

Table A - San Diego Convention Center Corporation Budget Summary

	FY 2017 Budget	FY 2017 Actual	FY 2018 Budget	FY 2018 Projected	FY 2019 Proposed Budget	FY 2018-2019 Change
Positions	315.52	N/A	321.67	N/A	355.90	34.23
Personnel Expense	\$ 21,307,658	\$ 21,468,454	\$ 21,867,571	\$ 22,108,402	\$ 24,189,682	\$ 2,322,111
Non-Personnel Expense	14,454,399	15,546,632	16,662,345	16,249,024	18,161,889	\$ 1,499,544
TOTAL	\$ 35,762,057	\$ 37,015,086	\$ 38,529,916	\$ 38,357,426	\$ 42,351,571	\$ 3,821,655

Table B - San Diego Convention Center Corporation Expenditures

	FY 2017 Budget	FY 2017 Actual	FY 2018 Budget	FY 2018 Projected	FY 2019 Proposed Budget	FY 2018-2019 Change
PERSONNEL						
Salaries & Wages	\$ 16,114,038	\$ 16,548,215	\$ 16,709,696	\$ 16,931,671	\$ 18,491,192	\$ 1,781,496
Overtime	114,144	124,948	102,138	102,452	105,852	3,714
Fringe Benefits (health)(1)	2,144,500	1,920,954	2,040,439	2,033,409	2,314,566	274,127
Fringe Benefits (pension)(2)	2,272,281	2,268,225	2,372,890	2,316,592	2,560,791	187,901
Fringe Benefits (other)(3)	662,695	606,112	642,408	724,278	717,281	74,873
SUBTOTAL PERSONNEL	\$ 21,307,658	\$ 21,468,454	\$ 21,867,571	\$ 22,108,402	\$ 24,189,682	\$ 2,322,111
NON-PERSONNEL						
General Expenses	\$ 1,081,933	\$ 2,599,346	\$ 2,822,575	\$ 2,381,325	\$ 2,473,482	\$ (349,093)
Repair & Maintenance	2,814,353	2,405,457	2,970,124	2,931,139	2,741,523	(228,601)
Utilities	4,253,475	4,004,902	3,913,872	3,926,927	4,038,326	124,454
Contracted Services	658,807	793,965	759,644	1,061,904	1,255,038	495,394
Travel & Transportation	112,167	81,755	102,791	126,156	156,260	53,469
Insurance	369,543	324,376	369,126	364,055	405,357	36,231
Telecommunications	59,395	47,048	52,696	45,034	44,935	(7,761)
Sales & Marketing	2,053,572	2,053,543	2,087,958	2,184,744	2,310,136	222,178
Supplies	670,030	633,044	637,460	474,923	820,722	183,262
Depreciation	1,818,824	1,778,470	2,492,296	2,321,367	2,975,660	483,364
Interest Expense	518,900	151,471	451,438	431,450	840,450	389,012
Loss on Disposal of Fixed Assets	-	418,255	2,365	-	100,000	97,635
Loan Admin Fee	43,400	255,000	-	-	-	-
SUBTOTAL NON-PERSONNEL	\$ 14,454,399	\$ 15,546,632	\$ 16,662,345	\$ 16,249,024	\$ 18,161,889	\$ 1,499,544
TOTAL	\$ 35,762,057	\$ 37,015,086	\$ 38,529,916	\$ 38,357,426	\$ 42,351,571	\$ 3,821,655

(1) Medicare portion of Social Security costs is included under health benefits

(2) Social Security costs included under pension benefits

(3) Other Fringe Benefits include Unemployment Insurance, Workers' Compensation Insurance & Claims, Life Insurance, L-T Disability Insurance.

Table C - San Diego Convention Center Corporation Significant Budget Adjustments

Significant Budget Adjustments	Position	Revenue	Expenses
Salaries and Benefits Adjustments			
FY19 Budget reflects a net increase of 34.23 positions due primarily to an increase in part time hours as well as a net increase of 6.42 full time positions. The increase in part time hours is due primarily to support increased event activities at the Center and cleaning services labor hours to operate the recycling system. The net increase of 6.42 full time positions reflects the net addition of 3.25 positions in Operations (2 Security Services Representatives to support event activities and facility safety; 1 Utility Engineer; and .25 Director of Capital Projects); 1.67 positions (1 Contract Compliance Representative and .67 Contract Specialist) in the Contract and Procurement Department to support increased contracts & capital projects and compliance requirements; and 1 Special Event Manager to assist in developing new revenue and business opportunities. The increase in expenses is due primarily to increased part time labor hours and the addition of full time positions as noted above. Additionally, collective bargaining step increases, merit and other increases for non-represented staff, and higher employee benefit costs all contributed to this year's expenses.	34.23		\$ 2,322,111
Non-Personnel Expenditure Adjustments			
Increase in budgeted non-personnel expenditures of \$1,499,544 is due primarily to contracted services (\$495,394), depreciation expense (\$483,364), interest expense (\$389,012), and sales & marketing (\$222,178). Partially offsetting the increase is a savings in general expenses (\$349,093), due mainly to reduced furniture/fixture & equipment purchases.			\$ 1,499,544
TOTAL EXPENSE ADJUSTMENTS	34.23	\$ -	\$ 3,821,655
Revenue Adjustments			
Building Rent - Net Building Rent revenue is budgeted to increase by \$784,431 to \$9,510,829 in FY2019. This favorable position is due to an increase in net rental amounts generated primarily by Corporate Events (\$430,653), Community Events (\$211,425), and Convention & Trade Shows (\$177,138).		\$ 784,431	
Co-Promoted Events - For FY2019, we plan to co-promote two events, which will generate \$300,000 in event license fees. The 25% decrease in budget resulted from a more in-depth proforma review analysis compared to prior year.		\$ (100,000)	
Food & Beverage - Food & Beverage revenue is budgeted to increase by \$1,965,086 to \$11,793,253 in FY2019 due primarily to an increase in event catering activity during the year, particularly related to Corporate Events.		\$ 1,965,086	
Ancillary Services - Increase of \$3,433,120 is due primarily to increased utilities (\$1,491,416), telecommunications (\$1,179,011), and booth & cleaning services (\$920,074).		\$ 3,433,120	
Naming Rights & Sponsorship - Increase of \$10,000 is due primarily to higher anticipated sponsorship revenue. The Corporation is seeking various new revenue opportunities via naming rights and sponsorships in order to generate additional revenues.		\$ 10,000	

Interest & Other - Interest & Other revenue is budgeted to increase by \$86,780 to \$347,646 due primarily to higher interest income (\$82,700) from managed funds.		\$ 86,780	
City of San Diego		\$ (1,302,975)	
TOTAL REVENUE ADJUSTMENTS		\$ 4,876,442	

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

Departments/Entities	FY 2017 Budget	FY 2017 Actual	FY 2018 Budget	FY 2018 Projected	FY 2019 Proposed Budget	FY 2018-2019 Change
N/A						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Table E - San Diego Convention Center Corporation Revenues

Revenue Source	FY 2017 Budget	FY 2017 Actual	FY 2018 Budget	FY 2018 Projected	FY 2019 Proposed Budget	FY 2018-2019 Change
Building Rent(1)	\$ 9,219,119	\$ 9,178,411	\$ 8,726,398	\$ 9,459,329	\$ 9,510,829	\$ 784,431
Co-Promoted Events	-	-	400,000	-	300,000	(100,000)
Food & Beverage	10,399,604	12,186,316	9,828,167	9,881,220	11,793,253	1,965,086
Ancillary Services(2)	12,857,735	15,997,247	13,820,740	15,146,144	17,253,860	3,433,120
Naming Rights & Sponsorship	-	-	150,000	180,000	160,000	10,000
Interest & Other	102,500	265,368	260,866	233,380	347,646	86,780
City of San Diego	3,436,000	3,436,000	3,436,000	3,436,000	2,133,025	(1,302,975)
TOTAL	\$ 36,014,958	\$ 41,063,342	\$ 36,622,171	\$ 38,336,073	\$ 41,498,613	\$ 4,876,442

(1) Includes event rental credits of \$5,438,861 (FY17 Budget), \$5,690,411 (FY17 Actual), \$5,432,555 (FY18 Budget), \$5,166,981 (FY18 Projected), and \$6,807,781 (FY19 Budget).

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

Table F - San Diego Convention Center Corporation Salary Schedule										
Position Title	FY 2018 Budget					FY 2019 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	\$ 257,500	\$ 27,316	\$ 284,816	\$ 73,029	1.00	\$ 284,750	\$ 29,223	\$ 313,973	\$ 76,340
Vice President	4.00	829,670	14,064	843,734	204,923	4.00	837,057	42,878	879,935	194,297
Director	12.00	1,461,393	58,455	1,519,848	423,612	11.25	1,406,970	55,087	1,462,056	398,966
Manager	4.00	369,517	6,968	376,485	140,699	9.00	781,583	20,773	802,356	266,023
Supervisor	23.00	1,420,329	37,295	1,457,624	502,075	22.00	1,344,746	32,674	1,377,420	514,496
Non-Supervisor - Salaried	36.00	2,484,248	95,157	2,579,405	862,200	40.17	2,769,029	104,197	2,873,226	1,019,274
Non-Supervisor - Hourly Full Time	134.00	5,807,825	130,651	5,938,476	2,141,350	133.00	5,941,200	135,063	6,076,263	2,262,174
Non-Supervisor - Hourly Part Time	107.67	3,594,085	107,823	3,701,908	497,727	135.48	4,647,377	139,421	4,786,798	605,191
Other Personnel Costs (1)		-	-	109,538	210,122		-	-	25,017	255,877
TOTAL	321.67	\$ 16,224,567	\$ 477,729	\$ 16,811,834	\$ 5,055,737	355.90	\$ 18,012,711	\$ 559,316	\$ 18,597,044	\$ 5,592,638

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

Table G - San Diego Convention Center Corporation Events

Event Type	FY 2017 Actual - Total Events	FY 2017 Actual - Total Attendance	FY 2018 Budget - Total Events	FY 2018 Budget - Total Attendance	FY 2019 Budget - Total Events	FY 2019 Budget - Total Attendance
Convention & Trade Shows	58	643,535	57	548,888	54	570,115
Corporate Events	7	29,315	10	21,475	10	56,400
National Trade Shows	1	4,000	1	4,000	2	1,400
Secondary/Local Events	83	222,063	73	301,333	76	285,200
TOTAL	149	898,913	141	875,696	142	913,115