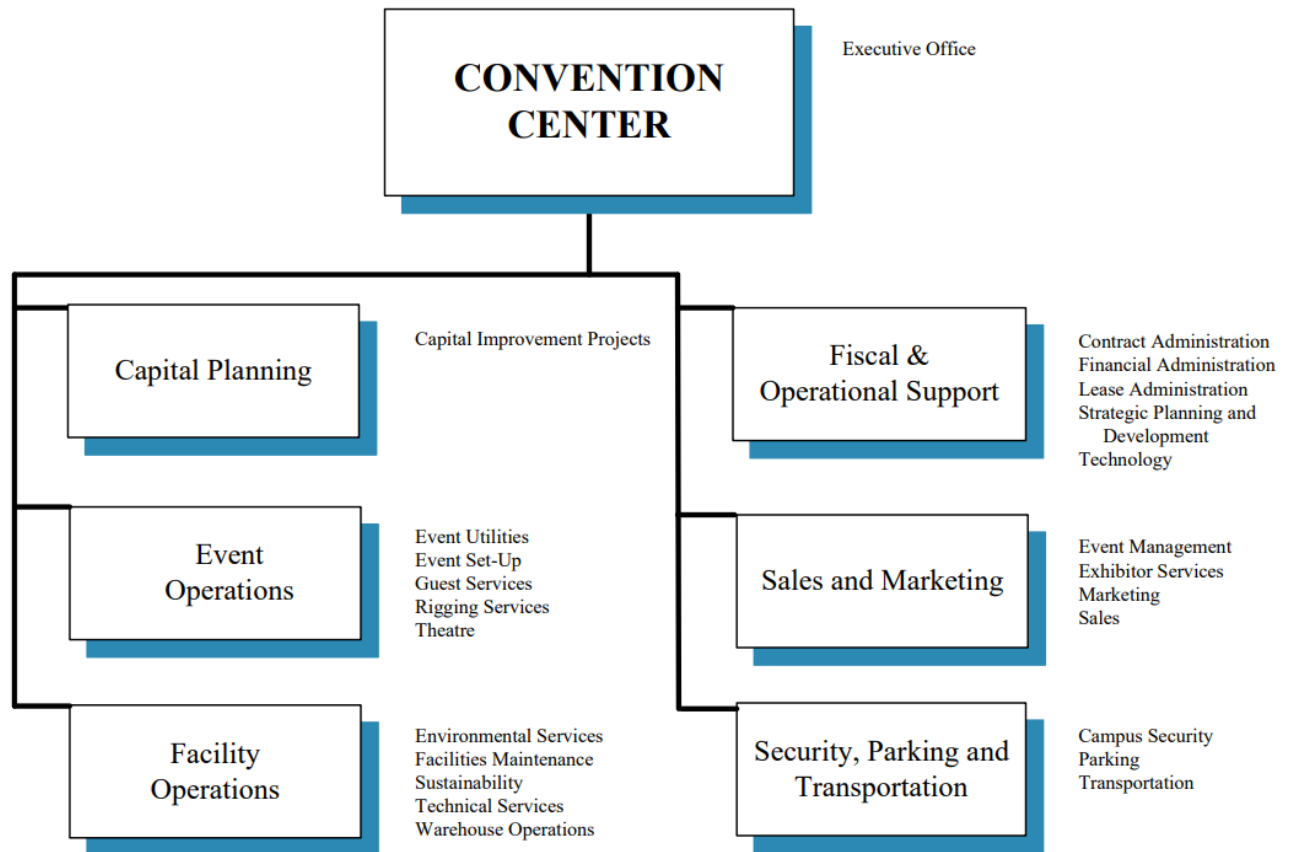


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## Department: Convention Center

Expenditures by Category				
	FY 2023-24 Actual	FY 2024-25 Budget as of 03/31/2025	FY 2025-26 Proposed Budget	Percent Change
Personal Services	\$ 47,245,763	\$ 50,183,668	\$ 53,945,555	7.5 %
Operating Expenditures	52,045,184	55,506,172	57,380,074	3.4 %
Capital Outlay	456,446	2,251,351	1,145,352	(49.1)%
<b>Total Operating</b>	<b>\$ 99,747,393</b>	<b>\$ 107,941,191</b>	<b>\$ 112,470,981</b>	<b>4.2 %</b>
Capital Improvements	\$ 75,155,024	\$ 174,381,890	\$ 315,460,000	80.9 %
Debt Service	78,168,880	56,488,187	56,483,938	0.0 %
Grants	21,718,846	53,306,316	46,888,500	(12.0)%
Reserves	0	379,109,110	295,464,466	(22.1)%
Other	137,485,024	136,600,000	136,600,000	0.0 %
<b>Total Non-Operating</b>	<b>\$ 312,527,774</b>	<b>\$ 799,885,503</b>	<b>\$ 850,896,904</b>	<b>6.4 %</b>
<b>Department Total</b>	<b>\$ 412,275,167</b>	<b>\$ 907,826,694</b>	<b>\$ 963,367,885</b>	<b>6.1 %</b>

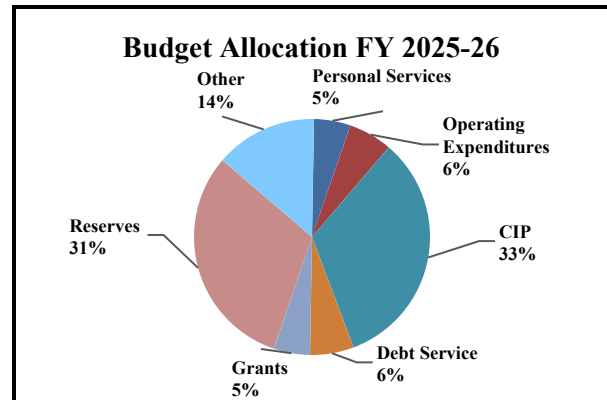
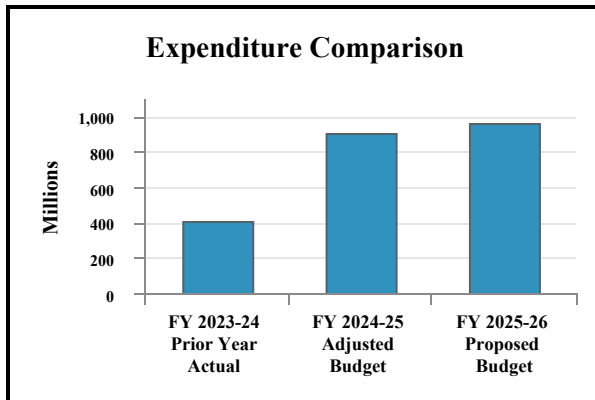
Expenditures by Division / Program				
Convention Center Capital Planning	\$ 85,185,961	\$ 195,772,771	\$ 336,054,499	71.7 %
Convention Center Event Operations	18,375,262	18,209,564	19,754,508	8.5 %
Convention Center Facility Operations	42,956,880	43,879,091	45,883,525	4.6 %
Convention Center Non-Operating	229,325,896	607,088,678	518,151,529	(14.6)%
Convention Center Sales & Marketing	5,900,637	6,890,282	7,216,186	4.7 %
Convention Center Security, Parking & Transportation	10,272,722	11,095,942	11,637,483	4.9 %
Fiscal & Operational Support	20,257,809	24,890,366	24,670,155	(0.9)%
<b>Department Total</b>	<b>\$ 412,275,167</b>	<b>\$ 907,826,694</b>	<b>\$ 963,367,885</b>	<b>6.1 %</b>

Funding Source Summary				
Enterprise Funds	\$ 412,275,167	\$ 907,826,694	\$ 963,367,885	6.1 %
<b>Department Total</b>	<b>\$ 412,275,167</b>	<b>\$ 907,826,694</b>	<b>\$ 963,367,885</b>	<b>6.1 %</b>

Authorized Positions	472	479	486	1.5 %
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## Convention Center

### EXPENDITURE HIGHLIGHTS



**Personal Services** – The FY 2025-26 personal services budget includes a 5.0% salary increase for non-bargaining employees. 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 remains status quo at \$19,000 per employee to cover medical costs. The department’s authorized position net count is increasing by seven (7) positions to provide the necessary staffing level to efficiently support Convention Center business events.

#### **Seven (7) New Positions FY 2025-26**

- 1 - Senior Event Coordinator, Event Operations
- 6 - Senior Environmental Services Worker, Facilities Operations

**Operating Expenses** – The FY 2025-26 operating expenses budget is increasing by 3.4% or \$1.9 million from the current FY 2024-25 budget due to an increase in utilities costs of \$855,000 for a total budget of \$17.9 million; miscellaneous operating supplies is increasing by \$132,350 for event utility and rigging, with a total budget of \$870,350; and, contract service - employment agent is increasing by \$924,488 to assist with events, with a total budget of \$3.8 million. The budget also includes recognition of bad debt expenses that had previously been deferred until all collection efforts were made and/or rescheduling of cancelled events for a total budget of \$540,000. Additionally, Tourist Development Tax (TDT) funding has been included in the budget, in the amount of \$20.0 million as recommended by the Tourist Development Tax Application Review Committee (ARC). The total operating budget of \$57.4 million will allow Convention Center to cover necessary expenses related to activities and events at the Center.

**Capital Outlay** – The FY 2025-26 capital outlay budget is decreasing by 49.1% or \$1.1 million from the current FY 2024-25 budget mainly due to one-time purchases of life cycle replacement for miscellaneous equipment and computer equipment.

**Capital Improvements** – The FY 2025-26 capital improvements budget is increasing by 80.9% or \$141.1 million from the current FY 2024-25 budget, with a number of renovation projects that are delayed in order to reduce the strain on reserves. The proposed five (5) year plan of \$955.2 million (2026-2030) provides for continuing renovations and improvements such as the Convention Center Renovations and Improvements, North South Concourse, West Concourse and the Convention Way Grant Concourse, that will assist the Convention Center in remaining competitive in the marketplace. 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 2025-26 debt service budget remains status quo of \$56.5 million from the current FY 2024-25 budget and is based on the debt service schedule for projects funded with TDT financing.

**Grants** – The FY 2025-26 grants budget is decreasing by 12.0% or \$6.4 million from the current FY 2024-25 budget. The FY 2025-26 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 5.0% of the first four cents of the TDT in the amount of \$12.0 million and additional \$2.5 million in fixed funding. The funding will be used for the following: 1) Cultural Tourism grants for arts and cultural activities, venues, services and events when one (1) of the main purposes of such activities, venues, services and events is to attract tourists; and 2) Cultural Facility grants for acquisition, construction, extension, enlargement, remodeling, repair, improvement, maintenance, operation or promotion of auditoriums or museums to be used primarily for arts and culture. Out of the \$2.5 million, \$1.5 million is for United Arts general art support, \$500,000 is for a challenge match to the United Arts Funding Raising Campaign, and \$500,000 is for venue subsidies. Lastly, under the TDT grants budget, there is \$14 million budgeted, which includes \$4.0 million for sports incentive funds paid by Visit Orlando and \$10 million towards UCF Stadium improvements.

**Reserves** – The FY 2025-26 reserves budget is decreasing by 22.1% or \$83.6 million from the FY 2024-25 budget. The reserves amount of \$295.5 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 2025-26 other category budget remains status quo at \$136.6 million from the current FY 2024-25 budget. Funds are included for Visit Orlando in the amount of \$103.0 million for tourism promotion, which is funded from the first four cents (\$73.0 million) and the sixth cent (\$30.0 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 (\$30.0 million). Finally, funds are budgeted for the Orange County Regional History Center in the amount of \$3.6 million for operating and capital.

#### **TDT Expenditure Budget Summary**

<b>Budget Summary (in millions)</b>	<b>FY 2025-26 Proposed Budget</b>
<b>Debt Service</b>	<b>\$ 56.5</b>
<b>Convention Center Operations</b>	<b>17.2</b>
<b>Convention Center Capital</b>	<b>316.6</b>
<b>Visit Orlando (O/ OCCVB) Funding (first four cents)</b>	<b>73.0</b>
<b>Visit Orlando (O/ OCCVB) Funding (sixth cent)</b>	<b>30.0</b>
<b>Contract TDT Payment for Venues</b>	<b>30.0</b>
<b>Arts (5% of first 4 cents and \$2.5 million fixed)</b>	<b>14.5</b>
<b>History Center</b>	<b>3.6</b>
<b>TDT Collection Services Fees</b>	<b>1.1</b>
<b>Grants</b>	<b>14.0</b>
<b>Application Review Committee (ARC)</b>	<b>19.1</b>
<b>TOTAL</b>	<b>\$ 575.6</b>

## 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 increased in several areas based on projected show activity with anticipated changes detailed in the table below. Additionally, TDT revenues are projected to remain status quo from the current FY 2024-25 budget based on projections for hotel occupancy and room rates.

Major Revenues	FY 2024-25 Budget as of 03/31/2025	FY 2025-26 Proposed Budget	\$ Change	% Change
Cash Brought Forward	\$ 486,908,825	\$ 523,380,011	\$ 36,471,186	7.5 %
Statutory Deduction	(22,153,572)	(23,157,257)	(1,003,685)	4.5 %
Local Option TDT	360,000,000	360,000,000	0	0.0 %
Rental Space	23,079,295	22,050,858	(1,028,437)	(4.5)%
Utility Services	12,363,950	14,422,000	2,058,050	16.6 %
Event Tech. Svc Labor	6,418,400	6,025,200	(393,200)	(6.1)%
Catering	16,000,000	23,186,816	7,186,816	44.9 %
Equipment Rental	3,299,300	3,877,970	578,670	17.5 %
Other (Int. and Miscellaneous)	21,910,496	33,582,287	11,671,791	53.3 %
<b>Total</b>	<b>\$ 907,826,694</b>	<b>\$ 963,367,885</b>	<b>\$ 55,541,191</b>	<b>6.1 %</b>

## Division: Convention Center Capital Planning

Expenditures by Category				
	FY 2023-24 Actual	FY 2024-25 Budget as of 03/31/2025	FY 2025-26 Proposed Budget	Percent Change
Personal Services	\$ 838,520	\$ 884,761	\$ 1,013,543	14.6 %
Operating Expenditures	31,821	506,120	522,456	3.2 %
<b>Total Operating</b>	<b>\$ 870,341</b>	<b>\$ 1,390,881</b>	<b>\$ 1,535,999</b>	<b>10.4 %</b>
Capital Improvements	\$ 75,155,024	\$ 174,381,890	\$ 315,460,000	80.9 %
<b>Total Non-Operating</b>	<b>\$ 84,315,621</b>	<b>\$ 194,381,890</b>	<b>\$ 334,518,500</b>	<b>72.1 %</b>
<b>Total</b>	<b>\$ 85,185,962</b>	<b>\$ 195,772,771</b>	<b>\$ 336,054,499</b>	<b>71.7 %</b>
<b>Authorized Positions</b>	<b>16</b>	<b>17</b>	<b>17</b>	<b>0.0 %</b>

## Division: Convention Center Event Operations

Expenditures by Category				
	FY 2023-24 Actual	FY 2024-25 Budget as of 03/31/2025	FY 2025-26 Proposed Budget	Percent Change
Personal Services	\$ 16,304,136	\$ 16,202,111	\$ 17,517,108	8.1 %
Operating Expenditures	1,800,415	1,837,953	1,926,400	4.8 %
Capital Outlay	270,711	169,500	311,000	83.5 %
<b>Total Operating</b>	<b>\$ 18,375,262</b>	<b>\$ 18,209,564</b>	<b>\$ 19,754,508</b>	<b>8.5 %</b>
<b>Total</b>	<b>\$ 18,375,262</b>	<b>\$ 18,209,564</b>	<b>\$ 19,754,508</b>	<b>8.5 %</b>
<b>Authorized Positions</b>	<b>176</b>	<b>170</b>	<b>171</b>	<b>0.6 %</b>

## Division: Convention Center Facility Operations

Expenditures by Category				
	FY 2023-24 Actual	FY 2024-25 Budget as of 03/31/2025	FY 2025-26 Proposed Budget	Percent Change
Personal Services	\$ 12,022,103	\$ 12,744,067	\$ 13,736,880	7.8 %
Operating Expenditures	30,934,777	30,855,024	31,949,645	3.5 %
Capital Outlay	0	280,000	197,000	(29.6)%
<b>Total Operating</b>	<b>\$ 42,956,880</b>	<b>\$ 43,879,091</b>	<b>\$ 45,883,525</b>	<b>4.6 %</b>
<b>Total</b>	<b>\$ 42,956,880</b>	<b>\$ 43,879,091</b>	<b>\$ 45,883,525</b>	<b>4.6 %</b>
<b>Authorized Positions</b>	<b>126</b>	<b>126</b>	<b>132</b>	<b>4.8 %</b>



## Division: Convention Center Fiscal & Operational Support

Expenditures by Category	FY 2023-24 Actual	FY 2024-25 Budget as of 03/31/2025	FY 2025-26 Proposed Budget	Percent Change
Personal Services	\$ 5,750,031	\$ 6,571,395	\$ 7,298,318	11.1 %
Operating Expenditures	14,380,212	16,517,120	16,734,485	1.3 %
Capital Outlay	96,830	1,801,851	637,352	(64.6)%
<b>Total Operating</b>	<b>\$ 20,227,073</b>	<b>\$ 24,890,366</b>	<b>\$ 24,670,155</b>	<b>(0.9)%</b>
Debt Service	\$ 30,736	\$ 0	\$ 0	0.0 %
<b>Total Non-Operating</b>	<b>\$ 30,736</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>0.0 %</b>
<b>Total</b>	<b>\$ 20,257,809</b>	<b>\$ 24,890,366</b>	<b>\$ 24,670,155</b>	<b>(0.9)%</b>

<b>Authorized Positions</b>	<b>56</b>	<b>49</b>	<b>49</b>	<b>0.0 %</b>
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## Division: Convention Center Non-Operating

Expenditures by Category	FY 2023-24 Actual	FY 2024-25 Budget as of 03/31/2025	FY 2025-26 Proposed Budget	Percent Change
Operating Expenditures	\$ 1,144,479	\$ 1,585,065	\$ 1,773,125	11.9 %
<b>Total Operating</b>	<b>\$ 1,144,479</b>	<b>\$ 1,585,065</b>	<b>\$ 1,773,125</b>	<b>11.9 %</b>
Debt Service	\$ 78,138,144	\$ 56,488,187	\$ 56,483,938	0.0 %
Grants	12,558,248	33,306,316	27,830,000	(16.4)%
Reserves	0	379,109,110	295,464,466	(22.1)%
Other	137,485,024	136,600,000	136,600,000	0.0 %
<b>Total Non-Operating</b>	<b>\$ 228,181,416</b>	<b>\$ 605,503,613</b>	<b>\$ 516,378,404</b>	<b>(14.7)%</b>
<b>Total</b>	<b>\$ 229,325,895</b>	<b>\$ 607,088,678</b>	<b>\$ 518,151,529</b>	<b>(14.6)%</b>

## Division: Convention Center Sales & Marketing

Expenditures by Category				
	FY 2023-24 Actual	FY 2024-25 Budget as of 03/31/2025	FY 2025-26 Proposed Budget	Percent Change
Personal Services	\$ 4,777,725	\$ 5,539,842	\$ 5,949,902	7.4 %
Operating Expenditures	1,122,912	1,350,440	1,266,284	(6.2)%
<b>Total Operating</b>	<b>\$ 5,900,637</b>	<b>\$ 6,890,282</b>	<b>\$ 7,216,186</b>	<b>4.7 %</b>
<b>Total</b>	<b>\$ 5,900,637</b>	<b>\$ 6,890,282</b>	<b>\$ 7,216,186</b>	<b>4.7 %</b>
<b>Authorized Positions</b>	<b>19</b>	<b>30</b>	<b>30</b>	<b>0.0 %</b>

## Division: Convention Center Security, Parking & Transportation

Expenditures by Category				
	FY 2023-24 Actual	FY 2024-25 Budget as of 03/31/2025	FY 2025-26 Proposed Budget	Percent Change
Personal Services	\$ 7,553,248	\$ 8,241,492	\$ 8,429,804	2.3 %
Operating Expenditures	2,630,568	2,854,450	3,207,679	12.4 %
Capital Outlay	88,905	0	0	0.0 %
<b>Total Operating</b>	<b>\$ 10,272,722</b>	<b>\$ 11,095,942</b>	<b>\$ 11,637,483</b>	<b>4.9 %</b>
<b>Total</b>	<b>\$ 10,272,722</b>	<b>\$ 11,095,942</b>	<b>\$ 11,637,483</b>	<b>4.9 %</b>
<b>Authorized Positions</b>	<b>79</b>	<b>87</b>	<b>87</b>	<b>0.0 %</b>

Proposed CIP - by Department / Division  
FY 2025/26 - FY 2029/30

Unit	Fund	Project Name	* Prior Expenditures	Approved Budget FY 24-25	Proposed Budget FY 25-26	Proposed Budget FY 26-27	Proposed Budget FY 27-28	Proposed Budget FY 28-29	Proposed Budget FY 29-30	Proposed Budget Future	Total Project Cost
<b>Convention Center</b>											
Convention Center											
0960	4430	Convention Center Imp	59,916,502	26,654,527	36,796,201	44,901,840	36,827,812	40,609,405	72,290,989	0	317,997,277
	Total	<b>Unit Subtotal</b>	<b>59,916,502</b>	<b>26,654,527</b>	<b>36,796,201</b>	<b>44,901,840</b>	<b>36,827,812</b>	<b>40,609,405</b>	<b>72,290,989</b>	<b>0</b>	<b>317,997,277</b>
0965	4430	North/South Concourse Renovations	25,927,814	48,406,447	31,363,566	39,325,370	42,718,117	38,452,193	10,753,027	0	236,946,535
	Total	<b>Unit Subtotal</b>	<b>25,927,814</b>	<b>48,406,447</b>	<b>31,363,566</b>	<b>39,325,370</b>	<b>42,718,117</b>	<b>38,452,193</b>	<b>10,753,027</b>	<b>0</b>	<b>236,946,535</b>
0966	4430	West Concourse Renovations	17,312,710	24,239,783	17,300,233	12,617,442	16,209,065	16,273,861	16,591,463	0	120,544,556
	Total	<b>Unit Subtotal</b>	<b>17,312,710</b>	<b>24,239,783</b>	<b>17,300,233</b>	<b>12,617,442</b>	<b>16,209,065</b>	<b>16,273,861</b>	<b>16,591,463</b>	<b>0</b>	<b>120,544,556</b>
0968	4430	Convention Way Grand Concourse	11,942,994	65,844,820	230,000,000	230,000,000	22,212,186	0	0	0	560,000,000
	Total	<b>Unit Subtotal</b>	<b>11,942,994</b>	<b>65,844,820</b>	<b>230,000,000</b>	<b>230,000,000</b>	<b>22,212,186</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>560,000,000</b>
0969	4430	Multipurpose Venue	10,468,582	9,236,313	0	0	0	0	0	0	19,704,895
	Total	<b>Unit Subtotal</b>	<b>10,468,582</b>	<b>9,236,313</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>19,704,895</b>
Total	Total	<b>Unit Subtotal</b>	<b>125,568,602</b>	<b>174,381,890</b>	<b>315,460,000</b>	<b>326,844,652</b>	<b>117,967,180</b>	<b>95,335,459</b>	<b>99,635,479</b>	<b>0</b>	<b>1,255,193,263</b>
		<b>CONVENTION CENTER SUBTOTAL:</b>	<b>125,568,602</b>	<b>174,381,890</b>	<b>315,460,000</b>	<b>326,844,652</b>	<b>117,967,180</b>	<b>95,335,459</b>	<b>99,635,479</b>	<b>0</b>	<b>1,255,193,263</b>

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