

San Diego Convention Center Corporation

Fiscal Year 2019
Board Approved Budget

SAN DIEGO CONVENTION CENTER CORPORATION
FY2019 BUDGET - BOARD APPROVED 03/21/18

Mar 22, 2018

3:12 PM

	FY2018 BUDGET	FY2018 FORECAST	FY2019 APPROVED BUDGET	FY2020 PROJECTION	FAVORABLE (UNFAVORABLE) FY2019 BUDGET to FY2018 BUDGET		FAVORABLE (UNFAVORABLE) FY2019 BUDGET to FY2018 FORECAST	
					\$	%	\$	%
OPERATING REVENUES								
Building Rent	\$8,726,398	\$9,459,329	\$9,510,829	\$9,106,927	\$784,431	9.0%	\$51,500	0.5%
Co-Promoted Events	400,000	0	300,000	300,000	-100,000	-25.0%	300,000	100.0%
Food & Beverage	9,828,167	9,881,220	11,793,253	11,486,481	1,965,086	20.0%	1,912,033	19.4%
Event Services	4,003,715	4,063,442	4,911,228	4,814,295	907,513	22.7%	847,786	20.9%
Utilities	4,926,921	5,720,908	6,418,337	5,631,933	1,491,416	30.3%	697,429	12.2%
Telecommunications	3,457,934	4,142,857	4,636,945	3,966,069	1,179,011	34.1%	494,088	11.9%
Audio & Visual	1,432,170	1,218,937	1,287,350	1,225,000	-144,820	-10.1%	68,413	5.6%
Naming Rights & Sponsorship	150,000	180,000	160,000	160,000	10,000	6.7%	-20,000	-11.1%
Interest & Other	260,866	233,380	347,646	343,654	86,780	33.3%	114,266	49.0%
City of San Diego	3,436,000	3,436,000	2,133,025	2,186,351	-1,302,975	-37.9%	-1,302,975	-37.9%
TOTAL OPERATING REVENUES	\$36,622,171	\$38,336,073	\$41,498,613	\$39,220,710	\$4,876,442	13.3%	\$3,162,540	8.2%
OPERATING EXPENSES								
Salaries & Wages - Full Time	\$13,109,926	\$12,893,435	\$13,810,246	\$14,225,999	-\$700,320	-5.3%	-\$916,811	-7.1%
Salaries & Wages - Part Time	3,701,908	4,140,688	4,786,798	4,738,588	-1,084,890	-29.3%	-646,110	-15.6%
Fringe Benefits	5,055,737	5,074,279	5,592,638	5,881,635	-536,901	-10.6%	-518,359	-10.2%
TOTAL PERSONNEL EXPENSES	\$21,867,571	\$22,108,402	\$24,189,682	\$24,846,222	-\$2,322,111	-10.6%	-\$2,081,280	-9.4%
General Expenses	\$2,822,575	\$2,381,325	\$2,473,482	\$4,455,396	\$349,093	12.4%	-\$92,157	-3.9%
Repair & Maintenance	2,970,124	2,931,139	2,741,523	3,280,688	228,601	7.7%	189,616	6.5%
Utilities	3,913,872	3,926,927	4,038,326	4,083,122	-124,454	-3.2%	-111,399	-2.8%
Contracted Services	759,644	1,061,904	1,255,038	968,650	-495,394	-65.2%	-193,134	-18.2%
Travel & Transportation	102,791	126,156	156,260	158,159	-53,469	-52.0%	-30,104	-23.9%
Insurance	369,126	364,055	405,357	432,695	-36,231	-9.8%	-41,302	-11.3%
Telecommunications	52,696	45,034	44,935	45,244	7,761	14.7%	99	0.2%
Sales & Marketing	2,087,958	2,184,744	2,310,136	2,371,179	-222,178	-10.6%	-125,392	-5.7%
Supplies	637,460	474,923	820,722	601,970	-183,262	-28.7%	-345,799	-72.8%
TOTAL SUPPLIES & SERVICES	\$13,716,246	\$13,496,207	\$14,245,779	\$16,397,103	-\$529,533	-3.9%	-\$749,572	-5.6%
TOTAL OPERATING EXPENSES	\$35,583,817	\$35,604,609	\$38,435,461	\$41,243,325	-\$2,851,644	-8.0%	-\$2,830,852	-8.0%
NET OPERATING REVENUES / (EXPENSES)	\$1,038,354	\$2,731,464	\$3,063,152	-\$2,022,615	\$2,024,798	195.0%	\$331,688	12.1%
NON-OPERATING EXPENSES								
Depreciation Expense	\$2,492,296	\$2,321,367	\$2,975,660	\$3,426,009	-\$483,364	-19.4%	-\$654,293	-28.2%
Interest Expense	451,438	431,450	840,450	891,362	-389,012	-86.2%	-409,000	-94.8%
Loss on Disposal of Fixed Assets	2,365	0	100,000	250,000	-97,635	-4128.3%	-100,000	-100.0%
Loan Admin Fee	0	0	0	76,500	0	0.0%	0	0.0%
TOTAL NON-OPERATING EXPENSES	\$2,946,099	\$2,752,817	\$3,916,110	\$4,643,871	-\$970,011	-32.9%	-\$1,163,293	-42.3%
TOTAL EXPENSES	\$38,529,916	\$38,357,426	\$42,351,571	\$45,887,196	-\$3,821,655	-9.9%	-\$3,994,145	-10.4%
NET REVENUES / (EXPENSES)	-\$1,907,745	-\$21,353	-\$852,958	-\$6,666,486	\$1,054,787	55.3%	-\$831,605	-3894.6%

SAN DIEGO CONVENTION CENTER CORPORATION
FY2019 BUDGET - BOARD APPROVED 03/21/18

Mar 22, 2018

3:14 PM

ACCOUNT TITLE	FY2018 BUDGET	FY2018 FORECAST	FY2019 APPROVED BUDGET	FY2020 PROJECTION	FAVORABLE (UNFAVORABLE) FY2019 BUDGET to FY2018 BUDGET		FAVORABLE (UNFAVORABLE) FY2019 BUDGET to FY2018 FORECAST	
					\$	%	\$	%
OPERATING REVENUES								
BUILDING RENT								
Rentals - Convention & Trade Shows	\$11,466,515	\$10,733,416	\$11,845,330	\$11,394,475	\$378,815	3.3%	\$1,111,914	10.4%
Rentals - Corporate Events	789,150	691,900	2,109,425	1,826,600	1,320,275	167.3%	1,417,525	204.9%
Rentals - National Trade Shows	93,250	79,000	31,900	0	-61,350	-65.8%	-47,100	-59.6%
Rentals - Local Trade Shows	202,700	219,125	142,690	146,090	-60,010	-29.6%	-76,435	-34.9%
Rentals - Consumer Shows	963,350	875,850	1,104,850	1,018,800	141,500	14.7%	229,000	26.1%
Rentals - Meetings & Seminars	405,160	467,741	384,175	402,105	-20,985	-5.2%	-83,566	-17.9%
Rentals - Community Events	228,550	974,900	652,240	406,000	423,690	185.4%	-322,660	-33.1%
Rentals - Canceled Events	10,278	584,378	48,000	0	37,722	367.0%	-536,378	-91.8%
BUILDING RENT - GROSS	\$14,158,953	\$14,626,310	\$16,318,610	\$15,194,070	\$2,159,657	15.3%	\$1,692,300	11.6%
RENTAL CREDITS								
Rental Credit - C/T	-\$4,534,527	-\$4,127,411	-\$4,736,204	-\$4,382,254	-\$201,677	-4.4%	-\$608,793	-14.7%
Rental Credit - C/I	-419,000	-403,213	-1,308,622	-1,089,279	-889,622	-212.3%	-905,409	-224.5%
Rental Credit - NT	-10,988	-16,738	-3,000	0	7,988	72.7%	13,738	82.1%
Rental Credit - LT	-51,200	-52,790	-17,700	-26,850	33,500	65.4%	35,090	66.5%
Rental Credit - CS	-267,320	-297,590	-417,920	-324,260	-150,600	-56.3%	-120,330	-40.4%
Rental Credit - MS	-106,000	-87,566	-68,550	-69,000	37,450	35.3%	19,016	21.7%
Rental Credit - CE	-43,520	-181,673	-255,785	-195,500	-212,265	-487.7%	-74,112	-40.8%
RENTAL CREDITS	-\$5,432,555	-\$5,166,981	-\$6,807,781	-\$6,087,143	-\$1,375,226	-25.3%	-\$1,640,800	-31.8%
BUILDING RENT - NET	\$8,726,398	\$9,459,329	\$9,510,829	\$9,106,927	\$784,431	9.0%	\$51,500	0.5%
CO-PROMOTED EVENTS								
Co-Promoted Events	\$400,000	\$0	\$300,000	\$300,000	-\$100,000	-25.0%	\$300,000	100.0%
CO-PROMOTED EVENTS	\$400,000	\$0	\$300,000	\$300,000	-\$100,000	-25.0%	\$300,000	100.0%
FOOD & BEVERAGE								
Commissions - Food & Beverage	\$8,117,937	\$7,966,358	\$9,971,568	\$9,809,874	\$1,853,631	22.8%	\$2,005,210	25.2%
Commissions - Tides Concessions	18,900	9,488	0	0	-18,900	-100.0%	-9,488	-100.0%
Commissions - Specialty Contractors	316,095	262,897	233,028	245,423	-83,067	-26.3%	-29,869	-11.4%
Commissions - Booth Catering	345,240	591,607	515,592	452,592	170,352	49.3%	-76,015	-12.8%
Commissions - Starbucks	342,495	363,370	448,065	353,592	105,570	30.8%	84,695	23.3%
Food & Beverage Premium	687,500	687,500	625,000	625,000	-62,500	-9.1%	-62,500	-9.1%
FOOD & BEVERAGE	\$9,828,167	\$9,881,220	\$11,793,253	\$11,486,481	\$1,965,086	20.0%	\$1,912,033	19.4%
EVENT SERVICES								
Booth Cleaning	\$837,207	\$983,868	\$1,670,379	\$1,665,413	\$833,172	99.5%	\$686,511	69.8%
Commissions - Business Center	156,000	171,232	165,000	165,000	9,000	5.8%	-6,232	-3.6%
Labor Services	348,166	236,052	318,687	310,310	-29,479	-8.5%	82,635	35.0%
HVAC Services	34,250	50,360	32,000	36,000	-2,250	-6.6%	-18,360	-36.5%
Guest Services	113,968	104,404	128,227	107,536	14,259	12.5%	23,823	22.8%
Cleaning Services	815,776	808,268	902,678	865,352	86,902	10.7%	94,410	11.7%
Move-In/Move-Out Allowance	51,000	42,000	61,500	52,000	10,500	20.6%	19,500	46.4%
Public Safety	171,303	151,381	220,848	189,750	49,545	28.9%	69,467	45.9%
Equipment Rental	168,314	213,758	128,870	122,942	-39,444	-23.4%	-84,888	-39.7%
Ancillary Business Services	0	11,548	12,000	12,000	12,000	100.0%	452	3.9%
ATM Services	39,500	30,500	32,000	29,000	-7,500	-19.0%	1,500	4.9%
Advertising	727,613	750,000	775,000	785,000	47,387	6.5%	25,000	3.3%
Restaurant Booth - Other	3,000	0	0	0	-3,000	-100.0%	0	0.0%
Advertising - Artwork	6,500	6,500	6,750	6,750	250	3.8%	250	3.8%
Social Media Marketing	16,667	0	0	0	-16,667	-100.0%	0	0.0%
Housing Reservation Services	107,500	101,000	45,000	75,000	-62,500	-58.1%	-56,000	-55.4%
Trash Pulls	244,475	235,200	249,850	228,983	5,375	2.2%	14,650	6.2%
Truck Marshalling	162,476	167,371	162,439	163,259	-37	0.0%	-4,932	-2.9%
EVENT SERVICES	\$4,003,715	\$4,063,442	\$4,911,228	\$4,814,295	\$907,513	22.7%	\$847,786	20.9%
UTILITIES								
Commissions - Utilities	\$4,886,553	\$5,680,540	\$6,377,969	\$5,591,565	\$1,491,416	30.5%	\$697,429	12.3%
Maintenance Services	40,368	40,368	40,368	40,368	0	0.0%	0	0.0%
UTILITIES	\$4,926,921	\$5,720,908	\$6,418,337	\$5,631,933	\$1,491,416	30.3%	\$697,429	12.2%

SAN DIEGO CONVENTION CENTER CORPORATION
FY2019 BUDGET - BOARD APPROVED 03/21/18

Mar 22, 2018

3:14 PM

ACCOUNT TITLE	FY2018 BUDGET	FY2018 FORECAST	FY2019 APPROVED BUDGET	FY2020 PROJECTION	FAVORABLE (UNFAVORABLE) FY2019 BUDGET to FY2018 BUDGET		FAVORABLE (UNFAVORABLE) FY2019 BUDGET to FY2018 FORECAST	
					\$	%	\$	%
TELECOMMUNICATIONS								
Cell Site Revenue	\$0	\$533,762	\$61,872	\$63,728	\$61,872	100.0%	-\$471,890	-88.4%
Commissions - Telecommunications	2,971,802	3,389,095	4,170,203	3,485,477	1,198,401	40.3%	781,108	23.0%
Commissions - DAS	352,800	193,550	399,870	411,864	47,070	13.3%	206,320	106.6%
Commissions - Digital Marketing	125,832	21,150	0	0	-125,832	-100.0%	-21,150	-100.0%
Commissions - Device Services	7,500	5,300	5,000	5,000	-2,500	-33.3%	-300	-5.7%
TELECOMMUNICATIONS	\$3,457,934	\$4,142,857	\$4,636,945	\$3,966,069	\$1,179,011	34.1%	\$494,088	11.9%
AUDIO & VISUAL								
Commissions - Audio/Visual	\$1,299,920	\$1,033,937	\$1,100,000	\$1,100,000	-\$199,920	-15.4%	\$66,063	6.4%
Commissions - Rigging	132,250	185,000	187,350	125,000	55,100	41.7%	2,350	1.3%
AUDIO & VISUAL	\$1,432,170	\$1,218,937	\$1,287,350	\$1,225,000	-\$144,820	-10.1%	\$68,413	5.6%
NAMING RIGHTS & SPONSORSHIP								
Sponsorship - Inside	150,000	180,000	160,000	160,000	10,000	6.7%	-20,000	-11.1%
NAMING RIGHTS & SPONSORSHIP	\$150,000	\$180,000	\$160,000	\$160,000	\$10,000	6.7%	-\$20,000	-11.1%
INTEREST & OTHER								
Building Damage Recovery	\$28,000	\$21,900	\$28,000	\$28,000	\$0	0.0%	\$6,100	27.9%
Business Referral	20,000	0	10,000	10,000	-10,000	-50.0%	10,000	100.0%
Ancillary Business Development	25,000	0	0	0	-25,000	-100.0%	0	0.0%
Interest Income - Other	4,300	69,000	87,000	90,000	82,700	1923.3%	18,000	26.1%
Gain on Exchange	0	21,638	22,896	22,896	22,896	100.0%	1,258	5.8%
Miscellaneous Income - Other	34,000	33,890	34,250	34,250	250	0.7%	360	1.1%
Miscellaneous Income - Recycle Rebates	133,066	76,952	152,000	145,008	18,934	14.2%	75,048	97.5%
Event Insurance	1,500	0	1,500	1,500	0	0.0%	1,500	100.0%
Facility Access Fee	15,000	10,000	12,000	12,000	-3,000	-20.0%	2,000	20.0%
INTEREST & OTHER	\$260,866	\$233,380	\$347,646	\$343,654	\$86,780	33.3%	\$114,266	49.0%
City of San Diego	\$3,436,000	\$3,436,000	\$2,133,025	\$2,186,351	-\$1,302,975	-37.9%	-\$1,302,975	-37.9%
TOTAL OPERATING REVENUES	\$36,622,171	\$38,336,073	\$41,498,613	\$39,220,710	\$4,876,442	13.3%	\$3,162,540	8.2%
OPERATING EXPENSES								
SALARIES & WAGES								
Salaries & Wages - Full Time	\$12,583,762	\$12,382,976	\$13,244,808	\$13,641,329	-\$661,046	-5.3%	-\$861,832	-7.0%
Overtime Wages - Full Time	59,214	64,134	61,735	63,171	-2,521	-4.3%	2,399	3.7%
Performance Awards	90,250	87,250	120,500	126,800	-30,250	-33.5%	-33,250	-38.1%
Vacation Accrual	-29,300	-34,256	-40,077	-49,745	10,777	-36.8%	5,821	-17.0%
Vacation Expense	406,000	393,331	423,280	444,444	-17,280	-4.3%	-29,949	-7.6%
Regular Wages - Part Time	3,658,984	4,102,370	4,742,681	4,692,986	-1,083,697	-29.6%	-640,311	-15.6%
Overtime Wages - Part Time	42,924	38,318	44,117	45,602	-1,193	-2.8%	-5,799	-15.1%
SALARIES & WAGES	\$16,811,834	\$17,034,123	\$18,597,044	\$18,964,587	-\$1,785,210	-10.6%	-\$1,562,921	-9.2%
Social Security Tax	\$1,208,767	\$1,226,201	\$1,339,207	\$1,359,981	-\$130,440	-10.8%	-\$113,006	-9.2%
Unemployment Insurance	45,000	61,856	56,325	43,000	-11,325	-25.2%	5,531	8.9%
Health Insurance	1,755,500	1,759,484	2,019,328	2,211,121	-263,828	-15.0%	-259,844	-14.8%
Health Insurance - PT	40,743	26,434	25,000	27,116	15,743	38.6%	1,434	5.4%
Worker's Comp Insurance	283,381	267,654	301,436	314,140	-18,055	-6.4%	-33,782	-12.6%
Worker's Comp Insurance - Claim	250,000	332,603	250,000	250,000	0	0.0%	82,603	24.8%
Life Insurance	32,426	31,506	34,197	35,236	-1,771	-5.5%	-2,691	-8.5%
Long Term Disability Insurance	31,601	30,659	33,323	34,340	-1,722	-5.4%	-2,664	-8.7%
Retirement Plans	1,338,417	1,261,264	1,395,139	1,464,232	-56,722	-4.2%	-133,875	-10.6%
Retirement Plans - Union	69,902	76,618	96,683	100,469	-26,781	-38.3%	-20,065	-26.2%
Parking Subsidy	0	0	42,000	42,000	-42,000	-100.0%	-42,000	-100.0%
EMPLOYEE BENEFITS	\$5,055,737	\$5,074,279	\$5,592,638	\$5,881,635	-\$536,901	-10.6%	-\$518,359	-10.2%
TOTAL PERSONNEL EXPENSES	\$21,867,571	\$22,108,402	\$24,189,682	\$24,846,222	-\$2,322,111	-10.6%	-\$2,081,280	-9.4%

SAN DIEGO CONVENTION CENTER CORPORATION
FY2019 BUDGET - BOARD APPROVED 03/21/18

Mar 22, 2018

3:14 PM

ACCOUNT TITLE	FY2018 BUDGET	FY2018 FORECAST	FY2019 APPROVED BUDGET	FY2020 PROJECTION	FAVORABLE (UNFAVORABLE) FY2019 BUDGET to FY2018 BUDGET		FAVORABLE (UNFAVORABLE) FY2019 BUDGET to FY2018 FORECAST	
					\$	%	\$	%
					SUPPLIES AND SERVICES			
GENERAL EXPENSES								
Advertising - Purchasing	\$12,000	\$9,000	\$12,000	\$12,000	\$0	0.0%	-\$3,000	-33.3%
Advertising - Recruiting	7,375	4,825	14,375	15,000	-7,000	-94.9%	-9,550	-197.9%
Archive & File Retention	650	650	670	690	-20	-3.1%	-20	-3.1%
Bad Debts - Unpaid Charges	3,000	10,000	4,000	4,000	-1,000	-33.3%	6,000	60.0%
Bank Charges/Armored Car Service	3,941	3,365	3,473	3,265	468	11.9%	-108	-3.2%
Board of Directors	2,500	5,000	10,000	10,000	-7,500	-300.0%	-5,000	-100.0%
Books & Periodicals	4,511	4,287	4,458	4,388	53	1.2%	-171	-4.0%
Cash Short/Over	0	51	0	0	0	0.0%	51	100.0%
Copier - Supplies/Services	52,004	52,900	52,500	52,000	-496	-1.0%	400	0.8%
Credit Card Service Charges	57,650	95,525	156,068	162,086	-98,418	-170.7%	-60,543	-63.4%
Employee Recognition	24,977	24,977	26,739	2,500	-1,762	-7.1%	-1,762	-7.1%
Employment Screening/Physicals	9,646	53,318	15,646	10,000	-6,000	-62.2%	37,672	70.7%
Equipment Rental	17,684	13,111	13,388	13,788	4,296	24.3%	-277	-2.1%
FF&E \$5,000 & Under	2,125,439	1,595,250	1,598,131	3,608,328	527,308	24.8%	-2,881	-0.2%
Meetings - Business	26,690	36,890	42,450	42,805	-15,760	-59.0%	-5,560	-15.1%
Memberships	33,280	33,681	35,584	33,810	-2,304	-6.9%	-1,903	-5.7%
Parking Validations	500	300	500	550	0	0.0%	-200	-66.7%
Photography & Blueprints	7,497	5,928	6,400	6,400	1,097	14.6%	-472	-8.0%
Postage & Delivery Bulk	7,100	7,100	6,500	7,300	600	8.5%	600	8.5%
Postage & Delivery Service	11,350	8,750	9,610	9,900	1,740	15.3%	-860	-9.8%
Printing - Advertising Artwork	3,200	3,200	3,500	3,500	-300	-9.4%	-300	-9.4%
Printing - Communications	99,300	95,000	98,800	97,500	500	0.5%	-3,800	-4.0%
Printing - General	10,875	11,375	11,050	10,720	-175	-1.6%	325	2.9%
Recruiting Expenses	11,688	5,650	12,300	12,300	-612	-5.2%	-6,650	-117.7%
Regulatory Fees	4,861	5,580	5,614	5,790	-753	-15.5%	-34	-0.6%
Special Event Expenses	1,000	10,000	20,000	20,000	-19,000	-1900.0%	-10,000	-100.0%
Staff Training	71,118	71,547	89,725	80,500	-18,607	-26.2%	-18,178	-25.4%
Storage/Recovery - Offsite	75,940	76,377	78,362	80,567	-2,422	-3.2%	-1,985	-2.6%
Truck Marshalling	136,799	137,688	141,639	145,709	-4,840	-3.5%	-3,951	-2.9%
GENERAL	\$2,822,575	\$2,381,325	\$2,473,482	\$4,455,396	\$349,093	12.4%	-\$92,157	-3.9%
REPAIR AND MAINTENANCE								
Equipment Fuel	\$27,813	\$25,101	\$20,826	\$21,364	\$6,987	25.1%	\$4,275	17.0%
R/M Dewatering	17,820	17,870	17,820	17,820	0	0.0%	50	0.3%
Pest Control	6,695	6,695	6,831	6,974	-136	-2.0%	-136	-2.0%
R/M Building Automation System	29,200	29,200	29,200	29,200	0	0.0%	0	0.0%
R/M Closed Circuit TV	13,048	13,048	14,524	14,524	-1,476	-11.3%	-1,476	-11.3%
Software & Application Maintenance Services	236,577	240,600	347,234	340,048	-110,657	-46.8%	-106,634	-44.3%
R/M Website	15,327	16,855	28,755	28,755	-13,428	-87.6%	-11,900	-70.6%
R/M Elevator/Escalator	453,046	437,575	438,054	437,639	14,992	3.3%	-479	-0.1%
R/M Fire System	118,200	149,900	147,650	179,500	-29,450	-24.9%	2,250	1.5%
R/M General Building	1,231,898	1,212,365	815,094	1,366,350	416,804	33.8%	397,271	32.8%
R/M HVAC Equipment	167,025	158,000	253,950	253,950	-86,925	-52.0%	-95,950	-60.7%
R/M Kitchen Equipment	101,600	38,441	19,100	22,500	82,500	81.2%	19,341	50.3%
R/M Electrical	16,260	34,910	48,695	14,800	-32,435	-199.5%	-13,785	-39.5%
R/M Other Equipment	92,954	91,817	96,978	97,112	-4,024	-4.3%	-5,161	-5.6%
R/M Parking Area	1,500	1,500	1,500	1,500	0	0.0%	0	0.0%
R/M Sound System	46,092	22,092	19,792	19,900	26,300	57.1%	2,300	10.4%
Small Tools, Parts, & Materials	23,050	21,711	25,710	26,787	-2,660	-11.5%	-3,999	-18.4%
Trash Removal	152,188	157,300	174,784	175,339	-22,596	-14.8%	-17,484	-11.1%
Uniforms - Cleaning/Rental	213,331	252,948	228,331	219,730	-15,000	-7.0%	24,617	9.7%
Window Washing	6,500	3,211	6,695	6,896	-195	-3.0%	-3,484	-108.5%
REPAIR & MAINTENANCE	\$2,970,124	\$2,931,139	\$2,741,523	\$3,280,688	\$228,601	7.7%	\$189,616	6.5%
UTILITIES								
Utilities - Electrical	\$3,417,773	\$3,443,214	\$3,517,631	\$3,552,807	-\$99,858	-2.9%	-\$74,417	-2.2%
Utilities - Gas	173,146	158,603	172,744	177,926	402	0.2%	-14,141	-8.9%
Utilities - Water/Sewer	322,953	325,110	347,951	352,389	-24,998	-7.7%	-22,841	-7.0%
UTILITIES	\$3,913,872	\$3,926,927	\$4,038,326	\$4,083,122	-\$124,454	-3.2%	-\$111,399	-2.8%

SAN DIEGO CONVENTION CENTER CORPORATION
FY2019 BUDGET - BOARD APPROVED 03/21/18

Mar 22, 2018

3:14 PM

ACCOUNT TITLE	FY2018 BUDGET	FY2018 FORECAST	FY2019 APPROVED BUDGET	FY2020 PROJECTION	FAVORABLE (UNFAVORABLE) FY2019 BUDGET to FY2018 BUDGET		FAVORABLE (UNFAVORABLE) FY2019 BUDGET to FY2018 FORECAST	
					\$	%	\$	%
CONTRACTED SERVICES								
Audit Services	\$38,927	\$47,500	\$44,728	\$46,500	-\$5,801	-14.9%	\$2,772	5.8%
Contracted Labor	0	195,341	25,000	21,000	-25,000	-100.0%	170,341	87.2%
Legal Services	195,000	205,000	271,000	255,000	-76,000	-39.0%	-66,000	-32.2%
Other Professional Services	517,557	605,903	905,810	643,150	-388,253	-75.0%	-299,907	-49.5%
Payroll Processing	8,160	8,160	8,500	3,000	-340	-4.2%	-340	-4.2%
CONTRACTED SERVICES	\$759,644	\$1,061,904	\$1,255,038	\$968,650	-\$495,394	-65.2%	-\$193,134	-18.2%
TRAVEL / TRANSPORTATION								
Automotive - Allowance	\$18,600	\$21,400	\$22,800	\$22,800	-\$4,200	-22.6%	-\$1,400	-6.5%
Automotive - Gas	1,415	975	1,150	1,235	265	18.7%	-175	-17.9%
Automotive - Operating	3,141	29,060	30,692	31,346	-27,551	-877.1%	-1,632	-5.6%
Travel - Local Mileage & Parking	4,075	3,662	4,496	4,450	-421	-10.3%	-834	-22.8%
Travel - Out of Town - Board	10,000	10,000	10,000	10,000	0	0.0%	0	0.0%
Travel - Out of Town - Staff	65,560	61,059	87,122	88,328	-21,562	-32.9%	-26,063	-42.7%
TRAVEL AND TRANSPORTATION	\$102,791	\$126,156	\$156,260	\$158,159	-\$53,469	-52.0%	-\$30,104	-23.9%
INSURANCE								
Insurance - Auto	\$6,630	\$5,484	\$6,050	\$6,353	\$580	8.7%	-\$566	-10.3%
Insurance - Deductible Reserve	20,000	13,500	25,000	25,000	-5,000	-25.0%	-11,500	-85.2%
Insurance - Directors/Officers	46,010	42,558	43,840	45,155	2,170	4.7%	-1,282	-3.0%
Insurance - Liability	120,436	124,461	133,633	140,315	-13,197	-11.0%	-9,172	-7.4%
Insurance - Paid Claims	3,000	2,000	3,000	3,000	0	0.0%	-1,000	-50.0%
Insurance - Property	169,600	172,602	190,384	209,422	-20,784	-12.3%	-17,782	-10.3%
Insurance - Event	2,700	2,700	2,700	2,700	0	0.0%	0	0.0%
Insurance - Travel	750	750	750	750	0	0.0%	0	0.0%
INSURANCE	\$369,126	\$364,055	\$405,357	\$432,695	-\$36,231	-9.8%	-\$41,302	-11.3%
TELECOMMUNICATIONS								
Communication Services	\$45,332	\$34,699	\$34,600	\$34,600	\$10,732	23.7%	\$99	0.3%
Long Distance Services	3,664	3,714	3,714	3,825	-50	-1.4%	0	0.0%
Supplies - Telecommunications	3,700	6,621	6,621	6,819	-2,921	-78.9%	0	0.0%
TELECOMMUNICATIONS	\$52,696	\$45,034	\$44,935	\$45,244	\$7,761	14.7%	\$99	0.2%
SALES & MARKETING								
Client Promotion & Entertainment	\$60,300	\$54,000	\$57,575	\$59,800	\$2,725	4.5%	-\$3,575	-6.6%
Marketing & Promotion Materials	12,090	10,835	12,955	14,350	-865	-7.2%	-2,120	-19.6%
Travel - Out of Town - Sales	84,568	73,909	106,581	110,678	-22,013	-26.0%	-32,672	-44.2%
Marketing Contract Payment	1,931,000	2,046,000	2,133,025	2,186,351	-202,025	-10.5%	-87,025	-4.3%
SALES & MARKETING	\$2,087,958	\$2,184,744	\$2,310,136	\$2,371,179	-\$222,178	-10.6%	-\$125,392	-5.7%
SUPPLIES								
Supplies - Information Systems	\$3,800	\$3,000	\$3,800	\$3,900	\$0	0.0%	-\$800	-26.7%
Supplies - Ergonomics	2,500	2,000	2,500	2,500	0	0.0%	-500	-25.0%
Supplies - Event Services	8,400	11,078	8,660	8,920	-260	-3.1%	2,418	21.8%
Supplies - Housekeeping	301,221	293,725	311,348	267,323	-10,127	-3.4%	-17,623	-6.0%
Supplies - Landscaping	260,842	94,842	427,242	255,642	-166,400	-63.8%	-332,400	-350.5%
Supplies - Medical	900	950	6,450	1,045	-5,550	-616.7%	-5,500	-578.9%
Supplies - Office	34,643	34,474	35,568	36,541	-925	-2.7%	-1,094	-3.2%
Supplies - Security	3,475	3,175	1,825	3,100	1,650	47.5%	1,350	42.5%
Supplies - Wardrobe	21,679	31,679	23,329	22,999	-1,650	-7.6%	8,350	26.4%
SUPPLIES	\$637,460	\$474,923	\$820,722	\$601,970	-\$183,262	-28.7%	-\$345,799	-72.8%
TOTAL SUPPLIES & SERVICES	\$13,716,246	\$13,496,207	\$14,245,779	\$16,397,103	-\$529,533	-3.9%	-\$749,572	-5.6%
TOTAL OPERATING EXPENSES	\$35,583,817	\$35,604,609	\$38,435,461	\$41,243,325	-\$2,851,644	-8.0%	-\$2,830,852	-8.0%
NET OPERATING REVENUES / EXPENSES	\$1,038,354	\$2,731,464	\$3,063,152	-\$2,022,615	\$2,024,798	195.0%	\$331,688	12.1%

SAN DIEGO CONVENTION CENTER CORPORATION
FY2019 BUDGET - BOARD APPROVED 03/21/18

Mar 22, 2018

3:14 PM

ACCOUNT TITLE	FY2018 BUDGET	FY2018 FORECAST	FY2019 APPROVED BUDGET	FY2020 PROJECTION	FAVORABLE (UNFAVORABLE) FY2019 BUDGET to FY2018 BUDGET		FAVORABLE (UNFAVORABLE) FY2019 BUDGET to FY2018 FORECAST	
					\$	%	\$	%
					NON-OPERATING EXPENSES			
Depreciation Expense	\$2,492,296	\$2,321,367	\$2,975,660	\$3,426,009	-\$483,364	-19.4%	-\$654,293	-28.2%
Interest Expense	451,438	431,450	840,450	891,362	-389,012	-86.2%	-409,000	-94.8%
Loss on Disposal of Fixed Assets	2,365	0	100,000	250,000	-97,635	-4128.3%	-100,000	-100.0%
Loan Admin Fee	0	0	0	76,500	0	0.0%	0	0.0%
TOTAL NON-OPERATING EXPENSES	\$2,946,099	\$2,752,817	\$3,916,110	\$4,643,871	-\$970,011	-32.9%	-\$1,163,293	-42.3%
TOTAL EXPENSES	\$38,529,916	\$38,357,426	\$42,351,571	\$45,887,196	-\$3,821,655	-9.9%	-\$3,994,145	-10.4%
NET REVENUES / (EXPENSES)	-\$1,907,745	-\$21,353	-\$852,958	-\$6,666,486	\$1,054,787	55.3%	-\$831,605	-3894.6%

DEPARTMENT BUDGET

EXECUTIVE DEPARTMENT

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 01 - Executive Division

Mar 22, 2018 10:04 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
	TOTAL REVENUES	0	0	0	0	0.0%	0.0%	0.0%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	353,791	372,758	384,040	395,516	8.5%	3.0%	3.0%
5020	Performance Awards - F/T	25,750	25,750	27,500	31,800	6.8%	6.8%	15.6%
5030	Vacation Accrual	0	7,685	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	9,853	2,500	3,319	12,901	-66.3%	32.8%	288.7%
5050	Regular Wages - P/T	2,392	2,392	2,440	2,489	2.0%	2.0%	2.0%
	TOTAL SALARIES & WAGES	391,786	411,085	417,299	442,706	6.5%	1.5%	6.1%
5100	Social Security Tax	20,959	20,055	21,716	22,733	3.6%	8.3%	4.7%
5110	Unemployment Insurance	0	0	0	0	0.0%	0.0%	0.0%
5120	Health Insurance	32,000	29,938	33,911	37,102	6.0%	13.3%	9.4%
5130	Worker's Compensation Insurance	6,573	6,830	7,118	7,801	8.3%	4.2%	9.6%
5131	Worker's Comp Ins.-Claim Costs	0	5,386	0	0	0.0%	-100.0%	0.0%
5140	Life Insurance	985	995	1,049	1,116	6.5%	5.4%	6.4%
5150	Long-Term Disability Insurance	955	922	1,018	1,082	6.6%	10.4%	6.3%
5160	Retirement Plans	38,939	40,253	41,486	44,022	6.5%	3.1%	6.1%
	TOTAL FRINGE BENEFITS	100,411	104,379	106,298	113,856	5.9%	1.8%	7.1%
	TOTAL PERSONNEL EXPENSES	492,197	515,464	523,597	556,562	6.4%	1.6%	6.3%
<u>SUPPLIES & SERVICES</u>								
6050	Board Of Directors	2,500	5,000	10,000	10,000	300.0%	100.0%	0.0%
6140	FF&E \$5,000 & Under	1,500	1,500	3,500	1,500	133.3%	133.3%	-57.1%
6150	Meetings - Business	15,000	22,000	25,000	25,000	66.7%	13.6%	0.0%
6160	Memberships	18,958	18,958	18,958	18,958	0.0%	0.0%	0.0%
6240	Printing - General	0	1,500	1,500	1,500	100.0%	0.0%	0.0%
6740	Legal Services	170,000	200,000	240,000	240,000	41.2%	20.0%	0.0%
6750	Other Professional Services	350,000	475,000	475,000	475,000	35.7%	0.0%	0.0%
6800	Automotive - Allowance	6,000	6,000	6,000	6,000	0.0%	0.0%	0.0%
6840	Travel - Local Mileage & Parking	600	600	600	600	0.0%	0.0%	0.0%
6850	Travel - Out Of Town - Board	10,000	10,000	10,000	10,000	0.0%	0.0%	0.0%
6860	Travel - Out Of Town - Staff	6,293	6,486	10,580	9,896	68.1%	63.1%	-6.5%
7100	Communication Services	3,500	1,000	1,000	1,000	-71.4%	0.0%	0.0%
7220	Client Promotions & Entertainment	25,000	25,000	25,000	25,000	0.0%	0.0%	0.0%
7250	Marketing & Promotion Material	0	285	0	0	0.0%	-100.0%	0.0%
7270	Travel - Out Of Town - Sales	21,387	21,387	24,981	24,981	16.8%	16.8%	0.0%
7370	Supplies - Office	1,200	1,200	1,200	1,200	0.0%	0.0%	0.0%
	TOTAL SUPPLIES & SERVICES	631,938	795,916	853,319	850,635	35.0%	7.2%	-0.3%
	TOTAL EXPENDITURES	\$1,124,135	\$1,311,380	\$1,376,916	\$1,407,197	22.5%	5.0%	2.2%
	NET REVENUES/EXPENSES	-\$1,124,135	-\$1,311,380	-\$1,376,916	-\$1,407,197	22.5%	5.0%	2.2%

San Diego Convention Center

Personnel Expenses

FY2019 Budget - Board Approved 03/21/18

Division 01 - Executive Division

Mar 22, 2018 10:04 AM

November
to June

Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
President & CEO	1	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	0.00	0.00
Board Adm./Exec. Office Mgr	1	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	0.00	0.00
Total	2	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	0.00	0.00	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Business Services	Non-Event	160.00	160.00	160.00	40.00	0.00	0.00	40.00	0.00	40.00	0.00	0.00	0.00	40.00	0.00	0.00	160.00
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	0.00	0.00
Total		160.00	160.00	160.00	40.00	0.00	0.00	40.00	0.00	40.00	0.00	0.00	0.00	40.00	0.00	0.00	160.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 01 - Executive Division

Mar 22, 2018 10:04 AM

<u>Account/Description</u>	<u>Amount</u>
6050 Board Of Directors Support for Board/Committee meetings; supplies; photography.	10,000
Subtotal	<u>10,000</u>
6140 FF&E \$5,000 & Under Including 4 chairs for CEO Office	3,500
Subtotal	<u>3,500</u>
6150 Meetings - Business Business receptions; client and business promotion; community networking and corporate industry activities; in-town conference registrations Board attended functions	25,000 0
Subtotal	<u>25,000</u>
6160 Memberships IAVM - International Association of Venue Managers (SDCCC Group Membership) - July AIPC - Jan San Diego Port Tenants Association - Jan PCMA - Oct Executive Women International - Dec Downtown Partnership - Jan Chamber of Commerce - Oct University Club (monthly) IAEE (Sept)	3,000 2,300 2,295 485 345 1,200 5,570 2,244 1,519
Subtotal	<u>18,958</u>
6240 Printing - General	1,500
Subtotal	<u>1,500</u>
6740 Legal Services	240,000
Subtotal	<u>240,000</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.	475,000
Subtotal	<u>475,000</u>

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 01 - Executive Division

Mar 22, 2018 10:04 AM

<u>Account/Description</u>	<u>Amount</u>
6800 Automotive - Allowance	
	6,000
Subtotal	<u>6,000</u>
6840 Travel - Local Mileage & Parking	
Parking at offsite meetings	600
Subtotal	<u>600</u>
6850 Travel - Out Of Town - Board	
Trip #1 (dates TBD)	2,500
Trip #2 (dates TBD)	2,500
Trip #3 (dates TBD)	2,500
Trip #4 (dates TBD)	2,500
Subtotal	<u>10,000</u>
6860 Travel - Out Of Town - Staff	
Competitive Set Venue Visit (February)	2,000
IAVM Venue Connect (August)	3,557
IMEX Annual Meeting (October)	1,851
San Diego Chamber Legislative Tour (September)	3,172
Subtotal	<u>10,580</u>
7100 Communication Services	
	1,000
Subtotal	<u>1,000</u>
7220 Client Promotions & Entertainment	
	25,000
Subtotal	<u>25,000</u>
7270 Travel - Out Of Town - Sales	
ASAE Annual Mtg. (Aug)	3,368
Business Development Trip (1)	2,000
Business Development Trip (2)	2,000
Client Meeting Trip (1) (July)	2,200
Client Meeting Trip (2) (October)	2,200
Client Meeting Trip (3) (January)	2,200
Client Meeting Trip (4) (April)	2,200

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 01 - Executive Division

Mar 22, 2018 10:04 AM

<u>Account/Description</u>	<u>Amount</u>
Cub's Opener (April)	977
Holiday Showcase (December)	1,527
IAEE Expo-Expo! (December)	2,394
PCMA Convening Leaders (Jan)	2,521
PCMA Foundation Dinner (April)	1,394
Subtotal	<u>24,981</u>
7370 Supplies - Office	
	1,200
Subtotal	<u>1,200</u>

VENUE DEPARTMENT

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 10 - Venue Administration

Mar 22, 2018 10:18 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4310	Commissions - Business Center	156,000	171,232	165,000	165,000	5.8%	-3.6%	0.0%
4392	Truck Marshalling	162,476	167,371	0	0	-100.0%	-100.0%	0.0%
4700	Commissions - Audio Visual	1,299,920	1,033,937	1,100,000	1,100,000	-15.4%	6.4%	0.0%
	TOTAL REVENUES	1,618,396	1,372,540	1,265,000	1,265,000	-21.8%	-7.8%	0.0%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	263,301	264,602	299,765	308,692	13.8%	13.3%	3.0%
5030	Vacation Accrual	0	30	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	7,333	397	0	10,068	-100.0%	-100.0%	100.0%
5050	Regular Wages - P/T	0	0	0	0	0.0%	0.0%	0.0%
5057	Overtime Wages - P/T	0	0	0	0	0.0%	0.0%	0.0%
	TOTAL SALARIES & WAGES	270,634	265,029	299,765	318,760	10.8%	13.1%	6.3%
5100	Social Security Tax	14,332	14,129	15,134	15,813	5.6%	7.1%	4.5%
5120	Health Insurance	19,329	15,764	22,381	24,619	15.8%	42.0%	10.0%
5130	Worker's Compensation Insurance	4,541	4,246	4,787	5,243	5.4%	12.7%	9.5%
5140	Life Insurance	666	647	737	784	10.7%	13.9%	6.4%
5150	Long-Term Disability Insurance	650	632	719	765	10.6%	13.8%	6.4%
5160	Retirement Plans	24,733	26,629	29,977	31,876	21.2%	12.6%	6.3%
	TOTAL FRINGE BENEFITS	64,251	62,047	73,735	79,100	14.8%	18.8%	7.3%
	TOTAL PERSONNEL EXPENSES	334,885	327,076	373,500	397,860	11.5%	14.2%	6.5%
<u>SUPPLIES & SERVICES</u>								
6140	FF&E \$5,000 & Under	0	600	0	0	0.0%	-100.0%	0.0%
6150	Meetings - Business	0	600	600	600	100.0%	0.0%	0.0%
6160	Memberships	0	485	485	485	100.0%	0.0%	0.0%
6220	Postage & Delivery Service	0	0	0	0	0.0%	0.0%	0.0%
6240	Printing - General	0	0	0	0	0.0%	0.0%	0.0%
6260	Regulatory Fees	1,601	1,596	1,601	1,777	0.0%	0.3%	11.0%
6280	Special Event Expenses	0	10,000	20,000	20,000	100.0%	100.0%	0.0%
6300	Storage/Recovery Offsite	66,579	67,016	0	0	-100.0%	-100.0%	0.0%
6318	Truck Marshalling	136,799	137,688	0	0	-100.0%	-100.0%	0.0%
6510	R/M Other Equipment	250	750	0	0	-100.0%	-100.0%	0.0%
6750	Other Professional Services	0	120	0	0	0.0%	-100.0%	0.0%
6800	Automotive - Allowance	4,200	2,800	4,200	4,200	0.0%	50.0%	0.0%
6840	Travel - Local Mileage & Parking	0	100	100	100	100.0%	0.0%	0.0%
6860	Travel - Out Of Town - Staff	2,436	2,363	7,642	7,642	213.7%	223.4%	0.0%
7100	Communication Services	1,200	0	0	0	-100.0%	0.0%	0.0%
7270	Travel - Out Of Town - Sales	4,203	3,868	5,034	8,197	19.8%	30.1%	62.8%
7370	Supplies - Office	900	600	900	900	0.0%	50.0%	0.0%
	TOTAL SUPPLIES & SERVICES	218,168	228,586	40,562	43,901	-81.4%	-82.3%	8.2%
	TOTAL EXPENDITURES	\$553,053	\$555,662	\$414,062	\$441,761	-25.1%	-25.5%	6.7%

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 10 - Venue Administration

Mar 22, 2018 10:18 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
	NET REVENUES/EXPENSES	\$1,065,343	\$816,878	\$850,938	\$823,239	-20.1%	4.2%	-3.3%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 10 - Venue Administration

Mar 22, 2018 10:18 AM

November
to June
Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Exec. VP / General Manager	1	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	0.00	0.00
Executive Assistant	1	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	0.00	0.00
Total	2	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	0.00	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
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	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	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	0.00	0.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 10 - Venue Administration

Mar 22, 2018 10:18 AM

Account/Description	Amount
6150 Meetings - Business	
Executive & Leadership Team Meetings	600
Subtotal	<u>600</u>
6160 Memberships	
PCMA Annual Membership Fee \$485.00	485
Subtotal	<u>485</u>
6260 Regulatory Fees	
SESAC Play music throughout the convention center (\$134.83 per month times 12 months)	1,601
Subtotal	<u>1,601</u>
6280 Special Event Expenses	
Expenses for Client-Event Shows	20,000
Subtotal	<u>20,000</u>
6300 Storage/Recovery Offsite	
** (Moved to Division 16 for FY19) Warehouse storage (\$5,212 times 9 months=\$46,908 plus 3 months times \$5,369 = \$16,107) (3% increase)	0
Subtotal	<u>0</u>
6318 Truck Marshalling	
** (Moved to Division 16 for FY19) Contractual use of the Marshalling Yard (Freeman sub-lease).	0
Subtotal	<u>0</u>
6510 R/M Other Equipment	
Bay alarm at Marshalling Yard (Moved to Donald Bottger's Division 16 for FY19 & FY20 - Marshalling Yard)	0
Subtotal	<u>0</u>
6800 Automotive - Allowance	
	4,200
Subtotal	<u>4,200</u>
6840 Travel - Local Mileage & Parking	
Mileage and parking for local events and meetings.	100
Subtotal	<u>100</u>
6860 Travel - Out Of Town - Staff	
IAVM VenueConnect 2018, Toronto, Ontario (Canada), July 22-25, 2018	2,908
IAVM for Venue Safety & Security (AVSS), Dallas, TX, February 2019 (*Karen Totaro may not attend.)	4,734
Subtotal	<u>7,642</u>

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 10 - Venue Administration

Mar 22, 2018 10:18 AM

Account/Description	Amount
7270 Travel - Out Of Town - Sales	
ASAE Annual Meeting & Expositions, Chicago, IL, August 18-21, 2018 (*KarenTotaro may not attend.)	3,087
Client Event - TBD	1,000
Cubs Opener, Chicago, IL, April 2019	947
Karen Totaro pulled PCMA January 2019 (\$3,163.00)	
Subtotal	<u>5,034</u>
7370 Supplies - Office	
Office supplies \$75 per month times 12 months	900
Subtotal	<u>900</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 25 - Event Management

Mar 22, 2018 11:01 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4355	MI/MO Allowance	51,000	42,000	61,500	52,000	20.6%	46.4%	-15.4%
4710	Commissions - Rigging	132,250	185,000	187,350	125,000	41.7%	1.3%	-33.3%
TOTAL REVENUES		183,250	227,000	248,850	177,000	35.8%	9.6%	-28.9%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	1,065,375	1,001,761	1,030,957	1,059,285	-3.2%	2.9%	2.7%
5010	Overtime Wages - F/T	109	21	166	170	52.3%	690.5%	2.4%
5030	Vacation Accrual	0	-289	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	29,597	30,000	34,998	34,482	18.2%	16.7%	-1.5%
5050	Regular Wages - P/T	14,952	15,421	15,494	16,269	3.6%	0.5%	5.0%
TOTAL SALARIES & WAGES		1,110,033	1,046,914	1,081,615	1,110,206	-2.6%	3.3%	2.6%
5100	Social Security Tax	82,521	77,370	79,960	81,771	-3.1%	3.3%	2.3%
5120	Health Insurance	96,046	101,109	104,555	114,338	8.9%	3.4%	9.4%
5130	Worker's Compensation Insurance	18,625	16,499	17,281	18,267	-7.2%	4.7%	5.7%
5140	Life Insurance	2,687	2,482	2,618	2,687	-2.6%	5.5%	2.6%
5150	Long-Term Disability Insurance	2,622	2,442	2,554	2,621	-2.6%	4.6%	2.6%
5160	Retirement Plans	109,508	102,815	106,612	109,186	-2.6%	3.7%	2.4%
TOTAL FRINGE BENEFITS		312,009	302,717	313,580	328,870	0.5%	3.6%	4.9%
TOTAL PERSONNEL EXPENSES		1,422,042	1,349,631	1,395,195	1,439,076	-1.9%	3.4%	3.1%
<u>SUPPLIES & SERVICES</u>								
6090	Credit Card Service Charges	500	375	<u>375</u>	400	-25.0%	0.0%	6.7%
6140	FF&E \$5,000 & Under	400	3,000	<u>500</u>	500	25.0%	-83.3%	0.0%
6150	Meetings - Business	500	850	<u>1,000</u>	1,000	100.0%	17.6%	0.0%
6160	Memberships	485	485	<u>485</u>	500	0.0%	0.0%	3.1%
6750	Other Professional Services	500	448	<u>500</u>	550	0.0%	11.6%	10.0%
6840	Travel - Local Mileage & Parking	75	100	<u>150</u>	150	100.0%	50.0%	0.0%
6860	Travel - Out Of Town - Staff	0	1,173	<u>750</u>	1,000	100.0%	-36.1%	33.3%
7100	Communication Services	1,080	0	<u>0</u>	0	-100.0%	0.0%	0.0%
7220	Client Promotions & Entertainment	500	750	<u>750</u>	750	50.0%	0.0%	0.0%
7270	Travel - Out Of Town - Sales	4,472	4,500	<u>5,936</u>	5,500	32.7%	31.9%	-7.3%
7370	Supplies - Office	1,700	2,000	<u>2,000</u>	2,000	17.6%	0.0%	0.0%
TOTAL SUPPLIES & SERVICES		10,212	13,681	12,446	12,350	21.9%	-9.0%	-0.8%
TOTAL EXPENDITURES		\$1,432,254	\$1,363,312	\$1,407,641	\$1,451,426	-1.7%	3.3%	3.1%
NET REVENUES/EXPENSES		-\$1,249,004	-\$1,136,312	-\$1,158,791	-\$1,274,426	-7.2%	2.0%	10.0%

San Diego Convention Center
Personnel Expenses
FY2019 Budget - Board Approved 03/21/18
Division 25 - Event Management

Mar 22, 2018 11:01 AM

**November
to June
Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)**

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Director of Event Services	1	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	0.00	0.00
Senior Event Manager	4	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	0.00	0.00	0.00
Event Manager	4	3	3	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	0.00	0.00
Event Coordinator	2	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	0.00	0.00	0.00
Adm. Assistant	1	1	1	4.00	0.00	4.00	4.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.00
CAD Specialist	1	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	0.00	0.00	0.00
Department Assistant	2	2	2	0.00	0.00	2.00	2.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.00
Receptionist	1	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	0.00	0.00	0.00
Total	16	15	15	4.00	0.00	6.00	6.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Business Services	Non-Event	144.00	88.00	152.00	24.00	0.00	32.00	0.00	16.00	16.00	16.00	0.00	8.00	16.00	8.00	16.00	150.00
Receptionist	Non-Event	856.00	580.00	864.00	96.00	64.00	80.00	64.00	64.00	80.00	64.00	64.00	80.00	64.00	64.00	80.00	896.00
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	0.00	0.00
Total		1,000.00	668.00	1,016.00	120.00	64.00	112.00	64.00	80.00	96.00	80.00	64.00	88.00	80.00	72.00	96.00	1,046.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 25 - Event Management

Mar 22, 2018 11:01 AM

Account/Description	Amount
6090 Credit Card Service Charges	
	375
Subtotal	<u>375</u>
6140 FF&E \$5,000 & Under	
	500
Subtotal	<u>500</u>
6150 Meetings - Business	
Sending EM's to local Industry educational meetings ie: SDMPI Educational Day, Local PCMA chapter meetings, PCMA Disney Institute Seminar (once a year) Other educational/networking local industry events to enhance partnerships and product knowledge, IAVM Region VII Meeting	1,000
Subtotal	<u>1,000</u>
6160 Memberships	
PCMA - DeeAnne Snyder Nov 2018 - Nov 2019	485
Subtotal	<u>485</u>
6750 Other Professional Services	
SDPD Traffic Controlers (ESRI), between 8-10 hours only, Harbor Dr @ 5th (part of agreement)	500
Subtotal	<u>500</u>
6840 Travel - Local Mileage - Parking	
Projected Expenditures for client meetings and Event Management's site inspections - ESRI trips etc., IAVM Region 7	150
Subtotal	<u>150</u>
6860 Travel - Out Of Town - Staff	
IAVM Region 7 chapter meetings (Dianne Javier, Chapter Treasurer) - (1) overnight meetings to LA area.	750
Subtotal	<u>750</u>
7220 Client Promotions & Entertainment	
Director, SEM & EM's to take clients when a CSM or Sales Mgr is not able to host client to a meal.	750
Subtotal	<u>750</u>
7270 Travel - Out Of Town - Sales	
EM to travel to see the operations & logistics of event that will be at the Center in FY 20. These events were chosen due to complex logistics being required due to the nature of the event.	
1) American Chemical Society National Meeting - Lenore Boling. Aug.18-23, 2018 - Boston Ma	1,260
2) American Society of Landscape Architects Annual - Bruce Angel, Oct 19-22, 2018 - Philadelphia PA	1,260

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 25 - Event Management

Mar 22, 2018 11:01 AM

Account/Description	Amount
3) Society for Human Resources Management - Lydia Ochoa, June 23-25, 2019 - Las Vegas, NV	996
4) TBD Midwest Travel for POP UP Customer Request	1,160
5) TBD East Travel for POP UP Customer Request	1,260
Subtotal	<u>5,936</u>
7370 Supplies - Office	
Misc office supplies, Ink for CAD Specilist Printer, speciality paper supplies needed not carried by storekeeper	2,000
Subtotal	<u>2,000</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 13 - Food and Beverage

Mar 22, 2018 10:27 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4100	Commissions - Food & Beverage	8,117,937	7,966,358	9,971,568	9,809,874	22.8%	25.2%	-1.6%
4104	Commissions - Tides Concessions	18,900	9,488	0	0	-100.0%	-100.0%	0.0%
4105	Commissions - F&B Specialty Cont.	316,095	262,897	233,028	245,423	-26.3%	-11.4%	5.3%
4106	Commissions - Booth Catering	345,240	591,607	515,592	452,592	49.3%	-12.8%	-12.2%
4107	Commissions - F&B Starbucks	342,495	363,370	448,065	353,592	30.8%	23.3%	-21.1%
4150	Food & Beverage Premium	687,500	687,500	625,000	625,000	-9.1%	-9.1%	0.0%
4155	Food & Beverage Capital Contribution	0	0	0	0	0.0%	0.0%	0.0%
TOTAL REVENUES		9,828,167	9,881,220	11,793,253	11,486,481	20.0%	19.4%	-2.6%
<u>PERSONNEL</u>								
TOTAL SALARIES & WAGES		0	0	0	0	0.0%	0.0%	0.0%
TOTAL FRINGE BENEFITS		0	0	0	0	0.0%	0.0%	0.0%
TOTAL PERSONNEL EXPENSES		0	0	0	0	0.0%	0.0%	0.0%
<u>SUPPLIES & SERVICES</u>								
6420	Pest Control	2,068	2,068	<u>2,068</u>	2,068	0.0%	0.0%	0.0%
TOTAL SUPPLIES & SERVICES		2,068	2,068	2,068	2,068	0.0%	0.0%	0.0%
TOTAL EXPENDITURES		\$2,068	\$2,068	\$2,068	\$2,068	0.0%	0.0%	0.0%
NET REVENUES/EXPENSES		\$9,826,099	\$9,879,152	\$11,791,185	\$11,484,413	20.0%	19.4%	-2.6%

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 13 - Food and Beverage

Mar 22, 2018 10:27 AM

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

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 24 - Telecommunications

Mar 22, 2018 10:58 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4600	Cell Site Revenue	0	533,762	61,872	63,728	100.0%	-88.4%	3.0%
4605	Commissions - Telecommunications	2,971,802	3,389,095	4,170,203	3,485,477	40.3%	23.0%	-16.4%
4607	Commissions - DAS	352,800	193,550	399,870	411,864	13.3%	106.6%	3.0%
4608	Commissions - Digital Marketing	125,832	21,150	0	0	-100.0%	-100.0%	0.0%
TOTAL REVENUES		3,450,434	4,137,557	4,631,945	3,961,069	34.2%	11.9%	-14.5%
<u>PERSONNEL</u>								
TOTAL SALARIES & WAGES		0	0	0	0	0.0%	0.0%	0.0%
TOTAL FRINGE BENEFITS		0	0	0	0	0.0%	0.0%	0.0%
TOTAL PERSONNEL EXPENSES		0	0	0	0	0.0%	0.0%	0.0%
<u>SUPPLIES & SERVICES</u>								
6120	Equipment Rental	2,620	1,938	<u>1,950</u>	2,008	-25.6%	0.6%	3.0%
6140	FF&E \$5,000 & Under	15,000	115,783	<u>111,914</u>	22,000	646.1%	-3.3%	-80.3%
7100	Communication Services	27,600	33,699	<u>33,600</u>	33,600	21.7%	-0.3%	0.0%
7120	Long Distance Services	3,664	3,714	<u>3,714</u>	3,825	1.4%	0.0%	3.0%
7150	Supplies - Telecommunications	3,700	6,621	<u>6,621</u>	6,819	78.9%	0.0%	3.0%
TOTAL SUPPLIES & SERVICES		52,584	161,755	157,799	68,252	200.1%	-2.4%	-56.7%
TOTAL EXPENDITURES		\$52,584	\$161,755	\$157,799	\$68,252	200.1%	-2.4%	-56.7%
NET REVENUES/EXPENSES		\$3,397,850	\$3,975,802	\$4,474,146	\$3,892,817	31.7%	12.5%	-13.0%

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 50 - Human Resources

Mar 22, 2018 11:29 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
REVENUES								
4860	Miscellaneous Income - Other	2,500	2,000	2,500	2,500	0.0%	25.0%	0.0%
	TOTAL REVENUES	2,500	2,000	2,500	2,500	0.0%	25.0%	0.0%
PERSONNEL								
5000	Salaries & Wages - F/T	521,552	473,089	528,472	544,310	1.3%	11.7%	3.0%
5010	Overtime Wages - F/T	280	122	0	0	-100.0%	-100.0%	0.0%
5020	Performance Awards - F/T	2,500	7,500	7,500	7,500	200.0%	0.0%	0.0%
5030	Vacation Accrual	0	-5,541	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	14,509	21,378	10,184	17,736	-29.8%	-52.4%	74.2%
5050	Regular Wages - P/T	24,918	26,608	41,935	40,751	68.3%	57.6%	-2.8%
5057	Overtime Wages - P/T	0	11	0	0	0.0%	-100.0%	0.0%
	TOTAL SALARIES & WAGES	563,759	523,167	588,091	610,297	4.3%	12.4%	3.8%
5100	Social Security Tax	39,742	39,259	41,581	43,056	4.6%	5.9%	3.5%
5110	Unemployment Insurance	0	18,426	3,550	0	100.0%	-80.7%	-100.0%
5120	Health Insurance	73,299	62,235	63,949	70,088	-12.8%	2.8%	9.6%
5130	Worker's Compensation Insurance	9,500	8,430	9,539	10,180	0.4%	13.2%	6.7%
5140	Life Insurance	1,318	1,202	1,324	1,381	0.5%	10.1%	4.3%
5150	Long-Term Disability Insurance	1,286	1,181	1,292	1,348	0.5%	9.4%	4.3%
5160	Retirement Plans	52,908	42,580	57,752	63,173	9.2%	35.6%	9.4%
5195	Parking Subsidy	0	0	42,000	42,000	100.0%	100.0%	0.0%
	TOTAL FRINGE BENEFITS	178,053	173,313	220,987	231,226	24.1%	27.5%	4.6%
	TOTAL PERSONNEL EXPENSES	741,812	696,480	809,078	841,523	9.1%	16.2%	4.0%
SUPPLIES & SERVICES								
6010	Advertising - Recruiting	7,375	4,825	<u>14,375</u>	15,000	94.9%	197.9%	4.3%
6060	Books & Periodicals	2,365	2,365	<u>2,490</u>	2,500	5.3%	5.3%	0.4%
6100	Employee Recognition	24,977	24,977	<u>26,739</u>	2,500	7.1%	7.1%	-90.7%
6110	Employment Screening/Physicals	9,646	53,318	<u>15,646</u>	10,000	62.2%	-70.7%	-36.1%
6140	FF&E \$5,000 & Under	4,800	1,600	<u>2,000</u>	2,000	-58.3%	25.0%	0.0%
6150	Meetings - Business	800	800	<u>800</u>	1,000	0.0%	0.0%	25.0%
6160	Memberships	2,049	2,049	<u>1,287</u>	1,290	-37.2%	-37.2%	0.2%
6200	Photography & Blueprints	3,647	2,100	<u>2,500</u>	2,500	-31.5%	19.0%	0.0%
6220	Postage & Delivery Service	0	0	<u>0</u>	0	0.0%	0.0%	0.0%
6240	Printing - General	4,300	3,600	<u>4,300</u>	4,300	0.0%	19.4%	0.0%
6250	Recruiting Expenses	11,688	5,650	<u>12,300</u>	12,300	5.2%	117.7%	0.0%
6290	Staff Training	71,118	71,118	<u>89,225</u>	80,000	25.5%	25.5%	-10.3%
6440	Software & Application Maintenance Svcs	0	0	<u>99,340</u>	92,140	100.0%	100.0%	-7.2%
6710	Contracted Labor	0	26,705	<u>10,000</u>	5,000	100.0%	-62.6%	-50.0%
6740	Legal Services	0	0	<u>21,000</u>	0	100.0%	100.0%	-100.0%
6750	Other Professional Services	44,660	30,660	<u>67,860</u>	43,000	51.9%	121.3%	-36.6%
6840	Travel - Local Mileage & Parking	700	900	<u>1,206</u>	1,000	72.3%	34.0%	-17.1%
6860	Travel - Out Of Town - Staff	19,390	19,390	<u>32,270</u>	28,798	66.4%	66.4%	-10.8%
7100	Communication Services	1,080	0	<u>0</u>	0	-100.0%	0.0%	0.0%

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 50 - Human Resources

Mar 22, 2018 11:29 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
7310	Supplies - Ergonomics	2,500	2,000	2,500	2,500	0.0%	25.0%	0.0%
7370	Supplies - Office	2,855	2,000	2,650	3,000	-7.2%	32.5%	13.2%
TOTAL SUPPLIES & SERVICES		213,950	254,057	408,488	308,828	90.9%	60.8%	-24.4%
TOTAL EXPENDITURES		\$955,762	\$950,537	\$1,217,566	\$1,150,351	27.4%	28.1%	-5.5%
NET REVENUES/EXPENSES		-\$953,262	-\$948,537	-\$1,215,066	-\$1,147,851	27.5%	28.1%	-5.5%

San Diego Convention Center

Personnel Expenses

FY2019 Budget - Board Approved 03/21/18

Division 50 - Human Resources

Mar 22, 2018 11:29 AM

November

to June

Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Exec. Director Human Resources	1	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	0.00	0.00
HR Manager	1	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	0.00	0.00
Human Capital Mgmt Analyst	1	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	0.00	0.00
HR Generalist/Business Partner	0	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	0.00	0.00	0.00
Training & HR Representative	1	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	0.00	0.00
Human Resources Rep	2	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	0.00	0.00
Department Assistant	1	0	0	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	0.00	0.00	0.00
Total	7	7	7	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	0.00	0.00	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Business Services	Non-Event	300.00	350.00	350.00	35.00	35.00	35.00	35.00	0.00	0.00	35.00	35.00	35.00	35.00	35.00	35.00	350.00
Internships	Non-Event	2,270.00	890.00	2,400.00	0.00	180.00	180.00	180.00	180.00	180.00	150.00	300.00	300.00	300.00	300.00	150.00	2,270.00
Total		2,570.00	1,240.00	2,750.00	35.00	215.00	215.00	215.00	180.00	180.00	185.00	335.00	335.00	335.00	335.00	185.00	2,620.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 50 - Human Resources

Mar 22, 2018 11:29 AM

Account/Description	Amount
6010 Advertising - Recruiting	
Job Ads	375
Professional Association Ads	3,000
Diversity & Disabled	5,000
Vets Outreach	6,000
Subtotal	<u>14,375</u>
6060 Books & Periodicals	
ATD	120
CA Labor Law Digest & CA Quick Guide	270
Richard Simmons Wage & Hour Digest (Print & Electronic Bundle)	250
Employee Handbook Creator - English/Spanish Bundle (On-line - Cal Chambers)	500
Compliance Update Books & Periodicals	350
SHRM Books & Computer CD Programs (e.g. Best Practices, Strategic Planning, etc.)	1,000
Subtotal	<u>2,490</u>
6100 Employee Recognition	
Employee Instant Recognition Program	12,500
Service Awards (Grossed Up Award)	10,620
Employee of The Month (Grossed Up Award - Parking)	1,769
Idea Champion Program - Miscellaneous Items	500
EE Occasion Cards - Sympathy, Congratulations, etc.	150
HR Div/Dept Monthly Recognition Program	1,200
Subtotal	<u>26,739</u>
6110 Employment Screening/Physicals	
Respirator Physical Exams (Six Engineering Staff @ \$100/each)	600
Fitness for duty exams	300
Drug screen for cause - SRS & DTN	600
Drug Screens - Post Offer - new hire & rehires	4,426
Physicals - Post Offer - new hires & rehires (est 100 @ \$60/each - no physical for temp Comic Con Hires)	6,000
Background checks	3,720
Subtotal	<u>15,646</u>
6140 FF&E \$5,000 & Under	
Miscellaneous replacements	2,000

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 50 - Human Resources

Mar 22, 2018 11:29 AM

Account/Description	Amount
Subtotal	<u>2,000</u>
6150 Meetings - Business	
Monthly Association Meetings (ATD, SHRM, SDHR)	800
Subtotal	<u>800</u>
6160 Memberships	
SHRM National Renewal - Terry Kurtenbach	209
SHRM National Renewal - Jeanette Badal	209
SHRM National - HR Generalist/BP	210
SHRM National - HR Generalist/BP	210
ATD Local - Training & HR Rep	220
ATD National - Training & HR Rep	229
Subtotal	<u>1,287</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	
Business Cards/Shells (On-going replenishment) & Name Plates Vinyl Lettering and Logos	4,000
Pamphlet Publications (Employment, Workers Comp)	300
Subtotal	<u>4,300</u>
6250 Recruiting Expenses	
Job Fair or Outreach Event (4 events in support of AAP)	1,000
LinkedIn Monthly Fee (4) (Allows for posting, Bouillon Searching)	6,000
Staffing Agency for Hard to Fill Positions (e.g. Another Sources, etc.)	5,000
Miscellaneous items for job fairs (pens, pencils, candy)	300
Subtotal	<u>12,300</u>
6290 Staff Training	
See detailed information attached	89,225
Subtotal	<u>89,225</u>
6440 R/M Data Processing Equipment	
** (Moved from Division 05) Ultipro – UTA Maintenance (4.18 x 400 x 12)	20,064
** (Moved from Division 05) Ultipro – Intersource Maintenance (7.85 x 400 x 12)	37,680
** (Moved from Division 05) Ultipro – Excess UTA and Intersource Charge	4,500

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 50 - Human Resources

Mar 22, 2018 11:29 AM

Account/Description	Amount
** (Moved from Division 05) Ultipro – Time Clock Maintenance	4,396
** (Moved from Division 05) Ultipro – Perception Survey	7,200
Learning Management System (LMS)	25,500
Subtotal	<u>99,340</u>
6710 Contracted Labor	
Temporary HR Staffing (Transition w/New HR Staff - Assistance w/Comic Con Hiring, etc.)	10,000
Subtotal	<u>10,000</u>
6740 Legal Services	
Union Negotiation - Legal Advisory	21,000
Subtotal	<u>21,000</u>
6750 Other Professional Services	
UC Advantage (Unemployment Administration)	3,360
Career Resources Inc. (CRI) - OFCCP consulting	2,600
Ultimate Workforce Management - On-going support	4,000
Ultimate Test Environment	5,500
Arbitrator	2,000
PayScale Renewal - Renewal	2,500
Spirit Convention	10,000
Executive Coaching	11,200
Ripcord - Robotic Digitization Co. (Files)	1,700
Compensation Study	25,000
Subtotal	<u>67,860</u>
6840 Travel - Local Mileage & Parking	
Transportation to industrial medical facility for work related injuries/illness/cause (initial visit).	800
Southern CA Convention Center Meet & Learn	406
Subtotal	<u>1,206</u>
6860 Travel - Out Of Town - Staff	
ATD International Conference & Exposition - Training & HR Representative	4,192
Cornell Senior Executive Symposium - Clifford "Rip" Rippetoe (Registraton \$2,750 in 6290 Staff Training)	1,061
IAVM VC 18 Conference - TBD (Registration \$1,300 in 6290 Staff Training)	2,457
Internal Protocol Education Forum - Rita de la Fuente (Registration \$1,100 in 6290 Staff Training)	2,448
Oglebay: Public Assembly Facility Mgmt. School - Dianne Javier - 2nd Year (Reg \$999 in 6290 Staff Training)	3,004

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 50 - Human Resources

Mar 22, 2018 11:29 AM

Account/Description	Amount
Oglebay: Public Assembly Facility Mgmt. School - Daren Smylie - 1st Year (Reg \$999 in 6290 Staff Training)	3,004
Oglebay: Public Assembly Facility Mgmt. School - Josh Layne - 2nd Year (Reg \$999 in 6290 Staff Training)	3,004
Oglebay: Public Assembly Facility Mgmt. School - Ron Huntjens - 1st Year (Reg \$999 in 6290 Staff Training)	3,004
SHRM Talent Conference & Exposition - Jeanette Badal	2,644
Ultimate Software Annual Connections Conference - Jennifer Young	3,726
Ultimate Software Annual Connections Conference - Terry Kurtenbach	3,726
Subtotal	<u>32,270</u>
7310 Supplies - Ergonomics	
Ergonomic Items - various as needed by staff based on evaluation	2,500
Subtotal	<u>2,500</u>
7370 Supplies - Office	
Office supplies	2,000
Air filters - HR Training Room	100
All-in-One Labor Posters	550
Subtotal	<u>2,650</u>

BUILDING ENGINEERING DEPARTMENT

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 15 - Building Engineering Administration

Mar 22, 2018 10:34 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
	TOTAL REVENUES	0	0	0	0	0.0%	0.0%	0.0%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	349,270	378,828	470,615	484,733	34.7%	24.2%	3.0%
5010	Overtime Wages - F/T	110	182	196	201	78.2%	7.7%	2.6%
5030	Vacation Accrual	0	1,282	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	9,727	0	8,704	15,811	-10.5%	100.0%	81.7%
	TOTAL SALARIES & WAGES	359,107	380,292	479,515	500,745	33.5%	26.1%	4.4%
5100	Social Security Tax	25,210	26,991	33,608	35,030	33.3%	24.5%	4.2%
5110	Unemployment Insurance	0	0	0	0	0.0%	0.0%	0.0%
5120	Health Insurance	60,906	59,393	85,500	93,704	40.4%	44.0%	9.6%
5130	Worker's Compensation Insurance	6,026	5,951	7,658	8,236	27.1%	28.7%	7.5%
5140	Life Insurance	883	938	1,180	1,232	33.6%	25.8%	4.4%
5150	Long-Term Disability Insurance	862	907	1,151	1,202	33.5%	26.9%	4.4%
5160	Retirement Plans	34,199	30,120	47,157	50,074	37.9%	56.6%	6.2%
	TOTAL FRINGE BENEFITS	128,086	124,300	176,254	189,478	37.6%	41.8%	7.5%
	TOTAL PERSONNEL EXPENSES	487,193	504,592	655,769	690,223	34.6%	30.0%	5.3%
<u>SUPPLIES & SERVICES</u>								
6060	Books & Periodicals	310	107	<u>200</u>	200	-35.5%	86.9%	0.0%
6140	FF&E \$5,000 & Under	250	2,100	<u>250</u>	250	0.0%	-88.1%	0.0%
6160	Memberships	539	539	<u>525</u>	425	-2.6%	-2.6%	-19.0%
6200	Photography & Blueprints	450	428	<u>400</u>	400	-11.1%	-6.5%	0.0%
6240	Printing - General	450	200	<u>200</u>	200	-55.6%	0.0%	0.0%
6750	Other Professional Services	50,400	18,600	<u>173,000</u>	50,400	243.3%	830.1%	-70.9%
6860	Travel - Out Of Town - Staff	0	318	<u>0</u>	0	0.0%	-100.0%	0.0%
7370	Supplies - Office	1,000	1,850	<u>1,000</u>	1,000	0.0%	-45.9%	0.0%
	TOTAL SUPPLIES & SERVICES	53,399	24,142	175,575	52,875	228.8%	627.3%	-69.9%
	TOTAL EXPENDITURES	\$540,592	\$528,734	\$831,344	\$743,098	53.8%	57.2%	-10.6%
	NET REVENUES/EXPENSES	-\$540,592	-\$528,734	-\$831,344	-\$743,098	53.8%	57.2%	-10.6%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 15 - Building Engineering Administration

Mar 22, 2018 10:34 AM

November
 to June
 Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Building Superintendent	1	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	0.00	0.00
Asst. Building Superintendent	1	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	0.00	0.00
Director of Capital Project (25%)	0	0.25	0.25	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	0.00	0.00
Operation Supervisor HVAC	0	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	0.00	0.00
Operations Supervisor	1	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	0.00	0.00
Adm. Assistant	1	1	1	4.00	6.00	7.00	1.00	0.00	0.00	2.00	0.00	1.00	0.00	2.00	0.00	0.00	1.00	0.00	0.00	7.00
Total	4	5.25	5.25	4.00	6.00	7.00	1.00	0.00	0.00	2.00	0.00	1.00	0.00	2.00	0.00	0.00	1.00	0.00	0.00	7.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budget Part Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
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	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	0.00	0.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 15 - Building Engineering Administration

Mar 22, 2018 10:34 AM

Account/Description	Amount
6060 Books & Periodicals	
Building Operator and Technical books	200
Subtotal	<u>200</u>
6140 FF&E \$5,000 & Under	
Misc. office equipment	250
Subtotal	<u>250</u>
6160 Memberships	
San Diego Building Engineers Assn., IFMA, Building Operator Certification	525
Subtotal	<u>525</u>
6200 Photography & Blueprints	
Facility modifications update - MEP	400
Subtotal	<u>400</u>
6240 Printing - General	
	200
Subtotal	<u>200</u>
6750 Other Professional Services	
Annual Fire inspection (City)	0
Consulting services for general projects	25,000
East and West Roof Consultant	70,000
Central Plant Consultant	30,000
Retrocommissioning Study for FY20 Retrocommissioning	48,000
Subtotal	<u>173,000</u>
7370 Supplies - Office	
Divisions 11, 14, & 15	1,000
Subtotal	<u>1,000</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 11 - Engineering

Mar 22, 2018 10:22 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4330	Labor Services	560	460	460	460	-17.9%	0.0%	0.0%
4335	HVAC Services	34,250	50,360	32,000	36,000	-6.6%	-36.5%	12.5%
4510	Maintenance Services	40,368	40,368	40,368	40,368	0.0%	0.0%	0.0%
4810	Building Damage Recovery	28,000	21,900	28,000	28,000	0.0%	27.9%	0.0%
	TOTAL REVENUES	103,178	113,088	100,828	104,828	-2.3%	-10.8%	4.0%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	1,200,117	1,089,796	1,274,761	1,312,987	6.2%	17.0%	3.0%
5010	Overtime Wages - F/T	16,866	18,441	17,374	17,902	3.0%	-5.8%	3.0%
5030	Vacation Accrual	0	-2,828	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	33,403	22,000	43,342	42,811	29.8%	97.0%	-1.2%
5050	Regular Wages - P/T	0	62	0	0	0.0%	-100.0%	0.0%
	TOTAL SALARIES & WAGES	1,250,386	1,127,471	1,335,477	1,373,700	6.8%	18.4%	2.9%
5100	Social Security Tax	92,333	82,784	97,901	100,351	6.0%	18.3%	2.5%
5110	Unemployment Insurance	0	0	0	0	0.0%	0.0%	0.0%
5120	Health Insurance	144,083	155,743	180,789	199,172	25.5%	16.1%	10.2%
5130	Worker's Compensation Insurance	20,979	17,675	21,336	22,477	1.7%	20.7%	5.3%
5131	Worker's Comp Ins.-Claim Costs	0	20	0	0	0.0%	-100.0%	0.0%
5140	Life Insurance	3,092	2,840	3,302	3,397	6.8%	16.3%	2.9%
5150	Long-Term Disability Insurance	3,013	2,828	3,218	3,310	6.8%	13.8%	2.9%
5160	Retirement Plans	125,039	109,098	131,488	137,318	5.2%	20.5%	4.4%
	TOTAL FRINGE BENEFITS	388,539	370,988	438,034	466,025	12.7%	18.1%	6.4%
	TOTAL PERSONNEL EXPENSES	1,638,925	1,498,459	1,773,511	1,839,725	8.2%	18.4%	3.7%
<u>SUPPLIES & SERVICES</u>								
6060	Books & Periodicals	0	0	0	0	0.0%	0.0%	0.0%
6140	FF&E \$5,000 & Under	0	18,805	0	0	0.0%	-100.0%	0.0%
6260	Regulatory Fees	3,240	3,964	<u>3,964</u>	3,964	22.3%	0.0%	0.0%
6410	R/M Dewatering	14,320	14,320	<u>14,320</u>	14,320	0.0%	0.0%	0.0%
6430	R/M Building Automation System	29,200	29,200	<u>29,200</u>	29,200	0.0%	0.0%	0.0%
6450	R/M Elevator/Escalator	453,046	437,575	<u>438,054</u>	437,639	-3.3%	0.1%	-0.1%
6460	R/M Fire System	118,200	149,900	<u>147,650</u>	179,500	24.9%	-1.5%	21.6%
6470	R/M General Building	760,748	969,615	<u>722,944</u>	1,291,500	-5.0%	-25.4%	78.6%
6480	R/M HVAC Equipment	167,025	158,000	<u>253,950</u>	253,950	52.0%	60.7%	0.0%
6490	R/M Kitchen Equipment	101,600	38,441	<u>19,100</u>	22,500	-81.2%	-50.3%	17.8%
6500	R/M Electrical	0	0	0	0	0.0%	0.0%	0.0%
6510	R/M Other Equipment	0	0	0	0	0.0%	0.0%	0.0%
6520	R/M Parking Area	1,500	1,500	<u>1,500</u>	1,500	0.0%	0.0%	0.0%
6530	R/M Sound System	0	0	0	0	0.0%	0.0%	0.0%
6550	Small Tools, Parts, & Materials	2,200	1,975	<u>2,200</u>	2,200	0.0%	11.4%	0.0%
6620	Utilities - Gas	173,146	158,603	<u>172,744</u>	177,926	-0.2%	8.9%	3.0%
6640	Utilities - Water/Sewer	322,953	325,110	<u>347,951</u>	352,389	7.7%	7.0%	1.3%
6840	Travel - Local Mileage & Parking	0	0	0	0	0.0%	0.0%	0.0%

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 11 - Engineering

Mar 22, 2018 10:22 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
	TOTAL SUPPLIES & SERVICES	2,147,178	2,307,008	2,153,577	2,766,588	0.3%	-6.7%	28.5%
	TOTAL EXPENDITURES	\$3,786,103	\$3,805,467	\$3,927,088	\$4,606,313	3.7%	3.2%	17.3%
	NET REVENUES/EXPENSES	-\$3,682,925	-\$3,692,379	-\$3,826,260	-\$4,501,485	3.9%	3.6%	17.6%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 11 - Engineering

Mar 22, 2018 10:22 AM

November
to June

Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Painter	3	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	0.00	0.00
HVAC Engineer	7	7	7	190.00	95.00	190.00	48.00	0.00	16.00	0.00	16.00	0.00	22.00	24.00	16.00	16.00	16.00	16.00	16.00	192.00
Carpenter	3	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	0.00	0.00
Utility Engineer	0	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	0.00	0.00	0.00
Total	17	18	18	318.00	175.00	318.00	64.00	8.00	24.00	8.00	32.00	8.00	38.00	32.00	24.00	32.00	16.00	32.00	318.00	

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
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	0.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 11 - Engineering

Mar 22, 2018 10:22 AM

Account/Description	Amount
6060 Books & Periodicals	
*Division 15	
Subtotal	<u>0</u>
6260 Regulatory Fees	
1. SD County APCD - Generator and Fire Pump Permits	1,096
2. State EPA ID number verification fee & Underground tank fuel tax	225
3. County of San Diego Permit Hazardous Material / Health Permit	2,643
Subtotal	<u>3,964</u>
6410 R/M Dewatering	
1. Mechanical & Pump Repairs	14,320
Subtotal	<u>14,320</u>
6430 R/M Building Automation System	
1. Maintenance, repairs, and replacement parts for Honeywell and Johnson Controls automation systems.	25,200
2. CO / CO2 System Monitoring & Calibration	4,000
Subtotal	<u>29,200</u>
6450 R/M Elevator/Escalator	
1. Contract service agreement	332,976
2. Out-of-scope maintenance and replacement parts for all Escalator's & Elevator's and standby labor.	50,200
3. State of California inspection charge	14,075
4. Comic Con Standby	8,213
5. Additional large show standby	15,000
6. Replace 4 inner gates on Elevators 3, 4, 5. (FY20-Replace 2 Gates) - Reduced by \$17,585, expedite 2 gates to FY18.	17,590
Subtotal	<u>438,054</u>
6460 R/M Fire System	
1. HMS monitoring of fire alarm system. .	450
2. Fire inspection contract with Simplex Grinnell (Annual Wet System, FM200, Ansul Hoods, Extinguishers,Semi Annual Flow Testing, Fire Pump Annual)	22,600
3. Weekly Fire Pump Testing	15,300
4. Siemens Annual Testing	32,600
5. Repair costs for materials and service calls for alarm system.	16,800
6. Fire sprinkler system repairs including pipe, valve, and sprinkler heads.	7,000

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 11 - Engineering

Mar 22, 2018 10:22 AM

Account/Description	Amount
7. Replace Emergency Evacuation Speakers East Building	52,900
Replace East Building Smoke Detctors - 485 (FY20 - \$87,000)	
Subtotal	<u>147,650</u>
6470 R/M General Building	
1. Repair of Building; materials required for general building repairs and routine maintenance.	62,500
2. Glass / Mirror repair	4,200
3. Building Damage Repairs	18,500
4. Carpet repairs	6,540
5. Replace Main Sewer Line in P2 West \$178,000 Moved to Capital	
6. Small Projects - shelves, picture frames, and cabinets.	1,500
7. Paint, Painting Supplies, / Sign Supplies	28,600
8. Epoxy Paint Supplies for Roof Air Handlers	17,500
8. Roof repairs	6,000
9. Door & Hardware replacement	18,000
10. Underground Storage Tank - Monthly DUSTO & Annual county inspections	3,900
11. Concrete Repairs - Front Drive (Carryover \$38,000 from FY18)	62,800
12. Power clean kitchen hoods	7,900
13. Water Heater Replacement Phase 1 of 5	19,000
14. Fire Marshal Building Repairs*	10,000
15. Drain Replacement - Outside Terrace (Carryover From FY18)	26,500
16. Install Electric Rollup Door Operators for P-2 Shops (4)	21,704
17. Replace Water Main Backflow Check Valves	26,800
18. Repair Ballroom 20 Metal Roof (deferred to FY20)	0
19. Sealing & Glazing East Building Bayside (deferred to FY20)	0
20. Weatherproof Rooftop Air Handler Ducts (Phase 2 of 5)	200,000
21. Seal Glazing Sail Bayside Windows	20,000
22. Replace Underground 6" Drine Line at Dock 35	36,000
23. R&M Water Intrusion Projects that are not capitalized	125,000
Pneumatic Air Wall Controls Halls A-C (FY20-\$16,250)	
Pneumatic Air Wall Controls Ballroom 6 (FY20-21,400))	
Subtotal	<u>722,944</u>

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 11 - Engineering

Mar 22, 2018 10:22 AM

Account/Description	Amount
6480 R/M HVAC Equipment	
1. Repair & Maintenance Central Plant equipment; air handlers, pumps, cooling towers, and boilers.	54,600
2. Repair & Maintenance for water treatment	20,900
3. HVAC Air Filters	23,800
4. Inspection, Testing & Chiller Maintenance - Central Plant & Sail Chillers (Jackson Blanc).	24,355
5. Eddy Current Chiller Testing	5,000
6. Replace Walk-in Evaporator Units	10,000
7. Replace AHU VFD Drives	15,000
8. Replace 125 HP AHU Motors - East Roof (4) Expedite FY18	
9. Replace failed Heating Hot Water Loop Insulation (Phase 1 of 4)	40,920
10. Replace Failed Chilled Water Loop Insulation (Phase 1 of 4)	54,875
11. Sail Chiller Maintenance Contract	4,500
Central Plant Pump Replacement Phase 1 of 5 (FY20-\$23,500)	
Replace AHU Coil Drains (FY20-\$30,000)	
Subtotal	<u>253,950</u>
6490 R/M Kitchen Equipment	
1. Repairs to kitchen equipment over \$500.00	16,200
2. Repairs to Walk In Coolers	2,900
Subtotal	<u>19,100</u>
6500 R/M Lighting	
*Division 14	0
Subtotal	<u>0</u>
6510 R/M Other Equipment	
*Division 14	0
Subtotal	<u>0</u>
6520 R/M Parking Area	
Supporting minor repairs to plumbing and fire sprinkler system.	1,500
Subtotal	<u>1,500</u>
6530 R/M Sound System	
*Division 14	0
Subtotal	<u>0</u>

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 11 - Engineering

Mar 22, 2018 10:22 AM

Account/Description	Amount
6550 Small Tools, Parts, & Materials 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 Based on consumption of 229,2418 Therms @ \$0.7539	172,744
Subtotal	<u>172,744</u>
6640 Utilities - Water/Sewer Based on consumption of 33,426 HCF @ \$10.4096	347,951
Subtotal	<u>347,951</u>
6840 Travel - Local Mileage & Parking *Division 15	0
Subtotal	<u>0</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 14 - Electrical

Mar 22, 2018 10:31 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4330	Labor Services	17,150	27,670	27,000	28,800	57.4%	-2.4%	6.7%
4500	Commissions - Utilities	4,886,553	5,680,540	6,377,969	5,591,565	30.5%	12.3%	-12.3%
TOTAL REVENUES		4,903,703	5,708,210	6,404,969	5,620,365	30.6%	12.2%	-12.2%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	697,684	635,319	652,656	672,188	-6.5%	2.7%	3.0%
5010	Overtime Wages - F/T	8,886	8,092	10,321	10,229	16.1%	27.5%	-0.9%
5030	Vacation Accrual	0	-2,435	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	19,387	5,000	22,145	21,874	14.2%	342.9%	-1.2%
TOTAL SALARIES & WAGES		725,957	645,976	685,122	704,291	-5.6%	6.1%	2.8%
5100	Social Security Tax	53,473	47,806	50,680	51,870	-5.2%	6.0%	2.3%
5120	Health Insurance	88,480	65,545	75,463	82,377	-14.7%	15.1%	9.2%
5130	Worker's Compensation Insurance	12,181	10,232	10,947	11,589	-10.1%	7.0%	5.9%
5140	Life Insurance	1,791	1,562	1,692	1,740	-5.5%	8.3%	2.8%
5150	Long-Term Disability Insurance	1,745	1,529	1,649	1,695	-5.5%	7.8%	2.8%
5160	Retirement Plans	72,596	64,841	68,512	70,273	-5.6%	5.7%	2.6%
TOTAL FRINGE BENEFITS		230,266	191,515	208,943	219,544	-9.3%	9.1%	5.1%
TOTAL PERSONNEL EXPENSES		956,223	837,491	894,065	923,835	-6.5%	6.8%	3.3%
<u>SUPPLIES & SERVICES</u>								
6140	FF&E \$5,000 & Under	2,100	1,850	<u>1,200</u>	1,200	-42.9%	-35.1%	0.0%
6400	Equipment Fuel	1,200	2,100	<u>1,800</u>	1,800	50.0%	-14.3%	0.0%
6410	R/M Dewatering	3,500	3,550	<u>3,500</u>	3,500	0.0%	-1.4%	0.0%
6470	R/M General Building	42,150	77,750	<u>92,150</u>	74,850	118.6%	18.5%	-18.8%
6500	R/M Electrical	16,260	34,910	<u>48,695</u>	14,800	199.5%	39.5%	-69.6%
6510	R/M Other Equipment	71,290	72,500	<u>76,800</u>	76,800	7.7%	5.9%	0.0%
6530	R/M Sound System	46,092	22,092	<u>19,792</u>	19,900	-57.1%	-10.4%	0.5%
6550	Small Tools, Parts, & Materials	2,000	1,960	<u>2,000</u>	2,000	0.0%	2.0%	0.0%
6600	Utilities - Electrical	3,417,773	3,443,214	<u>3,517,631</u>	3,552,807	2.9%	2.2%	1.0%
6830	Automotive - Operating	850	13,988	<u>14,548</u>	14,548	1611.5%	4.0%	0.0%
TOTAL SUPPLIES & SERVICES		3,603,215	3,673,914	3,778,116	3,762,205	4.9%	2.8%	-0.4%
TOTAL EXPENDITURES		\$4,559,438	\$4,511,405	\$4,672,181	\$4,686,040	2.5%	3.6%	0.3%
NET REVENUES/EXPENSES		\$344,265	\$1,196,805	\$1,732,788	\$934,325	403.3%	44.8%	-46.1%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 14 - Electrical

Mar 22, 2018 10:31 AM

November
 to June
 Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours
Electrician	7	7	7	166.00	100.00	166.00	20.00	0.00	16.00	0.00	34.00	16.00	32.00	16.00	16.00	0.00	16.00	0.00	166.00
Welder Mechanic	3	2	2	8.00	8.00	32.00	8.00	0.00	8.00	0.00	0.00	0.00	0.00	8.00	0.00	8.00	0.00	0.00	24.00
Total	10	9	9	174.00	108.00	198.00	28.00	0.00	24.00	0.00	34.00	16.00	32.00	24.00	16.00	8.00	16.00	0.00	190.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
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	0.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 14 - Electrical

Mar 22, 2018 10:31 AM

Account/Description	Amount
6140 FF&E \$5,000 & Under	
1. Miscellaneous requirements	1,200
Subtotal	<u>1,200</u>
6400 Equipment Fuel	
1. Gasoline for trucks and diesel fuel for generators & fire pump.	1,800
Subtotal	<u>1,800</u>
6410 R/M Dewatering	
1. Electrical repair and maintenance of the P-2 dewatering pump motors & control stations.	3,500
Subtotal	<u>3,500</u>
6470 R/M General Building	
1. Welder / Mechanic R&M building repairs (roll-up doors, gates, dock equipment).	20,500
2. Repair of facility electrical systems, materials required to resolve expected routine electrical maint. repairs.	21,650
3. Repairs / Replacement of West Building Main Switchboard Buss Ducts	50,000
Subtotal	<u>92,150</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.	14,800
2. Advanced Processor Enhancements for LED Exhibit Hall Lighting Controls - AdHoc	33,895
Subtotal	<u>48,695</u>
6510 R/M Other Equipment	
1. Misc. repairs and maintenance of building, rolling stock, and equipment.	64,000
2. Annual Certification of personnel lifts, electric carts, forklifts.	9,800
3. Repairs to staging, risers, chair carts, and related set up equipment.	3,000
Subtotal	<u>76,800</u>
6530 R/M Sound System	
1. Monthly service contract \$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	3,200
Subtotal	<u>19,792</u>
6550 Small Tools, Parts, & Materials	
1. Small shop tools.	500
2. Consumable material (drill bits, hole saws, etc) replacement.	600

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 14 - Electrical

Mar 22, 2018 10:31 AM

Account/Description	Amount
3. Replacement of cordless batteries, gloves, and safety items.	900
Subtotal	<u>2,000</u>
6600 Utilities - Electrical	
1. Based on a projected usage of 17,150,810 Kwh with a projected average cost of \$0.2051 per Kwh	3,517,631
Subtotal	<u>3,517,631</u>
6830 Automotive - Operating	
1. Registration pickup trucks, smog, oil changes, & minor maintenance	400
2. Enterprise	14,148
Subtotal	<u>14,548</u>

FACILITY SERVICES DEPARTMENT

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 16 - Facility Services Administration

Mar 22, 2018 10:36 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4392	Truck Marshalling	0	0	162,439	163,259	100.0%	100.0%	0.5%
TOTAL REVENUES		0	0	162,439	163,259	100.0%	100.0%	0.5%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	282,566	318,366	368,262	379,472	30.3%	15.7%	3.0%
5010	Overtime Wages - F/T	244	194	252	157	3.3%	29.9%	-37.7%
5030	Vacation Accrual	0	-5,035	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	7,869	10,000	12,528	12,378	59.2%	25.3%	-1.2%
TOTAL SALARIES & WAGES		290,679	323,525	381,042	392,007	31.1%	17.8%	2.9%
5100	Social Security Tax	21,246	23,866	27,963	28,692	31.6%	17.2%	2.6%
5120	Health Insurance	44,700	51,048	54,662	59,798	22.3%	7.1%	9.4%
5130	Worker's Compensation Insurance	4,875	5,145	6,083	6,446	24.8%	18.2%	6.0%
5140	Life Insurance	715	782	938	965	31.2%	19.9%	2.9%
5150	Long-Term Disability Insurance	698	759	915	941	31.1%	20.6%	2.8%
5160	Retirement Plans	29,068	32,772	38,104	39,201	31.1%	16.3%	2.9%
TOTAL FRINGE BENEFITS		101,302	114,372	128,665	136,043	27.0%	12.5%	5.7%
TOTAL PERSONNEL EXPENSES		391,981	437,897	509,707	528,050	30.0%	16.4%	3.6%
<u>SUPPLIES & SERVICES</u>								
6020	Archive & File Retention	650	650	670	690	3.1%	3.1%	3.0%
6060	Books & Periodicals	250	325	258	268	3.2%	-20.6%	3.9%
6140	FF&E \$5,000 & Under	0	268	250	258	100.0%	-6.7%	3.2%
6160	Memberships	1,014	1,014	1,384	1,056	36.5%	36.5%	-23.7%
6260	Regulatory Fees	0	0	29	29	100.0%	100.0%	0.0%
6300	Storage/Recovery Offsite	0	0	68,962	70,967	100.0%	100.0%	2.9%
6318	Truck Marshalling	0	0	141,639	145,709	100.0%	100.0%	2.9%
6510	R/M Other Equipment	0	0	754	754	100.0%	100.0%	0.0%
6860	Travel - Out Of Town - Staff	5,547	5,453	9,521	9,700	71.6%	74.6%	1.9%
7100	Communication Services	840	0	0	0	-100.0%	0.0%	0.0%
7370	Supplies - Office	600	600	618	637	3.0%	3.0%	3.1%
TOTAL SUPPLIES & SERVICES		8,901	8,310	224,085	230,068	2417.5%	2596.6%	2.7%
TOTAL EXPENDITURES		\$400,882	\$446,207	\$733,792	\$758,118	83.0%	64.5%	3.3%
NET REVENUES/EXPENSES		-\$400,882	-\$446,207	-\$571,353	-\$594,859	42.5%	28.0%	4.1%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 16 - Facility Services Administration

Mar 22, 2018 10:36 AM

November
 to June
 Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Director of Facility Services	1	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	0.00	0.00
Facility Services Manager	0	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	0.00	0.00
Adm. Assistant-Allocate 10% to D21.1	1	0.9	0.9	4.00	2.00	4.00	1.00	0.00	0.00	1.00	0.00	0.00	1.00	0.00	0.00	1.00	0.00	0.00	4.00	4.00
Support Svcs Supervisor	1	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	0.00	0.00
Storekeepers	2	2	2	4.00	2.00	4.00	1.00	0.00	0.00	1.00	0.00	0.00	1.00	0.00	0.00	1.00	0.00	0.00	4.00	4.00
Total	5	5.9	5.9	8.00	4.00	8.00	2.00	0.00	0.00	2.00	0.00	0.00	2.00	0.00	0.00	2.00	0.00	0.00	8.00	8.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budget Part Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Business Services	Non-Event	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	0.00	0.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 16 - Facility Services Administration

Mar 22, 2018 10:36 AM

Account/Description	Amount
6020 Archive & File Retention	
Estimated annual disposal cost for shredding	670
Subtotal	<u>670</u>
6060 Books & Periodicals	
	258
Subtotal	<u>258</u>
6140 FF&E \$5,000 & Under	
	250
Subtotal	<u>250</u>
6160 Memberships	
Professional Grounds Management Society (PGMS) Ron Huntjens & Donald Bottger	350
Pesticide Applicators Professional Association (PAPA) Ron Huntjens & Donald Bottger	65
International Facility Management Association (IFMA) Donald Bottger	179
International Facility Management Association (IFMA) San Diego Branch Donald Bottger	250
International Society of Arboriculture (ISA) Donald Bottger	170
International Sanitary Service Association (ISSA) Ron Huntjens & Donald Bottger	370
Subtotal	<u>1,384</u>
6260 Regulatory Fees	
Annual permit fee for City of Chula Vista for alarm system at marshalling yard \$28.75	29
Subtotal	<u>29</u>
6300 Storage/Recovery Offsite	
** (Moved from Division 10) Warehouse storage (\$5,711 x 9 months, + \$5,882 x 3 months) (3% Increase).	68,962
Subtotal	<u>68,962</u>
6318 Truck Marshalling	
** (Moved from Division 10) Contractual use of the Marshalling Yard by Service Contractor (Freeman or sub-lease)	141,639
Subtotal	<u>141,639</u>
6510 R/M Other Equipment	
Bi-annual Bay Alarm monitoring fee @ marshalling yard \$ 377	754
Subtotal	<u>754</u>
6860 Travel - Out Of Town - Staff	
IFMA Tradeshow (Donald Bottger)	2,979
PGMS & GIE + Expo (Donald Bottger)	3,412

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 16 - Facility Services Administration

Mar 22, 2018 10:36 AM

Account/Description	Amount
ISSA Tradeshow (Ron Huntjens)	3,130
Subtotal	<u>9,521</u>
7370 Supplies - Office	618
Subtotal	<u>618</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 20 - Facility Services

Mar 22, 2018 10:42 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
	TOTAL REVENUES	0	0	0	0	0.0%	0.0%	0.0%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	730,212	687,116	711,346	732,654	-2.6%	3.5%	3.0%
5010	Overtime Wages - F/T	252	205	260	268	3.2%	26.8%	3.1%
5030	Vacation Accrual	0	4,413	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	20,306	9,000	21,799	23,862	7.4%	142.2%	9.5%
5050	Regular Wages - P/T	12,562	12,244	18,172	18,665	44.7%	48.4%	2.7%
5057	Overtime Wages - P/T	180	112	184	187	2.2%	64.3%	1.6%
	TOTAL SALARIES & WAGES	763,512	713,090	751,761	775,636	-1.5%	5.4%	3.2%
5100	Social Security Tax	55,803	51,066	54,600	56,046	-2.2%	6.9%	2.6%
5120	Health Insurance	110,900	106,829	121,593	134,134	9.6%	13.8%	10.3%
5130	Worker's Compensation Insurance	12,810	11,080	12,014	12,765	-6.2%	8.4%	6.3%
5140	Life Insurance	1,845	1,717	1,802	1,859	-2.3%	5.0%	3.2%
5150	Long-Term Disability Insurance	1,800	1,659	1,758	1,814	-2.3%	6.0%	3.2%
5160	Retirement Plans	75,077	69,178	69,869	75,575	-6.9%	1.0%	8.2%
	TOTAL FRINGE BENEFITS	258,235	241,529	261,636	282,193	1.3%	8.3%	7.9%
	TOTAL PERSONNEL EXPENSES	1,021,747	954,619	1,013,397	1,057,829	-0.8%	6.2%	4.4%
<u>SUPPLIES & SERVICES</u>								
6140	FF&E \$5,000 & Under	0	256	8,450	0	100.0%	3200.8%	-100.0%
6150	Meetings - Business	0	190	190	220	100.0%	0.0%	15.8%
6160	Memberships	415	415	0	0	-100.0%	-100.0%	0.0%
6860	Travel - Out Of Town - Staff	2,165	4,636	0	0	-100.0%	-100.0%	0.0%
7370	Supplies - Office	1,155	1,155	1,190	1,225	3.0%	3.0%	2.9%
	TOTAL SUPPLIES & SERVICES	3,735	6,652	9,830	1,445	163.2%	47.8%	-85.3%
	TOTAL EXPENDITURES	\$1,025,482	\$961,271	\$1,023,227	\$1,059,274	-0.2%	6.4%	3.5%
	NET REVENUES/EXPENSES	-\$1,025,482	-\$961,271	-\$1,023,227	-\$1,059,274	-0.2%	6.4%	3.5%

San Diego Convention Center

Personnel Expenses

FY2019 Budget - Board Approved 03/21/18

Division 20 - Facility Services

Mar 22, 2018 10:42 AM

**November
to June
Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)**

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours
Assistant Facility Services Mgr.	1	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	0.00
Facility Services Supervisors	9	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	0.00	0.00
Facility Svcs Sched Coordinator	1	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	0.00
Dept Assistant-Allocate 60% to D21.1	1	0.4	0.4	8.00	4.00	8.00	0.00	0.00	2.00	0.00	0.00	2.00	0.00	0.00	2.00	0.00	0.00	2.00	8.00
Total	12	11.4	11.4	8.00	4.00	8.00	0.00	0.00	2.00	0.00	0.00	2.00	0.00	0.00	2.00	0.00	0.00	2.00	8.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
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	0.00	0.00
Business Services	Event	0.00	90.00	360.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	360.00
Clerk Typist	Non-Event	840.00	504.00	832.00	64.00	72.00	72.00	64.00	72.00	72.00	64.00	64.00	80.00	64.00	72.00	72.00	840.00
Clerk Typist - OT	Non-Event	8.00	2.00	8.00	0.00	0.00	2.00	0.00	0.00	2.00	0.00	0.00	2.00	0.00	0.00	2.00	8.00
Total		848.00	596.00	1,200.00	94.00	102.00	104.00	94.00	102.00	104.00	94.00	94.00	112.00	94.00	102.00	104.00	1,208.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 20 - Facility Services

Mar 22, 2018 10:42 AM

Account/Description	Amount
6140 FF&E \$5,000 & Under	
Replacement Office Chairs for Facilities	8,450
Subtotal	<u>8,450</u>
6150 Meetings - Business	
IAVM regional meetings	190
Subtotal	<u>190</u>
7370 Supplies - Office	
	1,190
Subtotal	<u>1,190</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 21 - Cleaning Services

Mar 22, 2018 10:46 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
REVENUES								
4300	Booth Cleaning	837,207	983,868	0	0	-100.0%	-100.0%	0.0%
4350	Cleaning Services	815,776	808,268	902,678	865,352	10.7%	11.7%	-4.1%
4963	Operational Credit - Event Services	0	0	0	0	0.0%	0.0%	0.0%
4390	Trash Pulls	244,475	235,200	247,050	228,983	1.1%	5.0%	-7.3%
4870	Miscellaneous Income - Recycle Rebates	133,066	76,952	152,000	145,008	14.2%	97.5%	-4.6%
TOTAL REVENUES		2,030,524	2,104,288	1,301,728	1,239,343	-35.9%	-38.1%	-4.8%
PERSONNEL								
5000	Salaries & Wages - F/T	1,345,381	1,206,688	1,365,701	1,409,277	1.5%	13.2%	3.2%
5010	Overtime Wages - F/T	5,128	5,142	5,271	5,439	2.8%	2.5%	3.2%
5030	Vacation Accrual	0	8,032	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	37,332	50,000	45,221	45,833	21.1%	-9.6%	1.4%
5050	Regular Wages - P/T	1,901,859	2,136,257	2,508,606	2,496,089	31.9%	17.4%	-0.5%
5057	Overtime Wages - P/T	14,085	11,357	15,454	15,949	9.7%	36.1%	3.2%
TOTAL SALARIES & WAGES		3,303,785	3,417,476	3,940,253	3,972,587	19.3%	15.3%	0.8%
5100	Social Security Tax	247,570	255,541	295,423	297,030	19.3%	15.6%	0.5%
5110	Unemployment Insurance	14,900	3,594	7,500	7,500	-49.7%	108.7%	0.0%
5120	Health Insurance	222,419	211,622	256,777	280,368	15.4%	21.3%	9.2%
5125	Health Insurance - P/T	29,216	20,077	18,750	20,487	-35.8%	-6.6%	9.3%
5130	Worker's Compensation Insurance	55,358	52,648	64,137	66,149	15.9%	21.8%	3.1%
5131	Worker's Comp. Ins. - Claim Costs	0	17,397	0	0	0.0%	-100.0%	0.0%
5140	Life Insurance	3,408	3,087	3,479	3,574	2.1%	12.7%	2.7%
5150	Long-Term Disability Insurance	3,323	3,038	3,393	3,485	2.1%	11.7%	2.7%
5160	Retirement Plans	138,784	124,437	141,619	145,061	2.0%	13.8%	2.4%
5170	Retirement Plans - Union	51,551	57,073	71,054	73,678	37.8%	24.5%	3.7%
TOTAL FRINGE BENEFITS		766,529	748,514	862,132	897,332	12.5%	15.2%	4.1%
TOTAL PERSONNEL EXPENSES		4,070,314	4,165,990	4,802,385	4,869,919	18.0%	15.3%	1.4%
SUPPLIES & SERVICES								
6120	Equipment Rental	14,564	10,923	<u>10,923</u>	11,250	-25.0%	0.0%	3.0%
6140	FF&E \$5,000 & Under	81,718	101,251	<u>111,714</u>	401,341	36.7%	10.3%	259.3%
6510	R/M Other Equipment	7,000	7,624	<u>7,625</u>	7,853	8.9%	0.0%	3.0%
6550	Small Tools, Parts, & Materials	6,080	4,695	<u>6,261</u>	6,448	3.0%	33.4%	3.0%
6560	Trash Removal	152,188	157,300	<u>174,784</u>	175,339	14.8%	11.1%	0.3%
6580	Window Washing	6,500	3,211	<u>6,695</u>	6,896	3.0%	108.5%	3.0%
6750	Other Professional Services	600	0	<u>8,000</u>	0	1233.3%	100.0%	-100.0%
7330	Supplies - Housekeeping	301,221	293,725	<u>306,848</u>	262,823	1.9%	4.5%	-14.3%
7370	Supplies - Office	0	0	<u>0</u>	0	0.0%	0.0%	0.0%
TOTAL SUPPLIES & SERVICES		569,871	578,729	632,850	871,950	11.1%	9.4%	37.8%
TOTAL EXPENDITURES		\$4,640,185	\$4,744,719	\$5,435,235	\$5,741,869	17.1%	14.6%	5.6%
NET REVENUES/EXPENSES		-\$2,609,661	-\$2,640,431	-\$4,133,507	-\$4,502,526	58.4%	56.5%	8.9%

San Diego Convention Center

Personnel Expenses

FY2019 Budget - Board Approved 03/21/18

Division 21 - Cleaning Services

Mar 22, 2018 10:46 AM

**November
to June
Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)**

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours
Cleaning Service Worker	35	35	35	188.00	140.00	188.00	48.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	140.00	0.00	0.00	0.00	188.00
Total	35	35	35	188.00	140.00	188.00	48.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	140.00	0.00	0.00	0.00	188.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Cleaning Service Worker	Event	95,779.00	63,269.00	98,707.00	13,675.00	6,909.00	8,463.00	8,212.00	6,784.00	7,038.00	8,579.00	8,482.00	7,434.00	9,116.00	6,740.00	7,275.00	93,401.00
Cleaning Service Worker	Non-Event	19,116.00	12,744.00	34,716.00	2,893.00	2,893.00	2,893.00	2,893.00	2,893.00	2,893.00	2,893.00	2,893.00	2,893.00	2,893.00	2,893.00	2,893.00	34,716.00
Cleaning Service Worker	Event - To cover FT absences	0.00	8,648.00	12,500.00	1,042.00	1,042.00	1,042.00	1,042.00	1,042.00	1,042.00	1,042.00	1,042.00	1,042.00	1,042.00	1,042.00	1,038.00	12,500.00
Cleaning Service Worker	Non Event - To cover FT absences	0.00	856.00	1,284.00	107.00	107.00	107.00	107.00	107.00	107.00	107.00	107.00	107.00	107.00	107.00	107.00	1,284.00
Cleaning Service Worker	Non-Event (Training)	864.00	576.00	833.00	69.50	69.50	69.50	69.50	69.50	69.50	69.50	69.50	69.50	69.50	69.50	68.50	833.00
Cleaning Service Worker - OT	Event / Non-Event	608.00	264.00	608.00	344.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	264.00	0.00	0.00	0.00	608.00
Total		116,367.00	86,357.00	148,648.00	18,130.50	11,020.50	12,574.50	12,323.50	10,895.50	11,149.50	12,690.50	12,593.50	11,809.50	13,227.50	10,851.50	11,381.50	143,342.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 21 - Cleaning Services

Mar 22, 2018 10:46 AM

Account/Description	Amount
6120 Equipment Rental	
80' Articulating Boomlift rental for exterior high glass 3 @ \$3,641	10,923
Subtotal	<u>10,923</u>
6140 FF&E \$5,000 & Under	
Imop Battery Scrubbers (2 @ 4,900)	9,800
Imop Carts I-Cart-L (6 @ 1,352.17)	8,113
Imop replacement batteries Lithium (15 @ 368)	5,520
I Gum Chewing Gum Removal System (2 @ 2,600)	5,200
Replacement Toter Bins AMT20-Towable 2 cu. Yards (4 @ 3,090)	12,360
Nashville Wire GC404836S4L Container W/GCAKIT42P (40 @ 518.55)	20,742
Toter ACG64 64 Gallon organic bins (16 @ 304.69)	4,875
Poly Box trucks black 16 bushel (16 @ 300)	4,800
Edic 5-Star 411TR Carpet Spotter with 357-AC upholstery tool (2@ 2,053)	4,106
Winsor Sensor XP12 Upright Vacuum (4 @ 668.75) (**\$2,675 moved to Division 21.1)	0
Sandia Sniper Portable hot carpet extractor with attachments Model 80-2500H (3@ 3,500)	10,500
42" belt drive Carpet Fans (4 @ 1,362.50)	5,450
Floor machine Square Scrub EGB20C (2 @ 4,600)	9,200
Sandia 50-4000 hot water upholstery extractor with attachments (4 @ 600)	2,400
17" Low speed Floor buffer (2 @ 612)	1,224
Ettore 65' window cleaning pole (1 @ 3,824)	3,824
Water Fed IPC Eagle DI window cleaning system (1@ 2,600)	2,600
Battery Powered hand blowers with extra set of batteries (4@ 250)	1,000
Subtotal	<u>111,714</u>
6510 R/M Other Equipment	
Speciality repair and maintenance of cleaning equipment	7,625
Subtotal	<u>7,625</u>
6550 Small Tools, Parts, & Materials	
Replacement of mop buckets and handles, scrapers, extension cords,squeegees,brushes, etc.	4,137
Battery Replacements for IMOP 3 sets \$708	2,124
Subtotal	<u>6,261</u>
6560 Trash Removal	
Estimated 378 pulls (319 billable; 5 in-house; 30 for CIP OM Landscape)	0

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 21 - Cleaning Services

Mar 22, 2018 10:46 AM

Account/Description	Amount
68 recycle compactor @ 506	34,408
96 wood @ 250	24,000
128 trash @ 548	70,144
38 40-Yard Rolloff @ 242	9,922
25 Food Compost @ 494	13,338
23 Carpet @ 728	17,472
Hazardous Waste Disposal-Chemicals, Disposable Batteries, Spent Absorbent, Motor Oil, Antifreeze etc.	5,500
Subtotal	<u>174,784</u>
6580 Window Washing	
Glass Elevator Cleaning	6,695
Subtotal	<u>6,695</u>
6750 Other Professional Services	
ISSA CIMS Certification	8,000
Subtotal	<u>8,000</u>
7330 Supplies - Housekeeping	
Purchase of expendable cleaning chemicals, and paper supplies (**\$4,000 & \$500 moved to Division 21.1 for Vacuum Bags and Vacuum Brushes respectively)	306,848
Subtotal	<u>306,848</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 21.1 - Booth Cleaning Services

Mar 22, 2018 10:49 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4300	Booth Cleaning	0	0	1,670,379	1,665,413	100.0%	100.0%	-0.3%
	TOTAL REVENUES	0	0	1,670,379	1,665,413	100.0%	100.0%	-0.3%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	0	0	32,382	33,354	100.0%	100.0%	3.0%
5031	Vacation Expense	0	0	1,102	1,088	100.0%	100.0%	-1.3%
5050	Regular Wages - P/T	0	0	72,141	70,405	100.0%	100.0%	-2.4%
	TOTAL SALARIES & WAGES	0	0	105,625	104,847	100.0%	100.0%	-0.7%
5100	Social Security Tax	0	0	7,940	7,870	100.0%	100.0%	-0.9%
5120	Health Insurance	0	0	5,596	6,056	100.0%	100.0%	8.2%
5130	Worker's Compensation Insurance	0	0	1,722	1,748	100.0%	100.0%	1.5%
5140	Life Insurance	0	0	82	85	100.0%	100.0%	3.7%
5150	Long-Term Disability Insurance	0	0	80	83	100.0%	100.0%	3.8%
5160	Retirement Plans	0	0	3,348	3,444	100.0%	100.0%	2.9%
5170	Retirement Plans - Union	0	0	2,035	2,069	100.0%	100.0%	1.7%
	TOTAL FRINGE BENEFITS	0	0	20,803	21,355	100.0%	100.0%	2.7%
	TOTAL PERSONNEL EXPENSES	0	0	126,428	126,202	100.0%	100.0%	-0.2%
<u>SUPPLIES & SERVICES</u>								
6090	Credit Card Service Charges	0	0	<u>43,643</u>	41,636	100.0%	100.0%	-4.6%
6140	FF&E \$5,000 & Under	0	0	<u>2,675</u>	2,675	100.0%	100.0%	0.0%
7330	Supplies - Housekeeping	0	0	<u>4,500</u>	4,500	100.0%	100.0%	0.0%
	TOTAL SUPPLIES & SERVICES	0	0	50,818	48,811	100.0%	100.0%	-3.9%
	TOTAL EXPENDITURES	\$0	\$0	\$177,246	\$175,013	100.0%	100.0%	-1.3%
	NET REVENUES/EXPENSES	\$0	\$0	\$1,493,133	\$1,490,400	100.0%	100.0%	-0.2%

San Diego Convention Center

Personnel Expenses

FY2019 Budget - Board Approved 03/21/18

Division 21.1 - Booth Cleaning Services

Mar 22, 2018 10:49 AM

November

to June

Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Adm. Assistant - Allocated from D16	0	0.1	0.1	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	0.00	0.00	0.00
Dept. Assistant - Allocated from D20	0	0.6	0.6	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	0.00	0.00	0.00
Total	0	0.7	0.7	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	0.00	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Cleaning Service Worker	Event	0.00	0.00	3,754.00	273.00	391.00	305.00	308.00	262.00	185.00	155.00	548.00	231.00	335.00	408.00	353.00	3,523.00
Cleaning Service 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	0.00	0.00
Cleaning Service Worker	Event - To cover FT absences	0.00	0.00	472.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	43.00	472.00
Cleaning Service Worker	Non Event - To cover FT absences	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	0.00
Cleaning Service Worker	Non-Event (Training)	0.00	0.00	31.00	2.50	2.50	2.50	2.50	2.50	2.50	2.50	2.50	2.50	2.50	2.50	3.50	31.00
Cleaning Service Worker - 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	0.00	0.00
Total		0.00	0.00	4,257.00	314.50	432.50	346.50	349.50	303.50	226.50	196.50	589.50	272.50	376.50	449.50	399.50	4,026.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 21.1 - Booth Cleaning Services

Mar 22, 2018 10:49 AM

Account/Description	Amount
6090 Credit Card Service Charges	
Total Booth Cleaning Gross Sales x 2.5% (\$1,745,716 x 2.5%)	43,643
Subtotal	<u>43,643</u>
6140 FF&E \$5,000 & Under	
Winsor Sensor XP12 Upright Vacuum (4 @ 668.75) (**Removed from Division 21)	2,675
Subtotal	<u>2,675</u>
7330 Supplies - Housekeeping	
Vacuum Bags (\$4,000 removed from Division 21)	4,000
Vacuum Brushes (\$500 removed from Division 21)	500
Subtotal	<u>4,500</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 22 - Grounds

Mar 22, 2018 10:54 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
REVENUES								
4810	Building Damage Recovery	0	0	0	0	0.0%	0.0%	0.0%
	TOTAL REVENUES	0	0	0	0	0.0%	0.0%	0.0%
PERSONNEL								
5000	Salaries & Wages - F/T	304,297	293,494	320,173	329,523	5.2%	9.1%	2.9%
5010	Overtime Wages - F/T	5,462	6,518	4,760	6,080	-12.9%	-27.0%	27.7%
5030	Vacation Accrual	0	106	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	8,443	6,000	10,852	10,714	28.5%	80.9%	-1.3%
	TOTAL SALARIES & WAGES	318,202	306,118	335,785	346,317	5.5%	9.7%	3.1%
5100	Social Security Tax	23,131	22,122	24,333	24,928	5.2%	10.0%	2.4%
5120	Health Insurance	51,278	52,106	57,261	62,833	11.7%	9.9%	9.7%
5130	Worker's Compensation Insurance	5,338	4,758	5,364	5,214	0.5%	12.7%	-2.8%
5140	Life Insurance	786	726	829	855	5.5%	14.2%	3.1%
5150	Long-Term Disability Insurance	765	692	807	833	5.5%	16.6%	3.2%
5160	Retirement Plans	31,820	30,601	33,579	34,528	5.5%	9.7%	2.8%
	TOTAL FRINGE BENEFITS	113,118	111,005	122,173	129,191	8.0%	10.1%	5.7%
	TOTAL PERSONNEL EXPENSES	431,320	417,123	457,958	475,508	6.2%	9.8%	3.8%
SUPPLIES & SERVICES								
6120	Equipment Rental	0	0	0	0	0.0%	0.0%	0.0%
6140	FF&E \$5,000 & Under	243,824	77,098	4,123	79,507	-98.3%	-94.7%	1828.4%
6160	Memberships	520	230	260	260	-50.0%	13.0%	0.0%
6400	Equipment Fuel	4,269	3,499	4,400	4,500	3.1%	25.8%	2.3%
6420	Pest Control	4,627	4,627	4,763	4,906	2.9%	2.9%	3.0%
6470	R/M General Building	429,000	165,000	0	0	-100.0%	-100.0%	0.0%
6510	R/M Other Equipment	6,000	2,973	5,000	5,150	-16.7%	68.2%	3.0%
6550	Small Tools, Parts, & Materials	2,640	2,625	2,712	2,793	2.7%	3.3%	3.0%
7340	Supplies - Landscaping	260,842	94,842	427,242	255,642	63.8%	350.5%	-40.2%
	TOTAL SUPPLIES & SERVICES	951,722	350,894	448,500	352,758	-52.9%	27.8%	-21.3%
	TOTAL EXPENDITURES	\$1,383,042	\$768,017	\$906,458	\$828,266	-34.5%	18.0%	-8.6%
	NET REVENUES/EXPENSES	-\$1,383,042	-\$768,017	-\$906,458	-\$828,266	-34.5%	18.0%	-8.6%

San Diego Convention Center

Personnel Expenses

FY2019 Budget - Board Approved 03/21/18

Division 22 - Grounds

Mar 22, 2018 10:54 AM

**November
to June**

Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Grounds Supervisor	0	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	0.00	0.00	0.00
Grounds Worker	8	7	7	204.00	120.00	164.00	84.00	0.00	0.00	0.00	0.00	0.00	0.00	40.00	0.00	0.00	40.00	0.00	40.00	204.00
Total	8	8	8	204.00	120.00	164.00	84.00	0.00	0.00	0.00	0.00	0.00	0.00	40.00	0.00	0.00	40.00	0.00	40.00	204.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
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	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	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	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	0.00	0.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 22 - Grounds

Mar 22, 2018 10:54 AM

Account/Description	Amount
6140 FF&E \$5,000 & Under	
Replacement Line trimmers	927
Replacement 18" Chainsaw	550
Echo PAS 280 with tiller and brushcutter attachment	960
Husquavarna 535BX hand held blowers	607
Articulating Hedgetrimmer	1,079
Subtotal	<u>4,123</u>
6160 Memberships	
Pesticide Applicators Professional Assn. (PAPA): 4-Staff \$65/each	260
Subtotal	<u>260</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.	4,400
Subtotal	<u>4,400</u>
6420 Pest Control	
Pest control chemical supplies for in-house pesticide, rodenticide, herbicide & fungicidal treatments @ \$258/month	3,096
Replacement bulbs and glue boards for Vector System	1,390
Fruit fly gluetraps 4 @ \$30.50, and housefly bait 4 @ \$38.65	277
Subtotal	<u>4,763</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 @ 2,500/bi annual	5,000
Subtotal	<u>5,000</u>
6550 Small Tools, Parts, & Materials	
Gloves, hoses, small tools to perform required tasks \$190/month	2,280
Filters, sparkplugs and oil for two cycle equipment \$36/month	432
Subtotal	<u>2,712</u>
7340 Supplies - Landscaping	
Plaza Park Grass Renovation	
Grass Seed - Perennial rye mix	460
Hanson Aggregates - Golf Mix - 11 cubic yards @ \$62/yd + delivery	782

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 22 - Grounds

Mar 22, 2018 10:54 AM

Account/Description	Amount
Irrigation Parts & Supplies Valves, couplings, drip tubing, pvc piping, sprinkler heads & misc. irrigation matl. @\$500/Mo	6,000
Exterior/Interior containerized foliage Replacement plants for existing foliage containers (specific types TBD) @ \$1600/Mo	19,200
Exterior Bed Foliage Replacement plants for existing dedicated planter beds (specific types TBD) @ \$1000/Mo.	1,200
Phased Landscape Replacement/Renovation/Waterproofing Projects Skywalk, East Terrace & Room 28 Planters Foliage and Soil	106,000
Sail Planters Foliage and Soil	46,000
Mezzanine Terrace & Bridge Planter Foliage & Soil	200,400
Mezzanine Terrace Tree Wells Foliage & Soil	38,800
Ancillary landscape supplies Fertilizer, mulch and potting soil @\$700/Mo	8,400
Subtotal	<u>427,242</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 23 - Building Services

Mar 22, 2018 10:57 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4330	Labor Services	222,456	137,922	221,227	211,050	-0.6%	60.4%	-4.6%
4963	Operational Credit - Event Services	0	0	0	0	0.0%	0.0%	0.0%
4370	Equipment Rental	168,314	213,758	128,870	122,942	-23.4%	-39.7%	-4.6%
TOTAL REVENUES		390,770	351,680	350,097	333,992	-10.4%	-0.5%	-4.6%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	686,894	663,276	711,512	734,272	3.6%	7.3%	3.2%
5010	Overtime Wages - F/T	11,365	9,298	11,588	11,956	2.0%	24.6%	3.2%
5030	Vacation Accrual	0	4,568	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	19,111	20,000	24,180	23,934	26.5%	20.9%	-1.0%
5050	Regular Wages - P/T	644,363	676,639	807,959	811,656	25.4%	19.4%	0.5%
5057	Overtime Wages - P/T	9,263	7,060	5,736	5,918	-38.1%	-18.8%	3.2%
TOTAL SALARIES & WAGES		1,370,996	1,380,841	1,560,975	1,587,736	13.9%	13.0%	1.7%
5100	Social Security Tax	101,425	101,875	115,552	117,190	13.9%	13.4%	1.4%
5110	Unemployment Insurance	4,821	6,005	6,175	6,175	28.1%	2.8%	0.0%
5120	Health Insurance	149,588	141,923	167,318	183,356	11.9%	17.9%	9.6%
5125	Health Insurance - P/T	7,826	6,357	6,250	6,629	-20.1%	-1.7%	6.1%
5130	Worker's Compensation Insurance	22,977	21,400	25,324	26,153	10.2%	18.3%	3.3%
5131	Worker's Comp. Ins. - Claim Costs	0	18,067	0	0	0.0%	-100.0%	0.0%
5140	Life Insurance	1,775	1,728	1,850	1,906	4.2%	7.1%	3.0%
5150	Long-Term Disability Insurance	1,729	1,657	1,801	1,856	4.2%	8.7%	3.1%
5160	Retirement Plan	71,737	67,289	74,728	76,965	4.2%	11.1%	3.0%
5170	Retirement Plan - Union	17,552	19,545	22,906	23,980	30.5%	17.2%	4.7%
TOTAL FRINGE BENEFITS		379,430	385,846	421,904	444,210	11.2%	9.3%	5.3%
TOTAL PERSONNEL EXPENSES		1,750,426	1,766,687	1,982,879	2,031,946	13.3%	12.2%	2.5%
<u>SUPPLIES & SERVICES</u>								
6120	Equipment Rental	500	250	515	530	3.0%	106.0%	2.9%
6140	FF&E \$5,000 & Under	1,675,235	1,176,427	1,223,950	3,000,759	-26.9%	4.0%	145.2%
6400	Equipment Fuel	22,344	19,502	14,626	15,064	-34.5%	-25.0%	3.0%
6510	R/M Other Equipment	0	0	0	0	0.0%	0.0%	0.0%
6550	Small Tools, Parts, & Materials	2,400	1,776	2,472	2,546	3.0%	39.2%	3.0%
7320	Supplies - Event Services	8,400	11,078	8,660	8,920	3.1%	-21.8%	3.0%
TOTAL SUPPLIES & SERVICES		1,708,879	1,209,033	1,250,223	3,027,819	-26.8%	3.4%	142.2%
TOTAL EXPENDITURES		\$3,459,305	\$2,975,720	\$3,233,102	\$5,059,765	-6.5%	8.6%	56.5%
NET REVENUES/EXPENSES		-\$3,068,535	-\$2,624,040	-\$2,883,005	-\$4,725,773	-6.0%	9.9%	63.9%

San Diego Convention Center
Personnel Expenses
FY2019 Budget - Board Approved 03/21/18
Division 23 - Building Services

Mar 22, 2018 10:57 AM

**November
to June
Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)**

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours
Service Worker	20	20	20	460.00	368.00	460.00	4.00	4.00	80.00	4.00	4.00	4.00	176.00	80.00	48.00	4.00	48.00	4.00	460.00
Total	20	20	20	460.00	368.00	460.00	4.00	4.00	80.00	4.00	4.00	4.00	176.00	80.00	48.00	4.00	48.00	4.00	460.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Service Worker	Event	32,872.00	19,990.00	38,280.00	4,195.00	3,417.00	2,403.00	3,965.00	2,629.00	2,591.00	2,565.00	3,479.00	2,873.00	3,739.00	2,972.00	3,452.00	37,013.00
Service Worker	Non-Event	4,152.00	1,702.00	1,672.00	106.00	106.00	106.00	106.00	506.00	106.00	106.00	106.00	106.00	106.00	106.00	106.00	1,672.00
Service Worker	Event - To cover FT absences	0.00	3,352.00	5,028.00	419.00	419.00	419.00	419.00	419.00	419.00	419.00	419.00	419.00	419.00	419.00	419.00	5,028.00
Service Worker	Non Event - To cover FT absences	0.00	640.00	504.00	42.00	42.00	42.00	42.00	42.00	42.00	42.00	42.00	42.00	42.00	42.00	42.00	504.00
Service Worker	Non-Event (Training)	2,196.00	1,464.00	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	2,196.00
Service Worker - OT	Event / Non-Event	400.00	244.00	240.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	240.00
Total		39,620.00	27,392.00	47,920.00	4,965.00	4,187.00	3,173.00	4,735.00	3,799.00	3,361.00	3,335.00	4,249.00	3,643.00	4,509.00	3,742.00	4,222.00	46,653.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 23 - Building Services

Mar 22, 2018 10:57 AM

Account/Description	Amount
6120 Equipment Rental	
Stakebed truck rental	515
Subtotal	<u>515</u>
6140 FF&E \$5,000 & Under	
Replacement Chairs Folding with carts 7500 chairs, 171 carts	960,000
Stageright Deck 4'x8' Black Polytrack/black Techstage 0.095 648AN12 (100@ 676.68)	67,668
Stageright 6' stage gaurdrails (30 @ 288.07)	8,642
Stageright 4' stage gaurdrails (25 @ 195.52)	4,888
Stageright EZ roll performance stage step units (8 @ 2221.88)	17,775
Stageright guardrail carts (10 @ 1381)	13,810
Replacement sign holders (26 @ 230.77)	6,000
10 bushel red vinyl carts for table skirt (6 @ 220.34)	1,322
Bike Rack Jackets (56 @ 357.14)	20,000
Easels Hercul-Ese #508BR, 72" H, W new SDCCC Logo (40 @ 150)	6,000
Patio Umbrella 9' Hex #735W- snow frame: Fabric Pacific Blue (20 @ 663.05)	13,261
Lawrence Velour Rope #541-22-06/0 Red, 1-1/2" dia x 6'L (100 @ 40)	4,000
Table Skirt, Snap Drape, 14' x 29" H, Marquis, Charcoal, Box Pleat (60@ 115.87)	6,952
Lawrence Rope Hook End #540-1P, Polished Chrome, 1-1/2" (200 @ 15)	3,000
Skirt, 8' W x 16"-24" Adj w/clip attachment, black #321447 (20@ 218.40)	4,368
Skirt, 4' W x 16"-24" Adj w/clip attachment, black #321460 (20@ 127.70)	2,554
Skirt, 8' W x 24"-32" Adj w/clip attachment, black #321444 (20@ 362.60)	7,252
Skirt, 4' W x 24"-32" Adj w/clip attachment, black #321456 (20@ 150.40)	3,008
Skirt, 8' W x 48"-78" Adj w/clip attachment, black #321113 (20@ 377)	7,540
Skirt, 4' W x 48"-78" Adj w/clip attachment, black #321126 (20@ 407.90)	8,158
Metal Patio Tables 5-piece set (41 @ 800)	32,800
Standard Upright 3' x 1-1/2" (with Chrome Cap) #315 (120 @ 10)	1,200
Banjo Cloth Drape, Black, 8' H x 4' W #600002BK (130 @ 14.95)	1,944
Banjo Cloth Drape, Black, 3' H x 4' W #600001BK (130 @ 13.57)	1,764
Tamis BT-130 Standard pull cart for bike rack (1 @ 1,500)	1,500
Fairbank Steel Platform Truck #SD28-3672 RT 36" W x 72" L (9 @ 400.00)	3,600
Miscellaneous FF&E (Furniture)	10,000

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 23 - Building Services

Mar 22, 2018 10:57 AM

Account/Description	Amount
Stageright Assorted replacement parts pins, decks, frames, cables, legs, etc.	4,944
Subtotal	<u>1,223,950</u>
6400 Equipment Fuel	
Propane for operating equipment. 5132 gal @ \$2.85 gal	14,626
Subtotal	<u>14,626</u>
6550 Small Tools, Parts, & Materials	
General items i.e wrenches, pliers, tape measure, etc.. needed throughout the year. 206.00/mo	2,472
Subtotal	<u>2,472</u>
7320 Supplies - Event Services	
General items i.e. velcro, tape, chalk, dry erase markers, etc. 515.00/mo	6,180
Table skirting clips 8,000 @ \$.31	2,480
Subtotal	<u>8,660</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 17 - Wardrobe

Mar 22, 2018 10:38 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4330	Labor Services	70,000	70,000	70,000	70,000	0.0%	0.0%	0.0%
	TOTAL REVENUES	70,000	70,000	70,000	70,000	0.0%	0.0%	0.0%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	191,701	186,725	192,187	197,952	0.3%	2.9%	3.0%
5010	Overtime Wages - F/T	56	117	56	58	0.0%	-52.1%	3.6%
5030	Vacation Accrual	0	-3,445	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	5,339	3,000	6,537	6,456	22.4%	117.9%	-1.2%
5050	Regular Wages - P/T	39,056	37,308	39,832	40,627	2.0%	6.8%	2.0%
5057	Overtime Wages - P/T	47	22	47	47	0.0%	113.6%	0.0%
	TOTAL SALARIES & WAGES	236,199	223,727	238,659	245,140	1.0%	6.7%	2.7%
5100	Social Security Tax	17,194	16,265	17,288	17,693	0.5%	6.3%	2.3%
5110	Unemployment Insurance	0	0	0	0	0.0%	0.0%	0.0%
5120	Health Insurance	34,214	33,516	37,887	41,420	10.7%	13.0%	9.3%
5130	Worker's Compensation Insurance	3,961	3,538	3,831	4,045	-3.3%	8.3%	5.6%
5131	Worker's Comp. Ins. - Claim Costs	0	5,507	0	0	0.0%	-100.0%	0.0%
5140	Life Insurance	485	477	489	503	0.8%	2.5%	2.9%
5150	Long-Term Disability Insurance	473	456	477	491	0.8%	4.6%	2.9%
5160	Retirement Plans	21,580	20,146	19,878	20,447	-7.9%	-1.3%	2.9%
	TOTAL FRINGE BENEFITS	77,907	79,905	79,850	84,599	2.5%	-0.1%	5.9%
	TOTAL PERSONNEL EXPENSES	314,106	303,632	318,509	329,739	1.4%	4.9%	3.5%
<u>SUPPLIES & SERVICES</u>								
6140	FF&E \$5,000 & Under	412	412	<u>425</u>	438	3.2%	3.2%	3.1%
6510	R/M Other Equipment	783	615	<u>806</u>	830	2.9%	31.1%	3.0%
6570	Uniforms - Cleaning/Rental	213,331	252,948	<u>228,331</u>	219,730	7.0%	-9.7%	-3.8%
7370	Supplies - Office	618	447	<u>460</u>	474	-25.6%	2.9%	3.0%
7390	Supplies - Wardrobe	21,679	31,679	<u>23,329</u>	22,999	7.6%	-26.4%	-1.4%
	TOTAL SUPPLIES & SERVICES	236,823	286,101	253,351	244,471	7.0%	-11.4%	-3.5%
	TOTAL EXPENDITURES	\$550,929	\$589,733	\$571,860	\$574,210	3.8%	-3.0%	0.4%
	NET REVENUES/EXPENSES	-\$480,929	-\$519,733	-\$501,860	-\$504,210	4.4%	-3.4%	0.5%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 17 - Wardrobe

Mar 22, 2018 10:38 AM

November
to June

Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Wardrobe Supervisor	1	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	0.00	0.00
Wardrobe Worker	3	3	3	2.00	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	0.25	2.00
Total	4	4	4	2.00	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	0.25	2.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Wardrobe Worker	Non-Event	2,612.00	1,696.00	2,612.00	246.00	246.00	212.00	212.00	212.00	212.00	212.00	212.00	212.00	212.00	212.00	212.00	2,612.00
Wardrobe Worker - OT	Non-Event	2.00	1.00	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	2.00
Total		2,614.00	1,697.00	2,614.00	246.75	246.00	212.25	212.00	212.25	212.00	212.25	212.00	212.25	212.00	212.25	212.00	2,614.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 17 - Wardrobe

Mar 22, 2018 10:38 AM

Account/Description	Amount
6140 FF&E \$5,000 & Under	
Replace smaller equipment such as Irons	425
Subtotal	<u>425</u>
6510 R/M Other Equipment	
Repair and maintenance on equipment (sewing, labeling, hemming, and surger and embroidery machines)	266
Annual tune-up on engraving machine (Gravograph machine)	540
Subtotal	<u>806</u>
6570 Uniforms - Cleaning/Rental	
Dry Cleaning Relaxx @ 450/Mo.	5,400
Rental Specialty Apparel @ 3,998 /week	207,931
Guest Services Buyout/Changeover	15,000
Subtotal	<u>228,331</u>
7370 Supplies - Office	
	460
Subtotal	<u>460</u>
7390 Supplies - Wardrobe	
Includes NOG/Rental purchases and wardrobe supplies	22,329
Purchase of Polo Shirts	1,000
Subtotal	<u>23,329</u>

SECURITY & GUEST SERVICES DEPARTMENT

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 19 - Public Safety & Technology Admin

Mar 22, 2018 10:40 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
	TOTAL REVENUES	0	0	0	0	0.0%	0.0%	0.0%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	220,872	234,530	837,479	862,605	279.2%	257.1%	3.0%
5030	Vacation Accrual	0	1,556	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	6,150	4,500	28,487	28,133	363.2%	533.0%	-1.2%
	TOTAL SALARIES & WAGES	227,022	240,586	865,966	890,738	281.4%	259.9%	2.9%
5100	Social Security Tax	16,491	17,357	62,742	64,309	280.5%	261.5%	2.5%
5120	Health Insurance	36,084	35,015	144,275	157,811	299.8%	312.0%	9.4%
5130	Worker's Compensation Insurance	3,809	3,757	13,829	14,652	263.1%	268.1%	6.0%
5140	Life Insurance	558	564	2,130	2,191	281.7%	277.7%	2.9%
5150	Long-Term Disability Insurance	545	560	2,078	2,138	281.3%	271.1%	2.9%
5160	Retirement Plans	22,702	23,827	86,597	89,074	281.5%	263.4%	2.9%
	TOTAL FRINGE BENEFITS	80,189	81,080	311,651	330,175	288.6%	284.4%	5.9%
	TOTAL PERSONNEL EXPENSES	307,211	321,666	1,177,617	1,220,913	283.3%	266.1%	3.7%
<u>SUPPLIES & SERVICES</u>								
6140	FF&E \$5,000 & Under	0	0	180	0	100.0%	100.0%	-100.0%
6150	Meetings - Business	500	5,855	6,000	6,000	1100.0%	2.5%	0.0%
6860	Travel - Out Of Town - Staff	1,000	500	2,050	2,000	105.0%	310.0%	-2.4%
7370	Supplies - Office	720	750	745	745	3.5%	-0.7%	0.0%
	TOTAL SUPPLIES & SERVICES	2,220	7,105	8,975	8,745	304.3%	26.3%	-2.6%
	TOTAL EXPENDITURES	\$309,431	\$328,771	\$1,186,592	\$1,229,658	283.5%	260.9%	3.6%
	NET REVENUES/EXPENSES	-\$309,431	-\$328,771	-\$1,186,592	-\$1,229,658	283.5%	260.9%	3.6%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 19 - Public Safety & Technology Admin

Mar 22, 2018 10:40 AM

November to June Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Public Safety & Technology Director	1	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	0.00	0.00
Security Services Manager	0	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	0.00	0.00
Guest Services Manager	0	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	0.00	0.00
Public Safety Supervisor	0	7	7	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	0.00	0.00
Guest Svcs Sched Coordinator	1	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	0.00	0.00
Department Assistant	1	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	0.00	0.00	0.00
Total	3	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	0.00	0.00	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
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	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	0.00	0.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 19 - Public Safety & Technology Admin

Mar 22, 2018 10:40 AM

Account/Description	Amount
6140 FF&E \$5,000 & Under	
Microwave for office	120
Coffee maker	60
Subtotal	<u>180</u>
6150 Meetings - Business	
First responder and local public safety partner outreach, hosted trainings & luncheons	6,000
Subtotal	<u>6,000</u>
6860 Travel - Out Of Town - Staff	
AVSS Instructor & Training Opportunity February 2019	800
Travel to large festival type events to see best practices (event TBD)	1,250
Subtotal	<u>2,050</u>
7370 Supplies - Office	
Printer Ribbons for Fire System (2 @ \$9.00 each) + tax	20
Misc. Office Supplies for entire department (Pens, Dividers, Binders, Tabs, etc labels, colored paper for dock loading passes, etc)	725
Subtotal	<u>745</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 05 - Information Technology

Mar 22, 2018 10:12 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
	TOTAL REVENUES	0	0	0	0	0.0%	0.0%	0.0%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	417,708	267,804	313,466	322,870	-25.0%	17.1%	3.0%
5010	Overtime Wages - F/T	0	78	108	55	100.0%	38.5%	-49.1%
5030	Vacation Accrual	0	-3,630	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	11,633	2,000	9,103	10,531	-21.7%	355.2%	15.7%
	TOTAL SALARIES & WAGES	429,341	266,252	322,677	333,456	-24.8%	21.2%	3.3%
5100	Social Security Tax	29,387	19,363	23,296	23,984	-20.7%	20.3%	3.0%
5110	Unemployment Insurance	0	9,450	0	0	0.0%	-100.0%	0.0%
5120	Health Insurance	60,709	41,604	55,466	60,923	-8.6%	33.3%	9.8%
5130	Worker's Compensation Insurance	7,204	4,258	5,153	5,485	-28.5%	21.0%	6.4%
5140	Life Insurance	1,056	691	794	820	-24.8%	14.9%	3.3%
5150	Long-Term Disability Insurance	1,030	668	774	800	-24.9%	15.9%	3.4%
5160	Retirement Plans	42,934	25,184	31,504	33,346	-26.6%	25.1%	5.8%
	TOTAL FRINGE BENEFITS	142,320	101,218	116,987	125,358	-17.8%	15.6%	7.2%
	TOTAL PERSONNEL EXPENSES	571,661	367,470	439,664	458,814	-23.1%	19.6%	4.4%
<u>SUPPLIES & SERVICES</u>								
6060	Books & Periodicals	249	249	250	260	0.4%	0.4%	4.0%
6080	Copier Supplies/Service	52,004	52,900	52,500	52,000	1.0%	-0.8%	-1.0%
6140	FF&E \$5,000 & Under	78,700	78,650	88,000	80,000	11.8%	11.9%	-9.1%
6300	Storage/Recovery Offsite	9,361	9,361	9,400	9,600	0.4%	0.4%	2.1%
6440	Software & Application Maintenance Svcs	236,577	233,600	225,656	225,000	-4.6%	-3.4%	-0.3%
6445	R/M Website	13,972	15,500	13,400	13,400	-4.1%	-13.5%	0.0%
6750	Other Professional Services	4,800	11,125	90,000	0	1775.0%	709.0%	-100.0%
6860	Travel - Out Of Town - Staff	2,315	1,297	1,900	2,000	-17.9%	46.5%	5.3%
7100	Communication Services	1,080	0	0	0	-100.0%	0.0%	0.0%
7300	Supplies - Info Systems	3,800	3,000	3,800	3,900	0.0%	26.7%	2.6%
7370	Supplies - Office	500	500	500	550	0.0%	0.0%	10.0%
	TOTAL SUPPLIES & SERVICES	403,358	406,182	485,406	386,710	20.3%	19.5%	-20.3%
	TOTAL EXPENDITURES	\$975,019	\$773,652	\$925,070	\$845,524	-5.1%	19.6%	-8.6%
	NET REVENUES/EXPENSES	-\$975,019	-\$773,652	-\$925,070	-\$845,524	-5.1%	19.6%	-8.6%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 05 - Information Technology

Mar 22, 2018 10:12 AM

November
 to June
 Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Sr. Director IT	1	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	0.00	0.00	0.00
Network Engineer	1	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	0.00	0.00
Software Developer	1	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	0.00	0.00
Network Administrator	0	1	1	0.00	1.00	2.00	0.00	1.00	0.00	0.00	0.00	0.00	0.00	1.00	0.00	0.00	0.00	0.00	0.00	1.00
Computer Systems Analyst	1	1	1	0.00	0.00	2.00	1.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.00	0.00	0.00	1.00
Total	4	4	4	0.00	1.00	4.00	1.00	1.00	0.00	0.00	0.00	0.00	0.00	1.00	0.00	0.00	1.00	0.00	0.00	2.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budget Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
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	0.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 05 - Information Technology

Mar 22, 2018 10:12 AM

Account/Description	Amount
6060 Books & Periodicals	
Microsoft programming books and other technical books	250
Subtotal	<u>250</u>
6080 Copier Supplies/Service	
BCS Copier and Printer Lease and Maintenance & non-contract print supplies	52,500
Subtotal	<u>52,500</u>
6140 FF&E \$5,000 & Under	
Replacement of hard drives (upgrades to SSD), memory, monitors,cables, keyboards & mouse, Misc software	20,000
Service pack releases	2,200
Network hardware/software replacements	13,000
PC replacements	48,000
Portable PC Devices (Tablets & 2-in-1s) For Operations Departments	3,000
Pilot Program Tablet to Desktop Test	1,800
Subtotal	<u>88,000</u>
6300 Storage/Recovery Offsite	
Off-site Disaster Recovery	9,400
Subtotal	<u>9,400</u>
6440 Software & Application Maintenance Services	
Microsoft Dynamics - Solomon Financial Accounting maintenance agreement	13,368
Microsoft Exchange Server maintenance	2,250
Microsoft Exchange User licenses	900
Microsoft Dynamics CRM licenses	6,500
Microsoft Sharepoint	2,050
Microsoft Office Pro	2,820
Microsoft Windows enterprise	4,747
Microsoft Windows server CAL	790
Concentrics software maintenance & support	8,900
Palo Alto firewall maintenance and support	3,000
Citrix Remote Access software maintenance	3,492
Veeam Network Backup Software Maintenance	5,100
Symantec System Recovery Server	1,800
Symantec AntiVirus Spam Protection (2YR paid)	2,000

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 05 - Information Technology

Mar 22, 2018 10:12 AM

Account/Description	Amount
Nimble data storage units maintenance agreement	5,045
Mimecast archiving / continuity services	15,650
Fixed Asset System maintenance system	4,175
Maintenance Connection maintenance agreement	3,300
Kioware -HR/Payroll Kiosk	400
Scribe - dBase connectivity	1,750
Quest Sharepoint Recovery Manager / Site Administrator maintenance	1,542
IMF Tune & IMF Tune Unlimited (Digital River MyCommerce)	550
MaxQ Charge It! credit card processing software for Solomon	2,520
Citrix-GoToMeeting web conferencing	500
Thursby Software	150
Survey Gizmo	1,000
ZOHO ManageEngine OpManager	835
DLT Quest Recovery Manager for Exchange Mailbox	425
Secure by Design Ninite	1,200
LogMeIn	465
Dropbox	2,400
E-Fax Solution (public affairs)	200
Formax Small Folder Sealer (Acct)	540
Fastpath Audit Trail	1,080
MSDS Online service	5,500
Interactive Floor Plan iMap	6,300
Prezi Presentation Software service (for Communications and CFO)	150
Boztek VENM - IT Support VNCScan Enterprise	207
AutoCAD & AutoCAD LT (PCM Maintenance)	2,250
Adobe After Effects (for Communications)	550
Adobe Acrobat Pro	3,600
Adobe Creative Cloud	1,280
TreeSize Professional	75
* PlanetBid Bid Management (Moved to Procurement)	0
TekTrack	300
VMWare vSphere/vCenter	14,000

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 05 - Information Technology

Mar 22, 2018 10:12 AM

Account/Description	Amount
NextGen Anti Virus Software	40,000
New Event Management Software Annual Fees	50,000
** (Moved to Division 50 for FY19) Ultipro – UTA Maintenance (4.18 x 400 x 12)	0
** (Moved to Division 50 for FY19) Ultipro – Intersource Maintenance (7.85 x 400 x 12)	0
** (Moved to Division 50 for FY19) Ultipro – Excess UTA and Intersource Charge	0
** (Moved to Division 50 for FY19) Ultipro – Time Clock Maintenance	0
** (Moved to Division 50 for FY19) Ultipro – Learning	0
** (Moved to Division 50 for FY19) Ultipro – Perception Survey	0
Subtotal	<u>225,656</u>
6445 R/M Website	
Domain names registrations and AWS-S3, Linode website hosting	7,000
Hostway (DNS Hosting)	6,400
** (Moved to Division 70 for FY19) Mile3 Professional Monthly Maintenance Support (500 x 12)	0
Subtotal	<u>13,400</u>
6750 Other Professional Services	
Business Analyst Consulting Services	90,000
Subtotal	<u>90,000</u>
6860 Travel - Out Of Town - Staff	
New event software training sessions (TBD)	1,900
Subtotal	<u>1,900</u>
7300 Supplies - Info Systems	
Data Backup Drives	2,000
Network maintenance supplies	1,800
Subtotal	<u>3,800</u>
7370 Supplies - Office	
	500
Subtotal	<u>500</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 12 - Security Services

Mar 22, 2018 10:25 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4360	Public Safety	168,558	151,381	217,950	189,750	29.3%	44.0%	-12.9%
4963	Operational Credit - Event Services	0	0	0	0	0.0%	0.0%	0.0%
4860	Miscellaneous Income - Other	1,500	1,890	1,750	1,750	16.7%	-7.4%	0.0%
	TOTAL REVENUES	170,058	153,271	219,700	191,500	29.2%	43.3%	-12.8%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	1,058,568	1,041,802	799,499	823,450	-24.5%	-23.3%	3.0%
5010	Overtime Wages - F/T	8,142	9,429	8,142	8,386	0.0%	-13.6%	3.0%
5030	Vacation Accrual	0	8,801	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	29,450	23,000	24,728	26,825	-16.0%	7.5%	8.5%
5050	Regular Wages - P/T	507,721	614,312	630,399	582,025	24.2%	2.6%	-7.7%
5057	Overtime Wages - P/T	14,786	15,359	15,227	15,684	3.0%	-0.9%	3.0%
	TOTAL SALARIES & WAGES	1,618,667	1,712,703	1,477,995	1,456,370	-8.7%	-13.7%	-1.5%
5100	Social Security Tax	119,950	125,797	109,918	107,823	-8.4%	-12.6%	-1.9%
5110	Unemployment Insurance	14,864	6,902	10,000	10,000	-32.7%	44.9%	0.0%
5120	Health Insurance	171,946	171,049	142,983	159,079	-16.8%	-16.4%	11.3%
5125	Health Insurance - P/T	3,185	0	0	0	-100.0%	0.0%	0.0%
5130	Worker's Compensation Insurance	27,139	26,373	23,917	24,080	-11.9%	-9.3%	0.7%
5131	Worker's Comp Ins.-Claim Costs	0	0	0	0	0.0%	0.0%	0.0%
5140	Life Insurance	2,702	2,626	2,053	2,118	-24.0%	-21.8%	3.2%
5150	Long-Term Disability Insurance	2,635	2,540	2,002	2,065	-24.0%	-21.2%	3.1%
5160	Retirement Plans	143,309	143,247	119,735	126,042	-16.4%	-16.4%	5.3%
	TOTAL FRINGE BENEFITS	485,730	478,534	410,608	431,207	-15.5%	-14.2%	5.0%
	TOTAL PERSONNEL EXPENSES	2,104,397	2,191,237	1,888,603	1,887,577	-10.3%	-13.8%	-0.1%
<u>SUPPLIES & SERVICES</u>								
6060	Books & Periodicals	150	145	<u>150</u>	150	0.0%	3.4%	0.0%
6140	FF&E \$5,000 & Under	17,150	7,500	<u>24,875</u>	10,200	45.0%	231.7%	-59.0%
6150	Meetings - Business	0	123	<u>200</u>	200	100.0%	62.6%	0.0%
6240	Printing - General	1,200	1,100	<u>1,200</u>	1,200	0.0%	9.1%	0.0%
6260	Regulatory Fees	0	0	<u>0</u>	0	0.0%	0.0%	0.0%
6435	R/M Closed Circuit Television	13,048	13,048	<u>14,524</u>	14,524	11.3%	11.3%	0.0%
6510	R/M Other Equipment	6,181	6,080	<u>4,393</u>	4,500	-28.9%	-27.7%	2.4%
6550	Small Tools, Parts, & Materials	3,500	4,450	<u>3,650</u>	3,750	4.3%	-18.0%	2.7%
6710	Contracted Labor	0	774	<u>0</u>	1,000	0.0%	-100.0%	100.0%
6810	Automotive - Gas	715	575	<u>725</u>	735	1.4%	26.1%	1.4%
6830	Automotive - Operating	1,566	1,334	<u>1,846</u>	2,500	17.9%	38.4%	35.4%
7350	Supplies - Medical	900	950	<u>6,450</u>	1,045	616.7%	578.9%	-83.8%
7370	Supplies - Office	100	97	<u>100</u>	100	0.0%	3.1%	0.0%
7375	Supplies - Security	3,475	3,175	<u>1,825</u>	3,100	-47.5%	-42.5%	69.9%
	TOTAL SUPPLIES & SERVICES	47,985	39,351	59,938	43,004	24.9%	52.3%	-28.3%

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 12 - Security Services

Mar 22, 2018 10:25 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
	TOTAL EXPENDITURES	\$2,152,382	\$2,230,588	\$1,948,541	\$1,930,581	-9.5%	-12.6%	-0.9%
	NET REVENUES/EXPENSES	-\$1,982,324	-\$2,077,317	-\$1,728,841	-\$1,739,081	-12.8%	-16.8%	0.6%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 12 - Security Services

Mar 22, 2018 10:25 AM

November
 to June
 Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Security Services Assist. Manager	1	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	0.00	0.00	0.00
Public Safety Supervisors	5	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	0.00	0.00	0.00
Security Services Reps	19	21	21	308.00	232.00	308.00	64.00	0.00	12.00	0.00	16.00	16.00	120.00	16.00	16.00	0.00	48.00	0.00	308.00	
Total	25	21	21	308.00	232.00	308.00	64.00	0.00	12.00	0.00	16.00	16.00	120.00	16.00	16.00	0.00	48.00	0.00	308.00	

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Security Services Reps	Event	8,401.00	4,733.00	10,190.00	1,176.00	1,126.00	847.00	1,029.00	764.00	720.00	792.00	734.00	665.00	663.00	752.00	922.00	9,234.00
Security Services Reps	Non-Event (Training)	2,430.00	1,350.00	2,430.00	212.00	212.00	230.00	202.00	212.00	288.00	196.00	176.00	212.00	176.00	154.00	160.00	2,430.00
Sec Svcs - Dock/Ft Drive/Breakers	Event Non-Billable	17,312.00	16,680.00	21,817.00	2,140.00	2,382.00	2,306.00	2,284.00	1,428.00	1,263.00	1,514.00	2,024.00	1,974.00	1,806.00	1,428.00	1,268.00	18,950.00
Security Services Reps	Non-Event	2,455.00	2,112.00	2,455.00	196.00	160.00	154.00	160.00	256.00	280.00	280.00	260.00	128.00	65.00	248.00	268.00	2,455.00
Security Services Reps - OT	Event / Non-Event	632.00	452.00	632.00	128.00	0.00	16.00	0.00	160.00	80.00	168.00	8.00	64.00	8.00	0.00	0.00	632.00
Total		31,230.00	25,327.00	37,524.00	3,852.00	3,880.00	3,553.00	3,675.00	2,820.00	2,631.00	2,950.00	3,202.00	3,043.00	2,718.00	2,582.00	2,618.00	33,701.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 12 - Security Services

Mar 22, 2018 10:25 AM

Account/Description	Amount
6060 Books & Periodicals	
California Penal Code, NFPA Code books	150
Subtotal	<u>150</u>
6140 FF&E \$5,000 & Under	
Desk for Public Safety Supervisors (7)	6,500
Replacement flags (US, California, Convention Center)	3,500
Replacement fire extinguishers (end of useful life)	1,500
Traffic Safety Cones/Lanes Markers/Traffic Control Signage	2,200
Solar LED traffic markers (15)	600
Lighting for front drive point	2,500
Replacement "Restricted Access" keys and cores	3,950
(2) 43" CCTV monitors for OnSSI System (\$1,000 each)	2,000
(2) Heavy Duty Portable Dock Plates	1,000
Refrigerator	975
Microwave	150
Subtotal	<u>24,875</u>
6150 Meetings - Business	
Liason meetings with Public Safety (Police/Fire-Rescue)	200
Subtotal	<u>200</u>
6240 Printing - General	
Fuel/Battery Check Forms (2 Copy NCR paper 8.5' x 5.5") QTY 3,000	450
Safety Violation Tickets (3 copy NCR paper - Ticket book bound)	750
Subtotal	<u>1,200</u>
6435 R/M Closed Circuit Television	
Software support and equipment service agreement	14,524
Subtotal	<u>14,524</u>
6510 R/M Other Equipment	
2 way radio repair fee	825
Fire Extinguisher 6 year hydro testing	1,000
Replacement AED electrode pads (34)	1,598
AED Service Agreement With San Diego Project Heartbeat (17 Devices)	970
Subtotal	<u>4,393</u>

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 12 - Security Services

Mar 22, 2018 10:25 AM

Account/Description	Amount
6550 Small Tools, Parts, & Materials	
2 way radio supplies (antennas, ear piece replacement parts, carrying cases)	3,650
Subtotal	<u>3,650</u>
6810 Automotive - Gas	
Gasoline for Security / Guest Services Hybrid Vehicle.	725
Subtotal	<u>725</u>
6830 Automotive - Operating	
Vehicle car wash	168
CA state registration	178
Routine maintenance (oil change, tire rotation, fluid change)	1,500
Subtotal	<u>1,846</u>
7350 Supplies - Medical	
Restock first aid kits.	950
Stop The Bleed Kits	5,500
Subtotal	<u>6,450</u>
7370 Supplies - Office	
Office Supplies	100
Subtotal	<u>100</u>
7375 Supplies - Security	
Flashlights, batteries for flashlights, flashlight cones, bullhorns, bulbs, yellow caution tape.	775
Temporary Badge Holders	600
Battery Bags - For display vehicles in the hall	450
Subtotal	<u>1,825</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 29 - Guest Services

Mar 22, 2018 11:11 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4340	Guest Services	108,937	104,404	126,211	107,536	15.9%	20.9%	-14.8%
4963	Operational Credit - Event Services	0	0	0	0	0.0%	0.0%	0.0%
TOTAL REVENUES		108,937	104,404	126,211	107,536	15.9%	20.9%	-14.8%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	327,990	328,039	111,733	115,070	-65.9%	-65.9%	3.0%
5010	Overtime Wages - F/T	155	259	160	165	3.2%	-38.2%	3.1%
5030	Vacation Accrual	0	-2,416	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	9,120	15,000	3,783	3,736	-58.5%	-74.8%	-1.2%
5050	Regular Wages - P/T	330,770	440,703	435,924	455,268	31.8%	-1.1%	4.4%
5057	Overtime Wages - P/T	4,563	4,277	7,469	7,817	63.7%	74.6%	4.7%
TOTAL SALARIES & WAGES		672,598	785,862	559,069	582,056	-16.9%	-28.9%	4.1%
5100	Social Security Tax	50,477	59,072	42,512	44,207	-15.8%	-28.0%	4.0%
5110	Unemployment Insurance	4,856	6,647	7,500	7,500	54.4%	12.8%	0.0%
5120	Health Insurance	43,939	42,649	13,503	14,805	-69.3%	-68.3%	9.6%
5130	Worker's Compensation Insurance	11,272	12,109	9,141	9,713	-18.9%	-24.5%	6.3%
5131	Worker's Comp. Ins. - Claim Costs	0	0	0	0	0.0%	0.0%	0.0%
5140	Life Insurance	829	828	284	291	-65.7%	-65.7%	2.5%
5150	Long-Term Disability Insurance	808	809	277	284	-65.7%	-65.8%	2.5%
5160	Retirement Plans	37,275	36,871	17,600	18,035	-52.8%	-52.3%	2.5%
TOTAL FRINGE BENEFITS		149,456	158,985	90,817	94,835	-39.2%	-42.9%	4.4%
TOTAL PERSONNEL EXPENSES		822,054	944,847	649,886	676,891	-20.9%	-31.2%	4.2%
<u>SUPPLIES & SERVICES</u>								
6140	FF&E \$5,000 & Under	500	1,100	<u>8,875</u>	600	1675.0%	706.8%	-93.2%
6240	Printing - General	2,200	2,250	<u>1,000</u>	1,020	-54.5%	-55.6%	2.0%
6550	Small Tools, Parts, & Materials	4,230	4,230	<u>6,415</u>	7,050	51.7%	51.7%	9.9%
7370	Supplies - Office	520	550	<u>530</u>	535	1.9%	-3.6%	0.9%
TOTAL SUPPLIES & SERVICES		7,450	8,130	16,820	9,205	125.8%	106.9%	-45.3%
TOTAL EXPENDITURES		\$829,504	\$952,977	\$666,706	\$686,096	-19.6%	-30.0%	2.9%
NET REVENUES/EXPENSES		-\$720,567	-\$848,573	-\$540,495	-\$578,560	-25.0%	-36.3%	7.0%

San Diego Convention Center

Personnel Expenses

FY2019 Budget - Board Approved 03/21/18

Division 29 - Guest Services

Mar 22, 2018 11:11 AM

November
to June

Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Asst Manager Guest Svcs	1	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	0.00	0.00	0.00
Public Safety Supervisor	2	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	0.00	0.00	0.00
Guest Svcs Rep	3	3	3	6.00	3.00	6.00	6.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.00
Total	6	3	3	6.00	3.00	6.00	6.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Guest Svcs Rep - Coat Check	Event	1,518.00	654.00	1,928.00	390.00	109.00	129.00	197.00	284.00	184.00	50.00	121.00	58.00	147.00	215.00	44.00	1,930.00
Guest Svcs Rep - Ticket Taker	Event	348.00	285.00	435.00	80.00	0.00	0.00	0.00	0.00	265.00	66.00	0.00	0.00	24.00	0.00	0.00	515.00
Guest Svcs Rep - Other Services	Event	996.00	300.00	986.00	549.00	45.00	19.00	0.00	0.00	92.00	22.00	79.00	0.00	8.00	32.00	140.00	1,045.00
Guest Svcs Rep - Door Person	Event - Not Billable	8,565.00	7,145.00	10,576.00	958.00	889.00	774.00	1,003.00	654.00	908.00	718.00	1,099.00	1,029.00	992.00	838.00	714.00	10,740.00
Guest Svcs Rep - Lobby Director	Event - Not Billable	7,991.00	7,995.00	10,673.00	1,047.00	749.00	595.00	829.00	961.00	946.00	715.00	1,262.00	1,083.00	1,022.00	561.00	903.00	10,800.00
Guest Svcs Rep	Non-Event	336.00	782.00	628.00	32.00	32.00	56.00	120.00	120.00	92.00	32.00	32.00	16.00	32.00	32.00	32.00	650.00
Guest Svcs Rep	Non-Event (Training)	180.00	80.00	285.00	25.00	0.00	25.00	0.00	0.00	185.00	0.00	25.00	0.00	25.00	0.00	0.00	187.00
Guest Svcs Rep - Overtime	Event & Non-Event	195.00	85.00	310.00	90.00	0.00	0.00	0.00	0.00	0.00	160.00	0.00	0.00	0.00	60.00	0.00	315.00
Total		20,129.00	17,326.00	25,821.00	3,171.00	1,824.00	1,598.00	2,149.00	2,019.00	2,672.00	1,763.00	2,618.00	2,186.00	2,250.00	1,738.00	1,833.00	26,182.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 29 - Guest Services

Mar 22, 2018 11:11 AM

Account/Description	Amount
6140 FF&E \$5,000 & Under	
6-Motorola radio with 6 bank charger	7,000
PC anti-glare screen	150
Replacement of office chairs (3) chair mats (2) , small microwave (1)	800
Replacement Coat Check Panel (1)	925
Subtotal	<u>8,875</u>
6240 Printing - General	
Re-Stock Coat Check Luggage Tags, coat check supplies	500
General building signage	500
Subtotal	<u>1,000</u>
6550 Small Tools, Parts, & Materials	
2 Way Radio supplies (antennas, ear piece replacement parts, clear tubes)	4,000
Supervisor Equipment bag (2)	240
Bulletin Board	175
Air filter supplies	200
General Key Supplies (Key Fobs)	1,800
Subtotal	<u>6,415</u>
7370 Supplies - Office	
General office supplies	530
Subtotal	<u>530</u>

FINANCE DEPARTMENT

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 30 - Finance Administration

Mar 22, 2018 11:13 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4375	ATM Services	39,500	30,500	32,000	29,000	-19.0%	4.9%	-9.4%
4610	Commissions - Device Services	7,500	5,300	5,000	5,000	-33.3%	-5.7%	0.0%
4860	Miscellaneous Income - Other	0	0	0	0	0.0%	0.0%	0.0%
	TOTAL REVENUES	47,000	35,800	37,000	34,000	-21.3%	3.4%	-8.1%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	0	0	220,201	226,791	100.0%	100.0%	3.0%
5031	Vacation Expense	0	0	7,472	7,380	100.0%	100.0%	-1.2%
	TOTAL SALARIES & WAGES	0	0	227,673	234,171	100.0%	100.0%	2.9%
5100	Social Security Tax	0	0	11,278	11,572	100.0%	100.0%	2.6%
5120	Health Insurance	0	0	452	497	100.0%	100.0%	10.0%
5130	Worker's Compensation Insurance	0	0	3,636	3,852	100.0%	100.0%	5.9%
5140	Life Insurance	0	0	559	575	100.0%	100.0%	2.9%
5150	Long-Term Disability Insurance	0	0	545	561	100.0%	100.0%	2.9%
5160	Retirement Plans	0	0	22,767	23,365	100.0%	100.0%	2.6%
	TOTAL FRINGE BENEFITS	0	0	39,237	40,422	100.0%	100.0%	3.0%
	TOTAL PERSONNEL EXPENSES	0	0	266,910	274,593	100.0%	100.0%	2.9%
<u>SUPPLIES & SERVICES</u>								
6040	Bank Charge/Armored Car	3,564	3,000	<u>3,108</u>	2,900	-12.8%	3.6%	-6.7%
6060	Books & Periodicals	400	190	<u>190</u>	190	-52.5%	0.0%	0.0%
6070	Cash Short/Over	0	0	<u>0</u>	0	0.0%	0.0%	0.0%
6140	FF&E \$5,000 & Under	1,000	0	<u>1,000</u>	1,000	0.0%	100.0%	0.0%
6150	Meetings - Business	0	0	<u>100</u>	100	100.0%	100.0%	0.0%
6160	Memberships	0	1,100	<u>1,100</u>	1,100	100.0%	0.0%	0.0%
6220	Postage & Delivery Service	11,350	8,750	<u>9,610</u>	9,900	-15.3%	9.8%	3.0%
6260	Regulatory Fees	20	20	<u>20</u>	20	0.0%	0.0%	0.0%
6510	R/M Other Equipment	1,450	1,275	<u>1,350</u>	1,225	-6.9%	5.9%	-9.3%
6700	Audit Services	38,927	47,500	<u>44,728</u>	46,500	14.9%	-5.8%	4.0%
6750	Other Professional Services	5,250	6,250	<u>14,750</u>	5,000	181.0%	136.0%	-66.1%
6800	Automotive - Allowance	0	0	<u>4,200</u>	4,200	100.0%	100.0%	0.0%
6840	Travel - Local Mileage & Parking	0	0	<u>75</u>	75	100.0%	100.0%	0.0%
6860	Travel - Out Of Town - Staff	0	0	<u>2,993</u>	6,000	100.0%	100.0%	100.5%
7270	Travel - Out Of Town - Sales	0	0	<u>3,173</u>	3,000	100.0%	100.0%	-5.5%
7370	Supplies - Office	16,150	16,150	<u>16,650</u>	17,250	3.1%	3.1%	3.6%
	TOTAL SUPPLIES & SERVICES	78,111	84,235	103,047	98,460	31.9%	22.3%	-4.5%
	TOTAL EXPENDITURES	\$78,111	\$84,235	\$369,957	\$373,053	373.6%	339.2%	0.8%
	NET REVENUES/EXPENSES	-\$31,111	-\$48,435	-\$332,957	-\$339,053	970.2%	587.4%	1.8%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 30 - Finance Administration

Mar 22, 2018 11:13 AM

November
 to June
 Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Position	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Sr. VP Finance & CFO	0	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	0.00	0.00
Total	0	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	0.00	0.00	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
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	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	0.00	0.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 30 - Finance Administration

Mar 22, 2018 11:13 AM

Account/Description	Amount
6040 Bank Charge/Armored Car	
ATM cash drops --> 20 drops @ \$114/each	2,280
ATM service calls --> 3 @ \$180/each	540
Lock fee 2 @ \$12/month	288
Subtotal	<u>3,108</u>
6060 Books & Periodicals	
Retirement Plan update subscription	190
Subtotal	<u>190</u>
6140 FF&E \$5,000 & Under	
Postage machine parts; office	1,000
Subtotal	<u>1,000</u>
6150 Meetings - Business	
	100
Subtotal	<u>100</u>
6160 Memberships	
FEI	400
NAGCA	700
Subtotal	<u>1,100</u>
6220 Postage & Delivery Service	
Regular Postage	5,800
Postage Meter rental and recurring fees	1,460
FedEx and UPS	2,100
Service postage machine	250
Subtotal	<u>9,610</u>
6260 Regulatory Fees	
	20
Subtotal	<u>20</u>
6510 R/M Other Equipment	
ATM warranty costs	1,350
Subtotal	<u>1,350</u>
6700 Audit Services	
Annual audit of financial statements	30,928

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 30 - Finance Administration

Mar 22, 2018 11:13 AM

Account/Description	Amount
Additional out-of-scope audit services provided by primary financial audit firm	4,500
Annual audit of pension plan	9,300
Subtotal	<u>44,728</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	12,500
Subtotal	<u>14,750</u>
6800 Automotive - Allowance	
	4,200
Subtotal	<u>4,200</u>
6840 Travel - Local Mileage & Parking	
	75
Subtotal	<u>75</u>
6860 Travel - Out Of Town - Staff	
IAVM Venue Connect - Toronto, Canada (July 21-23, 2018)	2,993
Subtotal	<u>2,993</u>
7270 Travel - Out Of Town - Sales	
PCMA Convening Leaders - Pittsburg, PA (January 6-9, 2019)	3,173
Subtotal	<u>3,173</u>
7370 Supplies - Office	
General supplies for Finance	150
Centralized inventory	16,500
Subtotal	<u>16,650</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 32 - Accounting

Mar 22, 2018 11:15 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
REVENUES								
	TOTAL REVENUES	0	0	0	0	0.0%	0.0%	0.0%
PERSONNEL								
5000	Salaries & Wages - F/T	547,955	405,257	522,114	537,776	-4.7%	28.8%	3.0%
5010	Overtime Wages - F/T	2,159	3,722	645	0	-70.1%	-82.7%	-100.0%
5030	Vacation Accrual	0	-31,370	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	15,245	43,372	7,814	17,540	-48.7%	-82.0%	124.5%
5050	Regular Wages - P/T	19,500	0	0	0	-100.0%	0.0%	0.0%
	TOTAL SALARIES & WAGES	584,859	420,981	530,573	555,316	-9.3%	26.0%	4.7%
5100	Social Security Tax	42,053	32,671	38,124	39,746	-9.3%	16.7%	4.3%
5110	Unemployment Insurance	0	8,400	11,600	2,000	100.0%	38.1%	-82.8%
5120	Health Insurance	68,310	49,760	98,420	109,208	44.1%	97.8%	11.0%
5130	Worker's Compensation Insurance	9,813	7,053	8,474	9,134	-13.6%	20.1%	7.8%
5140	Life Insurance	1,392	1,019	1,306	1,366	-6.2%	28.2%	4.6%
5150	Long-Term Disability Insurance	1,357	991	1,274	1,333	-6.1%	28.6%	4.6%
5160	Retirement Plans	56,536	38,693	47,823	58,672	-15.4%	23.6%	22.7%
	TOTAL FRINGE BENEFITS	179,461	138,587	207,021	221,459	15.4%	49.4%	7.0%
	TOTAL PERSONNEL EXPENSES	764,320	559,568	737,594	776,775	-3.5%	31.8%	5.3%
SUPPLIES & SERVICES								
6030	Bad Debts - Unpaid Charges	0	0	0	0	0.0%	0.0%	0.0%
6040	Bank Charge/Armored Car	377	365	365	365	-3.2%	0.0%	0.0%
6070	Cash Short/Over	0	51	0	0	0.0%	-100.0%	0.0%
6090	Credit Card Service Charges	57,000	95,000	112,000	120,000	96.5%	17.9%	7.1%
6140	FF&E \$5,000 & Under	350	350	500	350	42.9%	42.9%	-30.0%
6240	Printing - General	2,725	2,725	2,850	2,500	4.6%	4.6%	-12.3%
6510	R/M Other Equipment	0	0	250	0	100.0%	100.0%	-100.0%
6710	Contracted Labor	0	92,630	10,000	10,000	100.0%	-89.2%	0.0%
6750	Other Professional Services	10,000	8,500	10,000	10,000	0.0%	17.6%	0.0%
6760	Payroll Processing	8,160	8,160	8,500	3,000	4.2%	4.2%	-64.7%
6840	Travel - Local Mileage & Parking	0	0	0	0	0.0%	0.0%	0.0%
6860	Travel - Out Of Town - Staff	6,092	3,000	3,726	7,452	-38.8%	24.2%	100.0%
7100	Communication Services	1,080	0	0	0	-100.0%	0.0%	0.0%
7370	Supplies - Office	2,200	2,200	2,350	2,200	6.8%	6.8%	-6.4%
	TOTAL SUPPLIES & SERVICES	87,984	212,981	150,541	155,867	71.1%	-29.3%	3.5%
	TOTAL EXPENDITURES	\$852,304	\$772,549	\$888,135	\$932,642	4.2%	15.0%	5.0%
	NET REVENUES/EXPENSES	-\$852,304	-\$772,549	-\$888,135	-\$932,642	4.2%	15.0%	5.0%

San Diego Convention Center
Personnel Expenses
FY2019 Budget - Board Approved 03/21/18
Division 32 - Accounting

Mar 22, 2018 11:15 AM

**November
to June
Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)**

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Controller	1	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	0.00	0.00
Accounting Manager	1	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	0.00	0.00
Senior Accountant	1	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	0.00	0.00
Revenue Accountant	1	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	0.00	0.00
Staff Accountant	1	1	1	5.00	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	0.00	0.00
Payroll Accountant	1	1	1	36.00	15.00	15.00	0.00	0.00	0.00	0.00	0.00	2.00	10.00	0.00	3.00	0.00	0.00	0.00	0.00	0.00
Accounts Payable Tech	1	1	1	10.00	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	0.00	0.00
Total	7	7	7	51.00	15.00	15.00	0.00	0.00	0.00	0.00	0.00	2.00	10.00	0.00	3.00	0.00	0.00	0.00	0.00	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Accounting Technician	Non-Event	650.00	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	0.00
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	0.00	0.00
Total		650.00	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	0.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 32 - Accounting

Mar 22, 2018 11:15 AM

Account/Description	Amount
6040 Bank Charge/Armored Car Armored Car service (\$22/mo x 12 months) + (\$100 for spec deliveries)	365
Subtotal	<u>365</u>
6090 Credit Card Service Charges During FY16, we switched to a new method of processing credit cards from a tiered system to an online gateway in order to secure data and process more efficiently. Our effective cost went from an avg of 5.09% to 2.85%. Historical trend is \$1.5M, however FY17 has seen increased volume projected at \$2.0M. Through December 2017, Acctg has converted to a new gateway system which enables us to more efficiently and securely collect payments which is increasing the volume of transactions with streamlining our processes. Therefore FY18 will see higher total costs as the transaction volume is projected to be \$3.25M @ 2.85%. FY19 and FY20 based on \$3.75M/\$4M @ 2.85%: Projection trend is about 4 months at \$13K and 8 months avg of \$7500	112,000
Subtotal	<u>112,000</u>
6140 FF&E \$5,000 & Under Calculator (\$100) and 2 chairs (\$200)	500
Subtotal	<u>500</u>
6240 Printing - General AP Check Stock/Envelopes (\$200/4000 ct) needed annually + 1099 forms \$100; PR Check printing with push in 2018 to go more paperless W2's and checks. (Reduce from 10K to 5K pressure-seal check stock \$1250 + 1500 manual checks \$250) and \$375 for MICR/HV toner (3 toners). PR W2 forms pressure-seal 500 = \$300 and 1095 Forms 400 = \$250) + 5% increase in costs.	2,850
Subtotal	<u>2,850</u>
6510 R/M Other Equipment Sealer	250
Subtotal	<u>250</u>
6710 Contracted Labor Thru Nov 2017: \$41,442 / FT Rev Acct (\$44.55/hr) for Dec-Mar + PT A/P (\$22/hr x 25 hr week) for Dec - Mar None anticipated for FY19 or FY20	10,000
Subtotal	<u>10,000</u>
6750 Other Professional Services Ultipro Customizations (Health Benefit Fix) - \$2500. Document retention project/Conversion support (M Myers 150 hrs @ \$50)	2,500 7,500
Subtotal	<u>10,000</u>

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 32 - Accounting

Mar 22, 2018 11:15 AM

Account/Description	Amount
6760 Payroll Processing Ceridian check services will remain the PR processing company for taxes. Ceridian files taxes only (\$250/mo x 12 + \$25/Qtr + \$150 W3). FY19: estimate a 4% increase . Ultimate Software files ACA tax file (\$1 x 430 ee x 12 mon). This is a 2-year contract. Payroll will print and issue ACA's to employees	8,500
Subtotal	<u>8,500</u>
6860 Travel - Out Of Town - Staff Ultipro Conference (March 2019) - Payroll	3,726
Subtotal	<u>3,726</u>
7370 Supplies - Office	2,350
Subtotal	<u>2,350</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 33 - Finance

Mar 22, 2018 11:18 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4850	Interest Income - Other	4,300	69,000	87,000	90,000	1923.3%	26.1%	3.4%
4860	Miscellaneous Income - Other	30,000	30,000	30,000	30,000	0.0%	0.0%	0.0%
4880	Event Insurance	1,500	0	1,500	1,500	0.0%	100.0%	0.0%
	TOTAL REVENUES	35,800	99,000	118,500	121,500	231.0%	19.7%	2.5%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	559,271	596,340	351,754	362,290	-37.1%	-41.0%	3.0%
5030	Vacation Accrual	0	5,087	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	15,575	65,682	11,947	11,800	-23.3%	-81.8%	-1.2%
5050	Regular Wages - P/T	0	0	0	0	0.0%	0.0%	0.0%
	TOTAL SALARIES & WAGES	574,846	667,109	363,701	374,090	-36.7%	-45.5%	2.9%
5100	Social Security Tax	34,282	40,965	24,429	25,034	-28.7%	-40.4%	2.5%
5120	Health Insurance	76,538	53,557	43,054	46,912	-43.7%	-19.6%	9.0%
5130	Worker's Compensation Insurance	9,645	10,428	5,808	6,153	-39.8%	-44.3%	5.9%
5140	Life Insurance	1,414	1,620	893	919	-36.8%	-44.9%	2.9%
5150	Long-Term Disability Insurance	1,380	1,556	872	897	-36.8%	-44.0%	2.9%
5160	Retirement Plans	57,485	65,974	36,370	37,357	-36.7%	-44.9%	2.7%
	TOTAL FRINGE BENEFITS	180,744	174,100	111,426	117,272	-38.4%	-36.0%	5.2%
	TOTAL PERSONNEL EXPENSES	755,590	841,209	475,127	491,362	-37.1%	-43.5%	3.4%
<u>SUPPLIES & SERVICES</u>								
6140	FF&E \$5,000 & Under	100	100	<u>100</u>	100	0.0%	0.0%	0.0%
6150	Meetings - Business	200	48	<u>0</u>	0	-100.0%	-100.0%	0.0%
6160	Memberships	1,900	760	<u>760</u>	760	-60.0%	0.0%	0.0%
6750	Other Professional Services	0	0	<u>0</u>	0	0.0%	0.0%	0.0%
6800	Automotive - Allowance	0	4,200	<u>0</u>	0	0.0%	-100.0%	0.0%
6840	Travel - Local Mileage & Parking	75	60	<u>0</u>	0	-100.0%	-100.0%	0.0%
6860	Travel - Out Of Town - Staff	4,491	3,053	<u>0</u>	0	-100.0%	-100.0%	0.0%
6900	Insurance - Auto	6,630	5,484	<u>6,050</u>	6,353	-8.7%	10.3%	5.0%
6910	Insurance - Deductible Reserve	20,000	13,500	<u>25,000</u>	25,000	25.0%	85.2%	0.0%
6920	Insurance - Directors/Officers	46,010	42,558	<u>43,840</u>	45,155	-4.7%	3.0%	3.0%
6950	Insurance - Liability	120,436	124,461	<u>133,633</u>	140,315	11.0%	7.4%	5.0%
6960	Insurance - Paid Claims	3,000	2,000	<u>3,000</u>	3,000	0.0%	50.0%	0.0%
6970	Insurance - Property	169,600	172,602	<u>190,384</u>	209,422	12.3%	10.3%	10.0%
6980	Insurance - Event	2,700	2,700	<u>2,700</u>	2,700	0.0%	0.0%	0.0%
6990	Insurance - Travel	750	750	<u>750</u>	750	0.0%	0.0%	0.0%
7100	Communication Services	1,200	0	<u>0</u>	0	-100.0%	0.0%	0.0%
7270	Travel - Out Of Town - Sales	2,645	0	<u>0</u>	0	-100.0%	0.0%	0.0%
7370	Supplies - Office	400	400	<u>400</u>	400	0.0%	0.0%	0.0%
	TOTAL SUPPLIES & SERVICES	380,137	372,676	406,617	433,955	7.0%	9.1%	6.7%

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 33 - Finance

Mar 22, 2018 11:18 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>NON-OPERATING EXPENSES</u>								
7950	Depreciation Expense	2,492,296	2,321,367	<u>2,975,660</u>	3,426,009	19.4%	28.2%	15.1%
6130	Interest Expense	451,438	431,450	<u>840,450</u>	891,362	86.2%	94.8%	6.1%
6175	Loss on Disposal of Fixed Assets	2,365	0	<u>100,000</u>	250,000	4128.3%	100.0%	150.0%
7981	Loan Admin Fee	0	0	<u>0</u>	76,500	0.0%	0.0%	100.0%
	TOTAL NON-OPERATING	<u>2,946,099</u>	<u>2,752,817</u>	<u>3,916,110</u>	<u>4,643,871</u>	<u>32.9%</u>	<u>42.3%</u>	<u>18.6%</u>
	TOTAL EXPENDITURES	<u>\$4,081,826</u>	<u>\$3,966,702</u>	<u>\$4,797,854</u>	<u>\$5,569,188</u>	<u>17.5%</u>	<u>21.0%</u>	<u>16.1%</u>
	NET REVENUES/EXPENSES	<u>-\$4,046,026</u>	<u>-\$3,867,702</u>	<u>-\$4,679,354</u>	<u>-\$5,447,688</u>	<u>15.7%</u>	<u>21.0%</u>	<u>16.4%</u>

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 33 - Finance

Mar 22, 2018 11:18 AM

November
 to June
 Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projection Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projection Overtime Hours	
Sr. VP Finance & CFO	1	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	0.00	0.00	0.00
Finance & Risk Management Dir.	1	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	0.00	0.00
Finance Manager	1	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	0.00	0.00
Finance Systems Analyst	1	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	0.00	0.00
Total	4	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	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projection Part-Time Hours
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	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	0.00	0.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 33 - Finance

Mar 22, 2018 11:18 AM

Account/Description	Amount
6130 Interest Expense	
	840,450
Subtotal	<u>840,450</u>
6140 FF&E \$5,000 & Under	
KR - \$100	100
Subtotal	<u>100</u>
6150 Meetings - Business	
Reclass to Div. 30	0
Subtotal	<u>0</u>
6160 Memberships	
Risk & Insurance Management Society (RIMS)	760
Subtotal	<u>760</u>
6175 Loss on Disposal of Fixed Assets	
	100,000
Subtotal	<u>100,000</u>
6800 Automotive - Allowance	
Reclass to Div. 30	0
Subtotal	<u>0</u>
6840 Travel - Local Mileage & Parking	
Parking fees for in-town meetings. - Reclass to Div. 30	0
Subtotal	<u>0</u>
6900 Insurance - Auto	
- July - Apr = 500x10 (Est 5%)	5,000
- May - June = 525x2 (Est 5%)	1,050
Subtotal	<u>6,050</u>
6910 Insurance - Deductible Reserve	
Estimate Reserve - EPLI	12,500
Estimate Reserve - GL & Property	12,500
Subtotal	<u>25,000</u>
6920 Insurance - Directors/Officers	
- July - Apr = 3635x10 (Est3%)	36,350
- May - June = 3745x2 (Est 3%)	7,490

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 33 - Finance

Mar 22, 2018 11:18 AM

Account/Description	Amount
Subtotal	<u>43,840</u>
6950 Insurance - Liability	
Primary	
Budgeted insurance premium is based on the following:	
- July - Apr = 2015x10 (Est 5%)	20,150
- May - June = 2115x2 (Est 5%)	4,230
Umbrella (\$27m x \$1m)	
- July - Apr = 4060x10 (Est 5%)	40,600
- May - June = 4265x2 (Est 5%)	8,530
Excess (\$22m x \$28m)	
- July - Apr = 1925x10 (Est 5%)	19,250
- May - June = 2020x2 (Est 5%)	4,040
Underground storage tank (Est. 0%)	2,333
Cyber Liability	
- July - Oct = 1074x4 (Est 0%)	4,296
- Nov - Apr = 1130x6 (Est 5%)	6,780
- May - June = 1187x2 (Est 5%)	2,374
Broker Fees	21,050
Insurance coverage for general liability (primary & excess), cyberLiability, and underground storage tanks.	
Subtotal	<u>133,633</u>
6960 Insurance - Paid Claims	
Non-insured claims for property loss/damages	3,000
Subtotal	<u>3,000</u>
6970 Insurance - Property	
All Risk	
Budgeted insurance premium is based on the following:	
* July- Apr = 13965x10 (Increased value + est 10%)	139,650
* May - June = 15362x2 (Est 10%)	30,724
Broker Fees	20,010
Subtotal	<u>190,384</u>
6980 Insurance - Event	

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 33 - Finance

Mar 22, 2018 11:18 AM

Account/Description	Amount
Based on estimated revenue of \$2700	2,700
Subtotal	<u>2,700</u>
6990 Insurance - Travel	
Three yrs policy \$2,250, expiring 3/1/18, assumed no rate change when renewed. (\$750)	750
Subtotal	<u>750</u>
7370 Supplies - Office	
KR - \$400	400
Subtotal	<u>400</u>
7950 Depreciation Expense	
	2,975,660
Subtotal	<u>2,975,660</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 04 - Procurement

Mar 22, 2018 10:09 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
REVENUES								
	TOTAL REVENUES	0	0	0	0	0.0%	0.0%	0.0%
PERSONNEL								
5000	Salaries & Wages - F/T	174,327	194,119	297,054	269,723	70.4%	53.0%	-9.2%
5010	Overtime Wages - F/T	0	2,055	1,992	2,105	100.0%	-3.1%	5.7%
5030	Vacation Accrual	0	2,308	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	4,854	404	0	8,798	-100.0%	-100%	100.0%
5050	Regular Wages - P/T	0	19,371	31,720	32,352	100.0%	63.7%	2.0%
	TOTAL SALARIES & WAGES	179,181	218,257	330,766	312,978	84.6%	51.5%	-5.4%
5100	Social Security Tax	13,481	16,060	24,186	23,052	79.4%	50.6%	-4.7%
5120	Health Insurance	12,703	19,264	46,284	37,765	264.4%	140.3%	-18.4%
5130	Worker's Compensation Insurance	3,006	3,451	5,298	5,159	76.2%	53.5%	-2.6%
5140	Life Insurance	441	444	738	692	67.3%	66.2%	-6.2%
5150	Long-Term Disability Insurance	430	433	719	675	67.2%	66.1%	-6.1%
5160	Retirement Plan	17,918	5,894	27,971	28,063	56.1%	374.6%	0.3%
	TOTAL FRINGE BENEFITS	47,979	45,546	105,196	95,406	119.3%	131.0%	-9.3%
	TOTAL PERSONNEL EXPENSES	227,160	263,803	435,962	408,384	91.9%	65.3%	-6.3%
SUPPLIES & SERVICES								
6000	Advertising - Purchasing	12,000	9,000	<u>12,000</u>	12,000	0.0%	33.3%	0.0%
6060	Books & Periodicals	200	200	<u>200</u>	200	0.0%	0.0%	0.0%
6140	FF&E \$5,000 & Under	0	300	<u>0</u>	150	0.0%	-100.0%	100.0%
6150	Meetings - Business	240	224	<u>660</u>	660	175.0%	194.6%	0.0%
6160	Memberships	645	926	<u>1,246</u>	1,246	93.2%	34.6%	0.0%
6290	Staff Training	0	429	<u>500</u>	500	100.0%	16.6%	0.0%
6440	Software & Application Maintenance Svcs	0	7,000	<u>22,238</u>	22,908	100.0%	217.7%	3.0%
6710	Contracted Labor	0	75,232	<u>5,000</u>	5,000	100.0%	-93.4%	0.0%
6840	Travel - Local Mileage & Parking	150	150	<u>200</u>	200	33.3%	33.3%	0.0%
6860	Travel - Out Of Town - Staff	4,691	2,000	<u>4,790</u>	4,840	2.1%	139.5%	1.0%
7100	Communication Services	912	0	<u>0</u>	0	-100.0%	0.0%	0.0%
7370	Supplies - Office	500	500	<u>500</u>	500	0.0%	0.0%	0.0%
	TOTAL SUPPLIES & SERVICES	19,338	95,961	47,334	48,204	144.8%	-50.7%	1.8%
	TOTAL EXPENDITURES	\$246,498	\$359,764	\$483,296	\$456,588	96.1%	34.3%	-5.5%
	NET REVENUES/EXPENSES	-\$246,498	-\$359,764	-\$483,296	-\$456,588	96.1%	34.3%	-5.5%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 04 - Procurement

Mar 22, 2018 10:09 AM

November
 to June
 Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Procurement & Contracts Director	1	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	0.00	0.00
Contracts & Procurement Agent	1	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	0.00	0.00
Compliance Contract Rep	0	1	1	0.00	45.50	48.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	50.00
Contract Specialist	0	0.67	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	0.00	0.00	0.00
Total	2	3.67	3	0.00	45.50	48.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	50.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Business Services	Non-Event	0.00	1,280.00	2,080.00	172.00	172.00	172.00	172.00	172.00	172.00	172.00	172.00	172.00	172.00	172.00	188.00	2,080.00
Total		0.00	1,280.00	2,080.00	172.00	172.00	172.00	172.00	172.00	172.00	172.00	172.00	172.00	172.00	172.00	188.00	2,080.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 04 - Procurement

Mar 22, 2018 10:09 AM

Account/Description	Amount
6000 Advertising - Purchasing	
	12,000
Subtotal	<u>12,000</u>
6060 Books & Periodicals	
industry-related reference books and periodicals	200
Subtotal	<u>200</u>
6150 Meetings - Business	
Industry Meetings (Monthly)	660
Subtotal	<u>660</u>
6160 Memberships	
COSTCO - Membership (R. Barham, S. Young, R. ValeCruz, D. Noble)	110
NIGP - National Institute of Governmental Purchasing - (Director and PA)	270
CAPPO - Calif. Assoc of Public Procurement Officials - (Director and PA)	265
ISM - Institute of Supply Management (1)	230
National Association of Contract Management (NCMA)	185
SHRM	186
Subtotal	<u>1,246</u>
6290 Staff Training	
Webinars, Workshops (local)	500
Subtotal	<u>500</u>
6440 Software & Application Maintenance Services	
Planet Bid annual maintenance: PB-System (2 users = \$6,232), PB-CM (5 users = \$8,965), PB-ICM (5 users = \$3,791). 3% escalation per year.	18,988
LCP Tracker annual fee. 3% escalation per year.	3,250
Subtotal	<u>22,238</u>
6710 Contracted Labor	
	5,000
Subtotal	<u>5,000</u>
6840 Travel - Local Mileage & Parking	
mileage to/from assn mtgs, vendor site inspection/fact finding, and emergency purchases	200
Subtotal	<u>200</u>
6860 Travel - Out Of Town - Staff	

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 04 - Procurement

Mar 22, 2018 10:09 AM

Account/Description	Amount
CAPPO - National Conference, TBD - January 2019	2,050
NIGP - National Conference, Nashville TN - August 2018	2,740
Subtotal	<u>4,790</u>
7370 Supplies - Office	
File folders & other misc office supplies	500
Subtotal	<u>500</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 96 - Adjustments

Mar 22, 2018 11:39 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
	TOTAL REVENUES	0	0	0	0	0.0%	0.0%	0.0%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	-432,000	0	-435,000	-448,050	0.7%	0.0%	3.0%
5030	Vacation Accrual	-29,300	15,353	-40,077	-49,745	36.8%	-361.0%	24.1%
5031	Vacation Expense	43,979	8,521	41,921	-14,615	-4.7%	392.0%	-134.9%
	TOTAL SALARIES & WAGES	-417,321	23,874	-433,156	-512,410	3.8%	-1914.3%	18.3%
5100	Social Security Tax	-29,572	0	-29,959	-35,394	1.3%	0.0%	18.1%
5110	Unemployment Insurance	5,000	2,432	10,000	9,825	100.0%	311.2%	-1.8%
5120	Health Insurance	-99,732	0	-107,555	-118,113	7.8%	0.0%	9.8%
5130	Worker's Compensation Insurance	-6,511	136	-6,277	-8,429	-3.6%	-4715.4%	34.3%
5131	Worker's Comp. Ins. - Claim Costs	250,000	281,432	250,000	250,000	0.0%	-11.2%	0.0%
5140	Life Insurance	-956	0	-968	-1,138	1.3%	0.0%	17.6%
5150	Long-Term Disability Insurance	-936	0	-948	-1,110	1.3%	0.0%	17.1%
5160	Retirement Plans	-48,802	-14,148	-59,308	-66,267	21.5%	319.2%	11.7%
	TOTAL FRINGE BENEFITS	68,491	269,852	54,985	29,374	-19.7%	-79.6%	-46.6%
	TOTAL PERSONNEL EXPENSES	-348,830	293,726	-378,171	-483,036	8.4%	-228.7%	27.7%
<u>SUPPLIES & SERVICES</u>								
	TOTAL SUPPLIES & SERVICES	0	0	0	0	0.0%	0.0%	0.0%
	TOTAL EXPENDITURES	-\$348,830	\$293,726	-\$378,171	-\$483,036	8.4%	-228.7%	27.7%
	NET REVENUES/EXPENSES	\$348,830	-\$293,726	\$378,171	\$483,036	8.4%	-228.7%	27.7%

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 97 - City Funding & Allocations

Mar 22, 2018 11:41 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4990	City of San Diego	1,505,000	1,390,000	0	0	-100.0%	-100.0%	0.0%
	TOTAL REVENUES	1,505,000	1,390,000	0	0	-100.0%	-100.0%	0.0%
<u>PERSONNEL</u>								
	TOTAL SALARIES & WAGES	0	0	0	0	0.0%	0.0%	0.0%
	TOTAL FRINGE BENEFITS	0	0	0	0	0.0%	0.0%	0.0%
	TOTAL PERSONNEL EXPENSES	0	0	0	0	0.0%	0.0%	0.0%
<u>SUPPLIES & SERVICES</u>								
	TOTAL SUPPLIES & SERVICES	0	0	0	0	0.0%	0.0%	0.0%
	TOTAL EXPENDITURES	\$0	\$0	\$0	\$0	0.0%	0.0%	0.0%
	NET REVENUES/EXPENSES	\$1,505,000	\$1,390,000	\$0	\$0	-100.0%	-100.0%	0.0%

BUSINESS DEVELOPMENT DEPARTMENT

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 40 - Business Development

Mar 22, 2018 11:22 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
REVENUES								
4274	Sponsorship - Inside	150,000	180,000	160,000	160,000	6.7%	-11.1%	0.0%
4371	Ancillary Business Services	0	11,548	12,000	12,000	100.0%	3.9%	0.0%
4830	Business Referral	20,000	0	10,000	10,000	-50.0%	100.0%	0.0%
4835	Ancillary Business Development	25,000	0	0	0	-100.0%	0.0%	0.0%
4855	Gain on Exchange	0	21,638	22,896	22,896	100.0%	5.8%	0.0%
	TOTAL REVENUES	195,000	213,186	204,896	204,896	5.1%	-3.9%	0.0%
PERSONNEL								
5000	Salaries & Wages - F/T	217,811	264,814	291,212	293,648	33.7%	10.0%	0.8%
5020	Performance Awards - F/T	0	0	25,000	25,000	100.0%	100.0%	0.0%
5030	Vacation Accrual	0	3,603	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	6,066	0	0	9,578	-100.0%	0.0%	100.0%
5050	Regular Wages - P/T	1,197	0	0	0	-100.0%	0.0%	0.0%
	TOTAL SALARIES & WAGES	225,074	268,417	316,212	328,226	40.5%	17.8%	3.8%
5100	Social Security Tax	11,159	14,078	18,700	19,389	67.6%	32.8%	3.7%
5120	Health Insurance	14,157	17,674	30,925	34,017	118.4%	75.0%	10.0%
5130	Worker's Compensation Insurance	3,776	4,252	5,050	5,387	33.7%	18.8%	6.7%
5140	Life Insurance	551	657	803	833	45.7%	22.2%	3.7%
5150	Long-Term Disability Insurance	537	634	779	808	45.1%	22.9%	3.7%
5160	Retirement Plans	22,388	22,184	31,621	32,823	41.2%	42.5%	3.8%
	TOTAL FRINGE BENEFITS	52,568	59,479	87,878	93,257	67.2%	47.7%	6.1%
	TOTAL PERSONNEL EXPENSES	277,642	327,896	404,090	421,483	45.5%	23.2%	4.3%
SUPPLIES & SERVICES								
6060	Books & Periodicals	0	0	0	0	0.0%	0.0%	0.0%
6140	FF&E \$5,000 & Under	0	0	0	0	0.0%	0.0%	0.0%
6150	Meetings - Business	5,000	2,500	3,500	3,500	-30.0%	40.0%	0.0%
6160	Memberships	2,000	2,000	3,500	2,000	75.0%	75.0%	-42.9%
6440	Software & Application Maintenance Svcs	0	0	0	0	0.0%	0.0%	0.0%
6740	Legal Services	25,000	5,000	10,000	15,000	-60.0%	100.0%	50.0%
6750	Other Professional Services	46,000	46,000	55,000	50,000	19.6%	19.6%	-9.1%
6800	Automotive - Allowance	4,200	4,200	4,200	4,200	0.0%	0.0%	0.0%
6840	Travel - Local Mileage & Parking	1,000	200	500	500	-50.0%	150.0%	0.0%
6860	Travel - Out Of Town - Staff	0	0	0	0	0.0%	0.0%	0.0%
7100	Communication Services	1,200	0	0	0	-100.0%	0.0%	0.0%
7220	Client Promotions & Entertainment	0	0	1,000	1,000	100.0%	100.0%	0.0%
7270	Travel - Out Of Town - Sales	12,154	12,154	20,000	18,000	64.6%	64.6%	-10.0%
7370	Supplies - Office	0	0	0	0	0.0%	0.0%	0.0%
	TOTAL SUPPLIES & SERVICES	96,554	72,054	97,700	94,200	1.2%	35.6%	-3.6%
	TOTAL EXPENDITURES	\$374,196	\$399,950	\$501,790	\$515,683	34.1%	25.5%	2.8%
	NET REVENUES/EXPENSES	-\$179,196	-\$186,764	-\$296,894	-\$310,787	65.7%	59.0%	4.7%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 40 - Business Development

Mar 22, 2018 11:22 AM

November
 to June
 Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Sr. VP/Chief Business Dev. Officer	1	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	0.00	0.00
Special Event Manager	0	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	0.00	0.00
Total	1	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	0.00	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Business Services	Non-Event	80.00	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	0.00
Total		80.00	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	0.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 40 - Business Development

Mar 22, 2018 11:22 AM

Account/Description	Amount
6150 Meetings - Business	
Cost of Meals	3,500
Subtotal	<u>3,500</u>
6160 Memberships	
National Association of Sports Commissions, \$795	795
PCMA, \$485	485
IAEE, \$1519	1,519
Other Potential Memberships (Place Holder)	701
Subtotal	<u>3,500</u>
6740 Legal Services	
Place holder for legal fees related to shows/ events agreements review	10,000
Subtotal	<u>10,000</u>
6750 Other Professional Services	
MDG agreement and services; 5 events review @ \$12,500, TAP @ \$12,500	25,000
Esports Consultation	25,000
Grant writing	5,000
Subtotal	<u>55,000</u>
6800 Automotive - Allowance	
	4,200
Subtotal	<u>4,200</u>
6840 Travel - Local Mileage & Parking	
	500
Subtotal	<u>500</u>
7220 Client Promotions & Entertainment	
	1,000
Subtotal	<u>1,000</u>
7270 Travel - Out Of Town - Sales	
ASAE - August 18-21, 2018 (Chicago)	1,500
Connect Sports- August 23-25, 2018 (Salt Lake City)	1,500
Cubs Opening Day Client Event - April 2019 (Chicago)	1,300
Holiday Showcase - December 12-13, 2018 (Chicago)	1,000
IAEE Expo - December 11-13, 2018 (New Orleans)	1,700

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 40 - Business Development

Mar 22, 2018 11:22 AM

Account/Description	Amount
IMEX - October 16-18, 2018 (Las Vegas)	1,500
National Association of Sports Commissions - May 6-9, 2019 (Knoxville)	2,500
PCMA Convening Leaders - January 6-9, 2019 (Pittsburgh)	3,000
Trip #1 (TBD)	2,000
Xlive - December 2018 (Las Vegas)	1,500
Xlive eSport Sumitt - April 2019 (New York)	2,500
Subtotal	<u>20,000</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 41 - Events

Mar 22, 2018 5:18 PM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4201	Co-Promoted Events	400,000	0	300,000	300,000	-25.0%	100.0%	0.0%
4330	Labor Services	38,000	0	0	0	-100.0%	0.0%	0.0%
4340	Guest Services	5,031	0	2,016	0	-59.9%	100.0%	-100.0%
4360	Public Safety	2,745	0	2,898	0	5.6%	100.0%	-100.0%
4384	Social Media Marketing	16,667	0	0	0	-100.0%	0.0%	0.0%
4390	Trash Pulls	0	0	2,800	0	100.0%	100.0%	-100.0%
TOTAL REVENUES		462,443	0	307,714	300,000	-33.5%	100.0%	-2.5%
<u>PERSONNEL</u>								
5050	Regular Wages - P/T	41,301	0	35,083	36,187	-15.1%	100.0%	3.1%
TOTAL SALARIES & WAGES		41,301	0	35,083	36,187	-15.1%	100.0%	3.1%
5100	Social Security Tax	3,160	0	2,684	2,768	-15.1%	100.0%	3.1%
5110	Unemployment Insurance	559	0	0	0	-100.0%	0.0%	0.0%
5125	Health Insurance - P/T	516	0	0	0	-100.0%	0.0%	0.0%
5130	Worker's Compensation Insurance	691	0	577	607	-16.5%	100.0%	5.2%
5160	Retirement Plans	414	0	0	0	-100.0%	0.0%	0.0%
5170	Retirement Plans - Union	799	0	688	742	-13.9%	100.0%	7.8%
TOTAL FRINGE BENEFITS		6,139	0	3,949	4,117	-35.7%	100.0%	4.3%
TOTAL PERSONNEL EXPENSES		47,440	0	39,032	40,304	-17.7%	100.0%	3.3%
<u>SUPPLIES & SERVICES</u>								
6280	Special Event Expenses	1,000	0	0	0	-100.0%	0.0%	0.0%
TOTAL SUPPLIES & SERVICES		1,000	0	0	0	-100.0%	0.0%	0.0%
TOTAL EXPENDITURES		\$48,440	\$0	\$39,032	\$40,304	-19.4%	100.0%	3.3%
NET REVENUES/EXPENSES		\$414,003	\$0	\$268,682	\$259,696	-35.1%	100%	-3.3%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 41 - Events

Mar 22, 2018 5:18 PM

November
to June

Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
	0	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	0.00	0.00	0.00
Total	0	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	0.00	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Security Services - Div 12	Event	228.00	0.00	298.00	0.00	0.00	0.00	0.00	92.00	0.00	0.00	0.00	0.00	0.00	206.00	0.00	298.00
Cleaning Services - Div 21	Event	627.00	0.00	1,060.00	0.00	0.00	0.00	0.00	160.00	0.00	0.00	0.00	0.00	0.00	900.00	0.00	1,060.00
Building Services - Div 23	Event	1,176.00	0.00	492.00	0.00	0.00	0.00	0.00	16.00	0.00	0.00	0.00	0.00	0.00	476.00	0.00	492.00
Guest Services - Div 29	Event	477.00	0.00	216.00	0.00	0.00	0.00	0.00	36.00	0.00	0.00	0.00	0.00	0.00	180.00	0.00	216.00
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	0.00	0.00
Total		2,508.00	0.00	2,066.00	0.00	0.00	0.00	0.00	304.00	0.00	0.00	0.00	0.00	0.00	1,762.00	0.00	2,066.00

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 60 - Sales & Services Administration

Mar 22, 2018 11:32 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
	TOTAL REVENUES	0	0	0	0	0.0%	0.0%	0.0%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	351,957	351,882	362,501	373,360	3.0%	3.0%	3.0%
5030	Vacation Accrual	0	788	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	9,786	2,000	10,373	12,160	6.0%	418.7%	17.2%
	TOTAL SALARIES & WAGES	361,743	354,670	372,874	385,520	3.1%	5.1%	3.4%
5100	Social Security Tax	23,769	24,088	24,233	24,992	2.0%	0.6%	3.1%
5120	Health Insurance	48,577	47,734	53,232	58,150	9.6%	11.5%	9.2%
5130	Worker's Compensation Insurance	6,070	5,537	5,955	6,341	-1.9%	7.5%	6.5%
5140	Life Insurance	889	869	916	947	3.0%	5.4%	3.4%
5150	Long-Term Disability Insurance	867	840	894	924	3.1%	6.4%	3.4%
5160	Retirement Plans	36,174	35,338	37,287	38,500	3.1%	5.5%	3.3%
	TOTAL FRINGE BENEFITS	116,346	114,406	122,517	129,854	5.3%	7.1%	6.0%
	TOTAL PERSONNEL EXPENSES	478,089	469,076	495,391	515,374	3.6%	5.6%	4.0%
<u>SUPPLIES & SERVICES</u>								
6140	FF&E \$5,000 & Under	350	300	350	300	0.0%	16.7%	-14.3%
6150	Meetings - Business	200	150	150	175	-25.0%	0.0%	16.7%
6160	Memberships	550	485	525	550	-4.5%	8.2%	4.8%
6800	Automotive - Allowance	4,200	4,200	4,200	4,200	0.0%	0.0%	0.0%
6840	Travel - Local Mileage & Parking	0	27	40	45	100.0%	48.1%	12.5%
6860	Travel - Out Of Town - Staff	2,000	0	0	0	-100.0%	0.0%	0.0%
7100	Communication Services	1,080	0	0	0	-100.0%	0.0%	0.0%
7220	Client Promotions & Entertainment	2,800	2,500	7,450	3,300	166.1%	198.0%	-55.7%
7270	Travel - Out Of Town - Sales	8,791	5,500	12,715	12,000	44.6%	131.2%	-5.6%
7370	Supplies - Office	750	700	950	950	26.7%	35.7%	0.0%
	TOTAL SUPPLIES & SERVICES	20,721	13,862	26,380	21,520	27.3%	90.3%	-18.4%
	TOTAL EXPENDITURES	\$498,810	\$482,938	\$521,771	\$536,894	4.6%	8.0%	2.9%
	NET REVENUES/EXPENSES	-\$498,810	-\$482,938	-\$521,771	-\$536,894	4.6%	8.0%	2.9%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 60 - Sales & Services Administration

Mar 22, 2018 11:32 AM

November
to June

Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Sr. VP Sales & Services	1	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	0.00	0.00
Contact Analyst	1	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	0.00	0.00
Booking Manager	1	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	0.00	0.00
Executive Assistant	1	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	0.00	0.00
Total	4	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	0.00	0.00	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
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	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	0.00	0.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 60 - Sales & Services Administration

Mar 22, 2018 11:32 AM

Account/Description	Amount
6140 FF&E \$5,000 & Under	
	350
Subtotal	<u>350</u>
6150 Meetings - Business	
Registration fee for local industry events	150
Subtotal	<u>150</u>
6160 Memberships	
PCMA - Oct	525
Subtotal	<u>525</u>
6800 Automotive - Allowance	
	4,200
Subtotal	<u>4,200</u>
6840 Travel - Local Mileage & Parking	
	40
Subtotal	<u>40</u>
7220 Client Promotions & Entertainment	
Local Site Inspections/ Client Entertainment	3,000
Holiday Showcase - Client Entertainment - December (Chicago) - ARM	150
PCMA Annual Meeting - Client Entertainment - January (Chicago) - ARM	400
Chicago Cubs Client Event - Client Entertainment - April (Chicago) - ARM	150
Sales Calls - Client Entertainment - (location and date TBD) - ARM	200
ASAE Annual Meeting & Expo - Client Entertainment - August (Chicago) - ARM	350
ASAE Annual Meeting & Expo - Booth Fee - August (Chicago) - ARM	2,500
Wash DC Sales Calls - Client Entertainment - (date TBD) - ARM	200
IMEX Tradeshow Client Entertainment- October (Las Vegas)	500
Subtotal	<u>7,450</u>
7270 Travel - Out Of Town - Sales	
ASAE Annual Meeting & Expo - August (Chicago)	2,575
Chicago Cubs Client Event - April (Chicago)	1,255
Chicago Holiday Breakfast Client Event - December (Chicago)	1,140
IMEX Tradeshow- October (Las Vegas)	1,300
PCMA Annual Meeting - January (Pittsburgh)	2,910

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 60 - Sales & Services Administration

Mar 22, 2018 11:32 AM

Account/Description	Amount
Sales Calls - Date & Location TBD	1,670
Sales Calls, Wash DC - Date TBD (Washington, DC)	1,865
Subtotal	<u>12,715</u>
7370 Supplies - Office	
Subtotal	<u>950</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 61 - Sales

Mar 22, 2018 11:35 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4000	Rentals - Convention & Trade Shows	11,466,515	10,733,416	11,845,330	11,394,475	3.3%	10.4%	-3.8%
4900	Rental Credit - CT	-4,534,527	-4,127,411	-4,736,204	-4,382,254	4.4%	14.7%	-7.5%
4005	Rentals - Corporate Events	789,150	691,900	2,109,425	1,826,600	167.3%	204.9%	-13.4%
4905	Rental Credit - CP	-419,000	-403,213	-1,308,622	-1,089,279	212.3%	224.5%	-16.8%
4007	Rentals - National Tradeshows	93,250	79,000	31,900	0	-65.8%	-59.6%	-100.0%
4907	Rental Credit - NT	-10,988	-16,738	-3,000	0	-72.7%	-82.1%	0.0%
4009	Rentals - Local Tradeshows	202,700	219,125	142,690	146,090	-29.6%	-34.9%	2.4%
4909	Rental Credit - LT	-51,200	-52,790	-17,700	-26,850	-65.4%	-66.5%	51.7%
4010	Rentals - Consumer Shows	963,350	875,850	1,104,850	1,018,800	14.7%	26.1%	-7.8%
4910	Rental Credit - CS	-267,320	-297,590	-417,920	-324,260	56.3%	40.4%	-22.4%
4020	Rentals - Meetings & Seminars	405,160	467,741	384,175	402,105	-5.2%	-17.9%	4.7%
4920	Rental Credit - MS	-106,000	-87,566	-68,550	-69,000	-35.3%	-21.7%	0.7%
4030	Rentals - Community Events	228,550	974,900	652,240	406,000	185.4%	-33.1%	-37.8%
4930	Rental Credit - CE	-43,520	-181,673	-255,785	-195,500	487.7%	40.8%	-23.6%
4050	Rentals - Canceled Events	10,278	584,378	48,000	0	367.0%	-91.8%	-100.0%
4885	Facility Access Fee	15,000	10,000	12,000	12,000	-20.0%	20.0%	0.0%
4990	City of San Diego	1,931,000	2,046,000	2,133,025	2,186,351	10.5%	4.3%	2.5%
TOTAL REVENUES		10,672,398	11,515,329	11,655,854	11,305,278	9.2%	1.2%	-3.0%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	394,020	378,049	406,963	419,171	3.3%	7.6%	3.0%
5010	Overtime Wages - F/T	0	259	444	0	100.0%	71.4%	-100.0%
5020	Performance Awards - F/T	55,000	47,000	53,000	55,000	-3.6%	12.8%	3.8%
5030	Vacation Accrual	0	-9,639	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	10,973	6,743	12,107	13,671	10.3%	79.5%	12.9%
5050	Regular Wages - P/T	240	10,277	1,464	1,493	510.0%	-85.8%	2.0%
5057	Overtime Wages - P/T	0	0	0	0	0.0%	0.0%	0.0%
TOTAL SALARIES & WAGES		460,233	432,689	473,978	489,335	3.0%	9.5%	3.2%
5100	Social Security Tax	33,224	31,177	33,982	34,934	2.3%	9.0%	2.8%
5120	Health Insurance	80,223	79,890	92,080	101,139	14.8%	15.3%	9.8%
5130	Worker's Compensation Insurance	8,640	7,558	8,468	8,990	-2.0%	12.0%	6.2%
5140	Life Insurance	1,188	1,141	1,218	1,257	2.5%	6.7%	3.2%
5150	Long-Term Disability Insurance	1,148	1,093	1,177	1,215	2.5%	7.7%	3.2%
5160	Retirement Plans	45,999	39,888	47,251	48,784	2.7%	18.5%	3.2%
TOTAL FRINGE BENEFITS		170,422	160,747	184,176	196,319	8.1%	14.6%	6.6%
TOTAL PERSONNEL EXPENSES		630,655	593,436	658,154	685,654	4.4%	10.9%	4.2%
<u>SUPPLIES & SERVICES</u>								
6060	Books & Periodicals	0	89	100	0	100.0%	12.4%	-100.0%
6140	FF&E \$5,000 & Under	500	250	400	400	-20.0%	60.0%	0.0%
6150	Meetings - Business	1,100	900	1,150	1,200	4.5%	27.8%	4.3%
6160	Memberships	2,195	2,225	3,114	3,200	41.9%	40.0%	2.8%
6190	Parking Validations	500	300	500	550	0.0%	66.7%	10.0%

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 61 - Sales

Mar 22, 2018 11:35 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
6840	Travel - Local Mileage & Parking	325	600	<u>600</u>	700	84.6%	0.0%	16.7%
7100	Communication Services	1,080	0	<u>0</u>	0	-100.0%	0.0%	0.0%
7220	Client Promotions & Entertainment	17,750	14,500	<u>11,625</u>	17,500	-34.5%	-19.8%	50.5%
7270	Travel - Out Of Town - Sales	12,622	10,500	<u>20,104</u>	23,000	59.3%	91.5%	14.4%
7960	Marketing Contract Payment	1,931,000	2,046,000	<u>2,133,025</u>	2,186,351	10.5%	4.3%	2.5%
	TOTAL SUPPLIES & SERVICES	1,967,072	2,075,364	2,170,618	2,232,901	10.3%	4.6%	2.9%
	TOTAL EXPENDITURES	\$2,597,727	\$2,668,800	\$2,828,772	\$2,918,555	8.9%	6.0%	3.2%
	NET REVENUES/EXPENSES	\$8,074,671	\$8,846,529	\$8,827,082	\$8,386,723	9.3%	-0.2%	-5.0%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 61 - Sales

Mar 22, 2018 11:35 AM

November
 to June
 Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
National Sales Manager	2	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	0.00	0.00	0.00
Director of Sales	1	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	0.00	0.00
Sales Representative	1	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	0.00	0.00
Adm. Assistant	1	1	1	0.00	7.00	12.00	3.00	0.00	0.00	3.00	0.00	0.00	3.00	0.00	0.00	3.00	0.00	0.00	0.00	0.00
Total	5	5	5	0.00	7.00	12.00	3.00	0.00	0.00	3.00	0.00	0.00	3.00	0.00	0.00	3.00	0.00	0.00	0.00	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Business Services	Non-Event	16.00	296.00	96.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	96.00
Total		16.00	296.00	96.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	96.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 61 - Sales

Mar 22, 2018 11:35 AM

Account/Description	Amount
6060 Books & Periodicals	
	100
Subtotal	<u>100</u>
6140 FF&E \$5,000 & Under	
Furnishings for Sales Offices	400
Subtotal	<u>400</u>
6150 Meetings - Business	
Local Industry Assn. Chapter Meeting dues & event registration fees for sales staff (MPI, HSMIAI, PCMA, etc)	1,150
Subtotal	<u>1,150</u>
6160 Memberships	
PCMA - September (SH)	485
HSMIAI - January (LL, SH, JPJ, NC)	1,800
MPI - October (JPJ)	75
CalSAE - December (NC)	369
Convention Sales Professionals International (CSPI)- January (SH)	385
Subtotal	<u>3,114</u>
6190 Parking Validations	
	500
Subtotal	<u>500</u>
6840 Travel - Local Mileage & Parking	
Local Mileage & Parking	600
Subtotal	<u>600</u>
7220 Client Promotions & Entertainment	
Client Amenities	1,500
Miscellaneous/Local Client Entertainment (SH, LL, JPJ, CC)	1,600
LA Sales Calls - Client Entertainment - November (LL)	250
MPI WEC - Toronto, Canada - June (JPJ) - Client Entertainment	300
Orange County Client Event - October - Client Entertainment (JPJ)	150
Orange County Client Event - October - Booth Fee (JPJ)	1,600
CalSAE Trade Show - Booth Fee - December (LL)	1,500
CalSAE Trade Show - Client Entertainment - December (LL)	200
PCMA Annual Conference - Client Entertainment - January (SH)	350

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 61 - Sales

Mar 22, 2018 11:35 AM

Account/Description	Amount
Connect Marketplace Client Entertainment - August(SH)	350
Convention Sales Professionals Client Entertainment - February (SH)	350
MPI NCC Tradeshow Booth Fee - February (LL)	1,500
MPI NCC Client Entertainment - February (LL)	275
MIC Colorado Client Event - Booth Fee - March (LL)	1,500
MIC Colorado Client Event - Client Entertainment - March (LL)	200
Subtotal	<u>11,625</u>
7270 Travel - Out Of Town - Sales	
Client Event Orange County Co-op - Orance County, CA - March (JPJ)	540
MPI WEC - Toronto, Canada - June (JPJ)	2,994
CalSAE Season Spectacular - Sacramento, CA - December (LL)	1,340
Los Angeles Sales Calls - LA & OC Area - Fall (LL)	900
MIC Colorado Client Event - Denver, CO - March (LL)	1,380
MPI NCC Tradeshow - San Francisco, CA - February (LL)	1,480
Connect Marketplace - Salt Lake City, UT - August (SH)	6,238
Convention Sales Professionals - Washington, DC - February (SH)	2,024
PCMA Annual Conference - Pittsburg, PA - January (SH)	3,208
Subtotal	<u>20,104</u>
7960 Marketing Contract Payment	
Subtotal	<u>2,133,025</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 25.3 - Convention Services

Mar 22, 2018 11:05 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
	TOTAL REVENUES	0	0	0	0	0.0%	0.0%	0.0%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	265,468	245,832	248,688	256,149	-6.3%	1.2%	3.0%
5030	Vacation Accrual	0	-28,427	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	7,393	35,684	2,501	8,354	-66.2%	-93.0%	234.0%
5050	Regular Wages - P/T	38,447	31,093	18,898	3,809	-50.8%	-39.2%	-79.8%
5057	Overtime Wages - P/T	0	114	0	0	0.0%	-100.0%	0.0%
	TOTAL SALARIES & WAGES	311,308	284,296	270,087	268,312	-13.2%	-5.0%	-0.7%
5100	Social Security Tax	22,609	22,504	19,092	18,806	-15.6%	-15.2%	-1.5%
5120	Health Insurance	50,700	51,297	64,026	70,142	26.3%	24.8%	9.6%
5130	Worker's Compensation Insurance	5,222	4,912	4,322	4,415	-17.2%	-12.0%	2.2%
5131	Worker's Comp. Ins.-Claim Costs	0	4,794	0	0	0.0%	-100.0%	0.0%
5140	Life Insurance	671	596	618	651	-7.9%	3.7%	5.3%
5150	Long-Term Disability Insurance	655	607	603	635	-7.9%	-0.7%	5.3%
5160	Retirement Plans	24,893	23,677	25,119	26,450	0.9%	6.1%	5.3%
	TOTAL FRINGE BENEFITS	104,750	108,387	113,780	121,099	8.6%	5.0%	6.4%
	TOTAL PERSONNEL EXPENSES	416,058	392,683	383,867	389,411	-7.7%	-2.2%	1.4%
<u>SUPPLIES & SERVICES</u>								
6140	FF&E \$5,000 & Under	350	250	<u>400</u>	300	14.3%	60.0%	-25.0%
6150	Meetings - Business	500	200	<u>450</u>	500	-10.0%	125.0%	11.1%
6210	Postage & Delivery Bulk	7,100	7,100	<u>6,500</u>	7,300	-8.5%	-8.5%	12.3%
6810	Automotive - Gas	700	400	<u>425</u>	500	-39.3%	6.3%	17.6%
6830	Automotive - Operating	725	13,738	<u>14,298</u>	14,298	1872.1%	4.1%	0.0%
6840	Travel - Local Mileage & Parking	700	450	<u>500</u>	550	-28.6%	11.1%	10.0%
7100	Communication Services	120	0	<u>0</u>	0	-100.0%	0.0%	0.0%
7220	Client Promotions & Entertainment	13,000	10,000	<u>10,500</u>	11,000	-19.2%	5.0%	4.8%
7250	Marketing & Promotion Material	9,800	7,500	<u>9,500</u>	11,000	-3.1%	26.7%	15.8%
7270	Travel - Out Of Town - Sales	18,294	16,000	<u>14,638</u>	16,000	-20.0%	-8.5%	9.3%
7370	Supplies - Office	800	800	<u>850</u>	900	6.3%	6.3%	5.9%
	TOTAL SUPPLIES & SERVICES	52,089	56,438	58,061	62,348	11.5%	2.9%	7.4%
	TOTAL EXPENDITURES	\$468,147	\$449,121	\$441,928	\$451,759	-5.6%	-1.6%	2.2%
	NET REVENUES/EXPENSES	-\$468,147	-\$449,121	-\$441,928	-\$451,759	-5.6%	-1.6%	2.2%

San Diego Convention Center

Personnel Expenses

FY2019 Budget - Board Approved 03/21/18

Division 25.3 - Convention Services

Mar 22, 2018 11:05 AM

November
to June

Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Sr. Convention Services Manager	2	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	0.00	0.00
Convention Services Manager	2	3	3	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	0.00	0.00
Total	4	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	0.00	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Sr. Convention Services Manager	Non-Event	980.00	525.00	480.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	100.00
Business Services	Non-Event	0.00	30.00	40.00	0.00	8.00	0.00	8.00	0.00	8.00	0.00	8.00	0.00	8.00	0.00	0.00	0.00
Total		980.00	555.00	520.00	40.00	48.00	40.00	48.00	40.00	48.00	40.00	48.00	40.00	48.00	40.00	40.00	100.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 25.3 - Convention Services

Mar 22, 2018 11:05 AM

Account/Description	Amount
6140 FF&E \$5,000 & Under	
Replacement Desk Chairs for Office Staff	400
Subtotal	<u>400</u>
6150 Meetings - Business	
1) CSMs to Industry meetings, special events i.e: SDTA, SDMPI, HSMIA Educational and networking opportunities to provide Professional and Industry partner relationship development.	450
Subtotal	<u>450</u>
6210 Postage & Delivery Bulk	
1) Bulk shipping of Promo Show materials: Promo Booth, SD Attendee guides and SD Promotional Items. Bulk Attendee Guide Shipments to 1) Clients recvng a Promo Show and 2) Clients not receiving a promo show	5,500 1,000
Subtotal	<u>6,500</u>
6810 Automotive - Gas	
Enterprise Van	425
Subtotal	<u>425</u>
6830 Automotive - Operating	
Enterprise Van - Car Wash/ Cleaning Enterprise Van	150 14,148
Subtotal	<u>14,298</u>
6840 Travel - Local Mileage & Parking	
1) Parking costs at hotels, venues, valet tips, parking meters - when conducting client sites & attending work-related functions.	500
Subtotal	<u>500</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	10,500
Subtotal	<u>10,500</u>
7250 Marketing & Promotion Material	
Welcome Signage (50 shows X 150 each per show) Marketing Materials & Promotional Items Client Special Request Items	7,500 1,000 1,000
Subtotal	<u>9,500</u>
7270 Travel - Out Of Town - Sales	

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 25.3 - Convention Services

Mar 22, 2018 11:05 AM

Account/Description	Amount
1) Promo Shows July 1, 2018 to June 30, 2019 based on (4) CSM's, all events have been confirmed by CSM/SMs	
2) Clients provide housing for CSM to attend. SDCCC provides Airfare, Meals and incidentals. CSMs book air early for best rates possible. (see attached Travel Request Forms for additional details on groups)	
Travel Details:	
Ann Ramirez	
01. American Association for Cancer Research Annual Meeting - 3/30-4/2/19 - Atlanta, GA	914
02. National Community Pharmacists Association/NCPA 2018 Annual Convention - 10/6-9/18 - Boston, MA	914
03. National Safety Council Annual Congress & Expo - 10/22-24/18 - Houston, TX	814
Gerrica Gray-Johnson	
04. American Chemical Society National Meeting & Exposition - 3/31-4/3/19 - Orlando, FL	914
05. American Society of Plastic Surgeons/Plastic Surgery The Meeting - 9/28-10/1/18 - Chicago, IL	814
06. Heart Rhythm Society Scientific Sessions - 5/10-12/19 - San Francisco, CA	714
07. International Foundation of Employee Benefit Plans Annual Conference - 10/14-16/18 - New Orleans, LA	914
08. Society for Human Resource Management/SHRM Annual Conference & Exposition - 6/23-25/19 - Las Vegas, NV	714
Kevin Marquez	
09. American Society of Landscape Architects Annual Meeting & Expo - 10/19-21/18 - Philadelphia, PA	914
10. Biophysical Society Annual - 3/2-4/19 - Baltimore, MD	914
11. Biotechnology Innovation Organization/BIO Int'l Convention - June 2019 - show Dates still TBD - Philadelphia, PA	914
12. National Pest Management Association Annual - 10/23-25/18 - Orlando, FL	914
13. The Minerals, Metals & Materials Society/TMS Annual Meeting & Exposition - 3/10-12/19 - San Antonio, TX	814
Piliialoha Estall	
14. AAR & SBL Annual Joint Meetings - 11/17-19/18 - Denver, CO	714
15. American Medical Group Association Annual Convention - March 2019 - Show dates and destination still TBD	914
16. American Society of School Administrators Annual Meeting - February 2019 - Show dates and destination still TBD	914
17. Leading Age Annual Meeting & Exposition - 10/28-30/18 - Philadelphia, PA	914
Adjustment for estimated actual costs - CSMs book air early for best rates possible and reduce out of pocket	

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 25.3 - Convention Services

Mar 22, 2018 11:05 AM

Account/Description	Amount
expenses - we offset each show \$261 per show x 17 shows for a savings adjustment of \$4,437	
<i>Subtotal</i>	<u>14,638</u>
7370 Supplies - Office	850
<i>Subtotal</i>	<u>850</u>

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 25.4 - Housing Services

Mar 22, 2018 11:07 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4387	Housing Reservation Services	107,500	101,000	45,000	75,000	-58.1%	-55.4%	66.7%
	TOTAL REVENUES	107,500	101,000	45,000	75,000	-58.1%	-55.4%	66.7%
<u>PERSONNEL</u>								
	TOTAL SALARIES & WAGES	0	0	0	0	0.0%	0.0%	0.0%
	TOTAL FRINGE BENEFITS	0	0	0	0	0.0%	0.0%	0.0%
	TOTAL PERSONNEL EXPENSES	0	0	0	0	0.0%	0.0%	0.0%
<u>SUPPLIES & SERVICES</u>								
	TOTAL SUPPLIES & SERVICES	0	0	0	0	0.0%	0.0%	0.0%
	TOTAL EXPENDITURES	\$0	\$0	\$0	\$0	0.0%	0.0%	0.0%
	NET REVENUES/EXPENSES	\$107,500	\$101,000	\$45,000	\$75,000	-58.1%	-55.4%	66.7%

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 25.5 - Advertising & Concierge Services

Mar 22, 2018 11:09 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
4381	Advertising	727,613	750,000	775,000	785,000	6.5%	3.3%	1.3%
4382	Restaurant Booth - Other	3,000	0	0	0	-100.0%	0.0%	0.0%
4383	Advertising - Artwork	6,500	6,500	6,750	6,750	3.8%	3.8%	0.0%
	TOTAL REVENUES	737,113	756,500	781,750	791,750	6.1%	3.3%	1.3%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	138,317	140,061	144,361	148,677	4.4%	3.1%	3.0%
5020	Performance Awards - F/T	7,000	7,000	7,500	7,500	7.1%	7.1%	0.0%
5030	Vacation Accrual	0	497	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	3,837	2,150	4,893	4,832	27.5%	127.6%	-1.2%
5050	Regular Wages - P/T	79,706	79,683	82,614	84,901	3.6%	3.7%	2.8%
5057	Overtime Wages - P/T	0	6	0	0	0.0%	-100.0%	0.0%
	TOTAL SALARIES & WAGES	228,860	229,397	239,368	245,910	4.6%	4.3%	2.7%
5100	Social Security Tax	17,382	17,273	18,176	18,624	4.6%	5.2%	2.5%
5120	Health Insurance	6,634	6,463	7,201	7,874	8.5%	11.4%	9.3%
5130	Worker's Compensation Insurance	3,836	3,631	3,866	4,074	0.8%	6.5%	5.4%
5140	Life Insurance	372	375	392	402	5.4%	4.5%	2.6%
5150	Long-Term Disability Insurance	362	360	381	391	5.2%	5.8%	2.6%
5160	Retirement Plans	17,295	17,190	18,445	18,909	6.6%	7.3%	2.5%
	TOTAL FRINGE BENEFITS	45,881	45,292	48,461	50,274	5.6%	7.0%	3.7%
	TOTAL PERSONNEL EXPENSES	274,741	274,689	287,829	296,184	4.8%	4.8%	2.9%
<u>SUPPLIES & SERVICES</u>								
6030	Bad Debts - Unpaid Charges	3,000	10,000	4,000	4,000	33.3%	-60.0%	0.0%
6060	Books & Periodicals	37	37	40	40	8.1%	8.1%	0.0%
6070	Cash Short/Over	0	0	0	0	0.0%	0.0%	0.0%
6090	Credit Card Service Charges	150	150	50	50	-66.7%	-66.7%	0.0%
6140	FF&E \$5,000 & Under	1,000	1,000	2,000	2,000	100.0%	100.0%	0.0%
6150	Meetings - Business	1,000	800	1,000	1,000	0.0%	25.0%	0.0%
6160	Memberships	850	850	850	875	0.0%	0.0%	2.9%
6190	Parking Validations	0	0	0	0	0.0%	0.0%	0.0%
6200	Photography & Blueprints	400	400	500	500	25.0%	25.0%	0.0%
6225	Printing - Advertising Artwork	3,200	3,200	3,500	3,500	9.4%	9.4%	0.0%
6230	Printing - Communications	93,000	88,000	91,200	91,200	-1.9%	3.6%	0.0%
6840	Travel - Local Mileage & Parking	50	25	25	30	-50.0%	0.0%	20.0%
7100	Communication Services	1,080	0	0	0	-100.0%	0.0%	0.0%
7220	Client Promotions & Entertainment	1,250	1,250	1,250	1,250	0.0%	0.0%	0.0%
7250	Marketing & Promotion Material	250	350	350	350	40.0%	0.0%	0.0%
7370	Supplies - Office	375	375	375	375	0.0%	0.0%	0.0%
	TOTAL SUPPLIES & SERVICES	105,642	106,437	105,140	105,170	-0.5%	-1.2%	0.0%
	TOTAL EXPENDITURES	\$380,383	\$381,126	\$392,969	\$401,354	3.3%	3.1%	2.1%

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 25.5 - Advertising & Concierge Services

Mar 22, 2018 11:09 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
	NET REVENUES/EXPENSES	\$356,730	\$375,374	\$388,781	\$390,396	9.0%	3.6%	0.4%

San Diego Convention Center

Personnel Expenses

FY2019 Budget - Board Approved 03/21/18

Division 25.5 - Advertising & Concierge Services

Mar 22, 2018 11:09 AM

November
to June

Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Director of Ad & Concierge Svcs	1	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	0.00	0.00
Advertising Sales Rep	1	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	0.00	0.00
Total	2	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	0.00	0.00	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
Concierge Svcs Rep	Non-Event	3,656.00	2,386.00	3,576.00	256.00	264.00	320.00	560.00	352.00	208.00	168.00	368.00	304.00	232.00	288.00	256.00	3,600.00
Concierge Svcs Rep	Non-Event (Training)	96.00	84.00	120.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	120.00
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	0.00	0.00
Dept. Assistant	Event / Non-Event	1,432.00	964.00	1,440.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	1,440.00
Total		5,184.00	3,434.00	5,136.00	386.00	394.00	450.00	690.00	482.00	338.00	298.00	498.00	434.00	362.00	418.00	386.00	5,160.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 25.5 - Advertising & Concierge Services

Mar 22, 2018 11:09 AM

Account/Description	Amount
6030 Bad Debts - Unpaid Charges	
	4,000
Subtotal	<u>4,000</u>
6060 Books & Periodicals	
SD Magazine / Bon Appetit	40
Subtotal	<u>40</u>
6090 Credit Card Service Charges	
Credit card ticket sales processing fees	50
Subtotal	<u>50</u>
6140 FF&E \$5,000 & Under	
Concierge Desk Improvements /Build out / Brochure holders / Ipad stations	2,000
Subtotal	<u>2,000</u>
6150 Meetings - Business	
Industry Meetings; Ad Partner Presentations	1,000
Subtotal	<u>1,000</u>
6160 Memberships	
California Restaurant Association \$550 / Gaslamp Quarter Association \$300	850
Subtotal	<u>850</u>
6200 Photography & Blueprints	
Restaurant Booth Photo Enhancements \$500	500
Subtotal	<u>500</u>
6225 Printing - Advertising Artwork	
	3,500
Subtotal	<u>3,500</u>
6230 Printing - Communications	
Map Reproduction - Restaurant & Concierge Booth \$1000	1,200
Attendee Guide, \$90,000	90,000
Subtotal	<u>91,200</u>
6840 Travel - Local Mileage & Parking	
CRA Board meetings, special event meetings and mixers; advertising partners meetings, Partner Sites	25
Subtotal	<u>25</u>
7220 Client Promotions & Entertainment	

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 25.5 - Advertising & Concierge Services

Mar 22, 2018 11:09 AM

Account/Description	Amount
Ad partner site meetings / meals	1,250
Subtotal	<u>1,250</u>
7250 Marketing & Promotion Material	
Signs, exhibitor flyers, sales flyers	350
Subtotal	<u>350</u>
7370 Supplies - Office	
Plexi glass cleaners, printer ink, misc office supplies	375
Subtotal	<u>375</u>

COMMUNICATIONS DEPARTMENT

San Diego Convention Center
Summary of Revenues & Expenditures
FY2019 Budget - Board Approved 03/21/18
Division 70 - Communications

Mar 22, 2018 11:38 AM

Acct	Description	FY2018 Budget	FY2018 Forecast	FY2019 Approved Budget	FY2020 Projection	FY2019 Budget vs:		FY2020 Projection vs FY2019 Budget
						FY2018 Budget	FY2018 Forecast	
<u>REVENUES</u>								
	TOTAL REVENUES	0	0	0	0	0.0%	0.0%	0.0%
<u>PERSONNEL</u>								
5000	Salaries & Wages - F/T	349,357	362,629	429,954	483,584	23.1%	18.6%	12.5%
5010	Overtime Wages - F/T	0	0	0	0	0.0%	0.0%	0.0%
5030	Vacation Accrual	0	-3,310	0	0	0.0%	-100.0%	0.0%
5031	Vacation Expense	9,730	5,000	13,240	15,773	36.1%	164.8%	19.1%
	TOTAL SALARIES & WAGES	359,087	364,319	443,194	499,357	23.4%	21.6%	12.7%
5100	Social Security Tax	25,976	26,667	32,135	36,062	23.7%	20.5%	12.2%
5110	Unemployment Insurance	0	0	0	0	0.0%	0.0%	0.0%
5120	Health Insurance	57,470	56,757	68,117	82,401	18.5%	20.0%	21.0%
5130	Worker's Compensation Insurance	6,025	5,767	7,078	8,214	17.5%	22.7%	16.0%
5140	Life Insurance	883	893	1,090	1,228	23.4%	22.1%	12.7%
5150	Long-Term Disability Insurance	862	866	1,064	1,198	23.4%	22.9%	12.6%
5160	Retirement Plans	35,909	36,686	40,248	49,936	12.1%	9.7%	24.1%
	TOTAL FRINGE BENEFITS	127,125	127,636	149,732	179,039	17.8%	17.3%	19.6%
	TOTAL PERSONNEL EXPENSES	486,212	491,955	592,926	678,396	21.9%	20.5%	14.4%
<u>SUPPLIES & SERVICES</u>								
6060	Books & Periodicals	550	580	<u>580</u>	580	5.5%	0.0%	0.0%
6140	FF&E \$5,000 & Under	200	4,500	<u>500</u>	500	150.0%	-88.9%	0.0%
6150	Meetings - Business	1,650	1,650	<u>1,650</u>	1,650	0.0%	0.0%	0.0%
6160	Memberships	1,160	1,160	<u>1,105</u>	1,105	-4.7%	-4.7%	0.0%
6200	Photography & Blueprints	3,000	3,000	<u>3,000</u>	3,000	0.0%	0.0%	0.0%
6230	Printing - Communications	6,300	7,000	<u>7,600</u>	6,300	20.6%	8.6%	-17.1%
6240	Printing - General	0	0	<u>0</u>	0	0.0%	0.0%	0.0%
6445	R/M Website	1,355	1,355	<u>15,355</u>	15,355	1033.2%	1033.2%	0.0%
6750	Other Professional Services	5,347	9,200	<u>11,700</u>	9,200	118.8%	27.2%	-21.4%
6840	Travel - Local Mileage & Parking	400	450	<u>500</u>	500	25.0%	11.1%	0.0%
6860	Travel - Out Of Town - Staff	9,140	11,390	<u>10,900</u>	9,000	19.3%	-4.3%	-17.4%
7100	Communication Services	1,200	0	<u>0</u>	0	-100.0%	0.0%	0.0%
7250	Marketing & Promotion Material	2,040	2,700	<u>3,105</u>	3,000	52.2%	15.0%	-3.4%
7370	Supplies - Office	1,600	1,600	<u>1,600</u>	1,600	0.0%	0.0%	0.0%
	TOTAL SUPPLIES & SERVICES	33,942	44,585	57,595	51,790	69.7%	29.2%	-10.1%
	TOTAL EXPENDITURES	\$520,154	\$536,540	\$650,521	\$730,186	25.1%	21.2%	12.2%
	NET REVENUES/EXPENSES	-\$520,154	-\$536,540	-\$650,521	-\$730,186	25.1%	21.2%	12.2%

San Diego Convention Center
 Personnel Expenses
 FY2019 Budget - Board Approved 03/21/18
 Division 70 - Communications

Mar 22, 2018 11:38 AM

November
 to June
 Fiscal Year 2019 Full-Time Overtime Hours (12 Month Spread)

Full-Time Positions	FY2018 Budgeted Positions	FY2019 Approved Budget Positions	FY2020 Projected Positions	FY2018 Budgeted Overtime Hours	Remaining FY2018 Forecast Overtime Hours	FY2019 Approved Budget Overtime Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Overtime Hours	
Exec. Director Communications	1	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	0.00	0.00
Public Affairs Manager	1	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	0.00	0.00
Lead Graphic Designer	1	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	0.00	0.00
Graphic Design & Digital Analyst	1	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	0.00	0.00
Communications Content Specialist	1	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	0.00	0.00
Content & Interactive Media Specialist	0	0.5	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	0.00	0.00
Total	5	5.5	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	0.00	0.00	0.00

Fiscal Year 2019 Part-Time Hours (12 Month Spread)

Part-Time Positions	Type	FY2018 Budgeted Part-Time Hours	Remaining FY2018 Forecast PT Hours	FY2019 Approved Budget PT Hours	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY2020 Projected Part-Time Hours
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	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	0.00	0.00

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 70 - Communications

Mar 22, 2018 11:38 AM

Account/Description	Amount
6060 Books & Periodicals	
San Diego Union Tribune (1 subscription) - One year	450
Business Journal (1 subscription) - One year	130
Subtotal	<u>580</u>
6140 FF&E \$5,000 & Under	
General	300
35mm Prime Lens	200
Subtotal	<u>500</u>
6150 Meetings - Business	
General	500
PRSA Awards	500
SD Press Club Awards	650
Subtotal	<u>1,650</u>
6160 Memberships	
AIGA (Oliver)	250
PRSA (Barb, Rita)	630
SD Press Club (Barb)	125
MANA (Rita)	100
Subtotal	<u>1,105</u>
6200 Photography & Blueprints	
Photographic Services	3,000
Subtotal	<u>3,000</u>
6230 Printing - Communications	
Special Projects (Corp Info. Packets, Media Guide, etc.)	2,000
Corporation Envelopes	1,250
Presentation Folders	1,000
Corporation Shipping Labels	880
Greeting Cards & Envelopes	770
Community Outreach Handout	700
SDAG Individual Wrapping	500
In-Brief	500
Subtotal	<u>7,600</u>

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 70 - Communications

Mar 22, 2018 11:38 AM

Account/Description	Amount
6445 R/M Website	
Wufoo	260
Flickr	25
Issuu	420
Hightail (formerly You Send It)	150
Annual Developer Account (Apple + Google)	200
Tiki Toki Timeline	300
** (Moved from Division 05) Mile3 Professional Monthly Maintenance Support	14,000
Subtotal	<u>15,355</u>
6750 Other Professional Services	
Message On-Hold	687
Mail Chimp	660
Media Training & Other Requires Support	7,853
Messaging	2,500
Subtotal	<u>11,700</u>
6840 Travel - Local Mileage & Parking	
General	500
Subtotal	<u>500</u>
6860 Travel - Out Of Town - Staff	
AIGA Design Conference (OY)	3,210
PRSA International Conference (Rita)	3,205
UX Week (Geri)	4,485
Subtotal	<u>10,900</u>
7250 Marketing & Promotion Material	
General	500
PRSA Bernay's Awards	660
Graphic Design USA - In-House Design Awards	460
SD Press Club Awards	60
Creativity Awards	600
PBI Access Intelligence - PRNews	425
Webby - Website Redesign	400
Subtotal	<u>3,105</u>

San Diego Convention Center
Budget Detail by Account Number
FY2019 Budget - Board Approved 03/21/18
Division 70 - Communications

Mar 22, 2018 11:38 AM

Account/Description	Amount
7370 Supplies - Office General	1,600
<i>Subtotal</i>	<u>1,600</u>

SUPPLEMENTAL REPORTS

SAN DIEGO CONVENTION CENTER CORPORATION
FY2019 BUDGET - 10 YEAR HISTORICAL COMPARISON REPORT

Mar 22, 2018
 5:23 PM

	FY2010 ACTUAL	FY2011 ACTUAL	FY2012 ACTUAL	FY2013 ACTUAL	FY2014 ACTUAL	FY2015 ACTUAL	FY2016 ACTUAL	FY2017 ACTUAL	FY2018 BUDGET	FY2018 FORECAST	FY2019 APPROVED BUDGET
OPERATING REVENUES											
Building Rent	\$9,878,110	\$9,327,665	\$8,481,364	\$8,738,560	\$8,989,948	\$8,885,645	\$8,617,929	\$9,178,411	\$8,726,398	\$9,459,329	\$9,510,829
Co-Promoted Events	0	0	0	0	0	0	0	0	400,000	0	300,000
Food & Beverage	7,574,165	7,486,416	10,139,318	8,065,072	8,767,823	10,857,038	9,935,253	12,186,317	9,828,167	9,881,220	11,793,253
Event Services	3,858,554	4,252,825	4,185,538	3,811,448	3,892,793	4,296,449	3,825,784	3,936,170	4,003,715	4,063,442	4,911,228
Utilities	3,239,360	3,271,443	4,011,143	3,688,839	3,741,177	4,455,081	4,235,743	5,687,813	4,926,921	5,720,908	6,418,337
Telecommunications	1,791,688	1,973,891	2,404,480	2,385,802	2,800,816	3,431,018	4,040,776	4,777,060	3,457,934	4,142,857	4,636,945
Audio & Visual	1,132,758	1,129,559	1,413,968	1,077,857	1,312,907	1,322,297	1,390,134	1,596,204	1,432,170	1,218,937	1,287,350
Naming Rights & Sponsorship	0	0	0	0	0	0	0	0	150,000	180,000	160,000
Interest & Other	320,352	320,616	124,730	213,363	85,943	141,363	132,501	265,368	260,866	233,380	347,646
City of San Diego	3,905,278	3,405,278	3,405,278	3,405,000	3,405,000	3,405,000	3,405,000	3,436,000	3,436,000	3,436,000	2,133,025
TOTAL OPERATING REVENUES	\$31,700,265	\$31,167,693	\$34,165,819	\$31,385,941	\$32,996,407	\$36,793,891	\$35,583,120	\$41,063,343	\$36,622,171	\$38,336,073	\$41,498,613
OPERATING EXPENSES											
Salaries & Wages - Full Time	\$13,140,607	\$13,247,154	\$14,464,084	\$11,614,961	\$11,860,082	\$12,008,465	\$12,869,114	\$12,739,498	\$13,109,926	\$12,893,435	\$13,810,246
Salaries & Wages - Part Time	2,935,804	3,087,513	3,284,205	3,256,421	3,524,460	3,844,002	3,704,006	3,933,666	3,701,908	4,140,688	4,786,798
Fringe Benefits	4,960,405	4,208,553	5,069,205	4,194,649	4,460,333	4,438,571	4,891,652	4,795,291	5,055,737	5,074,279	5,592,638
TOTAL PERSONNEL EXPENSES	\$21,036,816	\$20,543,220	\$22,817,494	\$19,066,031	\$19,844,875	\$20,291,038	\$21,464,772	\$21,468,455	\$21,867,571	\$22,108,402	\$24,189,682
GENERAL EXPENSES											
General Expenses	\$1,124,513	\$1,380,396	\$1,451,443	\$1,464,624	\$1,213,945	\$1,240,942	\$1,043,000	\$2,599,342	\$2,822,575	\$2,381,325	\$2,473,482
Repair & Maintenance	1,575,935	1,768,292	1,833,813	1,681,358	2,035,023	2,861,390	2,263,315	2,405,458	2,970,124	2,931,139	2,741,523
Utilities	3,232,180	3,000,378	2,969,255	3,763,472	3,414,055	3,891,630	3,868,604	4,004,903	3,913,872	3,926,927	4,038,326
Contracted Services	549,336	771,123	551,557	374,011	405,801	467,779	815,483	793,965	759,644	1,061,904	1,255,038
Travel & Transportation	102,031	93,637	104,653	44,826	81,692	69,879	103,604	81,755	102,791	126,156	156,260
Insurance	569,282	609,245	642,640	531,518	432,928	371,896	319,414	324,377	369,126	364,055	405,357
Telecommunications	115,253	115,003	104,447	74,340	48,394	58,128	50,131	47,048	52,696	45,034	44,935
Sales & Marketing	447,106	457,805	320,540	1,956,619	1,995,936	2,040,844	2,036,771	2,053,543	2,087,958	2,184,744	2,310,136
Supplies	507,341	465,824	517,974	406,367	358,476	419,251	473,589	633,045	637,460	474,923	820,722
TOTAL SUPPLIES & SERVICES	\$8,222,977	\$8,661,703	\$8,496,322	\$10,297,135	\$9,986,250	\$11,421,739	\$10,973,911	\$12,943,436	\$13,716,246	\$13,496,207	\$14,245,779
TOTAL OPERATING EXPENSES	\$29,259,793	\$29,204,923	\$31,313,816	\$29,363,166	\$29,831,125	\$31,712,777	\$32,438,683	\$34,411,891	\$35,583,817	\$35,604,609	\$38,435,461
NET OPERATING REVENUES / EXPENSES	\$2,440,472	\$1,962,770	\$2,852,003	\$2,022,775	\$3,165,282	\$5,081,114	\$3,144,437	\$6,651,452	\$1,038,354	\$2,731,464	\$3,063,152
NON-OPERATING EXPENSES											
Depreciation Expense	\$2,117,269	\$2,043,977	\$2,000,860	\$2,087,009	\$1,935,649	\$1,936,173	\$1,603,504	\$1,778,470	\$2,492,296	\$2,321,367	\$2,975,660
Interest Expense	67,654	12,005	0	0	0	0	0	151,471	451,438	431,450	840,450
Loss on Disposal of Fixed Assets	3,543	19,229	141,179	62,519	64,511	-1,429	8,822	418,255	2,365	0	100,000
Loan Admin Fee	0	0	0	0	0	0	0	255,000	0	0	0
Phase III Expansion	347,816	0	0	0	0	0	0	0	0	0	0
TOTAL NON-OPERATING EXPENSES	\$2,536,282	\$2,075,211	\$2,142,039	\$2,149,528	\$2,000,160	\$1,934,744	\$1,612,326	\$2,603,196	\$2,946,099	\$2,752,817	\$3,916,110
TOTAL EXPENSES	\$31,796,075	\$31,280,134	\$33,455,855	\$31,512,694	\$31,831,285	\$33,647,521	\$34,051,009	\$37,015,087	\$38,529,916	\$38,357,426	\$42,351,571
SPECIAL ITEMS											
Forgiveness of Debt	\$0	\$0	\$1,732,728	\$0	\$3,000,000	\$0	\$0	\$0	\$0	\$0	\$0
Loss on Disposal - Phase III Expansion	0	0	0	0	0	-5,362,102	0	0	0	0	0
TOTAL SPECIAL ITEM	\$0	\$0	\$1,732,728	\$0	\$3,000,000	-\$5,362,102	\$0	\$0	\$0	\$0	\$0
NET REVENUES / (EXPENSES)	-\$95,810	-\$112,441	-\$1,022,764	-\$126,753	\$4,165,122	-\$2,215,732	\$1,532,111	\$4,048,256	-\$1,907,745	-\$21,353	-\$852,958

SAN DIEGO CONVENTION CENTER CORPORATION
FY2019 BUDGET - 10 YEAR HISTORICAL COMPARISON REPORT

Mar 22, 2018
 5:23 PM

ACCOUNT TITLE	FY2010 ACTUAL	FY2011 ACTUAL	FY2012 ACTUAL	FY2013 ACTUAL	FY2014 ACTUAL	FY2015 ACTUAL	FY2016 ACTUAL	FY2017 ACTUAL	FY2018 BUDGET	FY2018 FORECAST	FY2019 APPROVED BUDGET
OPERATING REVENUES											
BUILDING RENT											
Rentals - Convention & Trade Shows	\$10,010,694	\$10,514,284	\$9,940,237	\$10,384,477	\$11,045,844	\$10,460,297	\$10,804,044	\$11,542,114	\$11,466,515	\$10,733,416	\$11,845,330
Rentals - Corporate Events	607,889	405,360	1,555,163	734,787	923,797	1,650,931	1,116,336	1,585,501	789,150	691,900	2,109,425
Rentals - National Trade Shows	475,275	223,750	212,150	98,300	84,750	100,175	84,750	86,500	93,250	79,000	31,900
Rentals - Local Trade Shows	134,874	167,048	187,413	161,741	133,697	123,474	86,245	163,576	202,700	219,125	142,690
Rentals - Consumer Shows	808,600	649,070	641,370	666,360	792,140	682,100	743,160	807,800	963,350	875,850	1,104,850
Rentals - Meetings & Seminars	583,425	528,179	410,924	336,906	252,250	345,172	585,783	309,070	405,160	467,741	384,175
Rentals - Community Events	217,225	365,215	403,199	319,915	345,735	366,290	299,090	255,800	228,550	974,900	652,240
Rentals - Canceled Events	641,850	433,517	432,800	371,602	406,046	333,098	296,817	118,461	10,278	584,378	48,000
BUILDING RENT - GROSS	\$13,479,832	\$13,286,423	\$13,783,256	\$13,074,088	\$13,984,259	\$14,061,537	\$14,016,225	\$14,868,822	\$14,158,953	\$14,626,310	\$16,318,610
RENTAL CREDITS											
Rental Credit - C/T	-\$2,835,520	-\$3,495,565	-\$3,827,031	-\$3,470,563	-\$4,173,665	-\$3,560,503	-\$4,393,263	-\$4,352,878	-\$4,534,527	-\$4,127,411	-\$4,736,204
Rental Credit - C/I	-300,332	-75,315	-1,072,040	-518,380	-482,135	-1,231,498	-577,897	-967,275	-419,000	-403,213	-1,308,622
Rental Credit - NT	-63,075	-14,200	-44,075	-15,255	-12,712	-11,370	-12,712	-13,200	-10,988	-16,738	-3,000
Rental Credit - LT	-28,170	-44,143	-37,538	-19,574	-19,990	-31,812	-13,600	-36,860	-51,200	-52,790	-17,700
Rental Credit - CS	-233,950	-183,080	-196,240	-204,640	-217,285	-207,755	-249,630	-205,665	-267,320	-297,590	-417,920
Rental Credit - MS	-104,467	-108,288	-90,203	-79,638	-49,010	-91,428	-120,494	-86,383	-106,000	-87,566	-68,550
Rental Credit - CE	-36,208	-38,167	-34,765	-27,478	-39,514	-41,526	-30,700	-28,150	-43,520	-181,673	-255,785
RENTAL CREDITS	-\$3,601,722	-\$3,958,758	-\$5,301,892	-\$4,335,528	-\$4,994,311	-\$5,175,892	-\$5,398,296	-\$5,690,411	-\$5,432,555	-\$5,166,981	-\$6,807,781
BUILDING RENT - NET	\$9,878,110	\$9,327,665	\$8,481,364	\$8,738,560	\$8,989,948	\$8,885,645	\$8,617,929	\$9,178,411	\$8,726,398	\$9,459,329	\$9,510,829
CO-PROMOTED EVENTS											
Co-Promoted Events	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$400,000	\$0	\$300,000
CO-PROMOTED EVENTS	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$400,000	\$0	\$300,000
FOOD & BEVERAGE											
Commissions - Food & Beverage	\$5,965,704	\$5,894,420	\$8,318,088	\$6,203,356	\$7,367,233	\$9,534,258	\$7,998,286	\$9,940,342	\$8,117,937	\$7,966,358	\$9,971,568
Commissions - Tides Concessions	15,999	33,299	18,477	10,767	14,517	9,034	13,592	12,977	18,900	9,488	0
Commissions - Specialty Contractors	247,414	246,744	243,994	213,512	231,078	264,967	301,909	420,677	316,095	262,897	233,028
Commissions - Booth Catering	419,750	333,033	424,523	429,127	497,925	414,788	542,795	609,319	345,240	591,607	515,592
Commissions - Starbucks	254,969	308,591	348,522	316,084	319,825	314,996	314,261	346,951	342,495	363,370	448,065
Food & Beverage Premium	527,472	527,472	392,857	477,679	312,500	312,500	687,500	687,500	687,500	687,500	625,000
Food & Beverage Capital Contribution	142,857	142,857	392,857	414,547	24,745	6,495	76,910	168,551	0	0	0
FOOD & BEVERAGE	\$7,574,165	\$7,486,416	\$10,139,318	\$8,065,072	\$8,767,823	\$10,857,038	\$9,935,253	\$12,186,317	\$9,828,167	\$9,881,220	\$11,793,253
EVENT SERVICES											
Booth Cleaning	\$641,258	\$737,602	\$675,060	\$673,526	\$636,635	\$720,171	\$730,592	\$939,038	\$837,207	\$983,868	\$1,670,379
Commissions - Business Center	76,648	125,000	125,000	125,000	125,000	125,000	177,334	159,058	156,000	171,232	165,000
Business Center Premium	0	0	0	0	0	0	25,000	0	0	0	0
Commissions - Luggage Services	1,350	450	0	0	0	0	0	0	0	0	0
Commissions - Special Event & Prod. Svcs	19,398	722	0	0	0	0	0	0	0	0	0
Commissions - DMC	26,322	1,946	0	0	0	0	0	0	0	0	0
Labor Services	167,648	181,759	172,730	157,209	152,996	186,198	166,404	211,305	348,166	236,052	318,687
HVAC Services	24,285	12,890	36,683	10,780	16,655	26,837	30,250	36,900	34,250	50,360	32,000
Guest Services	58,712	67,498	61,658	56,780	79,733	76,250	106,098	109,449	113,968	104,404	128,227
Cleaning Services	494,943	473,131	456,404	433,653	472,818	620,482	650,604	902,964	815,776	808,268	902,678
Move-In/Move-Out Allowance	34,500	39,750	69,000	48,000	58,500	60,750	36,000	41,000	51,000	42,000	61,500
Public Safety	103,716	101,888	99,876	91,708	125,134	129,438	124,729	42,734	171,303	151,381	220,848
Equipment Rental	118,306	101,326	256,653	180,883	118,297	309,018	317,922	214,320	168,314	213,758	128,870
Ancillary Business Services	0	0	0	0	0	0	0	0	0	11,548	12,000
ATM Services	45,801	49,662	38,547	33,482	38,792	33,733	25,726	41,242	39,500	30,500	32,000
Advertising	985,537	877,937	813,196	776,444	697,592	612,831	656,532	723,814	727,613	750,000	775,000
Restaurant Booth - Other	5,692	4,856	5,207	3,651	3,073	3,039	1,453	0	3,000	0	0
Advertising - Artwork	0	0	0	0	5,710	5,550	5,905	6,865	6,500	6,500	6,750
Registration Services	556,887	687,942	550,069	516,377	602,499	561,002	328,378	112,404	0	0	0
Housing Reservation Services	127,538	67,058	97,541	78,952	30,252	42,157	132,719	0	107,500	101,000	45,000
Trash Pulls	151,763	146,475	147,263	128,250	147,655	193,500	178,050	245,552	244,475	235,200	249,850
Truck Marshalling	151,504	157,888	145,856	88,468	128,593	142,359	132,088	149,525	162,476	167,371	162,439
Parking	66,746	424,485	437,135	410,625	483,087	497,344	33,480	0	0	0	0
Rental Credit - Parking	0	-7,440	-2,340	-2,340	-30,228	-49,210	-33,480	0	0	0	0
EVENT SERVICES	\$3,858,554	\$4,252,825	\$4,185,538	\$3,811,448	\$3,892,793	\$4,296,449	\$3,825,784	\$3,936,170	\$4,003,715	\$4,063,442	\$4,911,228
UTILITIES											
Commissions - Utilities	\$3,135,647	\$3,116,455	\$3,855,170	\$3,587,181	\$3,643,710	\$4,363,587	\$4,176,593	\$5,647,445	\$4,886,553	\$5,680,540	\$6,377,969
Maintenance Services	40,368	40,368	40,368	40,368	40,368	40,368	40,368	40,368	40,368	40,368	40,368
In-House Electrical	63,345	114,620	115,605	61,290	57,099	51,126	18,782	0	0	0	0
UTILITIES	\$3,239,360	\$3,271,443	\$4,011,143	\$3,688,839	\$3,741,177	\$4,455,081	\$4,235,743	\$5,687,813	\$4,926,921	\$5,720,908	\$6,418,337

**SAN DIEGO CONVENTION CENTER CORPORATION
FY2019 BUDGET - 10 YEAR HISTORICAL COMPARISON REPORT**

Mar 22, 2018
5:23 PM

ACCOUNT TITLE	FY2010 ACTUAL	FY2011 ACTUAL	FY2012 ACTUAL	FY2013 ACTUAL	FY2014 ACTUAL	FY2015 ACTUAL	FY2016 ACTUAL	FY2017 ACTUAL	FY2018 BUDGET	FY2018 FORECAST	FY2019 APPROVED BUDGET
TELECOMMUNICATIONS											
Cell Site Revenue	\$268,398	\$314,738	\$411,094	\$525,077	\$715,101	\$734,398	\$757,587	\$750,348	\$0	\$533,762	\$61,872
Commissions - Telecommunications	1,521,456	1,657,485	1,991,498	1,703,114	2,009,241	2,421,113	3,269,446	3,990,730	2,971,802	3,389,095	4,170,203
Commissions - DAS	0	0	0	0	0	0	0	0	352,800	193,550	399,870
Commissions - Digital Marketing	0	0	0	0	0	0	0	29,797	125,832	21,150	0
Commissions - Device Services	1,834	1,668	1,888	1,008	2,165	12,452	6,427	6,185	7,500	5,300	5,000
Telecomm Sales - Cellular	0	0	0	36,665	39,018	180,665	7,316	0	0	0	0
Telecomm - Capital Contribution	0	0	0	119,938	35,291	82,390	0	0	0	0	0
Telecomm - FF&E Contribution	0	0	0	119,938	35,291	82,390	0	0	0	0	0
TELECOMMUNICATIONS	\$1,791,688	\$1,973,891	\$2,404,480	\$2,385,802	\$2,800,816	\$3,431,018	\$4,040,776	\$4,777,060	\$3,457,934	\$4,142,857	\$4,636,945
AUDIO & VISUAL											
Commissions - Audio/Visual	\$1,058,058	\$1,059,409	\$1,324,468	\$997,607	\$1,213,657	\$1,220,797	\$1,281,034	\$1,427,554	\$1,299,920	\$1,033,937	\$1,100,000
Commissions - Rigging	74,700	70,150	89,500	80,250	99,250	101,500	109,100	168,650	132,250	185,000	187,350
AUDIO & VISUAL	\$1,132,758	\$1,129,559	\$1,413,968	\$1,077,857	\$1,312,907	\$1,322,297	\$1,390,134	\$1,596,204	\$1,432,170	\$1,218,937	\$1,287,350
NAMING RIGHTS & SPONSORSHIP											
Sponsorship - Inside	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$150,000	\$180,000	\$160,000
NAMING RIGHTS & SPONSORSHIP	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$150,000	\$180,000	\$160,000
INTEREST & OTHER											
Building Damage Recovery	\$53,551	\$72,316	\$38,881	\$25,861	\$36,933	\$41,365	\$35,470	\$79,296	\$28,000	\$21,900	\$28,000
Business Referral	0	0	0	0	0	0	0	0	20,000	0	10,000
Interest Income - Sweep	295	291	213	0	0	0	0	0	0	0	0
Interest Income - Other	64,925	39,211	15,765	7,705	3,429	2,423	3,870	77,791	4,300	69,000	87,000
Gain on Exchange	0	0	0	0	0	0	0	0	0	21,638	22,896
Miscellaneous Income - Other	184,570	181,786	31,484	155,117	12,354	68,637	58,476	63,478	34,000	33,890	34,250
Miscellaneous Income - Recycle Rebates	16,399	23,039	34,012	18,628	29,768	27,311	26,810	40,653	133,066	76,952	152,000
Event Insurance	612	3,973	4,375	6,052	3,459	1,377	0	0	1,500	0	1,500
Facility Access Fee	0	0	0	0	0	250	7,875	4,150	15,000	10,000	12,000
INTEREST & OTHER	\$320,352	\$320,616	\$124,730	\$213,363	\$85,943	\$141,363	\$132,501	\$265,368	\$260,866	\$233,380	\$347,646
City of San Diego	\$3,905,278	\$3,405,278	\$3,405,278	\$3,405,000	\$3,405,000	\$3,405,000	\$3,405,000	\$3,436,000	\$3,436,000	\$3,436,000	\$2,133,025
TOTAL OPERATING REVENUES	\$31,700,265	\$31,167,693	\$34,165,819	\$31,385,941	\$32,996,407	\$36,793,891	\$35,583,120	\$41,063,343	\$36,622,171	\$38,336,073	\$41,498,613
OPERATING EXPENSES											
SALARIES & WAGES											
Salaries & Wages - Full Time	\$12,413,161	\$12,469,338	\$13,631,163	\$11,063,589	\$11,349,996	\$11,478,178	\$12,306,493	\$12,221,001	\$12,583,762	\$12,382,976	\$13,244,808
Overtime Wages - Full Time	57,304	59,201	72,631	52,521	50,935	73,203	61,232	63,078	59,214	64,134	61,735
Performance Awards	255,694	295,849	236,275	33,234	65,599	57,837	29,085	45,342	90,250	87,250	120,500
Vacation Accrual	27,969	81,308	-81,190	122,051	60,111	103,558	9,831	-6,978	-29,300	-34,256	-40,077
Vacation Expense	386,479	341,458	605,205	343,566	333,441	295,689	462,473	417,055	406,000	393,331	423,280
Regular Wages - Part Time	2,853,037	2,972,713	3,193,815	3,175,726	3,416,110	3,747,710	3,615,266	3,871,796	3,658,984	4,102,370	4,742,681
Overtime Wages - Part Time	82,767	114,800	90,390	80,695	108,350	96,292	88,740	61,870	42,924	38,318	44,117
SALARIES & WAGES	\$16,076,411	\$16,334,667	\$17,748,289	\$14,871,382	\$15,384,542	\$15,852,467	\$16,573,120	\$16,673,164	\$16,811,834	\$17,034,123	\$18,597,044
Social Security Tax	\$1,139,852	\$1,154,956	\$1,235,491	\$1,055,469	\$1,098,114	\$1,125,428	\$1,155,578	\$1,199,255	\$1,208,767	\$1,226,201	\$1,339,207
Unemployment Insurance	181,902	121,002	80,250	131,055	140,161	59,954	44,976	83,905	45,000	61,856	56,325
Health Insurance	1,300,227	1,431,745	1,721,685	1,534,310	1,570,405	1,682,825	1,681,259	1,653,505	1,755,500	1,759,484	2,019,328
Health Insurance - PT	0	0	0	0	0	0	28,937	25,587	40,743	26,434	25,000
Worker's Comp Insurance	213,650	158,333	159,356	210,599	211,416	238,512	234,495	249,236	283,381	267,654	301,436
Worker's Comp Insurance - Claim	727,552	-1,234	376,931	85,797	227,131	250,764	443,841	213,245	250,000	332,603	250,000
Life Insurance	32,694	31,915	29,773	26,414	27,233	28,393	29,269	30,290	32,426	31,506	34,197
Long Term Disability Insurance	33,247	32,893	31,307	27,736	29,428	32,297	31,714	29,436	31,601	30,659	33,323
Retirement Plans	1,268,140	1,229,693	1,380,685	1,086,994	1,112,892	965,367	1,183,876	1,237,689	1,338,417	1,261,264	1,395,139
Retirement Plans - Union	21,765	25,169	31,376	35,118	43,453	55,031	57,707	73,143	69,902	76,618	96,683
Employment Screening/Physicals	1,343	0	0	0	0	0	0	0	0	0	0
Public Transportation Reimbursement	40,033	24,081	22,351	1,157	100	0	0	0	0	0	0
Parking Subsidy	0	0	0	0	0	0	0	0	0	0	42,000
EMPLOYEE BENEFITS	\$4,960,405	\$4,208,553	\$5,069,205	\$4,194,649	\$4,460,333	\$4,438,571	\$4,891,652	\$4,795,291	\$5,055,737	\$5,074,279	\$5,592,638
TOTAL PERSONNEL EXPENSES	\$21,036,816	\$20,543,220	\$22,817,494	\$19,066,031	\$19,844,875	\$20,291,038	\$21,464,772	\$21,468,455	\$21,867,571	\$22,108,402	\$24,189,682

SAN DIEGO CONVENTION CENTER CORPORATION
FY2019 BUDGET - 10 YEAR HISTORICAL COMPARISON REPORT

Mar 22, 2018
 5:23 PM

ACCOUNT TITLE	FY2010 ACTUAL	FY2011 ACTUAL	FY2012 ACTUAL	FY2013 ACTUAL	FY2014 ACTUAL	FY2015 ACTUAL	FY2016 ACTUAL	FY2017 ACTUAL	FY2018 BUDGET	FY2018 FORECAST	FY2019 APPROVED BUDGET
SUPPLIES AND SERVICES											
GENERAL EXPENSES											
Advertising - Purchasing	\$65	\$70	\$0	\$0	\$0	\$0	\$3,706	\$5,700	\$12,000	\$9,000	\$12,000
Advertising - Recruiting	5,182	2,360	4,250	4,507	2,777	4,981	2,034	3,626	7,375	4,825	14,375
Archive & File Retention	598	446	286	631	0	470	0	69	650	650	670
Bad Debts - Unpaid Charges	4,241	4,275	2,649	8,916	12,982	17,187	6,189	27,220	3,000	10,000	4,000
Bank Charges/Armored Car Service	6,308	4,515	1,677	3,502	2,545	3,199	3,231	3,367	3,941	3,365	3,473
Board of Directors	5,786	7,031	28,815	13,309	2,782	1,951	3,052	2,293	2,500	5,000	10,000
Books & Periodicals	4,171	3,246	3,549	1,650	1,797	1,521	2,369	2,850	4,511	4,287	4,458
Cash Short/Over	684	-1	521	120	89	-111	11	1,034	0	51	0
Copier - Supplies/Services	71,249	70,207	67,524	62,432	70,592	66,000	71,220	52,758	52,004	52,900	52,500
Credit Card Service Charges	23,352	36,847	59,323	69,051	70,834	108,612	83,006	78,276	57,650	95,525	156,068
Employee Recognition	14,852	20,745	17,837	27,314	29,532	26,398	23,658	21,400	24,977	24,977	26,739
Employment Screening/Physicals	10,321	14,599	9,737	11,259	15,040	12,673	8,985	9,167	9,646	53,318	15,646
Equipment Rental	222	3,526	381	7,436	11,190	7,820	1,274	13,910	17,684	13,111	13,388
FF&E \$5,000 & Under	246,782	245,603	255,885	450,712	172,780	174,900	174,948	1,879,669	2,125,439	1,595,250	1,598,131
Meetings - Business	31,604	44,904	31,338	11,377	14,777	15,988	26,073	43,979	26,690	36,890	42,450
Memberships	36,732	37,365	38,923	24,390	29,439	26,858	26,055	30,713	33,280	33,681	35,584
Unreconciled AMEX Charges	-29	0	0	0	0	0	0	0	0	0	0
Parking Validations	1,080	1,184	646	618	930	840	533	465	500	300	500
Photography & Blueprints	9,669	22,327	27,878	17,562	20,137	7,752	4,194	6,002	7,497	5,928	6,400
Postage & Delivery Bulk	5,624	5,607	6,864	5,331	6,071	4,671	6,896	5,290	7,100	7,100	6,500
Postage & Delivery Service	22,155	19,589	17,712	12,710	12,186	10,122	10,669	10,676	11,350	8,750	9,610
Printing - Advertising Artwork	0	0	0	0	3,560	3,332	3,255	2,922	3,200	3,200	3,500
Printing - Communications	201,848	94,577	139,498	101,955	99,616	92,529	89,678	83,701	99,300	95,000	98,800
Printing - General	7,682	6,407	6,360	7,753	9,642	7,624	10,342	10,581	10,875	11,375	11,050
Recruiting Expenses	1,739	0	1,825	0	8,391	3,238	103,506	26,056	11,688	5,650	12,300
Regulatory Fees	4,208	4,281	4,868	3,813	3,378	4,060	7,096	5,193	4,861	5,580	5,614
Special Event Expenses	3,534	1,069	243	3,500	8,000	49,650	120,000	15,524	1,000	10,000	20,000
Staff Training	25,666	22,578	16,337	27,924	34,594	27,765	27,702	48,473	71,118	71,547	89,725
Storage/Recovery - Offsite	110,898	112,553	122,114	119,251	67,944	69,975	72,046	74,503	75,940	76,377	78,362
Office Leases	61,195	60,598	62,547	0	0	0	0	0	0	0	0
Truck Marshalling	151,504	157,888	145,856	88,468	126,340	125,675	129,272	133,925	136,799	137,688	141,639
Ground Lease Rental Expense	55,591	376,000	376,000	379,133	376,000	319,398	0	0	0	0	0
FAL Rental	0	0	0	0	0	45,864	22,000	0	0	0	0
GENERAL	\$1,124,513	\$1,380,396	\$1,451,443	\$1,464,624	\$1,213,945	\$1,240,942	\$1,043,000	\$2,599,342	\$2,822,575	\$2,381,325	\$2,473,482
REPAIR AND MAINTENANCE											
Equipment Fuel	\$21,160	\$24,699	\$29,549	\$32,399	\$31,262	\$30,062	\$26,197	\$25,790	\$27,813	\$25,101	\$20,826
R/M Dewatering	86,415	80,637	71,873	77,627	78,969	65,979	9,569	8,108	17,820	17,870	17,820
Pest Control	3,533	2,931	8,000	4,670	9,724	4,631	6,477	6,191	6,695	6,695	6,831
R/M Building Automation System	27,449	26,496	21,421	19,469	52,310	25,176	19,958	25,795	29,200	29,200	29,200
R/M Closed Circuit TV	6,769	4,592	5,198	5,806	2,123	9,963	13,842	16,434	13,048	13,048	14,524
Software & Application Maintenance Svcs	174,087	145,538	164,371	152,625	178,733	173,804	188,461	198,983	236,577	240,600	347,234
R/M Info Systems Equipment	0	1,125	0	0	0	0	0	0	0	0	0
R/M Website	19,500	18,375	15,741	13,061	11,178	21,326	22,818	20,748	15,327	16,855	28,755
R/M Elevator/Escalator	196,014	364,378	399,341	446,782	452,970	425,313	400,315	416,062	453,046	437,575	438,054
R/M Fire System	69,323	61,735	90,457	70,810	83,279	583,350	146,062	91,161	118,200	149,900	147,650
R/M General Building	368,260	373,308	521,189	319,756	396,025	672,788	500,331	788,656	1,231,898	1,212,365	815,094
R/M HVAC Equipment	195,141	215,257	134,325	150,061	274,088	358,615	402,195	260,210	167,025	158,000	253,950
R/M Kitchen Equipment	0	0	0	0	19,509	9,424	70,133	17,356	101,600	38,441	19,100
R/M Electrical	62,209	58,998	48,017	56,493	60,835	46,172	34,711	12,686	16,260	34,910	48,695
R/M Other Equipment	92,323	141,898	49,350	112,114	120,088	97,567	81,479	82,265	92,954	91,817	96,978
R/M Parking Area	1,492	1,718	1,405	1,487	1,419	1,486	2,432	1,438	1,500	1,500	1,500
R/M Sound System	16,963	27,606	22,852	26,142	15,192	17,566	23,628	18,544	46,092	22,092	19,792
Small Tools, Parts, & Materials	12,007	11,863	12,886	16,436	10,488	20,084	14,352	24,266	23,050	21,711	25,710
Trash Removal	88,220	97,257	105,875	91,889	90,715	110,555	109,243	188,714	152,188	157,300	174,784
Uniforms - Cleaning/Rental	55,507	59,001	63,551	65,164	142,182	181,237	188,326	201,710	213,331	252,948	228,331
Window Washing	79,563	50,880	68,412	18,567	3,934	6,292	2,786	341	6,500	3,211	6,695
REPAIR & MAINTENANCE	\$1,575,935	\$1,768,292	\$1,833,813	\$1,681,358	\$2,035,023	\$2,861,390	\$2,263,315	\$2,405,458	\$2,970,124	\$2,931,139	\$2,741,523
UTILITIES											
Utilities - Electrical	\$2,869,231	\$2,594,805	\$2,578,308	\$3,360,322	\$3,002,467	\$3,453,703	\$3,417,180	\$3,480,691	\$3,417,773	\$3,443,214	\$3,517,631
Utilities - Gas	128,694	162,379	166,840	156,860	137,297	121,975	151,503	179,256	173,146	158,603	172,744
Utilities - Water/Sewer	234,255	243,194	224,107	246,290	274,291	315,952	299,921	344,956	322,953	325,110	347,951
UTILITIES	\$3,232,180	\$3,000,378	\$2,969,255	\$3,763,472	\$3,414,055	\$3,891,630	\$3,868,604	\$4,004,903	\$3,913,872	\$3,926,927	\$4,038,326

SAN DIEGO CONVENTION CENTER CORPORATION
FY2019 BUDGET - 10 YEAR HISTORICAL COMPARISON REPORT

Mar 22, 2018
 5:23 PM

ACCOUNT TITLE	FY2010 ACTUAL	FY2011 ACTUAL	FY2012 ACTUAL	FY2013 ACTUAL	FY2014 ACTUAL	FY2015 ACTUAL	FY2016 ACTUAL	FY2017 ACTUAL	FY2018 BUDGET	FY2018 FORECAST	FY2019 APPROVED BUDGET
CONTRACTED SERVICES											
Audit Services	\$36,195	\$61,965	\$46,026	\$42,540	\$65,722	\$43,620	\$25,246	\$38,648	\$38,927	\$47,500	\$44,728
Contracted Labor	21,401	12,322	1,200	0	0	0	0	21,408	0	195,341	25,000
Fire Marshal	64,698	85,165	67,188	0	0	0	0	0	0	0	0
Legal Services	238,492	340,892	222,224	125,083	89,058	146,820	128,956	180,314	195,000	205,000	271,000
Other Professional Services	165,161	227,378	202,744	198,109	248,524	274,755	658,439	546,798	517,557	605,903	905,810
Payroll Processing	11,948	12,223	12,175	8,279	2,497	2,584	2,842	6,797	8,160	8,160	8,500
Management Fee - Parking	11,441	31,178	0	0	0	0	0	0	0	0	0
CONTRACTED SERVICES	\$549,336	\$771,123	\$551,557	\$374,011	\$405,801	\$467,779	\$815,483	\$793,965	\$759,644	\$1,061,904	\$1,255,038
TRAVEL / TRANSPORTATION											
Automotive - Allowance	\$24,775	\$24,775	\$30,956	\$16,611	\$19,689	\$23,429	\$30,741	\$17,100	\$18,600	\$21,400	\$22,800
Automotive - Gas	4,316	5,511	6,029	5,460	4,943	5,003	2,685	990	1,415	975	1,150
Automotive - Operating	6,004	10,546	7,971	4,782	4,878	5,632	6,556	970	3,141	29,060	30,692
Travel - Local Mileage & Parking	16,548	15,333	18,774	3,099	3,517	2,772	2,427	4,134	4,075	3,662	4,496
Travel - Out of Town - Board	0	1,378	2,264	0	3,822	2,608	848	0	10,000	10,000	10,000
Travel - Out of Town - Staff	50,388	36,094	38,659	14,874	44,843	30,435	60,347	58,561	65,560	61,059	87,122
TRAVEL AND TRANSPORTATION	\$102,031	\$93,637	\$104,653	\$44,826	\$81,692	\$69,879	\$103,604	\$81,755	\$102,791	\$126,156	\$156,260
INSURANCE											
Insurance - Auto	\$5,992	\$6,023	\$6,387	\$7,770	\$7,337	\$7,567	\$6,750	\$6,045	\$6,630	\$5,484	\$6,050
Insurance - Deductible Reserve	21,560	57,116	64,845	50,365	30,000	2,537	-1,960	0	20,000	13,500	25,000
Insurance - Directors/Officers	22,175	41,343	40,904	32,154	43,068	47,114	42,420	42,407	46,010	42,558	43,840
Insurance - Fidelity	2,470	2,821	2,519	1,522	4,157	3,776	0	0	0	0	0
Insurance - Fiduciary	2,229	0	0	0	0	0	0	0	0	0	0
Insurance - Liability	103,415	99,874	99,892	104,194	105,955	107,545	111,676	116,038	120,436	124,461	133,633
Insurance - Paid Claims	1,563	5,995	48,370	1,845	15,400	0	24	5,220	3,000	2,000	3,000
Insurance - Property	408,517	391,723	374,997	327,501	223,119	199,275	159,754	152,877	169,600	172,602	190,384
Insurance - Event	611	3,600	3,976	5,417	3,142	3,332	0	1,040	2,700	2,700	2,700
Insurance - Travel	750	750	750	750	750	750	750	750	750	750	750
INSURANCE	\$569,282	\$609,245	\$642,640	\$531,518	\$432,928	\$371,896	\$319,414	\$324,377	\$369,126	\$364,055	\$405,357
TELECOMMUNICATIONS											
Communication Services	\$88,099	\$90,411	\$80,990	\$58,152	\$41,281	\$42,851	\$39,805	\$38,214	\$45,332	\$34,699	\$34,600
Long Distance Services	22,898	21,540	20,258	6,061	5,296	4,972	3,153	3,813	3,664	3,714	3,714
Supplies - Telecommunications	4,256	3,052	3,199	10,127	1,817	10,305	7,173	5,021	3,700	6,621	6,621
TELECOMMUNICATIONS	\$115,253	\$115,003	\$104,447	\$74,340	\$48,394	\$58,128	\$50,131	\$47,048	\$52,696	\$45,034	\$44,935
SALES & MARKETING											
Advertising - Sales	\$74,586	\$63,168	\$15,888	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Client Promotion & Entertainment	269,412	274,607	164,692	21,657	40,579	45,457	59,628	56,566	60,300	54,000	57,575
Marketing & Promotion Materials	17,692	21,458	36,355	14,394	12,169	21,266	14,955	23,072	12,090	10,835	12,955
Travel - Mileage Site Inspection	0	7	8	0	0	0	0	0	0	0	0
Travel - Out of Town - Sales	85,416	98,565	103,597	20,568	43,188	43,121	31,188	42,905	84,568	73,909	106,581
Marketing Contract Payment	0	0	0	1,900,000	1,900,000	1,931,000	1,931,000	1,931,000	1,931,000	2,046,000	2,133,025
SALES & MARKETING	\$447,106	\$457,805	\$320,540	\$1,956,619	\$1,995,936	\$2,040,844	\$2,036,771	\$2,053,543	\$2,087,958	\$2,184,744	\$2,310,136
SUPPLIES											
Supplies - Information Systems	\$3,368	\$3,597	\$2,510	\$851	\$1,663	\$0	\$5,497	\$3,369	\$3,800	\$3,000	\$3,800
Supplies - Ergonomics	478	1,616	636	837	743	1,131	445	1,364	2,500	2,000	2,500
Supplies - Event Services	5,010	5,555	4,420	4,672	7,401	8,438	9,077	8,598	8,400	11,078	8,660
Supplies - Housekeeping	258,060	239,095	290,888	274,040	260,187	311,247	342,045	302,659	301,221	293,725	311,348
Supplies - Landscaping	20,973	18,067	17,635	32,297	40,771	50,244	65,460	259,969	260,842	94,842	427,242
Supplies - Medical	1,344	733	702	585	822	704	420	938	900	950	6,450
Supplies - Office	85,527	78,843	73,346	20,560	22,576	25,476	26,842	33,728	34,643	34,474	35,568
Supplies - Security	3,959	3,320	1,788	2,803	3,036	2,955	1,486	2,824	3,475	3,175	1,825
Supplies - Wardrobe	128,622	114,998	126,049	69,722	21,277	19,056	22,317	19,596	21,679	31,679	23,329
SUPPLIES	\$507,341	\$465,824	\$517,974	\$406,367	\$358,476	\$419,251	\$473,589	\$633,045	\$637,460	\$474,923	\$820,722
TOTAL SUPPLIES & SERVICES	\$8,222,977	\$8,661,703	\$8,496,322	\$10,297,135	\$9,986,250	\$11,421,739	\$10,973,911	\$12,943,436	\$13,716,246	\$13,496,207	\$14,245,779
TOTAL OPERATING EXPENSES	\$29,259,793	\$29,204,923	\$31,313,816	\$29,363,166	\$29,831,125	\$31,712,777	\$32,438,683	\$34,411,891	\$35,583,817	\$35,604,609	\$38,435,461
NET OPERATING REVENUES / EXPENSES	\$2,440,472	\$1,962,770	\$2,852,003	\$2,022,775	\$3,165,282	\$5,081,114	\$3,144,437	\$6,651,452	\$1,038,354	\$2,731,464	\$3,063,152

**SAN DIEGO CONVENTION CENTER CORPORATION
FY2019 BUDGET - 10 YEAR HISTORICAL COMPARISON REPORT**

Mar 22, 2018
5:23 PM

ACCOUNT TITLE	FY2010 ACTUAL	FY2011 ACTUAL	FY2012 ACTUAL	FY2013 ACTUAL	FY2014 ACTUAL	FY2015 ACTUAL	FY2016 ACTUAL	FY2017 ACTUAL	FY2018 BUDGET	FY2018 FORECAST	FY2019 APPROVED BUDGET
NON-OPERATING EXPENSES											
Depreciation Expense	\$2,117,269	\$2,043,977	\$2,000,860	\$2,087,009	\$1,935,649	\$1,936,173	\$1,603,504	\$1,778,470	\$2,492,296	\$2,321,367	\$2,975,660
Interest Expense	67,654	12,005	0	0	0	0	0	151,471	451,438	431,450	840,450
Loss on Disposal of Fixed Assets	3,543	19,229	141,179	62,519	64,511	-1,429	8,822	418,255	2,365	0	100,000
Loan Admin Fee	0	0	0	0	0	0	0	255,000	0	0	0
Phase III Expansion	347,816	0	0	0	0	0	0	0	0	0	0
TOTAL NON-OPERATING EXPENSES	\$2,536,282	\$2,075,211	\$2,142,039	\$2,149,528	\$2,000,160	\$1,934,744	\$1,612,326	\$2,603,196	\$2,946,099	\$2,752,817	\$3,916,110
TOTAL EXPENSES	\$31,796,075	\$31,280,134	\$33,455,855	\$31,512,694	\$31,831,285	\$33,647,521	\$34,051,009	\$37,015,087	\$38,529,916	\$38,357,426	\$42,351,571
SPECIAL ITEMS											
Forgiveness of Debt	\$0	\$0	\$1,732,728	\$0	\$3,000,000	\$0	\$0	\$0	\$0	\$0	\$0
Loss on Disposal - Phase III Expansion	0	0	0	0	0	-5,362,102	0	0	0	0	0
TOTAL SPECIAL ITEM	\$0	\$0	\$1,732,728	\$0	\$3,000,000	-\$5,362,102	\$0	\$0	\$0	\$0	\$0
NET REVENUE/(EXPENSES)	-\$95,810	-\$112,441	-\$1,022,764	-\$126,753	\$4,165,122	-\$2,215,732	\$1,532,111	\$4,048,256	-\$1,907,745	-\$21,353	-\$852,958

10 - Year CIP/Infrastructure Capital Projection

Earmarked to be funded from City subsidy
New item

Board approved: 2/21/2018

Total 10 Year
Plan

Type	Account	Div	Total Amt	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028	Total 10 Year Plan
CIP / Infrastructure Capital - Consideration for Financing														
CIP/Infrastructure - Amortized Financed Projects														
Event Roof (15 year, 5%, begin 7/1/2020)	Rooftop Event Space	1725-61010	15	\$ 2,739,843		\$ 130,000	\$ 260,000	\$ 260,000	\$ 260,000	\$ 260,000	\$ 260,000	\$ 260,000	\$ 260,000	\$ 2,210,000
Marshal Yard (30 year, 5%, begin 4/1/21)	Land	1725-61010	15	\$ 15,548,002		\$ 665,658	\$ 998,500	\$ 998,500	\$ 998,500	\$ 998,500	\$ 998,500	\$ 998,500	\$ 998,500	\$ 7,655,158
Solar Array (8 year, 5%, begin 7/1/22)	Solar	1725-61010	15	\$ 3,762,618			\$ 500,000	\$ 500,000	\$ 500,000	\$ 500,000	\$ 500,000	\$ 500,000	\$ 500,000	\$ 3,500,000
Chiller replacement (5 year, 5%, begin 7/1/24)	Equipment Lease	1725-61010	15	\$ 5,962,500					\$ 1,200,000	\$ 1,200,000	\$ 1,200,000	\$ 1,200,000	\$ 1,162,500	\$ 5,962,500
Total for CIP/Infrastructure - Amortized Funds					\$ -	\$ 130,000	\$ 925,658	\$ 1,758,500	\$ 1,758,500	\$ 2,958,500	\$ 2,958,500	\$ 2,958,500	\$ 2,958,500	\$ 19,327,658

CIP / Infrastructure Capital - IBank Funded

CIP/Infrastructure - I-Bank/Debt Funded Projects														
Retrofit escalators in West Building	Capital - Leasehold (25)	1725-61010	15	\$ 3,597,885	\$ 681,573									\$ 681,573
Fire Alarm System Replacement - West Building - visual alarms (partially funded by Port and SDCC)	Capital - Leasehold (15)	1700-61010	15	\$ 1,274,517	\$ 427,037									\$ 427,037
Capitalized Interest					\$ 114,296									\$ 114,296
Total for CIP/Infrastructure - I-Bank Funded Projects					\$ 1,222,906	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,222,906

Other

Type	Account	Div	Estimated Life Cycle	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028	Total 10 Year Plan
Modernization of elevators in West Building (FY17-KLPI, FY18-MQGO, FY19-N)	Capital - Leasehold (15)	1700-61010	15	10-15 years	\$ 276,094									\$ 276,094
Water Intrusion/Cast iron drain pipe replacement - West Building	Capital - Leasehold (30)	1730-61010	11	30 years	\$ 500,000	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000					\$ 4,500,000
Control Networks for Operations (DAS) - Consultant FY2019, Controls thereafter	Capital - Leasehold (15)	1700-61010	11	15-20 years	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000					\$ 500,000
Lobby ABC upgrade	Capital - Leasehold (20)	1720-61010	11	20-25 years	\$ 2,000,000									\$ 2,000,000
Meeting rooms upgrade	Capital - Leasehold (20)	1720-61010	11	20-25 years		\$ 2,000,000								\$ 2,000,000
Ballroom & Exhibit Halls upgrade	Capital - Leasehold (20)	1720-61010	11	20-25 years			\$ 2,000,000							\$ 2,000,000
Access points of entry upgrade	Capital - Leasehold (20)	1720-61010	11	20-25 years				\$ 2,000,000						\$ 2,000,000
Public restrooms and concession stands upgrade	Capital - Leasehold (20)	1720-61010	11	20-25 years				\$ 2,000,000						\$ 2,000,000
Cooling Towers Actuators (ACCO)	Capital - Leasehold (15)	1700-61010	11	15-20 years	\$ 300,000									\$ 300,000
Restrooms: Renovation with design - Across from Reception Area	Capital - Leasehold (15)	1700-61010	11	15-20 years	\$ 60,000									\$ 60,000
Jockey pump & engine: replace (P2-Sails Pavilion fire protection system)	Capital - Leasehold (20)	1720-61010	11	20-25 years		\$ 71,500								\$ 71,500
Replace main water valves	Capital - Leasehold (20)	1720-61010	11	20-25 years		\$ 414,540								\$ 414,540
Chillers 3, 4 & 5: Complete rebuild - central plant	Capital - Leasehold (10)	1690-61010	11	8-10 years		\$ 402,500		\$ 736,400						\$ 1,138,900
250 HP Pumps: Replace two with six 50 HP pumps in HVAC system (VFD's & loop mods included)	Capital - Leasehold (10)	1690-61010	11	05-10 years		\$ 362,250								\$ 362,250
Air Delivery System: Upgrade - Ballroom 20	Capital - Leasehold (15)	1700-61010	11	15-20 years		\$ 223,700								\$ 223,700
Control Panels: Replace 27 - Facility Lighting	Capital - Leasehold (10)	1690-61010	14	10-15 years		\$ 684,450								\$ 684,450
Replacement of Dewatering control station	Capital - Leasehold (20)	1720-61010	11	20-25 years		\$ 117,000								\$ 117,000
Expansion Joints: Replace - East Building (front drive & terrace)	Capital - Leasehold (15)	1700-61010	11	15-20 years		\$ 227,400								\$ 227,400
Fire Pump Controller: Replace at P2	Capital - Leasehold (15)	1700-61010	14	15-20 years		\$ 34,000								\$ 34,000
Replace 1989 emergency generator & transfer system	Capital - Leasehold (20)	1720-61010	11	20-25 years		\$ 796,040								\$ 796,040
Floor Boxes: Retrofit Exhibit Halls A-C with Fiber-Optic (SmartCity/SDCCC Project)	Capital - Leasehold (10)	1690-61010	14	10-15 years		\$ 250,000								\$ 250,000
Concession stands: Retrofit A-H (\$97,275 each; 8 total) *FY21 Concession stands B & C	Capital - Leasehold (20)	1720-61010	11	20-25 years			\$ 200,000	\$ 200,000			\$ 800,000			\$ 1,200,000
18 Restrooms : Upgrade - East Building (3 per year)	Capital - Leasehold (15)	1700-61010	15	15-20 years			\$ 725,000	\$ 745,000	\$ 765,000	\$ 785,000	\$ 805,000	\$ 825,000		\$ 4,650,000
Barreled Glass: Install exhaust fans/louvers (Bayside Lobby & above escalators in East Building)	Capital - Leasehold (15)	1700-61010	11	15-20 years			\$ 146,940							\$ 146,940
ADA Door Openings: Replace 31 sets - Sails, kitchen, 20 foyer, lobbies etc.	Capital - Oper Equip (15)	1700-61010	11	15-20 years			\$ 240,250							\$ 240,250
East Kitchen Boilers: Upgrade to solar (W/ EXPANSION - DELETE PROJECT due to Kitchen rebuild)	Capital - Oper Equip (15)	1625-61010	15	15-20 years			\$ 149,000							\$ 149,000
West Kitchen Equipment: Replace (W/ EXPANSION - DELETE PROJECT?)	Capital - Oper Equip (15)	1625-61010	11	20-25 years			\$ 1,300,992							\$ 1,300,992
Replace concrete at West Mezzanine Terrace	Capital - Leasehold (15)	1730-61010	15	30 years			\$ 1,090,000							\$ 1,090,000
LED lighting retrofit phase IV - Ballroom 20	Capital - Leasehold (10)	1690-61010	14	10-15 years			\$ 148,722							\$ 148,722
Chillers 3-5: Replace three large VFD's	Capital - Leasehold (10)	1690-61010	11	10-15 years				\$ 1,470,840						\$ 1,470,840
Variable Frequency Drive (VFD): For Air Handlers	Capital - Leasehold (15)	1700-61010	14	15-20 years				\$ 350,250				\$ 350,250		\$ 700,500
Elevator 1: Recondition - Admin East Building	Capital - Leasehold (15)	1700-61010	11	10-15 years				\$ 250,250						\$ 250,250
Lockinval Boilers: Replace - East Kitchen	Capital - Oper Equip (15)	1625-61010	15	15-20 years				\$ 257,373						\$ 257,373
Modernization: Store front glass doors	Capital - Leasehold (20)	1720-61010	11	20-25 years				\$ 953,450						\$ 953,450
West Kitchen: Remodel (Equipment Replacement)	Capital - Leasehold (20)	1720-61010	11	20-25 years				\$ 1,000,000						\$ 1,000,000
Inclined Elevator: Replace & rebuild	Capital - Leasehold (15)	1700-61010	11	13-15 years				\$ 1,369,500						\$ 1,369,500
Floor Boxes: Replace Exhibit Halls A-H (interior panels - recpt, breakers etc.)	Capital - Leasehold (20)	1720-61010	11	20-25 years			\$ 1,250,000	\$ 1,250,000						\$ 2,500,000
Electrical Switchgear: Upgrade - Sail	Capital - Leasehold (20)	1720-61010	11	20-25 years				\$ 121,800						\$ 121,800
Front Drive East: Replace concrete	Capital - Leasehold (20)	1720-61010	11	20-25 years						\$ 1,238,445				\$ 1,238,445
Replace underground fuel tanks (2)	Capital - Leasehold (20)	1720-61010	11	20-25 years						\$ 91,600				\$ 91,600
Boilers: Replace two - central plant	Capital - Leasehold (20)	1720-61010	11	20 years						\$ 295,450				\$ 295,450
Floor Boxes: Replace (108 panels) Sail (interior panels - recpt, breakers etc.)	Capital - Leasehold (20)	1720-61010	11	20-25 years						\$ 134,784				\$ 134,784
Roof: Replace - East Building	Capital - Leasehold (20)	1720-61010	11	20-25 years						\$ 2,245,500				\$ 2,245,500
Passenger Elevators: Modernization - B,C,1,2,6, and 7	Capital - Leasehold (20)	1720-61010	11	20-25 years						\$ 1,191,960				\$ 1,191,960
Freight Elevators: Recondition 3, 4, & 5 - East Building	Capital - Leasehold (15)	1700-61010	11	10-15 years								\$ 1,300,600		\$ 1,300,600
12KV Switchgear: Replace/upgrade 7 - East Building (MAY BE PART OF EXPANSION)	Capital - Leasehold (20)	1720-61010	14	20-25 years									\$ 2,210,000	\$ 2,210,000
Total for CIP/Infrastructure Capital - Other					\$ 3,536,094	\$ 6,383,380	\$ 7,100,904	\$ 7,366,340	\$ 9,553,523	\$ 785,000	\$ 2,565,279	\$ 5,062,460	\$ 1,650,850	\$ 46,213,830

Total CIP/Infrastructure				\$ 4,759,000	\$ 6,513,380	\$ 8,026,562	\$ 9,124,840	\$ 11,312,023	\$ 3,743,500	\$ 5,523,779	\$ 8,020,960	\$ 4,609,350	\$ 5,131,000	\$ 66,764,394
---------------------------------	--	--	--	--------------	--------------	--------------	--------------	---------------	--------------	--------------	--------------	--------------	--------------	---------------

10 - Year Operations & Maintenance Projection

■ Earmarked to fund from City subsidy
■ New item

Operations & Maintenance

Board approved: 2/21/2018

	Type	Account	Div	Estimated Life Cycle	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028	Total 10 Year Plan
Overhead Drain Lines: Insulate in Exhibit Halls (ice machines, AHU's, etc.) - 900 ft. (rubber installation?)	Capital - Leasehold (15)	1700-61010	11	10-15 years	\$ 150,000										\$ 150,000
Proximity Lock Replacement (Replace Existing Old Model Locks)	Capital - Leasehold (10)	1690-61010	12	10-15 years	\$ 232,250	\$ 232,250									\$ 464,500
Rooftop Air Handlers: Weatherproof - East Building	R/M Gen Bldg	6470-62110	11	15-20 years	\$ 203,700	\$ 208,792									\$ 412,492
Consultant Architect for Landscape (Part of overall Mezzanine Planter/Terrace Rehab)	Capital - Leasehold (15)	1700-61010	22	15-20 years	\$ 100,000										\$ 100,000
Demolition & Install Sail Planters	Capital - Leasehold (15)	1700-61010	22	15-20 years	\$ 62,000										\$ 62,000
Waterproof Sail Planters	Capital - Leasehold (15)	1700-61010	11	15-20 years	\$ 72,000										\$ 72,000
Demolition & Install Skywalk & East Terrace & Rm 28 Planters	Capital - Leasehold (15)	1700-61010	22	15-20 years	\$ 104,000										\$ 104,000
Fiberglass & Precast Container Repair/Replacement Skywalk & East Terrace Rm 28 Planters *Original \$126k increased to \$200k	Capital - Leasehold (15)	1700-61010	22	15-20 years	\$ 200,000										\$ 200,000
Mezzanine Terrace, Bridge, Plaza Terrace Planters: Demolition & installation	Capital - Leasehold (15)	1700-61010	22	15-20 years	\$ 117,200										\$ 117,200
Mezzanine Terrace, Bridge, Plaza Terrace Planters: Waterproof	Capital - Leasehold (15)	1700-61010	22	15-20 years	\$ 269,600										\$ 269,600
Tree Wells: Demolition & installation - West Mezzanine Terrace	Capital - Leasehold (15)	1700-61010	22	15-20 years	\$ 43,200										\$ 43,200
Tree Wells: Waterproof - West Mezzanine Terrace	Capital - Leasehold (15)	1700-61010	22	15-20 years	\$ 141,912										\$ 141,912
Foliage & Soil Sail Planters	Supplies-Landscaping	7340-62220	22	15-20 years	\$ 46,000										\$ 46,000
Foliage & Soil Skywalk & East Terrace Planters & Rm 28 Planters	Supplies-Landscaping	7340-62220	22	15-20 years	\$ 106,000										\$ 106,000
Tree Wells: Foliage & soil for planters - West Mezzanine Terrace	Supplies-Landscaping	7340-62220	22	20-25 years	\$ 38,800										\$ 38,800
Mezzanine Terrace, Bridge, & Plaza Terrace Planters: Foliage & soil	Supplies-Landscaping	7340-62220	22	20-25 years	\$ 200,400										\$ 200,400
Network Equipment: Rewire in Security Base, HR, and Communications	R/M Gen Bldg	6470-62110		15-20 years	\$ 10,000										\$ 10,000
Main Electrical Equipment (bussduct/busway): Replace /upgrade - West Building (Investigation in FY18)	Capital - Leasehold (15)	1700-61010	14	15-20 years	\$ 379,225										\$ 379,225
Sewer: Cast iron pipe replacement P2 to main injectors	Capital - Leasehold (30)	1730-61010	11	30 years	\$ 178,000										\$ 178,000
Event Mngt / Acc'tg software system replacement	Capital - Info Sys (10)	1605-61010	05	10+ years	\$ 125,000	\$ 75,000									\$ 200,000
Antivirus solutions: Next generation and firewall refresh: possible running 2 in the future	Capital - Info Sys (3)	1600-61010	5	04-05 years	\$ 75,000										\$ 75,000
Security Software: Handle key control, security log, incident reporting, incident tracking, and text messaging	Capital - Info Sys (3)	1600-61010	5	04-05 years	\$ 40,000										\$ 40,000
Metal Roof: Repairs East Building (Ballroom 20)	R/M Gen Bldg	6470-62110	11	10-15 years	\$ 300,000										\$ 300,000
Dock 37: Replace 50' drain line by grease trap	R/M Gen Bldg	6470-62110	11	10-15 years	\$ 34,000										\$ 34,000
7 VFD's: Replace - East Building AHU's	R/M Gen Bldg	6470-62110	11	10-15 years	\$ 20,000	\$ 20,000									\$ 40,000
Rooftop AHU's: Epoxy paint - East Building	R/M Gen Bldg	6470-62110	11	10-15 years	\$ 15,000										\$ 15,000
AHU Valves: West Building (Albireo)	R/M Gen Bldg	6470-62110	11	10-15 years	\$ 110,000										\$ 110,000
Hot Water Loop: Replace failed insulation	R/M HVAC	6480-62110	11	15-20 years	\$ 40,920	\$ 40,920	\$ 40,920	\$ 40,920	\$ 40,920						\$ 204,600
Airblades Hand Dryers: Plans, permitting, install tile/drywall refinishing	Capital - Equipment (15)	1625-61010	11	15-20 years	\$ 198,000										\$ 198,000
Chilled Water Loop: Replace - Failed Insulation	R/M HVAC	6480-62110	11	15-20 years	\$ 54,875	\$ 54,875	\$ 54,875	\$ 54,875							\$ 219,500
Ice machine replacement throughout facility (2 per year - \$6250 ea)	Capital - Oper Equip (07)	1620-61010	11	10-15 years	\$ 14,000					\$ 8,265					\$ 22,265
File server replacements	Capital - Info Sys (3)	1600-61010	05	04-05 years	\$ 12,000		\$ 38,000		\$ 8,000		\$ 7,000		\$ 7,000		\$ 72,000
Reseal all window glazing in Sails Pavilion	R/M Gen Bldg	6470-62110	11	15-20 years	\$ 20,000		\$ 65,000								\$ 85,000
Sail Fire Control Room: New A/C unit	Capital - Oper Equip (07)	1620-61010	11	08-10 years	\$ 10,000										\$ 10,000
Robotic Vacuum 1 for now	Capital - Oper Equip (07)	1620-61010	21	05-10 years	\$ 50,000										\$ 50,000
Walk-in Evap Units: Replace - East Kitchen (RE-EVALUATE W/ EXPANSION)	R/M HVAC	6480-62110	11	05-10 years	\$ 10,000	\$ 10,000									\$ 20,000
Key box check-out (Security lock box)	Capital - Oper Equip (07)	1625-61010	12	05-10 years	\$ 50,000										\$ 50,000
Seal Glazing: Replace - East Building Cityside	R/M Gen Bldg	6470-62110	11	10-15 years	\$ 226,800										\$ 226,800
Network switch replacement (individual)	Capital - Info Sys (3)	1600-61010	5	04-05 years	\$ 6,000	\$ 6,000	\$ 6,000								\$ 18,000
Carpet Extractors/Sweepers (3 in FY19)	Capital - Oper Equip (07)	1620-61010	21	08-10 years	\$ 47,000		\$ 13,500			\$ 14,000					\$ 74,500
Water Heater: Replace - East & West Buildings	R/M Gen Bldg	6470-62110	11	05-10 years	\$ 19,000	\$ 20,140	\$ 21,348	\$ 22,630	\$ 23,987						\$ 107,105
Roll-up Doors: 4 auto for P2 Shops - Electric motor w/push button controls	Capital - Oper Equip (07)	1620-61010		05-10 years	\$ 20,000										\$ 20,000
Facility backflows (14): Replace	R/M Gen Bldg	6470-62110	11	10-15 years	\$ 88,200										\$ 88,200
Forklift (4,000 lbs.) Yale	Capital - Oper Equip (07)	1620-61010	14	10-15 years	\$ 35,000										\$ 35,000
Taylor Dunn B248 Utility Vehicle (2 in FY19) (Div 21)	Capital - Oper Equip (07)	1620-61010	21	08-10 years	\$ 24,000				\$ 12,000						\$ 36,000
Taylor Dunn B248 Utility Vehicle (Div 23)	Capital - Oper Equip (07)	1620-61010	23	08-10 years	\$ 12,000				\$ 12,500				\$ 13,000		\$ 37,500
2 Vehicles (Security & Facilities)	Capital - Vehicles (7)	1615-61010		05-10 years	\$ 60,000	\$ 30,000									\$ 90,000
Ultimate Software - Online Benefit Configuration	Capital - Info Sys (10)	1605-61010	50	08-10 years	\$ 16,250										\$ 16,250
Eddy current testing for chillers	R/M HVAC	6480-62110	11	2-3 years	\$ 25,440		\$ 26,966		\$ 28,584		\$ 30,299				\$ 111,289
Firewalls: Refresh - Possibly running 2 firewalls in the future	R/M - Soft & App Maint	6440-61050	5	03-05 years	\$ 25,000										\$ 25,000
High Voltage System: Test - East Building (3-yr rotation)	R/M Gen Bldg	6470-62140	14	03-05 years	\$ 32,700			\$ 35,643			\$ 38,850				\$ 107,193
Planters: Waterproof - upper and lower by West Kitchen	Capital - Leasehold (15)	1700-61010	22	15-20 years	\$ 324,800										\$ 324,800
Planters: Demolition & installation - upper and lower by West Kitchen	Capital - Leasehold (15)	1700-61010	22	15-20 years	\$ 162,400										\$ 162,400
Planters: Foliage & soil - Upper and Lower by West Kitchen	Supplies-Landscaping	7340-62220	22	20-25 years	\$ 208,800										\$ 208,800
Exhibit Hall: Repair - monocoating	R/M Gen Bldg	6470-62110	11	Annual	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000					\$ 250,000
Addressable Smoke Detectors (480): Replace - East Building	R/M Gen Bldg	6470-62110	11	15-20 years	\$ 87,000										\$ 87,000
Central Plant pump repair/rebuild as needed (15 pumps)	R/M HVAC	6480-62110	11	10-15 years	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 180,000
Metalysis (JCI) Hardware (DX, VAV, NAE) Control Upgrade: Replace - East Building	Capital -Leasehold (10)	1690-61010	11	10-15 years	\$ 178,600	\$ 100,000	\$ 100,000								\$ 378,600
Flooring: Rubberized replacement	Capital -Leasehold (10)	1690-61010	11	10-15 years	\$ 858,001										\$ 858,001
East & West Kitchens: New smooth floors (+insulate/reseal drain lines), replace tile/weatherproof at ice machine	Capital - Leasehold (15)	1700-61010	11	15-20 years	\$ 137,000										\$ 137,000
Dewatering Fence: Replace - four stations (*ANOTHER CONVERSATION W/ SD CITY)	Capital - Leasehold (15)	1700-61010	11	15-20 years	\$ 89,000										\$ 89,000
Pneumatic Air Wall: Upgrade controls - Ballroom 6	Capital -Leasehold (10)	1690-61010	11	10-15 years	\$ 21,400										\$ 21,400
Pneumatic Air Wall: Upgrade controls - Exhibit Halls A-C	Capital -Leasehold (10)	1690-61010	11	10-15 years	\$ 16,250										\$ 16,250
Exterior PA Speakers	Capital - Equipment (15)	1625-61010		10-15 years	\$ 299,001										\$ 299,001
Sound System Main Control Rooms	Capital - Leasehold (15)	1700-61010		15-20 years	\$ 196,088										\$ 196,088
Taylor Dunn SS536 Three-wheel Cart (2-FY18)	Capital - Oper Equip (07)	1620-61010	20	08-10 years	\$ 11,500										\$ 11,500
Pressure washer steam cleaner	Capital - Oper Equip (07)	1620-61010	21	08-10 years	\$ 12,500						\$ 13,000				\$ 25,500
Table Saw & Dust Collection System: Replace - Carpenters Shop	Capital - Equipment (15)	1625-61010	11	20-25 years	\$ 6,500										\$ 6,500
19' & 32' Scissor Lifts: Replace	Capital - Oper Equip (07)	1620-61010	14	5-10 years	\$ 31,000	\$ 18,000		\$ 18,000							\$ 67,000
Electric Tow Tractor (Mule)	Capital - Oper Equip (07)	1620-61010	23	08-10 years	\$ 15,800		\$ 16,500				\$ 18,000				\$ 50,300
Utility Cart Replacement rotation: Replace 3-carts	Capital - Oper Equip (07)	1620-61010	14	7-10 years	\$ 36,000		\$ 36,000								\$ 72,000
Paint Spray Booth: Upgrade - P2	R/M Gen Bldg	6470-62110	11	15-20 years	\$ 16,250										\$ 16,250
Air Handler Units/Replace Dampers (26): Overhaul - West Building	R/M HVAC	6480-62110	11	20-25 years	\$ 200,000	\$ 200,000	\$ 160,000	\$ 100,000	\$ 100,000	\$ 100,000					\$ 760,000
AHU Coil drains West Building	R/M Gen Bldg	6470-62110		15-20 years	\$ 30,000										\$ 30,000
Consultant for Building Plans: Plans from Ron B. and reconfigure Security office space to lockers and possibly move Security to Security Base. (Combine with Security office reconfigure)	Capital - Leasehold (15)	1700-61010	15	10-15 years	\$ 90,000										\$ 90,000
Disk Storage Subsystem	Capital - Info Sys (3)	1600-61010	5	04-05 years	\$ 46,000		\$ 15,000			\$ 15,000					\$ 76,000
Scrubber, Large, Tennant (T20)	Capital - Oper Equip (07)	1620-61010	21	10-12 years	\$ 62,720			\$ 63,720					\$ 64,720		\$ 191,160
Server: Infrastructure replacements	Capital - Info Sys (3)	1600-61010	5	04-05 years	\$ 10,000		\$ 8,000								\$ 18,000

10 - Year Operations & Maintenance Projection

■ Earmarked to fund from City subsidy
■ New item

Operations & Maintenance

Board approved: 2/21/2018

	Type	Account	Div	Estimated Life Cycle	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028	Total 10 Year Plan	
Refinish interior stucco surfaces (Column trees, 6A Foyer, West UL corridors etc.)	R/M Gen Bldg	6470-62110	11	20-25 years		\$ 150,000									\$ 150,000	
Signage: Way Finding	Capital - Equipment (15)	1625-61010		10-15 years			\$ 1,500,000								\$ 1,500,000	
Fire certification (5 year): Inspection & repairs	R/M Gen Bldg	6470-62110	11	04-05 years			\$ 120,000						\$ 59,512		\$ 179,512	
Fire Guard Modules (30): Replace	R/M Gen Bldg	6470-62110	11	5-10 years			\$ 25,000								\$ 25,000	
P-1 City side: Repair POC pipes for water and sewer	R/M Gen Bldg	6470-62110	11	20-25 years			\$ 373,154								\$ 373,154	
Injector Pumps, Controls & Alarms: Replace - P2 South	Capital - Equipment (15)	1625-61010	11	15-20 years			\$ 150,000								\$ 150,000	
Learning Mgmt System (LMS)	Capital - Info Sys (10)	1605-61010	50	05-10 years			\$ 40,000								\$ 40,000	
Convert Walk-in Freezer to Walk-in Refrigerator	R/M - Kitchen Equip	6490-62110	11	05-10 years			\$ 50,000								\$ 50,000	
Concrete: Patch Repair Exhibit Halls	R/M Gen Bldg	6470-62110	11	05-10 years			\$ 124,386								\$ 124,386	
Air Wall Trolleys: Replace - West Mtg Rms 1-19	Capital - Equipment (15)	1625-61010	11	15-20 years			\$ 397,500								\$ 397,500	
Restrooms: Complete finishing touch-ups includes ceilings and gates in West Building	R/M Gen Bldg	6470-62110	11	15-20 years			\$ 373,154								\$ 373,154	
Stand B Freezer: Condenser unit	Capital - Oper Equip (07)	1620-61010	13	10-12 years			\$ 14,000								\$ 14,000	
Walk-in cooler: Stand C - condenser unit	Capital - Oper Equip (07)	1620-61010	13	10-12 years			\$ 14,000								\$ 14,000	
Sweeper, Large ride on, Tennant S30	Capital - Oper Equip (07)	1620-61010	21	10-12 years			\$ 39,000				\$ 43,000				\$ 82,000	
Taylor Dunn B248 utility vehicle-Grounds	Capital - Oper Equip (07)	1620-61010	22	08-10 years			\$ 12,000				\$ 13,000				\$ 25,000	
Storage Solution: Additional - cloud solutions	Capital - Info Sys (3)	1600-61010	5	04-05 years			\$ 20,000								\$ 20,000	
Apple/Mac: Replace	Capital - Info Sys (3)	1600-61010	5	04-05 years			\$ 9,000			\$ 8,000					\$ 17,000	
Seal Glazing: Replace - East Building Bayside	R/M Gen Bldg	6470-62110	11	15-20 years				\$ 207,813							\$ 207,813	
CO System Module: Replace - Exhibit Halls	R/M HVAC	6480-62110	11	10-15 years				\$ 51,500							\$ 51,500	
Backflow Valves: Replace	R/M Gen Bldg	6470-62110	11	10-15 years			\$ 26,200								\$ 26,200	
Motor Control Buckets: Systematic upgrade	Capital - Leasehold (20)	1720-61010	14	20-25 years			\$ 358,680								\$ 358,680	
Security Office: Reconfigure	Capital - Leasehold (15)	1700-61010	15	10-15 years			\$ 129,362								\$ 129,362	
Low Voltage Switchgear: Test - West Building (5-yr rotation)	R/M Gen Bldg	6470-62140	14	05 year rotate			\$ 51,750						\$ 59,513		\$ 111,263	
Bobcat SkidSteer S590 with bucket, grapple bucket, excavator, stump grinder attachment	Capital - Equipment (15)	1625-61010	21	20-25 years			\$ 95,000								\$ 95,000	
Exterior AHU's: Retrofit- Sail	R/M Gen Bldg	6470-62110	11	20-25 years				\$ 98,200							\$ 98,200	
Air Wall Trolleys: Replace - Exhibit Halls D-H (RE-EVALUATE IF EXPANSION MOVES FOWARD)	Capital - Equipment (15)	1625-61010	11	15-20 years				\$ 475,000							\$ 475,000	
Air Wall Trolleys: Replace - East Mtg Rms (RE-EVALUATE IF EXPANSION MOVES FOWARD)	Capital - Equipment (15)	1625-61010	11	15-20 years				\$ 340,000							\$ 340,000	
CO Sensors & Boards: Replace -West Loading Dock	R/M HVAC	6480-62110	11	05-10 years			\$ 15,525								\$ 15,525	
Yale Electric Forklift with Charger	Capital - Oper Equip (07)	1620-61010	23	10-12 years			\$ 42,500	\$ 44,000			\$ 47,500				\$ 134,000	
32' & 40' Boom Lifts: Replace	Capital - Oper Equip (07)	1620-61010	14	5-10 years			\$ 38,000	\$ 41,000							\$ 79,000	
Public Safety System - (Speakers, AMP, controls)	Capital - Equipment (15)	1625-61010		10-15 years				\$ 1,049,369							\$ 1,049,369	
Sail Pavilion: Inspection & repairs	R/M Gen Bldg	6470-62110	11	Annual				\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 125,000	
Triplex Lawnmower	Capital - Oper Equip (07)	1620-61010	22	08-10 years				\$ 42,000							\$ 42,000	
Sewer: Injector Pumps, Controls & Alarms: Replace - P2 North	Capital - Equipment (15)	1625-61010	11	15-20 years						\$ 89,000					\$ 89,000	
Sewer: Injector Pumps, Controls & Alarms: Replace - P1 North	Capital - Equipment (15)	1625-61010	11	15-20 years								\$ 85,000			\$ 85,000	
East Dock Entrance & Exit Roll-up Doors: Replace	Capital - Leasehold (15)	1700-61010	11	15-20 years								\$ 118,450			\$ 118,450	
West Dock Roll-up Door Entrance	Capital - Leasehold (15)	1700-61010	11	15-20 years								\$ 56,750			\$ 56,750	
Telescopic Seating Riser System 5,000	Capital - Equipment (15)	1625-61010		15 year						\$ 500,000					\$ 500,000	
															\$ -	
TOTAL OPERATIONS & MAINTENANCE						\$ 4,387,332	\$ 4,147,727	\$ 3,869,337	\$ 1,490,696	\$ 1,393,995	\$ 1,399,953	\$ 686,265	\$ 248,649	\$ 508,945	\$ 45,000	\$ 18,177,899
TOTAL CIP/CAPITAL/MAINTENANCE PROJECTION						\$ 9,146,332	\$ 10,661,107	\$ 11,895,899	\$ 10,615,536	\$ 12,706,018	\$ 5,143,453	\$ 6,210,044	\$ 8,269,609	\$ 5,118,295	\$ 5,176,000	\$ 84,942,293