



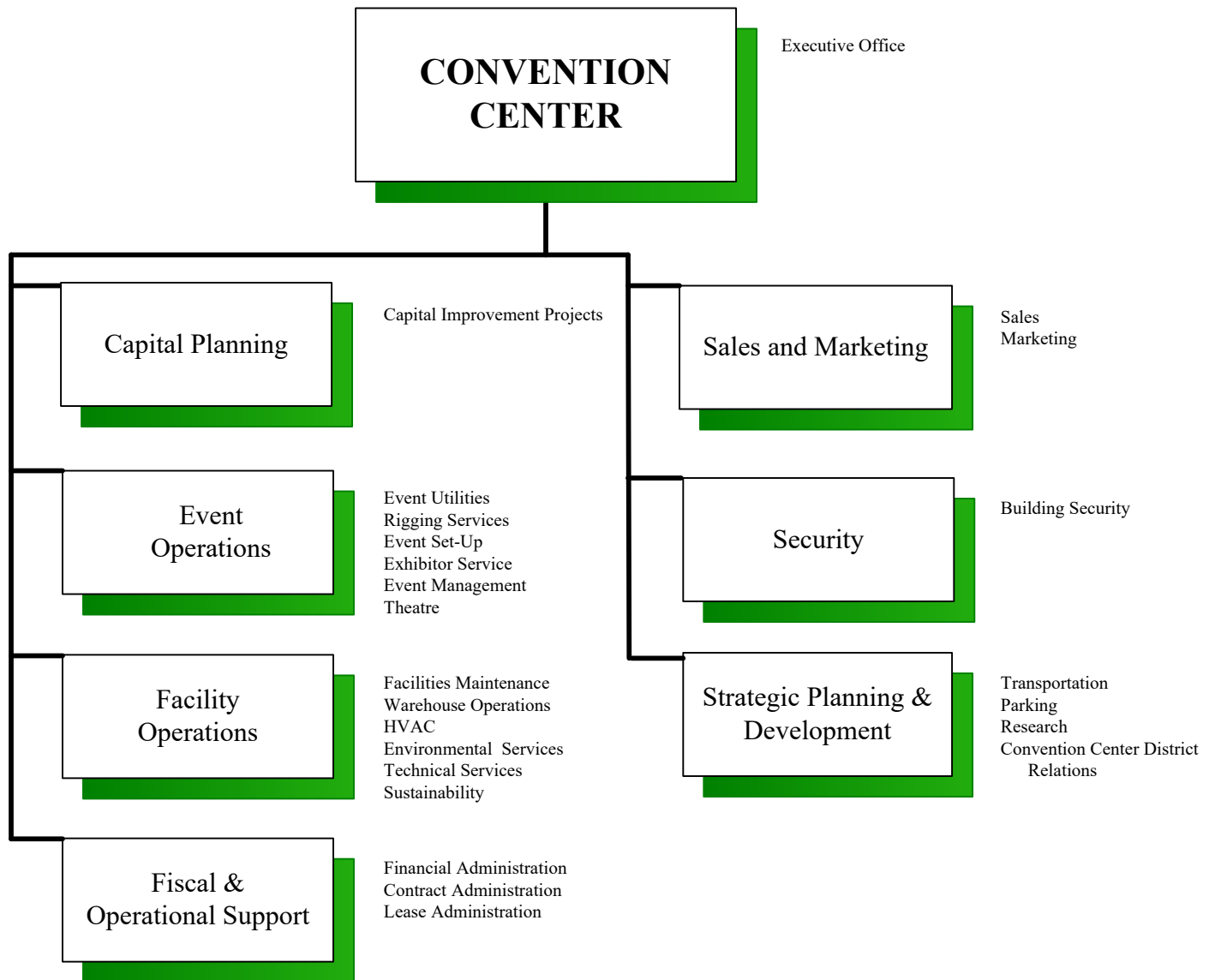
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## CONVENTION CENTER

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**Department: Convention Center**

<b>Expenditures by Category</b>				
	<b>FY 2017 - 18 Actual</b>	<b>FY 2018 - 19 Budget as of 03/31/2019</b>	<b>FY 2019 - 20 Proposed Budget</b>	<b>Percent Change</b>
Personal Services	\$ 34,490,155	\$ 35,422,247	\$ 39,894,148	12.6 %
Operating Expenditures	42,731,550	39,821,999	44,277,106	11.2 %
Capital Outlay	773,568	3,443,560	3,470,400	0.8 %
<b>Total Operating</b>	<b>\$ 77,995,272</b>	<b>\$ 78,687,806</b>	<b>\$ 87,641,654</b>	<b>11.4 %</b>
Capital Improvements	\$ 28,013,359	\$ 95,948,564	\$ 114,384,800	19.2 %
Debt Service	76,158,012	76,169,132	76,161,688	0.0 %
Grants	7,081,764	18,728,160	15,802,947	(15.6)%
Reserves	0	302,076,071	313,698,551	3.8 %
Other	77,646,320	83,671,192	86,824,222	3.8 %
<b>Total Non-Operating</b>	<b>\$ 188,899,455</b>	<b>\$ 576,593,119</b>	<b>\$ 606,872,208</b>	<b>5.3 %</b>
<b>Department Total</b>	<b>\$ 266,894,727</b>	<b>\$ 655,280,925</b>	<b>\$ 694,513,862</b>	<b>6.0 %</b>

<b>Expenditures by Division / Program</b>				
Convention Center Capital Planning	\$ 28,501,280	\$ 96,509,289	\$ 115,140,350	19.3 %
Convention Center Event Operations	16,838,268	16,648,141	20,380,087	22.4 %
Convention Center Facility Operations	36,227,207	33,657,908	37,183,242	10.5 %
Convention Center Non-Operating	161,507,727	481,244,994	493,258,342	2.5 %
Convention Center Sales & Marketing	2,313,820	2,884,189	3,052,971	5.9 %
Convention Center Security	4,049,212	4,556,633	4,705,100	3.3 %
Convention Center Strategic Planning	3,807,743	3,351,090	3,876,761	15.7 %
Fiscal & Operational Support	13,649,470	16,428,681	16,917,009	3.0 %
<b>Department Total</b>	<b>\$ 266,894,727</b>	<b>\$ 655,280,925</b>	<b>\$ 694,513,862</b>	<b>6.0 %</b>

<b>Funding Source Summary</b>				
Enterprise Funds	\$ 266,894,727	\$ 655,280,925	\$ 694,513,862	6.0 %
<b>Department Total</b>	<b>\$ 266,894,727</b>	<b>\$ 655,280,925</b>	<b>\$ 694,513,862</b>	<b>6.0 %</b>

<b>Authorized Positions</b>				
	443	444	472	6.3 %

## Convention Center

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### EXPENDITURE HIGHLIGHTS

**Personal Services** – The FY 2019-20 personal services budget includes a 4.0% salary increase for non-bargaining employees. The Florida Retirement System (FRS) rates increased and are budgeted at amounts sufficient to cover what was approved by the State Legislature for employer retirement contributions. The budget for employer health insurance contributions increased from \$11,900 to \$12,800 per employee. The department's net position change is an increase of 28.

#### **28 New Positions FY 2019-20**

- 1 – Assistant Project Manager, Capital Planning
- 1 – Sr. CADD Technician, Event Operations
- 3 – Rigger Technician, Event Operations
- 1 – Assistant Rigging Supervisor, Event Operations
- 5 – Event Setup Worker, Event Operations
- 2 – Convention Center Technician III, Event Operations
- 1 – Assistant Manager, Event Operations, Event Operations
- 1 – Underwriters Laboratories Coordinator, Event Operations
- 1 – Control Room Operator, Facility Operations
- 2 – Supply Clerk, Facility Operations
- 3 – Sr. Convention Center Service Worker, Facility Operations
- 2 – Electronic Systems Coordinator, Facility Operations
- 1 – Sr. Financial Analyst, Fiscal & Operational Support
- 1 – Account Executive Supervisor, Sales & Marketing
- 2 – Sr. Console Operator, Security
- 1 – Transportation Worker, Strategic Planning

**Operating Expenses** – The FY 2019-20 operating expenses budget increased by 11.2% or \$4.5 million from the current FY 2018-19 budget, mainly due to a busy calendar of large events contracted in FY 2019-20.

**Capital Outlay** – The FY 2019-20 capital outlay budget increased by 0.8% or \$26,840 from the current FY 2018-19 budget. The increase is due to one-time purchases of equipment. The capital outlay budget includes funding for the addition and replacement of equipment and computer equipment necessary to efficiently manage operations at the Convention Center.

**Capital Improvements** – The FY 2019-20 capital improvements budget increased by 19.2% or \$18.4 million from the current FY 2018-19 budget. The proposed five (5) year plan of \$812.0 million (2020-2024) 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, funding has been included in the budget, in the amount of \$8 million per year, for the expenditure of some Tourist Development Tax (TDT) revenue, initially for capital projects in excess of \$2.0 million, as recommended by the Tourist Development Tax Application Review Committee (ARC) and ultimately 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 2019-20 debt service budget decreased slightly by \$7,444 from current FY 2018-19 budget and is based on the authorized debt service schedule for the Convention Center.

**Grants** – The FY 2019-20 grants budget decreased by 15.6% or \$2.9 million from the current FY 2018-19 budget. The decrease is mainly due to the timing of payments to Cultural Tourism grant recipients. The FY 2018-19 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.

**Reserves** – The FY 2019-20 reserves budget increased by 3.8% or \$11.6 million from the current FY 2018-19 budget. The reserves amount of \$313.7 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 2019-20 other category budget increased by 3.8% or \$3.2 million from the current FY 2018-19 budget. The payments to Visit Orlando and the City of Orlando increased, based on the Tourist Development Tax revenue growth. Funds are included for Visit Orlando in the amount of \$60.1 million for tourism promotion, an increase of \$2.1 million, which is funded from the first four cents (\$36.6 million) and the sixth cent (\$23.5 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 (\$23.5 million). Finally, funds are budgeted for the Orange County Regional History Center in the amount of \$3.2 million.

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**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 increasing in several areas based on projected show activity with anticipated changes detailed in the table below. Additionally, TDT revenues are projected to increase from the FY 2018-19 budget based on projections for hotel occupancy and room rates.

<b>Major Revenues</b>	<b>FY 2018-19 Current Budget</b>	<b>FY 2019-20 Proposed Budget</b>	<b>\$ Change</b>	<b>% Change</b>
<b>Cash Brought Forward</b>	\$337,306,137	\$352,774,485	\$15,468,348	4.6%
<b>Statutory Deduction</b>	-16,735,515	-17,986,283	-1,250,768	7.5%
<b>Local Option TDT</b>	270,000,000	282,300,000	12,300,000	4.6%
<b>Rental Space</b>	16,400,920	15,993,820	-407,100	-2.5%
<b>Utility Services</b>	17,604,727	18,442,631	837,904	4.8%
<b>Event Tech. Svc Labor</b>	5,364,310	5,386,637	22,327	0.4%
<b>Parking Lot</b>	6,456,200	6,769,750	313,550	4.9%
<b>Catering</b>	11,497,260	22,152,112	10,654,852	92.7%
<b>Equipment Rental</b>	3,218,140	3,575,071	356,931	11.1%
<b>Other (Int. and Miscellaneous)</b>	4,168,746	5,105,639	936,893	22.5%
<b>Total</b>	<b>\$655,280,925</b>	<b>\$694,513,862</b>	<b>\$39,232,937</b>	<b>6.0%</b>

**Division: Convention Center Capital Planning**

<b>Expenditures by Category</b>	<b>FY 2017 - 18 Actual</b>	<b>FY 2018 - 19 Budget as of 03/31/2019</b>	<b>FY 2019 - 20 Proposed Budget</b>	<b>Percent Change</b>
Personal Services	\$ 453,681	\$ 514,998	\$ 696,416	35.2 %
Operating Expenditures	34,241	44,727	59,134	32.2 %
Capital Outlay	0	1,000	0	(100.0)%
<b>Total Operating</b>	<b>\$ 487,921</b>	<b>\$ 560,725</b>	<b>\$ 755,550</b>	<b>34.7 %</b>
Capital Improvements	\$ 28,013,359	\$ 95,948,564	\$ 114,384,800	19.2 %
<b>Total Non-Operating</b>	<b>\$ 28,013,359</b>	<b>\$ 95,948,564</b>	<b>\$ 114,384,800</b>	<b>19.2 %</b>
<b>Total</b>	<b>\$ 28,501,280</b>	<b>\$ 96,509,289</b>	<b>\$ 115,140,350</b>	<b>19.3 %</b>
<b>Authorized Positions</b>	<b>13</b>	<b>13</b>	<b>14</b>	<b>7.7 %</b>

**Division: Convention Center Event Operations**

<b>Expenditures by Category</b>	<b>FY 2017 - 18 Actual</b>	<b>FY 2018 - 19 Budget as of 03/31/2019</b>	<b>FY 2019 - 20 Proposed Budget</b>	<b>Percent Change</b>
Personal Services	\$ 14,129,434	\$ 14,105,062	\$ 16,051,347	13.8 %
Operating Expenditures	2,507,405	1,773,179	2,998,740	69.1 %
Capital Outlay	201,429	769,900	1,330,000	72.7 %
<b>Total Operating</b>	<b>\$ 16,838,268</b>	<b>\$ 16,648,141</b>	<b>\$ 20,380,087</b>	<b>22.4 %</b>
<b>Total</b>	<b>\$ 16,838,268</b>	<b>\$ 16,648,141</b>	<b>\$ 20,380,087</b>	<b>22.4 %</b>
<b>Authorized Positions</b>	<b>163</b>	<b>162</b>	<b>176</b>	<b>8.6 %</b>

**Division: Convention Center Facility Operations**

<b>Expenditures by Category</b>	<b>FY 2017 - 18 Actual</b>	<b>FY 2018 - 19 Budget as of 03/31/2019</b>	<b>FY 2019 - 20 Proposed Budget</b>	<b>Percent Change</b>
Personal Services	\$ 9,945,807	\$ 9,162,692	\$ 10,632,359	16.0 %
Operating Expenditures	26,038,405	24,059,266	26,183,183	8.8 %
Capital Outlay	242,996	435,950	367,700	(15.7)%
<b>Total Operating</b>	<b>\$ 36,227,207</b>	<b>\$ 33,657,908</b>	<b>\$ 37,183,242</b>	<b>10.5 %</b>
<b>Total</b>	<b>\$ 36,227,207</b>	<b>\$ 33,657,908</b>	<b>\$ 37,183,242</b>	<b>10.5 %</b>
<b>Authorized Positions</b>	<b>121</b>	<b>120</b>	<b>128</b>	<b>6.7 %</b>

## Division: Convention Center Non-Operating

Expenditures by Category	FY 2017 - 18 Actual	FY 2018 - 19 Budget as of 03/31/2019	FY 2019 - 20 Proposed Budget	Percent Change
Personal Services	\$(150,931)	\$ 0	\$ 0	0.0 %
Operating Expenditures	774,062	601,939	770,934	28.1 %
<b>Total Operating</b>	<b>\$ 623,131</b>	<b>\$ 601,939</b>	<b>\$ 770,934</b>	<b>28.1 %</b>
Debt Service	\$ 76,158,012	\$ 76,169,132	\$ 76,161,688	0.0 %
Grants	7,080,264	18,726,660	15,802,947	(15.6)%
Reserves	0	302,076,071	313,698,551	3.8 %
Other	77,646,320	83,671,192	86,824,222	3.8 %
<b>Total Non-Operating</b>	<b>\$ 160,884,596</b>	<b>\$ 480,643,055</b>	<b>\$ 492,487,408</b>	<b>2.5 %</b>
<b>Total</b>	<b>\$ 161,507,727</b>	<b>\$ 481,244,994</b>	<b>\$ 493,258,342</b>	<b>2.5 %</b>

## Division: Convention Center Sales & Marketing

Expenditures by Category	FY 2017 - 18 Actual	FY 2018 - 19 Budget as of 03/31/2019	FY 2019 - 20 Proposed Budget	Percent Change
Personal Services	\$ 1,334,637	\$ 1,622,396	\$ 1,837,663	13.3 %
Operating Expenditures	979,182	1,261,793	1,215,308	(3.7)%
<b>Total Operating</b>	<b>\$ 2,313,820</b>	<b>\$ 2,884,189</b>	<b>\$ 3,052,971</b>	<b>5.9 %</b>
<b>Total</b>	<b>\$ 2,313,820</b>	<b>\$ 2,884,189</b>	<b>\$ 3,052,971</b>	<b>5.9 %</b>
<b>Authorized Positions</b>	<b>18</b>	<b>18</b>	<b>19</b>	<b>5.6 %</b>

## Division: Convention Center Security

Expenditures by Category	FY 2017 - 18 Actual	FY 2018 - 19 Budget as of 03/31/2019	FY 2019 - 20 Proposed Budget	Percent Change
Personal Services	\$ 3,880,379	\$ 4,264,335	\$ 4,471,372	4.9 %
Operating Expenditures	137,116	187,498	233,728	24.7 %
Capital Outlay	31,717	104,800	0	(100.0)%
<b>Total Operating</b>	<b>\$ 4,049,212</b>	<b>\$ 4,556,633</b>	<b>\$ 4,705,100</b>	<b>3.3 %</b>
<b>Total</b>	<b>\$ 4,049,212</b>	<b>\$ 4,556,633</b>	<b>\$ 4,705,100</b>	<b>3.3 %</b>
<b>Authorized Positions</b>	<b>67</b>	<b>67</b>	<b>69</b>	<b>3.0 %</b>



**Division: Convention Center Strategic Planning**

<b>Expenditures by Category</b>	<b>FY 2017 - 18 Actual</b>	<b>FY 2018 - 19 Budget as of 03/31/2019</b>	<b>FY 2019 - 20 Proposed Budget</b>	<b>Percent Change</b>
Personal Services	\$ 1,337,548	\$ 1,554,399	\$ 1,814,797	16.8 %
Operating Expenditures	2,470,195	1,796,691	2,061,964	14.8 %
<b>Total Operating</b>	<b>\$ 3,807,743</b>	<b>\$ 3,351,090</b>	<b>\$ 3,876,761</b>	<b>15.7 %</b>
<b>Total</b>	<b>\$ 3,807,743</b>	<b>\$ 3,351,090</b>	<b>\$ 3,876,761</b>	<b>15.7 %</b>
<b>Authorized Positions</b>	<b>18</b>	<b>20</b>	<b>21</b>	<b>5.0 %</b>

**Division: Fiscal & Operational Support**

<b>Expenditures by Category</b>	<b>FY 2017 - 18 Actual</b>	<b>FY 2018 - 19 Budget as of 03/31/2019</b>	<b>FY 2019 - 20 Proposed Budget</b>	<b>Percent Change</b>
Personal Services	\$ 3,559,600	\$ 4,198,365	\$ 4,390,194	4.6 %
Operating Expenditures	9,790,944	10,096,906	10,754,115	6.5 %
Capital Outlay	297,426	2,131,910	1,772,700	(16.8)%
<b>Total Operating</b>	<b>\$ 13,647,970</b>	<b>\$ 16,427,181</b>	<b>\$ 16,917,009</b>	<b>3.0 %</b>
Grants	\$ 1,500	\$ 1,500	\$ 0	(100.0)%
<b>Total Non-Operating</b>	<b>\$ 1,500</b>	<b>\$ 1,500</b>	<b>\$ 0</b>	<b>(100.0)%</b>
<b>Total</b>	<b>\$ 13,649,470</b>	<b>\$ 16,428,681</b>	<b>\$ 16,917,009</b>	<b>3.0 %</b>
<b>Authorized Positions</b>	<b>43</b>	<b>44</b>	<b>45</b>	<b>2.3 %</b>



Proposed CIP - by Department / Division  
FY 2019/20 - FY 2023/24

Org	Fund	Project Name	* Prior Expenditures	Approved Budget FY 18-19	Proposed 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 Future	Total Project Cost
<b>Convention Center</b>											
Convention Center											
0960											
	4430	Convention Center Imp	33,494,901	19,265,993	11,153,183	14,058,300	10,245,650	12,099,038	13,489,652	0	113,806,717
		<b>Org Subtotal</b>	<b>33,494,901</b>	<b>19,265,993</b>	<b>11,153,183</b>	<b>14,058,300</b>	<b>10,245,650</b>	<b>12,099,038</b>	<b>13,489,652</b>	<b>0</b>	<b>113,806,717</b>
0965											
	4430	North/South Concourse Renovations	23,363,623	15,709,512	5,975,482	4,070,989	8,563,380	10,082,790	6,284,906	0	74,050,682
		<b>Org Subtotal</b>	<b>23,363,623</b>	<b>15,709,512</b>	<b>5,975,482</b>	<b>4,070,989</b>	<b>8,563,380</b>	<b>10,082,790</b>	<b>6,284,906</b>	<b>0</b>	<b>74,050,682</b>
0966											
	4430	West Concourse Renovations	48,537,374	24,973,059	16,256,135	24,623,279	23,709,214	12,189,602	14,210,348	0	164,499,011
		<b>Org Subtotal</b>	<b>48,537,374</b>	<b>24,973,059</b>	<b>16,256,135</b>	<b>24,623,279</b>	<b>23,709,214</b>	<b>12,189,602</b>	<b>14,210,348</b>	<b>0</b>	<b>164,499,011</b>
0967											
	4430	ARC Funding	0	16,000,000	6,000,000	8,000,000	8,000,000	8,000,000	8,000,000	0	54,000,000
		<b>Org Subtotal</b>	<b>0</b>	<b>16,000,000</b>	<b>6,000,000</b>	<b>8,000,000</b>	<b>8,000,000</b>	<b>8,000,000</b>	<b>8,000,000</b>	<b>0</b>	<b>54,000,000</b>
0968											
	4430	Convention Way Grand Concourse	0	13,000,000	61,000,000	121,000,000	52,000,000	15,000,000	0	0	262,000,000
		<b>Org Subtotal</b>	<b>0</b>	<b>13,000,000</b>	<b>61,000,000</b>	<b>121,000,000</b>	<b>52,000,000</b>	<b>15,000,000</b>	<b>0</b>	<b>0</b>	<b>262,000,000</b>
0969											
	4430	Multipurpose Venue	0	7,000,000	12,000,000	89,000,000	155,000,000	80,000,000	0	0	343,000,000
		<b>Org Subtotal</b>	<b>0</b>	<b>7,000,000</b>	<b>12,000,000</b>	<b>89,000,000</b>	<b>155,000,000</b>	<b>80,000,000</b>	<b>0</b>	<b>0</b>	<b>343,000,000</b>
CON1											
	4430	ARC-History Center Capital Const	0	0	2,000,000	0	0	0	0	3,750,000	5,750,000
		<b>Org Subtotal</b>	<b>0</b>	<b>0</b>	<b>2,000,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,750,000</b>	<b>5,750,000</b>
DIVISION SUBTOTAL			105,395,898	95,948,564	114,384,800	260,752,568	257,518,244	137,371,430	41,984,906	3,750,000	1,017,106,410
DEPARTMENT SUBTOTAL			105,395,898	95,948,564	114,384,800	260,752,568	257,518,244	137,371,430	41,984,906	3,750,000	1,017,106,410
GRAND TOTAL			105,395,898	95,948,564	114,384,800	260,752,568	257,518,244	137,371,430	41,984,906	3,750,000	1,017,106,410

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