# SAN DIEGO CONVENTION CENTER CORPORATION BUDGET COMMITTEE MEETING OF THE BOARD OF DIRECTORS

Director Carol Kim, Chair Director Elvin Lai Director Carlos Cota Director Jaymie Bradford

MONDAY, OCTOBER 19, 2020, 11:00 A.M. 111 W. Harbor Drive, 2<sup>nd</sup> Floor, Executive Boardroom San Diego, California 92101

#### **AGENDA**

(Meeting to be held via teleconference pursuant to State of California Executive Order N-29-20)

Telephone number for members of the public to observe, listen, and address the meeting telephonically: 1(888) 251-2909 – Access code is 6724115#

- 1. Call to Order Carol Kim, Chair
- 2. Non-Agenda Public Comment:

This portion of the agenda provides an opportunity for members of the public to address the Board on items of interest within the jurisdiction of the Board that have not previously been before the Board. Pursuant to the Brown Act, no discussion or action shall be taken by the Board on items not posted on the agenda.

- 3. <u>Approval of Proposed Minutes of September 14, 2020 Budget Committee</u>
  Meeting
- 4. Chair's Report
- 5. Action Item(s):
  - a. Recommendation to Authorize Approval of Revised FY 21 Budget
- 6. Staff Updates:
  - CFO
  - President & CEO
- 7. Urgent non-agenda items (must meet the requirements of Government Code, Section 54954.2)

# **8. Budget Committee Comment** [Govt. Code §54954.2(a)(2)]

# Adjournment

This information is available in alternative formats upon request. To request an agenda in an alternative format, or to request a sign language or oral interpreter, or an Assistive Listening Devise ("ALD") for the meeting, please call Pat Evans at (619) 525-5131 at least five working days prior to the meeting to ensure availability.

In compliance with Government Code section 54957.5, non-exempt written material that is distributed to the Board prior to the meeting will be available at the meeting or it may be viewed in advance of the meeting at the corporation's offices at 111 West Harbor Drive, San Diego, CA. Materials distributed to the board after the posting of this agenda also will be available online at <u>visitsandiego.com</u>. Please contact Pat Evans at (619)525-5131 or <u>pat.evans@visitsandiego.com</u> if you would like to pick up a copy of any material related to an item on this agenda.

Action items on this agenda may be consolidated for voting purposes into a single vote of the Board, to the extent they are routine or otherwise do not require further deliberation. A Board member may comment on an action item before it is voted upon as part of the consolidated vote; however, if a Board member wishes to discuss an action item, that item will not be included in the consolidated vote. If a member of the public wishes to comment upon an action item, they should so advise the Board chair at or before the public comment portion of the meeting, in which case that item will not be included in any consolidated vote.

#### Agenda Item 3

#### MINUTES

# SAN DIEGO CONVENTION CENTER CORPORATION BUDGET COMMITTEE OF THE BOARD OF DIRECTORS

# **COMMITTEE MEETING OF SEPTEMBER 14, 2020**

**BOARD MEMBERS** 

Chair Carol Kim and Directors Elvin Lai, Jaymie Bradford and

PRESENT:

Carlos Cota

**BOARD MEMBERS** 

**ABSENT:** 

**STAFF PRESENT:** 

Rip Rippetoe, Mardeen Mattix, Corey Albright and Pat Evans

(Recorder)

**ALSO PRESENT:** 

Julie Coker, SDTA President & CEO

1. <u>Call to Order</u>: Chair Carol Kim called the meeting to order at 11:34 a.m. at 111 West Harbor Drive, San Diego, California.

Chair Kim announced that since this meeting is being conducted via teleconference, the first action is to perform a roll-call to determine which Board members are present on this call:

Director Kim – Present
Director Bradford – Present
Director Lai – Present
Director Cota - Present

Chair Kim further noted that all votes will be recorded via roll-call vote.

- 2. Non-Agenda Public Comment: None
- 3. Approval of Minutes of July 29, 2020 Budget Committee Meeting:

Directors Bradford and Lai moved and seconded, respectively to approve the minutes from the July 29, 2020 meeting.

Director Kim -Aye Director Bradford - Aye Director Lai – Aye Director Cota – Aye

**Vote: Unanimous** 

AYES: 4

NAYS: 0

**ABSTENTIONS: 0** 

4. Chair's Report: Chair Kim reported:

Every Committee meeting brings a new understanding of how challenging our current situation is. The prior budget passed by the Committee did not factor in some of the newer developments that have happened in the last month, so we are going to be reviewing the budget again. The Corporation will also be requesting some direct support from the City in order to help balance our books. We will be discussing these new developments in the upcoming Action Items. These are difficult times for all of us and I appreciate all of the members of this Committee and the Ad Hoc Committee for weighing in on all of the challenging decisions that need to be made. I also appreciate the Staff's commitment to getting us through these times with as little harm as possible.

**Action Item(s):** Chair Kim requested public comment regarding any of the agendized action items. Hearing none, presentations regarding the items commenced.

# A. Recommendation to Authorize Approval of Revised FY 21 Budget

Directors Cota and Lai moved and seconded, respectively, to recommend Approval of the Revised FY 21 Budget

Director Bradford – Aye Director Kim -Aye Director Lai – Aye Director Cota –Aye

Vote: Unanimous

AYES: 4

NAYS: 0

ABSTENTIONS: 0

#### B. Recommendation to Authorize Approval of Revised FY 21 CIP

Directors Bradford and Cota moved and seconded, respectively, to recommend Approval of the Revised FY 21 CIP

Director Bradford – Aye Director Kim -Aye Director Lai – Aye Director Cota –Aye **Vote: Unanimous** 

AYES: 4

NAYS: 0

**ABSTENTIONS: 0** 

#### C. Recommendation to Authorize Approval of ERP Conversion Project

Directors Lai and Bradford moved and seconded, respectively, to recommend Approval of the ERP Conversion Project

Director Bradford – Aye Director Kim -Aye Director Lai – Aye Director Cota –Aye

**Vote: Unanimous** 

AYES: 4

NAYS: 0

**ABSTENTIONS: 0** 

#### D. Recommendation to Authorize Amendment to Centerplate Contract

At 12:15 p.m., prior to discussion and vote on this item, Director Lai requested recusal from voting on this item due to a conflict of interest with Centerplate.

Directors Bradford and Cota moved and seconded, respectively, to recommend Amendment to the Centerplate Contract

Director Bradford – Aye Director Kim -Aye Director Lai – Recused from vote Director Cota –Aye

**Vote: Unanimous** 

AYES: 3

NAYS: 0

**ABSTENTIONS: 0** 

Director Lai returned to the meeting at 12:19 p.m.

## 6. Staff Updates:

- **CFO:** Ms. Mattix reported that July and August financials will be released soon. Financials are generally not released while the audit is in process. Since the audit field work will be completed soon, Staff will be able to release the financials.
- **President & CEO:** Mr. Rippetoe acknowledged all of the internal teams for all of the hard work they are doing during this painful era.

- 7. <u>Urgent non-agenda items</u> (must meet the requirements of Government Code, Section 54954.2) **None**
- 8. <u>Budget Committee Comment</u> [Govt. Code §54954.2(a)(2)]: Director Cota acknowledged the hardships suffered by employees who have been impacted by the staff reductions and lay-offs. Chair Kim noted that we are awaiting a response from the CBAs regarding the City's recently enacted "Right to Recall and Retention Policy." She also requested information regarding how that policy would impact unrepresented SDCCC staff. Director Lai requested Committee input regarding potentially retaining a strategic planning consultant for the upcoming Board Retreat in November. After discussion, the Committee requested that the matter be added to the next Board agenda for consideration by the full Board.

There being no further business, the meeting adjourned at 12:30 a.m.

#### **CERTIFICATION**

I, Carol Kim, Chair of the Budget Committee of the Board of the Directors of San Diego Convention Center Corporation, Inc., do hereby certify that the foregoing is a true and correct copy of the minutes of the business transacted by the Budget Committee of the Board of Directors of the San Diego Convention Center Corporation, Inc. at a duly noticed meeting held on September 14, 2020.

Carol Kim, Chair

#### Agenda Item 5.a

#### SAN DIEGO CONVENTION CENTER CORPORATION

#### MEMORANDUM

TO:

**Budget Committee** 

FROM:

Mardeen Mattix, Chief Financial Officer

DATE:

For the Agenda of October 19, 2020

RE:

Final (third revision) of Fiscal Year 2021 Proposed Budget (since BOD

approval 3-24-2020, 4-20-2020 and 6-23-2020)

#### **BACKGROUND**

The San Diego Convention Center Corporation's budget is adopted by San Diego Convention Center Board of Directors and submitted for approval to the City Council of San Diego annually. Our FY2021 budget was approved March 26, 2020, then revised April 20, 2020 and again June 23, 2020, due to the COVID-19 pandemic based on continued loss of events. State mandated shelter in place executive orders continue to limit social gathering and have designated venues for consideration in the last phase of their current re-opening plan.

The City of San Diego has been using the convention center as a temporary homeless shelter from April 2020 with anticipated full demobilization to occur by December 15, 2020. City of San Diego adopted a revised budget on Tuesday, June 9, 2020, which called for \$2.3M monthly financial assistance related to shelter efforts supported through CARES Act funding to continue through October 31, 2020. On October 13, 2020, the City approved extending shelter efforts through the end of the calendar year.

The final FY2021 proposed budget assumes shelter demobilization efforts will conclude by December 31, 2020 with events resuming in early summer, June 2021.

#### **DISCUSSION**

The FY2021 Budget approved on June 23, 2020, produced Net Operating Loss of (\$1,382,170) based on no event activity through November. Since then, many events have cancelled or deferred business to future years. Based on recent economic reports and overall tourism sentiment, events are anticipated to resume by June 2021 with significant reduction in attendance through Q3 2021 while consumer confidence builds. The Corporation anticipates attendance to resume to 70% levels beginning FY2022 with business models estimating pre-COVID full event recovery may not occur until Q1 2024.

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SDCCC is working closely with state and local governments to establish approved guidelines for a safe re-opening anticipated in the summer of 2021. The majority of event business comes from out of town guests and exhibitors that takes years to coordinate towards building a successful event. An organizer typically needs a minimum of 4-6 months lead-time to ensure attendees can register and book travel plans, ship exhibitor booth materials and confirm registration requirements. SDCCC risks losing more events into the second quarter of 2021 if approved state reopening guidelines are delayed beyond November 2020.

Assuming Shelter-to-Home operations continue through December 2020 and events resume by June 2021, the Corporation faces a Net Operating Loss of (\$9,189,970). To augment the lost revenue, the Corporation implemented the following cost mitigation strategies:

#### Personnel cost reductions:

- Layoffs and reduction of (74) total FT positions between March October
  - \*\*65% (pre-COVID 215 FT & 220 PT, post-COVID 110 FTE)
  - (74) FT permanent corporate positions laid off/eliminated/unfilled
  - (13) Future FT positions in facilities will occur at the end of shelter operations
  - (14) FT positions reclassified to part-time on call
- Extended furlough through end of June 30 (originally intended through December)
  - \*\*furlough assigned between 10% 50% of regular hours)
- Significant majority of part-time positions loss of hours (approx. 170 staff affected)
- Elimination of Sales Incentive program for FY20 and FY21
- Elimination of non-represented employee merits for FY21
- Elimination of CEO FY 20 retention bonus and contracted salary increase amount for FY21
- Planned reduction in employer subsidized healthcare benefits for dependents beginning March 1

#### **Non-personnel cost reductions:**

- Suspension of preventative maintenance, general expense, travel and non-critical spending until first half of calendar year 2021.
- Reduction in utility costs due to less event activity
- Reduction in Capital Improvement and Operating Capital purchases

Corporation anticipates an unrestricted reserve shortfall of (\$4,142,780) by year-end inclusive of accrued Debt Service Obligations of (\$1,719,450) to fund the IBank Infrastructure loan payment in August 2021. Corporation anticipates depleting unrestricted equity reserves by end of March.

#### 10 YR- CIP and OPERATING CAPITAL BUDGET

No changes are recommended as the FY2021 Capital Improvement Plan was reduced and approved at the September 22, 2020 Board meeting to include Capital Infrastructure Projects

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("CIP") of \$325,000 and Operating Capital ("O&M") \$757,788. SDCCC's CIP priority focus is on roof design for original "West" building roof replacement as well as to replace corroded sewer drain lines. Discussions with the Port and City are underway regarding solar feasibility, removal of the tennis courts, and design details with the anticipation of soliciting for services in Q1 2021. Roof replacement and design costs are estimated to be \$8 million and will be financed through a collaborative effort of Corporation and City staff through IBank.

### STAFF RECOMMENDATION

Approve authorization of the FY2021 Third (and Final) Revised Operating Budget and to request minimum financial support from the City of San Diego of nearly \$5 million for FY2021 operational needs.

# SAN DIEGO CONVENTION CENTER CORPORATION FY2021 BOARD PROPOSED OPERATING BUDGET - (Revised Based on June 2021 Re-Opening) DRAFT 10.19.2020

	FY2020 ACTUALS PRE-AUDIT	DEC OPEN FY2021 BOARD APPROVED 6/23/2020	Shelter thru Dec20 Events resume June FY2021 BOARD PROPOSED 10/19/2020
OPERATING REVENUES			
Building Rent	\$6,816,665	\$5,416,390	\$588,310
Co-Promoted Events	0	0	0
Food & Beverage	9,735,975	4,719,030	
Event Services	3,174,272	2,535,970	
Utilities	3,836,062	3,259,980	
Telecommunications	3,702,251	2,582,850	CONTRACTOR
Audio & Visual	809,296	584,660	
Business Development	249,979	383,300	
Interest/Investment Income	228,199	265,000	
Other Revenues	160,681	88,300	34,410
City of San Diego	0 0	0 005 400	ψο ορο ορο
TOTAL OPERATING REVENUES	\$28,713,381	\$19,835,480	\$3,038,890
OPERATING INFLOWS			
City of San Diego - Marketing	\$2,133,025	\$0	\$0
City of San Diego - Shelter Operations	508,212	9,337,500	13,798,200
Grants	0	0	0
TOTAL OPERATING INFLOWS	\$2,641,237	\$9,337,500	\$13,798,200
TOTAL REVENUES AND INFLOWS	\$31,354,618	\$29,172,980	\$16,837,090
OPERATING EXPENSES			
Salaries & Wages - Full Time	\$13,773,200	\$12,065,650	
Salaries & Wages - Part Time	3,920,980	1,987,030	
Fringe Benefits	4,772,451	4,370,080	5,760,110
TOTAL PERSONNEL EXPENSES	\$22,466,631	\$18,422,760	\$15,382,360
	40.004.000		<b>44.054.000</b>
General Expenses	\$2,631,890	\$1,443,850	
Repair & Maintenance	2,833,535	3,260,820	
Utilities	3,808,531	3,907,670	
Contracted Services	661,557	1,087,620	
Travel & Transportation	107,860 495,615	90,700	12,940 621,890
Insurance Telecommunications	55,696	583,410 51,820	
	2,224,205	1,155,520	
Sales & Marketing Supplies	562,819	550,980	380,750
TOTAL SUPPLIES & SERVICES	\$13,381,708	\$12,132,390	\$10,644,700
W Control (Account) (W CO (Acc	\$35,848,338	\$30,555,150	
TOTAL OPERATING EXPENSES	φυυ,040,030	φου,οοο, ι 50	\$26,027,060
NET OPERATING REVENUES / EXPENSES	-\$4,493,720	-\$1,382,170	-\$9,189,970

EXTRAORDINARY GAIN ON DEBT FORGIVENESS	\$0	\$1,387,000	\$4,387,000
DEBT SERVICE EXPENSES			
Interest Expense	\$891,362	\$1,000,220	\$864,220
Loan Admin Fee	74,487	72,200	72,220
Principal: Warehouse Lease	2,197	2,200	2,200
Principal: IBank Loan	731,973	783,200	783,200
TOTAL DEBT SERVICE EXPENSES	\$1,700,019	\$1,857,820	\$1,721,840
NET OPERATING RESERVE IMPACT	-\$6,193,739	-\$1,852,990	-\$6,524,810

OPERATING RESERVE ACTIVITY	FY2020 ACTUALS PRE-AUDIT	FY2021 BOARD APPROVED 6/23/2020	FY2021 BOARD PROPOSED 10/19/2020
Beginning Operating Reserve	\$13,674,080	\$3,575,847	\$3,464,818
- Net Operating Loss	-4,493,720	-1,382,170	-9,189,970
+ PPP Loan Forgiveness	0	1,387,000	4,387,000
- Debt Service Obligation	-1,700,019	-1,857,820	-1,721,840
+ Debt Issued for Capital Projects	0	1,250,000	0
- Capital Outlay:			
Capital Infrastructure Project Expenses	-2,396,835	-1,500,000	-325,000
Operating Capital Expenses	-1,618,688	-935,700	-757,788
Ending Reserve Balance	\$3,464,818	\$537,157	-\$4,142,780
Reserve Minimum Balance (8%)	\$3,003,000	\$3,500,000	\$3,003,000
Over / (Under) Reserve Minimum Balance	\$461,818	-\$2,962,843	-\$7,145,780

10-Yr. CIP (Capital Infrastructure Projects)

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173,700   250,000   273,700   273,	Chillers 3, 4 & 5: Complete reduild - central plant				1,140,000							1,140,000	
253,750   256,545   250,200   256,545   256,200   256,545   256,200   256,545   256,200   256,545   256,200   256,	Chillers 3-5: Replace three large VFD's (\$300K each x 3)	,			970,840	,	•				d.C.	970,840	
255,545   250,000   250,200   250,	Air Delivery System: Upgrade - Ballroom 20	ě	e		223,700		•	50	e	ev.	£	223,700	
VEX.DIT of Table Handlers (Meeting florement mostly in-house and after press (West). Work to be performed mostly in-house and mings: Teplated 31 sets - Salls, kinchen, 20 loyer, lobbles etc.         240,250         350,200         350,200         350,200         350,200         350,200         350,200         350,200         350,200         350,200         350,200         350,200         350,200         350,200         350,200         350,200         350,200	Boilers: Replace two - central plant	,	,		£	295,450					3	295,450	
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75,000  200,000  200,000  250,	S Reconditioning Projects		Section Statement	A CONTRACTOR OF THE PARTY OF TH								STATE OF THE PERSON NAMED IN	28,346,844
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750,000 1,250,00	Control Panels: Replace 27 - Facility Lighting		200,000	484,450				e	٠			684,450	
750,000 250,00	Exhibit Halls A-H floor boxes (recpt, breakers etc.)				1,250,000	1,250,000			×	4		2,500,000	
250,000  350,992  1,200,000	Master Modernization (Carpet) - Meeting Rooms (Install/Carpet/Proj Mgmt)		750,000		•		•	•				750,000	
250,000  1,200,000	Master Modernization (Paint) - Meeting Rooms		250,000					t	c			250,000	
1,550,902 750,000 1,200,00	Resurface East Kitchen floors			250,000				٠		ï	,	250,000	
1,200,000   1,20	West Kitchen Equipment: Remodel infrastructure	,	9		550,992	750,000			a	84	2	1,300,992	
ANY BE PART OF EXPANSION)  iliding (3 per year)  iliding (4 per year)  iliding (4 per year)  iliding (4 per year)  iliding (5 per year)  iliding (5 per year)  iliding (5 per year)  iliding (5 per year)  iliding (6 per year)  iliding (7 per ye	West Kitchen: Remodel (Equipment Replacement)	,			1,200,000				T	ř	٠	1,200,000	
Iding (3 per year)	12KV Switchgear: Replace/upgrade 7 - East Building (MAY BE PART OF EXPANSION)	,	e	·		c	·	t	2,210,000	ī	·	2,210,000	
1VAC system (VFD's & loop mods included 362,250 . 2,000,000 . 2,000,000	18 Restrooms : Upgrade Cityside/upper level - East Building (3 per year)	,		ī	765,000	785,000	805,000	825,000	850,000	875,000	9	4,905,000	
al) Others will be demoed in expansion	250 HP Pumps: Replace two with six 50 HP pumps in HVAC system (VFD's & loop mods included	ï	362,250		,	,			,			362,250	
al) Others will be demoed in expansion 350000 121,800 1,289,000 1,128,445 1,289,000 1,128,445 1,289,000 1,287,373 1,289,000 1,287,373 1,289,000 1,280,000 1,	Access points of entry upgrade	,				2,000,000						2.000,000	
350,000 121,800 1,238,445 1,389,500 1,238,445 1,389,500 1,238,445 1,389,500 1,239,500 1,099,000 1,099,000 1,099,000 1,099,000 1,099,000 1,099,000 1,099,000 1,099,000 1,221,800 1,221,800 1,221,800 1,221,800	Concession stands: Retrofit A-C (\$100,000 each; 2 total) Others will be demoed in expansion			٠		200,000				v	,	200.000	
350,000 1,336,445 1,238,445 1,386,500 257,373 250,000 257,373 250,000 257,373 250,000	Flectrical Switchness: Upgrade - Sail				121.800		,		9		,	121 800	
1,3469,445 1,3469,445 1,3469,500 1,238,445 1,3469,500 1,238,445 1,3469,500 1,221,800 1	Elevators Recondition (5 front facing) + cameras	,	350,000			9	•		20		659	350.000	
1,369,500	Front Drive East: Replace concrete	į		•	,	1.238.445	•	. 6				1 238 445	
257,373	Inclined Elevator: Replace & rebuild	,			1,369,500						2	1 369 500	
5,000	Lockinval Boilers: Replace - East Kitchen		,		257,373	3	•	•		· ·	,	257.373	
796,040	Move coffee service area to 208 corridor				50,000			(30)		,	,	50.000	
80,000 1,090,000 91,000,000 1,221,80	Replace 1989 emergency generator & transfer system				796,040	(-6)	٠		·	·		796,040	
. breakers etc.) 1,090,000 - 91,000 - 9	Replace ceiling (Stewarding area)		•		80,000				,		æ	80,000	
91,600 134,784 1,500,000 1,500,000 1,221,800	Replace concrete at West Mezzanine Terrace	,	is:	1		1,090,000	•		٠	4	9	1,090,000	
134,784 1,500,000 134,784 1,500,000 1,221,800	Replace underground fuel tanks (2)					91,600		•		e	9	91,600	
J.500,000 1,221,800 1,221,	Salls Pavilion Floor boxes (108 panels - rocpt, breakers etc.)		e	i		134,784		£				134,784	
January planter replacement) - 1,221,800 -	Signage: Way Finding & Design				1,500,000					¥		1,500,000	
	Terrace/Mezz Rehab: Planters reconditioning (Design, demo and planter replacement)	1	1		125,000	1,221,800	•	3	9	10		1,346,800	
	Freight Elevators: Recondition 3, 4, & 5 - East Building							1,300,600	,		5	1,300,600	
Passenger Elevators: Moderization - B,C,1,2,6, and 7	Passenger Elevators: Modernization - B,C,1,2,6, and 7	ě	·		8	E	1,191,960	*	ĸ	ī	*	1,191,960	

<sup>1=</sup>Energency, Health/Safety/Mandates
2=Frequent Troblens/gended usful life/Impacts revenue generation or increases costs
2=bell comand/Pencefit. Client facing and synergy with other projects/Purchasing Power
4=Planned replacement with avail funding

10-Yr. (Operating Capital Equipment)

Dotter P722 Classware the Machine Rate Agency (Machine Rate)   20,000   25,000   2	Defer FY22 Committed Committed Committed Defer FY22 Defer FY22 Defer FY22	tide) - all call, tech update tchen bucket, grapple bucket, excavator, stump grinder attachment h bucket, grapple bucket, excavator, stump grinder attachment Ill wring GT./ Finance software system replacement) K Consulting FV20/\$230K FV21) - \$229,701  Alarms; Replace - P2 South storage room) storage room storage room storage room wait for vote to replace 2006 highlander (need to do ROI on lease/purchase) East Mtg Rms - Revaluate w/ Expansion* Exhibit Halls D-H - Revaluate w/ Expansion* West Mtg Rms 1-19 sweepen) - Oty 2.	35,000	30,000 45,000 45,000 81,250 58,000 75,000 150,000 18,000	30,000	1,049,369 250,000 100,000	e r <mark>es</mark> e e e e e e		e e <mark>n e</mark> e e	<mark></mark>	e s <mark>e</mark> é s		30,000 45,000 31,000 58,000 95,000 75,000 75,000 120,000 120,000 120,000 120,000 120,000 130,000 14,000 181,00
Delication of Committed Readon Controlled Readon Rea	Dual Conv Dual Conv Defer FY22 Defer FY22	is (Abbireo)  In bucket, grapple bucket, excavator, stump grinder attachment the bucket, grapple bucket, excavator, stump grinder attachment  Ill wing  GI. / Finance software system replacement)  K Consulting FY20%230K FY21) - \$229,701  Alarms: Replace - P2 South  storage room)  beakers, AMP, controls  closed room)  For the software will for vote  for the software system in server room - walt for vote  for the software some replacement  East Mig Rms - Revaluate wi "Expansion"  East Mig Rms 119  sweepen) - ONy 2	35,000	45,000 81,250 58,000 95,000 75,000 150,000	38,000	1,049,369 250,000 100,000				n e <mark>le </mark> e e e	e a <mark>ke</mark> e e		45,000 35,000 81,250 58,000 75,000 75,000 11
Committee   Analysis between the protection   25,000   21,200	Dual Convilited Committed Committed Defer FV22 Defer FV22	richen  (a) (Abirco)  (b) (Abirco)  (b) (Abirco)  (b) (Abirco)  (c) (Abi	35,000	81,250 88,000 95,000 75,000 150,000 13,000	30,000	1,049,369 250,000 100,000				<mark></mark>	e e <mark>s</mark> e e		35,000 81,250 95,000 75,000 350,000 150,000 120,000 120,000 120,000 120,000 130,000 130,000 130,000 130,000 149,369 150,000 15
Butter   Commission   Commiss	Dual Conv Dual Conv Committed Defer FY22 Defer FY22	tchen bucket, grapple bucket, excavator, stump grinder attachment hucket, grapple bucket, excavator, stump grinder attachment lill wing. 3T. / Finance software system replacement) K Consulting FV20/8230K FV21, -\$229,701  Alarms: Replace - P2 South storage nom) storage nom) storage nom) eaders, AMD, controls) (System in server room - valit for vote to replace 2006 highlander (need to do ROI on lease/purchase)  East Mig Rms - Revaluate w/ Expansion* West Mig Rms 1-19 sweepen) - Qty 2.	322,788	11,250 95,000 95,000 75,000 126,000 13,000	30,000	1,049,369 250,000 100,000	e e <mark>st</mark> e e eee		e e <mark>st</mark> e e	, . <mark></mark>	e e <mark>n</mark> e e		81,250 58,000 95,000 75,000 75,000 150,000 150,000 150,000 150,000 250,000 100,000 100,000 100,000
Date   Convertise Charges State St	Dual Conv Delete Committed Defer FY22 Defer FY22	In wing  In wing  In wing  In wing  In wing  In Manace software system replacement)  K Consulting FY20\$230K FY21) - \$229,701  K Consulting FY20\$230K FY21) - \$229,701  Alams: Replace - P2 South  Storage room)  beakers, AMP, controls  oblacers, AMP, controls  io replace 2006 highlander  Cheed to do ROI on lease/purchase)  East Mig Rms - Revaluate w/ Expansion*  East Mig Rms 119  sweepen) - ONy 2	350,000	58,000 95,000 7,000 15,000 18,000	38,000	1,049,369 250,000 100,000	, , , , , , , , , , , , , , , , , , ,			i i i i i i i i i i i i i i i i i i i	a a <mark>kt</mark> a a		58,000 95,000 75,000 322,788 150,000 1,049,369 250,000 18,000
Deleter   Percent Standard Standard Standard   25,000   15,000	Defer FY22 Defer FY22 Defer FY22	h bucket, grapple bucket, excavator, stump grinder attachment Ill wiring SIT / Finance software system replacement) K Consulting FY20/8230K FY21) - \$229,701 C Alarms: Replace - P2 South Alarms: Replace - P2 South Alarms: Replace - P2 South Askers, AMP, controls)	350,000	75,000	30,000	1,049,369 250,000 100,000					a a <mark>e</mark> ka		95,000 75,000 350,000 150,000 120,000 1,049,369 250,000 30,000 18,000
Dual Convention Part Control & Automatic Part Control & Control	Dual Conv Delete Committed Delet FY22 Delet FY22	Thousey graphe backer, excarator, stump ginicer attachment.  Ill wring GT. / Finance software system replacement) K Consulting FV20/\$230K FV21) - \$229,701  Alarms: Replace - P2 South storage room) storage room storage room to replace 2006 highlander (need to do ROI on lease/purchase)  Exhibit Halls D-H - Revaluate w/ "Expansion" West Mig Rms 1-19 sweepen) - Oty 2.	322,788	15,000	38,000	1,049,369 250,000 100,000			<mark></mark>	<mark> </mark>	i s <mark>e</mark> di a		75,000 350,000 1,049,369 250,000 100,000
Dual Corn, Circle (First Month) (Secured in Mind)   Dual Corn, Circle (First Mot.)   Finance software system replacement)   350,000	Defere Committed Defer FY22 Defer FY22 Defer FY22	If winding STL finance software system replacement) K Consulting FY20\$230K FY21) - \$229,701 K Consulting FY20\$230K FY21) - \$229,701 Alarms: Replace - P2 South storage room) eakers, ARP. controls) to replace 2006 highlander (need to do ROI on lease/purchase) East Mtg Rms - Revaluate w/ Expansion* Esthibit Halls DH - Revaluate w/ Expansion* West Mtg Rms 119	350,000	18,000	30,000	1,049,369 250,000 100,000		* * * * * * * * * * * * * * * * * * *		. <mark> </mark>	4	<mark> </mark>	350,000 1,049,369 250,000 30,000 1,00,000 1,00,000
Date   Committed Fire Processor (SCHOCK Constanting Price 2020)   Committed Fire Price P	Defer FY22 Defer FY22 Defer FY22	ST. Finance software system replacement) K Consulting FY20/\$230K FY21) - \$229,701 Alarms: Replace - P2 South storage noon) askers, AMP, controls) System in server room - wait for vote 1 to replace 2006 highlander (need to do ROI on lease/purchase) Exhibit Halls D-H • Revaluate w/ "Expansion" West Mig Rms 1-19 sweeper) - Oty 2.	322,788	150,000	30,000	1,049,369					. <mark></mark>		350,000 150,000 1,049,369 250,000 30,000 1,00,000
Deliet PY22   Inject Prints	Defer FY22 Defer FY22 Defer FY22	K Consulting FY20/\$230K FY(21) - \$229,701  Alarms: Replace - P2 South storage room) storage room) storage room) storage room) 10 replace 2006 highlander (need to do ROI on lease/purchase)  East Mig Rms - Revaluate w/ Expansion* East Mig Rms 119 sweepen) - Oty 2.	322,788	15,000	30,000	1,049,369 250,000 100,000							322,788 150,000 1,049,369 250,000 30,000 1,000000 1,000000
Committee   Prince	Committed Defer FV22 Defer FV22	Alarms: Replace - P2 South storage room) solders. AMP, controls) (System in server room - walt for vote ) to replace 2006 highlander (need to do ROI on lease/purchase) Exhibit Halls D-H - Revaluate w/ "Expansion" West Mig Rms 1-19 sweeper) - QNy 2	322,788	18,000	30,000	1,049,369 250,000 100,000		× + +×				***	322,788 150,000 1,049,369 250,000 30,000 18,000 18,000 18,000
Defer FY22   New Walk-in Fide (pales actorate & Autman Explant P & South	Defer FY22 Defer FY22	Alarms: Replace - P2 South storage room) storage room) A System in server room - wait for vote to replace 2006 highlander (need to do ROI on lease/purchase) Exhibit Halls D-H • Revaluate w/ "Expansion" West Mig Rms 1-19 sweeper) - Oty 2		150,000	30,000	1,049,369 250,000 100,000	T 1 TTT	× + + +	9	v r 100			150,000 120,000 1.049,369 250,000 30,000 100,000
New Walk-in Fridge (paste storage)         1,000         1,003 369         1,004 369           Public Salety System - (Speakers, AMP: Control)         1,000         25,000         1,004 369           Validation of Control of Read (Control)         1,000         1,000         1,000         1,000           Validation of Control of Read (Control)         1,000         1,000         1,000         1,000         1,000           An Wall from mad detectors (rived to Of Read (Control)         1,000 <t< td=""><td>Defer FY22</td><td>storage room", controls)  easters, AMP, controls)  easters, AMP, controls)  it or replace 2006 highlander  fineed to do ROI on lease/purchase)  East Mig Rms - Revaluate w/ "Expansion"  East Mig Rms 1:19  sweepen) - Oty 2.</td><td></td><td>18,000</td><td>30,000</td><td>1,049,369 250,000 100,000</td><td></td><td></td><td></td><td></td><td>ī</td><td></td><td>120,000 1,049,369 250,000 30,000 100,000</td></t<>	Defer FY22	storage room", controls)  easters, AMP, controls)  easters, AMP, controls)  it or replace 2006 highlander  fineed to do ROI on lease/purchase)  East Mig Rms - Revaluate w/ "Expansion"  East Mig Rms 1:19  sweepen) - Oty 2.		18,000	30,000	1,049,369 250,000 100,000					ī		120,000 1,049,369 250,000 30,000 100,000
Public Stelety System - (Seasters, Author Controls)	Defer FY22 Defer FY22	reakers, AMP, controls) System in server room - wait for voto 1 to replace 2006 highlander (need to do ROI on lease/purchase) East Mtg Rms • Revaluate w/ "Expansion" Exhibit Halls D-H • Revaluate w/ "Expansion" West Mtg Rms 1-19		18,000	38,000	1,049,369 250,000 100,000		1 13			ı		250,000 30,000 100,000
Production Cooler for Rack System in server room - wait for vote   Vehicles - Production Cooler for Rack System in server room - wait for vote   Vehicles - Production Cooler for Rack System in server room - wait for vote   Vehicles - Production	Defer FY22	<ul> <li>System in server room - wait for vote</li> <li>I to replace 2006 highlander</li> <li>(need to do ROI on lease/purchase)</li> <li>East Mtg Rms - Revaluate w/ "Expansion"</li> <li>Exhibit Halls D-H • Revaluate w/ "Expansion"</li> <li>West Mtg Rms 1-19</li> <li>sweeper) - Qty 2</li> </ul>		18,000	30,000	100,000	7.7.7	1 1		r - r		C + 10 + 10	30,000
Variable - Minimary (Security) to replace 2006 inglatment   Variable - Minimary (Security) to replace - Earth Mg Rans - Revolutions wit "Expansion"   38,000   47,5	Defer FY22	Constitution of the Consti		18,000	38,000	100,000	7 7 7 7	* *					30,000
Defer FV2         19 Scissor Utilit Replace         13,000           Az Wall Trum metal detectors (need to do ROI on lesses) purchase)         13,000           Az Wall Trollies: Replace - Earth Mig Fins - Revialate wir "Expansion"         38,000           Az Wall Trollies: Replace - Earth Mig Fins - Revialate wir "Expansion"         475,000           Az Wall Trollies: Replace - Earth Mig Fins - 19         50,000           Az Wall Trollies: Replace - Earth Mig Fins - 19         397,500           Az Wall Trollies: Replace - Earth Mig Fins - 19         38,000           Az Wall Trollies: Replace - West Mig Fins - 19         38,000           East Dock Entrance & Earth Mig Fins - 19         38,000           Az Wall Trollies: Replace - West Mig Fins - 19         38,000           East Dock Entrance & Earth Mig Fins - 19         38,000           Az Wall Trollies: Replace - PZ North         38,000           Richer FVZ         Trash Card Resolvation & Alarms: Replace - PZ North         38,000           Defer FVZ         Trash Card cleaning machine machine         90,000           Az Bobon Lift Replace         138,000         41,000           Az Bobon Lift Replace Randor         138,000         13,00,000           Az Bobon Lift Replace (Design)         10,000         42,000           Az Bobon Lift Replace (Design)         10,000         10,000 <td>Defer FY22 Defer FY22</td> <td>(need to do ROI on lease/purchase)  East Mig Rms • Revaluate w/ "Expansion"  Exhibit Halls D-H • Revaluate w/ "Expansion"  West Mig Rms 1-19  sweeper) - Qty 2</td> <td></td> <td>18,000</td> <td>38,000</td> <td>100,000</td> <td></td> <td></td> <td></td> <td>1 40</td> <td></td> <td></td> <td>100,000</td>	Defer FY22 Defer FY22	(need to do ROI on lease/purchase)  East Mig Rms • Revaluate w/ "Expansion"  Exhibit Halls D-H • Revaluate w/ "Expansion"  West Mig Rms 1-19  sweeper) - Qty 2		18,000	38,000	100,000				1 40			100,000
Delet FV22   Visit for this deleted (reset for on Au) on reasonpurusesy   15,000	Defer FY22	(need to do HOJ on lease)putoriase) East Mig Rms • Revaluate w/ "Expansion" Exhibit Halls D-H • Revaluate w/ "Expansion" West Mig Rms 1-19 sweepen) • Oty 2		18,000	38,000		7 2 7 7			1 1			18,000
Deler FV22   15 Selssor Ultis: Replace	Defer FY22	East Mtg Rms • Revaluate w/ "Expansion" Exhibit Halls D-H • Revaluate w/ "Expansion" - West Mtg Rms 1-19 sweeper) - Qty 2		18,000	38,000								
Act Wall Trollies: Replace - East Mg Brns - Revaluate w' Expansion"   38,000	Defer FY22	East Mig Rms - Revaluate w/ "Expansion" Exhibit Halls D-H - Revaluate w/ "Expansion" West Mig Rms 1-19 sweeper) - Qty 2		10 91 10 31	38,000			•					
Air, Wall Trollies: Replace - East Ming Pans - Flevaluate w' Expansion*         475,000         14,000           Air Wall Trollies: Replace - East Ming Hams - Flevaluate w' Expansion*         475,000         1,3000           Air Wall Trollies: Replace - West Ming Rms 1-19         50,000         1,500         1,300           Air Wall Trollies: Replace - East Roll-up Doors: Replace         2,000         1,300         1,300           Each contract Septements         3,000         1,300         1,300         1,300           Richer PY22         Fast Roll-up Doors: Replace - P2 Month         40,000         1,300         1,300           Defer FY22         Fast Sacker replacement in Replace - P2 Month         1,300         1,300         1,300           Contract Candiar Manual Roll Roll-up Door Fritance         West Door Fritance         1,300         1,300         1,300           Deter FY22         Trash Can cleaning machine m	Defer FY22	East Mig Rms - Revaluate w. "Expansion" Eshibit Halb DH - Revaluate w. "Expansion" West Mig Rms 1-19 sweepen) - Oty 2				000000			•				38,000
Air Wall Trollies: Replace - Exhibit Halts DH+ Revaluate w/ Expansion*         475,000           Air Wall Trollies: Replace - Exhibit Halts DH+ Revaluate w/ Expansion*         50,000           Carpet Vacuum (to replace sweepen*) - LON 2         50,000           Carpet Vacuum (to replace sweepen*) - LON 2         18,000           Electric Tow Tractor (Muld)         38,000           Deler FV2         Fle sever pableaments         40,000           Sower: Injector Purps. Controls & Alama: Replace - P2 North         1,300,000           Deler FV2         Trash Can Learning machine         89,000           Vale Electric Forklift with Charger         1300,000           Are Backer Hand Dover Entrance         138,000           Vale Electric Forklift with Charger         138,000           Are Doon Lift Replace         138,000           Are Doon Lift Replace Funds. Controls & Alama: Replace - P1 North         138,000           Consider Bearder Forklift with Charger         139,000           Sweeper. Large ride on.	Defer FY22	Exhibit Halls D-H • Revaluate w/ "Expansion" West Mig Rms 1-19 sweeper) - Oly 2		е з		340,000				¥	,	ī	340,000
Air Wall Trollies: Replace West Mig Rms 1-19  Carbot Vacuum (to replace sweeper) - City 2  East Dock Martines & Exit Relulup Doors: Replace Electric Tow Tractor (Mule)  Defer FY22 File sever replacements  Track and electric Stating Stating equip warehouse Sever: Injector Pumps, Controls & Alarms: Replace - P2 North  Track and electric Stating Rise System 5,000  Defer FY22 Track and electric Pumps, Controls & Alarms: Replace - P2 North  Track and electric Pumps, Controls & Alarms: Replace - P2 North  Track and electric Pumps, Controls & Alarms: Replace - P1 North  Archades Hand Dryers: Plans, permitting, install tile/drywall refinishing  Concierge Book Upgrades (Design) Flooring: Rubberizad replacement Robotic Vacuum 11. Replace  Sever: Inject Pumps Controls & Alarms: Replace - P1 North Severe Linger FY22 Track and electric Pondit with Charger  Triplex Lammower  Yale Electric Forditif with Charger	Defer FY22	West Mtg Rms 1-19 sweeper) - Qty 2	,	7		475,000			L				475,000
Carpet Vacuum (or replace sweeper) - Oty 2  East Dock Entrance & Exit Roll-up Doors: Replace  East Dock Entrance & Exit Roll-up Doors: Replace  Estat Dock Entrance & Exit Roll-up Doors: Replace  Estat Dock Entrance & Exit Roll-up Doors: Replace  Estat Dock Entrance & Exit Roll-up Doors: Replace - P2 North  Several Exit Roll-up Door Entrance  Vest Ectoric Fortifit with Charger  Ver Boom Lift: Replace  Archados Hand Dyres: Plans, permitting, install ble/drywall refinishing  Conclerge Booth Upgrades (Design)  Flooring: Rubberized replacement  Roll-up Door Exit Roll-u	Defer FY22	s sweeper) - Qty 2				397,500	1	9		ï		Ť	397,500
Electric Tow Tractor (Nucley Savester)	Defer FY22	a wadepart - with a	50.000										50.000
Electric Tow Tractor (March State Page 18)   16,500   18,000   1	Defer FY22	The state of the s	200'00	9		2		,	118 450		,		118 450
Electric Tow Tractor (Mule)   15,000	Defer FY22	Holl-up Doors: Replace							116,430				004,01
Defer FY22   File server replacements   38,000   1,300,000   2,9000   1,300,000   2,9000	Defer FY22		ě.		16,500	c		18,000			,	r	34,500
State Stacker system with shelving equip warehouse   Saver Injector Pumps, Control & Alarms: Replace - P2 North   Telescopte Satural Mister System 5,000   1,300				38,000						r	ı	r	38,000
Sewer: Injector Pumps, Controls & Alarms: Replace - P2 North   Task Can defend Residue Rise(System 5,000   1,300		th shelving equip warehouse	e.	40,000									40,000
Trails can dealing Riser System 5,000   1,300,000	52	ontrols & Alarms: Replace - P2 North	i				89,000		×	·	·	·	89,000
Defer FY22   Trash Can cleaning machine		System 5,000				1,300,000		•	,		,	4	1,300,000
West Dock Roll-up Door Entrance         35,000         -	Defer FY22	. •	•	000'06									90,000
Yale Electric Forklith with Charger     35,000       4/a Boom Lift: Replace     41,000       Air-blade and Dryvars: Plans, permitting, install the/drywall refinishing     188,000       Carpet Est Androir     100,000       Carpet Est Androired replacement of Plans     100,000       Flooring: Mandacturer/model TBD     50,000       Roboing: Vacuum 1 - Mandacturer/model TBD     50,000       Sewer: Injector Pumps. Controls & Alarms: Replace - P1 North     39,000       Triplex Lammover     42,000       Yale Electric Forklift with Charger     44,000       Yale Electric Forklift with Charger     46,000		ntrance	•		•	e.	i i		56,750		,		56,750
40 Boom Lift: Replace         41,000           Arbades Hand Dryers: Plans, permitting, install tile/drywall refinishing         188,000           Carpet Extraction         100,000           Concienge Booth Upgrades (Design)         100,000           Flooring: Nubberized replacement         858,001           Robotic Valuant 1. Albundaturer/model TBD         50,000           Sweeper, Large of each on, Tennant S30         39,000           Triplex Larger for on, Tennant S30         42,000           Yale Electric Forkilt with Charger         44,000           Yale Electric Forkilt with Charger         46,000	50	harger	ï		35,000	ė	ĸ	٠		*	i	v	35,000
198,000 - 196,000 - 100,00	4 40' Boom Lift: Replace		,			41,000	5		0.0			5	41,000
16,000	4 Air-blades Hand Dryers: Plan	lans, permitting, install tile/drywall refinishing		198,000		t	e	÷	c	e	í	è	198,000
100,000 50,000 39,000 42,000 44,000 46,000	4 Carpet Extractor			16,000	,			•			,	î	16,000
858,001	4 Concierge Booth Upgrades (	s (Design)	Ü	100,000								ř	100,000
50,000	A Flooring Bubberized replace	cement				858,001	×						858,001
39,000 42,000	4 Robotic Vacuum 1 - Manufac	acturer/model TBD		20,000	2			,	,	э	,	9	50,000
39,000 - 42,000 - 44,0	4 Sewer: Injector Pumps. Con	outrols & Alarms: Replace - P1 North		,		ì	,		89,000	×	ı	ï	89,000
42,000 - 44,000 - 44,000	A Sweeper Large ride on. Tenr	annant S30		39,000	ā	•	и	•	•	э	•	a a	39,000
. 44,000	4 Triplex Lawnmower				ř.	42,000	c	•	٠	e		•	42,000
	A Yale Flectric Forklift with Cha	harder		2	ī	44,000						,	44,000
	CALL STATE CONTRACTOR							46 000					46 000
	4 Yale Electric Forklint With Cri.	ınarger		c									
Tobal Onematine Canital Projects \$ 4,896,870 \$ 64,000 \$ 64,000 \$ 264,200 \$	Total Onerating Canital Projects		\$ 757,788 \$	1,123,250 \$	\$ 005,622	4,896,870 \$	\$ 000'68	100	SEE SEE		s .	s .	\$ 7,434,608

1=Emergency, Health/Safext/Mandates
2=Frequent Problem/septred useful life/impacts revenue generation or increases costs
3=Public Demand/Benefit, Client facing and synergy with other projects/Purchasing Power
4=Pannade replacement with avail funding