Convention Center

FY 2024-25 Budget Work Session

July 11, 2024



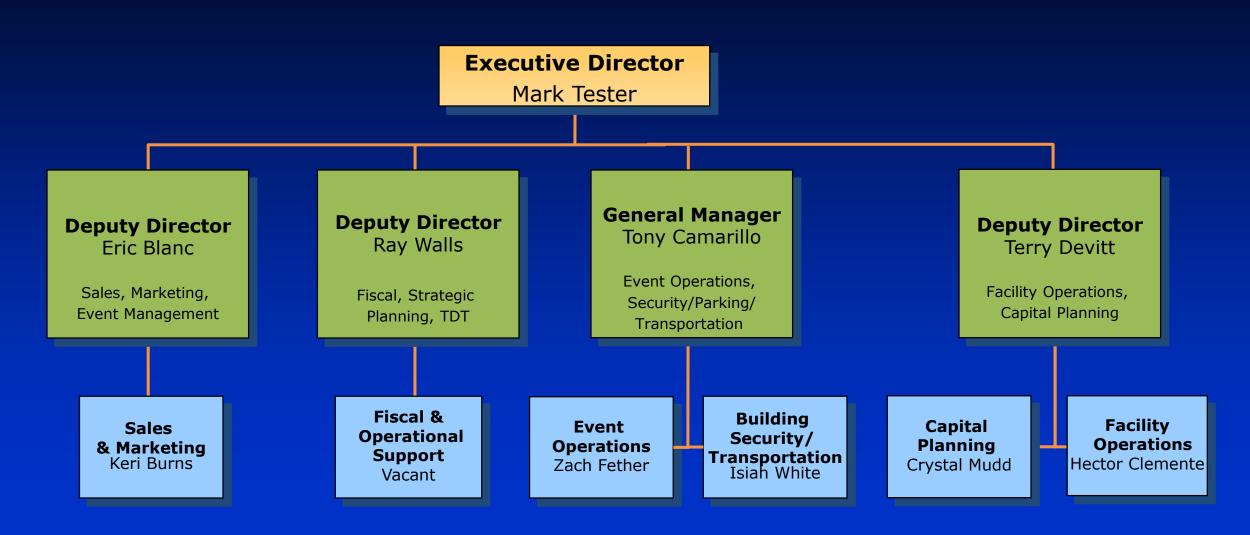
- Organizational Chart
- Proposed FY 2024-25 Budget
- Operating Budget Highlights
- Capital Improvement Program
- Summary



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Organization Chart





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Proposed FY 2024-25 Budget

Operating Revenue	Current		Proposed
	FY 2024	\$ Change	FY 2025
Building Rental	\$19.2M	\$3.9M	\$23.1M
Services	\$25.4M	(\$2.1M)	\$23.3M
Parking	\$8.6M	\$0.9M	\$9.5M
Food & Beverage Net	\$18.0M	(\$2.0M)	\$16.0M
Wi-Fi Net	\$6.1M	(\$0.2M)	\$5.9M
Miscellaneous	<u>\$2.6M</u>	<u>\$0.9M</u>	<u>\$3.5M</u>
Total	\$79.9M	\$1.4M	\$81.3M
Budget Change			1.8%



Proposed FY 2024-25 Budget



Personal Services	
Operating Budget	

Total

Proposed		Adopted
FY 2025	<u>\$ Change</u>	FY 2024
\$50.2N	\$0.5M	\$49.7M
<u>\$55.4N</u>	<u>\$2.8M</u>	<u>\$52.6M</u>
\$105.6N	\$3.3M	\$102.3M



Budget Change	3.2%
Budget Change	

Staffing	472	7	479
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Vacant	20 / 90/-
Positions	39/8%



Proposed FY 2024-25 Budget

- Staffing Update
 - New Positions to Meet Client andInternal Services Needs (7)
 - Rigger Technicians (5)
 - Rigging Support Specialist
 - Capital Project Manager

Continuing to Evaluate Retention
 Strategies for Key Positions





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- No Major Changes to Budget
 - -Includes Standard Increases for Personnel
 - -Reflects Inflationary Increases
 - Primary Drivers are Utilities and Internal County Charges
 - Minor Increases Related to Event Activity



Operating Budget Highlights







Attendance



23-24 Event Characteristics

Total Events: 178

Average Attendance: 9,131

Average Utilized Sq Ft: 288,142

Average Length: 6.34 days

Average Move-In Days: 2.63

Average Show Days: 2.78

Average Move-Out Days: 0.84

Days W/N-S Buildings Unoccupied: 4





Operating Budget Highlights

Convention/Event	Dates	Attendance	Economic Impact
FABTECH 2024	October 2024	35,000	\$88.8M
IAAPA Expo 2024	November 2024	41,100	\$104.2M
AKC National Championship Presented by Royal Canin	December 2024	25,000	63.4M
PGA Merchandise Show 2025	January 2025	32,000	\$81.2M
MegaCon Orlando 2025	February 2025	160,000	\$405.8M
Sunshine Volleyball Classic 2025	March 2025	37,000	\$93.8M
Open Championship Series 2025	April 2025	70,000	\$177.5M
Coverings 2025	May 2025	26,800	\$68.0M
Infocomm 2025	June 2025	44,100	\$111.9M
AAU Junior National Volleyball 2025	June-July 2025	200,000	\$507.2M
Assemblies of God 2025 General Council	August 2025	25,000	\$63.4M
Clean Show 2025	September 2025	16,000	\$40.6M











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Proposed FY 2024-25 CIP Budget

Proposed

FY 2025

\$129.9M

Capital Improvement Projects

Ongoing CIP Expansion

\$79.9M

\$50M







Capital Improvement Program (Ongoing)

- Major Projects
 - North-South RestroomsRenovations Design
 - FY 2025 Budget: \$2.8M
 - Total Design Budget: \$3.1M
 - Estimated Completion: 2029





Capital Improvement Program (Ongoing)

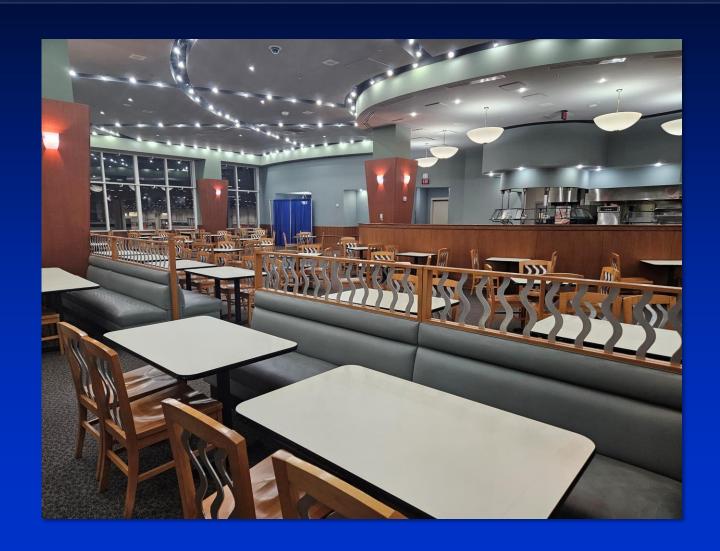
- Major Projects
 - North-South MeetingRooms Renovations
 - FY 2025 Budget: \$7.0M
 - Total Project Budget: \$45.2M
 - Estimated Completion: 2029





Capital Improvement Program (Ongoing)

- Major Projects
 - North-South FoodCourt Renovations
 - FY 2025 Budget: \$1.2M
 - Total Project Budget:\$33.5M
 - Estimated Completion:2029





Capital Improvement Program (5A)

- Major Projects
 - -Grand ConcourseAddition (5A)
 - FY 2025 Budget: \$50M
 Placeholder
 - Design Underway





- CMAR RFP: Currently out and due June 27
- Owners Rep RFP: Currently out and due June 25
- Design Process: 100% design anticipated in Jan. 2025
- Site Enabling Work: Anticipated to start Q1 2025
- Construction: Anticipated end of Q3/early Q4 2025





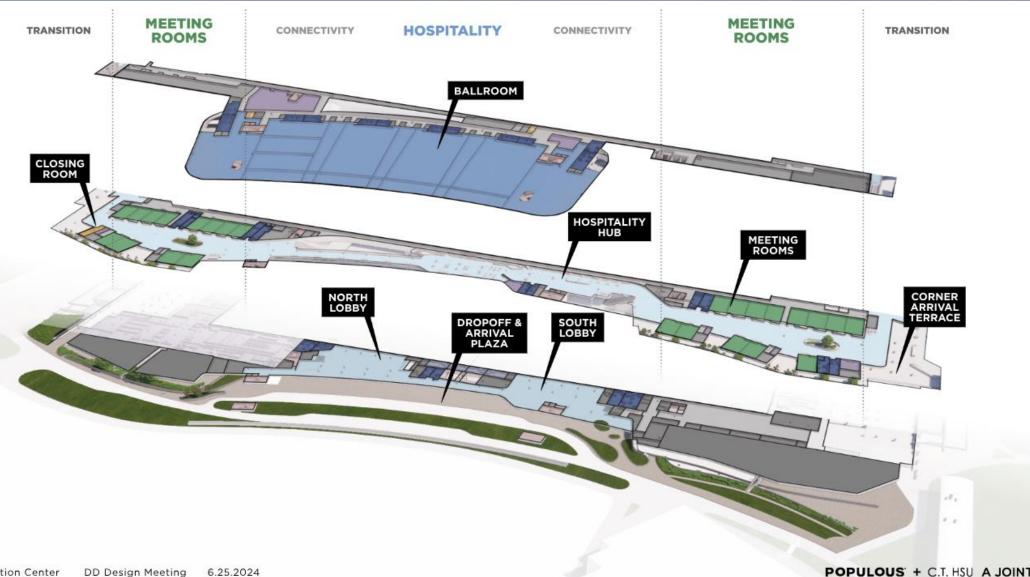


Phase 5A solves:

- Lack of connectivity
- Lack of ballroom
- Lack of meeting room space
- Flexible space for additional capacity

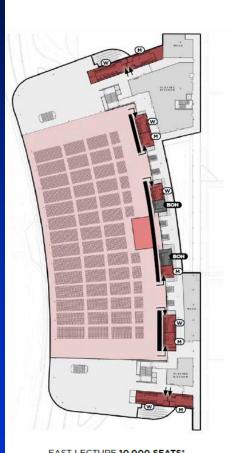


Phase 5A Project Overview

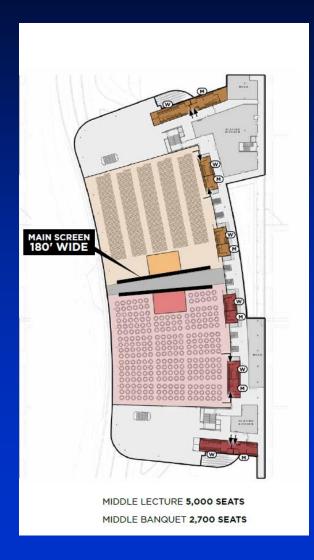




Phase 5A Ballroom Flexibility



EAST LECTURE 10,000 SEATS*









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Event Activity & RelatedRevenue Continuing PositivityTrajectory

 Inflationary Pressures Slowing but Still Persist

 Capital Budget Continues Major Focus on Renovations at North/South Building



Convention Center

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July 11, 2024

Tourist Development Tax

FY 2024-25 Budget Work Session

July 11, 2024

- Background and Uses
- Historical Collections
- Current Revenue & Proposed Budget
- Proposed Expenditure Budget
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- F.S 125.0104 Authorizes Collection and Limits Uses of Tourist Development Taxes (TDT)
 - Tax Imposed on Short-Term Rentals (Six Months or Less)
 - Uses Limited Largely to Convention Centers, Tourism Promotion, and Venues and Events that Generate Economic Impact from Tourism

- Orange County Levy is 6% on Lodging Price
 - First Enacted by Voter Referendum in 1978 at 2% to Construct the
 Orange County Civic Center
 - Increased Periodically Since to 6%



Background and Uses

- TDT Uses of Each Cent in Orange County
 - 1st-4th: Uses Specified in TouristDevelopment Plan



- 5th: Debt Payments

-6th: 50% for Amway Center and 50% for Tourism Promotion





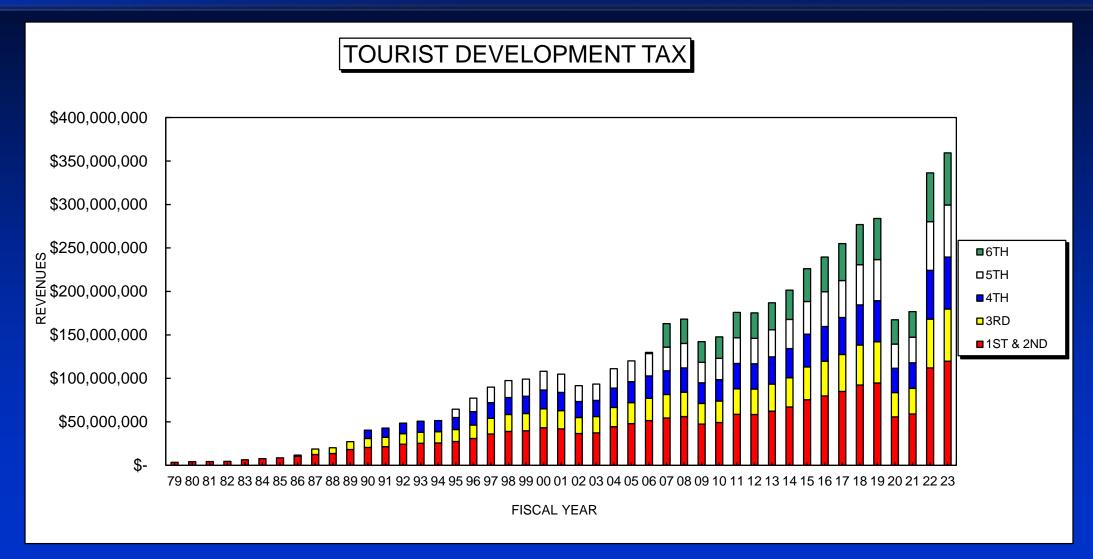




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Historical Collections



Source: Orange County Comptroller's Office



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Current Revenue & Proposed Budget

FY 2024 TDT Revenue Budget

- July 2023 \$330M

- January 2024 \$330M

- July 2024 \$350M

Budget Update Needed for TDT Payments Based on Actual Collections

- Collections Through May (8 Months) = \$253M
 - Less than \$2M Below FY 2023

Cu

Current Revenue & Proposed Budget

Proposed FY 2025 TDT Revenue Budget = \$345M

- Conservative Approach
- Will Monitor Collections Over Next Several Months
 - Adjust Accordingly in January 2025



- Background and Uses
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Expected TDT Uses (millions):	FY 24	FY 25
Debt Service	\$ 79.2	\$ 56.5
Visit Orlando Funding	99.0	98.6
Convention Center & ARC Capital	67.8	151.2
Convention Center Operations (if needed)	21.4	22.4
City Venues Payment	27.5	28.8
Arts	8.0	14.0
TDT Agreements	3.0	10.8
History Center & Other	3.8	4.5
Total Expenses	\$309.7	\$386.8



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FY 24 FY 25

Debt Service

\$ 79.2 \$ 56.5

- Reduced Due to Payoff of Some OCCC Debt
- Expected to Increase in Future Years for New OCCC Debt



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FY 24 FY 25

Visit Orlando Funding

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98.6

- 30% of TDT Revenue Less \$5M for TDT ARC Grants
- \$10M Sports Incentive Funding Included in Visit Orlando Budget



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FY 24 FY 25

Convention Center & ARC Capital

67.8 151.2

- \$81.2M = Ongoing OCCC Renovations
- \$50.0M = Temporary Budget for OCCC Expansion Project
- \$20.0M = TDT ARC Budget
 - \$15.0M Base Amount
 - \$5.0M from Visit Orlando Allocation



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FY 24 FY 25

Arts

8.0

14.0

- 5% of the First Four Cents + \$2.5M
- Actual Amount Based on Actual Collections



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FY 24 FY 25

TDT Agreements

3.0

10.8

- Previously Accounted for Sports Incentive Payments
- \$10M for First Installment of UCF Stadium Improvements
- Approximately \$750k for GOSC Operating Agreement
 - \$0.50 Per Capita Funding
 - Pending Approval of Agreement by BCC

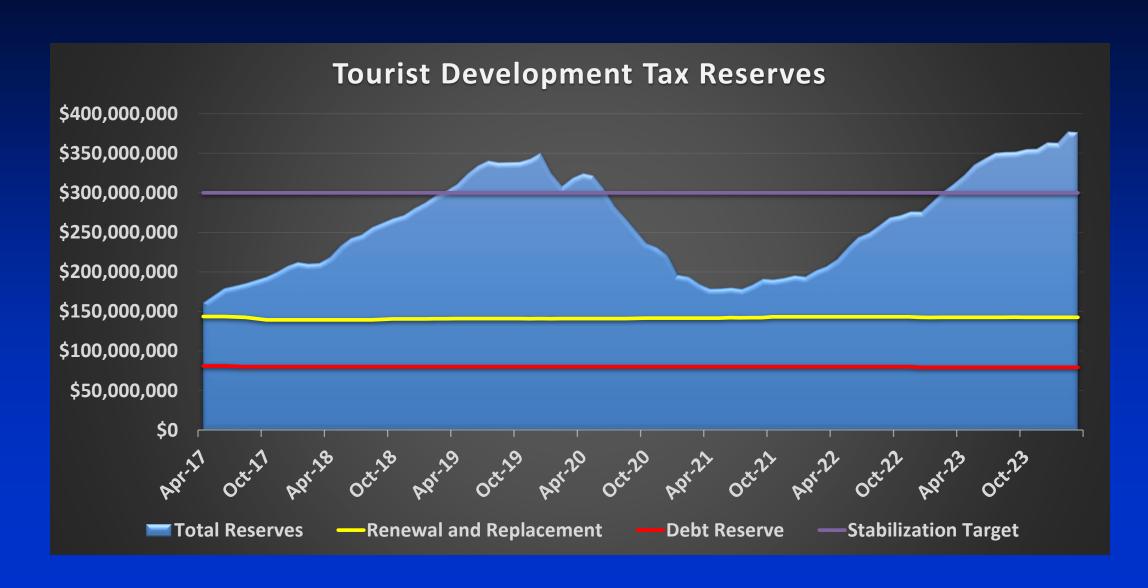


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- TDT Revenue Budget is Strong at \$345M
 - Evaluate Update to Budget in January
- Expenditure Budget
 - Covers All Required Expenditures
 - Includes Updates Approved by the BCC
 - Will be Updated for Financing Arrangements



Tourist Development Tax

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