



FY17 BUDGET PRESENTATION

May 4, 2016

Gil Cabrera

Secretary, San Diego Convention Center
Corporation Board of Directors

Chair, Budget Committee

Mark Emch

VP Finance & CFO

SUMMARY

Budget Overview

Reserve Update

Infrastructure Capital, Operations and Maintenance Overview

Council Questions

CY16 PROJECTED BENEFITS

REGIONAL IMPACT



\$1,210,500,000

DIRECT ATTENDEE SPENDING



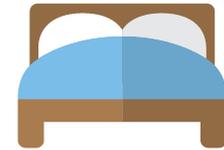
\$716,257,950*

TAX REVENUES



\$25,980,455

HOTEL ROOM NIGHTS



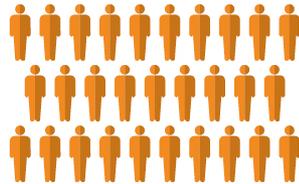
854,685*

EVENTS



116
(67 conventions)

ATTENDANCE



894,503
(674,929* primary attendees)

MEDICAL EVENTS



16

JOBS



12,500

These numbers represent forecasted business in CY16 as of March 6, 2016. Totals are expected to increase as additional events are booked going forward.

*San Diego Convention Center record

CY16 PROJECTED RECORD YEAR

The San Diego Convention Center Corporation is forecasting a record-breaking year in 2016 in terms of primary attendance, hotel room nights, building occupancy and direct attendee spending from a total of 116 events currently scheduled in the facility.

DIRECT ATTENDEE SPENDING



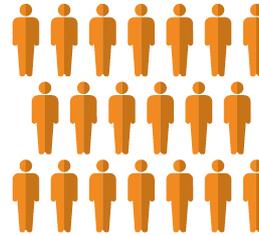
\$716,257,950

BUILDING OCCUPANCY



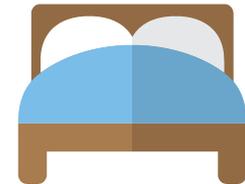
73.7%

ATTENDANCE



674,929
primary attendees

HOTEL ROOM NIGHTS



854,685

These numbers represent forecasted business in calendar year 2016 provided to the Corporation by event management as of March 6, 2016. Totals are expected to increase as additional events are booked going forward.

*These results are based on information and research provided by Destination Marketing Association International and by San Diego based CIC Research, Inc.

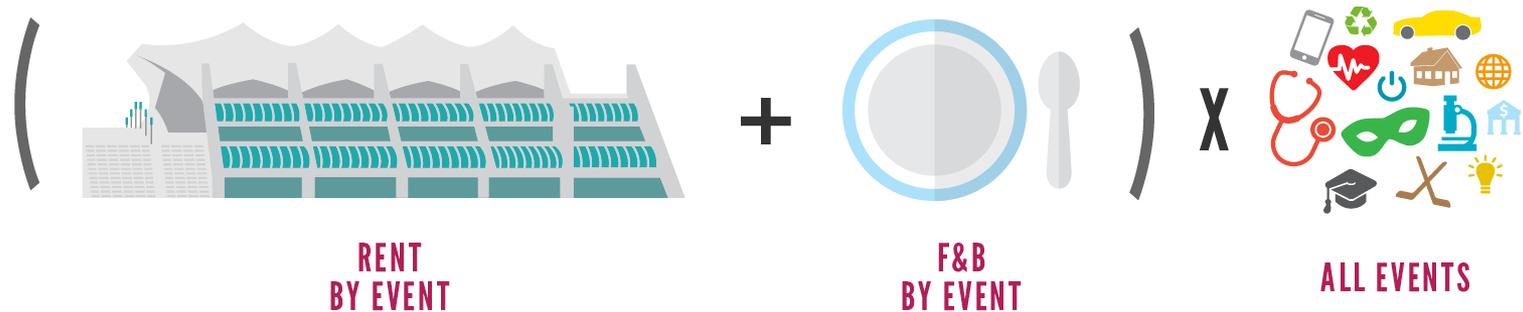
BOARD BUDGET OVERSIGHT

- 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**

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" FY17 BUDGET	ALL EVENTS FY17 BUDGET
Gross Rent	\$429,800	\$14,657,980
Less: Rental Credits	<\$133,665>	<\$5,438,861>
.....		
Net Rent	\$296,135	\$9,219,119
Gross F&B Sales	\$245,000	\$23,977,600
F&B Commissions	\$83,250	\$8,397,897

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	FY17 BUDGET
Revenues	
Commissions - Booth Cleaning	\$875,991
Cleaning Services	\$706,160
Trash Pulls	\$198,600
Misc. Income - Recycle Rebates	\$49,200
Total Revenues	\$1,829,951
Total Personnel Expenses	\$3,892,720
Supplies & Services	
Equipment Rental	\$10,400
FF&E \$5,000 & Under	\$58,448
R/M Other Equipment	\$6,800
Small Tools, Parts & Materials	\$3,900
Trash Removal	\$125,828
Window Washing	\$6,300
Other Professional Services	\$600
Supplies - Housekeeping	\$325,000
Total Supplies & Services	\$537,276
Total Expenditures	\$4,429,996
Net Revenues/Expenses	-\$2,600,045

BUDGET PROCESS OVERVIEW: PHASE III-VI

January - May

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	FY16 BUDGET	FY16 PROJECTED	FY17 PROPOSED BUDGET	FY16-17 CHANGE
Building Rent*	\$8,788,170	\$8,760,698	\$9,219,119	\$430,949
Food & Beverage	\$8,952,233	\$10,050,056	\$10,399,604	\$1,447,371
Ancillary Services**	\$13,240,614	\$12,950,180	\$12,857,735	(\$382,879)
Interest & Other	\$100,380	\$111,334	\$102,500	\$2,120
City of San Diego	\$3,405,000	\$3,405,000	\$3,436,000	\$31,000
Total	\$34,486,397	\$35,277,268	\$36,014,958	\$1,528,561

EXPENDITURES

	FY16 BUDGET	FY16 PROJECTED	FY17 PROPOSED BUDGET	FY16-17 CHANGE
Personnel				
Salaries & Wages	\$15,873,043	\$15,848,042	\$16,114,038	\$240,995
Overtime	\$184,156	\$147,977	\$114,144	(\$70,012)
Fringe Benefits (health)*	\$2,046,521	\$2,011,179	\$2,144,500	\$97,979
Fringe Benefits (pension)**	\$2,208,279	\$2,193,910	\$2,272,281	\$64,002
Fringe Benefits (other)***	\$617,422	\$728,471	\$662,695	\$45,273
Subtotal	\$20,929,421	\$20,929,579	\$21,307,658	\$378,237
Non-Personnel				
General Expenses	\$1,486,060	\$1,091,335	\$1,081,933	(\$404,127)
Repair & Maintenance	\$2,279,677	\$2,406,058	\$2,814,353	\$534,676
Utilities	\$3,929,748	\$4,115,116	\$4,253,475	\$323,727
Contracted Services	\$463,466	\$728,232	\$658,807	\$195,341
Travel & Transportation	\$80,844	\$83,172	\$112,167	\$31,323
Insurance	\$445,940	\$349,325	\$369,543	(\$76,397)
Telecommunications	\$58,995	\$54,233	\$59,395	\$400
Sales & Marketing	\$2,049,522	\$2,039,621	\$2,053,572	\$4,050
Supplies	\$427,601	\$485,904	\$670,030	\$242,429
Depreciation	\$1,669,387	\$1,615,766	\$1,818,824	\$149,437
Interest Expense	-	-	\$518,900	\$518,900
Loan Admin Fee	-	-	\$43,400	\$43,400
Subtotal	\$12,891,240	\$12,968,762	\$14,454,399	\$1,563,159
Total	\$33,820,661	\$33,898,341	\$35,762,057	\$1,941,396

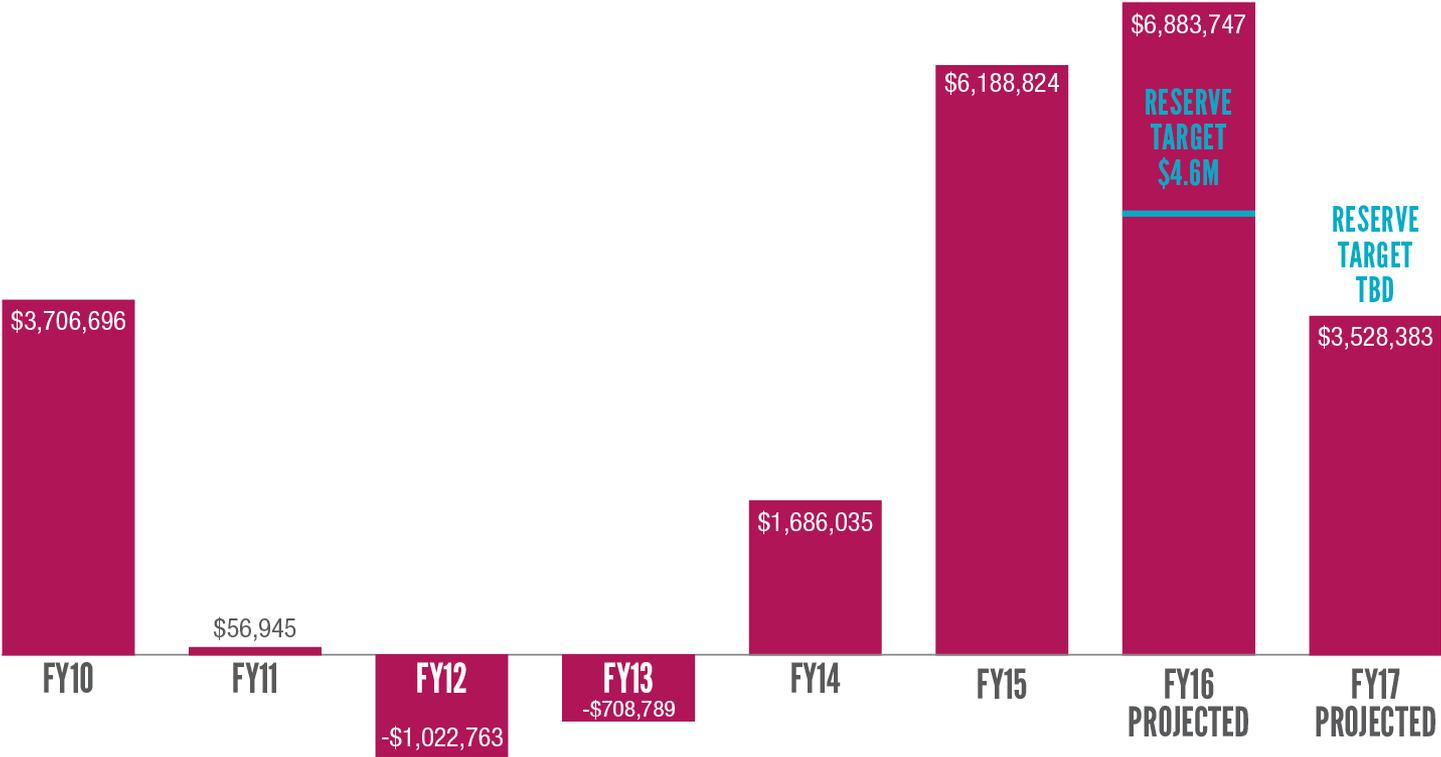
FY17 SIGNIFICANT BUDGET ADJUSTMENTS

BUDGET ADJUSTMENTS	POSITION	REVENUE	EXPENSES
Salaries and Benefits Adjustments	(11.18)	-	\$378,237
Non-Personnel Expenditure Adjustments	-	-	\$1,563,159
Total Expense Adjustments	(11.18)	-	\$1,941,396

REVENUE ADJUSTMENTS

Building Rent	-	\$430,949	-
Food & Beverage	-	\$1,447,371	-
Ancillary Services	-	(\$382,879)	-
Interest & Other	-	\$2,120	-
City of San Diego	-	\$31,000	-
Total Revenue Adjustments	-	\$1,528,561	-

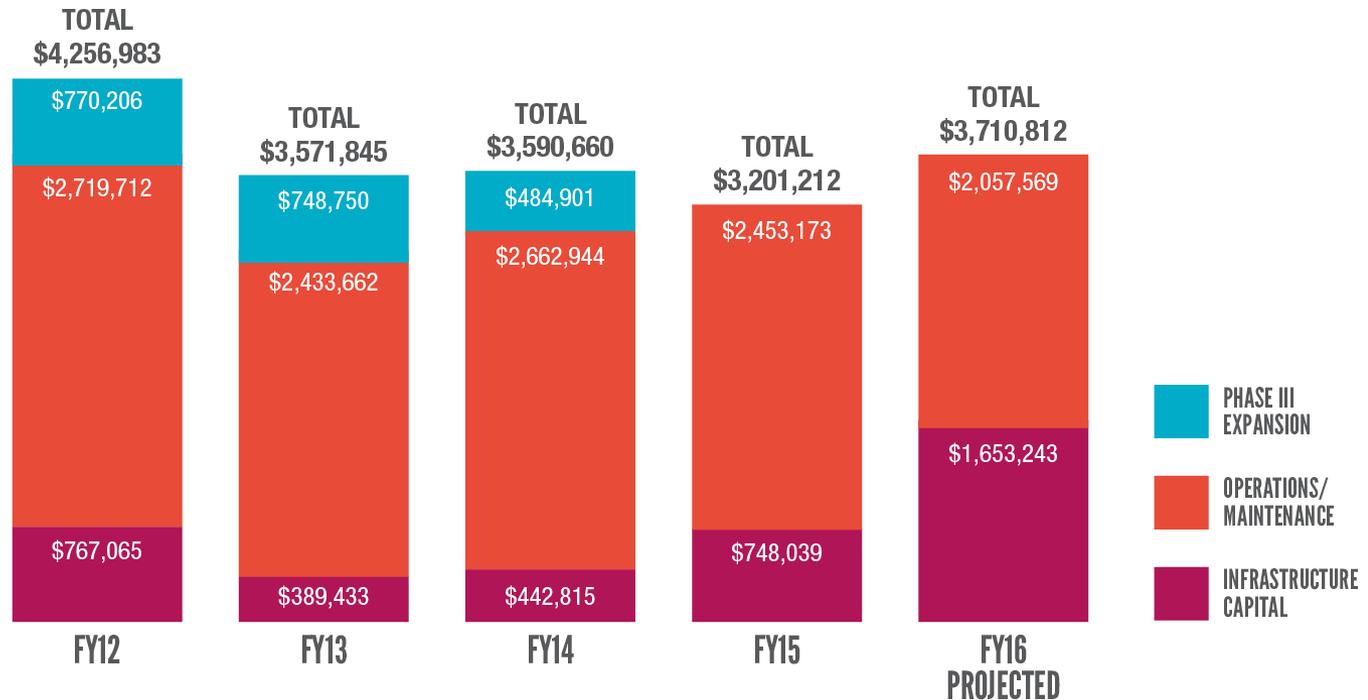
FY10-FY17 RESERVE BALANCE



FY16 RESERVE TARGET
\$4,600,000

FY17 RESERVE TARGET
TBD

FY12-FY16 CIP/INFRASTRUCTURE CAPITAL, OPERATIONS & MAINTENANCE



TOTAL PHASE III, INFRASTRUCTURE CAPITAL, OPERATIONS & MAINTENANCE EXPENDITURES FY12-FY16
\$18,331,512

10-YEAR CIP/INFRASTRUCTURE CAPITAL, OPERATIONS & MAINTENANCE PROJECTIONS

TOTAL FY17-26

Infrastructure Capital Projection \$53,448,714

Operations/Maintenance Projection \$27,792,622

Total **\$81,241,336**

REQUEST FOR FUNDING

Infrastructure Capital Budget Items and
SDTA Sales & Marketing Contract Payments

\$3,405,000*

CURRENT CITY OF SAN DIEGO INVESTMENT

\$31,000

INCREASE IN SDTA SALES & MARKETING CONTRACT PAYMENTS

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\$3,436,000

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





SANDIEGO
convention center
CORPORATION

Q & A



10-YEAR CIP / INFRASTRUCTURE CAPITAL PROJECTION

Board Approved 4/20/2016

Type	Account	Div	Estimated Life Cycle	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	Total 10 Year Plan
CIP / Infrastructure Capital														
Infrastructure Bank Funded Projects														
Rebuild west building rooftop chillers (2 each)	Capital - Leasehold (10)	1690-61010	11 20 years	\$ 683,541										\$ 683,541
Tie Sails Pavilion chillers into the chilled water loop	Capital - Leasehold	1700-61010	11 30 years	\$ 282,400										\$ 282,400
Concrete replacement at Sails Pavilion	Capital - Leasehold	1700-61010	15 30 years	\$ 4,143,828										\$ 4,143,828
Sails Pavilion fabric structure replacement	Capital - Leasehold	1700-61010	15 30 years	\$ 6,218,303	\$ 6,218,303									\$ 12,436,605
Replace fire cannons throughout Sails Pavilion	Capital - Leasehold	1700-61010	15 25 years	\$ 463,499										\$ 463,499
Replace cooling towers - West Building	Capital - Leasehold	1700-61010	11 30 years	\$ 1,645,879										\$ 1,645,879
Retrofit escalators in West Building	Capital - Leasehold	1700-61010	15 25 years	\$ 929,065	\$ 1,858,130	\$ 929,065								\$ 3,716,259
Fire Alarm System Replacement - West Building - visual alarms	Capital - Leasehold	1700-61010	15 15 years	\$ 479,059	\$ 958,117	\$ 479,059								\$ 1,916,234
Total for CIP/Infrastructure Capital - Sails Pavilion Area				\$ 14,845,573	\$ 9,034,549	\$ 1,408,123	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,288,245
Other														
West kitchen equipment replacement	Capital - Oper Equip (15)	1625-61010	11 20-25 years				\$ 1,182,720							\$ 1,182,720
Replace two 250 HP pumps with six 50 HP pumps within HVAC system (VFD's & loop mods included)	Capital - Leasehold (10)	1690-61010	11 05-10 years		\$ 362,250									\$ 362,250
Complete rebuild Chillers 3,4 & 5 in central plant	Capital - Leasehold (10)	1690-61010	11 8-10 years		\$ 402,500					\$ 736,400				\$ 1,138,900
Install diverter flashing at East Building planters	Capital - Leasehold	1700-61010	11 10-15 years	\$ 67,500										\$ 67,500
Replace check valves (storm system) at P2 shop area	Capital - Leasehold	1700-61010	11 10-15 years	\$ 61,250										\$ 61,250
Replace 11 rusted air intake assemblies on the upper level West Building	Capital - Leasehold	1700-61010	11 10-15 years				\$ 85,000							\$ 85,000
Upgrade comfort/air delivery system at Ballroom 20	Capital - Leasehold	1700-61010	11 15-20 years			\$ 218,700								\$ 218,700
Install stainless diverter flashing at east building (GFRC planters above lobbies D-H)	Capital - Leasehold	1700-61010	11 15-20 years			\$ 77,250								\$ 77,250
Replace 1989 emergency generator & transfer system	Capital - Leasehold	1700-61010	11 20-25 years			\$ 791,040								\$ 791,040
Replace roof - West Building	Capital - Leasehold	1700-61010	11 20-25 years		\$ 859,200									\$ 859,200
Upgrade West Building fire system (including sprinkler heads & bracing)	Capital - Leasehold	1700-61010	11 15-20 years		\$ 1,112,440									\$ 1,112,440
Install exhaust fans/louvers at barreled glass (Bayside Lobby & above escalators in East Building)	Capital - Leasehold	1700-61010	11 15-20 years				\$ 146,940							\$ 146,940
Replace the controls and rebuild the inclined elevator	Capital - Leasehold	1700-61010	11 13-15 years				\$ 1,369,500							\$ 1,369,500
Replace sliding dock doors at Exhibit Halls D-H	Capital - Leasehold	1700-61010	11 15-20 years	\$ 810,000										\$ 810,000
Replace underground cast iron drain system throughout East Docks	Capital - Leasehold	1700-61010	11 15-20 years	\$ 275,000										\$ 275,000
Replace jockey pump & engine located at P2 (Sails Pavilion fire protection system)	Capital - Leasehold	1700-61010	11 20-25 years				\$ 71,500							\$ 71,500
Replace main water valves	Capital - Leasehold	1700-61010	11 20-25 years				\$ 414,540							\$ 414,540
Replace expansion joints at East Building (front drive & terrace)	Capital - Leasehold	1700-61010	11 15-20 years				\$ 227,400							\$ 227,400
Replace Chillers 1 & 2 at central plant	Capital - Leasehold	1700-61010	11 15-20 years							\$ 5,962,500				\$ 5,962,500
Replace two boilers in central plant	Capital - Leasehold	1700-61010	11 20 years								\$ 295,450			\$ 295,450
Replace three large VFD's on chillers 3-5	Capital - Leasehold	1700-61010	11 10-15 years						\$ 1,470,840					\$ 1,470,840
Install auto doors at back of each exhibit hall (one set per Hall - 8 total; 1 in FY 16)	Capital - Leasehold	1700-61010	11 10-15 years		\$ 126,294									\$ 126,294
Replace 31 sets of ADA door openings (Sails, kitchen, 20 foyer, lobbies etc.)	Capital - Leasehold	1700-61010	11 15-20 years					\$ 240,250						\$ 240,250
Retrofit concession stands A-H (\$97,275 each; 8 total)	Capital - Leasehold	1700-61010	11 20-25 years										\$ 1,050,570	\$ 1,050,570
Replacement of Dewatering control station	Capital - Leasehold	1700-61010	11 20-25 years				\$ 117,000							\$ 117,000
Replace underground fuel tanks (2)	Capital - Leasehold	1700-61010	11 20-25 years						\$ 91,600					\$ 91,600
Replace floor box throughout exhibit Halls A-H (interior panels - Recpt, breakers etc.)	Capital - Leasehold	1700-61010	11 20-25 years						\$ 2,544,480					\$ 2,544,480
Concrete replacement front driveway east	Capital - Leasehold	1700-61010	11 20-25 years									\$ 1,238,445		\$ 1,238,445
Modernization of Building passenger elevators (B,C,1,2,6,7)	Capital - Leasehold	1700-61010	11 20-25 years										\$ 1,191,960	\$ 1,191,960
Building Automation System infrastructure upgrade (hardware & software)	Capital - Leasehold	1700-61010	11 10-20 years		\$ 150,600									\$ 150,600
Upgrade electrical switchgear in Sails Pavilion	Capital - Leasehold	1700-61010	11 20-25 years										\$ 121,800	\$ 121,800
Replace exhaust system in West loading docks	Capital - Leasehold	1700-61010	11 10-15 years	\$ 100,000										\$ 100,000
Lighting gateways in exhibit halls A-H (one in each hall)	Capital - Leasehold	1700-61010	11 10-15 years		\$ 62,400									\$ 62,400
East Building roof replacement	Capital - Leasehold	1700-61010	11 20-25 years										\$ 2,245,500	\$ 2,245,500
Convert AHU's in exhibit halls from direct drive to VFD's (last 2 phases)	Capital - Leasehold	1700-61010	14 10-15 years	\$ 140,000	\$ 150,000									\$ 290,000
Replace the 27 facility lighting control panels (\$19,500 each)	Capital - Leasehold	1700-61010	14 10-15 years			\$ 684,450								\$ 684,450
LED lighting installation - exterior pole lighting throughout facility	Capital - Leasehold	1700-61010	14 15-20 years							\$ 145,600				\$ 145,600
LED lighting retrofit phase III - Exhibit Halls and Ballroom 20	Capital - Leasehold	1700-61010	14 10-20 years	\$ 195,000										\$ 195,000
Upgrade East Kitchen boilers to solar	Capital - Oper Equip (15)	1625-61010	15 15-20 years					\$ 149,000						\$ 149,000
Modernization of elevators in West Building (2 of 5 phases) - phase 1 is KL&M, phase 2 is PQI&G	Capital - Leasehold	1700-61010	15 10-15 years	\$ 385,600										\$ 385,600
Upgrade Permanent Restaurant Booth - Lobby B	Capital - Leasehold	1700-61010	25.5 10-15 years		\$ 15,000									\$ 15,000
Upgrade Restaurant Booth - Lobby E	Capital - Leasehold	1700-61010	25.5 10-15 years		\$ 15,000									\$ 15,000
Total for CIP/Infrastructure Capital - Other				\$ 2,034,350	\$ 3,255,684	\$ 1,771,440	\$ 2,431,880	\$ 1,571,970	\$ 1,562,440	\$ 3,280,880	\$ 6,108,100	\$ 1,533,895	\$ 4,609,830	\$ 28,160,469
TOTAL CIP/INFRASTRUCTURE CAPITAL				\$ 16,879,923	\$ 12,290,233	\$ 3,179,563	\$ 2,431,880	\$ 1,571,970	\$ 1,562,440	\$ 3,280,880	\$ 6,108,100	\$ 1,533,895	\$ 4,609,830	\$ 53,448,714



10-YEAR OPERATIONS/MAINTENANCE PROJECTION

Board Approved 4/20/2016

	Type	Account	Div	Estimated Life Cycle	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	Total 10 Year Plan
OPERATIONS & MAINTENANCE															
Ice machine replacement throughout facility (2 per year - \$6250 ea)	Capital - Oper Equip	1620-61010	11	10-15 years	\$ 12,500										\$ 12,500
Replace Table saw & dust collection system in Carpenters Shop	Capital - Oper Equip	1620-61010	11	20-25 years				\$ 6,500							\$ 6,500
Systematic upgrade of 14 Motor control buckets (\$12,000 each)	Capital - Leasehold	1700-61010	11	20-25 years			\$ 358,680								\$ 358,680
Replace beverage cooler & freezer floor at East Kitchen	Capital - Leasehold	1700-61010	11	20-25 years	\$ 77,500										\$ 77,500
Upgrade East Building sound system (UL & GL) main control rooms	Capital - Leasehold	1700-61010	11	15-20 years				\$ 196,088							\$ 196,088
Install window film at Hawaiian Corridor glass	Capital - Leasehold	1700-61010	11	10-15 years	\$ 133,650										\$ 133,650
Replace air wall trollies in Halls D-H	Capital - Leasehold	1700-61010	11	15-20 years								\$ 536,900			\$ 536,900
Replace air wall trollies in east meeting rooms	Capital - Leasehold	1700-61010	11	15-20 years									\$ 397,500		\$ 397,500
Replace T-Bar ceiling throughout Mezz West	Capital - Leasehold	1700-61010	11	20-25 years		\$ 300,840									\$ 300,840
Replace splined ceiling in meeting rooms 1-5 & 7-11 with T-Bar	Capital - Leasehold	1700-61010	11	20-25 years		\$ 376,625									\$ 376,625
Replace old dampers & actuators on West building AHU's 1-30 (90 total)	R/M Fire Sys	6460-62110	11	20-25 years					\$ 1,068,875						\$ 1,068,875
Replace flashings West Building	R/M Gen Bldg	6470-62110	11	10-15 years	\$ 21,000										\$ 21,000
Terrace drains replacement (cast iron rusts/recore)	R/M Gen Bldg	6470-62110	11	10-15 years		\$ 24,750									\$ 24,750
Replace seal glazing throughout East Building cityside	R/M Gen Bldg	6470-62110	11	10-15 years			\$ 226,800								\$ 226,800
Fire Marshal building repairs	R/M Gen Bldg	6470-62110	11	Annual	\$ 121,500	\$ 131,250									\$ 252,750
Sails Pavilion Inspection & repairs	R/M Gen Bldg	6470-62110	11	Annual	\$ 25,000										\$ 25,000
Repair to exhibit hall monocoating	R/M Gen Bldg	6470-62110	11	Annual		\$ 226,200									\$ 226,200
Replace seal glazing throughout East Building Bayside	R/M Gen Bldg	6470-62110	11	15-20 years				\$ 207,813							\$ 207,813
Weatherproof rooftop air handlers (East Building)	R/M Gen Bldg	6470-62110	11	15-20 years			\$ 204,750	\$ 210,000	\$ 215,250						\$ 630,000
Replace controllers at rolling doors at Docks D-H	R/M Gen Bldg	6470-62110	11	04-05 years				\$ 17,500							\$ 17,500
Replace door hardware (including panic bars) at Hawaiian Corridor	R/M Gen Bldg	6470-62110	11	15-20 years				\$ 68,000							\$ 68,000
Replace door hardware (including panic bars) at Sails Pavilion Bayside	R/M Gen Bldg	6470-62110	11	15-20 years				\$ 55,200							\$ 55,200
Replace grout (floor tile) throughout the East Kitchen	R/M Gen Bldg	6470-62110	11	15-20 years				\$ 58,000							\$ 58,000
Upgrade the pneumatic air wall controls at Ballroom 6	R/M Gen Bldg	6470-62110	11	15-20 years				\$ 19,400							\$ 19,400
Upgrade the pneumatic air wall controls at Exhibit Halls A-C	R/M Gen Bldg	6470-62110	11	15-20 years				\$ 21,400							\$ 21,400
Upgrade the paint spray booth on P2	R/M Gen Bldg	6470-62110	11	15-20 years				\$ 16,250							\$ 16,250
Replace addressable smoke detectors (480) throughout East Building	R/M Gen Bldg	6470-62110	11	15-20 years				\$ 87,000							\$ 87,000
5 year fire certification / inspection & repairs	R/M Gen Bldg	6470-62110	11	04-05 years	\$ 45,000										\$ 45,000
Replace 25 Rixon door modules	R/M Gen Bldg	6470-62110	11	15-20 years						\$ 22,500					\$ 22,500
Replace 20 Door closure devices (east)	R/M Gen Bldg	6470-62110	11	5-10 years					\$ 15,000						\$ 15,000
Replace 30 Fire guard modules	R/M Gen Bldg	6470-62110	11	5-10 years				\$ 25,000							\$ 25,000
Replace old cast iron storm drains throughout west loading docks (16")	R/M Gen Bldg	6470-62110	11	20-25 years				\$ 287,200							\$ 287,200
Replace spike strips East Driveway	R/M Gen Bldg	6470-62110	11	15-20 years							\$ 35,400				\$ 35,400
Refinish interior stucco surfaces (Column trees, 6A Foyer, West UL corridors etc.)	R/M Gen Bldg	6470-62110	11	20-25 years							\$ 254,900				\$ 254,900
Replace backflow valves	R/M Gen Bldg	6470-62110	11	10-15 years						\$ 26,200					\$ 26,200
Scaffolding for special repairs	R/M Gen Bldg	6470-62110	11	10-15 years				\$ 55,100							\$ 55,100
Drain replacement at outside terraces (16)	R/M Gen Bldg	6470-62110	11	15-20 years		\$ 61,400	\$ 63,856								\$ 125,256
Water heater & tempering valve replacement (19)	R/M Gen Bldg	6470-62110	11	15-20 years	\$ 47,500										\$ 47,500
Reseal all window glazing in Sails Pavilion	R/M Gen Bldg	6470-62110	11	15-20 years				\$ 85,000							\$ 85,000
Replace floor box interior (108 panels) in Sails Pavilion	R/M Gen Bldg	6470-62110	11	20-25 years								\$ 134,784			\$ 134,784
Retrofit Sails Pavilion exterior AHU's	R/M Gen Bldg	6470-62110	11	20-25 years				\$ 98,200							\$ 98,200
Replacement of facility backflows (14)	R/M Gen Bldg	6470-62110	11	10-15 years			\$ 88,200								\$ 88,200
Replace structural HVAC diffusers at East Building foot traffic areas	R/M HVAC	6480-62110	11	10-15 years	\$ 17,500										\$ 17,500
Overhaul 26 Air handler units throughout West Building (\$8,000 each)	R/M HVAC	6480-62110	11	20-25 years			\$ 260,000								\$ 260,000
Replace CO sensors & boards at West loading dock	R/M HVAC	6480-62110	11	05-10 years	\$ 13,500										\$ 13,500
Central Plant pump rotation (15 pumps @ \$17,000 each)	R/M HVAC	6480-62110	11	10-15 years	\$ 51,000	\$ 53,040	\$ 55,080								\$ 159,120
Replace Metsys (JCI) hardware (DX, VAV, NAE) equipment in East Building	R/M HVAC	6480-62110	11	10-15 years				\$ 378,600							\$ 378,600
Replace all failed insulation on chilled water loop	R/M HVAC	6480-62110	11	15-20 years		\$ 54,875	\$ 54,875	\$ 54,875	\$ 54,875						\$ 219,500
Replace all failed insulation on hot water loop	R/M HVAC	6480-62110	11	15-20 years		\$ 40,920	\$ 40,920	\$ 40,920	\$ 40,920	\$ 40,920					\$ 204,600
CO system module replacement (West Docks)	R/M HVAC	6480-62110	11	10-15 years						\$ 51,500					\$ 51,500
Reseal East & West Kitchen trench drains & wash racks (\$12,500 each)	R/M Kitchen	6490-62110	11	10-15 years		\$ 25,000									\$ 25,000
Company Vehicle Replacement	Capital - Oper Equip	1620-61010	12	7 years			\$ 30,000								\$ 30,000
IP Camera upgrade	Capital - Leasehold	1700-61010	12	10-15 years	\$ 50,000	\$ 52,000									\$ 102,000
Proximity Lock Replacement (Replace Existing Old Model Locks)	Capital - Leasehold	1700-61010	12	10-15 years		\$ 50,000	\$ 52,000								\$ 102,000
Forklift (4,000 lbs.) Yale	Capital - Oper Equip	1620-61010	14	10-15 years			\$ 50,000								\$ 50,000
High Voltage system testing East Building (3 year rotation)	R/M Gen Bldg	6470-62140	14	03-05 years			\$ 30,000								\$ 30,000
Test Low voltage switchgear in West Building (5 year rotation)	R/M Gen Bldg	6470-62140	14	05 year rotation	\$ 45,000										\$ 45,000
Sound system repairs	R/M Sound Sys	6530-62140	14	10-15 years		\$ 19,000									\$ 19,000
Carpet replacement at pre-function areas and Lobby D-H	Capital - Leasehold (10)	1690-61010	15	08-10 years	\$ 945,500										\$ 945,500
Carpet replacement-corridors outside mtg rms generally throughout East bldg and Mezz in West	Capital - Leasehold (10)	1690-61010	15	08-10 years		\$ 1,687,396	\$ 612,460	\$ 612,460							\$ 2,912,316
Carpet & lighting replacement at Executive Offices & Expedited Boardroom in FY2016	Capital - Leasehold (10)	1690-61010	15	08-10 years		\$ 44,054									\$ 44,054
Carpet replacement - (7 phases: Lobby A-C, Rm 21-33, BR20, Rm 12-19, BR6, Rm 1-11, Prefcn)	Capital - Leasehold (10)	1690-61010	15	08-10 years	\$ 845,352			\$ 447,600	\$ 294,765	\$ 182,759	\$ 265,889	\$ 296,446	\$ 1,491,618		\$ 3,824,429
Walk off carpet replacement at all corridors near Ballrooms & Kitchens	Capital - Leasehold (10)	1690-61010	15	05-10 years				\$ 92,650							\$ 92,650
Freight elevators West Building - car rework	Capital - Leasehold	1700-61010	15	10-15 years	\$ 160,000										\$ 160,000
Upgrade restrooms - West Building (last three)	Capital - Leasehold	1700-61010	15	15-20 years	\$ 633,600										\$ 633,600
Waterproof coating replacement at West Dock floor	Capital - Leasehold	1700-61010	15	15-20 years			\$ 354,200								\$ 354,200
Build Out Engineering Office	Capital - Leasehold	1700-61010	15	15-20 years	\$ 17,500										\$ 17,500
Upgrade 18 restrooms - East Building (three per year)	Capital - Leasehold	1700-61010	15	15-20 years				\$ 725,000	\$ 745,000	\$ 765,000	\$ 785,000	\$ 805,000	\$ 825,000	\$ 4,650,000	
Repairs to East Building metal roof (Ballroom 20)	R/M Gen Bldg	6470-62110	11	10-15 years			\$ 518,000								\$ 518,000
Repair to air wall panels Halls D-H steel metal & lock down	R/M Gen Bldg	6470-62110	11	10-15 years		\$ 65,400									\$ 65,400
Replacement / upgrade main electrical equipment (bussduct etc.) West Building	R/M Gen Bldg	6470-62110	14	15-20 years		\$ 394,225									\$ 394,225
Embroidery Machine wardrobe	Capital - Oper Equip	1620-61010	17	08-10 years	\$ 10,000										\$ 10,000
Taylor Dunn SS536 three wheel cart (2-Fy-18)	Capital - Oper Equip	1620-61010	20	08-10 years		\$ 24,000							\$ 12,000		\$ 36,000
Taylor Dunn B248 Utility Vehicle (2-FY 19)	Capital - Oper Equip	1620-61010	21	08-10 years			\$ 24,000				\$ 12,000				\$ 36,000
Pressure washer steam cleaner	Capital - Oper Equip	1620-61010	21	08-10 years		\$ 8,000		\$ 8,000						\$ 8,000	\$ 24,000



10-YEAR OPERATIONS/MAINTENANCE PROJECTION

Board Approved 4/20/2016

	Type	Account	Div	Estimated Life Cycle	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	Total 10 Year Plan
OPERATIONS & MAINTENANCE															
Carpet Extractors (R14) 3- FY 19	Capital - Oper Equip	1620-61010	21	08-10 years	\$ 13,000		\$ 26,000			\$ 13,500			\$ 14,000		\$ 66,500
Scrubber, Large, Tennant (T20)	Capital - Oper Equip	1620-61010	21	10-12 years	\$ 56,000			\$ 62,720		\$ 62,720					\$ 181,440
Small Ride-On Vacuum Tennant 6100	Capital - Oper Equip	1620-61010	21	10-12 years	\$ 14,000		\$ 14,500		\$ 15,000		\$ 15,500		\$ 16,000		\$ 75,000
Small Ride-on Scrubber Tennant T7	Capital - Oper Equip	1620-61010	21	10-12 years		\$ 11,500		\$ 11,500							\$ 23,000
Sweeper, Large ride on, Tennant S30	Capital - Oper Equip	1620-61010	21	10-12 years					\$ 39,000					\$ 43,000	\$ 82,000
Tile & Grout Cleaner: Versaclean VT1200	Capital - Oper Equip	1620-61010	21	05-10 years		\$ 7,500						\$ 7,500			\$ 15,000
Carpet Cleaner: Versaclean VC700	Capital - Oper Equip	1620-61010	21	05-10 years		\$ 7,800						\$ 7,800			\$ 15,600
Compactors (marathon 34 yard waste containers) (two year) Phased replacement	Capital - Oper Equip (15 y	1625-61010	21	10-15 years	\$ 70,000	\$ 72,800									\$ 142,800
Bobcat SkidSteer S590 with bucket, grapple bucket, excavator, stump grinder attachment	Capital - Oper Equip (15 y	1625-61010	21	20-25 years						\$ 95,000					\$ 95,000
Triplex Lawnmower	Capital - Oper Equip	1620-61010	22	08-10 years								\$ 42,000			\$ 42,000
Taylor Dunn B248 utility vehicle-Grounds	Capital - Oper Equip	1620-61010	22	08-10 years				\$ 12,000						\$ 13,000	\$ 25,000
Waterproof West planters above Meeting Rooms 12-19	R/M Gen Bldg	6470-62220	22	20-25 years	\$ 101,348										\$ 101,348
Demolition and installation planters above Meeting Rooms 12-19	R/M Gen Bldg	6470-62220	22	20-25 years	\$ 150,488										\$ 150,488
Waterproof tree wells at West Mezzanine Terrace	R/M Gen Bldg	6470-62220	22	20-25 years		\$ 141,912									\$ 141,912
Demolition and installation tree wells at West Mezzanine Terrace	R/M Gen Bldg	6470-62220	22	20-25 years		\$ 43,200									\$ 43,200
Waterproof Mezzanine Terrace, Bridge, Sail & Plaza Terrace Planters	R/M Gen Bldg	6470-62220	22	20-25 years			\$ 341,600								\$ 341,600
Demolition and installation Mezzanine Terrace, Bridge, Sail & Plaza Terrace Planters	R/M Gen Bldg	6470-62220	22	20-25 years			\$ 179,200								\$ 179,200
Water proof planters upper and lower by West Kitchen	R/M Gen Bldg	6470-62220	22	20-25 years				\$ 324,800							\$ 324,800
Demolition and installation planters upper and lower by West Kitchen	R/M Gen Bldg	6470-62220	22	20-25 years				\$ 162,400							\$ 162,400
Fiberglass & precast container repair/replacement Skywalk, East Terrace & room 28 planters	R/M Gen Bldg	6470-62220	22	20-25 years					\$ 126,000						\$ 126,000
Demolition and installation Skywalk, East Terrace & room 28 planters	R/M Gen Bldg	6470-62220	22	20-25 years					\$ 144,000						\$ 144,000
Foliage, soil for planters above Meeting Rooms 12-19	Supplies-Landscaping	7340-62220	22	20-25 years	\$ 275,600										\$ 275,600
Foliage, soil for planters for tree wells at West mezzanine Terrace	Supplies-Landscaping	7340-62220	22	20-25 years		\$ 38,880									\$ 38,880
Foliage and Soil for Terrace, Bridge, Sail & Plaza Terrace Planters	Supplies-Landscaping	7340-62220	22	20-25 years			\$ 246,400								\$ 246,400
Foliage, soil for planters upper and lower by West Kitchen	Supplies-Landscaping	7340-62220	22	20-25 years				\$ 208,800							\$ 208,800
Foliage and Soil for Skywalk, East Terrace & room 28 planters	Supplies-Landscaping	7340-62220	22	20-25 years					\$ 168,000						\$ 168,000
Electric tow tractor (Mule)	Capital - Oper Equip	1620-61010	23	08-10 years			\$ 15,800			\$ 16,500				\$ 18,000	\$ 50,300
Taylor Dunn B248 Utility Vehicle	Capital - Oper Equip	1620-61010	23	08-10 years			\$ 12,000					\$ 12,500			\$ 24,500
Yale Electric Forklift with Charger (2-FY 17)	Capital - Oper Equip	1620-61010	23	10-12 years	\$ 124,800	\$ 64,800					\$ 75,000	\$ 77,400		\$ 82,200	\$ 424,200
Recyclables conveyor separation system	Capital - Oper Equip	1620-61010	23	08-10 years	\$ 50,000										\$ 50,000
CRV Bottle and Aluminum Can Horizontal Baler with catalyst drainage system	Capital - Oper Equip	1620-61010	23	08-10 years	\$ 100,000										\$ 100,000
Disk Storage Subsystem	Capital - Info Sys	1600-61010	05	04-05 years	\$ 30,000	\$ 15,000		\$ 46,000		\$ 15,000			\$ 15,000		\$ 121,000
File server replacements	Capital - Info Sys	1600-61010	05	04-05 years	\$ 35,000		\$ 12,000	\$ 8,000	\$ 38,000		\$ 8,000				\$ 101,000
Network switch replacement (individual)	Capital - Info Sys	1600-61010	05	04-05 years			\$ 6,000	\$ 6,000		\$ 6,000	\$ 6,000		\$ 6,000		\$ 30,000
Apple/Mac replacements	Capital - Info Sys	1600-61010	05	04-05 years	\$ 9,000		\$ 9,000		\$ 9,000	\$ 9,000					\$ 36,000
UPS in Server Room	Capital - Info Sys	1600-61010	05	04-05 years		\$ 16,000									\$ 16,000
Network switch upgrades	Capital - Info Sys	1600-61010	05	04-05 years	\$ 36,000	\$ 30,000					\$ 80,000				\$ 146,000
Accounting software system replacement	Capital - Info Sys	1600-61010	05	04-05 years				\$ 75,000							\$ 75,000
Network Rack System	Capital - Furn/Fix/Equip	1610-61010	05	04-05 years	\$ 9,500										\$ 9,500
TOTAL OPERATIONS & MAINTENANCE					\$ 4,347,338	\$ 4,088,367	\$ 3,886,321	\$ 3,503,475	\$ 3,501,185	\$ 1,216,379	\$ 1,615,409	\$ 1,753,046	\$ 2,891,902	\$ 989,200	\$ 27,792,622