



BOARD OF LOS ANGELES DEPARTMENT OF CONVENTION AND TOURISM DEVELOPMENT COMMISSIONERS

Commissioners: Jon F. Vein, President; Otto Padron, Vice President;
Ana Cubas; Stella T. Maloyan; David Stone

Members of the public who wish to speak during the meeting must submit a "Request to Speak" form to the Board Secretary prior to the commencement of the public comments for each agenda item of interest. Comments by the public on matters not identified on the agenda, but within the subject matter jurisdiction of the Commission, will be heard only during the item designated as "Public Comment." Public speaking will be limited to two minutes per speaker, unless the presiding officer grants some other amount of time before the commencement of the public comment.

Regular Meeting
Wednesday, November 7, 2018
9:00 a.m.
Los Angeles Convention Center
1201 S. Figueroa Street, L.A., CA 90015
Executive Board Room

1. CALL TO ORDER / ROLL CALL

2. COMMENTS FROM THE PUBLIC

- a) General Public Comments
- b) Neighborhood Council representatives on any Neighborhood Council Resolution or Community Impact Statement filed with the City Clerk which relate to any agenda item listed or being considered on this agenda for Board of Los Angeles Department of Convention and Tourism Development Commissioners

3. APPROVE MINUTES:

- a) Approval of the regular meeting minutes from October 3, 2018

4. REPORTS:

- a) Executive Director Report
- b) AEG Monthly Report - September
- c) LATCB Monthly Report – September
 - i. Membership Overview

5. DISCUSSION:

None

6. ACTION ITEMS:

- a) FY19-20 CTD Budget Presentation – Board Report # 18-007

7. ADJOURNMENT

Materials related to an item on this agenda submitted to the Board of Los Angeles Convention and Tourism development after distribution of the agenda packet are available for public inspection in the Executive Office of the Los Angeles Convention Center, 1201 S. Figueroa Street, Los Angeles, CA 90015, during normal business hours.

As a covered entity under Title II of the Americans with Disabilities Act, the City of Los Angeles does not discriminate on the basis of disability and, upon request, will provide reasonable accommodation to ensure equal access to its programs, services and activities.

**BOARD OF LOS ANGELES CONVENTION
AND TOURISM DEVELOPMENT COMMISSION**

Regular Meeting Minutes
October 3, 2018

The Board of Los Angeles Convention and Tourism Development Commission (Board) convened a regular meeting on Wednesday, October 3, 2018 at 9:00 a.m. at the Los Angeles Convention Center (LACC), located at 1201 S. Figueroa Street, Los Angeles, CA 90015, in the Executive Board Room.

PRESENT:

President, Jon F. Vein
Vice President, Otto Padron
Commissioner Ana Cubas
Commissioner David Stone

ABSENT:

Commissioner Stella T. Maloyan

PRESENTERS:

Ellen Schwartz, AEG
Doane Liu, CTD
Diana Mangioglu, CTD
Darren Green, LATCB
Chelsea Hoff, LATCB

Item 1. Call to Order / Roll Call

President Vein called the meeting to order at 9:02 a.m.

Item 2. Public Comment

None

Item 2b. Neighborhood Council

None

Item 3a. Approval of the special meeting minutes from September 12, 2018

UNANIMOUSLY APPROVED

Item 4a. Executive Director Report

Mr. Doane Liu provided an overview of his activities since the last Board meeting which included: client meetings, e.g. NLC, Credit Union; expansion and modernization meetings with City and AEG staff, noting that while progress is being made, plan is three months behind schedule but should meet the final timeline; annual performance review with the Mayor; meeting about Avenue of Angels to discuss pedestrian centered streets; attending the Extreme Heat Seminar hosted by the Mayor's office; and hosting a stop on the NACTO Walkshop.

Item 4b. AEG Monthly Update – August

Ms. Ellen Schwartz reported that LACC had hosted 11 events, all local events, resulting in over 550,070 attendees and hosted one filming. Ms. Schwartz presented the financial data for August, reporting \$3.7M in gross revenue, which is lower than expected as no citywide events were hosted in August and \$2M in expenses, which is above last year with salaries being the driving factor. Ms. Schwartz also reported that the August occupancy was 45%, which allowed for the completion of ongoing projects including the 5G installation project and the economic impact of \$17M, \$9.01M from local events and \$7.82M as a result of a citywide (National Council of State Legislators) which ran July 28- August 3, 2018.

Item 4c. LATCB Monthly Update – August

Mr. Darren Green reported that LATCB processed 48 leads YTD, resulting in 59,166 room nights with a year-end goal of 220 leads and projected 390,000 room nights. Mr. Green noted a strong 2018 with 25 LACTB events, but only 22 LATCB events in 2019, due to cancellations of large events. Mr. Green previewed discoverlosangeles.com's new micro sites which are custom built to support client events.

Item 4ci. LATCB FY 17/18 Post Convention Survey Results

Ms. Chelsea Hoff presented the FY18 Post Convention survey results including background and research methodology. Ms. Hoff noted that the FY18 response rates, 92%, were the highest in four years with 87% indicating some intent to return. Ms. Hoff stated that the survey resulted in an overall LACC rating as "good" which is a slight but steady decline with the general building condition being the lowest rated attribute, but the overall satisfaction with F&B averaged a "good" rating for the 4th year in a row.

Item 5. Discussion:

None

Item 6a. LATCB FY 18-19 Appendix E – Board Report #18-006

Ms. Diana Mangioglu presented the annual review of LATCB Appendix E providing background and functional overview of the LATCB. Ms. Mangioglu reported on the source of LATCB's funding, noting that the Transit Occupancy Tax (TOT) is \$21.7M (38%) of LATCB's \$56.7M total budget. Ms. Mangioglu explained that 1% of the City's 14% TOT is allocated to the LATCB and continues to grow year over year particularly due to contracts such as Air BnB and VRVO. Ms. Mangioglu stated that LATCB primary goal is to grow the local economy by promoting the City using four core objectives. Ms. Mangioglu reviewed the core objectives and the performance metrics for each objective. Ms. Mangioglu presented the CTD recommendation that the Board approve the proposed Appendix E for FY 2018-19 to the Agreement between the CTD Department and LATCB

UNANIMOUSLY APPROVED

ADJOURNMENT

The meeting was adjourned at 10:21 a.m.

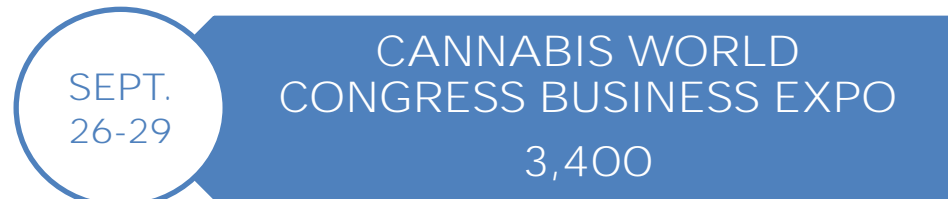
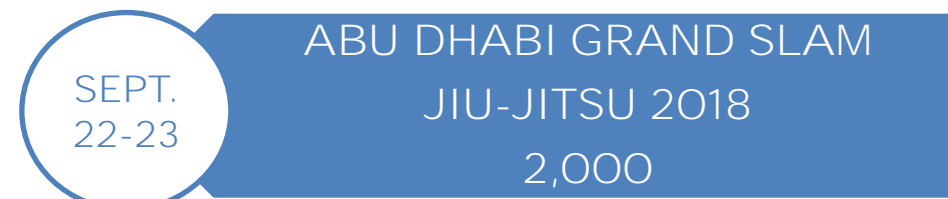
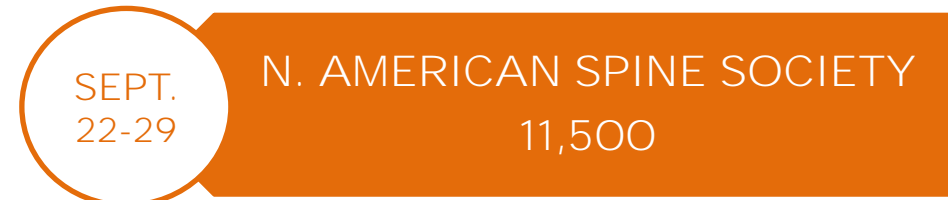
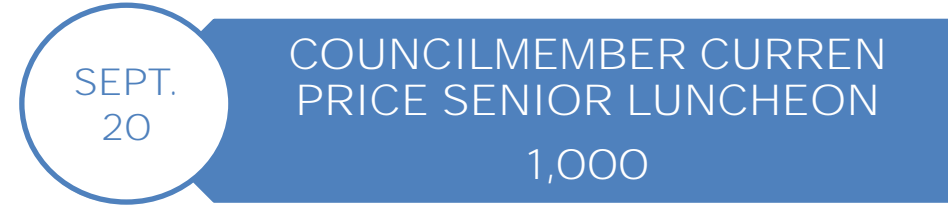
LOS ANGELES CONVENTION CENTER MONTHLY UPDATE

SEPTEMBER 2018
ELLEN SCHWARTZ

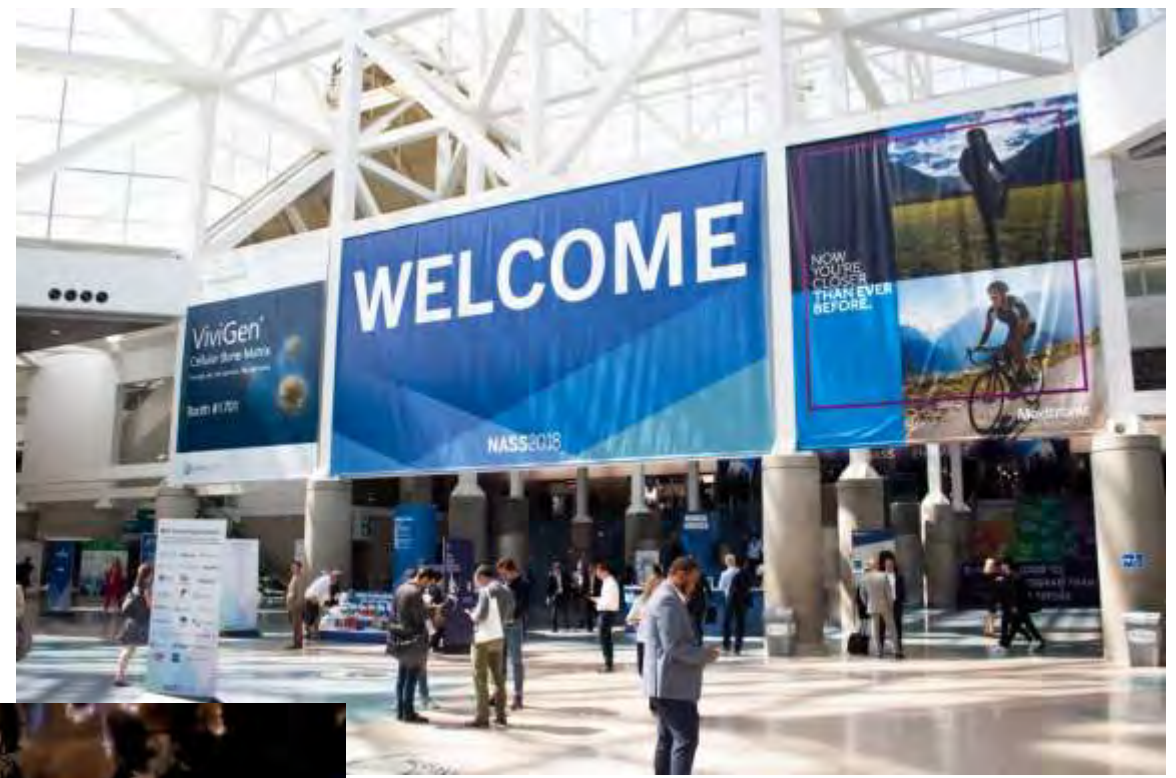
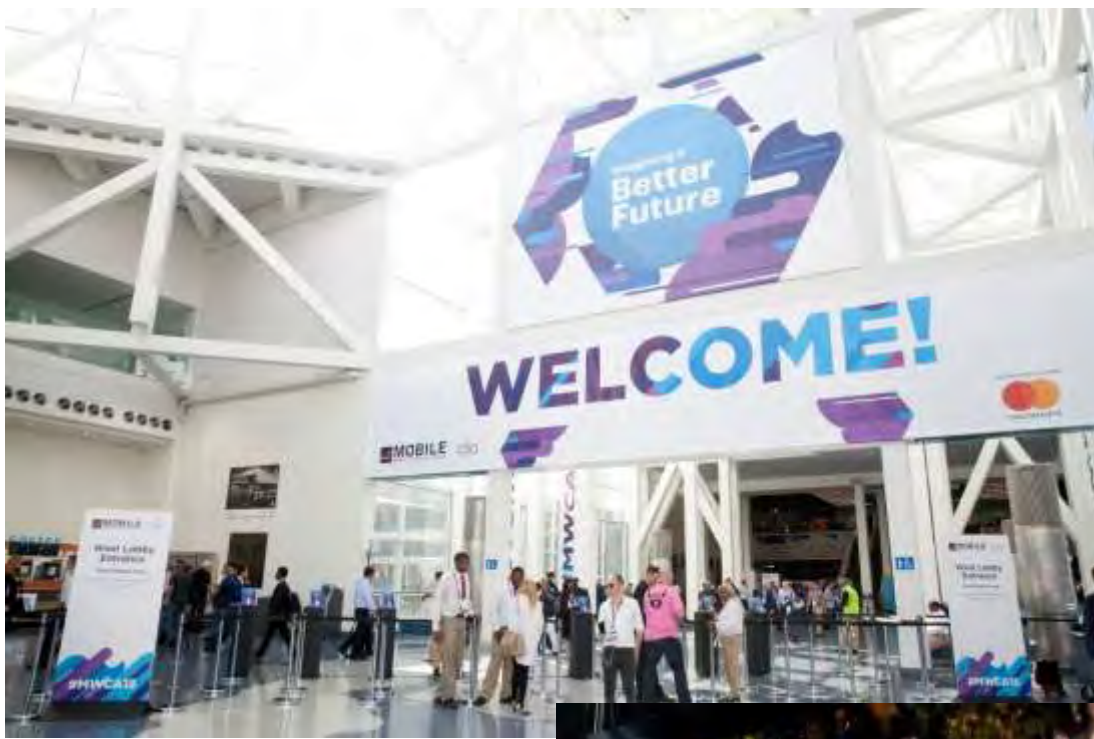


Los Angeles
CONVENTION
CENTER
Managed By AEG

LACC SEPTEMBER 2018 EVENTS



*CITYWIDE



LACC SEPTEMBER 2018 FILMING & PHOTO EVENTS

<u>Name</u>	<u>Location</u>	<u>Amount</u>
ALL AMERICAN	VENICE GARAGE	\$3,750
GOOD TRTOUBLE	VENICE GARAGE	\$2,250
MUSIC VIDEO	BOND LOT	\$5,000

TOTAL FILMING: \$11,000



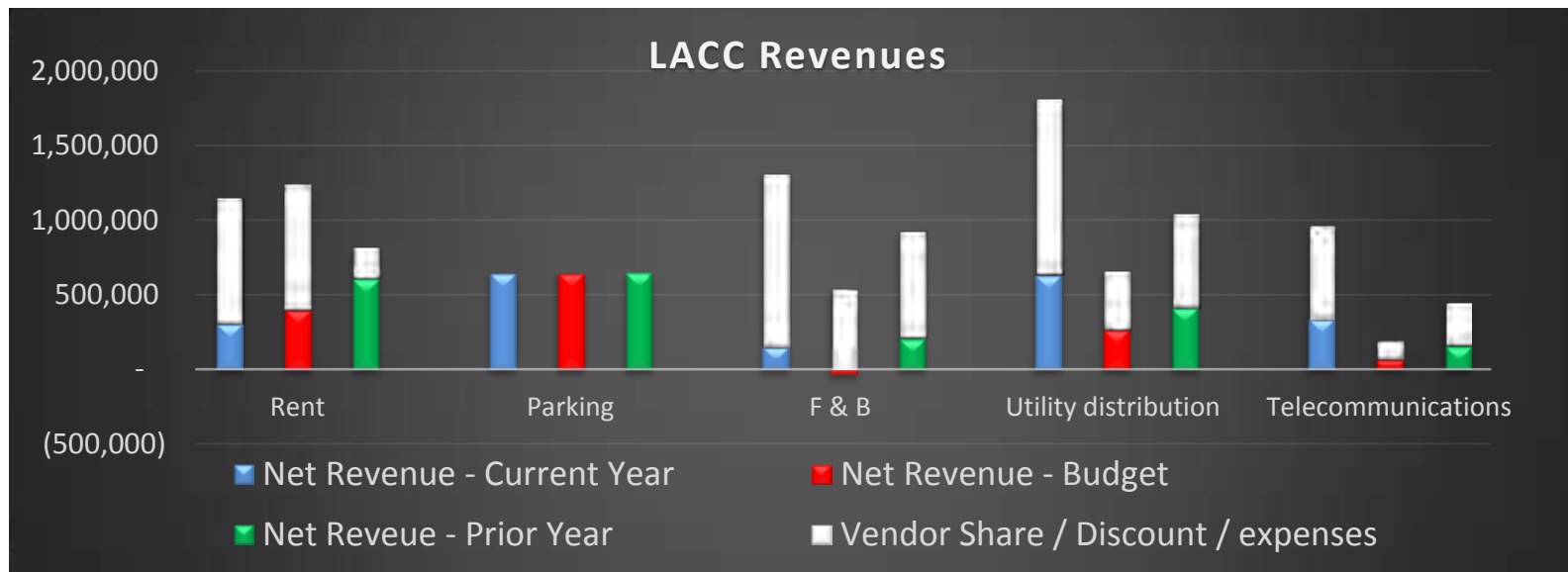
LACC SEPTEMBER 2018 FINANCIALS

OPERATING SURPLUS:

- \$346K (before approved City Reimbursements, A & I and Capital Projects)
- \$861K above budget
- \$360K above prior year

REVENUES:

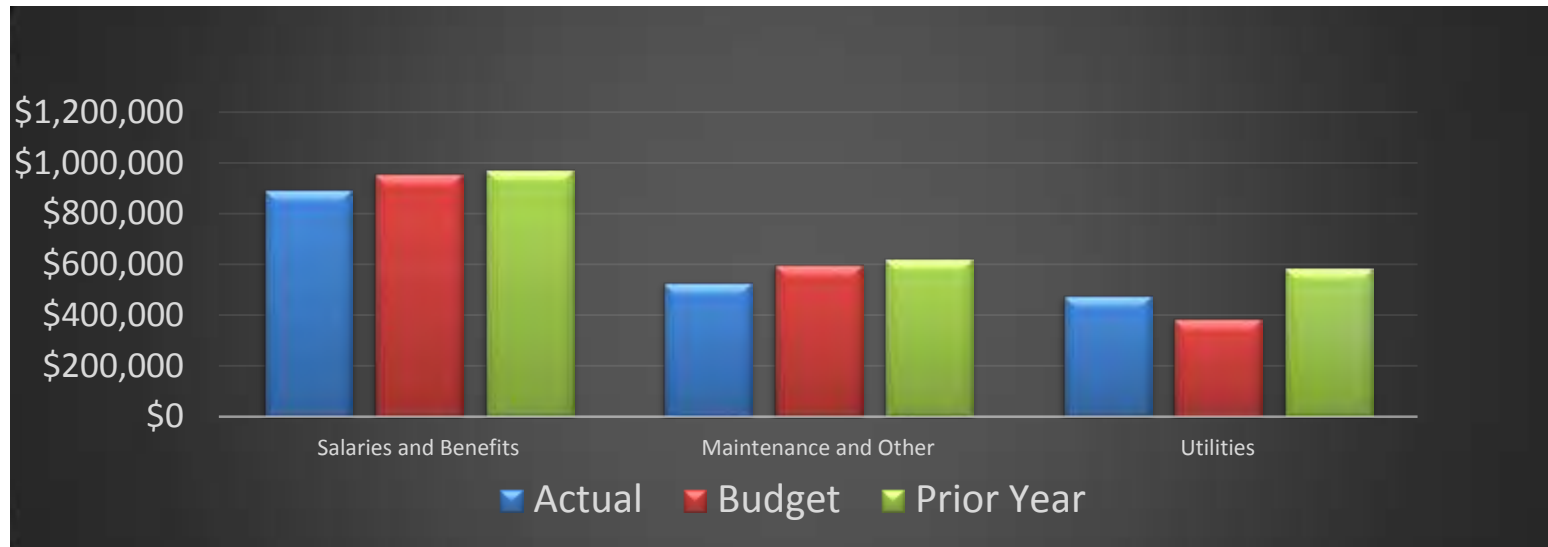
- \$6.3 million gross revenue (before discounts and service provider share)
- \$2.3 million net revenue
- \$817 above budget and \$72K above prior year



LACC SEPTEMBER 2018 FINANCIALS

OPERATING EXPENSES:

- \$1.9 million (before approved A & I, Capital Projects, and City reimbursement)
- \$43K below budget and \$287K above prior year



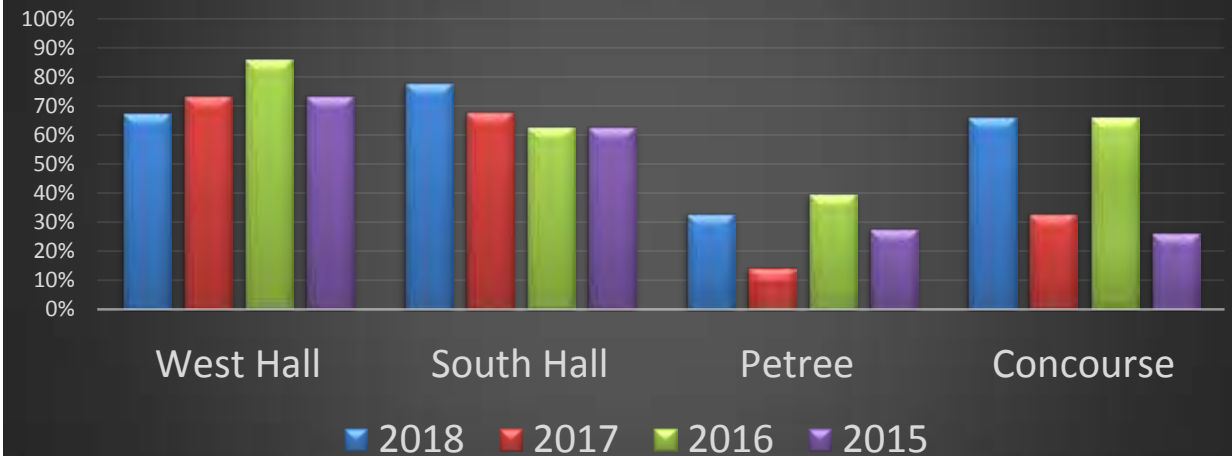
CITY REIMBURSEMENT - \$412K

LACC SEPTEMBER 2018 OCCUPANCY

Exhibit Hall Occupancy

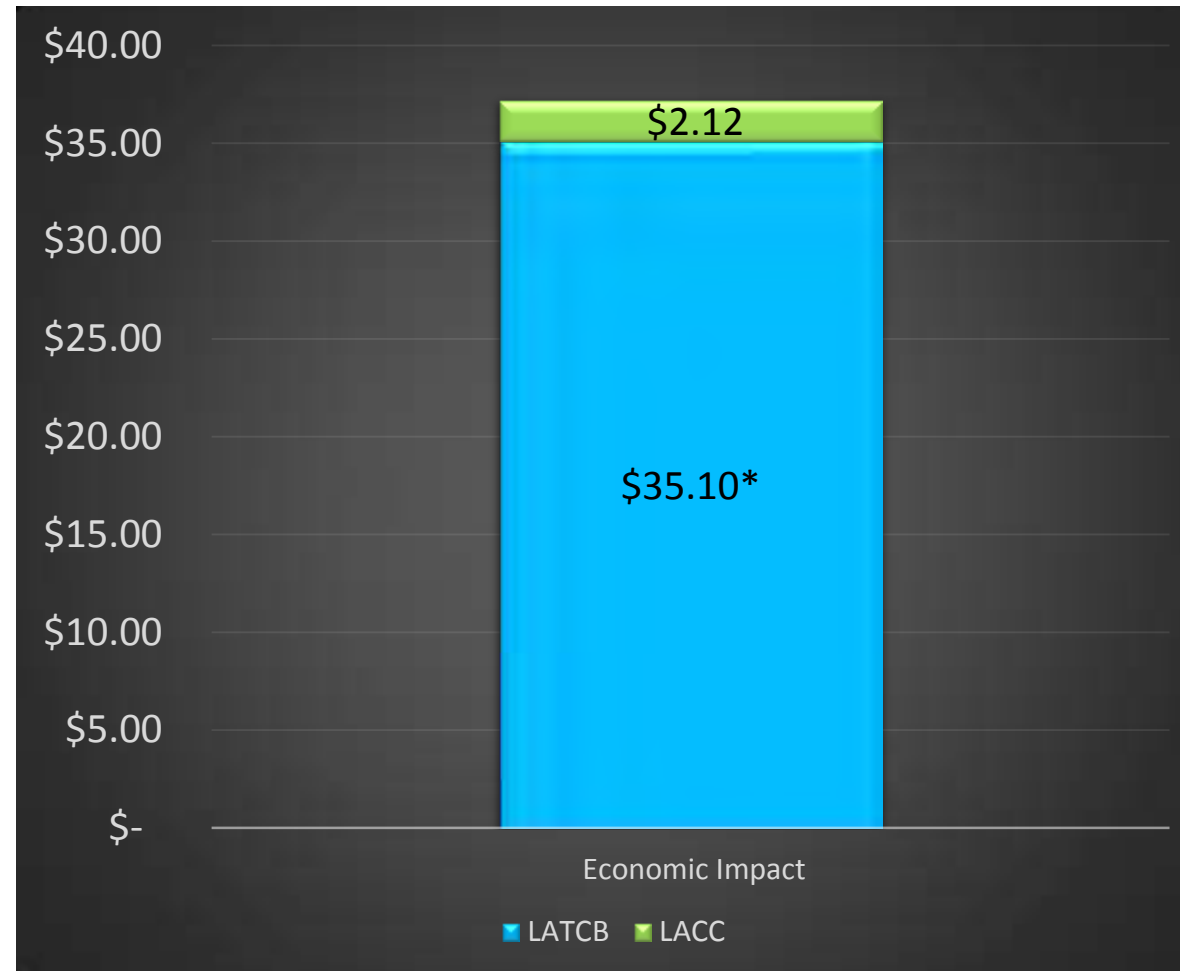


Occupancy by Exhibit Hall



LACC SEPTEMBER 2018 ECONOMIC IMPACT

\$37 million in Projected Economic Impact



*Estimated – final numbers pending

MEET

Los Angeles

CTD Board of Commissioners Meeting

November 7, 2018



CITYWIDE CONVENTION SALES YTD FY 18/19 PRODUCTION RESULTS

Lead Production	Leads Actual
FY 18/19 Goal	220
FY 18/19 YTD	69
FY 17/18 STLY	62

Booked Room Nights Produced	RNs Actual
FY 18/19 Goal	390,000
FY 18/19 YTD	94,654
FY 17/18 STLY	107,668

Dated October 31, 2018

RECENT BOOKINGS

35,488 ROOM NIGHTS

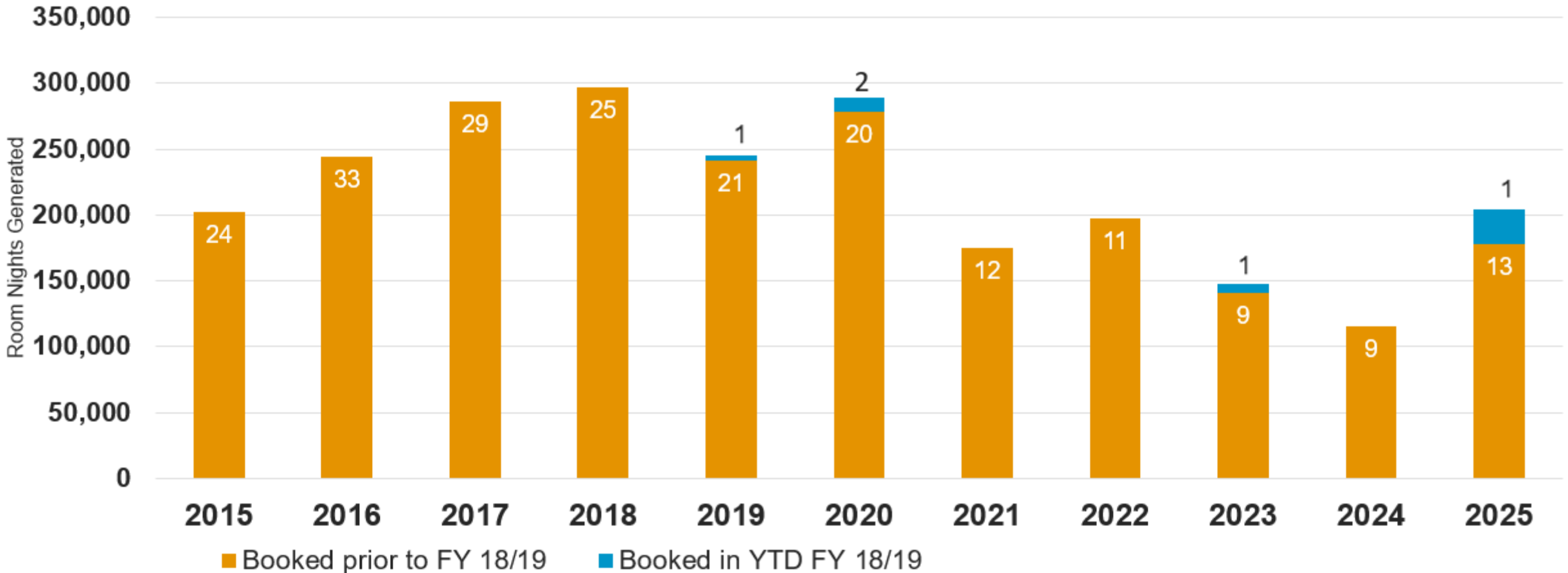


American Society of Cataract and Refractive Surgery
Symposium & Congress
April 25-29, 2025
26,435 Room Nights



NeighborWorks America
NeighborWorks Training Institute (NTI)
May 18-22, 2020
9,053 Room Nights

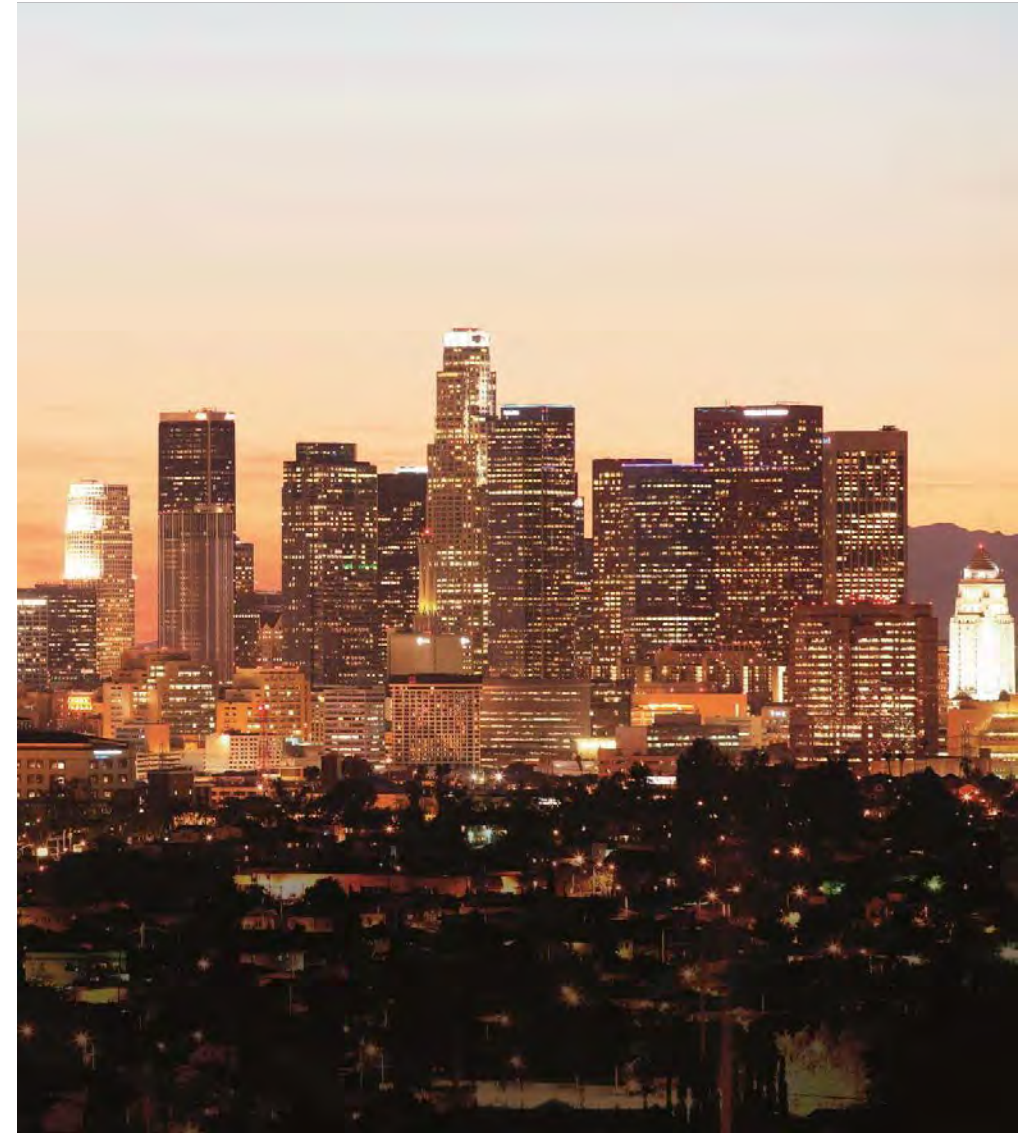
CITYWIDE CONVENTION BOOKED ROOM NIGHTS 2015-2025 CALENDAR YEAR ARRIVAL DATE



Dated October 31, 2018

ANALYTICAL DATA APPLIED TO STRATEGIC PROSPECTING

- Over **800 Citywide Convention Master Profiles** currently exist in LA Tourism database that outline meeting data for city wide events.
- Citywide Convention Master Profiles can be sorted by peak room block, gross square feet of exhibit space, next open year, and month of the citywide event, to allow targeted prospecting.
- Meetings Database Institute (MDI) data ranks LA Tourism accounts from highest (rebook and develop) to lowest priority (maintain).



M E E T

Los Angeles

MASTER PROFILES

Targeting Optimal Groups

- 813 Citywide Convention Master Profiles
- 647 Profiles have a Next Open Year Identified

Sort Profiles By

- Peak Rooms
- Gross Square Footage of Exhibits and General Session
- Pattern Start and End Date
- Preferred Month
- Market Segment
- Feeder Market

CITYWIDE CONVENTIONS MASTER PROFILES: QUERY RESULTS - 838 RECORDS F

[Modify](#) [Clone](#) [Print](#) [Export](#) [Add to Tag](#) [Add Note](#) [Add Trace](#) [Return](#)

e	Sales Director	Peak Night Rooms	Total Rooms	Show Attendees	Gross Square Footage Exhibits	Gross Square I
	Gallagher	2400	7400	7000	125,000	25,000
	Tarr	800	2800	3000	250,000	
	Gallagher	1500	4200	4000	150,000	25,000
	Blank	2500	12000			
	Tarr	4000	14600	8000	200,000	75,000
	Tarr	1200	3800	1200	140,000	

M E E T

Los Angeles

CITYWIDE CONVENTION EXAMPLE PROFILE

PROFILE DETAIL: MOBILE WORLD CONGRESS AMERICAS

[Edit](#)
[Delete](#)
[Clone](#)
[Profile Recap](#)
[Bookmark](#)
[Return](#)

Profile Information			
Profile ID:	26257	Account:	GSMA, Ltd.
		Planner Account:	Experient/Maritz (Chicago Office/Midwest)
Profile Name:	Mobile World Congress Americas	Contact:	Jennifer Nelson
Room Attendees:	8100	Profile Type:	City Wide
Show Attendees:	25000	Type:	LACC
Total Rooms:	27000	EEI Type:	Total EIC Tag: LACC - Total EI
Peak Night Rooms:	8000	Source Code:	Direct from client
Market Segment:	ASSN - Trade/Commercial/Business	Meeting Pattern	Tuesday to Thursday
Preferred Month(s):	October		
Assigned Users		Assigned Tags	
Sales Manager: Mary Gallagher Services Manager: Christian Cadle		<ul style="list-style-type: none"> • Citywide Conventions Master Profiles • Citywide Profile Target List 3000+peak as of March 2017 	
Additional Fields			
General			
Housing Company:	Experient in 2018; CMR in 2017	Decorator:	GES 17; Freeman 18
Gross Square Footage Exhibits:	400,000	Number of Meeting Rooms Required:	50
Gross Square Footage General Session:	25,000	Next Open Year:	2021

- Peak Rooms
- GSF of Exhibits
- Next Open Year
- Preferred Month

IMEX AMERICA

October 16-18, 2018

- 3,500 exhibitors representing 150 countries
- A record of over 13,000 participants
- More than 3,300 hosted buyers
- 10 LA Tourism Booth Partners
- 375+ LA Tourism Booth Appointments
- 2 LA Tourism Client Events and Press Breakfast



M E E T

Los Angeles

IMEX AMERICA

LA Tourism Booth Partners:



The background is a solid teal color with silhouettes of palm trees of varying heights and positions, creating a tropical atmosphere.

Membership Overview

Erika Hartmann

AGENDA

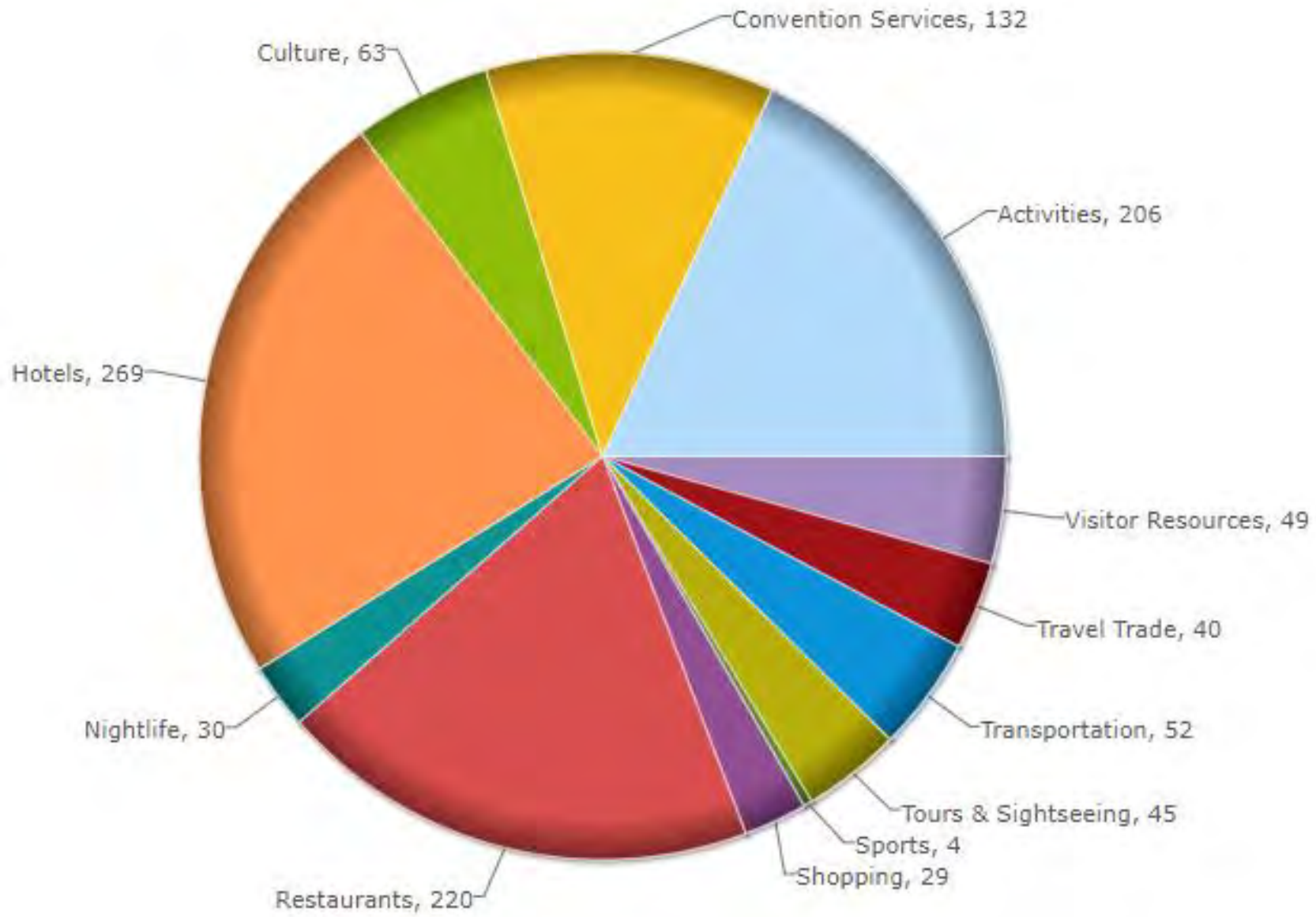
- Who We Are
- What We Do
- Value of Membership
- Facilitation & Engagement with Members
- Differentiators

WHO WE ARE:

- A 501(c)6 Non-Profit Member-based organization focused on promoting the destination and utilizing our network of engaged Members
- We act as the first point of contact and facilitate connections both within the organization and with the broader travel & tourism community
- Our goal is to provide best-in-class service to our Members

WHAT WE DO: MEMBERSHIP SERVICES

- Service over 1,100 Members Annually
- Staff Product Knowledge & Education
- Member Networking & Education
- Visitor Information Centers
- Custom Memberships
- Visitor Publications
- Show Your Badge
- DiscoverL.A. Exclusives
- Maintain Centralized Database



VALUE OF MEMBERSHIP

- Tools & Resources
- Access – to staff & other Members
- Networking & Educational Opportunities – e.g. – Ready Los Angeles
- Tourism Insights (research)
- Convention & Events Calendar
- Feature on Website
- Inclusion in Visitor Publications
- Maps & Guides
- Annual Market Outlook Forum
- Opportunity to upgrade to a Lead Hotel/Venue Membership
- Discover L.A. Exclusives

ENGAGING WITH MEMBERS

- Quarterly Member Mixers
- Quarterly Educational Seminars
- Monthly Member Meet & Greet
- Semi-Annual Roundtable sessions
- Member Presentations
- Staff site visits to Member locations
- Monthly Member Newsletter
- Member Portal
- Member Directory
- 90-Day Check-ins

HOW DO WE STAND OUT?

- In 17/18, we retained 97% of our Members – highest in our competitive set
- Member satisfaction score: 4.1 – consecutive growth YOY
- Engage Members for feedback often – continuously used to improve and customize the Member experience
- We are offering new types of events, both large-scale and intimate

THANK YOU!

CITY OF LOS ANGELES
INTER-DEPARTMENTAL CORRESPONDENCE

Date: November 7, 2018

To: Board of Los Angeles Department of Convention and Tourism Development
Commissioners

From:  Doane Liu, Executive Director
Department of Convention and Tourism Development

Subject: **FY 2019-20 BUDGET PRESENTATION – BOARD REPORT NO. 18-007**

SUMMARY

The Los Angeles Convention Center's (LACC) 2019-20 Departmental Budget Request is attached for your consideration, which includes a summary of the operating budget for the LACC private operator (AEG-LACC), and the Convention and Tourism Development (CTD) Department. The actual draft Budget Submission has been made available to the Board of Los Angeles Department of Convention and Tourism Development Commissioners (Board) electronically.

The total revenue budget proposed from LACC-generated business is \$30.2 million, which assumes several sources of funds, including but not limited to, rent, food and beverage, utility services, parking and communications. The revenue estimate assumes a total of \$5.6 million in discounts for rental revenue related to booked citywide events. In anticipation of potential negative impacts on business stemming from construction of the proposed LACC Expansion and Modification Project's (Expansion Project), an estimated \$3.8 million has been set aside as a contingency.

2019-20 PROPOSED REVENUE BUDGET

Rent	\$7,412,403
Food and Beverage	4,795,851
Utility Services	5,090,933
Parking	13,187,814
Communications	2,181,211
Other	1,334,169
Contingency for construction	(3,819,000)
Total	\$30,183,381

The revenue budget of \$30.2 million is the source of funds for several items including: (1) AEG-LACC's operating budget for the LACC facility, (2) the CTD operating budget, and (3) a portion of the annual Staples debt service payment.

The Staples debt service payment of \$1 million is related to the 1998 agreement between the City and the LA Arena Land Company regarding the construction of the Staples Sports Arena adjacent to the LACC. The City entered into various agreements with the Arena Developer to advance funds toward the project. The Developer is obligated to fully offset the City's cost for debt service on bonds issued for the Arena. The Agreement specifies certain credits that will offset the Developer's obligations to the City, which includes incremental LACC parking revenue receipts.

AEG-LACC OPERATING BUDGET – ATTACHMENT A

The operating budget proposed by AEG-LACC is approximately \$25.6 million. In addition to the operating budget of \$25.6 million, \$394,100 will be budgeted towards alterations and improvements for a total of \$25.9 million. The AEG-LACC operating budget assumes funding for approximately 111 full-time employees and 139 part-time employees, which makes up approximately 50 percent of the budget, and an expense budget of \$12.9 million, which makes up the remaining 50 percent.

As part of the Management Agreement between AEG-LACC and the City of Los Angeles (City), the LACC operating budget must provide for a reserve (LACC Reserve Fund) in an amount equal to ten percent of the operating budget to be used for unanticipated LACC-related expenses or to fund shortfalls caused by lower than expected revenues or higher than expected expenses. On October 4, 2017 the CTD Board of Commissioners approved a proposed policy for the LACC Reserve Fund that further expands on the language of the Management Agreement by adding a cap amount of \$15 million. The LACC Reserve Fund policy was approved by the Los Angeles City Council on May 23, 2018. As of June 30 2018, the balance of the LACC Reserve Fund was \$8.1 million (accrual basis). The 2019-20 Budget assumes there will be no contribution made to the LACC Reserve Fund, on the basis that the LACC will be experiencing typical losses due to construction disruptions related to the Expansion Project.

Attachment A summarizes AEG-LACC's Operating Budget and provides a line item breakdown of all revenues and expenses.

BOOKINGS – ATTACHMENT B

Attachment B provides information on the 2019-20 booked citywide events and the projected booking numbers for non-citywide events, which includes assemblies, meetings, filmings, consumer shows, and trade shows. Due to the LACC's 12 month Booking Policy, non-citywide events are typically not booked beyond a 12-month period from the date of the event. Therefore non-citywide bookings are projections based on historical trends.

The 2019-20 Budget assumes a total of 297 events, which includes 19 citywide events, 24 trade shows, 55 consumer shows, 59 assemblies, 85 meetings and 55 filmings. Although fewer in numbers, citywide bookings are prioritized over other bookings, due to the fact that citywide events have a greater regional economic impact that bring in out of town guests and generate local taxes. Citywide events are anticipated to generate approximately 33 percent of LACC's revenue budget.

The LACC Expansion Project is currently targeting beginning construction before the end of calendar year 2019. A number of citywide bookings currently on the schedule for 2019-20 have been identified as being at risk for cancellation, due to their utilization of the building and their timing relative to the Expansion Project. Because citywide events generate such significant revenues for the LACC, the 2019-20 Budget assumes a potential loss of \$3.8 million in revenue due to construction-related cancellations.

CTD – OPERATING BUDGET – ATTACHMENT C

The CTD 2019-20 Departmental Budget Request includes funding for 13 positions and \$322,000 for other expenses. The CTD Budget has two sources of funds, primarily operating revenues generated by LACC activities and special funds from the Los Angeles Convention and Visitors Bureau (LACVB) Trust Fund. The CTD Department is requesting to increase the LACVB source of funds by approximately 14 percent, for salary purposes. Further, the CTD is requesting to continue the allocation of \$250,000 from the Los Angeles Tourism and Convention Board (LATCB) 2019-20 annual budget appropriation, to CTD's contractual services account for the purposes of paying for costs related to creating a five-year master tourism plan.

While the CTD has been successful in strengthening and growing the LACC's public private partnership, its other primary focus is to develop and maintain a citywide master plan for tourism. The Los Angeles Administrative Code, Section 8.146, outlines the powers and duties of the CTD Board, which includes advising on matters related to developing a Strategic Plan for tourism and hotel growth. Toward this end, the 2018-19 Adopted Budget allocated \$250,000 for advisory and consulting services related to developing a five year master plan for tourism that would entail a coordinated approach in identifying citywide priorities, gaps, inefficiencies and solutions. The CTD conducted a

request for proposals (RFP), and is targeting a finalized agreement with a contractor before the end of 2019. Due to the comprehensive scope of the desired plan, the contractor's work will be phased over two fiscal years. This continuation of funding during 2019-20 is assumed to pay for the second phase of work.

Since the CTD is a small City department, some of its administrative and financial functions are outsourced, including services related to financial reporting. The CTD has found that it is more efficient to outsource this function and has been doing so since the transition from public to private management of the LACC. By utilizing the Office of the Controller's as-needed list of CPAs, the CTD has contracted with Turner, Warren, Hwang & Conrad AC (TWHC) to perform these services. The 2019-20 Departmental Budget Request assumes a continuation of funding for these services for a total of \$35,000.

Due to department personnel needs, the 2019-20 Budget Request includes one position realignment, from a Senior Accountant II to a Senior Management Analyst II. This request does not alter the total number of authorities from the current total of 13, and has a minimal financial impact on the salaries general account.

Attachment C includes a line item summary of CTD's budget, an organizational chart, a breakdown of the budget by source of funds and a breakdown by budget program. Also included is a summary of the Departmental and Fiscal Challenges Beyond 2019-20.

CAPITAL IMPROVEMENT EXPENDITURE PROGRAM REQUEST – ATTACHMENT D

Attachment D summarizes the capital improvement requests, which includes a total of five projects and/or equipment purchases for a total of \$5.1 million. According to the Management Agreement, capital improvements continue to remain the responsibility of the City. As such, the source of funds requested is General Fund. The last several years, the City's Adopted Budget financed most of the LACC's capital improvement projects through the Municipal Corporation of Los Angeles (MICLA). Should the 2019-20 Proposed Budget include General Fund money for LACC capital projects, it is anticipated these projects would again be financed through MICLA.

The capital improvement list was developed based on recommendations submitted as part of AEG-LACC's 2019-20 budget request. CTD reviewed the request and developed the proposed list in accordance to budget instructions.

CONCLUSION

The deadline to submit the CTD Budget is November 16, 2018.

The LATCB Budget will be presented at a subsequent meeting once the Transient Occupancy Tax (TOT) revenue estimate that forms the basis of their budget is available.

RECOMMENDATION

That the Board of Los Angeles Department of Convention and Tourism Development Commissioners approve the 2019-20 Convention and Tourism Development Department Budget submission in consideration of the 2019-20 Mayor's Proposed Budget.

DL: dm: kn

ATTACHMENTS:

ATTACHMENT A – Proposed Budget – Operations

ATTACHMENT B – Bookings

ATTACHMENT C – CTD Department Budget

ATTACHMENT D – Capital Improvement Expenditure Program Request

ATTACHMENT A
PROPOSED BUDGET – OPERATIONS

AEG Management LACC, LLC
Los Angeles Convention Center
19/20 Budget

	Budget FY20 7/1/19 - 6/30/20	Budget FY19 7/1/18 - 6/30/19	Actuals FY18 7/1/17 - 6/30/18	Actuals FY17 7/1/16 - 6/30/17
Revenue's (net of event expenses)				
Rent	13,033,916	13,701,632	14,283,394	15,045,901
Less Discounts	(5,621,513)	(5,711,977)	(6,154,466)	(7,719,764)
Net Rent	7,412,403	7,989,655	8,128,928	7,326,137
Food and Beverage Sales	18,481,807	16,191,048	18,943,403	16,768,803
Net Food and Beverage Revenue	4,795,851	3,958,213	4,908,382	4,073,375
Utility Services Commissions	5,090,933	4,770,409	5,391,194	5,496,803
Net Parking Revenue	13,187,814	12,873,641	12,863,575	12,574,182
Event Billing	1,692,812	1,483,729	1,893,460	1,286,733
Event Expenses	(2,260,513)	(2,207,172)	(2,648,142)	(1,981,876)
Net Event Billing	(567,701)	(723,443)	(754,682)	(695,143)
Communications	2,181,211	1,406,781	2,027,995	1,897,013
Cell Towers	1,185,597	861,654	863,241	744,913
Marketing / Advertising	321,600	413,900	444,205	556,513
AV	262,673	280,534	264,756	266,193
Other	132,000	78,357	128,488	135,055
Reserve for Construction Contingency	(3,819,000)			
Total Revenue	30,183,381	31,909,701	34,266,082	32,375,041
Expenses	127,509	172,509	0.14	
Salaries & Wages - Full Time	7,810,110	7,659,572	7,050,974	6,625,305
Salaries & Wages - Part Time	1,447,602	1,275,093	1,323,571	1,174,036
Overtime General	294,294	296,141	292,853	270,499
Parking Wages	911,861	974,040	907,368	881,408
Payroll Taxes	676,858	742,057	712,875	685,838
Fringe Benefits	1,345,237	1,276,924	1,162,457	1,088,219
Workers Comp	206,044	180,964	196,325	128,164
Total Wages Salaries and Benefits	12,692,006	12,354,791	11,646,423	10,853,469
Printing and Binding	68,817	69,971	58,085	64,683
Contracted services	4,813,953	4,692,616	4,440,615	3,871,138
Parking Operating expenses and Management Fee	-	-	-	-
Field Equipment	149,157	239,056	164,618	145,115
Maintenance Materials & Supplies	475,984	373,918	580,181	528,979
Transportation Reimbursement	17,200	17,200	15,096	9,285
# Utilities	5,568,299	4,717,868	5,238,774	5,109,994
DWP Taxes	-	-	-	-
Office & Administration	58,353	57,943	75,525	53,937
Operating Supplies	408,600	371,306	440,718	420,716
Modifications / Repairs	155,556	178,725	358,061	230,636
Advertising / Promotions	202,835	180,390	152,919	117,084
Uniforms	54,300	52,300	62,094	28,285
Recruiting	13,500	10,500	9,043	8,377
Employee Welfare	141,560	130,921	121,853	106,110
Insurance	370,100	254,700	427,786	260,499
Bad Debt & Interest	-	-	(515)	-
Management Fee	386,668	379,320	371,654	364,597
Total Operating Expenses	12,884,882	11,726,734	12,516,507	11,319,435
Total Expenses (Wages and Operating)	25,576,888	24,081,525	24,162,930	22,172,904
Operating Profit before A & I, Depreciation, and Staples B	4,606,493	7,828,175	10,103,152	10,202,137
Parking Staples Bond Contribution	1,000,000	1,000,000	1,000,000	1,000,000
General Fund Reimbursement	1,870,908	1,870,903	1,031,322	855,609
CTD Department	1,341,485	1,421,961	1,344,912	1,293,432
# DWP Taxes	-	525,000	1,852,574	-
Total City Reimbursement	4,212,393	4,817,864	5,228,808	3,149,041
Operating profit available for Reserve and A & I	394,100	3,010,311	4,874,344	7,053,096
Allocation to A & I	394,100	2,010,311	3,874,344	6,053,096
Allocation to Reserve	-	1,000,000	1,000,000	1,000,000

Utility Sales Tax is budgeted at \$600,352 for the year and has been reclassified from City Reimbursement section to Utilities in FY19/20

AEG Management LACC, LLC
Los Angeles Convention Center
19/20 Budget
By Department

	FY20 7/1/19 - 6/30/20
Revenue's (net of event expenses)	
Bureau Booking	
Conventions	9,797,534
LACC Booking	
Assembly	2,551,391
Consumer	7,725,241
Trade	1,620,114
Meeting	276,658
Filming	853,500
Profit on LACC Events	13,026,904
Non Event Related Revenue	
Parking	12,944,858
Cell Towers	1,185,597
Other Revenue	132,000
Marketing / Sponsorship	321,600
Total Non event Related Revenue	14,584,055
Reserve for construction impact on business	(3,819,000)
F & B overhead salaries and operating expenses	(3,406,119)
Total Revenues (net of event expenses and F & B overhead)	30,183,374
Expenses by Department (AEG Management LACC, LLC)	
Finance & Admin	2,965,402
Operations	15,388,198
Event Services	1,252,835
Guest Services / Security	2,784,911
HR	582,487
Sales and Marketing	738,040
Parking	1,865,006
Total Expenses by department	25,576,879
Operating Profit before City Reimbursement, A & I, and Depreciation	4,606,493
Other Expenses	
Depreciation	1,208,000
Staples Bond	1,000,000
General Fund Reimbursement	1,870,908
LACC Oversight Group	1,341,485
	5,420,393
Total Expenses and Appropriations	30,997,272
Net Income	(813,900)

AEG Management LACC, LLC
Los Angeles Convention Center
Three Year Plan

	FY20		
	7/1/19 - 6/30/20	7/1/20 - 6/30/21	7/1/21 - 6/30/22
Revenue's (net of event expenses)			
Rent	13,033,916	11,078,829	11,411,193
Less Discounts	(5,621,513)	(4,216,135)	(4,342,619)
Net Rent	7,412,403	6,862,694	7,068,575
Food and Beverage Sales	18,481,807	15,709,536	16,180,822
Net Food and Beverage Revenue	4,795,851	4,945,588	5,416,874
Utility Services Gross Billing	14,316,668	12,885,001	13,271,551
Percent kept by vendor	(9,225,735)	(8,303,162)	(8,552,256)
Utility Services Commissions	5,090,933	4,581,840	4,719,295
Parking receipts	13,187,814	13,491,134	13,760,956
Staples Center Debt Service	-	-	-
Net Parking Revenue	13,187,814	13,491,134	13,760,956
Event Billing	1,692,812	1,608,171	1,656,417
Event Expenses	(2,260,513)	(2,260,513)	(2,328,328)
Net Event Billing	(567,701)	(652,342)	(671,912)
Communications	2,181,211	1,854,029	1,909,650
Cell Towers	1,185,597	1,221,165	1,257,800
Marketing / Advertising	321,600	331,248	341,185
AV	262,673	262,673	262,673
Other	132,000	135,960	140,039
Reserve for Construction Contingency	(3,819,000)	(4,895,303)	(5,070,364)
Total Revenue	30,183,381	28,138,685	29,134,772
Expenses	1,275,093	1,306,970	1,339,645
Salaries & Wages - Full Time	7,810,110	8,005,363	8,205,497
Salaries & Wages - Part Time	1,447,602	1,158,082	1,192,824
Overtime General	294,294	303,123	312,217
Parking Wages	911,861	939,217	967,393
Payroll Taxes	676,858	697,164	718,079
Fringe Benefits	1,345,237	1,385,594	1,427,162
Workers Comp Insurance - Base coverage	206,044	212,225	218,592
Total Wages Salaries and Benefits	12,692,006	14,007,737	14,381,408
Printing and Binding	68,817	70,882	73,008
Contracted services	4,813,953	4,958,372	5,107,123
Parking Operating expenses and Management Fee	-	-	-
Field Equipment	149,157	153,632	158,241
Maintenance Materials & Supplies	475,984	490,264	504,971
Transportation Reimbursement	17,200	17,716	18,247
Utilities	5,568,299	5,735,348	5,907,408
Office & Administration	58,353	60,104	61,907
Operating Supplies	408,600	420,858	433,484
Modifications / Repairs	155,556	160,223	165,029
Advertising / Promotions	202,835	208,920	215,188
Uniforms	54,300	55,929	57,607
Recruiting	13,500	13,905	14,322
Employee Welfare	141,560	141,560	145,807
Insurance	370,100	381,203	392,639
Guest Relations	-	-	-
Startup expenses	-	-	-
Management Fee	386,668	398,268	410,216
Total Operating Expenses	12,884,882	13,267,182	13,665,197
Total Expenses (Wages and Operating)	25,576,888	27,274,919	28,046,605
Operating Profit before A & I, Depreciation, and Staples Bond	4,606,493	863,766	1,088,167

ATTACHMENT B
BOOKINGS

DESCRIPTION	ANNUAL FY2020-ORIG	JUL FY2020	AUG FY2020	SEP FY2020	OCT FY2020	NOV FY2020	DEC FY2020	JAN FY2020	FEB FY2020	MAR FY2020	APR FY2020	MAY FY2020	JUN FY2020
Total Revenue													
Total Rent													
31001 Rent Hall Space	961,949	97,534	81,403	25,510	39,285	74,590	71,250	17,500	151,825	187,400	75,653	140,000	0
31002 Rent Meeting Room	432,403	11,090	73,100	23,500	98,213	23,500	41,000	23,500	50,500	23,500	41,000	23,500	0
31003 Rent Discounts	5,999	0	0	5,999	0	0	0	0	0	0	0	0	0
T3100 Total Rent	1,388,353	108,624	154,503	43,011	137,498	98,090	112,250	41,000	202,325	210,900	116,653	163,500	0
Total Food and Beverage													
Food and Beverage Sales													
40001 Concession Sales, net	724,422	9,973	73,000	12,500	33,500	79,000	29,500	12,500	328,449	12,500	57,000	76,500	0
40003 Catering Sales, net of t	1,099,873	0	30,000	32,575	81,948	29,984	0	0	625,367	300,000	0	0	0
T3210 Food and Beverage Sal	1,824,295	9,973	103,000	45,075	115,448	108,984	29,500	12,500	953,815	312,500	57,000	76,500	0
Food and Beverage Expenses													
Concessionaire Expenses													
40001 Concession Sales,	724,422	9,973	73,000	12,500	33,500	79,000	29,500	12,500	328,449	12,500	57,000	76,500	0
40003 Catering Sales, net	1,099,873	0	30,000	32,575	81,948	29,984	0	0	625,367	300,000	0	0	0
D40005 F & B event Expen	1,600	1.45%	2.35%	1.40%	3.72%	0.93%	1.86%	0.93%	1.86%	1.40%	1.40%	1.40%	0.47%
40005 Concessionaire Expe	1,044,938	2,056	62,552	26,686	63,216	65,924	16,751	7,098	564,435	160,098	32,687	43,437	0
T3220 Food and Beverage Ex	1,044,938	2,056	62,552	26,686	63,216	65,924	16,751	7,098	564,435	160,098	32,687	43,437	0
T3200 Total Food and Beverage	779,357	7,917	40,448	18,389	52,232	43,060	12,750	5,403	389,380	152,403	24,313	33,063	0
Total Utility Services													
42010 Utility Services Gross Billi	489,924	50,125	33,292	1,750	22,599	33,500	15,500	1,750	259,975	41,750	15,683	14,000	0
Utility Services Vendor Share													
42010 Utility Services Gross	489,924	50,125	33,292	1,750	22,599	33,500	15,500	1,750	259,975	41,750	15,683	14,000	0
D42015 Utility Vendor Portion	1.57%	0.44%	2.04%	1.53%	3.57%	1.02%	2.04%	1.02%	2.04%	1.53%	1.53%	1.53%	0.51%
42015 Utility Services Vendor	264,238	5,051	22,259	1,089	13,320	19,459	9,649	1,089	151,399	23,089	9,119	8,715	0
T3300 Total Utility Services	225,686	45,074	11,033	661	9,279	14,041	5,851	661	108,577	18,661	6,564	5,285	0
Parking receipts (net of sales ta													
33060 Parking - Recorded via S	4,140	3,960	0	0	0	0	0	0	0	0	180	0	0
T3400 Parking receipts (net of s	4,140	3,960	0	0	0	0	0	0	0	0	180	0	0
Total Telecommunications													
42016 Telecommunications Gros	182,303	3,976	23,200	1,600	23,875	33,200	4,800	1,600	30,531	38,600	8,120	12,800	0
Wi Fi Vendor Share													
42016 Telecommunications Gr	182,303	3,976	23,200	1,600	23,875	33,200	4,800	1,600	30,531	38,600	8,120	12,800	0
42030 Telecommunications Re	2,383	523	0	0	0	1,600	0	0	0	0	261	0	0
D42018 Wi Fi Vendor Portion	1.68%	1.05%	2.13%	1.60%	3.73%	1.07%	2.13%	1.07%	2.13%	1.60%	1.60%	1.55%	0.53%
42018 Wi Fi Vendor Share	108,579	2,498	14,680	1,040	15,394	12,080	4,160	1,040	19,135	25,040	5,448	8,064	0
42030 Telecommunications Reve	2,383	523	0	0	0	1,600	0	0	0	0	261	0	0
T3500 Total Telecommunication	76,107	2,001	8,520	560	8,481	22,720	640	560	11,396	13,560	2,933	4,736	0
Total Audio / Visual													
42060 Audio / Visual Gross Billi	390,530	38,372	28,604	38,642	44,404	28,604	34,804	22,604	25,124	22,604	42,164	64,604	0

	ANNUAL	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
DESCRIPTION	FY2020-ORIG	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020
A / V Vendor Share													
42060 Audio / Visual Gross Bi	390,530	38,372	28,604	38,642	44,404	28,604	34,804	22,604	25,124	22,604	42,164	64,604	0
D42071 A / V Vendor Portion	1.93%	0.75%	2.49%	1.87%	4.36%	1.25%	2.49%	1.25%	2.49%	1.87%	1.87%	1.87%	0.62%
42071 A / V Vendor Share	287,545	18,607	21,739	30,326	33,747	21,739	26,451	17,179	19,009	17,179	32,469	49,099	0
T3600 Total Audio / Visual	102,985	19,765	6,865	8,316	10,657	6,865	8,353	5,425	6,115	5,425	9,695	15,505	0
Total Event Billing													
Services Billed													
31007 Labor Billed	12,400	1,060	3,360	0	0	2,500	0	0	1,000	4,480	0	0	0
31009 Billed Ramp Attendant	5,992	810	0	80	0	0	0	0	3,870	432	800	0	0
31012 Parking Labor Billed	17,900	0	900	0	0	0	0	0	17,000	0	0	0	0
31013 Security Billed	6,113	190	0	0	0	1,533	600	0	2,600	80	1,110	0	0
31014 Damages Billed	2,229	0	0	0	0	360	0	0	1,499	0	370	0	0
31015 HVAC Billed	7,550	1,800	0	0	0	2,600	0	0	0	3,150	0	0	0
31025 Keys Billed	4,850	800	100	100	100	925	100	100	1,625	650	250	100	0
31028 Police Billed	48,270	7,905	4,800	0	0	10,200	3,800	0	16,365	0	5,200	0	0
31034 Cleaning Billed	7,346	1,120	0	0	0	858	0	0	1,960	2,288	1,120	0	0
31043 Trash Billed	1,250	0	0	0	0	675	0	0	200	375	0	0	0
31045 Equipment Rental Bille	75,795	10,931	25,850	7,665	0	3,124	0	0	17,360	1,505	9,360	0	0
31049 Other Production Bille	79,000	0	5,100	3,100	13,100	7,100	9,100	5,100	3,100	5,100	9,100	19,100	0
31070 Magnetometer rental	73,400	6,400	6,400	6,400	9,400	6,400	6,400	6,400	6,400	6,400	6,400	6,400	0
T3710 Services Billed	342,094	31,016	46,510	17,345	22,600	35,274	20,000	11,600	72,979	24,460	33,710	25,600	0
Event Expenses													
33007 HVAC Labor	18,552	0	0	0	0	6,057	0	0	6,167	5,690	639	0	0
33008 Plumber Labor Covera	3,566	0	0	0	307	2,149	0	0	1,110	0	0	0	0
33010 Pressure Washing	1,600	0	0	0	0	0	0	0	1,520	80	0	0	0
Security Wages													
31009 Billed Ramp Attend	5,992	810	0	80	0	0	0	0	3,870	432	800	0	0
31013 Security Billed	6,113	190	0	0	0	1,533	600	0	2,600	80	1,110	0	0
D33013 Security Wages	5.53%	0.82%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	65.57%	0.00%	0.00%	0.00%
33013 Security Wages	7,656	712	750	600	0	689	0	0	3,444	344	1,117	0	0
33014 Contracted Security Ex	2,900	0	0	600	200	0	450	0	1,650	0	0	0	0
Police Expense													
31028 Police Billed	48,270	7,905	4,800	0	0	10,200	3,800	0	16,365	0	5,200	0	0
33028 Police Expense	46,780	8,248	4,800	0	0	10,200	0	0	11,756	6,910	4,866	0	0
33035 Contracted Cleaning	64,267	5,229	10,800	5,300	9,381	8,693	4,800	1,000	12,832	1,000	4,233	1,000	0
33045 Equipment Rental Exp	2,265	1,295	0	0	681	0	0	0	0	0	0	289	0
33048 Electrician Expense	2,269	0	0	0	0	1,219	0	0	0	740	310	0	0
33049 Other Production Expe	6,610	0	0	0	1,000	0	0	0	5,610	0	0	0	0
33050 Conversion & Mainten	210,866	14,741	17,800	8,150	25,246	20,049	16,500	6,500	23,023	16,787	24,070	38,000	0
T3720 Event Expenses	367,331	30,226	34,150	14,650	36,814	49,055	21,750	7,500	67,112	31,551	35,234	39,289	0
T3700 Total Event Billing	(25,238)	790	12,360	2,695	(14,214)	(12,781)	(1,750)	4,100	5,867	(7,091)	(1,524)	(13,689)	0
T30000 Total Revenue	2,551,391	188,131	233,729	73,632	203,932	171,995	138,093	57,148	723,660	393,857	158,814	208,400	0
NET Operating Profit b/f City Reimb	2,551,391	188,131	233,729	73,632	203,932	171,995	138,093	57,148	723,660	393,857	158,814	208,400	0

DESCRIPTION	ANNUAL FY2020-ORIG	JUL FY2020	AUG FY2020	SEP FY2020	OCT FY2020	NOV FY2020	DEC FY2020	JAN FY2020	FEB FY2020	MAR FY2020	APR FY2020	MAY FY2020	JUN FY2020
Total Revenue													
Total Rent													
31001 Rent Hall Space	3,021,579	222,725	72,560	72,070	178,720	60,450	1,216,370	354,299	130,840	195,484	127,236	390,825	0
31002 Rent Meeting Room	346,788	0	161,965	0	132,000	0	0	0	26,412	0	26,412	0	0
31003 Rent Discounts	59,594	0	0	0	0	0	59,594	0	0	0	0	0	0
T3100 Total Rent	3,308,773	222,725	234,525	72,070	310,720	60,450	1,156,776	354,299	157,252	195,484	153,648	390,825	0
Total Food and Beverage													
Food and Beverage Sales													
40001 Concession Sales, net	2,400,969	101,692	190,665	32,500	309,947	702,006	75,655	221,370	80,331	331,000	158,339	197,464	0
40003 Catering Sales, net of t	1,969,342	202,541	5,706	0	990	1,430,727	0	145,273	39,633	5,105	1,113	138,254	0
T3210 Food and Beverage Sal	4,370,311	304,232	196,371	32,500	310,938	2,132,733	75,655	366,643	119,964	336,105	159,452	335,718	0
Food and Beverage Expenses													
Concessionaire Expenses													
40001 Concession Sales,	2,400,969	101,692	190,665	32,500	309,947	702,006	75,655	221,370	80,331	331,000	158,339	197,464	0
40003 Catering Sales, net	1,969,342	202,541	5,706	0	990	1,430,727	0	145,273	39,633	5,105	1,113	138,254	0
D40005 F & B event Expen	1.42%	0.91%	2.68%	1.61%	1.61%	1.07%	0.54%	1.61%	2.68%	2.14%	1.07%	0.54%	0.54%
40005 Concessionaire Expe	2,416,918	33,357	109,275	17,900	174,168	1,217,304	43,123	291,178	73,559	187,337	94,111	175,606	0
T3220 Food and Beverage Ex	2,416,918	33,357	109,275	17,900	174,168	1,217,304	43,123	291,178	73,559	187,337	94,111	175,606	0
T3200 Total Food and Beverage	1,953,393	270,876	87,095	14,600	136,770	915,429	32,531	75,465	46,405	148,768	65,341	160,112	0
Total Utility Services													
42010 Utility Services Gross Billi	6,707,555	167,531	127,033	62,500	201,247	26,969	5,202,738	278,354	102,829	185,117	112,947	240,290	0
Utility Services Vendor Share													
42010 Utility Services Gross	6,707,555	167,531	127,033	62,500	201,247	26,969	5,202,738	278,354	102,829	185,117	112,947	240,290	0
D42015 Utility Vendor Portion	1.57%	1.17%	2.94%	1.76%	1.76%	1.17%	0.59%	1.76%	2.94%	2.35%	1.17%	0.59%	0.59%
42015 Utility Services Vendor	4,493,896	10,037	70,958	39,506	120,701	17,673	3,678,131	162,654	62,028	113,425	69,098	149,685	0
T3300 Total Utility Services	2,213,659	157,494	56,075	22,994	80,546	9,297	1,524,607	115,700	40,802	71,692	43,849	90,605	0
Parking receipts (net of sales ta													
33060 Parking - Recorded via S	17,395	0	0	0	0	0	13,955	0	310	460	0	2,670	0
T3400 Parking receipts (net of s	17,395	0	0	0	0	0	13,955	0	310	460	0	2,670	0
Total Telecommunications													
42016 Telecommunications Gros	1,311,712	183,354	45,500	26,000	64,946	1,790	741,972	25,665	16,185	32,701	31,495	142,104	0
Wi Fi Vendor Share													
42016 Telecommunications Gr	1,311,712	183,354	45,500	26,000	64,946	1,790	741,972	25,665	16,185	32,701	31,495	142,104	0
42030 Telecommunications Re	37,072	0	0	0	0	10,275	26,345	442	0	10	0	0	0
D42018 Wi Fi Vendor Portion	1.63%	1.21%	3.07%	1.84%	1.84%	1.23%	0.61%	1.84%	3.07%	2.45%	1.23%	0.59%	0.59%
42018 Wi Fi Vendor Share	856,906	119,180	28,094	16,900	44,915	7,542	484,040	16,477	9,936	20,727	23,022	86,073	0
42030 Telecommunications Reve	37,072	0	0	0	0	10,275	26,345	442	0	10	0	0	0
T3500 Total Telecommunication	491,878	64,174	17,406	9,100	20,031	4,523	284,277	9,629	6,249	11,985	8,473	56,031	0
Total Audio / Visual													
42060 Audio / Visual Gross Billi	206,677	2,090	146,821	2,000	2,970	0	6,077	4,480	2,000	4,743	10,480	25,017	0

DESCRIPTION	ANNUAL	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
	FY2020-ORIG	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020
A / V Vendor Share													
42060 Audio / Visual Gross Bi	206,677	2,090	146,821	2,000	2,970	0	6,077	4,480	2,000	4,743	10,480	25,017	0
D42071 A / V Vendor Portion	1.82%	1.00%	2.87%	2.15%	2.15%	1.43%	0.72%	2.15%	3.58%	2.87%	1.43%	0.72%	0.72%
42071 A / V Vendor Share	166,696	(497)	122,699	1,500	2,581	0	4,705	3,384	1,520	3,635	7,944	19,225	0
T3600 Total Audio / Visual	39,981	2,587	24,122	500	389	0	1,372	1,096	480	1,108	2,536	5,791	0
Total Event Billing													
Services Billed													
31007 Labor Billed	6,480	0	0	0	0	420	2,580	80	0	3,400	0	0	0
31009 Billed Ramp Attendant	15,440	2,520	1,690	1,700	1,520	840	0	350	1,780	1,410	680	2,950	0
31012 Parking Labor Billed	2,170	0	0	0	0	0	0	0	0	0	0	2,170	0
31013 Security Billed	9,830	350	2,000	0	1,050	0	0	4,930	0	1,500	0	0	0
31014 Damages Billed	62,683	0	0	0	810	0	60,903	650	160	0	0	160	0
31015 HVAC Billed	10,670	0	0	0	0	0	10,670	0	0	0	0	0	0
31025 Keys Billed	6,550	300	125	0	0	60	4,365	75	0	1,100	0	525	0
31028 Police Billed	131,353	28,069	7,998	0	9,000	0	12,555	3,534	2,697	29,800	9,900	27,800	0
31031 Setup Billed	263	0	0	0	0	0	0	263	0	0	0	0	0
31043 Trash Billed	40,450	750	0	6,300	975	0	28,575	2,250	0	925	0	675	0
31045 Equipment Rental Bille	84,371	2,940	15,500	4,500	12,500	1,625	7,912	2,775	3,689	0	30,500	2,430	0
31049 Other Production Bille	67,300	0	3,820	0	0	3,500	0	7,000	3,500	9,680	14,000	25,800	0
31070 Magnetometer rental	45,800	3,600	0	1,600	0	0	30,000	0	0	7,000	0	3,600	0
T3710 Services Billed	483,359	38,529	31,133	14,100	25,855	6,445	157,560	21,907	11,826	54,815	55,080	66,110	0
Event Expenses													
33007 HVAC Labor	53,539	1,497	1,000	0	0	12,191	13,470	13,608	4,449	4,114	0	3,210	0
33008 Plumber Labor Covera	22,210	537	0	0	0	7,997	8,631	204	2,247	2,108	0	485	0
33010 Pressure Washing	3,780	0	0	0	0	0	3,780	0	0	0	0	0	0
Security Wages													
31009 Billed Ramp Attend	15,440	2,520	1,690	1,700	1,520	840	0	350	1,780	1,410	680	2,950	0
31013 Security Billed	9,830	350	2,000	0	1,050	0	0	4,930	0	1,500	0	0	0
D33013 Security Wages	0.08%	0.94%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
33013 Security Wages	15,446	2,486	1,170	1,050	1,604	602	0	3,502	1,523	1,039	527	1,942	0
33014 Contracted Security Ex	9,893	0	1,500	0	788	0	0	0	0	1,125	0	6,480	0
33025 Department of Transp	4,846	0	0	0	0	0	4,846	0	0	0	0	0	0
Police Expense													
D33028 Police Expense	0.24%	0.00%	0.94%	0.00%	0.94%	0.00%	0.00%	0.94%	0.00%	0.00%	0.00%	0.00%	0.00%
31028 Police Billed	131,353	28,069	7,998	0	9,000	0	12,555	3,534	2,697	29,800	9,900	27,800	0
33028 Police Expense	104,363	28,069	7,998	(2,715)	9,000	0	11,580	3,534	2,697	6,500	9,900	27,800	0
33035 Contracted Cleaning	258,972	11,230	8,590	3,700	30,182	14,750	125,265	17,774	11,519	34,210	4,265	5,686	(8,199)
33045 Equipment Rental Exp	6,636	126	0	0	1,200	1,363	1,066	1,457	0	228	289	908	0
33046 Parking Equipment Re	14,956	0	0	0	0	0	14,806	150	0	0	0	0	0
33048 Electrician Expense	30,030	1,454	0	0	0	11,111	9,752	4,653	2,101	341	0	618	0
33049 Other Production Expe	78,649	0	0	0	7,500	0	57,503	0	4,327	9,200	(23)	142	0
33050 Conversion & Mainten	179,877	7,779	13,866	5,212	10,700	26,326	8,392	16,095	7,949	14,584	24,720	44,254	0
T3720 Event Expenses	783,196	53,177	34,124	7,247	60,974	74,340	259,090	60,977	36,813	73,450	39,679	91,525	(8,199)
T3700 Total Event Billing	(299,837)	(14,649)	(2,991)	6,853	(35,119)	(67,895)	(101,530)	(39,070)	(24,987)	(18,635)	15,401	(25,415)	8,199
Advertising and Sponsorship													
31050 Event Sponsorship & Ad	13,300	700	3,000	0	1,500	500	(500)	4,800	0	3,300	0	0	0
T3900 Advertising and Sponsors	13,300	700	3,000	0	1,500	500	(500)	4,800	0	3,300	0	0	0

DESCRIPTION	ANNUAL	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
	FY2020-ORIG	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020
T30000 Total Revenue	7,738,542	703,907	419,232	126,117	514,837	922,303	2,911,488	521,919	226,511	414,161	289,248	680,619	8,199
Total Expense													
Total Operating Expenses													
Contracted Services													
74010 Trash Removal	0	0	0	0	0	0	0	(6,750)	6,750	0	0	0	0
T5140 Contracted Services	0	0	0	0	0	0	0	(6,750)	6,750	0	0	0	0
T6099 Total Operating Expenses	0	0	0	0	0	0	0	(6,750)	6,750	0	0	0	0
T60000 Total Expense	0	0	0	0	0	0	0	(6,750)	6,750	0	0	0	0
NET Operating Profit b/f City Reimb	7,738,542	703,907	419,232	126,117	514,837	922,303	2,911,488	528,669	219,761	414,161	289,248	680,619	8,199

DESCRIPTION	ANNUAL FY2020-ORIG	JUL FY2020	AUG FY2020	SEP FY2020	OCT FY2020	NOV FY2020	DEC FY2020	JAN FY2020	FEB FY2020	MAR FY2020	APR FY2020	MAY FY2020
Total Revenue												
Total Rent												
31001 Rent Hall Space	867,337	12,000	134,842	51,550	29,520	133,445	0	0	0	305,980	80,000	120,000
31002 Rent Meeting Room	86,000	0	0	6,000	40,000	0	0	0	40,000	0	0	0
T3100 Total Rent	953,337	12,000	134,842	57,550	69,520	133,445	0	0	40,000	305,980	80,000	120,000
Total Food and Beverage												
Food and Beverage Sales												
40001 Concession Sales, net of	540,135	25,000	0	50,000	55,000	31,751	0	0	25,000	228,384	50,000	75,000
40003 Catering Sales, net of ta	164,987	0	55,000	0	0	52,102	0	0	0	57,885	0	0
T3210 Food and Beverage Sales	705,122	25,000	55,000	50,000	55,000	83,854	0	0	25,000	286,268	50,000	75,000
Food and Beverage Expenses												
Concessionaire Expenses												
40001 Concession Sales, net	540,135	25,000	0	50,000	55,000	31,751	0	0	25,000	228,384	50,000	75,000
40003 Catering Sales, net of	164,987	0	55,000	0	0	52,102	0	0	0	57,885	0	0
D40005 F & B event Expens	1.72%	3.87%	1.29%	1.29%	3.87%	2.58%	0.00%	1.29%	2.58%	1.29%	1.29%	1.29%
40005 Concessionaire Expen	412,620	14,195	31,223	30,000	33,202	50,559	0	0	14,195	168,271	28,390	42,585
T3220 Food and Beverage Expe	412,620	14,195	31,223	30,000	33,202	50,559	0	0	14,195	168,271	28,390	42,585
T3200 Total Food and Beverage	292,502	10,805	23,777	20,000	21,798	33,295	0	0	10,805	117,997	21,610	32,415
Total Utility Services												
42010 Utility Services Gross Billin	820,026	26,500	193,500	25,000	61,500	87,720	0	0	26,500	266,806	53,000	79,500
Utility Services Vendor Share												
42010 Utility Services Gross Bill	820,026	26,500	193,500	25,000	61,500	87,720	0	0	26,500	266,806	53,000	79,500
D42015 Utility Vendor Portion	1.89%	4.24%	1.41%	1.41%	4.24%	2.83%	0.00%	1.41%	2.83%	1.41%	1.41%	1.41%
42015 Utility Services Vendor S	495,601	16,496	106,496	15,000	38,819	49,135	0	0	16,496	170,677	32,993	49,489
T3300 Total Utility Services	324,425	10,004	87,004	10,000	22,681	38,585	0	0	10,004	96,129	20,008	30,011
Total Telecommunications												
42016 Telecommunications Gross	145,164	4,500	30,677	6,000	22,811	30,840	0	0	4,500	23,336	9,000	13,500
Wi Fi Vendor Share												
42016 Telecommunications Gro	145,164	4,500	30,677	6,000	22,811	30,840	0	0	4,500	23,336	9,000	13,500
42030 Telecommunications Rev	40,789	0	0	0	0	0	0	0	0	40,789	0	0
D42018 Wi Fi Vendor Portion	1.97%	4.43%	1.48%	1.48%	4.43%	2.95%	0.00%	1.48%	2.95%	1.48%	1.48%	1.43%
42018 Wi Fi Vendor Share	116,850	2,925	19,925	4,000	13,925	19,646	0	0	2,925	39,149	5,850	8,505
42030 Telecommunications Reven	40,789	0	0	0	0	0	0	0	0	40,789	0	0
T3500 Total Telecommunications	69,103	1,575	10,752	2,000	8,886	11,194	0	0	1,575	24,976	3,150	4,995
Total Audio / Visual												
42060 Audio / Visual Gross Billing	63,574	1,600	30,271	8,400	1,600	0	7,143	0	1,600	4,960	3,200	4,800
A / V Vendor Share												
42060 Audio / Visual Gross Billi	63,574	1,600	30,271	8,400	1,600	0	7,143	0	1,600	4,960	3,200	4,800
D42071 A / V Vendor Portion	2.30%	5.18%	1.73%	1.73%	5.18%	3.45%	0.00%	1.73%	3.45%	1.73%	1.73%	1.73%
42071 A / V Vendor Share	50,069	1,216	24,459	6,500	1,216	0	5,614	0	1,216	3,768	2,432	3,648

	ANNUAL	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY
DESCRIPTION	FY2020-ORIG	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020
T3600 Total Audio / Visual	13,505	384	5,812	1,900	384	0	1,529	0	384	1,192	768	1,152
Total Event Billing												
Services Billed												
31007 Labor Billed	2,095	0	1,990	105	0	0	0	0	0	0	0	0
31009 Billed Ramp Attendant	4,350	0	600	0	700	1,760	0	0	0	1,290	0	0
31012 Parking Labor Billed	740	0	0	740	0	0	0	0	0	0	0	0
31013 Security Billed	550	0	0	0	0	0	0	0	0	550	0	0
31025 Keys Billed	300	0	300	0	0	0	0	0	0	0	0	0
31028 Police Billed	3,300	0	0	3,300	0	0	0	0	0	0	0	0
31031 Setup Billed	2,720	0	0	2,200	0	520	0	0	0	0	0	0
31043 Trash Billed	4,350	0	375	0	375	225	0	0	0	3,375	0	0
31045 Equipment Rental Billed	27,278	0	8,700	2,500	2,300	6,193	0	0	0	7,585	0	0
31049 Other Production Billed	16,500	1,500	0	0	1,500	0	0	0	1,500	4,500	3,000	4,500
T3710 Services Billed	62,183	1,500	11,965	8,845	4,875	8,698	0	0	1,500	17,300	3,000	4,500
Event Expenses												
33007 HVAC Labor	3,013	0	1,500	0	223	767	0	0	0	523	0	0
33008 Plumber Labor Coverag	537	0	0	0	0	537	0	0	0	0	0	0
33010 Pressure Washing	1,195	0	1,195	0	0	0	0	0	0	0	0	0
Security Wages												
31009 Billed Ramp Attendant	4,350	0	600	0	700	1,760	0	0	0	1,290	0	0
31013 Security Billed	550	0	0	0	0	0	0	0	0	550	0	0
33013 Security Wages	3,738	0	450	0	763	1,124	0	0	0	1,401	0	0
33014 Contracted Security Exp	3,749	0	3,149	600	0	0	0	0	0	0	0	0
Police Expense												
D33028 Police Expense	0.19%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.27%	0.00%	0.00%	0.00%
31028 Police Billed	3,300	0	0	3,300	0	0	0	0	0	0	0	0
33028 Police Expense	3,820	0	0	0	320	0	0	0	0	3,500	0	0
33035 Contracted Cleaning Wa	23,617	3,000	2,500	5,500	500	9,268	0	0	0	2,849	0	0
33045 Equipment Rental Expen	780	0	0	780	0	0	0	0	0	0	0	0
33048 Electrician Expense	1,817	0	0	600	302	914	0	0	0	0	0	0
33049 Other Production Expen	150	0	0	150	0	0	0	0	0	0	0	0
33050 Conversion & Maintenan	52,523	2,700	8,327	4,350	6,842	2,462	0	0	2,700	11,642	5,400	8,100
T3720 Event Expenses	94,940	5,700	17,121	11,980	8,951	15,073	0	0	2,700	19,915	5,400	8,100
T3700 Total Event Billing	(32,758)	(4,200)	(5,156)	(3,135)	(4,076)	(6,375)	0	0	(1,200)	(2,615)	(2,400)	(3,600)
Advertising and Sponsorship												
31050 Event Sponsorship & Adver	500	0	0	0	0	500	0	0	0	0	0	0
T3900 Advertising and Sponsorshi	500	0	0	0	0	500	0	0	0	0	0	0
T30000 Total Revenue	1,620,614	30,568	257,031	88,315	119,192	210,643	1,529	0	61,568	543,659	123,136	184,973
Total Expense												
Total Operating Expenses												
Contracted Services												
74010 Trash Removal	0	0	0	0	0	0	0	0	0	0	(5,400)	5,400
T5140 Contracted Services	0	0	0	0	0	0	0	0	0	0	(5,400)	5,400
T6099 Total Operating Expenses	0	0	0	0	0	0	0	0	0	0	(5,400)	5,400

DESCRIPTION	ANNUAL	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY
	FY2020-ORIG	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020
T60000 Total Expense	0	0	0	0	0	0	0	0	0	0	(5,400)	5,400
NET Operating Profit b/f City Reimb &	1,620,614	30,568	257,031	88,315	119,192	210,643	1,529	0	61,568	543,659	128,536	179,573

DESCRIPTION	ANNUAL FY2020-ORIG	JUL FY2020	AUG FY2020	SEP FY2020	OCT FY2020	NOV FY2020	DEC FY2020	JAN FY2020	FEB FY2020	MAR FY2020	APR FY2020	MAY FY2020	JUN FY2020
Total Revenue													
Total Rent													
31001 Rent Hall Space	38,075	25,665	0	0	12,410	0	0	0	0	0	0	0	0
31002 Rent Meeting Room	216,365	8,695	12,305	21,750	12,750	12,750	56,365	23,250	16,250	2,250	37,250	5,750	7,000
T3100 Total Rent	254,440	34,360	12,305	21,750	25,160	12,750	56,365	23,250	16,250	2,250	37,250	5,750	7,000
Total Food and Beverage													
Food and Beverage Sales													
40003 Catering Sales, net of t	2,128	2,128	0	0	0	0	0	0	0	0	0	0	0
T3210 Food and Beverage Sal	2,128	2,128	0	0	0	0	0	0	0	0	0	0	0
Food and Beverage Expenses													
Concessionaire Expenses													
40003 Catering Sales, net	2,128	2,128	0	0	0	0	0	0	0	0	0	0	0
D40005 F & B event Expen	0.13%	0.00%	0.00%	0.52%	0.00%	0.00%	0.52%	0.00%	0.00%	0.00%	0.00%	0.00%	0.52%
40005 Concessionaire Expe	1,282	1,282	0	0	0	0	0	0	0	0	0	0	0
T3220 Food and Beverage Ex	1,282	1,282	0	0	0	0	0	0	0	0	0	0	0
T3200 Total Food and Beverage	846	846	0	0	0	0	0	0	0	0	0	0	0
Total Utility Services													
42010 Utility Services Gross Billi	13,867	7,255	0	0	0	0	6,612	0	0	0	0	0	0
Utility Services Vendor Share													
42010 Utility Services Gross	13,867	7,255	0	0	0	0	6,612	0	0	0	0	0	0
D42015 Utility Vendor Portion	0.14%	0.00%	0.00%	0.57%	0.00%	0.00%	0.57%	0.00%	0.00%	0.00%	0.00%	0.00%	0.57%
42015 Utility Services Vendor	8,172	4,057	0	0	0	0	4,116	0	0	0	0	0	0
T3300 Total Utility Services	5,695	3,199	0	0	0	0	2,496	0	0	0	0	0	0
Parking receipts (net of sales ta													
33060 Parking - Recorded via S	25,423	5,423	0	0	0	0	20,000	0	0	0	0	0	0
T3400 Parking receipts (net of s	25,423	5,423	0	0	0	0	20,000	0	0	0	0	0	0
Total Telecommunications													
42016 Telecommunications Gros	15,000	7,500	0	0	0	0	7,500	0	0	0	0	0	0
Wi Fi Vendor Share													
42016 Telecommunications Gr	15,000	7,500	0	0	0	0	7,500	0	0	0	0	0	0
D42018 Wi Fi Vendor Portion	0.15%	0.00%	0.00%	0.60%	0.00%	0.00%	0.60%	0.00%	0.00%	0.00%	0.00%	0.00%	0.58%
42018 Wi Fi Vendor Share	9,750	4,875	0	0	0	0	4,875	0	0	0	0	0	0
T3500 Total Telecommunication	5,250	2,625	0	0	0	0	2,625	0	0	0	0	0	0
Total Audio / Visual													
42060 Audio / Visual Gross Billi	17,938	0	6,338	11,600	0	0	0	0	0	0	0	0	0
A / V Vendor Share													
42060 Audio / Visual Gross Bi	17,938	0	6,338	11,600	0	0	0	0	0	0	0	0	0
D42071 A / V Vendor Portion	0.18%	0.00%	0.73%	0.70%	0.00%	0.00%	0.70%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
42071 A / V Vendor Share	13,886	0	5,070	8,816	0	0	0	0	0	0	0	0	0

DESCRIPTION	ANNUAL	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
	FY2020-ORIG	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020	FY2020
T3600 Total Audio / Visual	4,052	0	1,268	2,784	0	0	0	0	0	0	0	0	0
Total Event Billing													
Services Billed													
31007 Labor Billed	500	0	500	0	0	0	0	0	0	0	0	0	0
31009 Billed Ramp Attendant	160	160	0	0	0	0	0	0	0	0	0	0	0
31013 Security Billed	8,340	1,440	640	640	640	640	1,140	640	640	640	640	640	0
31015 HVAC Billed	1,220	1,220	0	0	0	0	0	0	0	0	0	0	0
31025 Keys Billed	600	300	0	0	0	0	300	0	0	0	0	0	0
31045 Equipment Rental Bille	2,447	67	2,035	35	35	35	35	35	35	35	35	35	30
31049 Other Production Bille	11,100	0	0	900	900	900	1,500	1,800	1,200	0	3,000	300	600
T3710 Services Billed	24,367	3,187	3,175	1,575	1,575	1,575	2,975	2,475	1,875	675	3,675	975	630
Event Expenses													
Security Wages													
31009 Billed Ramp Attend	160	160	0	0	0	0	0	0	0	0	0	0	0
31013 Security Billed	8,340	1,440	640	640	640	640	1,140	640	640	640	640	640	0
33013 Security Wages	120	120	0	0	0	0	0	0	0	0	0	0	0
33014 Contracted Security Ex	5,655	480	480	480	480	480	855	480	480	480	480	480	0
33035 Contracted Cleaning	3,200	1,200	0	2,000	0	0	0	0	0	0	0	0	0
33049 Other Production Expe	850	0	0	0	0	0	850	0	0	0	0	0	0
33050 Conversion & Mainten	33,589	2,489	3,600	3,500	6,500	1,500	2,500	3,000	2,000	0	5,000	500	3,000
T3720 Event Expenses	43,414	4,289	4,080	5,980	6,980	1,980	4,205	3,480	2,480	480	5,480	980	3,000
T3700 Total Event Billing	(19,047)	(1,102)	(905)	(4,405)	(5,405)	(405)	(1,230)	(1,005)	(605)	195	(1,805)	(5)	(2,370)
T30000 Total Revenue	276,658	45,350	12,668	20,129	19,755	12,345	80,256	22,245	15,645	2,445	35,445	5,745	4,630
NET Operating Profit b/f City Reimb	276,658	45,350	12,668	20,129	19,755	12,345	80,256	22,245	15,645	2,445	35,445	5,745	4,630

DESCRIPTION	ANNUAL FY2020-ORIG	JUL FY2020	AUG FY2020	SEP FY2020	OCT FY2020	NOV FY2020	DEC FY2020	JAN FY2020	FEB FY2020	MAR FY2020	APR FY2020	MAY FY2020	JUN FY2020
Total Revenue													
Total Rent													
31001 Rent Hall Space	522,500	9,500	66,500	47,500	9,500	9,500	66,500	57,000	85,500	38,000	76,000	38,000	19,000
T3100 Total Rent	522,500	9,500	66,500	47,500	9,500	9,500	66,500	57,000	85,500	38,000	76,000	38,000	19,000
Total Food and Beverage													
Food and Beverage Sales													
40001 Concession Sales, net	28,000	1,000	3,500	2,500	500	500	3,500	3,000	4,500	2,000	4,000	2,000	1,000
T3210 Food and Beverage Sal	28,000	1,000	3,500	2,500	500	500	3,500	3,000	4,500	2,000	4,000	2,000	1,000
40001 Concession Sales,	28,000	1,000	3,500	2,500	500	500	3,500	3,000	4,500	2,000	4,000	2,000	1,000
T3200 Total Food and Beverage	28,000	1,000	3,500	2,500	500	500	3,500	3,000	4,500	2,000	4,000	2,000	1,000
Parking receipts (net of sales ta													
33060 Parking - Recorded via S	196,000	7,000	24,500	17,500	3,500	3,500	24,500	21,000	31,500	14,000	28,000	14,000	7,000
T3400 Parking receipts (net of s	196,000	7,000	24,500	17,500	3,500	3,500	24,500	21,000	31,500	14,000	28,000	14,000	7,000
Total Event Billing													
Services Billed													
31049 Other Production Bille	165,000	3,000	21,000	15,000	3,000	3,000	21,000	18,000	27,000	12,000	24,000	12,000	6,000
T3710 Services Billed	165,000	3,000	21,000	15,000	3,000	3,000	21,000	18,000	27,000	12,000	24,000	12,000	6,000
Event Expenses													
33049 Other Production Expe	58,000	1,000	7,000	5,000	4,000	1,000	7,000	6,000	9,000	4,000	8,000	4,000	2,000
T3720 Event Expenses	58,000	1,000	7,000	5,000	4,000	1,000	7,000	6,000	9,000	4,000	8,000	4,000	2,000
T3700 Total Event Billing	107,000	2,000	14,000	10,000	(1,000)	2,000	14,000	12,000	18,000	8,000	16,000	8,000	4,000
T30000 Total Revenue	853,500	19,500	108,500	77,500	12,500	15,500	108,500	93,000	139,500	62,000	124,000	62,000	31,000
NET Operating Profit b/f City Reimb	853,500	19,500	108,500	77,500	12,500	15,500	108,500	93,000	139,500	62,000	124,000	62,000	31,000

DESCRIPTION	ANNUAL FY2020-ORIG	JUL FY2020	AUG FY2020	SEP FY2020	OCT FY2020	NOV FY2020	DEC FY2020	FEB FY2020	MAR FY2020	APR FY2020	MAY FY2020	JUN FY2020
Total Revenue												
Total Rent												
31001 Rent Hall Space	6,540,918	773,444	495,915	170,638	807,840	413,240	0	346,693	721,462	521,149	665,675	1,624,862
31003 Rent Discounts	5,555,920	527,134	494,915	0	630,840	412,240	0	221,693	703,662	520,149	489,982	1,555,305
T3100 Total Rent	984,998	246,310	1,000	170,638	177,000	1,000	0	125,000	17,800	1,000	175,693	69,557
Total Food and Beverage												
Food and Beverage Sales												
40001 Concession Sales, net of	3,333,526	952,744	125,549	200,000	170,900	132,000	0	175,000	45,024	305,000	634,000	593,308
40003 Catering Sales, net of ta	8,218,424	486,726	187,070	0	542,027	4,687,500	0	0	950,303	81,352	185,000	1,098,446
T3210 Food and Beverage Sales	11,551,950	1,439,470	312,619	200,000	712,928	4,819,500	0	175,000	995,327	386,352	819,000	1,691,754
Food and Beverage Expenses												
Concessionaire Expenses												
40001 Concession Sales, net	3,333,526	952,744	125,549	200,000	170,900	132,000	0	175,000	45,024	305,000	634,000	593,308
40003 Catering Sales, net of	8,218,424	486,726	187,070	0	542,027	4,687,500	0	0	950,303	81,352	185,000	1,098,446
D40005 F & B event Expens	0.06%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.68%	0.00%	0.00%	0.00%
40005 Concessionaire Expen	6,404,080	830,669	169,911	124,000	396,637	2,918,000	0	0	350,049	219,814	461,770	933,230
T3220 Food and Beverage Expe	6,404,080	830,669	169,911	124,000	396,637	2,918,000	0	0	350,049	219,814	461,770	933,230
T3200 Total Food and Beverage	5,147,871	608,801	142,709	76,000	316,291	1,901,500	0	175,000	645,279	166,537	357,230	758,524
Total Utility Services												
42010 Utility Services Gross Billin	6,285,296	384,442	382,712	60,000	900,560	400,000	(782)	119,904	526,456	400,000	288,000	2,824,004
Utility Services Vendor Share												
42010 Utility Services Gross Bill	6,285,296	384,442	382,712	60,000	900,560	400,000	(782)	119,904	526,456	400,000	288,000	2,824,004
D42015 Utility Vendor Portion	0.06%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.74%	0.00%	0.00%	0.00%	0.00%
42015 Utility Services Vendor S	3,963,828	218,257	248,109	37,200	560,047	248,000	(399)	0	323,556	248,000	177,000	1,904,059
T3300 Total Utility Services	2,321,468	166,185	134,603	22,800	340,513	152,000	(382)	119,904	202,900	152,000	111,000	919,945
Total Telecommunications												
42016 Telecommunications Gross	3,396,137	270,352	288,630	60,000	830,304	350,000	0	180,302	280,013	350,000	192,000	594,536
Wi Fi Vendor Share												
42016 Telecommunications Gro	3,396,137	270,352	288,630	60,000	830,304	350,000	0	180,302	280,013	350,000	192,000	594,536
42030 Telecommunications Rev	11,554	0	1,060	0	271	0	0	0	0	0	0	10,223
D42018 Wi Fi Vendor Portion	0.06%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.73%	0.00%	0.00%	0.00%
42018 Wi Fi Vendor Share	1,868,817	171,478	188,298	36,000	507,874	215,000	0	(117,196)	171,008	214,000	119,500	362,855
42030 Telecommunications Reven	11,554	0	1,060	0	271	0	0	0	0	0	0	10,223
T3500 Total Telecommunications	1,538,873	98,874	101,391	24,000	322,701	135,000	0	297,498	109,005	136,000	72,500	241,903
Total Audio / Visual												
42060 Audio / Visual Gross Billing	444,191	35,000	1,145	100,000	10,000	50,000	0	27,447	70,900	62,000	43,000	44,699
A / V Vendor Share												
42060 Audio / Visual Gross Billi	444,191	35,000	1,145	100,000	10,000	50,000	0	27,447	70,900	62,000	43,000	44,699
42071 A / V Vendor Share	342,041	26,250	813	75,000	7,500	37,500	0	21,152	53,175	54,000	32,740	33,911
T3600 Total Audio / Visual	102,149	8,750	331	25,000	2,500	12,500	0	6,295	17,725	8,000	10,260	10,788

DESCRIPTION	ANNUAL FY2020-ORIG	JUL FY2020	AUG FY2020	SEP FY2020	OCT FY2020	NOV FY2020	DEC FY2020	FEB FY2020	MAR FY2020	APR FY2020	MAY FY2020	JUN FY2020
Total Event Billing												
Services Billed												
31007 Labor Billed	4,978	0	1,860	0	238	0	0	0	0	0	0	2,880
31009 Billed Ramp Attendant	19,168	960	2,680	0	2,060	0	0	738	3,450	0	0	9,280
31013 Security Billed	44,352	11,250	113	0	0	0	0	0	0	0	0	32,990
31014 Damages Billed	20,703	0	370	0	160	0	0	0	0	0	0	20,173
31015 HVAC Billed	53,200	0	35,200	0	0	0	0	0	0	0	0	18,000
31025 Keys Billed	9,402	3,150	1,350	0	75	0	0	550	0	0	0	4,277
31028 Police Billed	138,608	89,876	4,557	0	3,720	0	0	0	0	0	0	40,455
31031 Setup Billed	6,245	740	130	0	0	0	0	5,138	237	0	0	0
31043 Trash Billed	20,263	5,175	938	0	225	0	0	200	225	0	0	13,500
31045 Equipment Rental Billed	36,691	11,909	9,412	0	0	0	0	1,100	12,260	0	0	2,010
31049 Other Production Billed	252,200	28,325	0	15,000	70,000	20,000	0	0	45,000	35,000	18,000	20,875
31070 Magnetometer rental	10,000	0	0	0	0	0	0	0	0	0	0	10,000
T3710 Services Billed	615,808	151,385	56,609	15,000	76,478	20,000	0	7,726	61,172	35,000	18,000	174,439
Event Expenses												
33007 HVAC Labor	31,116	19,297	409	234	0	0	0	0	2,985	0	0	8,190
33008 Plumber Labor Coverag	10,319	4,711	557	0	0	0	0	0	1,006	0	0	4,044
33010 Pressure Washing	1,140	0	0	0	0	0	0	0	0	0	0	1,140
Security Wages												
31009 Billed Ramp Attendant	19,168	960	2,680	0	2,060	0	0	738	3,450	0	0	9,280
31013 Security Billed	44,352	11,250	113	0	0	0	0	0	0	0	0	32,990
33013 Security Wages	12,666	2,099	409	161	1,000	0	0	630	2,439	0	0	5,928
33014 Contracted Security Exp	32,890	0	0	0	0	0	0	0	0	0	0	32,890
33025 Department of Transport	14,016	14,016	0	0	0	0	0	0	0	0	0	0
Police Expense												
31028 Police Billed	138,608	89,876	4,557	0	3,720	0	0	0	0	0	0	40,455
33028 Police Expense	127,655	75,860	4,557	0	3,720	0	3,063	0	0	0	0	40,455
33035 Contracted Cleaning Wa	157,106	94,020	6,160	1	2,735	0	0	4,289	4,306	0	0	45,595
33043 Catering Expense	308	0	0	128	180	0	0	0	0	0	0	0
33045 Equipment Rental Expen	3,984	3,167	0	0	0	0	0	801	0	0	0	15
33046 Parking Equipment Rent	7,758	7,758	0	0	0	0	0	0	0	0	0	0
33048 Electrician Expense	140,439	9,833	0	0	0	35,000	0	0	311	72,000	20,000	3,295
33049 Other Production Expen	292,618	35,142	0	25,000	100,000	0	0	701	72,000	283	26,500	32,992
33050 Conversion & Maintenanc	81,619	36,030	7,245	905	3,467	0	0	8,824	7,417	253	2,354	15,124
T3720 Event Expenses	913,633	301,933	19,338	26,430	111,102	35,000	3,063	15,245	90,465	72,536	48,854	189,668
T3700 Total Event Billing	(297,825)	(150,548)	37,271	(11,430)	(34,625)	(15,000)	(3,063)	(7,519)	(29,293)	(37,536)	(30,854)	(15,228)
Advertising and Sponsorship												
31050 Event Sponsorship & Adver	232,800	0	14,800	0	0	0	0	0	12,000	0	0	206,000
T3900 Advertising and Sponsorshi	232,800	0	14,800	0	0	0	0	0	12,000	0	0	206,000
T30000 Total Revenue	10,030,334	978,373	432,105	307,008	1,124,381	2,187,000	(3,446)	716,178	975,416	426,001	695,829	2,191,489
NET Operating Profit b/f City Reimb &	10,030,334	978,373	432,105	307,008	1,124,381	2,187,000	(3,446)	716,178	975,416	426,001	695,829	2,191,489

AEG Management LACC, LLC													Total 19/20		19									
Los Angeles Convention Center																								
19/20 Budget																								
Burned Booking																								
													31001		31003									
													Rate		Rate									
Event Name	Month Code	Start Date	End Date	Status	EBMS ID	Gross	Discount	Net Rent	Billed Services	Billed Services	Est. Event Expenses	Net on recovered exp.	Net	LACC Rev.	LACC Revenue	Smart City	Beverage	Net F & B	Budget per event					
Society for the Promotion of Japanese Animation - ANIME EXPO	1	07/03/19	07/07/19	Licensed (50)	23479	452,710	(246,400)	206,310	126,385		(242,700)	(116,315)	128,185	-	64,674	374,043		857,697						
Alzheimer's Association- 2019 International Conference	1	07/12/19	07/18/19	Licensed (50)	31611	320,734	(280,734)	40,000	25,000		(35,000)	(10,000)	38,000	8,750	34,000	172,000		282,750						
Association for Computing Machinery - SIGGRAPH	2	07/29/19	08/02/19	Pending (40)	23650	406,915	(404,915)	1,000	50,000		(43,394)	13,215	134,221	331	101,361	204,567		454,725						
IFSA - International Flight Services Association - IFSA 2019 Expo	3	09/09/19	09/11/19	Licensed (50)	29604	26,125	-	26,125	-		-	-	-	-	-	-	78,000		238,213					
Airline Passenger Experience Association - APEX 2019 EXPO	3	09/09/19	09/12/19	Licensed (50)	29656	100,413	-	100,413	15,000		(25,000)	(10,000)	22,800	25,000	24,000				44,100					
Aircraft Interior Expo AIX 2019 (Meeting ICW APEX / IFSA Expo 2019)	3	09/10/19	09/12/19	Licensed (50)	32160	44,100	-	44,100	6,478		(15,772)	(10,294)	36,513	-	10,701	137,841		282,761						
International Council of Shopping Centers - ICS Western Dealmaking Conference 2019	3	09/16/19	09/18/19	Licensed (50)	33857	107,000	-	107,000	70,000		(100,000)	(30,000)	304,000	2,500	312,000	178,450		836,950						
GSMA - Mobile World Congress Americas 2019	4	10/18/19	10/24/19	Licensed (50)	32411	700,840	(650,840)	70,000	20,000		(35,000)	(15,000)	162,000	12,500	135,000	1,901,500		2,187,000						
Adobe Systems Incorporated MAX	5	11/03/19	11/06/19	Licensed (50)	27191	413,240	(412,240)	1,000	7,726		(15,245)	(7,519)	115,604	6,246	207,498	176,000		716,176						
American Heart Assn. - International Stroke Conference	8	02/18/20	02/21/20	Pending (40)	20051	348,993	(321,693)	125,000	30,000		(45,000)	(15,000)	76,000	8,750	49,000	135,000		433,750						
United States and Canadian Academy of Pathology - 2020 Annual Meeting	9	02/28/20	03/05/20	Licensed (50)	29744	186,106	(182,106)	1,000	15,000		(12,000)	(3,000)	95,000	8,750	49,000	135,000		276,750						
ASCD - Annual Conference and Exhibit Show	9	03/12/20	03/16/20	Licensed (50)	21436	404,656	(403,656)	1,000	15,000		(12,000)	(3,000)	95,000	8,750	49,000	135,000		276,750						
Herbolife International of America, Inc. - Summit 2020	9	03/24/20	03/27/20	Tentative (30)	29980	116,700	(102,900)	15,800	18,172		(18,805)	(2,434)	31,900	225	12,005	195,278		252,774						
ACF - American College of Physicians - Internal Medicine 2020	10	04/20/20	04/25/20	Licensed (50)	23981	521,149	(520,149)	1,000	35,000		(72,000)	(37,000)	162,000	8,000	136,000	160,000		426,000						
American Institute of Architecture 2020 Annual Convention	11	05/11/20	05/17/20	Licensed (50)	26057	559,520	(447,520)	112,000	15,000		(26,500)	(11,500)	95,000	8,500	58,800	165,230		417,730						
IEI 2020 National Family & Community Engagement and Community Schools Conference	11	05/25/20	05/29/20	Pending (40)	34058	106,155	(42,452)	63,603	3,000		(20,000)	(17,000)	16,000	1,760	14,000	202,000		280,453						
ES EXPO 2020	12	06/09/20	06/11/20	Pending (40)	24740	1,109,890	(1,108,890)	1,000	137,629		(139,515)	(1,886)	769,618	20	146,444	815,863		1,531,076						
IEEE - 2020 International Microwave Symposium	12	06/20/20	06/26/20	Pending (40)	26226	331,237	(330,237)	1,000	20,000		(30,000)	(10,000)	57,000	5,000	40,000	88,000		181,000						
BET Experience & Awards 2020	12	06/27/20	06/28/20	Tentative (30)	30547	683,745	(116,158)	67,557	16,810		(22,901)	(6,091)	99,327	5,766	55,450	55,170		271,190						
						6,540,618	(5,555,020)	984,908	615,800		(613,633)	(207,824)	2,321,456	102,149	1,536,872.00	5,147,871		9,797,534						

NOTE: LATCB booked awards LA Marathon, Dwell on Design, and KCAN are included in Short-term booking

ATTACHMENT C
CTD DEPARTMENT BUDGET

2019-20 Budget Request Summary and Ranking

Department: Convention and Tourism Development

Approved by: Doane Liu

	Positions		General Fund Revenue	Full-Time Salaries (001010 & 001012)	All Other Salaries (As-Needed, Hiring Hall, Overtime)	Expense & Special	Total Budget
	Reg	Reso					
2018-19 Adopted Department Budget:	13		\$ 1,870,908	\$ 1,579,625	\$ 36,783	\$ 322,000	\$ 1,938,408

Departmental Requests

(List all requests individually in the Department's order of priority, including each section of the single program request form [base budget and requests A+] and each various program request.)

RANKING	Program Code	Program Name (State "Various" for Various Program requests)	Request Name	Request Type	Priority Outcome	Positions		General Fund Revenue	Full-Time Salaries (001010 & 001012)	All Other Salaries (As-Needed, Hiring Hall, Overtime)	Expense & Special	Total Budget Request
						Reg	Reso					
1	4803	Convention and Tourism Development Program	Baseline	Baseline	Good Jobs	13		\$ 1,870,908	\$ 1,542,276	\$ 36,783	\$ 72,000	\$ 1,651,059
2	4803	Convention and Tourism Development Program	Funding Re-alignment	Continuation	Good Jobs	0						\$ -
3	4803	Convention and Tourism Development Program	Tourism Master Plan, consulting, and advisory services	Continuation	Good Jobs	0					\$ 250,000	\$ 250,000
4	4803	Convention and Tourism Development Program	Position Re-alignment	New	Good Jobs	0			\$ (6,687)			\$ (6,687)
Total Departmental Budget Requests:						13	0	\$ 1,870,908	\$ 1,535,589	\$ 36,783	\$ 322,000	\$ 1,894,372

Non-Departmental Requests

Non-Departmental Item Name	Priority Outcome	Request Type	GF Revenue	Total Budget Request
			\$ -	\$ -

Total Budget Request Summary

	Positions		GF Revenue	Full-Time Salaries	All Other Salaries	Expense & Special	Total Budget
	Reg	Reso					
2019-20 Total Requested Departmental Budget:	13	0	\$ 1,870,908	\$ 1,535,589	\$ 36,783	\$ 322,000	\$ 1,894,372
Change from 2018 -19 Adopted Department Budget:	0	0	\$ -	\$ (44,036)	\$ -	\$ -	\$ (44,036)
Percent Change:	0.0%	0.0%	0.0%	-2.8%	0.0%	0.0%	-2.3%
2019-20 Total Requested Non-Departmental Budget (from above):	\$ -						\$ -
2019-20 Total Requested Departmental + Non-Departmental Budget:	\$ 1,870,908						\$ 1,894,372

2019-20 Budget Request Summary by Source of Funds

Department: Convention and Tourism Development

Approved by: Doane Liu

	Positions		General Fund		General Fund 100	Total All Special Funds	LACC	LACVB
	Reg	Reso	Revenue	Total			Revenue 725	429
2018-19 Adopted Department Budget:	13		\$ 1,870,908	\$ 1,938,408		\$ 1,938,408	\$ 1,421,895	\$ 516,513

Departmental Requests

(List all requests individually, including each section of the single program request form [base budget and requests A+] and each various program request). Requests must be segregated into their appropriate section below - Base, Continued, and New.

BASELINE REQUESTS: List below all requests for Base level funding, as shown on the first section ("2019-20 Baseline Program Data")

Program Code	Program Name	Priority Outcome	Positions		General Fund		General Fund 100	Total All Special Funds	LACC	LACVB
			Reg	Reso	Revenue	Total			Revenue 725	429
4803	Convention and Tourism Development Program	Promote good jobs	13		\$ 1,870,908	\$ 1,651,059		\$ 1,651,059	\$ 1,380,698	\$ 270,361
					\$ -	\$ -		\$ -		
					\$ -	\$ -		\$ -		
					\$ -	\$ -		\$ -		
Total Base Level Requests:			13	0	\$ 1,870,908	\$ 1,651,059	\$ -	\$ 1,651,059	\$ 1,380,698	\$ 270,361

CONTINUATION REQUESTS: List below all requests to continue the 2018-19 service level

Program Code	Program/Request Name	Priority Outcome	Positions		General Fund		General Fund 100	Total All Special Funds	LACC	LACVB
			Reg	Reso	Revenue	Total			Revenue 725	429
4803	CTD Program/Tourism Master Plan, consulting and advisory services	Promote good jobs				\$ 250,000		\$ 250,000		\$ 250,000
4803	CTD Program/Funding Re-alignment	Promote good jobs				\$ -		\$ -	\$ (32,526)	\$ 32,526
						\$ -		\$ -		
						\$ -		\$ -		
Total Continued Requests:			0	0	\$ -	\$ 250,000	\$ -	\$ 250,000	\$ (32,526)	\$ 282,526

NEW REQUESTS: List below all requests to enhance the 2018-19 service level or to add new services

Program Code	Program/Request Name	Priority Outcome	Positions		General Fund		General Fund 100	Total All Special Funds	LACC	LACVB
			Reg	Reso	Revenue	Total			Revenue 725	429
4803	Position Re-alignment	Promote good jobs	0			\$ (6,687)		\$ (6,687)	\$ (6,687)	
						\$ -		\$ -		
						\$ -		\$ -		
Total New Requests:			0	0	\$ -	\$ (6,687)	\$ -	\$ (6,687)	\$ (6,687)	\$ -

	Positions		General Fund		General Fund 100	Total All Special Funds	LACC	LACVB
	Reg	Reso	Revenue	Total			Revenue 725	429
2019-20 Requested Department Budget:	13	0	\$ 1,870,908	\$ 1,894,372	\$ -	\$ 1,894,372	\$ 1,341,485	\$ 552,887
Change from 2018-19 Adopted Department Budget:	0	0	\$ -	\$ (44,036)	\$ -	\$ (44,036)	\$ (80,410)	\$ 36,374
Percent Change:		0.0% #DIV/0!	0.0%	-2.3%	#DIV/0!	-2.3%	-5.7%	7.0%

Non-Departmental Requests

(Use data from the Total Section of the Non-Departmental Form)

Non-Departmental Item	Priority Outcome	Positions		General Fund		General Fund 100	Total All Special Funds	LACC	LACVB
		Reg	Reso	Revenue	Total			Revenue 725	429
					\$ -		\$ -		
					\$ -		\$ -		
					\$ -		\$ -		
Total Non-Departmental Requests:			0	0	\$ -	\$ -	\$ -	\$ -	\$ -

	Positions		General Fund		General Fund 100	Total All Special Funds	LACC	LACVB
	Reg	Reso	Revenue	Total			Revenue 725	429
2019-20 Requested Department + Non-Departmental Budget:	13	0	\$ 1,870,908	\$ 1,894,372	\$ -	\$ 1,894,372	\$ 1,341,485	\$ 552,887

2019-20 Budget Program Request

Department: Convention and Tourism Development
Program Name: Convention and Tourism Development Program

Priority Outcome: Promote good jobs for Angelenos all across Los Angeles

2019-20 Baseline Program Data

Total Number of Regular Positions (Civilian): 13
 Total Number of Regular Positions (Sworn): 0

Budget:

Account	Account Name	TOTAL	General Fund 100	Total All Special Funds	LACC Revenue 725	LACVB 429
001010	Salaries General	\$ 1,542,276		\$ 1,542,276	\$ 1,271,915	\$ 270,361
001070	Salaries As-Needed	\$ 31,783		\$ 31,783	\$ 31,783	
001090	Salaries Overtime	\$ 5,000		\$ 5,000	\$ 5,000	
002120	Printing and Binding	\$ 5,000		\$ 5,000	\$ 5,000	
002130	Travel	\$ -		\$ -	\$ -	
003040	Contractual Services	\$ 35,000		\$ 35,000	\$ 35,000	
003310	Transportation	\$ 6,000		\$ 6,000	\$ 6,000	
003330	Utilities Exp. Private Co. (Verizon)	\$ 6,000		\$ 6,000	\$ 6,000	
006010	Office and Admin	\$ 20,000		\$ 20,000	\$ 20,000	
TOTAL:		\$ 1,651,059	\$ -	\$ 1,651,059	\$ 1,380,698	\$ 270,361

Pension/Health (Add/Delete Rate): \$ 654,212
 Applicable CAP rate: N/A
 Estimated Related Cost Reimbursement from SFs (CAP Rate):

BASE General Fund Revenue attributable to this Program: \$ 1,870,908

2019-20 Budget Program Request

Department: Convention and Tourism Development
Program Name: Convention and Tourism Development Program

Request A Name of Request: Funding Re-alignment
 Continued or New? Continuation of 2018-19 Service Level

								Spread Position Counts by FTE by Source of Funds					
								General Fund		LACC Revenue		LACVB	
Positions:	Quantity	Class Title	Class Code	Reg, Sworn, Reso, As-Needed, or Hiring Hall	Wages & Count Salary	Salary Savings Rate (%)	Number of Months Funding Requested	Net Salary	100	Total All Special Funds	725	429	
							\$ -	0.00	0.00				
	0	TOTALS					\$ -	0.00	0.00	0.00	0.00		

Budget:

Acct	Account Name	TOTAL	General Fund 100	Total All Special Funds	LACC Revenue 725	LACVB 429
001010	Salaries General	\$ -	\$ -	\$ -	\$ (32,526)	\$ 32,526
001070	Salaries As-Needed	\$ -	\$ -	\$ -	\$ -	\$ -
001090	Salaries Overtime	\$ -	\$ -	\$ -	\$ -	\$ -
002120	Printing and Binding	\$ -	\$ -	\$ -	\$ -	\$ -
002130	Travel	\$ -	\$ -	\$ -	\$ -	\$ -
003040	Contractual Services	\$ -	\$ -	\$ -	\$ -	\$ -
003310	Transportation	\$ -	\$ -	\$ -	\$ -	\$ -
003330	Utilities Exp. Private Co. (Verizon)	\$ -	\$ -	\$ -	\$ -	\$ -
006010	Office and Admin	\$ -	\$ -	\$ -	\$ -	\$ -
009350	Communication Services	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL:		\$ -	\$ -	\$ -	\$ (32,526)	\$ 32,526

Pension/Health (Add/Delete Rate): \$ -
 Applicable CAP rate:
 Estimated Related Cost Reimbursement from SFs (CAP Rate): \$ - \$ - \$ -
 General Fund Revenue (Change):

2019-20 Budget Program Request

Department: Convention and Tourism Development
Program Name: Convention and Tourism Development Program

Request B Name of Request: Tourism Master Plan, consulting, and advisory services
 Continued or New? Continuation of 2018-19 Service Level

								Spread Position Counts by FTE by Source of Funds					
								General Fund		LACC Revenue		LACVB	
Positions:	Quantity	Class Title	Class Code	Reg, Sworn, Reso, As-Needed, or Hiring Hall	Wages & Count Salary	Salary Savings Rate (%)	Number of Months Funding Requested	Net Salary	100	Total All Special Funds	725	429	
								\$ -	0.00	0.00			
	0	TOTALS						\$ -	0.00	0.00	0.00	0.00	

Budget:

Acct	Account Name	TOTAL	General Fund 100	Total All Special Funds	LACC Revenue 725	LACVB 429
001010	Salaries General	\$ -	\$ -	\$ -	\$ -	\$ -
001070	Salaries As-Needed	\$ -	\$ -	\$ -	\$ -	\$ -
001090	Salaries Overtime	\$ -		\$ -		
002120	Printing and Binding	\$ -		\$ -		
002130	Travel	\$ -		\$ -		
003040	Contractual Services	\$ 250,000		\$ 250,000		\$ 250,000
003310	Transportation	\$ -		\$ -		
003330	Utilities Exp. Private Co. (Verizon)	\$ -		\$ -		
006010	Office and Admin	\$ -		\$ -		
009350	Communication Services	\$ -		\$ -		
TOTAL:		\$ 250,000	\$ -	\$ 250,000	\$ -	\$ 250,000

Pension/Health (Add/Delete Rate): \$ -
 Applicable CAP rate:
 Estimated Related Cost Reimbursement from SFs (CAP Rate): \$ - \$ - \$ -
 General Fund Revenue (Change):

2019-20 Budget Program Request

Department: Convention and Tourism Development
Program Name: Convention and Tourism Development Program

Request C Name of Request: Position Re-alignment
 Continued or New? New - Enhancement of Existing Service

								Spread Position Counts by FTE by Source of Funds				
								General Fund	Total All	LACC	LACVB	
								100	Special Funds	Revenue	429	
Positions:	Quantity	Class Title	Class Code	Reg, Sworn, Reso, As-Needed, or Hiring Hall	Wages & Count Salary	Salary Savings Rate (%)	Number of Months Funding Requested	Net Salary				
	-1	Senior Accountant II	1523-2	Civ-Reg	\$ 83,687	0.0%	12	\$ (83,687)	0.00	-1.00	-1.00	
	1	Senior Management Analyst II	9171-2	Civ-Reg	\$ 102,667	0.0%	9	\$ 77,000	0.00	1.00	1.00	
								\$ -	0.00	0.00		
								\$ -	0.00	0.00		
	0	TOTALS						\$ (6,687)	0.00	0.00	0.00	0.00

Budget:

Acct	Account Name	TOTAL	General Fund 100	Total All Special Funds	LACC Revenue 725	LACVB 429
001010	Salaries General	\$ (6,687)	-	\$ (6,687)	\$ (6,687)	-
001070	Salaries As-Needed	-	-	-	-	-
001090	Salaries Overtime	-	-	-	-	-
002120	Printing and Binding	-	-	-	-	-
002130	Travel	-	-	-	-	-
003040	Contractual Services	-	-	-	-	-
003310	Transportation	-	-	-	-	-
003330	Utilities Exp. Private Co. (Verizon)	-	-	-	-	-
006010	Office and Admin	-	-	-	-	-
009350	Communication Services	-	-	-	-	-
	TOTAL:	\$ (6,687)	\$ -	\$ (6,687)	\$ (6,687)	\$ -

Pension/Health (Add/Delete Rate): \$ (1,983)
 Applicable CAP rate:
 Estimated Related Cost Reimbursement from SFs (CAP Rate): \$ - \$ - \$ -
 General Fund Revenue (Change):

2019-20 Budget Program Request

Department: **Convention and Tourism Development**
 Program Name: **Convention and Tourism Development Program**

2019-20 Program Budget Cost SUMMARY (Total all Sections Above)

Positions:

Baseline Data	13
ALL Requests	0
TOTAL	13

Direct Cost:

	TOTAL	General Fund 100	Total All Special Funds	LACC Revenue 725	LACVB 429
Baseline Data	\$ 1,651,059	-	\$ 1,651,059	\$ 1,380,698	\$ 270,361
TOTAL ALL REQUESTS	\$ 243,313	-	\$ 243,313	\$ (39,213)	\$ 282,526
TOTAL	\$ 1,894,372	\$ -	\$ 1,894,372	\$ 1,341,485	\$ 552,887

Pension/Health (Add/Delete Rate): \$ 652,229
 Estimated Related Cost Reimbursement from SFs (CAP Rate): \$ - \$ - \$ -
 Total General Fund Revenue: \$ 1,870,908
 Net GF Cost (Budget - Revenue): \$ (1,870,908)

2019-20 Budget Program Overview

<u>Department Name</u>	<u>Program Name</u>	<u>Program Code</u>
Convention and Tourism Development	Convention and Tourism Development	EA48

Purpose of Program / Background

- To complete the expansion and modernization of the LACC (by end of 2021)
- To develop and implement tourism strategies through managing key private partners
- To drive economic development and job creation by marketing the City’s unique cultural, sports, entertainment, and leisure attractions.

Milestones Already Achieved

- Budget includes a reimbursement for General Fund costs to pay for indirect costs in the amount of \$1,870,908
- Issued an RFP for a consulting firm to research and develop the City’s first long term tourism plan
- The economic impact of increased number of tourists resulted in the addition of 17,400 Leisure and Hospitality jobs over previous fiscal year, as reported by the California Employment Development Dept.

Issues / Challenges

- Negative financial impact due to loss of citywide and local business before, during and after the expansion
- The extensive scope of work to complete the required long term tourism plan necessitates additional funding
- Continue to accurately align expenditures with anticipated staffing needs.

FY 2019-20 Proposed Strategy

- Continue to grow the LACC Reserve Fund to help weather potential shortfalls in LACC revenue without relying on the General Fund
- Continued \$250,000 funding allocation from the LACVB Trust Fund for phase II of the master tourism plan development with no impact to the City’s General Fund
- Position realignment, one Senior Accountant II to a Senior Management Analyst II.

The current description for this program can be found in the 2018-19 Detail of Departmental Programs (Blue Book). Please review that description. If you would like to propose a revision to that description, or if this is a new program, please write your proposed program description language below: N/A

Key Metric

Please provide the metric that supports the above strategy. The department must have direct influence/control over the metric. The metric must measure either an output or outcome. This metric should be the one that is printed in the Detail of Departmental Programs (Blue Book), or reflect the new metric that you are proposing.

Promote good jobs for Angelenos all across Los Angeles

- **Annual Average Number of Leisure and Hospitality Jobs in Los Angeles County**

Alignment with Priority Outcomes

Check all that apply: Well-Run Livable Safe Prosperous

2019-20 Budget Program Request

<u>Department Name</u>	<u>Program Name</u>	<u>Program Code</u>	<u>Total Request Amount</u>
Convention and Tourism Development	Convention and Tourism Development	E48	\$32,526

Name/Description of Budget Request A

Name:

Request A - Funding Re-alignment

CTD requests to realign funding in the amount of \$32,526 compared to the 2018-19 baseline which would result in increasing the LACVB Fund (Fund 429) appropriation to the CTD budget and decreasing the Convention Center Revenue Fund (Fund 725) appropriation by an equivalent amount. This pays for a portion of salaries for those CTD employees involved in the administration and contract management of the LATCB agreement. There will be no change to the level of services provided. The total amount in LACVB funds requested to the CTD Budget for salary expenses is \$302,887.

Continuation of 2018-19

New Request

Departmental Collaboration

If this request was developed in conjunction with other departments, list the departments below.

N/A

Justification

What problem is being addressed and how will this request address it?
This request accurately aligns expenditures with anticipated staffing needs.

1

What are the 2019-20 goals of this request?
CTD is proposing a budget package that supports its priorities for maintaining an efficient operation, while enhancing client satisfaction.

2

What are the long-term goals of this request?
N/A

3

If this request is to increase or expand services, or to address backlog/workload issues, has the Department undergone a process improvement or another service efficiency exercise (including but not limited to technology and automation)?

Y

If yes, what changes were made and what were the results? Provide evidence of results.

N

If no, why has this not been done?

This request will have no impact on the services CTD provides.

4

Why is this approach better than the alternative approaches that were considered?

N/A

5

What special funds are eligible to be used for this request? What is the General Fund impact of this request?

This request will have no impact to the General Fund.

Supporting Performance Metrics

Please provide (a) metric(s) to support the above justification. The department must have direct influence/control over each metric. Metrics should support the goals above and relate to an increase in service or efficiency. Output or outcome metrics should be included.

1. *Provide metrics that measure either the amount of services produced (output) and/or the impact of those services on your stakeholders (outcome).*

Metrics are not applicable for this re-alignment request.

2. *Explain how the investment in resources will directly impact the metrics that measure the goals identified in question 2 of the Justification area above.*

N/A

3. *What is the impact on the metrics above if requested resources are not received?*

N/A

Alignment with Strategic Documents

Check all that apply:

- Mayor's Expectations Letter*
- Comprehensive Homeless Strategy*
- Sustainable City pLAn*
- Equitable Workforce and Service Restoration Plan*
- Strategic Plan(s)*

N/A

2019-20 Budget Program Request

<u>Department Name</u>	<u>Program Name</u>	<u>Program Code</u>	<u>Total Request Amount</u>
Convention and Tourism Development	Convention and Tourism Development	E48	\$250,000

Name/Description of Budget Request B

Name: Request B – Tourism Master Strategic Plan, Consulting and Advisory services
The CTD is submitting a budget request for \$250,000 for advisory and consulting services related to developing a long term master strategic plan that would entail a coordinated approach in identifying citywide priorities, gaps, inefficiencies and solutions for the City's tourism and related issues. The Mayor and CTD's goal is to achieve 50 million visitors by 2020. The Strategic Plan will advise on methods for increasing positive visitor experience, on the City's ability to encourage and increase repeat visitation, and on the general related challenges that exist within different communities throughout the City.

This request was a one-time expense approved in the 2018-19 budget request. After receiving the RFP proposals it is evident that the extensive scope of work and expected master plan will require the additional funding requested in CTD's 2019-20 budget request. At this time, CTD anticipates this request to be sufficient to address the development of a citywide tourism strategic plan in its entirety.

Continuation of 2018-19

New Request

Departmental Collaboration

If this request was developed in conjunction with other departments, list the departments below.

N/A

Justification

What problem is being addressed and how will this request address it?

LATCB's role in marketing the City is limited, in that its services do not address matters more appropriately suited for a municipal entity to handle; e.g. the impacts of tourism on infrastructure and transportation, hotel development and directional growth, homelessness, managing the short term rental market, etc.

1

Although the CTD's primary focus has been supporting the LACC facility it is now expanding its efforts in the area of tourism promotion and anticipates the Strategic Plan would serve as a guide in that regard.

2	<p><i>What are the 2019-20 goals of this request?</i> To complete the City's first long term Master Tourism Development Plan</p> <p><i>What are the long-term goals of this request?</i> Implement and maintain the strategic plan</p>
3	<p><i>If this request is to increase or expand services, or to address backlog/workload issues, has the Department undergone a process improvement or another service efficiency exercise (including but not limited to technology and automation)?</i></p> <p><i>If no, why has this not been done?</i></p>
N	N/A
4	<p><i>Why is this approach better than the alternative approaches that were considered?</i></p> <p>N/A</p>
5	<p><i>What special funds are eligible to be used for this request? What is the General Fund impact of this request?</i></p> <p>The source of funds for the budget request is the LACVB Trust Fund, Fund 429, which would result in a reallocation of \$250,000 from LATCB's annual appropriation of one percent of the Transient Occupancy Tax, and an equivalent increase in appropriation in CTD's operating budget. This request will have no impact to the General Fund.</p>

Supporting Performance Metrics

Please provide (a) metric(s) to support the above justification. The department must have direct influence/control over each metric. Metrics should support the goals above and relate to an increase in service or efficiency. Output or outcome metrics should be included.

- Provide metrics that measure either the amount of services produced (output) and/or the impact of those services on your stakeholders (outcome).*

The CTD currently tracks numerous tourism-related statistics which will serve as a baseline for measuring the impact of the initiatives developed in the strategic plan.

- Explain how the investment in resources will directly impact the metrics that measure the goals identified in question 2 of the Justification area above.*

N/A

6. *What is the impact on the metrics above if requested resources are not received?*

N/A

Alignment with Strategic Documents

Check all that apply:

- Mayor's Expectations Letter*
- Comprehensive Homeless Strategy*
- Sustainable City pLAn*
- Equitable Workforce and Service Restoration Plan*
- Strategic Plan(s)*

2019-20 Budget Program Request

<u>Department Name</u>	<u>Program Name</u>	<u>Program Code</u>	<u>Total Request Amount</u>
Convention and Tourism Development	Convention and Tourism Development	E48	(\$6,687)

Name/Description of Budget Request C

Name: Request C – Position Re-alignment

The CTD is requesting realignment for one position from a Senior Accountant II to a Senior Management Analyst II due to current departmental needs and the outsourcing of financial functions. Because the CTD is a small City department with limited staff resources, some of its financial reporting is outsourced. The CTD has found that it is more efficient to outsource this function and has been doing so since the transition from public to private management. The CTD's accounting workload is minimal and absorbed by administrative staff. Financial reporting however requires a specific skill set and a high level accounting position. Given the associated cost and in comparison to the limited workload, it is more prudent and financially efficient for CTD to outsource this task.

Continuation of 2018-19

New Request

Departmental Collaboration

If this request was developed in conjunction with other departments, list the departments below.

Office of the Controller.

Justification

What problem is being addressed and how will this request address it?

Because the CTD is a small City department with limited staff resources, some of its financial reporting is outsourced. The CTD has found that it is more efficient to outsource this function and has been doing so since the transition from public to private management This re-alignment will better serve the mission and goals of the CTD department.

1

2	<p><i>What are the 2019-20 goals of this request?</i></p> <p>The CTD will continue to appropriately allocate staff time and resources for contract management to ensure that both LATCB and AEG achieve their respective visitor and client services.</p>
2	<p><i>What are the long-term goals of this request?</i></p> <p>Maintain appropriate staffing during the expansion project, the implementation of the master tourism plan, and possible retirements.</p>
3	<p><i>If this request is to increase or expand services, or to address backlog/workload issues, has the Department undergone a process improvement or another service efficiency exercise (including but not limited to technology and automation)?</i></p>
Y	<p><i>If yes, what changes were made and what were the results? Provide evidence of results.</i></p>
N	<p><i>If no, why has this not been done?</i></p> <p>N/A</p>
4	<p><i>Why is this approach better than the alternative approaches that were considered?</i></p> <p>N/A</p>
5	<p><i>What special funds are eligible to be used for this request? What is the General Fund impact of this request?</i></p> <p>Los Angeles Convention Center Revenue Fund (Fund 725) This request will have no impact to the General Fund.</p>

Supporting Performance Metrics

Please provide (a) metric(s) to support the above justification. The department must have direct influence/control over each metric. Metrics should support the goals above and relate to an increase in service or efficiency. Output or outcome metrics should be included.

- Provide metrics that measure either the amount of services produced (output) and/or the impact of those services on your stakeholders (outcome).*

N/A

8. *Explain how the investment in resources will directly impact the metrics that measure the goals identified in question 2 of the Justification area above.*

N/A

9. *What is the impact on the metrics above if requested resources are not received?*

N/A

Alignment with Strategic Documents

Check all that apply:

- Mayor's Expectations Letter*
- Comprehensive Homeless Strategy*
- Sustainable City pLAn*
- Equitable Workforce and Service Restoration Plan*
- Strategic Plan(s)*

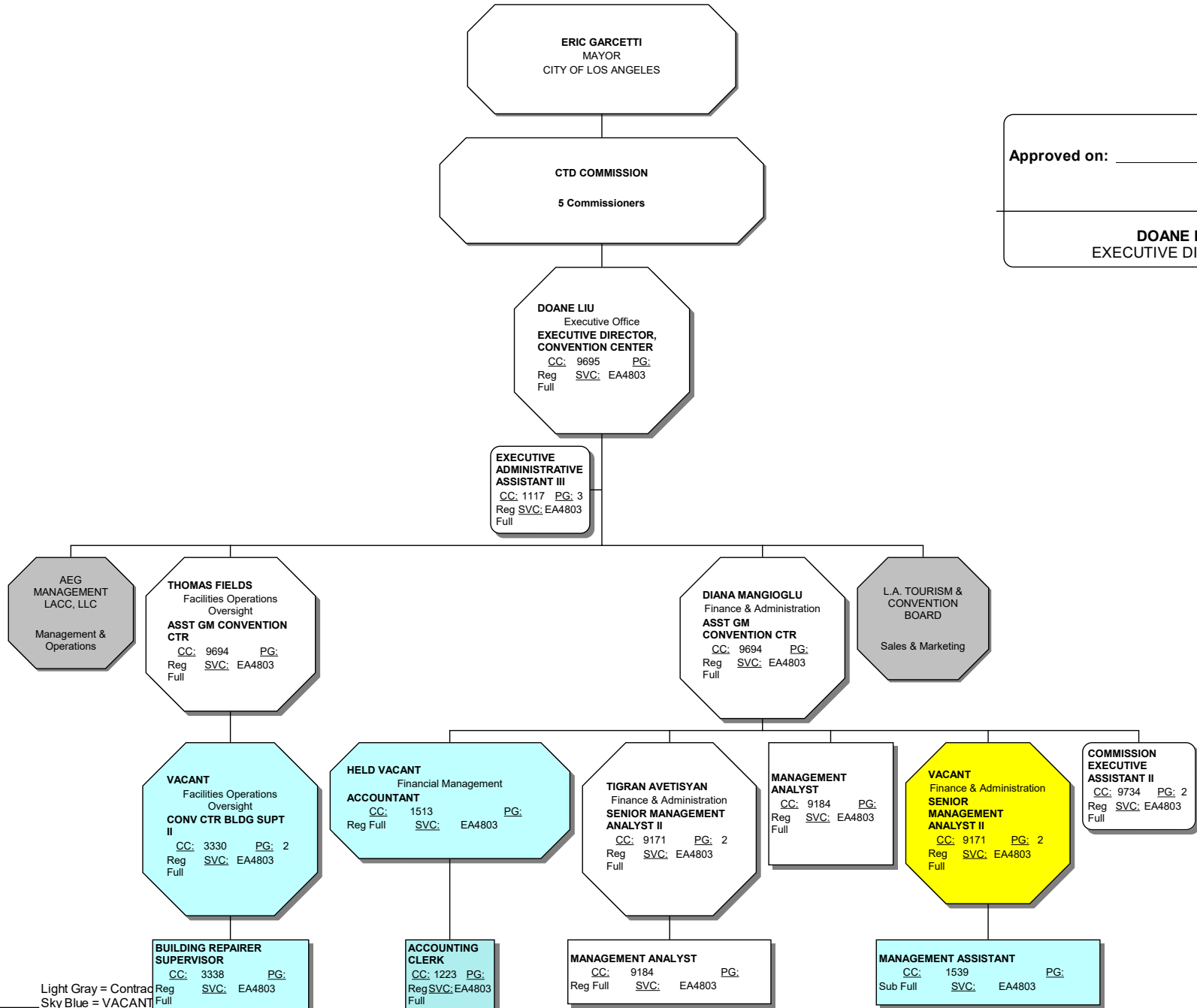
N/A



CITY OF LOS ANGELES
DEPARTMENT OF CONVENTION AND TOURISM DEVELOPMENT (CTD)
FY 2019-20 ORGANIZATION CHART

Approved on: _____

DOANE LIU
EXECUTIVE DIRECTOR



Legends

- Supervisor
- Assistant
- Staff

Light Gray = Contract
Sky Blue = VACANT
Light Orange = MULTIPLE POSITIONS
Yellow = PROPOSED/CHANGED Position

ATTACHMENT D
CAPITAL IMPROVEMENT EXPENDITURE PROGRAM
REQUEST

CONVENTION AND TOURISM DEVELOPMENT FY 2019-20 CAPITAL IMPROVEMENT PROJECT REQUESTS SUMMARY

Priority Number	Project Title	Life Cycle	Proposed Funding Source	FY2019-20 Request	Previously Approved Amount	To be coordinated with expansion	Project Phase
1	Replace/refurbish walk-in coolers (West Hall)	20-30 yrs	General Fund or MICLA	534,000	0	N/A	1 of 1
2	Building automation system upgrade	20 yrs	General Fund or MICLA	3,000,000	0	Yes	1 of multiple
3	Meeting room access control	10 yrs	General Fund or MICLA	493,000	0	N/A	1 of 1
4	Dimming control system	16 yrs	General Fund or MICLA	832,000	1,150,000	N/A	4 of 4
5	Replace sound panels on meeting room walls	15 yrs	General Fund or MICLA	237,000	0	Yes	1 of 1
TOTAL FY2019-20 REQUEST				\$ 5,096,000			