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**ORANGE**  
  
**COUNTY**  

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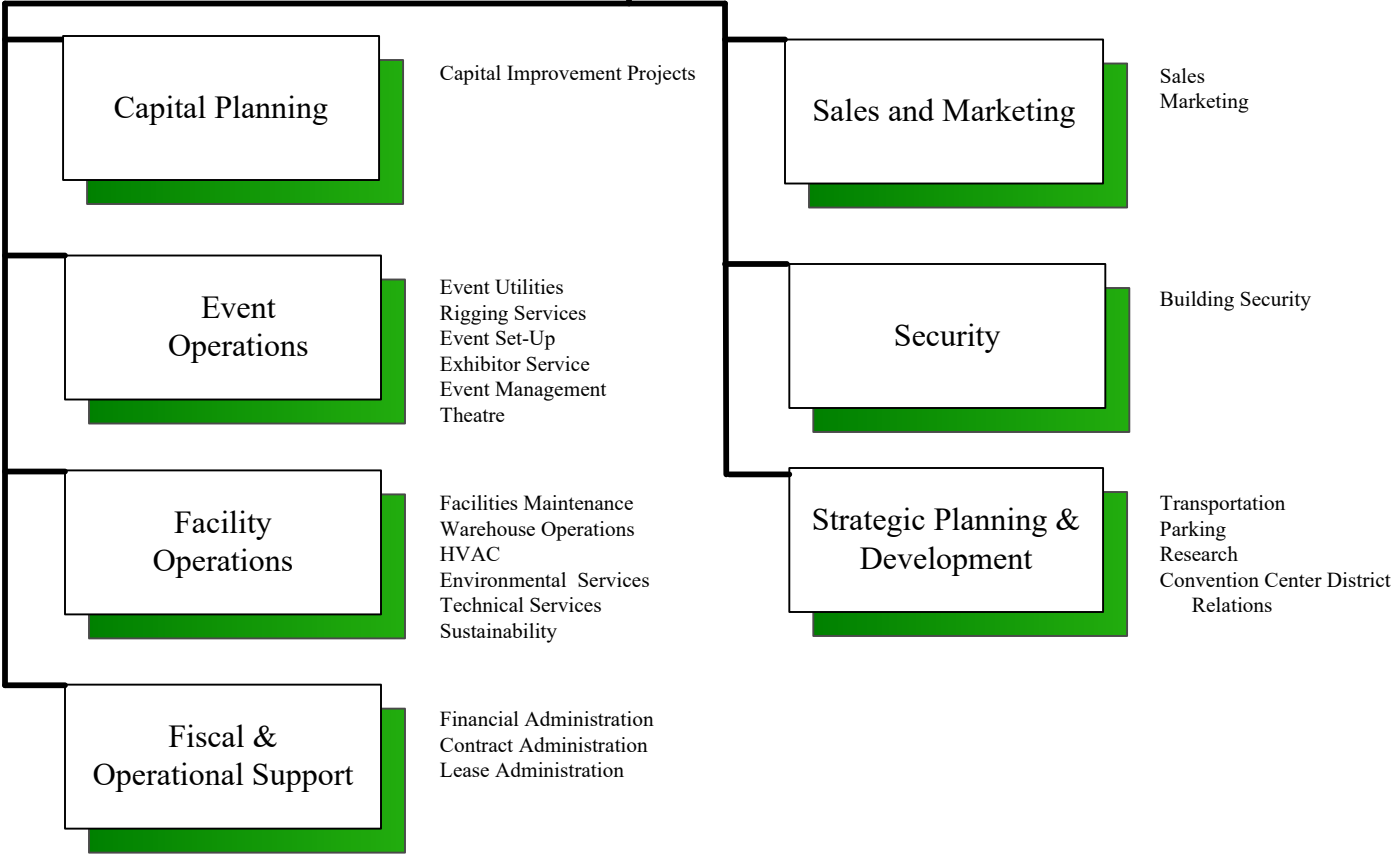
**GOVERNMENT**  

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**F L O R I D A**

# CONVENTION CENTER

Executive Office



## Department: Convention Center

Expenditures by Category	FY 2018 - 19	FY 2019 - 20	FY 2020 - 21	Percent Change
	Actual	Budget as of 03/31/2020	Proposed Budget	
Personal Services	\$ 38,529,076	\$ 39,894,148	\$ 40,155,458	0.7 %
Operating Expenditures	40,322,678	47,540,207	43,634,049	(8.2)%
Capital Outlay	894,099	4,138,209	815,150	(80.3)%
<b>Total Operating</b>	<b>\$ 79,745,853</b>	<b>\$ 91,572,564</b>	<b>\$ 84,604,657</b>	<b>(7.6)%</b>
Capital Improvements	\$ 39,695,226	\$ 185,070,127	\$ 149,413,485	(19.3)%
Debt Service	76,157,038	76,161,688	76,164,437	0.0%
Grants	10,324,675	18,576,007	9,047,500	(51.3)%
Reserves	0	232,520,865	161,205,619	(30.7)%
Other	95,055,319	151,068,889	56,205,000	(62.8)%
<b>Total Non-Operating</b>	<b>\$ 221,232,259</b>	<b>\$ 663,397,576</b>	<b>\$ 452,036,041</b>	<b>(31.9)%</b>
<b>Department Total</b>	<b>\$ 300,978,112</b>	<b>\$ 754,970,140</b>	<b>\$ 536,640,698</b>	<b>(28.9)%</b>

Expenditures by Division / Program				
Convention Center Capital Planning	\$ 40,229,612	\$ 185,831,281	\$ 150,050,987	(19.3)%
Convention Center Event Operations	16,725,002	20,496,992	18,094,394	(11.7)%
Convention Center Facility Operations	38,648,858	38,510,194	36,898,092	(4.2)%
Convention Center Non-Operating	182,073,748	479,140,850	303,530,758	(36.7)%
Convention Center Sales & Marketing	2,449,513	3,113,393	2,719,492	(12.7)%
Convention Center Security	4,377,061	4,709,524	4,754,933	1.0 %
Convention Center Strategic Planning	3,008,269	3,889,130	3,780,592	(2.8)%
Fiscal & Operational Support	13,466,049	19,278,776	16,811,450	(12.8)%
<b>Department Total</b>	<b>\$ 300,978,112</b>	<b>\$ 754,970,140</b>	<b>\$ 536,640,698</b>	<b>(28.9)%</b>

Funding Source Summary				
Enterprise Funds	\$ 300,978,112	\$ 754,970,140	\$ 536,640,698	(28.9)%
<b>Department Total</b>	<b>\$ 300,978,112</b>	<b>\$ 754,970,140</b>	<b>\$ 536,640,698</b>	<b>(28.9)%</b>

Authorized Positions				
	444	472	472	0.0%

## Convention Center

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### EXPENDITURE HIGHLIGHTS

**Personal Services** – The FY 2020-21 personal services budget freezes salaries for non-bargaining employees with the exception of employees that have been identified as part of the salary plan enacted to get all full-time personnel to a minimum of \$15.00/hour by the end of FY 2020-21. The Florida Retirement System (FRS) rates are budgeted at amounts approved by the State Legislature for employer retirement contributions. The budget for employer health insurance contributions increased from \$12,800 to \$14,000 per employee to cover medical cost increases. The department authorized position count remains unchanged.

**Operating Expenses** – The FY 2020-21 operating expenses budget decreased by 8.2% or \$3.9 million from the current FY 2019-20 budget, due to a decrease in anticipated event activity in FY 2020-21 as a result of impacts from COVID-19. While the number of contracted events in FY 2020-21 is strong, the Convention Center is presuming those events to be smaller as the industry resumes operations. The operating expenditure budget assumes some savings due to less usage of utilities and a general across-the-board pull back on all non-wage related expenditures for FY 2020-21.

**Capital Outlay** – The FY 2020-21 capital outlay budget decreased by 80.3% or \$3.3 million from the current FY 2019-20 budget. The decrease is due to one-time purchases of equipment in the current FY 2019-20 and delaying some purchases of bulk equipment in FY 2020-21. The capital outlay budget includes funding for the addition and replacement of equipment, computer equipment, and software necessary to efficiently manage operations at the Convention Center.

**Capital Improvements** – The FY 2020-21 capital improvements budget decreased by 19.3% or \$35.7 million from the current FY 2019-20 budget. The proposed five (5) year plan of \$765.8 million (2021-2025) provides for continuing renovations and improvements that will assist the Convention Center in remaining competitive in the marketplace. Included in the CIP budget is funding for the Convention Way Grand Concourse and the Multipurpose Venue projects that will expand exhibition capacity at the Convention Center and provide increased efficiency in the use of existing space. Additionally, Tourist Development Tax (TDT) funding has been included in the budget, in the amount of \$12.5 million for capital projects, as recommended by the Tourist Development Tax Application Review Committee (ARC) and approved by the Board of County Commissioners. Please refer to the detailed Capital Improvements Program section of this document for a complete listing of projects for the department.

**Debt Service** – The FY 2020-21 debt service budget increased slightly by \$2,749 from current FY 2019-20 budget and is based on the debt service schedule for the Convention Center.

**Grants** – The FY 2020-21 grants budget decreased by 51.3% or \$9.5 million from the current FY 2019-20 budget. The decrease is mainly due to the timing of payments to Cultural Tourism grant recipients and also due to reduced anticipated TDT revenues as a result of economic impacts from COVID-19. The FY 2019-20 budget includes expenditures for grants approved in prior fiscal years, but not yet paid due to the timing of the contractual obligations. Grants for Cultural Tourism and Cultural Facilities are budgeted based on the formula funding amount of 3.0% of the first four cents of the TDT with the addition of a new fixed amount of \$1.5 million and a matching \$500,000 to match new donations to United Arts in effect from FY 2019-20 through FY 2021-22.

**Reserves** – The FY 2020-21 reserves budget decreased by 30.7% or \$71.3 million from the current FY 2019-20 budget. The reserves amount of \$161.2 million includes restricted reserves to meet bond covenant requirements, reserves for future capital outlay, reserves for debt service, and reserves for contingency.

**Other** – The FY 2020-21 other category budget decreased by 62.8% or \$94.9 million from the current FY 2019-20 budget. The payments to Visit Orlando and the City of Orlando decreased, based on the TDT revenue projection. Funds are included for *Visit Orlando* in the amount of \$40.6 million for tourism promotion, which is funded from the first four cents (\$28.1 million) and the sixth cent (\$12.5 million) of the TDT. Funds are budgeted for payments to the City of Orlando for the Venues projects from a portion of the sixth cent of the TDT (\$12.5 million). Finally, funds are budgeted for the Orange County Regional History Center in the amount of \$3.1 million for operating and capital.

**TDT Expenditure Budget Summary**

Budget Summary (in millions)	FY 2020-21 Proposed Budget
Debt Service	\$ 76.2
Convention Center Operations	23.8
Convention Center Capital	149.4
Visit Orlando (O/ OCCVB) Funding (first four cents)	28.1
Visit Orlando (O/ OCCVB) Funding (sixth cent)	12.5
Contract TDT Payment for Venues	12.5
Arts	5.0
History Center	3.1
TDT Collection Services Fees	0.7
Grants	4.2
<b>TOTAL<sup>1</sup></b>	<b>\$ 316.2</b>

<sup>1</sup>The total exceeds the TDT revenue budget by \$166.2 million. TDT reserves are being used to cash fund the CIP projects.

**FUNDING SOURCE HIGHLIGHTS**

Funding for Convention Center operations primarily consists of revenues from facility rentals, services, food and beverage, parking, supplements from the Tourist Development Tax (TDT), interest, and reserves. The Convention Center’s anticipated revenues from operations are decreasing in several areas based on reduced projected show activity, as a result of anticipated economic impacts from COVID-19 with anticipated changes detailed in the table below. Additionally, TDT revenues are projected to decrease from the FY 2019-20 budget based on reduced projections for hotel occupancy and room rates also as a result of anticipated COVID-19 effects.

Major Revenues	FY 2019-20 Budget as of 3/31/20	FY 2020-21 Proposed Budget	\$ Change	% Change
Cash Brought Forward	\$404,015,763	\$335,278,842	-\$68,736,921	-17.0%
Statutory Deduction	-18,471,283	-10,597,992	7,873,291	-42.6%
Local Option TDT <sup>1</sup>	290,000,000	150,000,000	-140,000,000	-48.3%
Rental Space	15,993,820	14,800,000	-1,193,820	-7.5%
Utility Services	18,442,631	16,322,275	-2,120,356	-11.5%
Event Tech. Svc Labor	5,386,637	5,035,657	-350,980	-6.5%
Parking Lot	6,769,750	5,493,136	-1,276,614	-18.9%
Catering	24,152,112	11,669,048	-12,483,064	-51.7%
Equipment Rental	3,575,071	3,906,094	331,023	9.3%
Other (Int. and Miscellaneous)	5,105,639	4,733,638	-372,001	-7.3%
<b>Total</b>	<b>\$754,970,140</b>	<b>\$536,640,698</b>	<b>-\$218,329,442</b>	<b>-28.9%</b>

<sup>1</sup>Each Cent of the 6-Cent TDT is budgeted (to the nearest dollar) to collect \$48,333,333 in FY 2020 and \$25,000,000 in FY 2021.

## Division: Convention Center Capital Planning

Expenditures by Category	FY 2018 - 19	FY 2019 - 20	FY 2020 - 21	Percent Change
	Actual	Budget as of 03/31/2020	Proposed Budget	
Personal Services	\$ 497,330	\$ 696,416	\$ 568,498	(18.4)%
Operating Expenditures	37,057	62,738	49,104	(21.7)%
Capital Outlay	0	2,000	19,900	895.0 %
<b>Total Operating</b>	<b>\$ 534,386</b>	<b>\$ 761,154</b>	<b>\$ 637,502</b>	<b>(16.2)%</b>
Capital Improvements	\$ 39,695,226	\$ 185,070,127	\$ 149,413,485	(19.3)%
<b>Total Non-Operating</b>	<b>\$ 39,695,226</b>	<b>\$ 185,070,127</b>	<b>\$ 149,413,485</b>	<b>(19.3)%</b>
<b>Total</b>	<b>\$ 40,229,612</b>	<b>\$ 185,831,281</b>	<b>\$ 150,050,987</b>	<b>(19.3)%</b>
<b>Authorized Positions</b>	<b>13</b>	<b>15</b>	<b>15</b>	<b>0.0 %</b>

## Division: Convention Center Event Operations

Expenditures by Category	FY 2018 - 19	FY 2019 - 20	FY 2020 - 21	Percent Change
	Actual	Budget as of 03/31/2020	Proposed Budget	
Personal Services	\$ 14,241,247	\$ 16,051,347	\$ 15,904,344	(0.9)%
Operating Expenditures	2,159,425	3,089,783	1,803,050	(41.6)%
Capital Outlay	324,330	1,355,862	387,000	(71.5)%
<b>Total Operating</b>	<b>\$ 16,725,002</b>	<b>\$ 20,496,992</b>	<b>\$ 18,094,394</b>	<b>(11.7)%</b>
<b>Total</b>	<b>\$ 16,725,002</b>	<b>\$ 20,496,992</b>	<b>\$ 18,094,394</b>	<b>(11.7)%</b>
<b>Authorized Positions</b>	<b>162</b>	<b>176</b>	<b>176</b>	<b>0.0 %</b>

## Division: Convention Center Facility Operations

Expenditures by Category	FY 2018 - 19	FY 2019 - 20	FY 2020 - 21	Percent Change
	Actual	Budget as of 03/31/2020	Proposed Budget	
Personal Services	\$ 13,113,562	\$ 10,632,359	\$ 11,111,761	4.5 %
Operating Expenditures	25,192,311	27,462,868	25,745,631	(6.3)%
Capital Outlay	342,985	414,967	40,700	(90.2)%
<b>Total Operating</b>	<b>\$ 38,648,858</b>	<b>\$ 38,510,194</b>	<b>\$ 36,898,092</b>	<b>(4.2)%</b>
<b>Total</b>	<b>\$ 38,648,858</b>	<b>\$ 38,510,194</b>	<b>\$ 36,898,092</b>	<b>(4.2)%</b>
<b>Authorized Positions</b>	<b>120</b>	<b>128</b>	<b>128</b>	<b>0.0 %</b>

## Division: Convention Center Non-Operating

Expenditures by Category	FY 2018 - 19	FY 2019 - 20	FY 2020 - 21	Percent Change
	Actual	Budget as of 03/31/2020	Proposed Budget	
Personal Services	\$(22,757)	\$ 0	\$ 0	0.0 %
Operating Expenditures	559,472	813,401	908,202	11.7 %
<b>Total Operating</b>	<b>\$ 536,715</b>	<b>\$ 813,401</b>	<b>\$ 908,202</b>	<b>11.7 %</b>
Debt Service	\$ 76,157,038	\$ 76,161,688	\$ 76,164,437	0.0 %
Grants	10,324,675	18,576,007	9,047,500	(51.3)%
Reserves	0	232,520,865	161,205,619	(30.7)%
Other	95,055,319	151,068,889	56,205,000	(62.8)%
<b>Total Non-Operating</b>	<b>\$ 181,537,033</b>	<b>\$ 478,327,449</b>	<b>\$ 302,622,556</b>	<b>(36.7)%</b>
<b>Total</b>	<b>\$ 182,073,748</b>	<b>\$ 479,140,850</b>	<b>\$ 303,530,758</b>	<b>(36.7)%</b>

## Division: Convention Center Sales & Marketing

Expenditures by Category	FY 2018 - 19	FY 2019 - 20	FY 2020 - 21	Percent Change
	Actual	Budget as of 03/31/2020	Proposed Budget	
Personal Services	\$ 1,387,885	\$ 1,837,663	\$ 1,831,137	(0.4)%
Operating Expenditures	1,061,627	1,275,730	888,355	(30.4)%
<b>Total Operating</b>	<b>\$ 2,449,513</b>	<b>\$ 3,113,393</b>	<b>\$ 2,719,492</b>	<b>(12.7)%</b>
<b>Total</b>	<b>\$ 2,449,513</b>	<b>\$ 3,113,393</b>	<b>\$ 2,719,492</b>	<b>(12.7)%</b>
<b>Authorized Positions</b>	<b>18</b>	<b>20</b>	<b>20</b>	<b>0.0 %</b>

## Division: Convention Center Security

Expenditures by Category	FY 2018 - 19	FY 2019 - 20	FY 2020 - 21	Percent Change
	Actual	Budget as of 03/31/2020	Proposed Budget	
Personal Services	\$ 4,107,710	\$ 4,471,372	\$ 4,599,196	2.9 %
Operating Expenditures	174,950	238,152	131,237	(44.9)%
Capital Outlay	94,400	0	24,500	n/a
<b>Total Operating</b>	<b>\$ 4,377,061</b>	<b>\$ 4,709,524</b>	<b>\$ 4,754,933</b>	<b>1.0 %</b>
<b>Total</b>	<b>\$ 4,377,061</b>	<b>\$ 4,709,524</b>	<b>\$ 4,754,933</b>	<b>1.0 %</b>
<b>Authorized Positions</b>	<b>67</b>	<b>68</b>	<b>68</b>	<b>0.0 %</b>



## Division: Convention Center Strategic Planning

Expenditures by Category	FY 2018 - 19	FY 2019 - 20	FY 2020 - 21	Percent Change
	Actual	Budget as of 03/31/2020	Proposed Budget	
Personal Services	\$ 1,473,856	\$ 1,814,797	\$ 1,622,495	(10.6)%
Operating Expenditures	1,534,413	2,074,333	2,156,097	3.9 %
Capital Outlay	0	0	2,000	n/a
<b>Total Operating</b>	<b>\$ 3,008,269</b>	<b>\$ 3,889,130</b>	<b>\$ 3,780,592</b>	<b>(2.8)%</b>
<b>Total</b>	<b>\$ 3,008,269</b>	<b>\$ 3,889,130</b>	<b>\$ 3,780,592</b>	<b>(2.8)%</b>
<b>Authorized Positions</b>	<b>20</b>	<b>20</b>	<b>20</b>	<b>0.0 %</b>

## Division: Fiscal & Operational Support

Expenditures by Category	FY 2018 - 19	FY 2019 - 20	FY 2020 - 21	Percent Change
	Actual	Budget as of 03/31/2020	Proposed Budget	
Personal Services	\$ 3,730,243	\$ 4,390,194	\$ 4,518,027	2.9 %
Operating Expenditures	9,603,422	12,523,202	11,952,373	(4.6)%
Capital Outlay	132,384	2,365,380	341,050	(85.6)%
<b>Total Operating</b>	<b>\$ 13,466,049</b>	<b>\$ 19,278,776</b>	<b>\$ 16,811,450</b>	<b>(12.8)%</b>
<b>Total</b>	<b>\$ 13,466,049</b>	<b>\$ 19,278,776</b>	<b>\$ 16,811,450</b>	<b>(12.8)%</b>
<b>Authorized Positions</b>	<b>44</b>	<b>45</b>	<b>45</b>	<b>0.0 %</b>

**ORANGE**  
  
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**F L O R I D A**

Proposed CIP - by Department / Division  
FY 2020/21 - FY 2024/25

Orange County

Convention Center

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Org	Fund	Project Name	* Prior Expenditures	Approved Budget FY 19-20	Proposed Budget FY 20-21	Proposed Budget FY 21-22	Proposed Budget FY 22-23	Proposed Budget FY 23-24	Proposed Budget FY 24-25	Proposed Budget Future	Total Project Cost
<b>Convention Center</b>											
Convention Center											
0960	4430	Convention Center Imp	28,648,229	18,519,849	2,190,246	14,936,373	25,138,801	15,969,541	26,162,853	0	131,565,892
		<b>Org Subtotal</b>	<b>28,648,229</b>	<b>18,519,849</b>	<b>2,190,246</b>	<b>14,936,373</b>	<b>25,138,801</b>	<b>15,969,541</b>	<b>26,162,853</b>	<b>0</b>	<b>131,565,892</b>
0965	4430	North/South Concourse Renovations	22,111,195	15,796,795	21,654,301	4,012,059	2,687,710	3,984,906	8,011,302	0	78,258,268
		<b>Org Subtotal</b>	<b>22,111,195</b>	<b>15,796,795</b>	<b>21,654,301</b>	<b>4,012,059</b>	<b>2,687,710</b>	<b>3,984,906</b>	<b>8,011,302</b>	<b>0</b>	<b>78,258,268</b>
0966	4430	West Concourse Renovations	47,690,859	28,164,197	8,031,000	18,911,005	22,019,172	15,527,302	8,724,155	0	149,067,690
		<b>Org Subtotal</b>	<b>47,690,859</b>	<b>28,164,197</b>	<b>8,031,000</b>	<b>18,911,005</b>	<b>22,019,172</b>	<b>15,527,302</b>	<b>8,724,155</b>	<b>0</b>	<b>149,067,690</b>
0967	4430	ARC Funding	7,320,863	21,679,137	12,537,938	13,000,000	13,000,000	13,000,000	13,000,000	0	93,537,938
		<b>Org Subtotal</b>	<b>7,320,863</b>	<b>21,679,137</b>	<b>12,537,938</b>	<b>13,000,000</b>	<b>13,000,000</b>	<b>13,000,000</b>	<b>13,000,000</b>	<b>0</b>	<b>93,537,938</b>
0968	4430	Convention Way Grand Concourse	364,946	73,635,054	60,500,000	100,000,000	104,300,000	0	0	0	338,800,000
		<b>Org Subtotal</b>	<b>364,946</b>	<b>73,635,054</b>	<b>60,500,000</b>	<b>100,000,000</b>	<b>104,300,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>338,800,000</b>
0969	4430	Multipurpose Venue	404,042	27,275,095	44,500,000	90,000,000	104,020,863	0	0	0	266,200,000
		<b>Org Subtotal</b>	<b>404,042</b>	<b>27,275,095</b>	<b>44,500,000</b>	<b>90,000,000</b>	<b>104,020,863</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>266,200,000</b>
		DIVISION SUBTOTAL	106,540,134	185,070,127	149,413,485	240,859,437	271,166,546	48,481,749	55,898,310	0	1,057,429,788
		DEPARTMENT SUBTOTAL	106,540,134	185,070,127	149,413,485	240,859,437	271,166,546	48,481,749	55,898,310	0	1,057,429,788
		<b>GRAND TOTAL</b>	<b>106,540,134</b>	<b>185,070,127</b>	<b>149,413,485</b>	<b>240,859,437</b>	<b>271,166,546</b>	<b>48,481,749</b>	<b>55,898,310</b>	<b>0</b>	<b>1,057,429,788</b>

\* Prior Expenditures is calculated using 3 or 5 years.

**ORANGE**  
  
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