$2.0 | \$2.0 |
| Anaheim | \$37.3 | \$0* | \$0 | \$0 |

Data compiled through SDCCC research in 2014.

*Operating subsidy is over and above net parking revenues ranging from \$3-6 million retained by the convention center.

Request for Funding for Infrastructure Capital Budget Items

\$3.4M*

CURRENT CITY OF SAN DIEGO INVESTMENT

\$3.9M

INFRASTRUCTURE CAPITAL FY16

\$7.3M

*\$1.9M is used for SDTA Sales & Marketing contract



Thank you!

SAN DIEGO CONVENTION CENTER CORPORATION
MEMORANDUM

TO: Council President Sherri Lightner
Councilmember Scott Sherman

FROM: Carol Wallace, President & CEO 

DATE: April 27, 2015

RE: San Diego Convention Center Fiscal Year 16 Budget Memo (April 8, 2015)

Thank you for the opportunity to provide you with additional materials regarding the San Diego Convention Center Corporation's Fiscal Year 2016 budget in advance of the Budget Review Committee meeting on May 7, 2015. Unfortunately, I will be unable to attend the meeting as I have long scheduled personal travel that conflicts. Presenting on behalf of the Corporation will be our Board Budget Chair, Gil Cabrera, Board Vice Chair, Rabbi Laurie Coskey, and VP of Finance and Chief Financial Officer, Mark Emch. Tom Mazzocco, our Executive Vice-President and COO and Steven Johnson, VP Public Affairs will also attend.

The San Diego Convention Center is celebrating its 25th anniversary this year, marking a milestone in our history. The facility's success has come through a strong partnership between the City of San Diego, the Port of San Diego, the Corporation and our hospitality partners. Thank you for your ongoing commitment to our success.

The attached packet of materials is divided into eight sections based on the requests outlined in the April 8, 2015 memo and subsequent memo dated April 14, 2015. An overview of the content collected in response is as follows:

- Tab A: -Copy of the April 8, 2015 City Council Memo
-Copy of the April 14, 2015 City Council Memo

- Tab B: -FY16 Budget documents submitted to the City of San Diego as part of our annual budget process;
-A complete copy of the Corporation's FY 16 budget by department and line item. Both documents are also published online at visitsandiego.com.

- Tab C: -Summary Chart of Infrastructure Capital, Operations & Maintenance Expenditures for FY12-FY15;
-Infrastructure Capital, Repair & Maintenance Expenditures by line item for FY12-FY15.

- Tab D: -Summary Chart of 5-Year Infrastructure Capital, Operations and

Maintenance Projections for FY16-FY20, by year, category, and amount;
-Five-year Infrastructure Capital Projections, FY16-FY20, by line item and prioritized by year.
-Five-year Operations and Maintenance Projections, FY16-FY20, by line item and prioritized by year; Both line item projections were presented to the Committee on Budget and Government Efficiency on February 25, 2015.

- Tab E: -Corporate Reserve Timeline and Reserve Policy overview with an accompanying chart (FY10-FY16).
- Tab F: - Naming Rights Timeline with detailed breakdown of both Phases of the project. A copy of the Naming Rights RFP, Contract, and Phase I Asset Inventory & Valuation Report was presented to the Committee on Budget and Government Efficiency on February 25, 2015.
- Tab G: -Updated Status of the Implementation of Revenue Enhancements
- Tab H: -Historic Room Night Results, FY05-FY14
-FY15 Long-Term and Short-Term Sales Activity Reports
- Tab I: -Performance Measures Tracked Relative to the Budget

Our team has made every effort to compile the materials to meet the requests outlined in the two memos. We are happy to provide any additional materials at your request.

cc: Mayor Kevin Faulconer
Andrea Tevlin, Independent Budget Analyst
SDCCC Board of Directors

FY16 | BUDGET INFORMATION

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TAB A: CITY COUNCIL MEMOS

A-1. April 8, 2015 City Council Memo

A-2. April 14, 2015 City Council Memo



MEMORANDUM

DATE: April 8, 2015

TO: Carol Wallace, San Diego Convention Center Corporation

FROM: Council President Sherri Lightner 
Councilmember Scott Sherman 

SUBJECT: San Diego Convention Center Corporation FY16 Budget Process

The Convention Center provides over \$1 billion in regional impact and over \$21 million in tax revenues a year. The San Diego Convention Center Corporation (SDCCC) has made progress in outlining their five-year plan to restore reserves and fund capital, operations, and maintenance. The Convention Center is an important City asset and it is essential that it is properly funded and operating efficiently.

In an effort to increase transparency and adequately address the ongoing deferred maintenance concern we respectfully request the SDCCC provide information regarding the following areas in advance of the Budget Review Committee meeting on May 7th.

- Line-item budget similar to the City's Budget submitted as an attachment to the normal accrual budget submitted by SDCCC
- Total deferred maintenance expenditures in FY12, FY13, FY14, and FY15
- Deferred maintenance projects completed during FY12, FY13, FY14, and FY15
- A prioritized list of remaining deferred maintenance projects and associated costs
- Projected timeline for completion of targeted reserve level, with a description of how the reserve will be funded
- Expected completion of Naming Rights RFP
- Updated status of implementation of revenue enhancements
- Report on room nights vs. booked nights
- Performance measures that are tracked relative to the budget

Thank you for your attention to this matter. Please do not hesitate to contact us with any questions.

cc: Mayor Kevin Faulconer
Andrea Tevlin, Independent Budget Analyst



MEMORANDUM

DATE: April 14, 2015

TO: Carol Wallace, San Diego Convention Center Corporation

FROM: Council President Sherri Lightner 
Councilmember Scott Sherman 

SUBJECT: San Diego Convention Center Corporation FY16 Budget Process

This memo is in response to your request for additional clarification regarding the line-item budget and a report on room nights vs. booking nights. Our offices appreciate your quick response and willingness to supply the requested information.

Per your request for an example, attached to this memo is the FY2015 Budget brought to Council by the Convention Center and the FY2015 Budget for Qualcomm Stadium. The Qualcomm Stadium budget has a two year history (FY13 Actual and FY14 Projected), the number of FTE's, and line item Personnel Expenditures. A line-item for CIP expenditures is broken down elsewhere in Volume III of the City Budget. In addition to the above personnel numbers and history, we would like to see clarification for what is constituted as Repair and Maintenance versus Deferred Capital and Maintenance and a line-item break down of expected expenditures for those sections in the Convention Center budget. If possible, the report would also not reflect Depreciation Expenses in accrual accounting, but would report the actual expenditures.

Regarding room nights vs. booking nights, we would like to see a report on FY12, FY13, FY14, and FY15 projected room nights vs. actual booked nights for those fiscal years. Specifically, we're looking to understand how projections compare against actuals.

The Convention Center is a great asset to San Diego. We appreciate your willingness to help our efforts to continue making San Diego a world-class destination.

TAB B: SDCCC BUDGET

B-3. FY16 Budget Documents Submitted to the
City of San Diego as Part of Our Annual
Budget Process

B-19. FY16 Budget by Department and Line Item

SAN DIEGO CONVENTION CENTER CORPORATION
FY16 Budget Documents Submitted to the City of San Diego
as Part of Our Annual Budget Process

| Table A - San Diego Convention Center Corporation Budget Summary | | | | | | |
|---|-----------------------|-----------------------|-----------------------|--------------------------|--------------------------------|----------------------------|
| | FY 2014 Budget | FY 2014 Actual | FY 2015 Budget | FY 2015 Projected | FY 2016 Proposed Budget | FY 2015-2016 Change |
| Positions | 328.52 | N/A | 324.23 | N/A | 326.70 | 2.47 |
| Personnel Expense | 19,596,519 | 19,844,875 | 19,976,800 | 20,222,109 | 20,929,421 | \$952,621 |
| Non-Personnel Expense | 13,622,101 | 11,986,413 | 11,972,803 | 13,301,557 | 12,891,240 | \$918,437 |
| TOTAL | \$33,218,620 | \$31,831,288 | \$31,949,603 | \$33,523,666 | \$33,820,661 | \$1,871,058 |

Table B - San Diego Convention Center Corporation Expenditures

| | FY 2014 Budget | FY 2014 Actual | FY 2015 Budget | FY 2015 Projected | FY 2016 Proposed Budget | FY 2015-2016 Change |
|--------------------------------|---------------------|---------------------|---------------------|---------------------|-------------------------|---------------------|
| PERSONNEL | | | | | | |
| Salaries & Wages | \$15,108,200 | \$15,225,257 | \$15,417,658 | \$15,562,823 | \$15,873,043 | \$455,385 |
| Overtime | \$156,072 | \$159,285 | \$129,905 | \$157,924 | \$184,156 | \$54,251 |
| Fringe Benefits (health) | \$1,512,510 | \$1,570,405 | \$1,697,398 | \$1,716,719 | \$1,814,069 | \$116,671 |
| Fringe Benefits (pension)(1) | \$2,272,575 | \$2,254,459 | \$2,184,804 | \$2,199,411 | \$2,440,731 | \$255,927 |
| Fringe Benefits (other)(2) | \$547,162 | \$635,469 | \$547,035 | \$585,232 | \$617,422 | \$70,387 |
| SUBTOTAL PERSONNEL | \$19,596,519 | \$19,844,875 | \$19,976,800 | \$20,222,109 | \$20,929,421 | \$952,621 |
| | | | | | | |
| NON-PERSONNEL | | | | | | |
| General Expenses | \$787,939 | \$1,278,457 | \$1,088,285 | \$1,228,958 | \$1,486,060 | \$397,775 |
| Repair & Maintenance | \$1,867,796 | \$2,035,025 | \$2,425,364 | \$2,885,043 | \$2,279,677 | \$(145,687) |
| Utilities | \$2,967,829 | \$3,414,056 | \$3,483,416 | \$3,864,691 | \$3,929,748 | \$446,332 |
| Contracted Services | \$519,332 | \$405,801 | \$448,925 | \$424,401 | \$463,466 | \$14,541 |
| Travel & Transportation | \$81,653 | \$81,692 | \$38,116 | \$80,163 | \$80,844 | \$42,728 |
| Insurance | \$607,838 | \$432,927 | \$464,082 | \$417,114 | \$445,940 | \$(18,142) |
| Telecommunications | \$51,915 | \$48,394 | \$64,888 | \$57,492 | \$58,995 | \$(5,893) |
| Sales & Marketing | \$2,004,200 | \$1,995,936 | \$2,014,189 | \$2,027,254 | \$2,049,522 | \$35,333 |
| Supplies | \$453,924 | \$358,476 | \$328,395 | \$368,286 | \$427,601 | \$99,206 |
| Depreciation | \$1,951,910 | \$1,935,649 | \$1,617,143 | \$1,948,155 | \$1,669,387 | \$52,244 |
| Deferred Capital & Maintenance | \$2,327,765 | \$- | \$- | \$- | \$- | \$- |
| | | | | | | |
| SUBTOTAL NON-PERSONNEL | \$13,622,101 | \$11,986,413 | \$11,972,803 | \$13,301,557 | \$12,891,240 | \$918,437 |
| | | | | | | |
| TOTAL | \$33,218,620 | \$31,831,288 | \$31,949,603 | \$33,523,666 | \$33,820,661 | \$1,871,058 |

(1) Social Security costs included under pension benefits

(2) Other Fringe Benefits include Unemployment Insurance, Workers' Compensation Insurance & Claims, Life Insurance, L-T Disability Insurance, Public Transportation Reimbursement

Table C - San Diego Convention Center Corporation Significant Budget Adjustments

| Significant Budget Adjustments | Position | Revenue | Expenses |
|---|-----------------|--------------------|--------------------|
| Salaries and Benefits Adjustments | | | |
| Budget reflects a net increase of 2.47 positions due entirely to an increase in part time hours. The increase in expenses is due primarily to collective bargaining step increases, merit increases for non-represented staff, increase in part time hours, and increases in employee benefit costs. | 2.47 | | \$952,621 |
| Non-Personnel Expenditure Adjustments | | | |
| Increase in budgeted non-personnel expenditures of \$918,437 is due primarily to increases in anticipated electricity rates and an increase in ground lease rental associated with the proposed Phase III Expansion site that is budgeted for twelve months of parking lot operations in FY 2016 versus seven months budgeted in FY 2015. (The parking lot operation is revenue positive overall.) | | | \$918,437 |
| TOTAL EXPENSE ADJUSTMENTS | 2.47 | \$- | \$1,871,058 |
| Revenue Adjustments | | | |
| Building Rent - increase of \$11,609 is due to increases in gross rent across most event types, and particularly convention & trade shows for projected and already booked events, offset almost exactly by increases in rental credits. | | \$11,609 | |
| Food & Beverage - increase of \$133,789 is due to an increase in amortization of food & beverage contract extension incentive payments and an increase in anticipated event booth catering activity for convention & trade show events. Partially offsetting the increases is a decrease in anticipated event catering activity across several event types. | | \$133,789 | |
| Ancillary Services - increase of \$1,368,889 is due primarily to higher telecommunication services commission revenues based on a new telecommunication services contract providing a substantial increase in commission rates over expiring contract and an increase in utility (exhibit booth electrical hook-up) revenues across several event types. Partially offsetting the increases is a decrease in event services revenues expected among several specific services provided to convention & trade show events. | | \$1,368,889 | |
| Interest & Other | | \$6,180 | |
| City of San Diego | | \$- | |
| TOTAL REVENUE ADJUSTMENTS | 0.00 | \$1,520,467 | \$- |

Table D - San Diego Convention Center Corporation Reimbursements to Departments/Entities

| Departments/Entities | FY 2014 Budget | FY 2014 Actual | FY 2015 Budget | FY 2015 Projected | FY 2016 Proposed Budget | FY 2015-2016 Change |
|----------------------|----------------|----------------|----------------|-------------------|-------------------------|---------------------|
| N/A | | | | | | \$ |
| | | | | | | \$ |
| | | | | | | \$ |
| | | | | | | \$ |
| | | | | | | \$ |
| | | | | | | \$ |
| | | | | | | \$ |
| | | | | | | \$ |
| | | | | | | \$ |
| | | | | | | \$ |
| | | | | | | \$ |
| | | | | | | \$ |
| | | | | | | \$ |
| TOTAL | \$- | \$- | \$- | \$- | \$- | \$- |

Table E - San Diego Convention Center Corporation Revenues

| Revenue Source | FY 2014 Budget | FY 2014 Actual | FY 2015 Budget | FY 2015 Projected | FY 2016 Proposed Budget | FY 2015-2016 Change |
|-----------------------|-----------------------|-----------------------|-----------------------|--------------------------|--------------------------------|----------------------------|
| Building Rent(1) | \$9,028,226 | \$8,989,949 | \$8,776,561 | \$8,892,504 | \$8,788,170 | \$11,609 |
| Food & Beverage | \$9,430,976 | \$8,767,825 | \$8,818,444 | \$9,815,152 | \$8,952,233 | \$133,789 |
| Ancillary Services(2) | \$11,254,237 | \$11,747,692 | \$11,871,725 | \$12,076,838 | \$13,240,614 | \$1,368,889 |
| Interest & Other | \$100,181 | \$85,942 | \$94,200 | \$128,302 | \$100,380 | \$6,180 |
| City of San Diego | \$3,405,000 | \$3,405,000 | \$3,405,000 | \$3,405,000 | \$3,405,000 | \$- |
| | | | | | | |
| | | | | | | |
| TOTAL | \$33,218,620 | \$32,996,408 | \$32,965,930 | \$34,317,796 | \$34,486,397 | \$1,520,467 |

(1) Includes event rental credits of \$4,917,735, \$4,994,310, \$5,064,921, \$5,079,622 and \$5,580,671 for FY 2014 Budget, FY 2014 Actual, FY 2015 Budget, FY 2015 projected and FY 2016 Budget, respectively

(2) Includes revenues from Event, Utilities, Telecommunications and Audio Visual services

| Table F - San Diego Convention Center Corporation Salary Schedule | | | | | | | | | | |
|---|----------------|----------------------|---------------------------------------|---------------------|--------------------|-------------------------|----------------------|---------------------------------------|---------------------|--------------------|
| Position Title | FY 2015 Budget | | | | | FY 2016 Proposed Budget | | | | |
| | FTE | Base Salary Subtotal | Salary Increases (Merit, Bonus, etc.) | Salary Total | Fringe Benefits | FTE | Base Salary Subtotal | Salary Increases (Merit, Bonus, etc.) | Salary Total | Fringe Benefits |
| President & CEO | 1.00 | \$309,230 | \$- | \$309,230 | \$62,630 | 1.00 | \$309,230 | \$9,277 | \$318,507 | \$65,322 |
| Vice President | 4.00 | \$764,592 | \$- | \$764,592 | \$192,555 | 4.00 | \$769,459 | \$21,122 | \$790,581 | \$198,635 |
| Director | 11.00 | \$1,213,344 | \$43,978 | \$1,257,322 | \$330,916 | 12.00 | \$1,306,094 | \$47,919 | \$1,354,013 | \$371,572 |
| Manager | 5.00 | \$403,354 | \$11,072 | \$414,426 | \$158,439 | 5.00 | \$408,442 | \$9,746 | \$418,188 | \$150,954 |
| Supervisor | 21.00 | \$1,202,025 | \$29,975 | \$1,232,000 | \$446,178 | 21.00 | \$1,194,102 | \$29,714 | \$1,223,816 | \$433,121 |
| Non-Supervisor - Salaried | 37.00 | \$2,405,935 | \$79,532 | \$2,485,467 | \$773,120 | 36.00 | \$2,423,658 | \$81,760 | \$2,505,418 | \$855,796 |
| Non-Supervisor - Hourly Full Time | 134.00 | \$5,360,331 | \$168,011 | \$5,528,342 | \$2,079,786 | 134.00 | \$5,542,685 | \$119,152 | \$5,661,837 | \$2,222,656 |
| Non-Supervisor - Hourly Part Time | 111.23 | \$3,369,348 | \$13,199 | \$3,382,547 | \$399,223 | 113.70 | \$3,553,545 | \$103,735 | \$3,657,280 | \$466,416 |
| Other Personnel Costs (1) | | | | \$173,637 | \$(13,610) | | | | \$127,559 | \$107,750 |
| | | | | \$- | | | | | \$- | |
| | | | | \$- | | | | | \$- | |
| | | | | \$- | | | | | \$- | |
| | | | | \$- | | | | | \$- | |
| | | | | \$- | | | | | \$- | |
| TOTAL | 324.23 | \$15,028,159 | \$345,767 | \$15,547,563 | \$4,429,237 | 326.70 | \$15,507,215 | \$422,425 | \$16,057,199 | \$4,872,222 |

Note (1): Other Personnel Costs include Vacation Expense, F/T Overtime, Workers' Comp Claim Expense and estimated F/T position vacancy expense credits

Table G - San Diego Convention Center Corporation Events

| Event Type | FY 2014 Actual - Total Events | FY 2014 Actual - Total Attendance | FY 2015 Budget - Total Events | FY 2015 Budget - Total Attendance | FY 2016 Budget - Total Events | FY 2016 Budget - Total Attendance |
|--------------------------|--|--|--|--|--|--|
| Convention & Trade Shows | 66 | 500,936 | 63 | 526,234 | 67 | 557,141 |
| Corporate Events | 9 | 14,810 | 10 | 16,394 | 9 | 16,452 |
| National Trade Shows | 1 | 4,100 | 1 | 4,000 | 1 | 4,000 |
| Secondary/Local | 77 | 262,868 | 83 | 254,780 | 80 | 255,268 |
| TOTAL | 153 | 782,714 | 157 | 801,408 | 157 | 832,861 |

**San Diego
Convention Center Corporation**

Fiscal Year 2016 Budget

**SAN DIEGO CONVENTION CENTER CORPORATION
FY 2016 BUDGET TABLE OF CONTENTS**

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SAN DIEGO CONVENTION CENTER CORPORATION
FISCAL YEAR 2016 BUDGET - BOARD APPROVED 03/18/15

| | FY'15 Budget | FY'16 Approved Budget | Favorable (Unfavorable) FY16 Budget to FY15 Budget | |
|--|-------------------------|--------------------------------------|---|---------------|
| OPERATING REVENUES | | | | |
| Building Rent | \$8,776,561 | \$8,788,170 | \$11,609 | 0.1% |
| Food & Beverage | 8,818,444 | 8,952,233 | 133,789 | 1.5% |
| Event Services | 4,632,958 | 4,315,518 | -217,440 | -4.8% |
| Utilities | 3,626,931 | 3,929,652 | 302,721 | 8.3% |
| Telecommunications | 2,693,211 | 3,765,764 | 1,172,553 | 45.2% |
| Audio & Visual | 1,118,625 | 1,229,680 | 111,055 | 9.9% |
| Interest & Other | 94,200 | 100,380 | 6,180 | 6.6% |
| City of San Diego | 3,405,000 | 3,405,000 | 0 | 0.0% |
| TOTAL REVENUES | \$32,965,930 | \$34,486,397 | \$1,520,467 | 4.6% |
| OPERATING EXPENSES | | | | |
| Salaries & Wages - Full Time | \$12,165,016 | \$12,399,919 | -\$234,903 | -1.9% |
| Salaries & Wages - Part Time | 3,382,547 | 3,657,280 | -274,733 | -8.1% |
| Fringe Benefits | 4,229,237 | 4,672,222 | -442,985 | -10.5% |
| Workers' Comp Insurance - Claim | 200,000 | 200,000 | 0 | 0.0% |
| TOTAL PERSONNEL EXPENSES | \$19,976,800 | \$20,929,421 | -\$952,621 | -4.8% |
| General Expenses | \$1,088,285 | \$1,486,060 | -\$397,775 | -36.6% |
| Repair & Maintenance | 2,425,364 | 2,279,677 | 145,687 | 6.0% |
| Utilities | 3,483,416 | 3,929,748 | -446,332 | -12.8% |
| Contracted Services | 448,925 | 463,466 | -14,541 | -3.2% |
| Travel & Transportation | 38,116 | 80,844 | -42,728 | -112.1% |
| Insurance | 464,082 | 445,940 | 18,142 | 3.9% |
| Telecommunications | 64,888 | 58,995 | 5,893 | 9.1% |
| Sales & Marketing | 2,014,189 | 2,049,522 | -35,333 | -1.8% |
| Supplies | 328,395 | 427,601 | -99,206 | -30.2% |
| TOTAL SUPPLIES & SERVICES | \$10,355,660 | \$11,221,653 | -\$866,193 | -8.4% |
| TOTAL OPERATING EXPENSES | \$30,332,460 | \$32,151,274 | -\$1,818,814 | -6.0% |
| NET OPERATING REVENUES / (EXPENSES) | \$2,633,470 | \$2,335,123 | -\$298,347 | -11.3% |
| NON-OPERATING EXPENSES | | | | |
| Depreciation Expense | \$1,617,143 | \$1,669,387 | -\$52,244 | -3.2% |
| TOTAL NON-OPERATING EXPENSES | \$1,617,143 | \$1,669,387 | -\$52,244 | -3.2% |
| TOTAL EXPENSES | \$31,949,603 | \$33,820,661 | -\$1,871,058 | -5.9% |
| NET REVENUES / (EXPENSES) | \$1,016,327 | \$665,736 | -\$350,591 | -34.5% |

SAN DIEGO CONVENTION CENTER CORPORATION
FISCAL YEAR 2016 BUDGET - BOARD APPROVED 03/18/15

| ACCOUNT TITLE | FY '15 BUDGET | FY'16 APPROVED BUDGET | FAVORABLE (UNFAVORABLE) FY16 BUDGET TO FY15 BUDGET | |
|-------------------------------------|---------------------|-----------------------------|---|---------------|
| | | | \$ | % |
| REVENUE | | | | |
| BUILDING RENT | | | | |
| RENTALS - CONVENTION & TRADE SHOWS | \$10,828,300 | \$11,285,566 | \$437,256 | 4.0% |
| RENTALS - CORPORATE EVENTS | 984,075 | 991,075 | 7,000 | 0.7% |
| RENTALS - NATIONAL TRADE SHOWS | 75,800 | 84,750 | 8,950 | 11.8% |
| RENTALS - LOCAL TRADE SHOWS | 110,825 | 116,525 | 5,700 | 5.1% |
| RENTALS - CONSUMER SHOWS | 816,500 | 812,540 | -3,960 | -0.5% |
| RENTALS - MEETINGS & SEMINARS | 309,420 | 505,325 | 195,905 | 63.3% |
| RENTALS - COMMUNITY EVENTS | 332,960 | 405,070 | 72,080 | 21.6% |
| RENTALS - CANCELED EVENTS | 383,572 | 188,000 | -195,572 | -51.0% |
| BUILDING RENT - GROSS | \$13,841,462 | \$14,366,841 | \$527,359 | 3.6% |
| RENTAL CREDIT - C/T | -34,191,701 | -34,640,910 | -\$449,209 | -10.7% |
| RENTAL CREDIT - C/I | -478,973 | -578,274 | -99,301 | -20.7% |
| RENTAL CREDIT - NT | -11,370 | -12,712 | -1,342 | -11.8% |
| RENTAL CREDIT - LT | -16,800 | -11,700 | 5,100 | 30.4% |
| RENTAL CREDIT - CS | -256,445 | -207,720 | 48,725 | 19.0% |
| RENTAL CREDIT - MS | -78,304 | -83,585 | -5,281 | -6.7% |
| RENTAL CREDIT - CE | -31,328 | -45,770 | -14,442 | -46.1% |
| RENTAL CREDIT | -\$5,064,921 | -\$5,580,671 | -\$515,750 | -10.2% |
| BUILDING RENT - NET | \$8,776,561 | \$8,786,170 | \$11,609 | 0.1% |
| FOOD & BEVERAGE | | | | |
| COMMISSIONS - FOOD & BEVERAGE | \$7,566,669 | \$7,209,234 | -\$357,435 | -4.7% |
| COMMISSIONS - TIDES CONCESSIONS | 15,605 | 20,466 | 4,860 | 31.1% |
| COMMISSIONS - SPECIALTY CONTRACTORS | 286,152 | 304,818 | 18,666 | 6.5% |
| COMMISSIONS - BOOTH CATERING | 286,272 | 355,482 | 69,210 | 24.2% |
| COMMISSIONS - STARBUCKS | 351,243 | 374,733 | 23,490 | 6.7% |
| FOOD & BEVERAGE PREMIUM | 312,502 | 687,500 | 374,998 | 120.0% |
| FOOD & BEVERAGE | \$8,816,444 | \$8,952,233 | \$133,789 | 1.5% |
| EVENT SERVICES | | | | |
| COMMISSIONS - BOOTH CLEANING | \$685,238 | \$616,913 | -\$68,325 | -10.0% |
| COMMISSIONS - BUSINESS CENTER | 125,000 | 125,000 | 0 | 0.0% |
| COMMISSIONS - SECURITY | 125,000 | 0 | -125,000 | -100.0% |
| LABOR SERVICES | 180,068 | 209,452 | 29,384 | 16.3% |
| HVAC SERVICES | 25,900 | 29,000 | 3,100 | 12.0% |
| GUEST SERVICES | 68,850 | 81,857 | 13,007 | 18.9% |
| CLEANING SERVICES | 557,099 | 537,382 | -19,717 | -3.5% |
| MOVE-IN / MOVE-OUT ALLOWANCE | 43,500 | 72,000 | 28,500 | 65.5% |
| PUBLIC SAFETY | 114,887 | 140,568 | 25,681 | 22.4% |
| EQUIPMENT RENTAL | 330,098 | 231,420 | -98,678 | -29.9% |
| FACILITY IMPROVEMENT FEE | 100,000 | 0 | -100,000 | -100.0% |
| ATM SERVICES | 39,000 | 30,000 | -9,000 | -23.1% |
| ADVERTISING | 676,123 | 665,071 | -11,052 | -1.6% |
| RESTAURANT BOOTH - OTHER | 8,500 | 4,250 | -4,250 | -50.0% |
| ADVERTISING - ARTWORK | 9,525 | 5,500 | -4,025 | -42.3% |
| REGISTRATION SERVICES | 838,402 | 641,761 | -196,641 | -23.5% |
| HOUSING RESERVATION SERVICES | 50,000 | 133,957 | 83,957 | 167.9% |
| TRASH PULLS | 189,600 | 170,250 | -19,350 | -10.2% |
| TRUCK MARSHALLING | 138,728 | 140,157 | 1,429 | 1.0% |
| PARKING | 257,200 | 514,460 | 257,260 | 100.0% |
| RENTAL CREDIT - PARKING | -29,760 | -33,480 | -3,720 | -12.5% |
| EVENT SERVICES | \$4,532,958 | \$4,315,518 | -\$217,440 | -4.8% |
| UTILITIES | | | | |
| COMMISSIONS - UTILITIES | \$3,524,378 | \$3,829,685 | \$305,307 | 8.7% |
| MAINTENANCE SERVICES | 40,368 | 40,368 | 0 | 0.0% |
| IN-HOUSE ELECTRICAL | 62,185 | 59,599 | -2,586 | -4.2% |
| UTILITIES | \$3,626,931 | \$3,929,652 | \$302,721 | 8.3% |

**SAN DIEGO CONVENTION CENTER CORPORATION
FISCAL YEAR 2016 BUDGET - BOARD APPROVED 03/18/15**

| ACCOUNT TITLE | FY '15 BUDGET | FY'16 APPROVED BUDGET | FAVORABLE (UNFAVORABLE) FY16 BUDGET TO FY15 BUDGET | |
|--|---------------------|-----------------------------|---|---------------|
| | | | \$ | % |
| TELECOMMUNICATIONS | | | | |
| CELL SITE REVENUE | \$679,605 | \$780,613 | \$101,108 | 14.9% |
| COMMISSIONS - TELECOMMUNICATIONS | 1,861,685 | 2,916,533 | 1,054,848 | 56.7% |
| COMMISSIONS - DEVICE SERVICES | 750 | 4,000 | 3,250 | 433.3% |
| TELECOMMUNICATONS - CAPITAL CONTRIBUTION | 15,980 | 43,586 | 27,606 | 172.8% |
| TELECOMMUNICATONS - FF&E CONTRIBUTION | 35,291 | 21,032 | -14,259 | -40.4% |
| TELECOMMUNICATIONS | \$2,593,211 | \$3,765,764 | \$1,172,553 | 45.2% |
| AUDIO & VISUAL | | | | |
| COMMISSIONS - AUDIO / VISUAL | \$1,033,200 | \$1,118,630 | \$85,430 | 8.3% |
| COMMISSIONS - RIGGING | 65,425 | 111,050 | 25,625 | 30.0% |
| AUDIO & VISUAL | \$1,118,625 | \$1,229,680 | \$111,055 | 9.9% |
| INTEREST & OTHER | | | | |
| BUILDING DAMAGE RECOVERY | \$40,100 | \$43,100 | \$3,000 | 7.5% |
| INTEREST INCOME - OTHER | 4,300 | 2,500 | -1,800 | -41.9% |
| MISC. INCOME - OTHER | 13,800 | 15,500 | 1,700 | 12.3% |
| MISC. INCOME - RECYCLE REBATES | 32,000 | 36,280 | 4,280 | 13.4% |
| EVENT INSURANCE | 4,000 | 3,000 | -1,000 | -25.0% |
| INTEREST & OTHER | \$94,200 | \$100,380 | \$6,180 | 6.6% |
| CITY OF SAN DIEGO | \$3,405,000 | \$3,405,000 | \$0 | 0.0% |
| TOTAL REVENUES | \$32,965,930 | \$34,436,397 | \$1,520,467 | 4.6% |
| OPERATING EXPENSES | | | | |
| SALARIES & WAGES | | | | |
| SALARIES & WAGES - FULL TIME | \$11,664,247 | \$11,905,880 | -\$241,613 | -2.1% |
| OVERTIME WAGES - FULL TIME | 46,289 | 64,569 | -18,290 | -39.5% |
| PERFORMANCE AWARDS - FULL TIME | 44,500 | 48,500 | -4,000 | -9.0% |
| VACATION ACCRUAL | 55,000 | 26,000 | 29,000 | 52.7% |
| VACATION EXPENSE | 355,000 | 355,000 | 0 | 0.0% |
| REGULAR WAGES - PART TIME | 3,298,911 | 3,537,683 | -238,772 | -7.2% |
| OVERTIME WAGES - PART TIME | 83,636 | 119,597 | -35,961 | -43.0% |
| TOTAL SALARIES & WAGES | \$15,547,583 | \$16,057,199 | -\$509,636 | -3.3% |
| SOCIAL SECURITY TAX | \$1,110,489 | \$1,145,387 | -\$34,898 | -3.1% |
| UNEMPLOYMENT INSURANCE | 50,000 | 67,500 | -17,500 | -35.0% |
| HEALTH INSURANCE | 1,697,393 | 1,814,069 | -116,671 | -6.9% |
| WORKERS' COMP INSURANCE | 235,216 | 296,718 | -51,502 | -21.9% |
| WORKERS' COMP INSURANCE - CLAIM COST | 200,000 | 200,000 | 0 | 0.0% |
| LIFE INSURANCE | 30,323 | 31,005 | -682 | -2.2% |
| LONG TERM DISABILITY INSURANCE | 31,496 | 32,189 | -703 | -2.2% |
| RETIREMENT PLANS | 1,027,618 | 1,240,542 | -212,924 | -20.7% |
| RETIREMENT PLANS - UNION | 45,697 | \$4,802 | -8,105 | -17.4% |
| TOTAL EMPLOYEE BENEFITS | \$4,429,237 | \$4,872,222 | -\$442,985 | -10.0% |
| TOTAL PERSONNEL EXPENSES | \$19,976,800 | \$20,929,421 | -\$952,621 | -4.8% |
| SUPPLIES AND SERVICES | | | | |
| GENERAL EXPENSES | | | | |
| ADVERTISING - RECRUITING | \$8,500 | \$7,500 | \$1,000 | 11.8% |
| ARCHIVE & FILE RETENTION | 650 | 700 | -50 | -7.7% |
| BAD DEBTS - UNPAID CHARGES | 3,500 | 2,500 | 1,000 | 28.6% |
| BANK CHARGES/ARMORED CAR | 2,454 | 4,222 | -1,768 | -72.0% |
| BOARD OF DIRECTORS | 2,500 | 2,500 | 0 | 0.0% |
| BOOKS & PERIODICALS | 2,445 | 2,029 | 416 | 17.0% |
| CASH SHORT/OVER | 0 | 0 | 0 | 0.0% |
| COPIER - SUPPLIES/SERVICES | 70,200 | 68,000 | 2,200 | 3.1% |
| CREDIT CARD SERVICE CHARGES | 71,600 | 79,625 | -8,225 | -11.5% |

**SAN DIEGO CONVENTION CENTER CORPORATION
FISCAL YEAR 2016 BUDGET - BOARD APPROVED 03/18/15**

| ACCOUNT TITLE | FY '15 BUDGET | FY'16 APPROVED BUDGET | FAVORABLE (UNFAVORABLE) FY16 BUDGET TO FY15 BUDGET | |
|---|--------------------|-----------------------------|---|---------------|
| | | | \$ | % |
| EMPLOYEE RECOGNITION | 26,639 | 24,997 | 1,642 | 6.2% |
| EMPLOYMENT SCREENING | 13,000 | 14,580 | -1,580 | -12.2% |
| EQUIPMENT RENTAL | 13,300 | 13,060 | 240 | 1.8% |
| FF&E \$5,000 & UNDER | 205,488 | 190,165 | 15,323 | 7.5% |
| MEETINGS - BUSINESS | 10,560 | 17,450 | -6,890 | -65.2% |
| MEMBERSHIPS | 19,666 | 29,554 | -9,888 | -50.1% |
| PARKING VALIDATIONS | 750 | 775 | -25 | -3.3% |
| PHOTOGRAPHY & BLUEPRINTS | 10,350 | 9,330 | 1,020 | 9.9% |
| POSTAGE & DELIVERY BULK | 10,610 | 7,000 | 3,610 | 34.0% |
| POSTAGE & DELIVERY SERVICE | 12,500 | 12,400 | 100 | 0.8% |
| PRINTING - ADVERTISING ARTWORK | 4,870 | 2,500 | 2,370 | 48.7% |
| PRINTING - COMMUNICATIONS | 107,400 | 103,500 | 3,900 | 3.6% |
| PRINTING - GENERAL | 10,700 | 10,300 | 400 | 3.7% |
| RECRUITING EXPENSES | 5,600 | 19,600 | -14,000 | -250.0% |
| REGULATORY FEES | 3,342 | 3,370 | -28 | -0.8% |
| SPECIAL EVENT EXPENSES | 19,650 | 100,000 | -80,350 | -408.9% |
| STAFF TRAINING | 37,608 | 77,078 | -39,570 | -105.5% |
| STORAGE/ RECOVERY OFFSITE | 69,422 | 71,766 | -2,344 | -3.4% |
| TRUCK MARSHALLING | 125,728 | 129,324 | -3,596 | -2.9% |
| GROUND LEASE RENTAL EXPENSE | 219,333 | 432,035 | -212,702 | -119.8% |
| GENERAL | \$1,088,285 | \$1,436,060 | -\$397,775 | -36.6% |
| REPAIR AND MAINTENANCE | | | | |
| EQUIPMENT FUEL | \$28,042 | \$30,269 | -\$2,227 | -7.9% |
| R/M DEWATERING | 80,842 | 80,110 | 732 | 0.9% |
| PEST CONTROL | 6,211 | 6,626 | -415 | -6.7% |
| R/M BUILDING AUTOMATION SYSTEM | 31,200 | 26,800 | 4,400 | 14.1% |
| R/M CLOSED CIRCUIT TV | 7,600 | 15,725 | -8,125 | -106.9% |
| SOFTWARE & APPLICATION MAINTENANCE SVCS | 194,283 | 191,910 | 2,373 | 1.2% |
| R/M WEBSITE | 9,052 | 14,737 | -5,685 | -62.8% |
| R/M ELEVATOR/ESCALATOR | 419,690 | 434,995 | -15,305 | -3.6% |
| R/M FIRE SYSTEM | 306,451 | 236,706 | 69,745 | 22.8% |
| R/M GENERAL BUILDING | 640,607 | 546,752 | 93,855 | 14.7% |
| R/M HVAC EQUIPMENT | 191,350 | 221,121 | -29,771 | -15.6% |
| R/M KITCHEN EQUIPMENT | 6,500 | 9,200 | -2,700 | -41.5% |
| R/M ELECTRICAL | 56,432 | 39,852 | 16,580 | 31.8% |
| R/M OTHER EQUIPMENT | 87,676 | 88,170 | -494 | -0.6% |
| R/M PARKING AREA | 1,500 | 1,500 | 0 | 0.0% |
| R/M SOUND SYSTEM | 50,292 | 23,392 | 26,900 | 53.5% |
| SMALL TOOLS, PARTS, & MATERIALS | 16,552 | 17,803 | -1,251 | -7.6% |
| TRASH REMOVAL | 113,634 | 99,828 | 13,806 | 12.1% |
| UNIFORMS - CLEANING/RENTAL | 170,400 | 189,131 | -18,731 | -11.0% |
| WINDOW WASHING | 5,050 | 5,050 | 0 | 0.0% |
| REPAIR & MAINTENANCE | \$2,425,364 | \$2,279,677 | \$145,687 | 6.0% |
| UTILITIES | | | | |
| UTILITIES - ELECTRICAL | \$3,021,079 | \$3,426,384 | -\$407,305 | -13.5% |
| UTILITIES - GAS | 169,596 | 171,864 | -2,268 | -1.3% |
| UTILITIES - WATER/SEWER | 292,741 | 329,500 | -36,759 | -12.6% |
| UTILITIES | \$3,483,416 | \$3,929,748 | -\$446,332 | -12.8% |
| CONTRACTED SERVICES | | | | |
| AUDIT SERVICES | \$60,652 | \$56,646 | \$4,006 | 6.6% |
| LEGAL SERVICES | 150,000 | 150,000 | 0 | 0.0% |
| OTHER PROFESSIONAL SERVICES | 235,488 | 263,890 | -18,402 | -7.8% |
| PAYROLL PROCESSING | 2,785 | 2,930 | -145 | -5.2% |
| CONTRACTED SERVICES | \$448,925 | \$463,466 | -\$14,541 | -3.2% |
| TRAVEL / TRANSPORTATION | | | | |
| AUTOMOTIVE - ALLOWANCES / LEASES | \$23,215 | \$20,988 | \$2,227 | 9.6% |
| AUTOMOTIVE - GAS | 5,600 | 5,235 | 365 | 6.5% |

**SAN DIEGO CONVENTION CENTER CORPORATION
FISCAL YEAR 2016 BUDGET - BOARD APPROVED 03/18/15**

| ACCOUNT TITLE | FY '15 BUDGET | FY'16 APPROVED BUDGET | FAVORABLE (UNFAVORABLE) FY16 BUDGET TO FY15 BUDGET | |
|---|---------------------|-----------------------------|---|----------------|
| | | | \$ | % |
| AUTOMOTIVE - OPERATING | 5,966 | 4,674 | 1,292 | 21.7% |
| TRAVEL - LOCAL MILEAGE & PARKING | 3,335 | 3,160 | 175 | 5.2% |
| TRAVEL - OUT OF TOWN - BOARD | 0 | 0 | 0 | 0.0% |
| TRAVEL - OUT OF TOWN - STAFF | 0 | 46,787 | -46,787 | -100.0% |
| TRAVEL AND TRANSPORTATION | \$38,116 | \$80,844 | -\$42,728 | -112.1% |
| INSURANCE | | | | |
| INSURANCE - AUTO | \$7,986 | \$8,050 | -\$64 | -0.8% |
| INSURANCE - DEDUCTIBLE RESERVE | 40,000 | 40,000 | 0 | 0.0% |
| INSURANCE - DIRECTORS/OFFICERS | 49,190 | 55,480 | -6,290 | -12.8% |
| INSURANCE - FIDELITY | 4,320 | 4,840 | -520 | -12.0% |
| INSURANCE - LIABILITY | 112,904 | 113,360 | -456 | -0.4% |
| INSURANCE - PAID CLAIMS | 3,000 | 3,000 | 0 | 0.0% |
| INSURANCE - PROPERTY | 242,454 | 217,850 | 24,604 | 10.1% |
| INSURANCE - EVENT | 3,478 | 2,810 | 868 | 25.0% |
| INSURANCE - TRAVEL | 750 | 750 | 0 | 0.0% |
| INSURANCE | \$484,082 | \$445,940 | \$18,142 | 3.9% |
| TELECOMMUNICATIONS | | | | |
| COMMUNICATION SERVICES | \$50,828 | \$45,695 | \$5,133 | 10.1% |
| LONG DISTANCE SERVICES | 5,700 | 5,700 | 0 | 0.0% |
| SUPPLIES - TELECOMMUNICATIONS | 8,360 | 7,600 | 760 | 9.1% |
| TELECOMMUNICATIONS | \$64,888 | \$56,995 | \$5,893 | 9.1% |
| SALES & MARKETING | | | | |
| CLIENT PROMOTION & ENTERTAINMENT | \$29,850 | \$53,250 | -\$23,400 | -78.4% |
| MARKETING & PROMOTION MATERIALS | 17,300 | 18,600 | -1,300 | -7.5% |
| TRAVEL-OUT OF TOWN-SALES | 36,039 | 46,672 | -10,633 | -29.5% |
| MARKETING CONTRACT PAYMENT | 1,931,000 | 1,931,000 | 0 | 0.0% |
| TOTAL SALES & MARKETING | \$2,014,189 | \$2,049,522 | -\$35,333 | -1.8% |
| SUPPLIES | | | | |
| SUPPLIES - INFORMATION SYSTEMS | \$3,800 | \$3,800 | \$0 | 0.0% |
| SUPPLIES - ERGONOMICS | 1,500 | 1,500 | 0 | 0.0% |
| SUPPLIES - EVENT SERVICES | 5,850 | 6,250 | -400 | -6.8% |
| SUPPLIES - HOUSEKEEPING | 239,328 | 265,946 | -26,618 | -11.1% |
| SUPPLIES - LANDSCAPING | 37,860 | 103,560 | -65,700 | -173.5% |
| SUPPLIES - MEDICAL | 800 | 850 | -50 | -6.3% |
| SUPPLIES - OFFICE | 24,327 | 25,965 | -1,638 | -6.7% |
| SUPPLIES - SECURITY | 2,930 | 2,930 | 0 | 0.0% |
| SUPPLIES - WARDROBE | 12,000 | 16,800 | -4,800 | -40.0% |
| SUPPLIES | \$328,395 | \$427,601 | -\$99,206 | -30.2% |
| TOTAL SUPPLIES & SERVICES | \$10,355,660 | \$11,221,853 | -\$866,193 | -8.4% |
| TOTAL OPERATING EXPENSES | \$30,332,460 | \$32,151,274 | -\$1,818,814 | -6.0% |
| NET OPERATING REVENUE / (EXPENSES) | \$2,633,470 | \$2,335,123 | -\$298,347 | -11.3% |
| NON-OPERATING EXPENSES | | | | |
| DEPRECIATION EXPENSE | \$1,617,143 | \$1,669,387 | -\$52,244 | -3.2% |
| TOTAL NON-OPERATING EXPENSES | \$1,617,143 | \$1,669,387 | -\$52,244 | -3.2% |
| TOTAL EXPENSES | \$31,949,603 | \$33,820,661 | -\$1,871,058 | -5.9% |
| NET REVENUE/(EXPENSES) | \$1,016,327 | \$665,736 | -\$350,591 | -34.5% |

EXECUTIVE DEPARTMENT

Executive Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 01 - Executive Division

Mar 24, 2015 2:40 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------------|-----------------------------------|------------------|------------------------------|---------------------|
| REVENUES | | | | |
| TOTAL REVENUES | | 0 | 0 | 0.0% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 629,848 | 648,134 | 2.9% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 19,169 | 19,326 | 0.8% |
| 5050 | Regular Wages - P/T | 13,488 | 17,388 | 28.9% |
| 5057 | Overtime Wages - P/T | 0 | 0 | 0.0% |
| TOTAL SALARIES & WAGES | | 662,505 | 684,848 | 3.4% |
| 5100 | Social Security Tax | 29,572 | 30,650 | 3.6% |
| 5120 | Health Insurance | 32,759 | 33,759 | 3.1% |
| 5130 | Worker's Compensation Insurance | 10,054 | 12,244 | 21.8% |
| 5140 | Life Insurance | 1,623 | 1,669 | 2.8% |
| 5150 | Long-Term Disability Insurance | 1,687 | 1,735 | 2.8% |
| 5160 | Retirement Plans | 64,902 | 66,748 | 2.8% |
| TOTAL FRINGE BENEFITS | | 140,597 | 146,803 | 4.4% |
| TOTAL PERSONNEL EXPENSES | | 803,102 | 831,651 | 3.8% |
| SUPPLIES & SERVICES | | | | |
| 6050 | Board Of Directors | 2,500 | 2,500 | 0.0% |
| 6140 | FF&E \$5,000 & Under | 650 | 650 | 0.0% |
| 6150 | Meetings - Business | 5,000 | 10,000 | 100.0% |
| 6160 | Memberships | 8,083 | 18,257 | 125.9% |
| 6510 | R/M Other Equipment | 0 | 0 | 0.0% |
| 6700 | Audit Services | 25,000 | 20,000 | -20.0% |
| 6740 | Legal Services | 150,000 | 150,000 | 0.0% |
| 6750 | Other Professional Services | 150,000 | 150,000 | 0.0% |
| 6800 | Automotive - Allowance/Leases | 14,815 | 12,588 | -15.0% |
| 6810 | Automotive - Gas | 3,500 | 3,500 | 0.0% |
| 6830 | Automotive - Operating | 2,500 | 1,000 | -60.0% |
| 6840 | Travel - Local Mileage & Parking | 600 | 600 | 0.0% |
| 6850 | Travel - Out Of Town - Board | 0 | 0 | 0.0% |
| 6860 | Travel - Out Of Town - Staff | 0 | 13,078 | 100.0% |
| 7100 | Communication Services | 3,500 | 3,500 | 0.0% |
| 7220 | Client Promotions & Entertainment | 0 | 20,000 | 100.0% |
| 7270 | Travel - Out Of Town - Sales | 3,280 | 9,943 | 203.1% |
| 7370 | Supplies - Office | 1,250 | 1,210 | -3.2% |
| TOTAL SUPPLIES & SERVICES | | 370,878 | 416,826 | 12.4% |
| TOTAL EXPENDITURES | | \$1,173,780 | \$1,248,477 | 6.4% |
| NET REVENUES/EXPENSES | | -\$1,173,780 | -\$1,248,477 | 6.4% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 01 - Executive Division

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|----------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| President & CEO | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Executive VP & COO | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Exec. Office Mgr/Board Adm | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 3 | 3 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2016 Budgeted Part Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|------------------------|-----------|---------------------------------|---------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Business Services | Non-Event | 936.00 | 936.00 | 78.00 | 78.00 | 78.00 | 78.00 | 78.00 | 78.00 | 78.00 | 78.00 | 78.00 | 78.00 | 78.00 | 78.00 |
| Business Services - OT | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 936.00 | 936.00 | 78.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 01 - Executive Division

Mar 24, 2015 2:40 PM

| <u>Account/Description</u> | <u>Amount</u> |
|--|--|
| 6050 Board Of Directors Support for Board/Committee meetings; supplies; photography. | 2,500 |
| Subtotal | <u>2,500</u> |
| 6140 FF&E \$5,000 & Under Boardroom Equipment | 650 |
| Subtotal | <u>650</u> |
| 6150 Meetings - Business Business receptions; client and business promotion; community networking and corporate industry activities; in-town conference registrations | 10,000 |
| Subtotal | <u>10,000</u> |
| 6160 Memberships IAVM - International Association of Venue Managers (SDCCC Group Membership) - July AIPC - January San Diego Port Tenants Association - January Rotary (Quarterly) PCMA - October PCMA - October Executive Women International - Dec Downtown Partnership Chamber of Commerce Business Leadership Alliance -Feb | 3,000 2,500 2,095 1,902 485 485 340 1,200 5,250 1,000 |
| Subtotal | <u>18,257</u> |
| 6700 Audit Services Audit of Sales & Marketing Contract (per City Council) | 20,000 |
| Subtotal | <u>20,000</u> |
| 6740 Legal Services | 150,000 |
| Subtotal | <u>150,000</u> |
| 6750 Other Professional Services Consulting studies or projects as may be determined related to operational, organizational, research/data analysis, or other potential business issues or opportunities. | 150,000 |
| Subtotal | <u>150,000</u> |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 01 - Executive Division

Mar 24, 2015 2:40 PM

| <u>Account/Description</u> | <u>Amount</u> |
|---|---------------|
| 6800 Automotive - Allowance/Leases | |
| Carol Wallace (\$699 per month) | 8,388 |
| Tom Mazzocco (\$350 per month) | 4,200 |
| Subtotal | 12,588 |
| 6810 Automotive - Gas | |
| Automotive gas | 3,500 |
| Subtotal | 3,500 |
| 6830 Automotive - Operating | |
| Repair and maintenance for staff vehicle and reimbursement of repair/maintenance costs for staff's vehicle expenses reimbursed by Corporation | 1,000 |
| Subtotal | 1,000 |
| 6840 Travel - Local Mileage & Parking | |
| Parking at offsite meetings | 600 |
| Subtotal | 600 |
| 6850 Travel - Out Of Town - Board | |
| | 0 |
| Subtotal | 0 |
| 6860 Travel - Out Of Town - Staff | |
| AIPC (July) | 3,128 |
| IAVM (Aug) | 1,868 |
| IAVM (Aug) | 3,039 |
| ICCC (October) | 2,043 |
| USTTAB (TBD-Summer FY16) | 1,500 |
| USTTAB (TBD-Fall FY16) | 1,500 |
| USIU (July) | 0 |
| USIU (November) | 0 |
| Subtotal | 13,078 |
| 7100 Communication Services | |
| | 3,500 |
| Subtotal | 3,500 |
| 7220 Client Promotions & Entertainment | |
| | 20,000 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 01 - Executive Division

Mar 24, 2015 2:40 PM

| <u>Account/Description</u> | <u>Amount</u> |
|--|------------------------|
| | <i>Subtotal</i> |
| | <u>20,000</u> |
| 7270 Travel - Out Of Town - Sales | |
| Chicago Sales Mtg. (Apr) | 1,044 |
| Holiday Showcase (Dec) | 945 |
| Holiday Showcase (Dec) | 945 |
| MLB Fanfest (July) | 1,154 |
| PCMA (Jan) | 2,753 |
| PCMA Foundation Dinner (Apr) | 1,551 |
| PCMA Foundation Dinner (Apr) | 1,551 |
| | <i>Subtotal</i> |
| | <u>9,943</u> |
| 7370 Supplies - Office | |
| | 1,210 |
| | <i>Subtotal</i> |
| | <u>1,210</u> |

City Funding & Allocations Division

San Diego Convention Center
 Summary of Revenues & Expenditures
 FY2016 Budget - Board Approved 03/18/15
 Division 97 - City Funding & Allocations

Mar 24, 2015 2:45 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|---------------------------------------|--------------------------------------|--------------------|------------------------------|---------------------|
| <u>REVENUES</u> | | | | |
| 4990 | City of San Diego | 3,405,000 | 3,405,000 | 0.0% |
| | TOTAL REVENUES | 3,405,000 | 3,405,000 | 0.0% |
| <u>PERSONNEL</u> | | | | |
| | TOTAL SALARIES & WAGES | 0 | 0 | 0.0% |
| | TOTAL FRINGE BENEFITS | 0 | 0 | 0.0% |
| | TOTAL PERSONNEL EXPENSES | 0 | 0 | 0.0% |
| <u>SUPPLIES & SERVICES</u> | | | | |
| 7960 | Marketing Contract Payment | 1,931,000 | 0 | -100.0% |
| | TOTAL SUPPLIES & SERVICES | 1,931,000 | 0 | -100.0% |
| | TOTAL EXPENDITURES | \$1,931,000 | \$0 | -100.0% |
| <u>EXTRAORDINARY ITEM</u> | | | | |
| 7985 | Forgiveness of Debt | 0 | 0 | 0.0% |
| | TOTAL EXTRAORDINARY ITEM | 0 | 0 | 0.0% |
| | NET REVENUES/EXPENSES | \$1,474,000 | \$3,405,000 | 131.0% |

Adjustments Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 96 - Adjustments

Mar 24, 2015 2:45 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|---------------------------------------|--------------------------------------|-------------------|------------------------------|---------------------|
| <u>REVENUES</u> | | | | |
| | TOTAL REVENUES | 0 | 0 | 0.0% |
| <u>PERSONNEL</u> | | | | |
| 5000 | Salaries & Wages - F/T | -282,631 | -318,000 | 12.5% |
| 5030 | Vacation Accrual | 55,000 | 26,000 | -52.7% |
| 5031 | Vacation Expense | -8,599 | -9,474 | 10.2% |
| 5050 | Regular Wages - P/T | -14,288 | 0 | -100.0% |
| 5057 | Overtime Wages - P/T | -1,624 | 0 | -100.0% |
| | TOTAL SALARIES & WAGES | -252,142 | -301,474 | 19.6% |
| 5100 | Social Security Tax | -23,496 | -25,052 | 6.8% |
| 5110 | Unemployment Insurance | 0 | 0 | 0.0% |
| 5120 | Health Insurance | -71,797 | -78,518 | 9.4% |
| 5130 | Worker's Compensation Insurance | -4,662 | -5,854 | 25.6% |
| 5131 | Worker's Comp. Ins. - Claim Costs | 200,000 | 200,000 | 0.0% |
| 5140 | Life Insurance | -729 | -820 | 12.5% |
| 5150 | Long-Term Disability Insurance | -762 | -856 | 12.3% |
| 5160 | Retirement Plans | -236,919 | -62,747 | -73.5% |
| | TOTAL FRINGE BENEFITS | -138,365 | 26,153 | -118.9% |
| | TOTAL PERSONNEL EXPENSES | -390,507 | -275,321 | -29.5% |
| <u>SUPPLIES & SERVICES</u> | | | | |
| | TOTAL SUPPLIES & SERVICES | 0 | 0 | 0.0% |
| | TOTAL EXPENDITURES | -\$390,507 | -\$275,321 | -29.5% |
| | NET REVENUES/EXPENSES | \$390,507 | \$275,321 | -29.5% |

OPERATIONS DEPARTMENTS

Operations Admin/PSAV Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 10 - Operations Administration

Mar 24, 2015 2:41 PM

| Acct | Description | FY2016 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|---------------------------------------|-----------------------------------|--------------------|------------------------|------------------|
| <u>REVENUES</u> | | | | |
| 4105 | Commissions - F&B Specialty Cont. | 286,152 | 304,818 | 6.5% |
| 4310 | Commissions - Business Center | 125,000 | 125,000 | 0.0% |
| 4372 | Facility Improvement Fee | 100,000 | 0 | -100.0% |
| 4392 | Truck Marshalling | 138,728 | 140,157 | 1.0% |
| 4700 | Commissions - Audio Visual | 1,033,200 | 1,118,630 | 8.3% |
| TOTAL REVENUES | | 1,683,080 | 1,688,605 | 0.3% |
| <u>PERSONNEL</u> | | | | |
| TOTAL SALARIES & WAGES | | 0 | 0 | 0.0% |
| TOTAL FRINGE BENEFITS | | 0 | 0 | 0.0% |
| TOTAL PERSONNEL EXPENSES | | 0 | 0 | 0.0% |
| <u>SUPPLIES & SERVICES</u> | | | | |
| 6260 | Regulatory Fees | 100 | 100 | 0.0% |
| 6280 | Special Event Expenses | 19,650 | 0 | -100.0% |
| 6300 | Storage/Recovery Offsite | 61,043 | 62,841 | 2.9% |
| 6318 | Truck Marshalling | 125,728 | 128,324 | 2.9% |
| 6510 | R/M Other Equipment | 0 | 0 | 0.0% |
| TOTAL SUPPLIES & SERVICES | | 206,521 | 192,265 | -6.9% |
| TOTAL EXPENDITURES | | \$206,521 | \$192,265 | -6.9% |
| NET REVENUES/EXPENSES | | \$1,476,559 | \$1,496,340 | 1.3% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 10 - Operations Administration

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2016 Budgeted Positions | FY2016 Approved Budget Positions | FY2016 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|
| Total | 0 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2016 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|------|---------------------------------|---------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 10 - Operations Administration

Mar 24, 2015 2:41 PM

| Account/Description | Amount |
|--|--|
| 6260 Regulatory Fees <div style="text-align: right;"><i>Subtotal</i></div> | <div style="text-align: right;">100</div> <div style="text-align: right;"><u>100</u> </div> |
| 6300 Storage/Recovery Offsite Warehouse storage. <div style="text-align: right;"><i>Subtotal</i></div> | <div style="text-align: right;">62,841</div> <div style="text-align: right;"><u>62,841</u> </div> |
| 6318 Truck Marshalling Use of the Marshalling Yard by Service Contractors (FDC, GES, Champion, Blaine, etc.). <div style="text-align: right;"><i>Subtotal</i></div> | <div style="text-align: right;">129,324</div> <div style="text-align: right;"><u>129,324</u> </div> |

Event Management Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 25 - Event Management

Mar 24, 2015 2:43 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------------|-----------------------------------|---------------------|------------------------|------------------|
| REVENUES | | | | |
| 4355 | MI/MO Allowance | 43,500 | 72,000 | 65.5% |
| 4710 | Commissions - Rigging | 85,425 | 111,050 | 30.0% |
| TOTAL REVENUES | | 128,925 | 183,050 | 42.0% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 976,740 | 1,023,073 | 4.7% |
| 5010 | Overtime Wages - F/T | 0 | 0 | 0.0% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 29,725 | 30,504 | 2.6% |
| 5050 | Regular Wages - P/T | 14,940 | 15,763 | 5.5% |
| 5057 | Overtime Wages - P/T | 0 | 0 | 0.0% |
| TOTAL SALARIES & WAGES | | 1,021,405 | 1,069,340 | 4.7% |
| 5100 | Social Security Tax | 76,812 | 80,335 | 4.6% |
| 5110 | Unemployment Insurance | 0 | 0 | 0.0% |
| 5120 | Health Insurance | 71,917 | 78,946 | 9.8% |
| 5130 | Worker's Compensation Insurance | 15,548 | 19,155 | 23.2% |
| 5140 | Life Insurance | 2,516 | 2,634 | 4.7% |
| 5150 | Long-Term Disability Insurance | 2,617 | 2,739 | 4.7% |
| 5160 | Retirement Plans | 100,959 | 105,566 | 4.6% |
| TOTAL FRINGE BENEFITS | | 270,369 | 289,375 | 7.0% |
| TOTAL PERSONNEL EXPENSES | | 1,291,774 | 1,358,715 | 5.2% |
| SUPPLIES & SERVICES | | | | |
| 6140 | FF&E \$5,000 & Under | 300 | 200 | -33.3% |
| 6150 | Meetings - Business | 500 | 500 | 0.0% |
| 6160 | Memberships | 485 | 495 | 2.1% |
| 6190 | Parking Validations | 0 | 0 | 0.0% |
| 6750 | Other Professional Services | 300 | 350 | 16.7% |
| 6840 | Travel - Local Mileage & Parking | 100 | 50 | -50.0% |
| 6860 | Travel - Out Of Town - Staff | 0 | 0 | 0.0% |
| 7220 | Client Promotions & Entertainment | 500 | 500 | 0.0% |
| 7270 | Travel - Out Of Town - Sales | 3,575 | 1,425 | -60.1% |
| 7370 | Supplies - Office | 1,100 | 1,300 | 18.2% |
| TOTAL SUPPLIES & SERVICES | | 6,860 | 4,820 | -29.7% |
| TOTAL EXPENDITURES | | \$1,298,634 | \$1,363,535 | 5.0% |
| NET REVENUES/EXPENSES | | -\$1,169,709 | -\$1,180,485 | 0.9% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 25 - Event Management

Mar 24, 2015 2:43 PM

Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|----------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Director of Event Services | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Senior Event Manager | 4 | 4 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Event Manager | 4 | 4 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Event Coordinator | 2 | 2 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Adm. Assistant | 1 | 1 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| CAD Specialist | 1 | 1 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Department Assistant | 2 | 2 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receptionist | 1 | 1 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 16 | 16 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|-------------------|---------------------------------|---------------------------------|---------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|--------------|---------------|
| Business Services | Non-Event | 221.00 | 272.00 | 56.00 | 18.00 | 8.00 | 8.00 | 32.00 | 32.00 | 32.00 | 8.00 | 8.00 | 8.00 | 8.00 | 56.00 |
| Receptionist | Non-Event | 816.00 | 808.00 | 64.00 | 80.00 | 64.00 | 72.00 | 64.00 | 80.00 | 64.00 | 64.00 | 64.00 | 64.00 | 64.00 | 64.00 |
| Receptionist - OT | Event / Non Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 1,037.00 | 1,080.00 | 120.00 | 96.00 | 72.00 | 80.00 | 96.00 | 112.00 | 96.00 | 72.00 | 72.00 | 72.00 | 72.00 | 120.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 25 - Event Management

Mar 24, 2015 2:43 PM

| Account/Description | Amount |
|---|---------------------|
| 6140 FF&E \$5,000 & Under | |
| | 200 |
| Subtotal | <u>200</u> |
| 6150 Meetings - Business | |
| Sending to local Industry educational meetings ie: SDMPI Educational Day, PCMA Disney Institute Seminar (once a year) | |
| Other educational/networking local industry events to enhance partnerships and product knowledge | 500 |
| Subtotal | <u>500</u> |
| 6160 Memberships | |
| PCMA | 495 |
| Subtotal | <u>495</u> |
| 6750 Other Professional Services | |
| SDPD Traffic Controlers (ESRI), between 8-10 hours only, Harbor Dr @ 5th (part of agreement) | 350 |
| Subtotal | <u>350</u> |
| 6840 Travel - Local Mileage - Parking | |
| Projected Expenditures for client meetings and Event Management's site inspections - ESRI trips etc. | 50 |
| Subtotal | <u>50</u> |
| 7220 Client Promotions & Entertainment | |
| Director, SEM & EM's to take clients on rare occasions when a CSM or Sales Mgr is not able to host client to a meal. | 500 |
| Subtotal | <u>500</u> |
| 7270 Travel - Out Of Town - Sales | |
| 1) Adobe Max 2015 (new corporate event full facility event) Los Angeles Conv Ctr Oct 2-6 2015 | 735 |
| 2) INTEL ISMC (new corporate event) Anaheim Convention Ctr. Jan 30 - Feb 3 2016 | 690 |
| Subtotal | <u>1,425</u> |
| 7370 Supplies - Office | |
| | 1,300 |
| Subtotal | <u>1,300</u> |

Convention Staffing Services Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 25.2 - Convention Staffing Services

Mar 24, 2015 2:43 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|---------------------------------------|--------------------------------------|------------------|------------------------|------------------|
| <u>REVENUES</u> | | | | |
| 4385 | Registration Services | 838,402 | 641,761 | -23.5% |
| | TOTAL REVENUES | 838,402 | 641,761 | -23.5% |
| <u>PERSONNEL</u> | | | | |
| 5000 | Salaries & Wages - F/T | 103,705 | 106,817 | 3.0% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 3,166 | 3,185 | 0.9% |
| 5050 | Regular Wages - P/T | 507,372 | 472,761 | -6.8% |
| 5057 | Overtime Wages - P/T | 57,777 | 71,628 | 24.0% |
| | TOTAL SALARIES & WAGES | 672,010 | 654,389 | -2.6% |
| 5100 | Social Security Tax | 50,740 | 49,373 | -2.7% |
| 5110 | Unemployment Insurance | 12,000 | 12,500 | 4.2% |
| 5120 | Health Insurance | 22,330 | 22,968 | 2.9% |
| 5130 | Worker's Compensation Insurance | 10,199 | 11,699 | 14.7% |
| 5140 | Life Insurance | 267 | 275 | 3.0% |
| 5150 | Long-Term Disability Insurance | 278 | 286 | 2.9% |
| 5160 | Retirement Plans | 10,686 | 12,900 | 20.7% |
| | TOTAL FRINGE BENEFITS | 106,500 | 110,001 | 3.3% |
| | TOTAL PERSONNEL EXPENSES | 778,510 | 764,390 | -1.8% |
| <u>SUPPLIES & SERVICES</u> | | | | |
| | TOTAL SUPPLIES & SERVICES | 0 | 0 | 0.0% |
| | TOTAL EXPENDITURES | \$778,510 | \$764,390 | -1.8% |
| | NET REVENUES/EXPENSES | \$59,892 | -\$122,629 | -304.8% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 26.2 - Convention Staffing Services

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|----------------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Convention Staffing Svcs Manager | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Convention Svcs Staffing Coord. | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 2 | 2 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------------------|----------------------|---------------------------------|---------------------------------|------------------|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|-----------------|
| Convention Staffing Svcs Rep | Event | 31,497.00 | 28,165.00 | 7,965.00 | 520.00 | 2,443.00 | 4,330.00 | 2,649.00 | 1,676.00 | 1,050.00 | 789.00 | 2,399.00 | 3,121.00 | 100.00 | 1,453.00 |
| Convention Staffing Svcs Rep-OT | Event | 2,233.00 | 2,945.00 | 1,023.00 | 20.00 | 217.00 | 472.00 | 216.00 | 109.00 | 45.00 | 30.00 | 190.00 | 525.00 | 2.00 | 96.00 |
| Convention Staffing Svcs Rep-DT | Event | 11.00 | 11.00 | 5.00 | 0.00 | 0.00 | 6.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Lead Conv Staffing Svcs Rep | Event | 2,278.00 | 1,860.00 | 457.00 | 0.00 | 415.00 | 212.00 | 127.00 | 36.00 | 0.00 | 0.00 | 80.00 | 308.00 | 0.00 | 24.00 |
| Lead Conv Staffing Svcs Rep-OT | Event | 377.00 | 227.00 | 84.00 | 0.00 | 22.00 | 46.00 | 17.00 | 10.00 | 0.00 | 0.00 | 4.00 | 42.00 | 0.00 | 2.00 |
| Lead Conv Staffing Svcs Rep-DT | Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Convention Staffing Svcs Rep | Event (Offsite/CW) | 1,104.00 | 1,263.00 | 0.00 | 140.00 | 140.00 | 145.00 | 140.00 | 0.00 | 140.00 | 140.00 | 0.00 | 140.00 | 140.00 | 139.00 |
| Convention Staffing Svcs Rep-OT | Event (Offsite/CW) | 72.00 | 69.00 | 0.00 | 8.00 | 8.00 | 10.00 | 8.00 | 0.00 | 8.00 | 8.00 | 0.00 | 2.00 | 8.00 | 9.00 |
| Convention Staffing Svcs Rep-DT | Event (Offsite/CW) | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Lead Conv Staffing Svcs Rep | Event (Offsite/CW) | 44.00 | 88.00 | 0.00 | 24.00 | 24.00 | 8.00 | 0.00 | 0.00 | 16.00 | 0.00 | 0.00 | 0.00 | 16.00 | 0.00 |
| Lead Conv Staffing Svcs Rep-OT | Event (Offsite/CW) | 8.00 | 8.00 | 0.00 | 2.00 | 2.00 | 0.00 | 0.00 | 0.00 | 2.00 | 0.00 | 0.00 | 0.00 | 2.00 | 0.00 |
| Lead Conv Staffing Svcs Rep-DT | Event (Offsite/CW) | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Convention Staffing Svcs Rep | Non-Event | 86.00 | 88.00 | 8.00 | 0.00 | 10.00 | 0.00 | 10.00 | 36.00 | 0.00 | 10.00 | 0.00 | 10.00 | 0.00 | 10.00 |
| Lead Conv Staffing Svcs Rep | Non-Event | 8.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Convention Staffing Svcs Rep | Non-Event (Training) | 765.00 | 768.00 | 580.00 | 24.00 | 0.00 | 24.00 | 24.00 | 0.00 | 40.00 | 24.00 | 0.00 | 24.00 | 24.00 | 24.00 |
| Total | | 38,427.00 | 35,592.00 | 10,102.00 | 738.00 | 3,281.00 | 5,253.00 | 3,191.00 | 1,861.00 | 1,301.00 | 1,001.00 | 2,643.00 | 4,173.00 | 292.00 | 1,756.00 |

Food & Beverage/Centerplate Division

San Diego Convention Center
 Summary of Revenues & Expenditures
 FY2016 Budget - Board Approved 03/18/15
 Division 13 - Food and Beverage

Mar 24, 2015 2:42 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------------|--------------------------------------|--------------------|------------------------------|---------------------|
| REVENUES | | | | |
| 4100 | Commissions - Food & Beverage | 7,568,889 | 7,209,234 | -4.7% |
| 4104 | Commissions - Tides Concessions | 15,606 | 20,466 | 31.1% |
| 4106 | Commissions - Booth Catering | 286,272 | 355,482 | 24.2% |
| 4107 | Commissions - F&B Starbucks | 351,243 | 374,733 | 6.7% |
| 4150 | Food & Beverage Premium | 312,502 | 687,500 | 120.0% |
| 4155 | Food & Beverage Capital Contribution | 0 | 0 | 0.0% |
| TOTAL REVENUES | | 8,532,292 | 8,647,415 | 1.3% |
| PERSONNEL | | | | |
| TOTAL SALARIES & WAGES | | 0 | 0 | 0.0% |
| TOTAL FRINGE BENEFITS | | 0 | 0 | 0.0% |
| TOTAL PERSONNEL EXPENSES | | 0 | 0 | 0.0% |
| SUPPLIES & SERVICES | | | | |
| 6420 | Pest Control | 2,068 | 2,068 | 0.0% |
| TOTAL SUPPLIES & SERVICES | | 2,068 | 2,068 | 0.0% |
| TOTAL EXPENDITURES | | \$2,068 | \$2,068 | 0.0% |
| NET REVENUES/EXPENSES | | \$8,530,224 | \$8,645,347 | 1.3% |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 13 - Food and Beverage

Mar 24, 2015 2:42 PM

| Account/Description | Amount |
|--------------------------------------|---------------------|
| 6420 Pest Control | |
| Billed to Corporation by Centerplate | 2,068 |
| <i>Subtotal</i> | <u>2,068</u> |

Telecommunications/SmartCity Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 24 - Telecommunications

Mar 24, 2015 2:43 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|---------------------------------------|----------------------------------|--------------------|------------------------|------------------|
| <u>REVENUES</u> | | | | |
| 4600 | Cell Site Revenue | 679,505 | 708,613 | 4.3% |
| 4605 | Commissions - Telecommunications | 1,861,685 | 2,916,533 | 56.7% |
| 4876 | Telecomm - Capital Contribution | 15,980 | 43,586 | 172.8% |
| 4877 | Telecomm - FF&E Contribution | 35,291 | 21,032 | -40.4% |
| TOTAL REVENUES | | 2,592,461 | 3,689,764 | 42.3% |
| <u>PERSONNEL</u> | | | | |
| TOTAL SALARIES & WAGES | | 0 | 0 | 0.0% |
| TOTAL FRINGE BENEFITS | | 0 | 0 | 0.0% |
| TOTAL PERSONNEL EXPENSES | | 0 | 0 | 0.0% |
| <u>SUPPLIES & SERVICES</u> | | | | |
| 6120 | Equipment Rental | 2,500 | 2,660 | 6.4% |
| 6140 | FF&E \$5,000 & Under | 15,495 | 1,600 | -89.7% |
| 7100 | Communication Services | 30,288 | 24,000 | -20.8% |
| 7120 | Long Distance Services | 5,700 | 5,700 | 0.0% |
| 7150 | Supplies - Telecommunications | 8,360 | 7,600 | -9.1% |
| TOTAL SUPPLIES & SERVICES | | 62,343 | 41,560 | -33.3% |
| TOTAL EXPENDITURES | | \$62,343 | \$41,560 | -33.3% |
| NET REVENUES/EXPENSES | | \$2,530,118 | \$3,648,204 | 44.2% |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 24 - Telecommunications

Mar 24, 2015 2:43 PM

| Account/Description | Amount |
|--|----------------------|
| 6120 Equipment Rental Rental radios for Comic Con | 2,660 |
| Subtotal | <u>2,660</u> |
| 6140 FF&E \$5,000 & Under Motorola Radios for Engineering | 1,600 |
| Subtotal | <u>1,600</u> |
| 7100 Communication Services Verizon Plan | 24,000 |
| Subtotal | <u>24,000</u> |
| 7120 Long Distance Services Monthly local/long distance charges for Center | 5,700 |
| Subtotal | <u>5,700</u> |
| 7150 Supplies - Telecommunications House phones | 600 |
| Radio repair expense | 4,000 |
| Various radio parts-batteries, umbilicals, chargers etc | 3,000 |
| Subtotal | <u>7,600</u> |

FAL Lot Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 95 - FAL Lot

Mar 24, 2015 3:37 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------------|--------------------------------------|------------------|------------------------------|---------------------|
| REVENUES | | | | |
| 4000 | Rentals - Convention & Trade Shows | 0 | 0 | 0.0% |
| 4005 | Rentals - Corporate/Incentive Events | 0 | 0 | 0.0% |
| 4010 | Rentals - Consumer Shows | 37,200 | 26,040 | -30.0% |
| 4020 | Rentals - Meetings & Seminars | 3,720 | 2,000 | -46.2% |
| 4030 | Rentals - Community Events | 19,940 | 17,600 | -11.7% |
| 4930 | Rental Credit - CE | 0 | 0 | 0.0% |
| 4350 | Cleaning Services | 5,075 | 8,700 | 71.4% |
| 4370 | Equipment Rental | 0 | 0 | 0.0% |
| 4390 | Trash Pulls | 0 | 0 | 0.0% |
| 4750 | Parking | 257,200 | 514,460 | 100.0% |
| 4950 | Rental Credit - Parking | -29,760 | -33,480 | 12.5% |
| 4800 | Cell Site Revenue | 0 | 72,000 | 100.0% |
| 4810 | Building Damage/Property Recovery | 0 | 0 | 0.0% |
| TOTAL REVENUES | | 293,375 | 607,320 | 107.0% |
| PERSONNEL | | | | |
| TOTAL SALARIES & WAGES | | 0 | 0 | 0.0% |
| TOTAL FRINGE BENEFITS | | 0 | 0 | 0.0% |
| TOTAL PERSONNEL EXPENSES | | 0 | 0 | 0.0% |
| SUPPLIES & SERVICES | | | | |
| 7980 | Ground Lease Rental Expense | 219,333 | 482,035 | 119.8% |
| 6600 | Utilities - Electrical | 4,000 | 10,250 | 156.3% |
| 6640 | Utilities - Water/Sewer | 5,900 | 9,000 | 52.5% |
| TOTAL SUPPLIES & SERVICES | | 229,233 | 501,285 | 118.7% |
| TOTAL EXPENDITURES | | \$229,233 | \$501,285 | 118.7% |
| NET REVENUES/EXPENSES | | \$64,142 | \$106,035 | 65.3% |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 95 - FAL Lot

Mar 24, 2015 3:37 PM

| Account/Description | Amount |
|--|---------------------------|
| 6600 Utilities - Electrical <div style="text-align: right;"><i>Subtotal</i></div> | 10,250 <u>10,250</u> |
| 6640 Utilities - Water/Sewer <div style="text-align: right;"><i>Subtotal</i></div> | 9,000 <u>9,000</u> |
| 7980 Ground Lease Rent 376,000 base + 106,035 rev share <div style="text-align: right;"><i>Subtotal</i></div> | 482,035 <u>482,035</u> |

Building Engineering Department

Building Engineering Admin Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 15 - Building Engineering Administration

Mar 24, 2015 2:42 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------|--------------------------------------|-------------------|------------------------|------------------|
| REVENUES | | | | |
| | TOTAL REVENUES | 0 | 0 | 0.0% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 246,784 | 253,822 | 2.9% |
| 5010 | Overtime Wages - F/T | 108 | 108 | 1.9% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 7,510 | 7,568 | 0.8% |
| | TOTAL SALARIES & WAGES | 254,400 | 261,498 | 2.8% |
| 5100 | Social Security Tax | 18,321 | 18,802 | 2.6% |
| 5120 | Health Insurance | 31,666 | 32,745 | 3.4% |
| 5130 | Worker's Compensation Insurance | 3,861 | 4,675 | 21.1% |
| 5140 | Life Insurance | 636 | 653 | 2.7% |
| 5150 | Long-Term Disability Insurance | 661 | 680 | 2.9% |
| 5160 | Retirement Plans | 25,440 | 26,150 | 2.8% |
| | TOTAL FRINGE BENEFITS | 80,585 | 83,705 | 3.9% |
| | TOTAL PERSONNEL EXPENSES | 334,985 | 345,203 | 3.1% |
| SUPPLIES & SERVICES | | | | |
| 6060 | Books & Periodicals | 310 | 310 | 0.0% |
| 6140 | FF&E \$5,000 & Under | 250 | 250 | 0.0% |
| 6150 | Meetings - Business | 80 | 0 | -100.0% |
| 6160 | Memberships | 85 | 539 | 534.1% |
| 6200 | Photography & Blueprints | 500 | 500 | 0.0% |
| 6240 | Printing - General | 700 | 450 | -35.7% |
| 6750 | Other Professional Services | 475 | 73,500 | 15373.7% |
| 6860 | Travel - Out Of Town - Staff | 0 | 2,321 | 100.0% |
| 7370 | Supplies - Office | 1,000 | 1,000 | 0.0% |
| | TOTAL SUPPLIES & SERVICES | 3,400 | 78,870 | 2219.7% |
| | TOTAL EXPENDITURES | \$338,385 | \$424,073 | 25.3% |
| | NET REVENUES/EXPENSES | -\$338,385 | -\$424,073 | 25.3% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/19/15

Division 15 - Building Engineering Administration

Mar 24, 2015 2:42 PM

Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|-------------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Building Superintendent | 1 | 1 | Exempl | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Asst. Building Superintendent | 1 | 1 | Exempl | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Adm. Assistant | 1 | 1 | 4.00 | 4.00 | 2.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 3 | 3 | 4.00 | 4.00 | 2.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budget Part Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|-----------|-------------------------------|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Business Services | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 15 - Building Engineering Administration

Mar 24, 2015 2:42 PM

| Account/Description | Amount |
|---|---------------|
| 6060 Books & Periodicals | |
| Building Operator and Technical books | 310 |
| Subtotal | 310 |
| 6140 FF&E \$5,000 & Under | |
| Misc. office equipment | 250 |
| Subtotal | 250 |
| 6150 Meetings - Business | |
| IFMA & SDBEA meetings | 0 |
| Subtotal | 0 |
| 6160 Memberships | |
| San Diego Building Engineers Assn. | 85 |
| IFMA Assn | 199 |
| Building Operator Cert. | 255 |
| Subtotal | 539 |
| 6200 Photography & Blueprints | |
| Facility modifications update - MEP | 500 |
| Subtotal | 500 |
| 6240 Printing - General | |
| Annual general printing and reproduction cost for Divisions 11, 14 & 15 | 450 |
| Expansion drawings | |
| Subtotal | 450 |
| 6750 Other Professional Services | |
| Annual Fire inspection (City) | 400 |
| LEED-EBOM Silver Re-certification | 73,100 |
| Subtotal | 73,500 |
| 6860 Travel - Out Of Town - Staff | |
| World energy conf in Orlando Florida (9/30 thru 10/2) | 2,321 |
| Subtotal | 2,321 |
| 7370 Supplies - Office | |
| | 1,000 |
| Subtotal | 1,000 |

Engineering Division

San Diego Convention Center
 Summary of Revenues & Expenditures
 FY2016 Budget - Board Approved 03/18/15
 Division 11 - Engineering

Mar 24, 2015 2:41 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------------|-----------------------------------|---------------|------------------------|------------------|
| REVENUES | | | | |
| 4330 | Labor Services | 180 | 360 | 100.0% |
| 4335 | HVAC Services | 25,900 | 28,000 | 12.0% |
| 4510 | Maintenance Services | 40,368 | 40,368 | 0.0% |
| 4810 | Building Damage/Property Recovery | 40,000 | 43,000 | 7.5% |
| TOTAL REVENUES | | 106,448 | 112,728 | 5.9% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 1,092,331 | 1,134,520 | 3.9% |
| 5010 | Overtime Wages - F/T | 14,122 | 14,880 | 5.4% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 33,247 | 33,827 | 1.7% |
| TOTAL SALARIES & WAGES | | 1,139,700 | 1,183,237 | 3.8% |
| 5100 | Social Security Tax | 83,510 | 86,705 | 3.8% |
| 5120 | Health Insurance | 157,362 | 163,065 | 3.6% |
| 5130 | Worker's Compensation Insurance | 17,304 | 21,163 | 22.3% |
| 5140 | Life Insurance | 2,863 | 2,973 | 3.8% |
| 5150 | Long-Term Disability Insurance | 2,972 | 3,086 | 3.8% |
| 5160 | Retirement Plans | 114,022 | 118,376 | 3.8% |
| TOTAL FRINGE BENEFITS | | 378,033 | 385,368 | 4.6% |
| TOTAL PERSONNEL EXPENSES | | 1,517,733 | 1,578,605 | 4.0% |
| SUPPLIES & SERVICES | | | | |
| 6140 | FF&E \$5,000 & Under | 0 | 0 | 0.0% |
| 6260 | Regulatory Fees | 3,222 | 3,270 | 1.5% |
| 6410 | R/M Dewatering | 76,042 | 76,010 | 0.0% |
| 6430 | R/M Building Automation System | 31,200 | 26,800 | -14.1% |
| 6450 | R/M Elevator/Escalator | 419,690 | 434,995 | 3.6% |
| 6460 | R/M Fire System | 306,451 | 236,708 | -22.8% |
| 6470 | R/M General Building | 597,157 | 408,502 | -31.6% |
| 6480 | R/M HVAC Equipment | 191,350 | 221,121 | 15.6% |
| 6490 | R/M Kitchen Equipment | 6,500 | 9,200 | 41.5% |
| 6520 | R/M Parking Area | 1,500 | 1,500 | 0.0% |
| 6550 | Small Tools, Parts, & Materials | 2,200 | 2,200 | 0.0% |
| 6620 | Utilities - Gas | 169,596 | 171,864 | 1.3% |
| 6640 | Utilities - Water/Sewer | 286,841 | 320,500 | 11.7% |
| TOTAL SUPPLIES & SERVICES | | 2,091,749 | 1,912,668 | -8.6% |
| TOTAL EXPENDITURES | | \$3,609,482 | \$3,491,273 | -3.3% |
| NET REVENUES/EXPENSES | | -\$3,503,034 | -\$3,378,545 | -3.6% |

San Diego Convention Center
 Personnel Expenses
 FY2016 Budget - Board Approved 03/18/15
 Division 11 - Engineering

Mar 24, 2015 2:41 PM

Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2015 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2015 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | |
|---------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|--------------|-------------|--------------|-------------|--------------|--------------|--------------|--------------|--------------|-------------|--------------|-------------|-------------|
| | | | | | | | | | | | | | | | | | |
| Painter | 3 | 3 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| HVAC Engineer | 7 | 7 | 180.00 | 196.00 | 48.00 | 0.00 | 16.00 | 0.00 | 24.00 | 24.00 | 32.00 | 20.00 | 16.00 | 0.00 | 16.00 | 0.00 | 0.00 |
| Carpenter | 3 | 3 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Plumber | 4 | 4 | 126.00 | 126.00 | 16.00 | 0.00 | 8.00 | 8.00 | 16.00 | 8.00 | 30.00 | 8.00 | 16.00 | 0.00 | 16.00 | 0.00 | 0.00 |
| Total | 17 | 17 | 306.00 | 322.00 | 64.00 | 0.00 | 24.00 | 8.00 | 40.00 | 32.00 | 62.00 | 28.00 | 32.00 | 0.00 | 32.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part Time Hours | FY2015 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|------|---------------------------------|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | | | | | | | | | | | | | | |
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 11 - Engineering

Mar 24, 2015 2:41 PM

| Account/Description | Amount |
|--|-----------------------|
| 6260 Regulatory Fees | |
| Emergency generator and Fire Pump Permits | 723 |
| State EPA ID number verification fee & Underground tank fuel tax | 2,292 |
| Hazardous Material / Health Permit | 255 |
| Subtotal | <u>3,270</u> |
| 6410 R/M Dewatering | |
| Mechanical & Pump repairs | 14,230 |
| Carbon tanks | 34,800 |
| Filters | 26,980 |
| Subtotal | <u>76,010</u> |
| 6430 R/M Building Automation System | |
| Maintenance, repairs, and replacement parts for Honeywell and Johnson Controls. | 26,800 |
| Subtotal | <u>26,800</u> |
| 6450 R/M Elevator/Escalator | |
| Contract service agreement | 340,178 |
| Out-of-scope maintenance and replacement parts for all Escalator's & Elevator's and standby labor. | 72,100 |
| State of California inspection charge | 14,075 |
| Comic Con Standby | 8,642 |
| Subtotal | <u>434,995</u> |
| 6460 R/M Fire System | |
| HMS monitoring of fire alarm system. | 420 |
| Fire inspection contract with Simplex Grinnell | 35,386 |
| Repair costs for materials and service calls for alarm system. | 28,540 |
| Fire sprinkler system repairs including pipe, valve, and sprinkler heads. | 12,360 |
| Damper replacement project (East Building) Phase 2 of 2 | 160,000 |
| Subtotal | <u>236,706</u> |
| 6470 R/M General Building | |
| Repair of building; materials required for minor building repairs and routine maintenance. | 64,520 |
| Glass / Mirror repair | 6,270 |
| Building damage repairs | 18,500 |
| Carpet repairs | 4,000 |
| Cast Iron pipe replacement west building | 4,650 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 11 - Engineering

Mar 24, 2015 2:41 PM

| Account/Description | Amount |
|---|-----------------------|
| Small projects - shelves, picture frames, and cabinets. | 1,700 |
| Paint and painting supplies / Sign supplies | 13,600 |
| Roof repairs | 4,500 |
| Replace gariffiti shield outside elevators and sidewalk windows | 4,000 |
| Underground storage tank services including DUSTO monthly inspections and leak tests. | 3,900 |
| Fire Marshal building repairs (replace doors & hardware) Phase 2 of 4 | 60,676 |
| Repairs to Sail, Terrace, and Front Drive Concrete | 18,000 |
| Sail inspection and repairs | 25,000 |
| Power clean kitchen hoods | 1,800 |
| Replace rusted gutters above lobby East Building (2) | 14,960 |
| Underground cast iron drain repairs | 45,000 |
| Modifications for past build-out permit upgrades | 47,076 |
| Replace carpet and add window at Guest Services | 4,500 |
| Strip and undercoat eyebrow awnings (front sidewalk D-H) | 23,350 |
| Replace roof flashing (West Building) | 22,500 |
| Replace counter tops in stands A-C | 20,000 |
| Subtotal | <u>408,502</u> |
| 6480 R/M HVAC Equipment | |
| Repair & Maintenance Central Plant equipment; air handlers, pumps, cooling towers, and boilers. | 54,600 |
| Repair & Maintenance for water treatment | 17,860 |
| Air-filter changes through-out the building. | 23,800 |
| Inspection, testing & chiller maintenance of Central Plant & Sail Chillers and Boilers (Trane). | 18,652 |
| Plant pump replacement rotation | 102,000 |
| Cooling tower shaft replacement labor | 4,209 |
| Subtotal | <u>221,121</u> |
| 6490 R/M Kitchen Equipment | |
| Repairs to kitchen equipment over \$500.00 | 9,200 |
| Subtotal | <u>9,200</u> |
| 6520 R/M Parking Area | |
| Supporting minor repairs to plumbing and fire sprinkler system. | 1,500 |
| Subtotal | <u>1,500</u> |
| 6550 Small Tools, Parts, & Materials | |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 11 - Engineering

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| Account/Description | Amount |
|--|-----------------------|
| Replacement or repair of small power tools and safety equipment saw blades, drills and core bits | 2,200 |
| Subtotal | <u>2,200</u> |
| 6620 Utilities - Gas | |
| Calculated on consumption of 210,000 Therms @ \$0.8184 averaged cost per therm | 171,864 |
| Subtotal | <u>171,864</u> |
| 6640 Utilities - Water/Sewer | |
| Calculated on consumption of 32,411 HCF @ \$9.888 | 320,500 |
| Subtotal | <u>320,500</u> |

Electrical Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 14 - Electrical

Mar 24, 2015 2:42 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------|--------------------------------------|--------------------|------------------------------|---------------------|
| REVENUES | | | | |
| 4330 | Labor Services | 32,540 | 30,130 | -7.4% |
| 4500 | Commissions - Utilities | 3,524,378 | 3,829,685 | 8.7% |
| 4520 | In-House Electrical | 62,185 | 59,599 | -4.2% |
| | TOTAL REVENUES | 3,619,103 | 3,919,414 | 8.3% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 640,361 | 659,056 | 2.9% |
| 5010 | Overtime Wages - F/T | 8,130 | 8,376 | 3.0% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 19,491 | 19,651 | 0.8% |
| | TOTAL SALARIES & WAGES | 667,982 | 687,083 | 2.9% |
| 5100 | Social Security Tax | 49,417 | 50,418 | 2.0% |
| 5120 | Health Insurance | 76,201 | 93,448 | 22.6% |
| 5130 | Worker's Compensation Insurance | 10,161 | 12,302 | 21.1% |
| 5140 | Life Insurance | 1,678 | 1,726 | 2.9% |
| 5150 | Long-Term Disability Insurance | 1,742 | 1,792 | 2.9% |
| 5160 | Retirement Plans | 66,954 | 68,813 | 2.8% |
| | TOTAL FRINGE BENEFITS | 206,153 | 228,499 | 10.8% |
| | TOTAL PERSONNEL EXPENSES | 874,135 | 915,582 | 4.7% |
| SUPPLIES & SERVICES | | | | |
| 6140 | FF&E \$5,000 & Under | 2,100 | 2,100 | 0.0% |
| 6400 | Equipment Fuel | 1,812 | 1,850 | 2.1% |
| 6410 | R/M Dewatering | 4,800 | 4,100 | -14.6% |
| 6470 | R/M General Building | 43,450 | 73,450 | 69.0% |
| 6500 | R/M Electrical | 58,432 | 39,852 | -31.8% |
| 6510 | R/M Other Equipment | 72,390 | 72,390 | 0.0% |
| 6530 | R/M Sound System | 50,292 | 23,392 | -53.5% |
| 6550 | Small Tools, Parts, & Materials | 1,950 | 1,950 | 0.0% |
| 6800 | Utilities - Electrical | 3,017,079 | 3,418,134 | 13.3% |
| 6830 | Automotive - Operating | 2,348 | 2,140 | -8.9% |
| | TOTAL SUPPLIES & SERVICES | 3,254,653 | 3,639,358 | 11.8% |
| | TOTAL EXPENDITURES | \$4,128,788 | \$4,554,940 | 10.3% |
| | NET REVENUES/EXPENSES | -\$509,685 | -\$635,526 | 24.7% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 14 - Electrical

Mar 24, 2015 2:42 PM

Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread) | | | | | | | | | | | |
|---------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|---|-------------|--------------|-------------|--------------|--------------|--------------|--------------|--------------|-------------|--------------|-------------|
| | | | | | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
| Electrician | 7 | 7 | 166.00 | 186.00 | 20.00 | 0.00 | 16.00 | 0.00 | 34.00 | 16.00 | 32.00 | 16.00 | 16.00 | 0.00 | 16.00 | 0.00 |
| Welder Mechanic | 3 | 3 | 8.00 | 8.00 | 4.00 | 0.00 | 0.00 | 0.00 | 0.00 | 4.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 10 | 10 | 174.00 | 174.00 | 24.00 | 0.00 | 16.00 | 0.00 | 34.00 | 20.00 | 32.00 | 16.00 | 16.00 | 0.00 | 16.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Fiscal Year 2016 Part-Time Hours (12 Month Spread) | | | | | | | | | | | | |
|---------------------|------|---------------------------------|---------------------------------|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | | | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | |
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 14 - Electrical

Mar 24, 2015 2:42 PM

| Account/Description | Amount |
|---|----------------------|
| 6140 FF&E \$5,000 & Under | |
| 1. Miscellaneous requirements | 2,100 |
| Subtotal | <u>2,100</u> |
| 6400 Equipment Fuel | |
| 1. Gasoline for trucks and diesel fuel for generators & fire pump. | 1,850 |
| Subtotal | <u>1,850</u> |
| 6410 R/M Dewatering | |
| 1. Electrical repair and maintenance of the P-2 dewatering pump motors & control stations. | 4,100 |
| Subtotal | <u>4,100</u> |
| 6470 R/M General Building | |
| 1. Welder / Mechanic R&M building repairs (roll-up doors, gates, airwalls, dock equipment). | 20,800 |
| 2. Repair of facility electrical systems, materials required to resolve expected routine electrical maint. repairs. | 22,650 |
| 3. East Building high voltage testing and maintenance | 30,000 |
| Subtotal | <u>73,450</u> |
| 6500 R/M Electrical | |
| 1. Repair of the facility lighting systems, materials (lamps, ballast, dimmer modules, etc.) required to resolve expected routine lighting maintenance & repairs. | 26,602 |
| 2. Mercury lamp recycling. | 9,650 |
| 3. Kanepi Lighting software maintenance and support | 3,600 |
| Subtotal | <u>39,852</u> |
| 6510 R/M Other Equipment | |
| 1. Misc. repairs and maintenance of building, rolling stock, and equipment. | 61,800 |
| 2. Annual Certification of personnel lifts, electric carts, forklifts. | 4,090 |
| 3. Repairs to staging, risers, chair carts, and related set up equipment. | 3,000 |
| 4. Hazardous Materials disposal and recycling. | 3,500 |
| Subtotal | <u>72,390</u> |
| 6530 R/M Sound System | |
| 1. Monthly service contract is quoted at \$1,266, minor parts and labor. | 15,192 |
| 2. Repair to receptacles, covers and devices damaged or defective not covered in the service contract. | 1,400 |
| 3. Amplifier and mixer repair/replacement | 6,800 |
| Subtotal | <u>23,392</u> |
| 6550 Small Tools, Parts, & Materials | |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 14 - Electrical

Mar 24, 2015 2:42 PM

| Account/Description | Amount |
|--|------------------|
| 1. Miscellaneous repair of small shop tools. | 625 |
| 2. Consumable material (drill bits, hole saws, etc) replacement. | 590 |
| 3. Replacement of cordless batteries, gloves, and safety items. | 735 |
| Subtotal | 1,950 |
| 6600 Utilities - Electrical | |
| 1. Based on 18,294,959 KWH @ \$0.186834 | 3,418,134 |
| Subtotal | 3,418,134 |
| 6830 Automotive - Operating | |
| 1. Registration Pickup and Stakebed trucks. | 1,740 |
| 2. Minor repairs, smog, & oil changes | 400 |
| Subtotal | 2,140 |

Facility Services Department

Facility Services Admin Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 16 - Facility Services Administration

Mar 24, 2015 2:42 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------------|---------------------------------|---------------|------------------------|------------------|
| REVENUES | | | | |
| TOTAL REVENUES | | 0 | 0 | 0.0% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 274,814 | 280,468 | 2.1% |
| 5010 | Overtime Wages - F/T | 72 | 75 | 4.2% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 8,364 | 8,362 | 0.0% |
| TOTAL SALARIES & WAGES | | 283,250 | 288,905 | 2.0% |
| 5100 | Social Security Tax | 20,909 | 21,316 | 1.9% |
| 5120 | Health Insurance | 34,619 | 35,738 | 3.2% |
| 5130 | Worker's Compensation Insurance | 4,306 | 5,174 | 20.2% |
| 5140 | Life Insurance | 708 | 722 | 2.0% |
| 5150 | Long-Term Disability Insurance | 736 | 751 | 2.0% |
| 5160 | Retirement Plans | 28,377 | 28,943 | 2.0% |
| TOTAL FRINGE BENEFITS | | 89,855 | 92,644 | 3.3% |
| TOTAL PERSONNEL EXPENSES | | 372,905 | 381,549 | 2.3% |
| SUPPLIES & SERVICES | | | | |
| 6020 | Archive & File Retention | 650 | 700 | 7.7% |
| 6060 | Books & Periodicals | 150 | 0 | -100.0% |
| 6140 | FF&E \$5,000 & Under | 1,400 | 0 | -100.0% |
| 6160 | Memberships | 1,050 | 1,004 | -4.4% |
| 6860 | Travel - Out Of Town - Staff | 0 | 2,762 | 100.0% |
| 7370 | Supplies - Office | 500 | 535 | 7.0% |
| TOTAL SUPPLIES & SERVICES | | 3,750 | 5,001 | 33.4% |
| TOTAL EXPENDITURES | | \$376,655 | \$386,550 | 2.6% |
| NET REVENUES/EXPENSES | | -\$376,655 | -\$386,550 | 2.6% |

San Diego Convention Center
 Personnel Expenses
 FY2016 Budget - Board Approved 03/18/15
 Division 16 - Facility Services Administration

Mar 24, 2015 2:42 PM

Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|-------------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Director of Facility Services | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Adm. Assistant | 1 | 1 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Support Svcs Supervisor | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Storekeepers | 2 | 2 | 3.00 | 3.00 | 1.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1.00 |
| Total | 5 | 5 | 3.00 | 3.00 | 1.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budget Part Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|------------------------|-----------|-------------------------------|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Business Services | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Business Services - OT | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 16 - Facility Services Administration

Mar 24, 2015 2:42 PM

| Account/Description | Amount |
|---|---------------|
| 6020 Archive & File Retention | |
| Estimated annual disposal cost for shredding | 700 |
| Subtotal | 700 |
| 6160 Memberships | |
| Professional Grounds Management Society (PGMS) | 175 |
| Pesticide Applicators Professional Association (PAPA) | 45 |
| International Facility Management Association (IFMA) | 179 |
| International Facility Management Association (IFMA) San Diego Branch | 250 |
| International Society of Arboriculture (ISA) | 170 |
| International Sanitary Service Association (ISSA) | 185 |
| Subtotal | 1,004 |
| 6860 Travel - Out Of Town - Staff | |
| GIE + Expo (Donald Bottger) | 2,762 |
| Subtotal | 2,762 |
| 7370 Supplies - Office | |
| | 535 |
| Subtotal | 535 |

Facility Services Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 20 - Facility Services

Mar 24, 2015 2:43 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------|--------------------------------------|------------------|------------------------------|---------------------|
| REVENUES | | | | |
| | TOTAL REVENUES | 0 | 0 | 0.0% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 689,020 | 670,074 | -2.7% |
| 5010 | Overtime Wages - F/T | 0 | 0 | 0.0% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 20,970 | 19,978 | -4.7% |
| 5050 | Regular Wages - P/T | 11,987 | 12,027 | 0.3% |
| 5057 | Overtime Wages - P/T | 0 | 0 | 0.0% |
| | TOTAL SALARIES & WAGES | 721,977 | 702,079 | -2.8% |
| 5100 | Social Security Tax | 52,675 | 51,181 | -2.8% |
| 5110 | Unemployment Insurance | 1,000 | 2,500 | 150.0% |
| 5120 | Health Insurance | 110,296 | 110,865 | 0.5% |
| 5130 | Worker's Compensation Insurance | 10,957 | 12,561 | 14.6% |
| 5131 | Worker's Comp. Ins. - Claim Costs | 0 | 0 | 0.0% |
| 5140 | Life Insurance | 1,775 | 1,725 | -2.8% |
| 5150 | Long-Term Disability Insurance | 1,846 | 1,794 | -2.8% |
| 5160 | Retirement Plans | 70,999 | 69,057 | -2.7% |
| | TOTAL FRINGE BENEFITS | 249,548 | 249,683 | 0.1% |
| | TOTAL PERSONNEL EXPENSES | 971,525 | 951,762 | -2.0% |
| SUPPLIES & SERVICES | | | | |
| 6140 | FF&E \$5,000 & Under | 1,875 | 700 | -62.7% |
| 6160 | Memberships | 450 | 405 | -10.0% |
| 6860 | Travel - Out Of Town - Staff | 0 | 1,760 | 100.0% |
| 7370 | Supplies - Office | 700 | 950 | 35.7% |
| | TOTAL SUPPLIES & SERVICES | 3,025 | 3,815 | 26.1% |
| | TOTAL EXPENDITURES | \$974,550 | \$955,577 | -1.9% |
| | NET REVENUES/EXPENSES | -\$974,550 | -\$955,577 | -1.9% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 20 - Facility Services

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|----------------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Assistant Facility Services Mgr. | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Facility Services Supervisors | 9 | 9 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Facility Svcs Sched Coordinator | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Dept Assistant | 1 | 1 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 12 | 12 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|-----------|---------------------------------|---------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Business Services | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Clerk Typist | Non-Event | 832.00 | 824.00 | 72.00 | 72.00 | 64.00 | 80.00 | 64.00 | 56.00 | 80.00 | 64.00 | 64.00 | 80.00 | 64.00 | 64.00 |
| Clerk Typist - OT | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 832.00 | 824.00 | 72.00 | 72.00 | 64.00 | 80.00 | 64.00 | 56.00 | 80.00 | 64.00 | 64.00 | 80.00 | 64.00 | 64.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 20 - Facility Services

Mar 24, 2015 2:43 PM

| Account/Description | Amount |
|---|---------------|
| 6140 FF&E \$5,000 & Under | |
| | 700 |
| Subtotal | 700 |
| 6160 Memberships | |
| Professional Grounds Management Society (PGMS) | 175 |
| Pesticide Applicators Professional Association (PAPA) | 45 |
| International Sanitary Service Association (ISSA) | 185 |
| Subtotal | 405 |
| 6860 Travel - Out Of Town - Staff | |
| ISSA | 1,760 |
| Subtotal | 1,760 |
| 7370 Supplies - Office | |
| | 950 |
| Subtotal | 950 |

Cleaning Services Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 21 - Cleaning Services

Mar 24, 2015 2:43 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------------|--|---------------------|------------------------|------------------|
| REVENUES | | | | |
| 4300 | Commissions - Booth Cleaning | 685,238 | 616,913 | -10.0% |
| 4350 | Cleaning Services | 552,024 | 528,682 | -4.2% |
| 4390 | Trash Pails | 189,600 | 170,250 | -10.2% |
| 4870 | Miscellaneous Income - Recycle Rebates | 32,000 | 36,280 | 13.4% |
| TOTAL REVENUES | | 1,458,862 | 1,352,125 | -7.3% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 1,278,097 | 1,295,109 | 1.3% |
| 5010 | Overtime Wages - F/T | 7,588 | 18,520 | 144.1% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 38,900 | 38,615 | -0.7% |
| 5050 | Regular Wages - P/T | 1,511,530 | 1,561,486 | 3.3% |
| 5057 | Overtime Wages - P/T | 10,057 | 15,730 | 56.4% |
| TOTAL SALARIES & WAGES | | 2,846,172 | 2,929,460 | 2.9% |
| 5100 | Social Security Tax | 212,888 | 218,874 | 2.8% |
| 5110 | Unemployment Insurance | 16,000 | 20,000 | 25.0% |
| 5120 | Health Insurance | 271,800 | 262,288 | -3.5% |
| 5130 | Worker's Compensation Insurance | 43,249 | 52,437 | 21.2% |
| 5131 | Worker's Comp. Ins. - Claim Costs | 0 | 0 | 0.0% |
| 5140 | Life Insurance | 3,319 | 3,399 | 2.4% |
| 5150 | Long-Term Disability Insurance | 3,448 | 3,527 | 2.3% |
| 5160 | Retirement Plans | 132,823 | 135,588 | 2.1% |
| 5170 | Retirement Plans - Union | 35,432 | 40,824 | 15.2% |
| TOTAL FRINGE BENEFITS | | 718,959 | 736,937 | 2.5% |
| TOTAL PERSONNEL EXPENSES | | 3,565,131 | 3,666,397 | 2.8% |
| SUPPLIES & SERVICES | | | | |
| 6060 | Books & Periodicals | 0 | 0 | 0.0% |
| 6120 | Equipment Rental | 10,800 | 10,400 | -3.7% |
| 6140 | FF&E \$5,000 & Under | 45,300 | 44,412 | -2.0% |
| 6510 | R/M Other Equipment | 1,500 | 1,019 | -32.1% |
| 6550 | Small Tools, Parts, & Materials | 3,605 | 3,713 | 3.0% |
| 6560 | Trash Removal | 113,634 | 99,828 | -12.1% |
| 6580 | Window Washing | 5,050 | 5,050 | 0.0% |
| 6750 | Other Professional Services | 31,880 | 600 | -98.1% |
| 7330 | Supplies - Housekeeping | 239,328 | 265,946 | 11.1% |
| TOTAL SUPPLIES & SERVICES | | 451,097 | 430,968 | -4.5% |
| TOTAL EXPENDITURES | | \$4,016,228 | \$4,097,365 | 2.0% |
| NET REVENUES/EXPENSES | | -\$2,557,366 | -\$2,745,240 | 7.3% |

San Diego Convention Center
 Personnel Expenses
 FY2018 Budget - Board Approved 03/18/15
 Division 21 - Cleaning Services

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2016 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|-------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|---------------|-------------|-------------|-------------|-------------|-------------|---------------|-------------|---------------|-------------|-------------|-------------|
| Cleaning Service Worker | 35 | 35 | 280.00 | 700.00 | 280.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 140.00 | 0.00 | 280.00 | 0.00 | 0.00 | 0.00 |
| Total | 35 | 35 | 280.00 | 700.00 | 280.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 140.00 | 0.00 | 280.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|------------------------------|----------------------|---------------------------------|---------------------------------|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Cleaning Service Worker | Event | 94,003.00 | 92,037.00 | 12,336.00 | 5,096.00 | 4,987.00 | 9,045.00 | 5,812.00 | 5,772.00 | 9,743.00 | 7,966.00 | 7,245.00 | 7,968.00 | 7,406.00 | 8,671.00 |
| Cleaning Service Worker | Non-Event | 8,551.00 | 8,436.00 | 703.00 | 703.00 | 703.00 | 703.00 | 703.00 | 703.00 | 703.00 | 703.00 | 703.00 | 703.00 | 703.00 | 703.00 |
| Cleaning Service Worker | Non-Event (Training) | 884.00 | 864.00 | 72.00 | 72.00 | 72.00 | 72.00 | 72.00 | 72.00 | 72.00 | 72.00 | 72.00 | 72.00 | 72.00 | 72.00 |
| Cleaning Service Worker - OI | Event / Non-Event | 488.00 | 724.00 | 344.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 140.00 | 0.00 | 240.00 | 0.00 | 0.00 | 0.00 |
| Total | | 103,906.00 | 102,061.00 | 13,455.00 | 5,861.00 | 5,762.00 | 9,820.00 | 6,587.00 | 6,547.00 | 10,658.00 | 8,741.00 | 8,260.00 | 8,743.00 | 8,181.00 | 9,446.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 21 - Cleaning Services

Mar 24, 2015 2:43 PM

| Account/Description | Amount |
|---|----------------------|
| 6120 Equipment Rental | |
| 125' Articulating Boomlift rental for exterior high glass | 5,200 |
| 80' Articulating Boomlift rental for exterior high glass | 5,200 |
| Subtotal | <u>10,400</u> |
| 6140 FF&E \$5,000 & Under | |
| Anderson #2295 Waterhog Eco Premier 6' x 6', #170 Black smoke entry way mats | 4,770 |
| Heavy duty quick assemble shelving | 3,652 |
| Edic 5-Star 411TR Carpet spotter with 357-AC upholstery tool | 7,308 |
| 48" Direct Drive carpet fans | 3,560 |
| Betco FiberPro Portable 3-speed carpet fans | 1,134 |
| 10 gallon wet dry vacuums | 1,056 |
| Heavy Duty Pallet Racking | 3,484 |
| Hydropower DI system with cart | 1,500 |
| Battery powered multi-surface scrubber | 1,748 |
| Replacement Toter Bins AMT20-Towable 2 cu. | 16,200 |
| Subtotal | <u>44,412</u> |
| 6510 R/M Other Equipment | |
| Speciality repair and maintenance of cleaning equipment | 1,019 |
| Subtotal | <u>1,019</u> |
| 6550 Small Tools, Parts, & Materials | |
| Replacement of mop buckets and handles, scrapers, extension cords,squeegees,brushes, etc. | 3,713 |
| Subtotal | <u>3,713</u> |
| 6560 Trash Removal | |
| Roll-off charges are \$98.40 per pull. Land-fill fees are currently \$56.74 per ton. Average trash pull is 4.52 tons. Price of estimated 282 pulls (277 billable; 5 in-house) at \$354 per pull | 99,828 |
| Subtotal | <u>99,828</u> |
| 6580 Window Washing | |
| Glass Elevator Cleaning | 5,050 |
| Subtotal | <u>5,050</u> |
| 6750 Other Professional Services | |
| Quick Request Application Monthly Service Fee | 600 |
| Subtotal | <u>600</u> |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 21 - Cleaning Services

Mar 24, 2015 2:43 PM

| Account/Description | Amount |
|---|-----------------------|
| 7330 Supplies - Housekeeping | |
| Purchase of expendable cleaning chemicals, and paper supplies | 265,946 |
| Subtotal | <u>265,946</u> |

Grounds Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 22 - Grounds

Mar 24, 2015 2:43 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------|--------------------------------------|-------------------|------------------------------|---------------------|
| REVENUES | | | | |
| 4810 | Building Damage/Property Recovery | 100 | 100 | 0.0% |
| | TOTAL REVENUES | 100 | 100 | 0.0% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 242,474 | 249,885 | 3.0% |
| 5010 | Overtime Wages - F/T | 2,778 | 3,958 | 42.5% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 7,381 | 7,445 | 0.9% |
| 5050 | Regular Wages - P/T | 0 | 0 | 0.0% |
| | TOTAL SALARIES & WAGES | 252,633 | 261,088 | 3.3% |
| 5100 | Social Security Tax | 17,857 | 17,908 | 0.3% |
| 5120 | Health Insurance | 65,377 | 85,013 | 30.0% |
| 5130 | Worker's Compensation Insurance | 3,850 | 4,668 | 21.2% |
| 5131 | Worker's Comp. Ins. - Claim Costs | 0 | 0 | 0.0% |
| 5140 | Life Insurance | 635 | 657 | 3.5% |
| 5150 | Long-Term Disability Insurance | 859 | 682 | 3.5% |
| 5160 | Retirement Plans | 25,367 | 26,109 | 2.9% |
| 5170 | Retirement Plans - Union | 0 | 0 | 0.0% |
| | TOTAL FRINGE BENEFITS | 113,745 | 135,037 | 18.7% |
| | TOTAL PERSONNEL EXPENSES | 366,378 | 396,125 | 8.1% |
| SUPPLIES & SERVICES | | | | |
| 6120 | Equipment Rental | 0 | 0 | 0.0% |
| 6140 | FF&E \$5,000 & Under | 7,391 | 8,253 | 11.7% |
| 6160 | Memberships | 135 | 135 | 0.0% |
| 6400 | Equipment Fuel | 3,550 | 2,967 | -16.4% |
| 6420 | Pest Control | 4,143 | 4,558 | 10.0% |
| 6470 | R/M General Building | 0 | 64,800 | 100.0% |
| 6510 | R/M Other Equipment | 4,800 | 5,000 | 4.2% |
| 6550 | Small Tools, Parts, & Materials | 2,352 | 2,520 | 7.1% |
| 6750 | Other Professional Services | 1,900 | 1,900 | 0.0% |
| 7340 | Supplies - Landscaping | 37,860 | 103,560 | 173.6% |
| | TOTAL SUPPLIES & SERVICES | 62,131 | 193,693 | 211.7% |
| | TOTAL EXPENDITURES | \$428,509 | \$589,818 | 37.6% |
| | NET REVENUES/EXPENSES | -\$428,409 | -\$589,718 | 37.7% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 22 - Grounds

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|--------------|-------------|-------------|-------------|-------------|-------------|--------------|-------------|--------------|-------------|-------------|-------------|
| Grounds Worker | 8 | 8 | 132.00 | 188.00 | 84.00 | 0.00 | 8.00 | 0.00 | 8.00 | 0.00 | 32.00 | 0.00 | 48.00 | 0.00 | 8.00 | 0.00 |
| Total | 8 | 8 | 132.00 | 188.00 | 84.00 | 0.00 | 8.00 | 0.00 | 8.00 | 0.00 | 32.00 | 0.00 | 48.00 | 0.00 | 8.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2016 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|----------------------|---------------------------------|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Ground Worker | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Ground Worker | Non-Event (Training) | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Ground Worker - OT | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 22 - Grounds

Mar 24, 2015 2:43 PM

| Account/Description | Amount |
|--|----------------------|
| 6140 FF&E \$5,000 & Under | |
| Replacement Stihl Backpack Blower BR600 | 1,467 |
| Replacement Stihl Articulating Hedgetrimmer HL 100 | 1,196 |
| Replacement Lawn Edger Stihl FC 100 | 1,090 |
| Enduraplas 100 gallon, 13' boom sprayer, battery powered turf spray rig | 3,600 |
| Solo #433 motorized backpack chemical sprayer | 900 |
| Subtotal | <u>8,253</u> |
| 6160 Memberships | |
| Pesticide Applicators Professional Association (PAPA): Armando Patino, Jeremy Johnson & Doug Meyers | 135 |
| Subtotal | <u>135</u> |
| 6400 Equipment Fuel | |
| Gasoline is for operating grounds equipment. Diesel is for operating pressure washer and ride on lawnmowers. Cost is based on estimated forecast from EIA for crude prices currently at 63\$ barrel compared to 103\$ last FY. | 2,967 |
| Subtotal | <u>2,967</u> |
| 6420 Pest Control | |
| Pest control chemical supplies for in-house pesticide, rodenticide, herbicide & fungicidal treatments | 2,400 |
| Replacement bulbs and glue boards for Vector System | 1,350 |
| Fruit fly gluetraps and housefly bait | 277 |
| Rodent bait stations | 531 |
| Subtotal | <u>4,558</u> |
| 6470 R/M General Building | |
| Spot Waterproofing of Room 28 Terrace Planter | 4,800 |
| Waterproofing Sail Planters | 25,000 |
| Contractor demolition & removal of foliage, roots and soil sail planters | 35,000 |
| Subtotal | <u>64,800</u> |
| 6510 R/M Other Equipment | |
| Reel lawnmowers sharpening/backlapping and maintenance services. Specialized equipment is required to accomplish this bi-annual for each of the two triplex mowers | 4,000 |
| Art's Lawn Mower: Repairs and parts on mowers, blowers, hedgers and edgers. Biannual service | 1,000 |
| Subtotal | <u>5,000</u> |
| 6550 Small Tools, Parts, & Materials | |
| Gloves, hoses, small tools to perform required tasks | 2,160 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 22 - Grounds

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| Account/Description | Amount |
|---|----------------|
| Filters, sparkplugs and oil for two cycle equipment | 360 |
| Subtotal | 2,520 |
| 6750 Other Professional Services | |
| Contracted Turf Herbicide application (Plaza Park & FAL turf) Bi-annual | 1,900 |
| Subtotal | 1,900 |
| 7340 Supplies - Landscaping | |
| Plaza Park & FAL Grass Renovation | 2,360 |
| Irrigation Parts & Supplies | 4,800 |
| Exterior/Interior containerized foliage | 7,200 |
| Exterior Bed Foliage | 7,200 |
| Phased Landscape Replacement/Renovation/Waterproofing Projects | 74,800 |
| Ancillary landscape supplies | 7,200 |
| Subtotal | 103,560 |

Building Services Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 23 - Building Services

Mar 24, 2015 2:43 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------------|-----------------------------------|---------------------|------------------------|------------------|
| REVENUES | | | | |
| 4330 | Labor Services | 117,348 | 148,962 | 28.9% |
| 4370 | Equipment Rental | 330,098 | 231,420 | -29.9% |
| TOTAL REVENUES | | 447,446 | 380,382 | -15.0% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 647,603 | 663,085 | 2.4% |
| 5010 | Overtime Wages - F/T | 1,104 | 8,866 | 703.1% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 19,710 | 19,772 | 0.3% |
| 5050 | Regular Wages - P/T | 479,336 | 530,141 | 10.8% |
| 5057 | Overtime Wages - P/T | 4,944 | 11,737 | 137.4% |
| TOTAL SALARIES & WAGES | | 1,152,697 | 1,233,601 | 7.0% |
| 5100 | Social Security Tax | 84,620 | 90,265 | 6.7% |
| 5110 | Unemployment Insurance | 4,000 | 7,000 | 75.0% |
| 5120 | Health Insurance | 171,583 | 183,172 | 6.8% |
| 5130 | Worker's Compensation Insurance | 17,501 | 22,054 | 26.0% |
| 5131 | Worker's Comp. Ins. - Claim Costs | 0 | 0 | 0.0% |
| 5140 | Life Insurance | 1,672 | 1,738 | 3.9% |
| 5150 | Long-Term Disability Insurance | 1,739 | 1,803 | 3.7% |
| 5160 | Retirement Plan | 66,893 | 69,173 | 3.4% |
| 5170 | Retirement Plan - Union | 11,265 | 13,978 | 24.1% |
| TOTAL FRINGE BENEFITS | | 359,273 | 389,183 | 8.3% |
| TOTAL PERSONNEL EXPENSES | | 1,511,970 | 1,622,784 | 7.3% |
| SUPPLIES & SERVICES | | | | |
| 6140 | FF&E \$5,000 & Under | 36,460 | 43,850 | 20.3% |
| 6400 | Equipment Fuel | 22,680 | 25,452 | 12.2% |
| 6510 | R/M Other Equipment | 0 | 0 | 0.0% |
| 6550 | Small Tools, Parts, & Materials | 1,500 | 1,545 | 3.0% |
| 7320 | Supplies - Event Services | 5,850 | 6,250 | 6.8% |
| 7330 | Supplies - Housekeeping | 0 | 0 | 0.0% |
| TOTAL SUPPLIES & SERVICES | | 66,490 | 77,097 | 16.0% |
| TOTAL EXPENDITURES | | \$1,578,460 | \$1,699,881 | 7.7% |
| NET REVENUES/EXPENSES | | -\$1,131,014 | -\$1,319,499 | 16.7% |

San Diego Convention Center
 Personnel Expenses
 FY2016 Budget - Board Approved 03/18/15
 Division 23 - Building Services

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|---------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------|-------------|-------------|-------------|
| Service Worker | 20 | 20 | 48.00 | 368.00 | 164.00 | 4.00 | 4.00 | 4.00 | 4.00 | 4.00 | 4.00 | 4.00 | 164.00 | 4.00 | 4.00 | 4.00 |
| Total | 20 | 20 | 48.00 | 368.00 | 164.00 | 4.00 | 164.00 | 4.00 | 4.00 | 4.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|----------------------|---------------------------------|---------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Service Worker | Event | 29,832.00 | 29,353.00 | 3,292.00 | 2,612.00 | 2,039.00 | 2,723.00 | 1,819.00 | 1,582.00 | 2,550.00 | 2,314.00 | 3,083.00 | 1,890.00 | 3,190.00 | 2,259.00 |
| Service Worker | Non-Event | 768.00 | 2,856.00 | 238.00 | 238.00 | 238.00 | 238.00 | 238.00 | 238.00 | 238.00 | 238.00 | 238.00 | 238.00 | 238.00 | 238.00 |
| Service Worker | Non-Event (Training) | 2,196.00 | 2,196.00 | 183.00 | 183.00 | 183.00 | 183.00 | 183.00 | 183.00 | 183.00 | 183.00 | 183.00 | 183.00 | 183.00 | 183.00 |
| Service Worker - OT | Event / Non-Event | 240.00 | 540.00 | 180.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 180.00 | 20.00 | 20.00 | 20.00 |
| Total | | 33,036.00 | 34,945.00 | 3,873.00 | 3,053.00 | 2,460.00 | 3,164.00 | 2,260.00 | 2,023.00 | 2,991.00 | 2,755.00 | 3,684.00 | 2,331.00 | 3,631.00 | 2,700.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 23 - Building Services

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| Account/Description | Amount |
|---|----------------------|
| 6140 FF&E \$5,000 & Under | |
| Stageright assorted replacement parts: Pins, locking levers, cables, legs, etc. | 3,300 |
| Patio Umbrella, 9' Hex #735W- snow frame: Fabric Pacific Blue | 3,050 |
| Red Velvet Rope with Polished Chrome Ends | 7,000 |
| Midwest Table 72" Round #R72 EF Gray Nebula Laminate top w/black vinyl edge | 13,750 |
| Midwest Table-30" x 72" #630 EF, Gray Nebula Laminate top w/black vinyl edge | 8,750 |
| Midwest Table-18" x 72" #618 EF, Gray Nebula Laminate top w/black vinyl edge | 8,000 |
| Subtotal | <u>43,850</u> |
| 6400 Equipment Fuel | |
| Propane for operating equipment. 8400 gal @ \$3.03 gal | 25,452 |
| Subtotal | <u>25,452</u> |
| 6550 Small Tools, Parts, & Materials | |
| General items i.e wrenches, pliers, tape measure, etc.. needed throughout the year. | 1,545 |
| Subtotal | <u>1,545</u> |
| 7320 Supplies - Event Services | |
| General items i.e. velcro, tape, chalk, easel logos, dry erase markers, etc. | 4,500 |
| Table skirting clips | 1,750 |
| Subtotal | <u>6,250</u> |

Wardrobe Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 17 - Wardrobe

Mar 24, 2015 2:42 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------|--------------------------------------|-------------------|------------------------|------------------|
| REVENUES | | | | |
| 4330 | Labor Services | 30,000 | 30,000 | 0.0% |
| | TOTAL REVENUES | 30,000 | 30,000 | 0.0% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 169,599 | 174,693 | 3.0% |
| 5010 | Overtime Wages - F/T | 49 | 49 | 0.0% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 5,161 | 5,209 | 0.9% |
| 5050 | Regular Wages - P/T | 30,660 | 31,054 | 1.3% |
| 5057 | Overtime Wages - P/T | 41 | 41 | 0.0% |
| | TOTAL SALARIES & WAGES | 205,510 | 211,046 | 2.7% |
| 5100 | Social Security Tax | 15,176 | 15,578 | 2.6% |
| 5120 | Health Insurance | 23,343 | 24,240 | 3.8% |
| 5130 | Worker's Compensation Insurance | 3,127 | 3,783 | 21.0% |
| 5140 | Life Insurance | 437 | 450 | 3.0% |
| 5150 | Long-Term Disability Insurance | 454 | 468 | 3.1% |
| 5160 | Retirement Plans | 17,533 | 19,747 | 12.6% |
| | TOTAL FRINGE BENEFITS | 60,070 | 64,266 | 7.0% |
| | TOTAL PERSONNEL EXPENSES | 265,580 | 275,312 | 3.7% |
| SUPPLIES & SERVICES | | | | |
| 8140 | FF&E \$5,000 & Under | 400 | 400 | 0.0% |
| 6510 | R/M Other Equipment | 1,650 | 1,650 | 0.0% |
| 6570 | Uniforms - Cleaning/Rental | 170,400 | 189,131 | 11.0% |
| 7370 | Supplies - Office | 350 | 350 | 0.0% |
| 7390 | Supplies - Wardrobe | 12,000 | 16,800 | 40.0% |
| | TOTAL SUPPLIES & SERVICES | 184,800 | 208,331 | 12.7% |
| | TOTAL EXPENDITURES | \$450,380 | \$483,643 | 7.4% |
| | NET REVENUES/EXPENSES | -\$420,380 | -\$453,643 | 7.9% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 17 - Wardrobe

Mar 24, 2015 2:42 PM

Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2016 Budgeted Positions | FY2016 Approved Budget Positions | FY2016 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Wardrobe Supervisor | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Wardrobe Worker | 3 | 3 | 2.00 | 2.00 | 0.75 | 0.00 | 0.25 | 0.00 | 0.25 | 0.00 | 0.25 | 0.00 | 0.25 | 0.00 | 0.25 | 0.00 |
| Total | 4 | 4 | 2.00 | 2.00 | 0.75 | 0.00 | 0.25 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|----------------------|-----------|---------------------------------|---------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Wardrobe Worker | Non-Event | 2,128.00 | 2,128.00 | 204.00 | 204.00 | 172.00 | 172.00 | 172.00 | 172.00 | 172.00 | 172.00 | 172.00 | 172.00 | 172.00 | 172.00 |
| Wardrobe Worker - OT | Non-Event | 2.00 | 2.00 | 0.75 | 0.00 | 0.25 | 0.00 | 0.25 | 0.00 | 0.25 | 0.00 | 0.25 | 0.00 | 0.25 | 0.00 |
| Total | | 2,130.00 | 2,130.00 | 204.75 | 204.00 | 172.25 | 172.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 17 - Wardrobe

Mar 24, 2015 2:42 PM

| Account/Description | Amount |
|--|-----------------|
| 6140 FF&E \$5,000 & Under Replace smaller equipment such as Irons | 400 |
| Subtotal | 400 |
| 6510 R/M Other Equipment Repair and maintenance on equipment (sewing, labeling, hemming, and surger and embroidery machines) Annual tune-up on engraving machine (Gravograph machine) | 1,100 550 |
| Subtotal | 1,650 |
| 6570 Uniforms - Cleaning/Rental | 189,131 |
| Subtotal | 189,131 |
| 7370 Supplies - Office | 350 |
| Subtotal | 350 |
| 7390 Supplies - Wardrobe Includes NOG/Rental purchases and wardrobe supplies Sweater sets for CSSR | 3,000 13,800 |
| Subtotal | 16,800 |

Security & Guest Services Department

Security & Guest Services Admin Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 19 - Security & Guest Services Admin

Mar 24, 2015 2:42 PM

| Acct | Description | FY2016 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------|--------------------------------------|---------------|------------------------|------------------|
| REVENUES | | | | |
| | TOTAL REVENUES | 0 | 0 | 0.0% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 194,277 | 200,097 | 3.0% |
| 5010 | Overtime Wages - F/T | 32 | 33 | 3.1% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 5,912 | 5,966 | 0.9% |
| | TOTAL SALARIES & WAGES | 200,221 | 206,096 | 2.9% |
| 5100 | Social Security Tax | 14,558 | 14,959 | 2.8% |
| 5120 | Health Insurance | 30,582 | 32,547 | 6.4% |
| 5130 | Worker's Compensation Insurance | 3,038 | 3,685 | 21.3% |
| 5140 | Life Insurance | 500 | 515 | 3.0% |
| 5150 | Long-Term Disability Insurance | 520 | 536 | 3.1% |
| 5160 | Retirement Plans | 20,022 | 20,609 | 2.9% |
| | TOTAL FRINGE BENEFITS | 69,220 | 72,851 | 5.2% |
| | TOTAL PERSONNEL EXPENSES | 269,441 | 278,947 | 3.5% |
| SUPPLIES & SERVICES | | | | |
| 6150 | Meetings - Business | 150 | 150 | 0.0% |
| 6860 | Travel - Out Of Town - Staff | 0 | 3,400 | 100.0% |
| 7370 | Supplies - Office | 732 | 740 | 1.1% |
| | TOTAL SUPPLIES & SERVICES | 882 | 4,290 | 386.4% |
| | TOTAL EXPENDITURES | \$270,323 | \$283,237 | 4.8% |
| | NET REVENUES/EXPENSES | -\$270,323 | -\$283,237 | 4.8% |

San Diego Convention Center
 Personnel Expenses
 FY2016 Budget - Board Approved 03/18/15
 Division 19 - Security & Guest Services Admin

Mar 24, 2015 3:25 PM

Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | PY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|----------------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Security/Guest Services Director | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Guest Svcs Sched Coordinator | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Department Assistant | 1 | 1 | 1.00 | 1.00 | 1.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 3 | 3 | 1.00 | 1.00 | 1.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|-----------|---------------------------------|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Business Services | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 19 - Security & Guest Services Admin

Mar 24, 2015 2:42 PM

| Account/Description | Amount |
|--|---|
| 6150 Meetings - Business Meetings with clients, security personnel, and law enforcement. | 150 <i>Subtotal</i> <u>150</u> |
| 6860 Travel - Out Of Town - Staff AVSS Year 2 for Assistant Manager (registration + airfare) | 3,400 <i>Subtotal</i> <u>3,400</u> |
| 7370 Supplies - Office | 740 <i>Subtotal</i> <u>740</u> |

Security Services Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 12 - Security Services

Mar 24, 2015 2:41 PM

| Acct | Description | FY2016 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------|--------------------------------------|---------------------|------------------------|------------------|
| REVENUES | | | | |
| 4320 | Commissions - Security | 125,000 | 0 | -100.0% |
| 4360 | Public Safety | 114,887 | 140,568 | 22.4% |
| 4860 | Miscellaneous Income - Other | 2,350 | 4,000 | 70.2% |
| | TOTAL REVENUES | 242,237 | 144,568 | -40.3% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 934,734 | 940,809 | 0.6% |
| 5010 | Overtime Wages - F/T | 10,140 | 7,543 | -25.6% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 28,444 | 28,051 | -1.4% |
| 5050 | Regular Wages - P/T | 376,147 | 464,781 | 23.6% |
| 5057 | Overtime Wages - P/T | 7,443 | 13,875 | 86.4% |
| | TOTAL SALARIES & WAGES | 1,356,908 | 1,455,059 | 7.2% |
| 5100 | Social Security Tax | 100,016 | 107,264 | 7.2% |
| 5110 | Unemployment Insurance | 12,000 | 22,000 | 83.3% |
| 5120 | Health Insurance | 172,423 | 183,122 | 6.2% |
| 5130 | Worker's Compensation Insurance | 20,608 | 26,013 | 26.2% |
| 5131 | Worker's Comp Ins.-Claim Costs | 0 | 0 | 0.0% |
| 5140 | Life Insurance | 2,443 | 2,448 | 0.2% |
| 5150 | Long-Term Disability Insurance | 2,536 | 2,543 | 0.3% |
| 5160 | Retirement Plans | 122,436 | 124,040 | 1.3% |
| | TOTAL FRINGE BENEFITS | 432,462 | 467,430 | 8.1% |
| | TOTAL PERSONNEL EXPENSES | 1,789,370 | 1,922,489 | 7.4% |
| SUPPLIES & SERVICES | | | | |
| 6140 | FF&E \$5,000 & Under | 18,448 | 17,460 | -5.4% |
| 6435 | R/M Closed Circuit Television | 7,600 | 15,725 | 106.9% |
| 6510 | R/M Other Equipment | 5,936 | 6,711 | 13.1% |
| 6550 | Small Tools, Parts, & Materials | 4,820 | 5,420 | 12.4% |
| 6810 | Automotive - Gas | 1,300 | 935 | -28.1% |
| 6830 | Automotive - Operating | 718 | 834 | 16.2% |
| 7360 | Supplies - Medical | 800 | 850 | 6.3% |
| 7370 | Supplies - Office | 100 | 100 | 0.0% |
| 7375 | Supplies - Security | 2,930 | 2,930 | 0.0% |
| | TOTAL SUPPLIES & SERVICES | 42,653 | 50,965 | 19.5% |
| | TOTAL EXPENDITURES | \$1,832,023 | \$1,973,454 | 7.7% |
| | NET REVENUES/EXPENSES | -\$1,589,786 | -\$1,828,886 | 15.0% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 12 - Security Services

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|-----------------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|--------------|-------------|--------------|-------------|--------------|--------------|---------------|--------------|--------------|-------------|--------------|-------------|
| Security Services Assist. Manager | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Security Services Supervisors | 4 | 4 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Security Services Reps | 19 | 19 | 420.00 | 308.00 | 84.00 | 0.00 | 12.00 | 0.00 | 16.00 | 16.00 | 120.00 | 16.00 | 16.00 | 0.00 | 48.00 | 0.00 |
| Total | 24 | 24 | 420.00 | 308.00 | 84.00 | 0.00 | 12.00 | 0.00 | 16.00 | 16.00 | 120.00 | 16.00 | 16.00 | 0.00 | 48.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|-----------------------------------|----------------------|---------------------------------|---------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Security Services Reps | Event | 6,210.00 | 7,270.00 | 1,224.00 | 488.00 | 692.00 | 564.00 | 558.00 | 421.00 | 774.00 | 280.00 | 446.00 | 504.00 | 542.00 | 777.00 |
| Security Services Reps | Non Event (Training) | 2,390.00 | 2,390.00 | 212.00 | 212.00 | 230.00 | 202.00 | 212.00 | 248.00 | 196.00 | 176.00 | 212.00 | 176.00 | 154.00 | 160.00 |
| Sec Svcs - Dock/Ft Drive/Breakers | Event Non-Billable | 13,922.00 | 17,738.00 | 2,315.00 | 1,208.00 | 1,510.00 | 1,882.00 | 1,458.00 | 1,379.00 | 1,926.00 | 905.00 | 1,123.00 | 1,256.00 | 984.00 | 1,690.00 |
| Security Services Reps | Non-Event | 2,842.00 | 2,455.00 | 196.00 | 160.00 | 154.00 | 160.00 | 255.00 | 280.00 | 280.00 | 260.00 | 128.00 | 65.00 | 248.00 | 268.00 |
| Security Services Reps - OT | Event / Non-Event | 356.00 | 632.00 | 128.00 | 0.00 | 16.00 | 0.00 | 160.00 | 80.00 | 168.00 | 8.00 | 8.00 | 0.00 | 64.00 | 0.00 |
| Total | | 25,720.00 | 30,483.00 | 4,075.00 | 2,068.00 | 2,602.00 | 2,908.00 | 2,644.00 | 2,408.00 | 3,344.00 | 1,629.00 | 1,917.00 | 2,001.00 | 1,892.00 | 2,895.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 12 - Security Services

Mar 24, 2015 2:41 PM

| Account/Description | Amount |
|--|----------------------|
| 6140 FF&E \$5,000 & Under | |
| Replacement flags (US, California, Convention Center) | 2,000 |
| Replacement fire extinguishers | 1,500 |
| Replacement 2-way radio batteries | 4,000 |
| Traffic Safety Cones/Lanes Markers/Traffic Control signage | 3,500 |
| Resurface base desk top and cabinets | 2,500 |
| Replacement "Restricted Access" keys and cores | 3,960 |
| Subtotal | <u>17,460</u> |
| 6435 R/M Closed Circuit Television | |
| Routine repair & preventive maintenance on CCTV system | 12,600 |
| OnSSI Software suport agreement | 3,125 |
| Subtotal | <u>15,725</u> |
| 6510 R/M Other Equipment | |
| Annual alarm system monitoring (Chula Vista Warehouse) | 896 |
| Service Agreement for radio equipment | 3,300 |
| Replacement AED electrode pads | 1,575 |
| AED Service Agreement With San Diego Porject Heartbeat | 940 |
| Subtotal | <u>6,711</u> |
| 6550 Small Tools, Parts, & Materials | |
| Proximity Tags for EE use, Replacement Key Fobs for security patrol keys, and proximity cards for client keys. | 1,620 |
| 2 way radio supplies (antennas, ear piece replacement parts, carrying cases) | 3,800 |
| Subtotal | <u>5,420</u> |
| 6810 Automotive - Gas | |
| Gasoline for Security / Guest Services Hybrid Vehicle. | 935 |
| Subtotal | <u>935</u> |
| 6830 Automotive - Operating | |
| | 834 |
| Subtotal | <u>834</u> |
| 7350 Supplies - Medical | |
| Restock first aid kits. | 850 |
| Subtotal | <u>850</u> |
| 7370 Supplies - Office | |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 12 - Security Services

Mar 24, 2015 2:41 PM

| Account/Description | Amount |
|---------------------------------|-------------------------------------|
| | 100 |
| | <i>Subtotal</i> <u>100</u> |
| 7375 Supplies - Security | 2,930 |
| | <i>Subtotal</i> <u>2,930</u> |

Guest Services Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 29 - Guest Services

Mar 24, 2015 2:44 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|---------------------------------------|-----------------------------------|-------------------|------------------------|------------------|
| <u>REVENUES</u> | | | | |
| 4340 | Guest Services | 68,850 | 81,857 | 18.9% |
| TOTAL REVENUES | | 68,850 | 81,857 | 18.9% |
| <u>PERSONNEL</u> | | | | |
| 5000 | Salaries & Wages - F/T | 289,307 | 297,466 | 2.8% |
| 5010 | Overtime Wages - F/T | 140 | 193 | 37.9% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 8,804 | 8,870 | 0.7% |
| 5050 | Regular Wages - P/T | 285,279 | 315,304 | 10.5% |
| 5057 | Overtime Wages - P/T | 4,998 | 6,588 | 31.8% |
| TOTAL SALARIES & WAGES | | 588,528 | 628,421 | 6.8% |
| 5100 | Social Security Tax | 43,958 | 46,977 | 6.9% |
| 5110 | Unemployment Insurance | 5,000 | 2,500 | -50.0% |
| 5120 | Health Insurance | 46,648 | 48,085 | 3.1% |
| 5130 | Worker's Compensation Insurance | 8,939 | 11,244 | 25.8% |
| 5131 | Worker's Comp. Ins. - Claim Costs | 0 | 0 | 0.0% |
| 5140 | Life Insurance | 745 | 767 | 3.0% |
| 5150 | Long-Term Disability Insurance | 775 | 797 | 2.8% |
| 5160 | Retirement Plans | 29,877 | 35,705 | 19.5% |
| TOTAL FRINGE BENEFITS | | 135,942 | 146,075 | 7.5% |
| TOTAL PERSONNEL EXPENSES | | 724,470 | 774,496 | 8.9% |
| <u>SUPPLIES & SERVICES</u> | | | | |
| 6140 | FF&E \$5,000 & Under | 8,700 | 600 | -93.1% |
| 6240 | Printing - General | 3,500 | 3,500 | 0.0% |
| 6550 | Small Tools, Parts, & Materials | 125 | 455 | 264.0% |
| 7370 | Supplies - Office | 495 | 495 | 0.0% |
| TOTAL SUPPLIES & SERVICES | | 12,820 | 5,050 | -60.6% |
| TOTAL EXPENDITURES | | \$737,290 | \$779,546 | 5.7% |
| NET REVENUES/EXPENSES | | -\$668,440 | -\$697,689 | 4.4% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 29 - Guest Services

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2016 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|-------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Asst Manager Guest Svcs | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Supervisor Guest Svcs | 2 | 2 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Guest Svcs Rep | 3 | 3 | 6.00 | 8.00 | 8.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 6 | 6 | 6.00 | 8.00 | 8.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------------------|----------------------|---------------------------------|---------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Guest Svcs Rep - Coat Check | Event | 1,101.00 | 1,522.00 | 336.00 | 40.00 | 72.00 | 168.00 | 172.00 | 60.00 | 108.00 | 40.00 | 124.00 | 132.00 | 154.00 | 96.00 |
| Guest Svcs Rep - Ticket Taker | Event | 311.00 | 360.00 | 0.00 | 0.00 | 79.00 | 0.00 | 0.00 | 0.00 | 245.00 | 0.00 | 0.00 | 0.00 | 36.00 | 0.00 |
| Guest Svcs Rep - Other Services | Event | 802.00 | 852.00 | 391.00 | 6.00 | 12.00 | 0.00 | 0.00 | 58.00 | 52.00 | 53.00 | 8.00 | 4.00 | 36.00 | 32.00 |
| Guest Svcs Rep - Door Person | Event - Not Billable | 7,803.00 | 8,119.00 | 648.00 | 530.00 | 672.00 | 861.00 | 478.00 | 365.00 | 881.00 | 492.00 | 648.00 | 728.00 | 610.00 | 898.00 |
| Guest Svcs Rep - Lobby Director | Event - Not Billable | 8,737.00 | 9,175.00 | 1,191.00 | 808.00 | 745.00 | 738.00 | 412.00 | 389.00 | 1,086.00 | 747.00 | 790.00 | 794.00 | 571.00 | 994.00 |
| Guest Svcs Rep | Non-Event | 380.00 | 328.00 | 24.00 | 24.00 | 32.00 | 32.00 | 32.00 | 16.00 | 32.00 | 24.00 | 32.00 | 24.00 | 24.00 | 32.00 |
| Guest Svcs Rep | Non-Event (Training) | 100.00 | 90.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 35.00 | 35.00 | 0.00 | 20.00 | 0.00 | 0.00 | 0.00 |
| Guest Svcs Rep - Overtime | Event & Non-Event | 239.00 | 380.00 | 130.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 170.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 19,473.00 | 20,646.00 | 2,720.00 | 1,408.00 | 1,612.00 | 1,819.00 | 1,095.00 | 923.00 | 2,719.00 | 1,358.00 | 1,823.00 | 1,690.00 | 1,431.00 | 2,050.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 29 - Guest Services

Mar 24, 2015 2:44 PM

| Account/Description | Amount |
|--|---------------|
| 6140 FF&E \$5,000 & Under | |
| Motorolo Radios earpieces | 600 |
| Subtotal | 600 |
| 6240 Printing - General | |
| Re-Stock Coat Check Luggage Tags and supplies | 3,500 |
| Subtotal | 3,500 |
| 6550 Small Tools, Parts, & Materials | |
| Hand Carts for Singnage deliveries and Attendee Guide Deliveries | 180 |
| Cork Board for GS office | 275 |
| Subtotal | 455 |
| 7370 Supplies - Office | |
| | 495 |
| Subtotal | 495 |

SALES & SERVICES DEPARTMENT

Sales & Services Admin Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 60 - Sales & Services Administration

Mar 24, 2015 2:45 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|---------------------------------------|--------------------------------------|------------------|------------------------------|---------------------|
| <u>REVENUES</u> | | | | |
| | TOTAL REVENUES | 0 | 0 | 0.0% |
| <u>PERSONNEL</u> | | | | |
| 5000 | Salaries & Wages - F/T | 287,466 | 295,700 | 2.9% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 8,749 | 8,816 | 0.8% |
| 5050 | Regular Wages - P/T | 0 | 0 | 0.0% |
| | TOTAL SALARIES & WAGES | 296,215 | 304,516 | 2.8% |
| 5100 | Social Security Tax | 19,561 | 20,104 | 2.8% |
| 5110 | Unemployment Insurance | 0 | 0 | 0.0% |
| 5120 | Health Insurance | 33,406 | 34,370 | 2.9% |
| 5130 | Worker's Compensation Insurance | 4,503 | 5,453 | 21.1% |
| 5140 | Life Insurance | 741 | 761 | 2.7% |
| 5150 | Long-Term Disability Insurance | 770 | 792 | 2.9% |
| 5160 | Retirement Plans | 29,674 | 30,504 | 2.8% |
| | TOTAL FRINGE BENEFITS | 86,655 | 91,964 | 3.8% |
| | TOTAL PERSONNEL EXPENSES | 384,870 | 396,500 | 3.0% |
| <u>SUPPLIES & SERVICES</u> | | | | |
| 6150 | Meetings - Business | 0 | 85 | 100.0% |
| 6160 | Memberships | 500 | 500 | 0.0% |
| 6260 | Regulatory Fees | 0 | 0 | 0.0% |
| 6800 | Automotive - Allowance/Leases | 4,200 | 4,200 | 0.0% |
| 6860 | Travel - Out Of Town - Staff | 0 | 2,000 | 100.0% |
| 7100 | Communication Services | 1,200 | 1,200 | 0.0% |
| 7220 | Client Promotions & Entertainment | 1,350 | 1,350 | 0.0% |
| 7270 | Travel - Out Of Town - Sales | 7,490 | 6,880 | -8.1% |
| 7370 | Supplies - Office | 300 | 350 | 16.7% |
| | TOTAL SUPPLIES & SERVICES | 15,040 | 16,565 | 10.1% |
| | TOTAL EXPENDITURES | \$399,910 | \$413,065 | 3.3% |
| | NET REVENUES/EXPENSES | -\$399,910 | -\$413,065 | 3.3% |

San Diego Convention Center
 Personnel Expenses
 FY2016 Budget - Board Approved 03/18/15
 Division 60 - Sales & Services Administration

Mar 24, 2015 2:45 PM

Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | |
|------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | | | | | | | | | | | | | | | | |
| VP Sales & Services | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Senior Contact Analyst | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Booking Manager | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 3 | 3 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2016 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|-----------|---------------------------------|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | | | | | | | | | | | | | | |
| Business Services | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 60 - Sales & Services Administration

Mar 24, 2015 2:45 PM

| Account/Description | Amount |
|---|---------------------|
| 6150 Meetings - Business | |
| Registration fee for local industry events | 85 |
| Subtotal | <u>85</u> |
| 6160 Memberships | |
| PCMA - Oct | 500 |
| Subtotal | <u>500</u> |
| 6800 Automotive - Allowance/Leases | |
| | 4,200 |
| Subtotal | <u>4,200</u> |
| 6860 Travel - Out Of Town - Staff | |
| Concentrics Users Group Conference | 2,000 |
| Subtotal | <u>2,000</u> |
| 7100 Communication Services | |
| | 1,200 |
| Subtotal | <u>1,200</u> |
| 7220 Client Promotions & Entertainment | |
| Local Site Inspection | 750 |
| Holiday Showcase - December (Chicago) | 150 |
| PCMA Annual Meeting - January (Chicago) | 250 |
| Chicago Cubs Client Event - April (Chicago) | 100 |
| Springtime Tradeshow - May (Washington, DC) | 100 |
| Subtotal | <u>1,350</u> |
| 7270 Travel - Out Of Town - Sales | |
| Chicago Cubs Client Event - April (Chicago) | 1,270 |
| Holiday Showcase - December (Chicago) | 1,270 |
| PCMA Annual Meeting - January (Chicago) | 2,900 |
| Springtime Tradeshow - May (Washington, DC) | 1,440 |
| Subtotal | <u>6,880</u> |
| 7370 Supplies - Office | |
| | 350 |
| Subtotal | <u>350</u> |

Sales & Marketing Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 61 - Sales

Mar 24, 2015 2:45 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|-----------------------------------|------------------------------------|------------------|------------------------|------------------|
| REVENUES | | | | |
| 4000 | Rentals - Convention & Trade Shows | 10,828,300 | 11,265,556 | 4.0% |
| 4900 | Rental Credit - CT | -4,191,701 | -4,640,910 | 10.7% |
| 4005 | Rentals - Corporate Events | 984,075 | 991,075 | 0.7% |
| 4905 | Rental Credit - CP | -478,973 | -578,274 | 20.7% |
| 4007 | Rentals - National Tradeshows | 75,800 | 84,750 | 11.8% |
| 4907 | Rental Credit - NT | -11,370 | -12,712 | 11.8% |
| 4009 | Rentals - Local Tradeshows | 110,825 | 116,525 | 5.1% |
| 4909 | Rental Credit - LT | -18,800 | -11,700 | -30.4% |
| 4010 | Rentals - Consumer Shows | 779,300 | 788,500 | 0.9% |
| 4910 | Rental Credit - CS | -256,445 | -207,720 | -19.0% |
| 4020 | Rentals - Meetings & Seminars | 305,700 | 503,325 | 64.6% |
| 4920 | Rental Credit - MS | -78,304 | -83,585 | 6.7% |
| 4030 | Rentals - Community Events | 313,050 | 387,470 | 23.8% |
| 4930 | Rental Credit - CE | -31,328 | -46,770 | 46.1% |
| 4050 | Rentals - Canceled Events | 383,572 | 188,000 | -51.0% |
| TOTAL REVENUES | | 8,715,701 | 8,742,530 | 0.3% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 291,740 | 300,500 | 3.0% |
| 5010 | Overtime Wages - F/T | 0 | 0 | 0.0% |
| 5020 | Performance Awards - F/T | 32,000 | 40,000 | 25.0% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 8,879 | 8,959 | 0.9% |
| 5050 | Regular Wages - P/T | 924 | 468 | -49.4% |
| 5057 | Overtime Wages - P/T | 0 | 0 | 0.0% |
| TOTAL SALARIES & WAGES | | 333,543 | 349,927 | 4.9% |
| 5100 | Social Security Tax | 24,069 | 25,296 | 5.1% |
| 5120 | Health Insurance | 58,359 | 58,863 | 0.9% |
| 5130 | Worker's Compensation Insurance | 5,062 | 6,255 | 23.6% |
| 5140 | Life Insurance | 884 | 914 | 5.8% |
| 5150 | Long-Term Disability Insurance | 884 | 933 | 5.5% |
| 5160 | Retirement Plans | 33,262 | 34,946 | 5.1% |
| TOTAL FRINGE BENEFITS | | 122,490 | 127,207 | 3.9% |
| TOTAL PERSONNEL EXPENSES | | 456,033 | 477,134 | 4.6% |
| SUPPLIES & SERVICES | | | | |
| 6030 | Bad Debts - Unpaid Charges | 0 | 0 | 0.0% |
| 6140 | FF&E \$5,000 & Under | 350 | 350 | 0.0% |
| 6150 | Meetings - Business | 900 | 1,125 | 25.0% |
| 6160 | Memberships | 1,430 | 1,525 | 6.6% |
| 6190 | Parking Validations | 750 | 775 | 3.3% |
| 6280 | Special Event Expenses | 0 | 100,000 | 100.0% |
| 6840 | Travel - Local Mileage & Parking | 500 | 400 | -20.0% |

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 61 - Sales

Mar 24, 2015 2:45 PM

| Acct | Description | FY2016 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|------|--------------------------------------|------------------|------------------------------|---------------------|
| 7100 | Communication Services | 3,240 | 4,140 | 27.8% |
| 7220 | Client Promotions & Entertainment | 9,200 | 12,600 | 37.0% |
| 7270 | Travel - Out Of Town - Sales | 3,200 | 8,347 | 160.8% |
| 7370 | Supplies - Office | 0 | 0 | 0.0% |
| 7960 | Marketing Contract Payment | 0 | 1,931,000 | 100.0% |
| | TOTAL SUPPLIES & SERVICES | 19,570 | 2,060,262 | 10427.7% |
| | TOTAL EXPENDITURES | \$475,603 | \$2,537,396 | 433.5% |
| | NET REVENUES/EXPENSES | \$8,240,098 | \$6,205,134 | -24.7% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 61 - Sales

Mar 24, 2015 2:45 PM

Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|-------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Director Nat'l Accounts | 2 | 2 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Director of Sales | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Adm. Assistant | 1 | 1 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 4 | 4 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|-----------|---------------------------------|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Business Services | Non-Event | 64.00 | 32.00 | 8.00 | 0.00 | 0.00 | 0.00 | 8.00 | 0.00 | 8.00 | 0.00 | 0.00 | 8.00 | 0.00 | 0.00 |
| Total | | 64.00 | 32.00 | 8.00 | 0.00 | 0.00 | 0.00 | 8.00 | 0.00 | 8.00 | 0.00 | 0.00 | 8.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 61 - Sales

Mar 24, 2015 2:45 PM

| Account/Description | Amount |
|--|-----------------------|
| 6140 FF&E \$5,000 & Under | |
| | 350 |
| Subtotal | <u>350</u> |
| 6150 Meetings - Business | |
| Local Industry Assn. Chapter Meeting dues & event registration fees for sales staff (MPI, HSMIAI, PCMA, etc) | 1,125 |
| Subtotal | <u>1,125</u> |
| 6160 Memberships | |
| PCMA - September | 525 |
| HSMIAI - January | 450 |
| MPI - October | 550 |
| Subtotal | <u>1,525</u> |
| 6190 Parking Validations | |
| | 775 |
| Subtotal | <u>775</u> |
| 6280 Special Event Expenses | |
| ESRI (June 2016) | 100,000 |
| Subtotal | <u>100,000</u> |
| 6840 Travel - Local Mileage & Parking | |
| Local Mileage & Parking | 400 |
| Subtotal | <u>400</u> |
| 7100 Communication Services | |
| | 4,140 |
| Subtotal | <u>4,140</u> |
| 7220 Client Promotions & Entertainment | |
| Client Amenities | 1,000 |
| Miscellaneous/Local Client Entertainment | 1,500 |
| Atlanta Client Event/SDTA - October - Client Entertainment | 100 |
| Atlanta Booth Fee - October - Booth Fee | 2,000 |
| Orange County Client Event - October - Client Entertainment | 100 |
| Orange County Client Event - October - Booth Fee | 1,600 |
| LA Client Event/ Booth Fee - March | 1,500 |
| LA Client Event - Client Entertainment - March | 100 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 61 - Sales

Mar 24, 2015 2:45 PM

| Account/Description | Amount |
|---|-------------------------|
| IAEE Annual Meeting - Booth Fee - December | 4,500 |
| PCMA Annual Conference - Client Entertainment - January | 200 |
| Subtotal | <u>12,600</u> |
| 7270 Travel - Out Of Town - Sales | |
| Atlanta Client Event - October | 1,500 |
| Orange County Client Event - October | 540 |
| LA Client Event - March | 440 |
| IAEE Annual Meeting - December | 2,992 |
| PCMA Annual Conference - January | 2,875 |
| Subtotal | <u>8,347</u> |
| 7960 Marketing Contract Payment | |
| Subtotal | <u>1,931,000</u> |

Convention Services Admin Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 25.1 - Convention Services Admin

Mar 24, 2015 2:43 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|---------------------------------------|--------------------------------------|-------------------|------------------------|------------------|
| <u>REVENUES</u> | | | | |
| | TOTAL REVENUES | 0 | 0 | 0.0% |
| <u>PERSONNEL</u> | | | | |
| 5000 | Salaries & Wages - F/T | 148,347 | 152,812 | 3.0% |
| 5010 | Overtime Wages - F/T | 0 | 0 | 0.0% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 4,515 | 4,557 | 0.9% |
| 5050 | Regular Wages - P/T | 461 | 468 | 1.5% |
| | TOTAL SALARIES & WAGES | 153,323 | 157,837 | 2.9% |
| 5100 | Social Security Tax | 11,052 | 11,375 | 2.9% |
| 5120 | Health Insurance | 27,078 | 27,969 | 3.3% |
| 5130 | Worker's Compensation Insurance | 2,327 | 2,821 | 21.2% |
| 5131 | Worker's Comp. Ins.-Claim Costs | 0 | 0 | 0.0% |
| 5140 | Life Insurance | 382 | 393 | 2.9% |
| 5150 | Long-Term Disability Insurance | 397 | 409 | 3.0% |
| 5160 | Retirement Plans | 15,288 | 15,737 | 3.0% |
| | TOTAL FRINGE BENEFITS | 56,522 | 58,704 | 3.9% |
| | TOTAL PERSONNEL EXPENSES | 209,845 | 216,541 | 3.2% |
| <u>SUPPLIES & SERVICES</u> | | | | |
| 6060 | Books & Periodicals | 75 | 75 | 0.0% |
| 8150 | Meetings - Business | 500 | 500 | 0.0% |
| 7100 | Communication Services | 1,080 | 1,200 | 11.1% |
| 7220 | Client Promotions & Entertainment | 1,200 | 1,200 | 0.0% |
| 7250 | Marketing & Promotion Material | 16,000 | 16,300 | 1.9% |
| 7370 | Supplies - Office | 1,100 | 1,000 | -9.1% |
| | TOTAL SUPPLIES & SERVICES | 19,955 | 20,275 | 1.6% |
| | TOTAL EXPENDITURES | \$229,800 | \$236,816 | 3.1% |
| | NET REVENUES/EXPENSES | -\$229,800 | -\$236,816 | 3.1% |

San Diego Convention Center
 Personnel Expenses
 FY2016 Budget - Board Approved 03/18/15
 Division 25.1 - Convention Services Admin

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Director of Convention Services | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Adm. Assistant | 1 | 1 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 2 | 2 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|-----------|---------------------------------|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Business Services | Non-Event | 32.00 | 32.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 8.00 | 8.00 | 8.00 | 8.00 | 0.00 |
| Total | | 32.00 | 32.00 | 0.00 | 8.00 | 8.00 | 8.00 | 8.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 25.1 - Convention Services Admin

Mar 24, 2015 2:43 PM

| Account/Description | Amount |
|--|---------------|
| 6060 Books & Periodicals | |
| 1) Industry Publications i.e., PCMA, MPI, Industry Mags | 75 |
| Subtotal | 75 |
| 6150 Meetings - Business | |
| 1) Attendance at Industry meetings, special events, i.e. SDTA, SD MPI & HSMAI Chapter Meetings | 500 |
| Subtotal | 500 |
| 7100 Communication Services | |
| | 1,200 |
| Subtotal | 1,200 |
| 7220 Client Promotions & Entertainment | |
| Client entertainment & meals | 1,200 |
| Subtotal | 1,200 |
| 7250 Marketing & Promotion Material | |
| Welcome Signage Printing | 8,798 |
| Promo Items and Marketing Materials | 7,502 |
| Subtotal | 16,300 |
| 7370 Supplies - Office | |
| | 1,000 |
| Subtotal | 1,000 |

Convention Services Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 25.3 - Convention Services

Mar 24, 2015 2:44 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|---------------------------------------|--------------------------------------|-------------------|------------------------|------------------|
| <u>REVENUES</u> | | | | |
| | TOTAL REVENUES | 0 | 0 | 0.0% |
| <u>PERSONNEL</u> | | | | |
| 5000 | Salaries & Wages - F/T | 258,606 | 266,364 | 3.0% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 7,870 | 7,942 | 0.9% |
| | TOTAL SALARIES & WAGES | 266,476 | 274,306 | 2.9% |
| 5100 | Social Security Tax | 19,359 | 19,918 | 2.9% |
| 5120 | Health Insurance | 43,528 | 45,220 | 3.9% |
| 5130 | Worker's Compensation Insurance | 4,044 | 4,904 | 21.3% |
| 5140 | Life Insurance | 666 | 686 | 3.0% |
| 5150 | Long-Term Disability Insurance | 693 | 713 | 2.9% |
| 5160 | Retirement Plans | 26,648 | 27,431 | 2.9% |
| | TOTAL FRINGE BENEFITS | 94,938 | 98,872 | 4.1% |
| | TOTAL PERSONNEL EXPENSES | 361,414 | 373,178 | 3.3% |
| <u>SUPPLIES & SERVICES</u> | | | | |
| 6140 | FF&E \$5,000 & Under | 200 | 200 | 0.0% |
| 6150 | Meetings - Business | 1,000 | 1,000 | 0.0% |
| 6210 | Postage & Delivery Bulk | 10,810 | 7,000 | -34.0% |
| 6810 | Automotive - Gas | 800 | 800 | 0.0% |
| 6830 | Automotive - Operating | 400 | 700 | 75.0% |
| 6840 | Travel - Local Mileage & Parking | 700 | 800 | 14.3% |
| 7100 | Communication Services | 2,880 | 3,900 | 35.4% |
| 7220 | Client Promotions & Entertainment | 17,000 | 17,000 | 0.0% |
| 7270 | Travel - Out Of Town - Sales | 18,494 | 20,077 | 8.6% |
| 7370 | Supplies - Office | 0 | 0 | 0.0% |
| | TOTAL SUPPLIES & SERVICES | 52,084 | 51,477 | -1.2% |
| | TOTAL EXPENDITURES | \$413,498 | \$424,655 | 2.7% |
| | NET REVENUES/EXPENSES | -\$413,498 | -\$424,655 | 2.7% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 25.3 - Convention Services

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|----------------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Sr. Convention Services Managers | 2 | 2 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Convention Services Managers | 2 | 2 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 4 | 4 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|-----------|---------------------------------|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Business Services | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 25.3 - Convention Services

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| Account/Description | Amount |
|---|----------------------|
| 6140 FF&E \$5,000 & Under | |
| | 200 |
| Subtotal | <u>200</u> |
| 6150 Meetings - Business | |
| 1) CSMs to Industry meetings, special events i.e: Conv Vis, SD MPI, HSMAI Educational and networking opportunities to provide Professional and Industry partner relationship development. | 1,000 |
| Subtotal | <u>1,000</u> |
| 6210 Postage & Delivery Bulk | |
| 1) Bulk shipping of Promo Show materials: Promo Booth, SD Visitor guides, Center Pen, etc. to clients. Other Client Shipments | 4,000 3,000 |
| Subtotal | <u>7,000</u> |
| 6810 Automotive - Gas | |
| 1) SDCCC Van and Enterprise Van | 800 |
| Subtotal | <u>800</u> |
| 6830 Automotive - Operating | |
| 1) SDCCC Van and Enterprise Van | 700 |
| Subtotal | <u>700</u> |
| 6840 Travel - Local Mileage & Parking | |
| 1) Parking costs at hotels, venues, valet tips, parking meters - when conducting client sites & work-related functions. 2) Purchase of Meter Cards to be used when conducting client sites and attending work-related functions. | 700 100 |
| Subtotal | <u>800</u> |
| 7100 Communication Services | |
| | 3,900 |
| Subtotal | <u>3,900</u> |
| 7220 Client Promotions & Entertainment | |
| 1) Business breakfasts, lunches, dinners with Clients on local sites visits and/ or Promo shows. Site visit expenses, i.e. Van rental | 17,000 |
| Subtotal | <u>17,000</u> |
| 7270 Travel - Out Of Town - Sales | |
| 1) Promo Shows July 1, 2015 to June 30, 2016 based on (4) CSM's, all events have been confirmed by CSM/SMs | 20,077 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 25.3 - Convention Services

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| Account/Description | Amount |
|---|----------------------|
| 2) Clients provide housing for CSM to attend. SDCCC provides Airfare, Meals and incidentals. CSMs book air early for best rates possible. | |
| <i>Subtotal</i> | <u>20,077</u> |

Housing Services/On Peak Division

San Diego Convention Center
 Summary of Revenues & Expenditures
 FY2016 Budget - Board Approved 03/18/15
 Division 25.4 - Housing Services

Mar 24, 2015 2:44 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------|--------------------------------------|------------------|------------------------------|---------------------|
| REVENUES | | | | |
| 4387 | Housing Reservation Services | 50,000 | 133,957 | 167.9% |
| | TOTAL REVENUES | 50,000 | 133,957 | 167.9% |
| PERSONNEL | | | | |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| | TOTAL SALARIES & WAGES | 0 | 0 | 0.0% |
| 5140 | Life Insurance | 0 | 0 | 0.0% |
| 5150 | Long-Term Disability Insurance | 0 | 0 | 0.0% |
| | TOTAL FRINGE BENEFITS | 0 | 0 | 0.0% |
| | TOTAL PERSONNEL EXPENSES | 0 | 0 | 0.0% |
| SUPPLIES & SERVICES | | | | |
| | TOTAL SUPPLIES & SERVICES | 0 | 0 | 0.0% |
| | TOTAL EXPENDITURES | \$0 | \$0 | 0.0% |
| | NET REVENUES/EXPENSES | \$50,000 | \$133,957 | 167.9% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 25.4 - Housing Services

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|
| Total | 0 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|------|---------------------------------|---------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Advertising & Concierge Services Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 25.5 - Advertising & Conclerge Services

Mar 24, 2015 2:44 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------------|-----------------------------------|------------------|------------------------|------------------|
| REVENUES | | | | |
| 4381 | Advertising | 676,123 | 666,071 | -1.6% |
| 4382 | Restaurant Booth - Other | 8,500 | 4,250 | -50.0% |
| 4383 | Advertising - Artwork | 9,525 | 5,500 | -42.3% |
| 4860 | Miscellaneous Income - Other | 0 | 0 | 0.0% |
| TOTAL REVENUES | | 694,148 | 674,821 | -2.8% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 139,185 | 129,715 | -6.8% |
| 5020 | Performance Awards - F/T | 10,000 | 6,000 | -40.0% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 4,236 | 3,868 | -8.7% |
| 5050 | Regular Wages - P/T | 41,615 | 82,193 | 97.5% |
| 5057 | Overtime Wages - P/T | 0 | 0 | 0.0% |
| TOTAL SALARIES & WAGES | | 195,036 | 221,776 | 13.7% |
| 5100 | Social Security Tax | 14,848 | 16,673 | 12.3% |
| 5110 | Unemployment Insurance | 0 | 0 | 0.0% |
| 5120 | Health Insurance | 5,789 | 13,240 | 128.7% |
| 5130 | Worker's Compensation Insurance | 2,816 | 3,866 | 37.3% |
| 5140 | Life Insurance | 362 | 324 | -10.5% |
| 5150 | Long-Term Disability Insurance | 378 | 337 | -10.4% |
| 5160 | Retirement Plans | 14,494 | 12,353 | -14.8% |
| TOTAL FRINGE BENEFITS | | 38,685 | 46,793 | 21.0% |
| TOTAL PERSONNEL EXPENSES | | 233,721 | 268,569 | 14.9% |
| SUPPLIES & SERVICES | | | | |
| 6030 | Bad Debts - Unpaid Charges | 3,500 | <u>2,500</u> | -28.6% |
| 6060 | Books & Periodicals | 20 | <u>24</u> | 20.0% |
| 6090 | Credit Card Service Charges | 1,600 | <u>1,075</u> | -32.8% |
| 6140 | FF&E \$5,000 & Under | 500 | <u>500</u> | 0.0% |
| 6150 | Meetings - Business | 650 | <u>800</u> | 23.1% |
| 6160 | Memberships | 790 | <u>800</u> | 1.3% |
| 6200 | Photography & Blueprints | 3,300 | <u>3,300</u> | 0.0% |
| 6225 | Printing - Advertising Artwork | 4,870 | <u>2,500</u> | -48.7% |
| 6230 | Printing - Communications | 100,400 | <u>96,500</u> | -3.9% |
| 6750 | Other Professional Services | 150 | <u>0</u> | -100.0% |
| 6840 | Travel - Local Mileage & Parking | 550 | <u>350</u> | -36.4% |
| 7100 | Communication Services | 2,880 | <u>1,920</u> | -33.3% |
| 7220 | Client Promotions & Entertainment | 600 | <u>600</u> | 0.0% |
| 7250 | Marketing & Promotion Material | 1,300 | <u>1,300</u> | 0.0% |
| 7370 | Supplies - Office | 375 | <u>375</u> | 0.0% |
| TOTAL SUPPLIES & SERVICES | | 121,485 | 112,544 | -7.4% |
| TOTAL EXPENDITURES | | \$355,206 | \$381,113 | 7.3% |

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 25.5 - Advertising & Conclerge Services

Mar 24, 2015 2:44 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|------|-----------------------|------------------|------------------------------|---------------------|
| | NET REVENUES/EXPENSES | \$338,942 | \$293,708 | -13.3% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 25.5 - Advertising & Concierge Services

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | | | | | | | | | | | | | | | |
| Director of Ad & Concierge Svcs | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Advertising Sales Rep | 0 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Advertising Account Executive | 1 | 0 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 2 | 2 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|-------------------------|----------------------|---------------------------------|---------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | | | | | | | | | | | | | | | |
| Concierge Svcs Rep | Non-Event | 2,744.00 | 4,132.00 | 392.00 | 272.00 | 424.00 | 384.00 | 416.00 | 320.00 | 336.00 | 368.00 | 320.00 | 288.00 | 352.00 | 260.00 |
| Concierge Svcs Rep | Non-Event (Training) | 144.00 | 150.00 | 0.00 | 25.00 | 0.00 | 25.00 | 25.00 | 0.00 | 25.00 | 0.00 | 25.00 | 0.00 | 25.00 | 0.00 |
| Concierge Svcs Rep - OT | Event / Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Adm. Assistant | Event / Non-Event | 0.00 | 1,290.00 | 100.00 | 100.00 | 120.00 | 100.00 | 120.00 | 100.00 | 120.00 | 100.00 | 120.00 | 100.00 | 100.00 | 100.00 |
| Total | | 2,888.00 | 5,562.00 | 492.00 | 397.00 | 544.00 | 509.00 | 561.00 | 420.00 | 481.00 | 468.00 | 465.00 | 388.00 | 477.00 | 360.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 25.5 - Advertising & Concierge Services

Mar 24, 2015 2:44 PM

| Account/Description | Amount |
|---|----------------------|
| 6030 Bad Debts - Unpaid Charges | |
| | 2,500 |
| Subtotal | <u>2,500</u> |
| 6060 Books & Periodicals | |
| | 24 |
| Subtotal | <u>24</u> |
| 6090 Credit Card Service Charges | |
| Credit card ticket sales processing fees | 1,075 |
| Subtotal | <u>1,075</u> |
| 6140 FF&E \$5,000 & Under | |
| Restaurant Booth Improvements | 500 |
| Subtotal | <u>500</u> |
| 6150 Meetings - Business | |
| Industry Meetings; Ad Partner Presentations | 800 |
| Subtotal | <u>800</u> |
| 6160 Memberships | |
| California Restaurant Association | 800 |
| Gaslamp Association | 0 |
| Subtotal | <u>800</u> |
| 6200 Photography & Blueprints | |
| Restaurant Booth Photo Enhancements | 3,300 |
| Attendee Guide Photography | |
| Subtotal | <u>3,300</u> |
| 6225 Printing - Advertising Artwork | |
| | 2,500 |
| Subtotal | <u>2,500</u> |
| 6230 Printing - Communications | |
| Map Reproduction - Restaurant & Concierge Booth | 1,500 |
| Attendee Guide | 95,000 |
| Subtotal | <u>96,500</u> |
| 6840 Travel - Local Mileage & Parking | |
| CRA Board meetings, special event meetings and mixers; advertising partners meetings, SITES | 350 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 25.5 - Advertising & Concierge Services

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| Account/Description | Amount | |
|---|-----------------|--------------|
| | <i>Subtotal</i> | <u>350</u> |
| 7100 Communication Services | | 1,920 |
| | <i>Subtotal</i> | <u>1,920</u> |
| 7220 Client Promotions & Entertainment | | 600 |
| | <i>Subtotal</i> | <u>600</u> |
| 7250 Marketing & Promotion Material Signs, advertising sales flyers, exhibitor flyers, etc. | | 1,300 |
| | <i>Subtotal</i> | <u>1,300</u> |
| 7370 Supplies - Office | | 375 |
| | <i>Subtotal</i> | <u>375</u> |

INFORMATION SYSTEMS DEPARTMENT

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 05 - Information Systems

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| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------|---|---------------|------------------------|------------------|
| REVENUES | | | | |
| | TOTAL REVENUES | 0 | 0 | 0.0% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 378,138 | 388,488 | 3.0% |
| 5010 | Overtime Wages - F/T | 0 | 0 | 0.0% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 11,510 | 11,614 | 0.9% |
| | TOTAL SALARIES & WAGES | 389,648 | 401,102 | 2.9% |
| 5100 | Social Security Tax | 27,388 | 27,268 | -0.4% |
| 5110 | Unemployment Insurance | 0 | 1,000 | 100.0% |
| 5120 | Health Insurance | 43,329 | 60,990 | 40.8% |
| 5130 | Worker's Compensation Insurance | 5,921 | 7,171 | 21.1% |
| 5140 | Life Insurance | 974 | 1,003 | 3.0% |
| 5150 | Long-Term Disability Insurance | 1,013 | 1,043 | 3.0% |
| 5160 | Retirement Plans | 39,017 | 40,110 | 2.8% |
| | TOTAL FRINGE BENEFITS | 117,642 | 138,585 | 17.8% |
| | TOTAL PERSONNEL EXPENSES | 507,290 | 539,687 | 6.4% |
| SUPPLIES & SERVICES | | | | |
| 6060 | Books & Periodicals | 150 | 100 | -33.3% |
| 6080 | Copier Supplies/Service | 70,200 | 68,000 | -3.1% |
| 6140 | FF&E \$5,000 & Under | 59,100 | 61,150 | 3.5% |
| 6300 | Storage/Recovery Offsite | 8,379 | 8,925 | 6.5% |
| 6440 | Software & Application Maintenance Svcs | 194,283 | 191,910 | -1.2% |
| 6445 | R/M Website | 5,972 | 13,852 | 131.9% |
| 6750 | Other Professional Services | 5,600 | 600 | -89.3% |
| 6960 | Travel - Out Of Town - Staff | 0 | 3,945 | 100.0% |
| 7100 | Communication Services | 1,080 | 1,080 | 0.0% |
| 7300 | Supplies - Info Systems | 3,800 | 3,800 | 0.0% |
| 7370 | Supplies - Office | 500 | 500 | 0.0% |
| | TOTAL SUPPLIES & SERVICES | 349,064 | 353,862 | 1.4% |
| | TOTAL EXPENDITURES | \$856,354 | \$893,549 | 4.3% |
| | NET REVENUES/EXPENSES | -\$856,354 | -\$893,549 | 4.3% |

San Diego Convention Center
 Personnel Expenses
 FY2016 Budget - Board Approved 03/18/15
 Division 05 - Information Systems

Mar 24, 2015 2:41 PM

Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|------------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Information Systems Director | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Network Engineer | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Computer Systems Analyst | 1 | 1 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Software Developer | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 4 | 4 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budget Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|------|-------------------------------|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 05 - Information Systems

Mar 24, 2015 2:41 PM

| Account/Description | Amount |
|---|----------------------|
| 6060 Books & Periodicals | |
| Microsoft programming books and other technical books | 100 |
| Subtotal | <u>100</u> |
| 6080 Copier Supplies/Service | |
| BCS Copier and Printer Lease and Maintenance | 68,000 |
| Subtotal | <u>68,000</u> |
| 6140 FF&E \$5,000 & Under | |
| Replacement of hard drives, memory, monitors,cables, keyboards & mouse, Misc software | 18,000 |
| Service pack releases | 2,200 |
| Network hardware/software replacements | 12,000 |
| PC replacements | 27,000 |
| iPad units for Sales (3 X \$650) | 1,950 |
| Subtotal | <u>61,150</u> |
| 6300 Storage/Recovery Offsite | |
| Off-site Disaster Recovery | 8,826 |
| Online notebook data storage | 99 |
| Subtotal | <u>8,925</u> |
| 6440 Software & Application Maintenance Services | |
| Microsoft Dynamics - Solomon Financial Accounting maintenance agreement | 13,453 |
| Microsoft Exchange Server maintenance | 1,600 |
| Microsoft Dynamics CRM licenses | 3,750 |
| Microsoft Sharepoint | 2,050 |
| Concentrics software maintenance & support | 8,988 |
| Palo Alto firewall maintenance and support | 3,200 |
| Citrix Remote Access software maintenance | 2,700 |
| Veeam Network Backup Software Maintenance | 4,000 |
| Symantec System Recovery Server | 1,725 |
| Symantec AntiVirus Spam Protection | 2,000 |
| Nimble data storage units maintenance agreement (Trace3) | 5,052 |
| Mimecast archiving / continuity services | 14,650 |
| Fixed Asset System maintenance system | 4,952 |
| Ultipro – UTA Maintenance | 25,440 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 05 - Information Systems

Mar 24, 2015 2:41 PM

| Account/Description | Amount |
|--|----------------|
| Ultipro – Intersource Maintenance | 47,760 |
| Ultipro – Excess UTA and Intersource Charge | 7,500 |
| Ultipro – Infor Labor Scheduler | 11,639 |
| Ultipro – Time Clock Maintenance | 2,208 |
| Kioware - HR/Payroll Kiosk | 396 |
| Maintenance Connection maintenance agreement | 2,736 |
| Scribe - Concentrics/CRM connectivity | 1,900 |
| Quest Sharepoint Recovery Manager / Site Administrator maintenance | 1,402 |
| IMF Tune & IMF Tune Unlimited | 550 |
| MaxQ Charge It! credit card processing software for Solomon | 2,520 |
| Citrix-GoToMeeting web conferencing | 468 |
| Thursby Software | 140 |
| USCAD - Autodesk AutoCAD | 1,760 |
| Survey Gizmo | 810 |
| OpenDNS | 2,599 |
| AirWatch iPad Mobility service | 1,100 |
| ZOHO ManageEngine OpManager | 499 |
| DLT Quest Recovery Manager for Exchange Mailbox | 163 |
| DLT Quest Recovery Manager for Exchange | 382 |
| DLT LiteSpeed For SQL server | 862 |
| Secure by Design Ninite | 1,140 |
| LogMeIn | 299 |
| Dropbox | 2,250 |
| E-Fax Solution (public affairs) | 170 |
| Formax Small Folder Sealer (Acct) | 510 |
| Fastpath Audit Trail | 1,080 |
| Facility MSDS Online service | 4,007 |
| Foundation Logic Uniform Manager Software maintenance | 1,500 |
| Subtotal | 191,910 |
| 6445 R/M Website | |
| Domain names registrations and AWS-S3, In-Motion website hosting | 6,880 |
| Intermedia Net | 972 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 05 - Information Systems

Mar 24, 2015 2:41 PM

| Account/Description | Amount |
|---|---------------|
| Mile3 Professional Monthly Maintenance Support (500 x 12) | 6,000 |
| Subtotal | 13,852 |
| 6750 Other Professional Services | |
| Sharepoint support for Board of Directors site | 600 |
| Subtotal | 600 |
| 6860 Travel - Out Of Town - Staff | |
| Concentrics User Group Conference | 1,970 |
| Consumer Electronics Show | 1,975 |
| Subtotal | 3,945 |
| 7100 Communication Services | |
| | 1,080 |
| Subtotal | 1,080 |
| 7300 Supplies - Info Systems | |
| Data Backup Drives | 2,000 |
| Network maintenance supplies | 1,800 |
| Subtotal | 3,800 |
| 7370 Supplies - Office | |
| | 500 |
| Subtotal | 500 |

HUMAN RESOURCES DEPARTMENT

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 50 - Human Resources

Mar 24, 2015 2:44 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------|--------------------------------------|---------------|------------------------|------------------|
| REVENUES | | | | |
| 4860 | Miscellaneous Income - Other | 1,450 | 1,500 | 3.4% |
| | TOTAL REVENUES | 1,450 | 1,500 | 3.4% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 503,433 | 515,808 | 2.4% |
| 5010 | Overtime Wages - F/T | 188 | 191 | 1.6% |
| 5020 | Performance Awards - F/T | 2,500 | 2,500 | 0.0% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 15,322 | 15,374 | 0.3% |
| 5050 | Regular Wages - P/T | 16,664 | 11,385 | -31.7% |
| 5057 | Overtime Wages - P/T | 0 | 0 | 0.0% |
| | TOTAL SALARIES & WAGES | 538,107 | 545,058 | 1.3% |
| 5100 | Social Security Tax | 38,770 | 38,718 | -0.1% |
| 5120 | Health Insurance | 83,734 | 75,576 | 18.6% |
| 5130 | Worker's Compensation Insurance | 8,167 | 9,754 | 19.4% |
| 5140 | Life Insurance | 1,298 | 1,328 | 2.3% |
| 5150 | Long-Term Disability Insurance | 1,350 | 1,382 | 2.4% |
| 5160 | Retirement Plans | 52,145 | 53,419 | 2.4% |
| | TOTAL FRINGE BENEFITS | 165,464 | 180,177 | 8.9% |
| | TOTAL PERSONNEL EXPENSES | 703,571 | 725,235 | 3.1% |
| SUPPLIES & SERVICES | | | | |
| 6010 | Advertising - Recruiting | 8,500 | 7,500 | -11.8% |
| 6060 | Books & Periodicals | 355 | 380 | 7.0% |
| 6100 | Employee Recognition | 26,839 | 24,997 | -6.2% |
| 6110 | Employment Screening/Physicals | 13,000 | 14,580 | 12.2% |
| 6140 | FF&E \$5,000 & Under | 5,543 | 4,940 | -10.9% |
| 6150 | Meetings - Business | 500 | 550 | 10.0% |
| 6160 | Memberships | 3,094 | 2,729 | -11.8% |
| 6200 | Photography & Blueprints | 2,050 | 2,500 | 22.0% |
| 6240 | Printing - General | 3,500 | 3,350 | -4.3% |
| 6250 | Recruiting Expenses | 5,600 | 19,600 | 250.0% |
| 6290 | Staff Training | 37,508 | 77,078 | 105.5% |
| 6750 | Other Professional Services | 39,613 | 16,780 | -57.6% |
| 6840 | Travel - Local Mileage & Parking | 515 | 610 | 18.4% |
| 6860 | Travel - Out Of Town - Staff | 0 | 16,146 | 100.0% |
| 7100 | Communication Services | 1,080 | 1,080 | 0.0% |
| 7310 | Supplies - Ergonomics | 1,500 | 1,500 | 0.0% |
| 7370 | Supplies - Office | 2,430 | 2,415 | -0.6% |
| | TOTAL SUPPLIES & SERVICES | 151,427 | 196,735 | 29.9% |
| | TOTAL EXPENDITURES | \$854,998 | \$921,970 | 7.8% |
| | NET REVENUES/EXPENSES | -\$853,548 | -\$920,470 | 7.8% |

San Diego Convention Center
 Personnel Expenses
 FY2016 Budget - Board Approved 03/18/15
 Division 50 - Human Resources

Mar 24, 2015 2:44 PM

Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|-----------------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| HR Director | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| HR Supervisor | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| HR Specialist | 2 | 2 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Executive Assistant | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Learning & Development Specialist | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Employment Representative | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Department Assistant | 1 | 1 | 8.00 | 8.00 | 2.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2.00 | 4.00 |
| Total | 8 | 8 | 8.00 | 8.00 | 2.00 | 0.00 | 2.00 | 4.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|-----------|---------------------------------|---------------------------------|-------------|-------------|---------------|---------------|---------------|---------------|--------------|---------------|---------------|---------------|--------------|-------------|
| Business Services | Non-Event | 32.00 | 40.00 | 0.00 | 0.00 | 0.00 | 8.00 | 0.00 | 0.00 | 8.00 | 0.00 | 8.00 | 8.00 | 8.00 | 0.00 |
| Internships | Non-Event | 1,800.00 | 1,200.00 | 0.00 | 0.00 | 100.00 | 200.00 | 200.00 | 100.00 | 50.00 | 200.00 | 200.00 | 100.00 | 50.00 | 0.00 |
| Total | | 1,832.00 | 1,240.00 | 0.00 | 0.00 | 100.00 | 208.00 | 200.00 | 100.00 | 58.00 | 200.00 | 208.00 | 108.00 | 58.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 50 - Human Resources

Mar 24, 2015 2:44 PM

| Account/Description | Amount |
|--|----------------------|
| 6010 Advertising - Recruiting | |
| | 7,500 |
| Subtotal | <u>7,500</u> |
| 6060 Books & Periodicals | |
| ATD | 180 |
| CA Labor Law Digest | 200 |
| Subtotal | <u>380</u> |
| 6100 Employee Recognition | |
| | 24,997 |
| Subtotal | <u>24,997</u> |
| 6110 Employment Screening/Physicals | |
| | 14,580 |
| Subtotal | <u>14,580</u> |
| 6140 FF&E \$5,000 & Under | |
| | 4,940 |
| Subtotal | <u>4,940</u> |
| 6150 Meetings - Business | |
| Monthly Association Meetings (ATD, SHRM, SDHR) | 550 |
| Subtotal | <u>550</u> |
| 6160 Memberships | |
| SHRM National Renewal | 380 |
| ASTD Local Renewal | 100 |
| ASTD National Renewal | 254 |
| CA Employers Association Renewal | 1,995 |
| Subtotal | <u>2,729</u> |
| 6200 Photography & Blueprints | |
| Photo ID Supplies (Includes lamination, printer ribbon, badges, clips and lanyards & printer repair) | 2,500 |
| Subtotal | <u>2,500</u> |
| 6240 Printing - General | |
| | 3,350 |
| Subtotal | <u>3,350</u> |
| 6250 Recruiting Expenses | |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 50 - Human Resources

Mar 24, 2015 2:44 PM

| Account/Description | Amount |
|---|---------------|
| Job Fair or Outreach Event (4 events in support of AAP) | 1,000 |
| Diversity Outreach | 5,000 |
| Vets Outreach Program | 3,000 |
| LinkedIn Monthly Fee (3) (Allows for posting, Bouillon Searching) - Renewal | 3,600 |
| Another Source - professional level recruitment service | 5,000 |
| Validated Assessment | 2,000 |
| Subtotal | 19,600 |
| 6290 Staff Training | |
| See detailed information attached | 77,078 |
| Subtotal | 77,078 |
| 6750 Other Professional Services | |
| UC Advantage (Unemployment Administration) | 3,360 |
| Employer's Group - OFCCP consulting | 6,600 |
| Ultimate Workforce Management - On-going support | 4,000 |
| Salary Survey | 820 |
| Arbitrator | 2,000 |
| Subtotal | 16,780 |
| 6840 Travel - Local Mileage & Parking | |
| | 610 |
| Subtotal | 610 |
| 6860 Travel - Out Of Town - Staff | |
| ATD Annual Conference | 3,652 |
| Oglebay: Public Assembly Facility Mgmt. School | 1,372 |
| Oglebay: Public Assembly Facility Mgmt. School | 1,244 |
| SHRM Annual Conference & Exposition | 3,696 |
| Ultimate Software Annual Connections Conference | 2,764 |
| Ultimate Software Annual Connections Conference | 2,724 |
| UltiPro: 311: Tax Reconciliation | 223 |
| UltiPro: 311: Tax Reconciliation & UltiPro: 310-Year End Preparation | 471 |
| Subtotal | 16,146 |
| 7100 Communication Services | |
| Monthly Personal Cell Device Usage Reimbursement | 1,080 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 50 - Human Resources

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| <u>Account/Description</u> | <u>Amount</u> | |
|----------------------------|-----------------|--------------|
| | <i>Subtotal</i> | <u>1,080</u> |
| 7310 Supplies - Ergonomics | | 1,500 |
| | <i>Subtotal</i> | <u>1,500</u> |
| 7370 Supplies - Office | | 2,415 |
| | <i>Subtotal</i> | <u>2,415</u> |

FINANCE DEPARTMENT

Finance Admin Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 30 - Finance Administration

Mar 24, 2015 2:44 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|---------------------------------------|----------------------------------|------------------|------------------------------|---------------------|
| <u>REVENUES</u> | | | | |
| 4375 | ATM Services | 39,000 | 30,000 | -23.1% |
| 4610 | Commissions - Device Services | 750 | 4,000 | 433.3% |
| TOTAL REVENUES | | 39,750 | 34,000 | -14.5% |
| <u>PERSONNEL</u> | | | | |
| 5000 | Salaries & Wages - F/T | 0 | 0 | 0.0% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 0 | 0 | 0.0% |
| TOTAL SALARIES & WAGES | | 0 | 0 | 0.0% |
| 5100 | Social Security Tax | 0 | 0 | 0.0% |
| 5120 | Health Insurance | 0 | 0 | 0.0% |
| 5130 | Worker's Compensation Insurance | 0 | 0 | 0.0% |
| 5140 | Life Insurance | 0 | 0 | 0.0% |
| 5150 | Long-Term Disability Insurance | 0 | 0 | 0.0% |
| 5160 | Retirement Plans | 0 | 0 | 0.0% |
| TOTAL FRINGE BENEFITS | | 0 | 0 | 0.0% |
| TOTAL PERSONNEL EXPENSES | | 0 | 0 | 0.0% |
| <u>SUPPLIES & SERVICES</u> | | | | |
| 6040 | Bank Charge/Armored Car | 2,204 | 3,972 | 80.2% |
| 6060 | Books & Periodicals | 450 | 450 | 0.0% |
| 6140 | FF&E \$5,000 & Under | 0 | 1,000 | 100.0% |
| 6160 | Memberships | 0 | 0 | 0.0% |
| 6220 | Postage & Delivery Service | 12,500 | 12,400 | -0.8% |
| 6260 | Regulatory Fees | 20 | 0 | -100.0% |
| 6510 | R/M Other Equipment | 1,400 | 1,400 | 0.0% |
| 6700 | Audit Services | 35,652 | 36,646 | 2.8% |
| 6750 | Other Professional Services | 3,800 | 6,550 | 72.4% |
| 6840 | Travel - Local Mileage & Parking | 0 | 0 | 0.0% |
| 6860 | Travel - Out Of Town - Staff | 0 | 0 | 0.0% |
| 7100 | Communication Services | 0 | 0 | 0.0% |
| 7370 | Supplies - Office | 9,750 | 10,500 | 7.7% |
| TOTAL SUPPLIES & SERVICES | | 65,776 | 72,918 | 10.9% |
| TOTAL EXPENDITURES | | \$65,776 | \$72,918 | 10.9% |
| NET REVENUES/EXPENSES | | -\$26,026 | -\$38,918 | 49.5% |

San Diego Convention Center
 Personnel Expenses
 FY2016 Budget - Board Approved 03/18/15
 Division 30 - Finance Administration

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2016 Budgeted Positions | FY2016 Approved Budget Position | FY2016 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|---------------------------|---------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 0 | 0 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 0 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2016 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|-----------|---------------------------------|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Business Services | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 30 - Finance Administration

Mar 24, 2015 2:44 PM

| Account/Description | Amount |
|---|----------------------|
| 6040 Bank Charge/Armored Car | |
| ATM cash drops --> 26 drops | 2,964 |
| ATM service calls --> 4 | 720 |
| Lock fee | 288 |
| Subtotal | <u>3,972</u> |
| 6060 Books & Periodicals | |
| Books & periodicals on acct'g & financial management - reinstate accounting regs update subscription | 200 |
| Retirement Plan update subscription | 250 |
| Subtotal | <u>450</u> |
| 6140 FF&E \$5,000 & Under | |
| Postage machine parts; office | 1,000 |
| Subtotal | <u>1,000</u> |
| 6220 Postage & Delivery Service | |
| Regular Postage | 9,100 |
| Postage Meter Rental | 1,200 |
| FedEx and UPS | 1,600 |
| Service/parts on postage machine | 500 |
| Subtotal | <u>12,400</u> |
| 6510 R/M Other Equipment | |
| ATM warranty costs | 1,400 |
| Subtotal | <u>1,400</u> |
| 6700 Audit Services | |
| Annual audit of financial statements | 28,146 |
| Annual audit of pension plan | 8,500 |
| Subtotal | <u>36,646</u> |
| 6750 Other Professional Services | |
| Pension Plan Supplemental Fees & Expenses (distributions, Nyhart consulting, specialized Wells Fargo consulting, 457 and 403b Plan consulting services) | 2,250 |
| Solomon ongoing development and support | 2,500 |
| Supplemental Deferred Compensation Plan admin fees | 1,800 |
| Subtotal | <u>6,550</u> |
| 7370 Supplies - Office | |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 30 - Finance Administration

Mar 24, 2015 2:44 PM

| Account/Description | Amount |
|----------------------------|----------------------|
| General supplies | 150 |
| Centralized inventory | 10,350 |
| Subtotal | <u>10,500</u> |

Accounting Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 32 - Accounting

Mar 24, 2015 2:44 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------|--------------------------------------|------------------|------------------------------|---------------------|
| REVENUES | | | | |
| | TOTAL REVENUES | 0 | 0 | 0.0% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 431,073 | 442,753 | 2.7% |
| 5010 | Overtime Wages - F/T | 1,820 | 1,757 | -3.5% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 13,119 | 13,202 | 0.6% |
| 5050 | Regular Wages - P/T | 22,796 | 22,464 | -1.5% |
| 5057 | Overtime Wages - P/T | 0 | 0 | 0.0% |
| | TOTAL SALARIES & WAGES | 468,808 | 480,176 | 2.4% |
| 5100 | Social Security Tax | 34,226 | 35,024 | 2.3% |
| 5110 | Unemployment Insurance | 0 | 0 | 0.0% |
| 5120 | Health Insurance | 58,155 | 59,830 | 2.9% |
| 5130 | Worker's Compensation Insurance | 7,123 | 8,594 | 20.7% |
| 5140 | Life Insurance | 1,116 | 1,146 | 2.7% |
| 5150 | Long-Term Disability Insurance | 1,161 | 1,191 | 2.6% |
| 5160 | Retirement Plans | 46,933 | 45,824 | -2.4% |
| 5190 | Public Transportation Reimbursement | 0 | 0 | 0.0% |
| | TOTAL FRINGE BENEFITS | 148,714 | 151,609 | 1.9% |
| | TOTAL PERSONNEL EXPENSES | 617,522 | 631,785 | 2.3% |
| SUPPLIES & SERVICES | | | | |
| 6030 | Bad Debts - Unpaid Charges | 0 | 0 | 0.0% |
| 6040 | Bank Charge/Armored Car | 250 | 250 | 0.0% |
| 6070 | Cash Short/Over | 0 | 0 | 0.0% |
| 6090 | Credit Card Service Charges | 70,000 | 78,750 | 12.5% |
| 6140 | FF&E \$5,000 & Under | 450 | 1,000 | 122.2% |
| 6240 | Printing - General | 3,000 | 3,000 | 0.0% |
| 6750 | Other Professional Services | 0 | 2,000 | 100.0% |
| 6760 | Payroll Processing | 2,785 | 2,930 | 5.2% |
| 6860 | Travel - Out Of Town - Staff | 0 | 1,375 | 100.0% |
| 7370 | Supplies - Office | 1,850 | 1,800 | 2.7% |
| | TOTAL SUPPLIES & SERVICES | 78,335 | 91,205 | 16.4% |
| | TOTAL EXPENDITURES | \$695,857 | \$722,990 | 3.9% |
| | NET REVENUES/EXPENSES | -\$695,857 | -\$722,990 | 3.9% |

San Diego Convention Center
 Personnel Expenses
 FY2016 Budget - Board Approved 03/18/15
 Division 32 - Accounting

Mar 24, 2015 2:44 PM

Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2015 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2015 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|-----------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|--------------|-------------|-------------|-------------|-------------|-------------|--------------|-------------|-------------|-------------|-------------|-------------|
| Accounting Director | 1 | 1 | Exempl | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Accounting Manager | 1 | 1 | Exempl | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Revenue Accountant | 1 | 1 | Exempl | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Staff Accountant | 1 | 1 | 0.00 | 15.00 | 5.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3.00 | 2.00 | 0.00 | 0.00 | 0.00 | 0.00 | 5.00 |
| Accounts Payable Tech | 1 | 1 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Payroll Accountant | 1 | 1 | 50.00 | 30.00 | 10.00 | 0.00 | 0.00 | 0.00 | 0.00 | 5.00 | 10.00 | 0.00 | 5.00 | 0.00 | 0.00 | 0.00 |
| Total | 6 | 6 | 50.00 | 45.00 | 15.00 | 0.00 | 0.00 | 0.00 | 0.00 | 8.00 | 12.00 | 0.00 | 5.00 | 0.00 | 0.00 | 5.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part-Time Hours | FY2015 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|-----------------------|-----------|---------------------------------|---------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Accounting Technician | Non-Event | 1,040.00 | 1,040.00 | 92.00 | 80.00 | 92.00 | 88.00 | 88.00 | 80.00 | 92.00 | 80.00 | 88.00 | 84.00 | 88.00 | 88.00 |
| Business Services | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 1,040.00 | 1,040.00 | 92.00 | 80.00 | 92.00 | 88.00 | 88.00 | 80.00 | 92.00 | 80.00 | 88.00 | 84.00 | 88.00 | 88.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 32 - Accounting

Mar 24, 2015 2:44 PM

| Account/Description | Amount |
|---|---------------|
| 6040 Bank Charge/Armored Car Using E-deposit as of Jan 2011 so requirement for cash only pickup decreased to once a week. | 250 |
| Subtotal | 250 |
| 6090 Credit Card Service Charges | 78,750 |
| Subtotal | 78,750 |
| 6140 FF&E \$5,000 & Under | 1,000 |
| Subtotal | 1,000 |
| 6240 Printing - General | 3,000 |
| Subtotal | 3,000 |
| 6750 Other Professional Services Ultipro Customizations | 2,000 |
| Subtotal | 2,000 |
| 6760 Payroll Processing | 2,930 |
| Subtotal | 2,930 |
| 6860 Travel - Out Of Town - Staff Ultipro Conference (3/25/15-3/28/15) | 1,375 |
| Subtotal | 1,375 |
| 7370 Supplies - Office | 1,900 |
| Subtotal | 1,900 |

Finance Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 33 - Finance

Mar 24, 2015 2:44 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------|--------------------------------------|---------------------|------------------------------|---------------------|
| REVENUES | | | | |
| 4850 | Interest Income - Other | 4,300 | 2,500 | -41.9% |
| 4860 | Miscellaneous Income - Other | 10,000 | 10,000 | 0.0% |
| 4880 | Event Insurance | 4,000 | 3,000 | -25.0% |
| | TOTAL REVENUES | 18,300 | 15,500 | -15.3% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 496,307 | 510,662 | 2.9% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 15,105 | 15,226 | 0.8% |
| | TOTAL SALARIES & WAGES | 511,412 | 525,888 | 2.8% |
| 5100 | Social Security Tax | 30,553 | 31,394 | 2.8% |
| 5110 | Unemployment Insurance | 0 | 0 | 0.0% |
| 5120 | Health Insurance | 51,453 | 52,938 | 2.9% |
| 5130 | Worker's Compensation Insurance | 7,769 | 9,411 | 21.1% |
| 5140 | Life Insurance | 1,279 | 1,315 | 2.8% |
| 5150 | Long-Term Disability Insurance | 1,329 | 1,367 | 2.9% |
| 5160 | Retirement Plans | 51,193 | 52,641 | 2.8% |
| | TOTAL FRINGE BENEFITS | 143,576 | 149,066 | 3.8% |
| | TOTAL PERSONNEL EXPENSES | 654,988 | 674,954 | 3.0% |
| SUPPLIES & SERVICES | | | | |
| 6140 | FF&E \$5,000 & Under | 75 | 50 | -33.3% |
| 6160 | Memberships | 2,025 | 1,810 | -10.6% |
| 6175 | Loss on Disposal of Fixed Assets | 0 | 0 | 0.0% |
| 6840 | Travel - Local Mileage & Parking | 100 | 100 | 0.0% |
| 6860 | Travel - Out Of Town - Staff | 0 | 0 | 0.0% |
| 6900 | Insurance - Auto | 7,986 | 8,050 | 0.8% |
| 6910 | Insurance - Deductible Reserve | 40,000 | 40,000 | 0.0% |
| 6920 | Insurance - Directors/Officers | 49,190 | 55,480 | 12.8% |
| 6930 | Insurance - Fidelity | 4,320 | 4,840 | 12.0% |
| 6950 | Insurance - Liability | 112,804 | 113,360 | 0.4% |
| 6960 | Insurance - Paid Claims | 3,000 | 3,000 | 0.0% |
| 6970 | Insurance - Property | 242,454 | 217,850 | -10.1% |
| 6980 | Insurance - Event | 3,478 | 2,610 | -25.0% |
| 6990 | Insurance - Travel | 750 | 750 | 0.0% |
| 7100 | Communication Services | 1,200 | 1,200 | 0.0% |
| 7370 | Supplies - Office | 400 | 450 | 12.5% |
| 7950 | Depreciation Expense | 1,617,143 | 1,669,387 | 3.2% |
| | TOTAL SUPPLIES & SERVICES | 2,085,025 | 2,118,937 | 1.6% |
| | TOTAL EXPENDITURES | \$2,740,013 | \$2,793,891 | 2.0% |
| | NET REVENUES/EXPENSES | -\$2,721,713 | -\$2,778,391 | 2.1% |

San Diego Convention Center
 Personnel Expenses
 FY2016 Budget - Board Approved 03/18/15
 Division 33 - Finance

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|-------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| VP Finance & CFD | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Finance Director | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Finance Manager | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Finance Systems Analyst | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 4 | 4 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|-----------|---------------------------------|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Business Services | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 33 - Finance

Mar 24, 2015 2:44 PM

| Account/Description | Amount |
|--|-----------------------|
| 6140 FF&E \$5,000 & Under | |
| | 50 |
| Subtotal | <u>50</u> |
| 6160 Memberships | |
| Risk & Insurance Management Society (RIMS) | 760 |
| NAGDCA | 650 |
| FEI | 400 |
| Subtotal | <u>1,810</u> |
| 6840 Travel - Local Mileage & Parking | |
| Parking fees for in-town meetings. | 100 |
| Subtotal | <u>100</u> |
| 6900 Insurance - Auto | |
| | 8,050 |
| Subtotal | <u>8,050</u> |
| 6910 Insurance - Deductible Reserve | |
| Estimate Reserve - EPLI | 20,000 |
| Estimate Reserve - GL | 20,000 |
| Subtotal | <u>40,000</u> |
| 6920 Insurance - Directors/Officers | |
| | 55,480 |
| Subtotal | <u>55,480</u> |
| 6930 Insurance - Fidelity | |
| | 4,840 |
| Subtotal | <u>4,840</u> |
| 6950 Insurance - Liability | |
| Primary | 25,920 |
| Umbrella (\$27m x \$1m) | 43,200 |
| Excess (\$22m x \$28m) | 20,840 |
| Underground storage tank | 900 |
| Broker Fees | 22,500 |
| Subtotal | <u>113,360</u> |
| 6960 Insurance - Paid Claims | |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 33 - Finance

Mar 24, 2015 2:44 PM

| Account/Description | Amount |
|--|-------------------------|
| Non-insured claims for property loss/damages | 3,000 |
| Subtotal | <u>3,000</u> |
| 6970 Insurance - Property | |
| All Risk | 196,850 |
| DIC | 0 |
| Broker Fees | 21,000 |
| Subtotal | <u>217,850</u> |
| 6980 Insurance - Event | |
| Based on estimated revenue of \$3000. | 2,610 |
| Subtotal | <u>2,610</u> |
| 6990 Insurance - Travel | |
| | 750 |
| Subtotal | <u>750</u> |
| 7100 Communication Services | |
| | 1,200 |
| Subtotal | <u>1,200</u> |
| 7370 Supplies - Office | |
| | 450 |
| Subtotal | <u>450</u> |
| 7950 Depreciation Expense | |
| | 1,669,387 |
| Subtotal | <u>1,669,387</u> |

Procurement Division

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 04 - Procurement

Mar 24, 2015 2:41 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------|--------------------------------------|-------------------|------------------------|------------------|
| REVENUES | | | | |
| | TOTAL REVENUES | 0 | 0 | 0.0% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 134,798 | 164,462 | 22.0% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 4,103 | 4,904 | 19.5% |
| 5050 | Regular Wages - P/T | 0 | 0 | 0.0% |
| | TOTAL SALARIES & WAGES | 138,901 | 169,366 | 21.9% |
| 5100 | Social Security Tax | 9,899 | 12,209 | 23.3% |
| 5110 | Unemployment Insurance | 0 | 0 | 0.0% |
| 5120 | Health Insurance | 28,946 | 29,793 | 2.9% |
| 5130 | Worker's Compensation Insurance | 2,108 | 3,028 | 43.6% |
| 5140 | Life Insurance | 347 | 423 | 21.9% |
| 5150 | Long-Term Disability Insurance | 361 | 440 | 21.9% |
| 5160 | Retirement Plan | 11,451 | 15,493 | 35.3% |
| | TOTAL FRINGE BENEFITS | 53,112 | 61,388 | 15.8% |
| | TOTAL PERSONNEL EXPENSES | 192,013 | 230,752 | 20.2% |
| SUPPLIES & SERVICES | | | | |
| 6060 | Books & Periodicals | 75 | 50 | -33.3% |
| 6150 | Meetings - Business | 280 | 240 | -14.3% |
| 6160 | Memberships | 944 | 635 | -32.7% |
| 6840 | Travel - Local Mileage & Parking | 170 | 150 | -11.8% |
| 6860 | Travel - Out Of Town - Staff | 0 | 0 | 0.0% |
| 7370 | Supplies - Office | 195 | 195 | 0.0% |
| | TOTAL SUPPLIES & SERVICES | 1,664 | 1,270 | -23.7% |
| | TOTAL EXPENDITURES | \$193,677 | \$232,022 | 19.8% |
| | NET REVENUES/EXPENSES | -\$193,677 | -\$232,022 | 19.8% |

San Diego Convention Center

Personnel Expenses

FY2016 Budget - Board Approved 03/18/15

Division 04 - Procurement

Mar 24, 2015 2:41 PM

Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|-----------------------------|---------------------------|---------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Procurement & Contracts Mgr | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Procurement Agent | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 2 | 2 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|----------------------|-----------|---------------------------------|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Business Services | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Department Assistant | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 04 - Procurement

Mar 24, 2015 2:41 PM

| Account/Description | Amount |
|---|---------------|
| 6060 Books & Periodicals | |
| industry-related reference books and periodicals | 50 |
| Subtotal | 50 |
| 6150 Meetings - Business | |
| CAPPO chapter meetings | 240 |
| Subtotal | 240 |
| 6160 Memberships | |
| Costco - September (for S. Chen, R. Barham, S. Young, L. Fox) | 110 |
| NIGP - National Institute of Governmental Purchasing - April (for P&C Mgr & PA) | 265 |
| CAPPO - Calif. Assn of Public Procurement Officials - March (for P&C Mgr & PA) | 260 |
| Subtotal | 635 |
| 6840 Travel - Local Mileage & Parking | |
| mileage to/from assn mtgs, vendor site inspection/fact finding, and emergency purchases | 150 |
| Subtotal | 150 |
| 7370 Supplies - Office | |
| File folders & other misc office supplies | 195 |
| Subtotal | 195 |

COMMUNICATIONS DEPARTMENT

San Diego Convention Center
Summary of Revenues & Expenditures
FY2016 Budget - Board Approved 03/18/15
Division 70 - Communications

Mar 24, 2015 2:45 PM

| Acct | Description | FY2015 Budget | FY2016 Approved Budget | FY2016 vs FY2015 |
|--------------------------------|--------------------------------------|---------------|------------------------|------------------|
| REVENUES | | | | |
| | TOTAL REVENUES | 0 | 0 | 0.0% |
| PERSONNEL | | | | |
| 5000 | Salaries & Wages - F/T | 468,091 | 458,888 | -2.0% |
| 5010 | Overtime Wages - F/T | 0 | 0 | 0.0% |
| 5020 | Performance Awards - F/T | 0 | 0 | 0.0% |
| 5030 | Vacation Accrual | 0 | 0 | 0.0% |
| 5031 | Vacation Expense | 14,247 | 13,683 | -4.0% |
| 5050 | Regular Wages - P/T | 0 | 0 | 0.0% |
| | TOTAL SALARIES & WAGES | 482,338 | 472,571 | -2.0% |
| 5100 | Social Security Tax | 33,241 | 31,865 | -4.2% |
| 5110 | Unemployment Insurance | 0 | 0 | 0.0% |
| 5120 | Health Insurance | 36,512 | 43,797 | 20.0% |
| 5130 | Worker's Compensation Insurance | 7,336 | 8,458 | 15.3% |
| 5140 | Life Insurance | 1,206 | 1,181 | -2.1% |
| 5150 | Long-Term Disability Insurance | 1,254 | 1,229 | -2.0% |
| 5160 | Retirement Plans | 47,144 | 47,309 | 0.3% |
| | TOTAL FRINGE BENEFITS | 126,693 | 133,829 | 5.6% |
| | TOTAL PERSONNEL EXPENSES | 609,031 | 606,400 | -0.4% |
| SUPPLIES & SERVICES | | | | |
| 6060 | Books & Periodicals | 880 | 640 | -25.6% |
| 6140 | FF&E \$5,000 & Under | 500 | 500 | 0.0% |
| 6150 | Meetings - Business | 1,000 | 2,500 | 150.0% |
| 6160 | Memberships | 615 | 720 | 17.1% |
| 6200 | Photography & Blueprints | 4,500 | 3,030 | -32.7% |
| 6230 | Printing - Communications | 7,000 | 7,000 | 0.0% |
| 6445 | R/M Website | 3,080 | 885 | -71.3% |
| 6750 | Other Professional Services | 1,770 | 1,610 | -9.0% |
| 6800 | Automotive - Allowance/Leases | 4,200 | 4,200 | 0.0% |
| 6840 | Travel - Local Mileage & Parking | 100 | 100 | 0.0% |
| 6880 | Travel - Out Of Town - Staff | 0 | 0 | 0.0% |
| 7100 | Communication Services | 2,400 | 2,475 | 3.1% |
| 7250 | Marketing & Promotion Material | 0 | 1,000 | 100.0% |
| 7370 | Supplies - Office | 1,200 | 1,600 | 33.3% |
| | TOTAL SUPPLIES & SERVICES | 27,225 | 28,280 | -3.5% |
| | TOTAL EXPENDITURES | \$636,256 | \$632,680 | -0.6% |
| | NET REVENUES/EXPENSES | -\$636,256 | -\$632,680 | -0.6% |

San Diego Convention Center
 Personnel Expenses
 FY2016 Budget - Board Approved 03/18/15
 Division 70 - Communications

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Fiscal Year 2016 Full-Time Overtime Hours (12 Month Spread)

| Full-Time Positions | FY2015 Budgeted Positions | FY2016 Approved Budget Positions | FY2015 Budgeted Overtime Hours | FY2016 Approved Budget Overtime Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------------|---------------------------|----------------------------------|--------------------------------|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| VP of Public Affairs | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Communications Director | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Lead Graphic Designer | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Graphic Design Specialist | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Communications Specialist | 1 | 1 | Exempt | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Administrative Assistant | 1 | 1 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 6 | 6 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Fiscal Year 2016 Part-Time Hours (12 Month Spread)

| Part-Time Positions | Type | FY2015 Budgeted Part-Time Hours | FY2016 Approved Budget PT Hours | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
|---------------------|-----------|---------------------------------|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Business Services | Non-Event | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 70 - Communications

Mar 24, 2015 2:45 PM

| Account/Description | Amount |
|--|---------------|
| 6060 Books & Periodicals | |
| | 640 |
| Subtotal | 640 |
| 6140 FF&E \$5,000 & Under | |
| | 500 |
| Subtotal | 500 |
| 6150 Meetings - Business | |
| General | 1,000 |
| Social Media Marketing World Annual Conference San Diego | 1,500 |
| Subtotal | 2,500 |
| 6160 Memberships | |
| AIGA | 320 |
| PRSA | 400 |
| Subtotal | 720 |
| 6200 Photography & Blueprints | |
| | 3,030 |
| Subtotal | 3,030 |
| 6230 Printing - Communications | |
| | 7,000 |
| Subtotal | 7,000 |
| 6445 R/M Website | |
| Wufoo | 260 |
| Flickr | 25 |
| Issuu | 220 |
| Hightail (formerly You Send It) | 180 |
| Annual Developer Account (Apple + Google) | 200 |
| Subtotal | 885 |
| 6750 Other Professional Services | |
| Message On-Hold | 710 |
| Mail Chimp | 900 |
| Subtotal | 1,610 |
| 6800 Automotive - Allowance/Leases | |

San Diego Convention Center
Budget Detail by Account Number
FY2016 Budget - Board Approved 03/18/15
Division 70 - Communications

Mar 24, 2015 2:45 PM

| Account/Description | Amount |
|---------------------------------------|-----------------------|
| <i>Subtotal</i> | 4,200 <u>4,200</u> |
| 6840 Travel - Local Mileage & Parking | |
| <i>Subtotal</i> | 100 <u>100</u> |
| 7100 Communication Services | |
| <i>Subtotal</i> | 2,475 <u>2,475</u> |
| 7250 Marketing & Promotion Material | |
| <i>Subtotal</i> | 1,000 <u>1,000</u> |
| 7370 Supplies - Office | |
| <i>Subtotal</i> | 1,600 <u>1,600</u> |

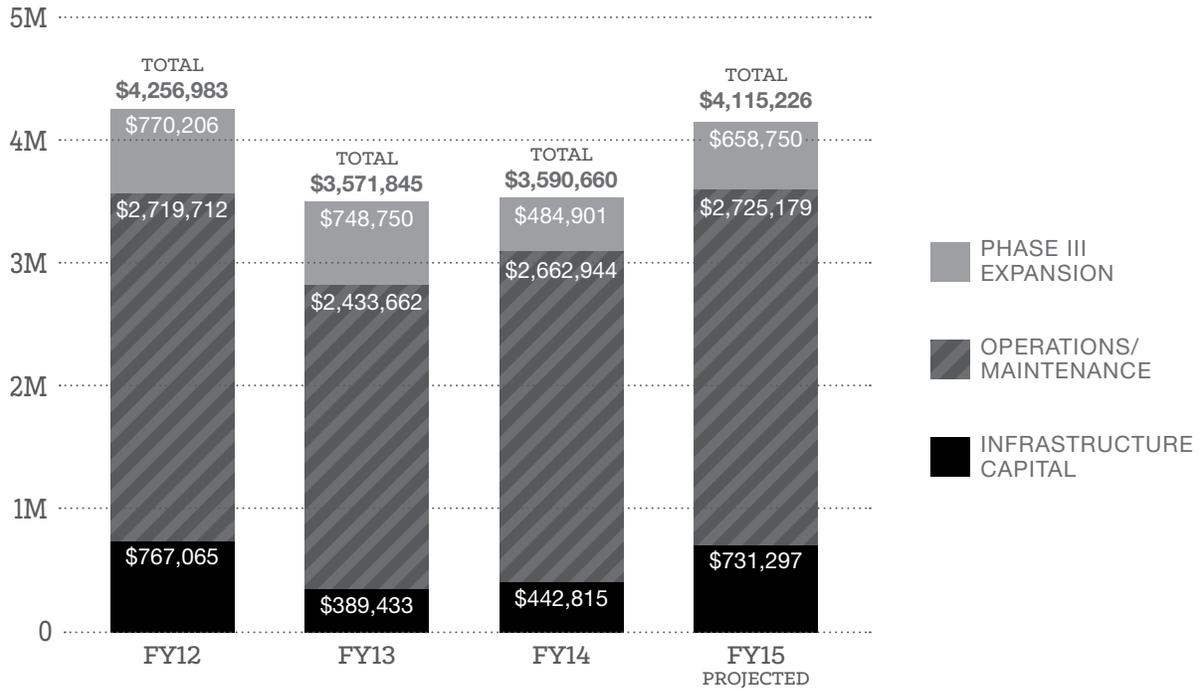
TAB C: INFRASTRUCTURE CAPITAL, OPERATIONS & MAINTENANCE

C-192. Summary Chart of Infrastructure Capital,
Operations & Maintenance Expenditures
for FY12-FY15

C-193. Infrastructure Capital, Operations &
Maintenance Expenditures by Line Item
for FY12-FY15



SAN DIEGO CONVENTION CENTER CORPORATION
Infrastructure Capital, Operations & Maintenance Expenditures
 Fiscal Year 2012-2015



Total Phase III, Infrastructure Capital, Operations & Maintenance Expenditures FY12 - FY15:
\$15,534,714

SAN DIEGO CONVENTION CENTER CORPORATION
Infrastructure Capital, Operations & Maintenance Expenditures
Fiscal Year 2012

| Description | Total |
|--|--------------------|
| Replacement of VFD's in the Central Plant (P-27 & Chiller #1) | \$213,379 |
| Expansion Joint Replacement | \$47,530 |
| Facility Speakers (Public Safety System) - West Building | \$59,230 |
| Air Handler Unit - Public Affairs | \$7,662 |
| Air Handler /Heat Pump Units - Finance/Acctg | \$13,886 |
| Retrocommissioning / Energy Efficiency Project | \$425,378 |
| INFRASTRUCTURE CAPITAL SUBTOTAL | \$767,065 |
| Interactive Floorplans | \$94,595 |
| Sage CIP Module | \$4,994 |
| Procurement Office Furniture | \$5,516 |
| Office Conversion-Public Affairs | \$5,493 |
| Tennant 550 Scrubber | \$110,810 |
| Tennant Carpet Extractors | \$23,676 |
| Landa Pressure Washers | \$19,384 |
| Toro Reelmaster Lawnmower | \$28,374 |
| Tennant Ride-On Sweeper/Vacuum | \$10,705 |
| Taylor Dunn Utility Vehicle | \$10,392 |
| 26' Scissor Lift | \$17,582 |
| Dunn Edwards Flatbed Carts | \$17,851 |
| Pick Up Truck - Engineering | \$19,872 |
| Tennant Ride-On Carpet Extractor | \$12,014 |
| Bead Blaster | \$11,633 |
| Neo Walk-Off Matting | \$9,246 |
| 8 Restroom Upgrades: West Building | \$448,529 |
| Wall Covering Replacement | \$135,413 |
| Carpet Replacement - Ballroom 6 & 20 Lobbies & Corridors | \$406,906 |
| Entrance Mats Sidewalks D-H | \$58,690 |
| Ballroom 6 Carpet & Wallcovering Replacement | \$9,423 |
| Sound Equalizers - Halls A-C | \$21,012 |
| R/M Building Automation System | \$21,421 |
| R/M Elevator / Escalator | \$399,341 |
| R/M Fire System | \$90,457 |
| R/M General Building | \$521,189 |
| R/M HVAC Equipment | \$134,325 |
| R/M Electrical | \$48,017 |
| R/M Sound System | \$22,852 |
| OPERATIONS/MAINTENANCE SUBTOTAL | \$2,719,712 |
| Phase III Expansion | \$770,206 |
| Total Infrastructure Capital, Operations & Maintenance Expenditures | \$4,256,983 |

SAN DIEGO CONVENTION CENTER CORPORATION
Infrastructure Capital, Operations & Maintenance Expenditures
 Fiscal Year 2013

| Description | Total |
|--|--------------------|
| Retrocommissioning / Energy Efficiency Project | \$102,910 |
| Mezzanine Atrium Ceiling Replacement | \$120,385 |
| Pneumatic Control Boards (Phase I) | \$140,243 |
| West Building PA System | \$2,154 |
| VFD Chilled Water System | \$15,641 |
| Central Plant Control System | \$8,100 |
| INFRASTRUCTURE CAPITAL SUBTOTAL | \$389,433 |
| Interactive Floorplans | \$4,570 |
| Small Disk Storage Subsystem | \$6,194 |
| Network Server Replacement | \$7,745 |
| Yale 3000 lb Forklift | \$24,064 |
| Yale 3000 lb Forklift | \$24,064 |
| FLIR Infrared Camera | \$7,339 |
| Ballroom 6 Carpet & Wallcovering Replacement | \$551,216 |
| West Building Restroom Upgrade | \$383,888 |
| Wall Covering Replacement | \$123,343 |
| Recondition Chiller #1 | \$189,756 |
| Marshaling Yard | \$21,972 |
| R/M Building Automation System | \$19,469 |
| R/M Elevator / Escalator | \$446,782 |
| R/M Fire System | \$70,810 |
| R/M General Building | \$319,756 |
| R/M HVAC Equipment | \$150,061 |
| R/M Electrical | \$56,493 |
| R/M Sound System | \$26,142 |
| OPERATIONS/MAINTENANCE SUBTOTAL | \$2,433,662 |
| Phase III Expansion | \$748,750 |
| Total Infrastructure Capital, Operations & Maintenance Expenditures | \$3,571,845 |

SAN DIEGO CONVENTION CENTER CORPORATION
Infrastructure Capital, Operations & Maintenance Expenditures
 Fiscal Year 2014

| Description | Total |
|--|--------------------|
| West Building PA System | \$14,480 |
| Cooling Tower Filtration System | \$95,152 |
| Expansion Joints Mezz Terrace | \$66,500 |
| Security Camera System Upgrade | \$171,317 |
| Central Plant Control System | \$9,900 |
| Fire-Life Safety System | \$44,793 |
| Duct & Damper Installation | \$29,603 |
| VFD Replacements | \$11,068 |
| INFRASTRUCTURE CAPITAL SUBTOTAL | \$442,815 |
| CAD Plotter | \$9,612 |
| Network Server | \$6,786 |
| Disk Storage Subsystem | \$21,044 |
| Firewall & Internet Gateway | \$7,585 |
| Mac Pro - Comm Dept | \$9,259 |
| Office Furn Replacement - Exec & Communications | \$19,575 |
| Straddle Walkie Stacker | \$17,012 |
| Electric Tow Tractor | \$14,497 |
| Scissor Lift | \$13,560 |
| Tennant 6100 Sweeper | \$11,161 |
| Tennant MR14 Carpet Extractors | \$35,593 |
| Yale Forklift | \$24,075 |
| Yale Forklift | \$24,075 |
| Tennant MS30 Sweeper | \$40,113 |
| Yale Forklift | \$24,075 |
| Cardboard Baler | \$75,275 |
| Amphitheater Light Replacement | \$89,527 |
| Halls A-C Airwall Fabric Replace | \$211,682 |
| West Mezzanine Restrooms | \$280,473 |
| Mezzanine Carpet Replacement | \$249,220 |
| Lobby D-H Carpet Replacement | \$124,535 |
| R/M Building Automation System | \$52,310 |
| R/M Elevator / Escalator | \$452,970 |
| R/M Fire System | \$83,279 |
| R/M General Building | \$396,025 |
| R/M HVAC Equipment | \$274,088 |
| R/M Kitchen Equipment | \$19,509 |
| R/M Electrical | \$60,835 |
| R/M Sound System | \$15,192 |
| OPERATIONS/MAINTENANCE SUBTOTAL | \$2,662,944 |
| Phase III Expansion | \$484,901 |
| Total Infrastructure Capital, Operations & Maintenance Expenditures | \$3,590,660 |

SAN DIEGO CONVENTION CENTER CORPORATION
Infrastructure Capital, Operations & Maintenance Expenditures
 Fiscal Year 2015

| Description | Total |
|---|--------------------|
| Fire/Life/Safety Network Command Ctr | \$28,808 |
| Kitchen Cooler Floor Replacement | \$66,483 |
| Dimmer System Replacement East Bldg | \$353,200 |
| Fire-Life Safety System - Consultant | \$100,000 |
| Install Opaque Covering: Elevators G,I,Q&P | \$18,805 |
| Roll-Up Door Replacement Exhibit Halls A-C | \$51,000 |
| Sails Pavilion Window Film | \$38,001 |
| VFD Replacements | \$10,000 |
| Waterproof Coating Amphitheatre Stairs | \$65,000 |
| INFRASTRUCTURE CAPITAL SUBTOTAL | \$731,297 |
| Apple/Mac Replacements | \$9,000 |
| Disk Storage Subsystem | \$10,000 |
| File Server Replacements | \$7,882 |
| MS Dynamics Auditing Software | \$5,880 |
| Network Switch Replacement | \$6,000 |
| Shipping & Receiving Software | \$15,000 |
| Carpet Cleaner: Versaclean VC700 | \$7,635 |
| Electric Cart - Grounds | \$12,418 |
| Electric Yale Forklift (4,000 lb) | \$33,478 |
| Ice Machine Replacement (2) | \$10,790 |
| Pressure Washer Steam Cleaner | \$10,147 |
| Scrubber, Large, Tennant T20 | \$53,704 |
| Self-Propelled Man Lift | \$22,500 |
| Small Ride-On Scrubber Tennant T12 | \$24,726 |
| Small Ride-On Vacuum Tennant 6100 | \$12,299 |
| Taylor Dunn B248 Utility Vehicle (2) | \$22,790 |
| Tile & Grout Cleaner: Versaclean VT1200 | \$7,006 |
| Compactors (Marathon 30-yard waste) | \$58,883 |
| Replace LED Retrofit Phase I: West Building | \$199,087 |
| Spare Main Breaker (4,000 Amp) | \$38,416 |
| R/M Building Automation System | \$32,365 |
| R/M Elevator / Escalator | \$550,540 |
| R/M Fire System | \$291,620 |
| R/M General Building | \$845,766 |
| R/M HVAC Equipment | \$348,480 |
| R/M Kitchen Equipment | \$9,620 |
| R/M Electrical | \$49,880 |
| R/M Sound System | \$29,269 |
| OPERATIONS/MAINTENANCE SUBTOTAL | \$2,725,179 |
| Phase III Expansion | \$658,750 |
| Total Infrastructure Capital, Operations & Maintenance Projections | \$4,115,226 |

**projection based on current plans*

TAB D: 5-YEAR CAPITAL, O&M PROJECTIONS

D-197. Summary Chart of 5-Year Infrastructure
Capital, Operations & Maintenance
Projections for FY16-FY20

D-198. 5-Year Infrastructure Capital Projections,
FY16-FY20

D-200. 5-Year Operations/Maintenance Projections,
FY16-FY20

SAN DIEGO CONVENTION CENTER CORPORATION
5-Year Infrastructure Capital, Operations & Maintenance Projections
 FY2016-FY2020

| | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 | TOTAL |
|-----------------------------------|--------------------|---------------------|---------------------|--------------------|--------------------|---------------------|
| Infrastructure Capital Projection | \$3,939,558 | \$7,301,354 | \$13,267,000 | \$4,986,650 | \$3,063,250 | \$32,557,812 |
| Operations/Maintenance Projection | \$1,658,954 | \$3,010,950 | \$2,669,100 | \$2,136,800 | \$1,862,400 | \$11,338,204 |
| | \$5,598,512 | \$10,312,304 | \$15,936,100 | \$7,123,450 | \$4,925,650 | \$43,896,016 |

Projects included in 5-year Infrastructure Capital, Operations & Maintenance projections are prioritized by year based on life cycle and wear & tear.

5-YEAR INFRASTRUCTURE CAPITAL PROJECTION

Board approved 1/21/15

| Category & Item Description | Type | Estimated Life Cycle | FY 2016 | FY 2017 | FY 2018 | FY 2019 | FY 2020 | Total 5 Year Plan |
|--|----------------|----------------------|---------------------|---------------------|----------------------|---------------------|---------------------|----------------------|
| Infrastructure Capital | | | | | | | | |
| Sails Pavilion Area | | | | | | | | |
| Replace Sails Pavilion boilers | Leasehold | 10-15 years | \$ 145,000 | | | | | \$ 145,000 |
| Tie Sails Pavilion chillers into the chilled water loop | Leasehold | 20-25 years | | \$ 380,250 | | | | \$ 380,250 |
| Concrete replacement at Sails Pavilion | Leasehold | 10-15 years | | | | \$ 3,309,400 | | \$ 3,309,400 |
| Sails Pavilion fabric structure replacement | Leasehold | 20-25 years | | \$ 355,000 | \$ 11,000,000 | | | \$ 11,355,000 |
| Replace fire cannons (6) throughout Sails Pavilion | Leasehold | 20-25 years | | | | | \$ 254,200 | \$ 254,200 |
| Rebuild west building rooftop chillers (2 each) | Leasehold - 10 | 08-10 years | | | | \$ 194,000 | | \$ 194,000 |
| Total for Infrastructure Capital - Sails Pavilion Area | | | \$ 145,000 | \$ 735,250 | \$ 11,000,000 | \$ 3,503,400 | \$ 254,200 | \$ 15,637,850 |
| Other | | | | | | | | |
| Replace compressor racks West Building walk-ins | Leasehold | 10-15 years | \$ 125,000 | | | | | \$ 125,000 |
| Install diverter flashing at East Building planters | Leasehold | 10-15 years | | \$ 67,500 | | | | \$ 67,500 |
| Replace check valves (storm system) at P2 shop area | Leasehold | 10-15 years | | \$ 61,250 | | | | \$ 61,250 |
| Replace 11 rusted air intake assemblies on the upper level West Building | Leasehold | 10-15 years | | | | | \$ 85,000 | \$ 85,000 |
| Convert pneumatic controls (HVAC) to direct digital - West Building (phase two & three) | Leasehold | 15-20 years | \$ 313,308 | \$ 275,000 | | | | \$ 588,308 |
| Replace cooling towers - West Building | Leasehold | 15-20 years | \$ 50,000 | \$ 1,106,500 | | | | \$ 1,156,500 |
| Upgrade comfort/air delivery system at Ballroom 20 | Leasehold | 15-20 years | | | | \$ 162,000 | | \$ 162,000 |
| Install stainless diverter flashing at east building (GFRC planters above lobbies D-H) | Leasehold | 15-20 years | | | | \$ 77,250 | | \$ 77,250 |
| Roll-up door replacement; - Exhibit Halls A, B, C (including small wash rack door @ \$16,500 in FY 2015) | Leasehold | 15-20 years | \$ 118,500 | | | | | \$ 118,500 |
| Install automatic door at UL west near Café 451 | Leasehold | 15-20 years | \$ 19,750 | | | | | \$ 19,750 |
| Rebuild 1989 emergency generator & transfer system | Leasehold | 20-25 years | | | | \$ 618,000 | | \$ 618,000 |
| Replace roof - West Building | Leasehold | 20-25 years | | | \$ 716,000 | | | \$ 716,000 |
| Upgrade West Building fire system (including sprinkler replacement) | Leasehold | 15-20 years | | | \$ 812,000 | | | \$ 812,000 |
| Fire/Life Safety Retrofit - West Building - visual alarms (\$100K consulting in FY14 - CIP FY14-12) | Leasehold | 10-15 years | | \$ 2,030,854 | | | | \$ 2,030,854 |
| Convert AHU's in exhibit halls from direct drive to VFD's (5 phases) | Leasehold | 10-15 years | \$ 200,000 | \$ 100,000 | \$ 100,000 | \$ 100,000 | | \$ 500,000 |
| Air Handling Units VFD - replacement rotation (units in excess of \$5,000 each) | Leasehold | 10-15 years | \$ 29,500 | | | | | \$ 29,500 |
| Replace the 27 facility lighting control panels (\$19,500 each) | Leasehold | 10-15 years | | | | \$ 526,000 | | \$ 526,000 |
| Transformer replacement at Elect-rm #9 (mezz near MR-16) | Leasehold | 15-20 years | \$ 31,000 | | | | | \$ 31,000 |
| Retrofit Ballroom 6 new energy efficient fixtures (LED) | Leasehold | 15-20 years | \$ 285,000 | | | | | \$ 285,000 |
| Replace concrete at Cityside Trellis | Leasehold | 10-15 years | | \$ 375,000 | | | | \$ 375,000 |
| Modernization of elevators in West Building (2 out of 5 phases) - phase one is KL&M, phase two is PQI&G | Leasehold | 10-15 years | \$ 350,000 | \$ 350,000 | | | | \$ 700,000 |
| Upgrade East Kitchen boilers to solar | Leasehold | 15-20 years | | | \$ 149,000 | | | \$ 149,000 |
| Retrofit escalators in West Building (2 of 3 phases) escalators #1 - #4 | Leasehold | 15-20 years | \$ 1,950,000 | \$ 1,950,000 | | | | \$ 3,900,000 |
| Replacement / upgrade main electrical equipment (bussduct etc.) West Building | Leasehold | 15-20 years | | | \$ 175,000 | | | \$ 175,000 |
| Upgrade Permanent Restaurant Booth - Lobby B | Leasehold | 10-15 years | \$ 15,000 | | | | | \$ 15,000 |
| Upgrade Restaurant Booth - Lobby E | Leasehold | 10-15 years | \$ 15,000 | | | | | \$ 15,000 |
| Replace the T-Bar ceiling (5,800 sf) throughout the West Kitchen | Leasehold | 20-25 years | \$ 82,500 | | | | | \$ 82,500 |
| Install exhaust fans/louvers at barrelled glass (Bayside Lobby & above escalators in East Building) | Leasehold | 15-20 years | | | | | \$ 122,450 | \$ 122,450 |
| Replace the controls and rebuild the inclined elevator | Leasehold | 13-15 years | | | | | \$ 1,369,500 | \$ 1,369,500 |
| Replace sliding dock doors at Exhibit Halls D-H | Leasehold | 15-20 years | | | | | \$ 675,000 | \$ 675,000 |
| Replace underground cast iron drain system throughout East Docks | Leasehold | 15-20 years | | \$ 250,000 | | | | \$ 250,000 |
| Replace jockey pump & engine located at P2 (Sails Pavilion fire protection system) | Leasehold | 20-25 years | | | | | \$ 71,500 | \$ 71,500 |
| Replace main water valves | Leasehold | 20-25 years | | | | | \$ 296,100 | \$ 296,100 |
| Replace expansion joints at East Building (front drive & terrace) | Leasehold | 15-20 years | | | | | \$ 189,500 | \$ 189,500 |
| Access control for catwalks | Leasehold | 15 years | \$ 50,000 | | | | | \$ 50,000 |
| Replace two 250 HP pumps with six 50 HP pumps within HVAC system (VFD's & loop modifications included) | Leasehold - 10 | 05-10 years | | | \$ 315,000 | | | \$ 315,000 |
| Repair/Replace dampers (quantity=437) throughout East Building | R/M Fire Sys | 10-15 years | \$ 160,000 | | | | | \$ 160,000 |
| Total for Infrastructure Capital - Other | | | \$ 3,794,558 | \$ 6,566,104 | \$ 2,267,000 | \$ 1,483,250 | \$ 2,809,050 | \$ 16,919,962 |
| TOTAL INFRASTRUCTURE CAPITAL | | | \$ 3,939,558 | \$ 7,301,354 | \$ 13,267,000 | \$ 4,986,650 | \$ 3,063,250 | \$ 32,557,812 |

5-YEAR OPERATIONS/MAINTENANCE PROJECTION

Board approved
1/21/2015

| Category & Item Description | Type | Estimated Life Cycle | FY 2016 | FY 2017 | FY 2018 | FY 2019 | FY 2020 | Total 5 Year Plan |
|--|----------------|----------------------|------------|--------------|------------|------------|------------|-------------------|
| OPERATIONS & MAINTENANCE | | | | | | | | |
| Upgrade East Building sound system (UL & GL) main control rooms | Leasehold | 15-20 years | | | | | \$ 145,250 | \$ 145,250 |
| Install window film at Hawaiian Corridor glass | Leasehold | 10-15 years | | | | | \$ 121,500 | \$ 121,500 |
| IP Camera upgrade | Leasehold | 10-15 years | \$ 50,000 | \$ 50,000 | \$ 50,000 | | | \$ 150,000 |
| 5 year fire certification / inspection & repairs | R/M Gen Bldg | 5 years | | \$ 45,000 | | | | \$ 45,000 |
| Repair T-Bar ceiling in east kitchen at pot wahing & wash rack areas | R/M Gen Bldg | 15-20 years | \$ 24,500 | | | | | \$ 24,500 |
| Replace counter tops back splash and display surfaces at Concession stands A-C | R/M Gen Bldg | 15-20 years | \$ 20,000 | | | | | \$ 20,000 |
| Replace seal glazing throughout East Building | R/M Gen Bldg | 15-20 years | | | | | \$ 166,250 | \$ 166,250 |
| Walk off carpet replacement at all corridors near Ballrooms & Kitchens | Leasehold-10 | 08-10 years | | | | | \$ 92,650 | \$ 92,650 |
| Weatherproof rooftop air handlers | R/M Gen Bldg | 15-20 years | | | | | \$ 450,000 | \$ 450,000 |
| Service roll up doors at Docks D-H | R/M Gen Bldg | 5 years | | | | | \$ 17,500 | \$ 17,500 |
| Waterproof West planters above Meeting Rooms 12-19 | R/M Gen Bldg | 20-25 years | | \$ 97,450 | | | | \$ 97,450 |
| Replace beverage cooler & freezer floor at East Kitchen | Leasehold-10 | 20-25 years | | | | | \$ 77,500 | \$ 77,500 |
| Water proof tree wells at West Mezzanine Terrace | R/M Gen Bldg | 20-25 years | | | \$ 131,400 | | | \$ 131,400 |
| Replace Metsys (JCI) hardware (DX, VAV, NAE) equipment in East Building | R/M HVAC | 10-15 years | | | | | \$ 315,500 | \$ 315,500 |
| Replace door hardware (including panic bars) at Hawaiian Corridor | R/M Gen Bldg | 15-20 years | | | | | \$ 68,000 | \$ 68,000 |
| Replace door hardware (including panic bars) at Sails Pavilion Bayside | R/M Gen Bldg | 15-20 years | | | | | \$ 55,200 | \$ 55,200 |
| Replace grout (floor tile) throughout the East Kitchen | R/M Gen Bldg | 15-20 years | | | | | \$ 58,000 | \$ 58,000 |
| Upgrade the pneumatic air wall controls at Ballroom 6 | R/M Gen Bldg | 15-20 years | | | | | \$ 19,400 | \$ 19,400 |
| Upgrade the pneumatic air wall controls at Exhibit Halls A-C | R/M Gen Bldg | 15-20 years | | | | | \$ 21,400 | \$ 21,400 |
| Purchase one set of steps for each bank of lobby escalators in West Building (218 steps total) | Leasehold | 15-20 years | \$ 112,422 | | | | | \$ 112,422 |
| Replace Table saw & dust collection system in Carpenters Shop | Oper Equip | 20-25 years | | | | | \$ 6,500 | \$ 6,500 |
| Upgrade the paint spray booth on P2 | R/M Gen Bldg | 15-20 years | | | | | \$ 16,250 | \$ 16,250 |
| Replace addressable smoke detectors (480) throughout East Building | R/M Gen Bldg | 15-20 years | | | | | \$ 87,000 | \$ 87,000 |
| Systematic upgrade of 14 Motor control buckets (\$12,000 each) | Leasehold | 20-25 years | | | | \$ 294,000 | | \$ 294,000 |
| Freight elevators West Building - car rework | Leasehold | 10-15 years | \$ 160,000 | \$ 160,000 | | | | \$ 320,000 |
| Upgrade 26 restrooms - West Building (three per year) | Leasehold | 15-20 years | \$ 427,500 | \$ 427,500 | | | | \$ 855,000 |
| Waterproof coating replacement at West Dock floor | Leasehold | 15-20 years | | | | \$ 253,000 | | \$ 253,000 |
| Build Out Engineering Office | Leasehold | 15-20 years | \$ 17,500 | | | | | \$ 17,500 |
| Ceiling replacement at Mezzanine meeting rooms & corridor | Leasehold | 20-25 years | | | \$ 195,000 | | | \$ 195,000 |
| Compactors (marathon 30 yard waste containers) (two year) Phased replacement | Leasehold | 10-15 years | \$ 70,000 | \$ 70,000 | | | | \$ 210,000 |
| Complete overhaul of Trane chiller # 3 | Leasehold-10 | 05-10 years | | | \$ 184,000 | | | \$ 184,000 |
| Ice machine replacement throughout facility (2 per year - \$6250 ea) | Oper Equip | 10-15 years | \$ 12,500 | \$ 12,500 | | | | \$ 25,000 |
| Carpet replacement at pre-function areas and Lobby D-H | Leasehold-10 | 08-10 years | | | \$ 775,000 | | | \$ 775,000 |
| Carpet replacement - corridors and meeting rooms (3 out of 5 phases) | Leasehold-10 | 08-10 years | | \$ 1,650,000 | \$ 600,000 | \$ 600,000 | | \$ 2,850,000 |
| Carpet & lighting replacement at Executive Offices & Boardroom | Leasehold-10 | 08-10 years | | | \$ 55,000 | | | \$ 55,000 |
| Replace flooring at HR offices & reception | Leasehold-10 | 08-10 years | \$ 28,000 | | | | | \$ 28,000 |
| Forklift (4,000 lbs.) Yale | Oper Equip | 10-15 years | | | | \$ 50,000 | | \$ 50,000 |
| Taylor Dunn B248 Utility Vehicle (two) | Oper Equip | 08-10 years | | | | \$ 24,000 | | \$ 24,000 |
| Pressure washer steam cleaner | Oper Equip | 08-10 years | | | \$ 8,000 | | \$ 8,000 | \$ 16,000 |
| Scrubber, Large, Tennant | Oper Equip | 10-12 years | \$ 56,000 | | | | \$ 56,000 | \$ 112,000 |
| Small Ride-On Vacuum Tennant 6100 | Oper Equip | 10-12 years | \$ 14,000 | | | \$ 14,000 | | \$ 28,000 |
| Small Ride-on Scrubber Tennant T7 | Oper Equip | 10-12 years | | | \$ 11,500 | | \$ 11,500 | \$ 23,000 |
| Carpet Extractors (three) | Oper Equip | 10-12 years | | | | \$ 40,000 | | \$ 40,000 |
| Sweeper, Large ride on, Tennant S30 | Oper Equip | 10-12 years | \$ 39,000 | | | | | \$ 39,000 |
| Tile & Grout Cleaner: Versaclean VT1200 | Oper Equip | 7-10 years | \$ 7,500 | | \$ 7,500 | | | \$ 15,000 |
| Carpet Cleaner: Versaclean VC700 | Oper Equip | 7-10 years | \$ 7,800 | | \$ 7,800 | | | \$ 15,600 |
| Centralized irrigation control system (Smart system) | Oper Equip | 15 years | \$ 50,000 | | | | | \$ 50,000 |
| Taylor Dunn B248 utility vehicle | Oper Equip | 08-10 years | \$ 12,000 | | | | | \$ 12,000 |
| Triplex Lawnmower | Oper Equip | 08-10 years | | | | | \$ 40,000 | \$ 40,000 |
| Electric tow tractor (Mule) | Oper Equip | 08-10 years | \$ 15,800 | | | \$ 15,800 | | \$ 31,600 |
| Taylor Dunn B248 Utility Vehicle | Oper Equip | 08-10 years | \$ 12,000 | | | | | \$ 12,000 |
| Network Rack System | Furn/Fix/Equip | 04-05 years | | \$ 6,500 | | | | \$ 6,500 |
| Disk Storage Subsystem | Info Sys | 04-05 years | | | \$ 15,000 | | \$ 15,000 | \$ 30,000 |
| File server replacements | Info Sys | 04-05 years | \$ 8,000 | \$ 8,000 | \$ 8,000 | \$ 12,000 | \$ 8,000 | \$ 44,000 |
| Network switch upgrades | Info Sys | 04-05 years | \$ 42,000 | \$ 36,000 | \$ 30,000 | | | \$ 108,000 |
| Network switch replacement | Info Sys | 04-05 years | | | | \$ 6,000 | \$ 6,000 | \$ 12,000 |
| Apple/Mac replacements | Info Sys | 04-05 years | | \$ 9,000 | | \$ 7,000 | | \$ 16,000 |
| UPS in Server Room | Info Sys | 04-05 years | | | \$ 16,000 | | | \$ 16,000 |
| Marshaling Yard repair | Truck Marshal | 03-05 years | \$ 5,000 | | | | | \$ 5,000 |
| Replace flashings West Building | R/M Gen Bldg | 10-15 years | \$ 22,500 | \$ 21,000 | | | | \$ 43,500 |
| Terrace drains replacement (cast iron rusts/recore) | R/M Gen Bldg | 10-15 years | | | \$ 24,750 | | | \$ 24,750 |
| Replace exhaust fans at West loading docks | R/M Gen Bldg | 10-15 years | | \$ 8,500 | | | | \$ 8,500 |

5-YEAR OPERATIONS/MAINTENANCE PROJECTION

Board approved
1/21/2015

| Category & Item Description | Type | Estimated Life Cycle | FY 2016 | FY 2017 | FY 2018 | FY 2019 | FY 2020 | Total 5 Year Plan |
|---|---------------|----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|
| | | | | | | | | |
| Re-seal window glazing envelope | R/M Gen Bldg | 10-15 years | | | | \$ 162,000 | | \$ 162,000 |
| Strip & undercoat eyebrow awnings D-H | R/M Gen Bldg | 10-15 years | \$ 23,350 | | | | | \$ 23,350 |
| Fire Marshal building repairs | R/M Gen Bldg | 10-15 years | \$ 135,256 | \$ 121,500 | \$ 131,250 | | | \$ 388,006 |
| Replace air wall trollies at Exhibit Halls A-C | R/M Gen Bldg | 15-20 years | \$ 87,450 | | | | | \$ 87,450 |
| Cast iron drains | R/M Gen Bldg | 15-20 years | \$ 45,000 | | | | | \$ 45,000 |
| Modifications/Permit for old projects (Smart Design) | R/M Gen Bldg | 20-25 years | \$ 47,076 | | | | | \$ 47,076 |
| Sails Pavilion Inspection & repairs | R/M Gen Bldg | Annual | \$ 25,000 | \$ 25,000 | | | | \$ 50,000 |
| Repair to exhibit hall monocoating | R/M Gen Bldg | 10-15 years | | | \$ 188,500 | | | \$ 188,500 |
| Replace carpet & add window in door at Guest Services office | R/M Gen Bldg | 08-10 years | \$ 4,500 | | | | | \$ 4,500 |
| Repairs to East Building metal roof (Ballroom 20) | R/M Gen Bldg | 10-15 years | | | | \$ 370,000 | | \$ 370,000 |
| Repair to air wall panels Halls D-H steel metal & lock down | R/M Gen Bldg | 10-15 years | | | \$ 65,400 | | | \$ 65,400 |
| High Voltage system testing East Building (3 year rotation) | R/M Gen Bldg | 03-05 years | \$ 30,000 | | | \$ 30,000 | | \$ 60,000 |
| Test Low voltage switchgear in West Building (5 year rotation) | R/M Gen Bldg | 05 year rotation | | \$ 45,000 | | | | \$ 45,000 |
| Replace structural HVAC diffusers at East Building traffic areas | R/M HVAC | 10-15 years | | \$ 17,500 | | | | \$ 17,500 |
| Overhaul 26 Air handler units throughout West Building (\$8,000 each) | R/M HVAC | 20-25 years | | | | \$ 208,000 | | \$ 208,000 |
| Replace CO sensors & boards at West loading dock | R/M HVAC | 05-10 years | | \$ 13,500 | | | | \$ 13,500 |
| Central Plant pump rotation (15 pumps @ \$17,000 each) | R/M HVAC | 10-15 years | \$ 102,000 | \$ 51,000 | \$ 51,000 | \$ 51,000 | | \$ 255,000 |
| Reseal East & West Kitchen trench drains & wash racks (\$12,500 each) | R/M Kitchen | 10-15 years | | | \$ 25,000 | | | \$ 25,000 |
| Replace exhibit hall lighting sensors | R/M Elect | 03-05 years | | \$ 66,000 | | | | \$ 66,000 |
| Replace driveway lighting (Phase II of LED retrofit) | Leasehold | 10-15 years | \$ 15,300 | | | | | \$ 15,300 |
| Sound system repairs | R/M Sound Sys | 10-15 years | | | \$ 19,000 | | | \$ 19,000 |
| TOTAL OPERATIONS & MAINTENANCE | | | \$ 1,658,954 | \$ 3,010,950 | \$ 2,669,100 | \$ 2,136,800 | \$ 1,862,400 | \$ 11,338,204 |

TAB E: CORPORATE RESERVE POLICY

E-201. Corporate Reserve Timeline and Reserve Policy Overview & Chart, FY10-FY16

E-202. Corporate Reserve Policy

SAN DIEGO CONVENTION CENTER CORPORATION Corporation Reserve Timeline and Reserve Policy

On March 26, 2014 the Corporation’s Board adopted an operating reserve policy. A copy of the policy is included in this section of the binder. Based on the reserve policy the Corporation expects the amount to reach a fully-funded reserve to be approximately \$4,480,000.

A chart of the Corporation’s reserve levels are presented below. The Corporation is projecting to end FY 2015 with overall reserves in the amount of \$2.2 million. Additionally, based on current budget assumptions and projections, the Corporation is projecting to achieve a reserve balance of \$3.2 million in FY16. Based on the positive trend in operational savings over the last several years, the Corporation believes the Reserve Fund will be fully-funded in FY17.



**Reserve Goal:
\$4,480,000**

**SAN DIEGO CONVENTION CENTER CORPORATION
CORPORATE POLICY**

Subject: OPERATING RESERVE POLICY
Policy #: 112 (formerly Administrative Policy No. 23)
Date: March 26, 2014
Page: Page 1 of 1

PURPOSE

Establish a policy regarding the funding and use of Operating Reserves.

POLICY

Corporation shall establish Operating Reserves, which shall be funded with operational savings from each fiscal year up to a minimum of 14% of the most recent three year average of annual audited operating revenues. The Operating Reserves shall be retained in Corporation's bank account and Corporation shall maintain separate accounting records to track the balance of said funds.

The Operating Reserves will be maintained to mitigate building maintenance, financial and service delivery risk due to unexpected revenue shortfalls or unanticipated critical expenditures and to sustain necessary operations in the case of unforeseen emergencies.

In the event that the Operating Reserves are reduced below the amount established by this Policy, staff shall prepare a plan as promptly as conditions warrant to replenish the Operating Reserves to the Policy level.

Approved by Board of Directors on June 22, 2001
Amended and Renumbered by Board of Directors on March 26, 2014

TAB F: NAMING RIGHTS

F-203. Naming Rights Timeline

SAN DIEGO CONVENTION CENTER CORPORATION
Naming Rights Timeline

PHASE I

Asset Valuation
 & Strategic Plan
 Development
COMPLETE

- JUL 2014 - AUG 2014 Develop database of naming rights assets
- JUL 2014 - SEP 2014 Draft market analysis & detailed valuation for each asset class
- AUG 2014 - SEP 2014 Evaluation of aesthetic treatments to maximize revenue potential
 Identification of categories, corporations & brands for each asset
- SEP 2014 - OCT 2014 Develop strategic recommendations & present findings
 Finalize valuation report & marketing package for presentation

PHASE II

Sales Campaign
IN PROGRESS

- OCT 2014 - NOV 2014 Contact potential marketing partners for each asset
- NOV 2014 - DEC 2014 Send introductory sales packages in Nov. Follow up in Dec.
- JAN 2015 - JUL 2016 Presentation to potential partners
 Assist with contract development
- FEB 2015 - JUL 2016 Finalize agreements
 Assist with naming rights and sponsorship activation

ESTIMATED COMPLETION
JULY 2016

TAB G: REVENUE ENHANCEMENTS

G-204. Updated Status of the Implementation
of Revenue Enhancements

SAN DIEGO CONVENTION CENTER CORPORATION

Updated Status of Implementation of Revenue Enhancements

Revenue Enhancements

In 2013, the Council requested the Corporation develop a plan to identify opportunities for enhanced revenue and expense reductions. The goal was to find additional operational resources to fund the restoration of reserves and contribute funding to Capital, Operations and Maintenance. Currently, the Corporation utilizes approximately \$1.47 million annually from the City of San Diego to fund Infrastructure/Capital. The total allocation to the Corporation annually from the City of San Diego is \$3.4 million; however, \$1.93 million is used to fund long-term sales and marketing.

In FY15, the Corporation included numerous strategies to help fund the 5-year plan for infrastructure capital, operations and maintenance and to restore the reserves. The following four were rolled out to clients in the spring of 2014:

- 1. Event Staffing Services Exclusive:** Providing staffing to events that use the facility is a service already provided by the Corporation however other outside companies may also be contracted to assist a show with staffing needs.
- 2. Event Security Services Exclusive:** Currently, events are required to provide security staffing in areas contracted for a given show from a list of suppliers that have received prior approval by the Corporation.
- 3. Convention Center Lobby Advertising Fee:** This fee would be assessed on any paid advertising deployed in the lobby of the convention center by shows held in the facility.
- 4. Facility Improvement Fee:** This fee would be a new charge to exhibitors at the facility based on their booth size.

Subsequently the Corporation received a strong backlash from the industry and in talking with our other hospitality partners and SDTA, the Corporation sent notification to clients that it was putting the planned changes on-hold. An update to the Budget and Government Efficiency Committee on October 29, 2014 by the Corporation provided a comprehensive overview.

Implemented Revenue Enhancements

The Corporation has implemented the following revenue enhancements:

- 1. Accelerate Rental Rate Increase:** In May 2013, the Corporation took action to increase the rental rates for the facility for events booked in 2014 and later.
- 2. Food and Beverage Contract Extension:** The Corporation currently has a long-term contract with Centerplate to provide exclusive food and beverage services at the convention center. The contract was extended to FY26 resulting in \$1.75 million in additional revenues over the next five years.
- 3. New Telecommunications, Data & Internet Services Contract:** Effective the beginning of FY 2016, the new contract carries a significantly higher commission percentage to be paid to the Corporation. The new contract will result in an additional \$4.17 million in additional revenues over the next five years.

| Revenue Enhancement Summary | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| Accelerate Rental Rate Increase | \$85,000 | \$145,000 | \$205,000 | \$270,000 | \$270,000 |
| Food and Beverage Contract Extension | \$375,000 | \$375,000 | \$375,000 | \$312,500 | \$312,500 |
| New Telecommunications, Data & Internet Services Contract | \$833,000 | \$833,000 | \$833,000 | \$833,000 | \$833,000 |
| Total Revenue Enhancements | \$1,293,000 | \$1,353,000 | \$1,413,000 | \$1,415,500 | \$1,415,500 |

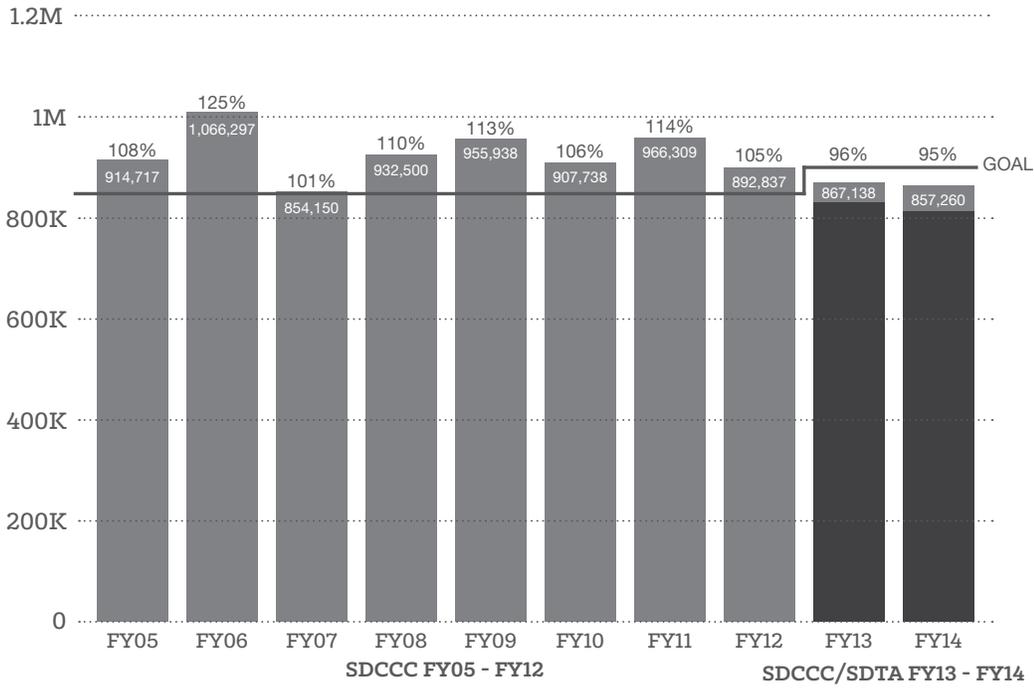
\$6,890,000 TOTAL REVENUE ENHANCEMENTS

TAB H: ROOM NIGHTS

H-205. Historic Room Night Results, FY05-FY14

H-206. FY15 Long-Term and Short-Term Sales
Activity Reports

SAN DIEGO CONVENTION CENTER CORPORATION
Historic Room Night Results
 Fiscal Year 2005-2014



ANNUAL GOAL

| | |
|--------------------------|-------------------|
| L-T Sales | 860,000 |
| S-T Sales | 40,000 |
| <hr/> | |
| Total Annual Goal | 900,000 |
| | HOTEL ROOM NIGHTS |

SAN DIEGO CONVENTION CENTER CORPORATION
Long-Term and Short-Term Sales Activity Reports, Fiscal Year 2015

FY15 Long-Term Sales Activity Report

| | CUMULATIVE FYTD 2015 | COMPARISON FYTD 2014 | |
|------------------|-------------------------|-------------------------|-------------------|
| DEFINITE | CONVENTIONS | 21 | 31 |
| | ATTENDANCE | 201,600 | 212,850 |
| | ROOM NIGHTS | 418,747 (49%) | 373,740 (43%) |
| TENTATIVE | CONVENTIONS | 71 | 64 |
| | ATTENDANCE | 476,356 | 448,211 |
| | ROOM NIGHTS | 938,886 (109%) | 928,806 (108%) |

FY15 ROOM NIGHT GOAL: 860,000

FY15 Short-Term Sales Activity Report

| | CUMULATIVE FYTD 2015 | COMPARISON FYTD 2014 |
|---------------------------------|-------------------------|-------------------------|
| EVENTS | 95 | 72 |
| ATTENDANCE | 254,330 | 245,322 |
| ROOM NIGHTS | 21,666 (54%) | 25,352 (63%) |
| CONTRACTED RENTAL REVENUE | \$1,888,932 (77%) | \$1,712,629 (70%) |

FY15 ROOM NIGHT GOAL: 40,000
FY15 RENTAL REVENUE GOAL: \$2,450,000

TAB I: PERFORMANCE MEASURES

I-207. Performance Measures Tracked Relative to the Budget

SAN DIEGO CONVENTION CENTER CORPORATION

Performance Measures Tracked Relative to the Budget

The San Diego Convention Center Corporation staff and Board of Directors utilize numerous tools to measure, track and report on a range of budget related line items. Below is a summary of performance and accounting tools and reports.

Board of Directors

The following are examples of reports provided to the Board of Directors relating to ongoing oversight and monitoring of the Corporation's budget:

- Financial statements are distributed to the full Board monthly containing monthly and year-to-date actual results and budget variances by revenues and expenses, supplemented by a two page memo from staff explaining all major budgetary variances.
- A capital expenditure report is distributed to the full Board monthly.
- Board's Audit Committee reviews Corporation's financial results in detail on a quarterly basis.
- Board's Audit Committee has direct oversight of and engages a qualified public accounting firm to conduct the annual external financial audit.
- Board's Audit Committee has direct oversight of and engages qualified consulting firms to conduct specialized financial and operational audits.
- Board's Budget Committee oversees Corporation's annual budgeting process and reviews/modifies staff proposed budget submissions.
- Board's Budget Committee oversees Corporation's annual Capital and Operations & Maintenance 5-Year Projection process and reviews/modifies staff proposed submissions.
- Board approval of any unbudgeted expenditures above \$25,000.

Performance Measurement

- All major expense categories are analyzed year-over-year to help identify trends and issues.
 - Includes personnel, general expenses, repair & maintenance, utilities, contracted services, travel & transportation, insurance, telecommunications, sales & marketing, supplies, depreciation and deferred capital & maintenance.
- Divisional labor costs are compared to key revenues on a monthly and annual basis. The comparisons are benchmarked over time to identify favorable and/or troubling trends in labor usage and cost.
- Utility rates and consumption are tracked and analyzed on a monthly and annual basis.
- Divisional and consolidated corporate-wide financial statements are produced each month containing actual financial results as well as monthly budget-to-actual variance data. These are carefully reviewed and analyzed for issues, trends and potential errors.
- Labor expensed to events is compared to event-related labor billings on an event-by-event basis.
- Physical inventory observation and count of all capital assets and equipment, as well as all food & beverage equipment and inventory, is conducted annually.
- Cash is balanced and payments in process of clearing are reviewed on a daily basis.
- Benchmarking of operations to industry best practices.



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