San Diego Convention Center Corporation FY2024 Budget - Board Approved 3-29-2023 Corporate Summary

Rev-2Food & Beverage11,790,68013,093,18814,959,86018,360,780Rev-3Event Services3,764,7403,674,4324,321,9604,539,330Rev-4Utilities6,558,2006,213,4666,599,9806,967,000Rev-5Telecommunications3,947,7705,599,3975,454,4205,756,520Rev-6Audio & Visual1,100,2201,929,6671,440,3401,570,430Rev-7Business Development876,100770,0621,043,4001,095,580Rev-8Interest/Investment Income100,00020,000100,000100,000						
FY2023 BUDGET FY2023 FORECAST PROPOSED BUDGET FY2025 PROJECTION Rev-1 Building Fent S8.966.330 \$9.395.433 \$9.672.410 \$8.860.730 Rev-2 Food & Beverage 11,790.680 \$9.395.433 \$9.672.410 \$8.860.730 Rev-3 Event Services 3,764,740 3,674,422 4,521,960 6,99.980 6,997.00 Rev-4 Utilities 6,558,200 6,213,466 6,569,200 6,213,466 6,569,200 6,213,466 1,005,200 5,2,734,650 5,2,816,690 <						
FY2023 BUDGET FY2023 FORECAST PROPOSED BUDGET FY2025 PROJECTION Rev-1 Building Fent S8.966.330 \$9.395.433 \$9.672.410 \$8.860.730 Rev-2 Food & Beverage 11,790.680 \$9.395.433 \$9.672.410 \$8.860.730 Rev-3 Event Services 3,764,740 3,674,422 4,521,960 6,99.980 6,997.00 Rev-4 Utilities 6,558,200 6,213,466 6,569,200 6,213,466 6,569,200 6,213,466 1,005,200 5,2,734,650 5,2,816,690 <						
BUDGET FORECAST BUDGET PROJECTION Per-1 Buling Rent \$8,966,300 \$9,395,833 \$9,024,410 \$8,896,700 Rev-2 Food & Beverage 11,790,680 13,003,188 14,959,860 18,300,780 Rev-4 Uillies 6,559,900 6,213,402 6,259,400 6,213,402 5,755,520 Rev-6 Audio & Visual 1,100,220 1,929,642 4,053,400 1,905,580 Rev-7 Business Development 876,100 770,062 1,043,400 1,000,000 Rev-8 Interest/Investment income 100,000 20,000 100,000 100,000 Rev-9 Other Revenues \$37,184,360 \$40,798,645 \$43,668,970 \$47,349,720 Sub-1 City of San Diego - Marketing \$2,855,000 \$2,2,655,000 \$2,744,650 \$2,816,680 Sub-2 City of San Diego - Marketing \$2,655,000 \$2,744,650 \$9,816,680 Yages-3 Saleries & Wages - Pull Time \$33,839,80 \$43,444,645 \$51,373,620 \$567,3365 \$646,795 <			-	-	-	
OPERATING REVENUES S8,966,300 S9,395,833 S9,024,410 S8,807,700 Rev-2 Event Services 11,790,680 13,093,180 14,959,880 18,300,730 Rev-3 Event Services 3,764,740 3,674,432 4,321,980 4,533,330 Rev-4 Utilities 6,556,200 6,213,466 6,559,200 5,2756,520 Rev-6 Audio & Visual 1,100,220 1,929,667 1,443,400 1,005,704 Rev-8 Interest/Investment Income 100,000 20,000 100,000 100,000 Rev-8 Interest/Investment Income 100,000 20,000 100,000 100,000 Rev-9 OPERATING INFLOWS \$2,655,000 \$2,734,660 \$2,816,690 \$2,7734,660 \$2,816,690 Sub-1 City of San Diego - Funding 0 0 5,000,000 7,000,000 7,000,000 Sub-2 City of San Diego - Funding \$2,655,000 \$2,734,660 \$9,816,690 Sub-3 Stalaries & Wages - Full Time \$15,249,960 \$15,219,920 \$18,197,199 \$19,35						
Rev-1 Building Rent \$8,966,390 \$9,395,833 \$9,824,410 \$8,886,730 Rev-2 Food & Bewrange 11,700,680 13,003,188 14,969,860 4,539,330 Rev-4 Utilities 6,559,200 6,213,468 6,599,387 5,454,420 5,756,520 Rev-5 relicommunications 3,947,770 5,599,397 5,454,400 5,756,520 Rev-6 Audio & Visual 1,100,220 1,929,667 1,440,340 1,709,430 Rev-7 Business Davelopment 676,100 770,662 1,440,340 1,709,430 Rev-8 Interest/Investment Income 100,000 20,000 100,000 100,000 Sub-1 City of San Diego - Funding 2,2655,000 \$2,2734,660 \$2,816,680 Sub-2 City of San Diego - Funding 9,0 5,77,744,655 \$2,816,680 Sub-2 City of San Diego - Funding 9,0 \$2,655,000 \$2,734,660 \$2,816,680 Sub-2 City of San Diego - Funding 0 \$5,70,308 \$5,77,734,650 \$2,74,660 \$2,816,63			BUDGET	FORECAST	BUDGET	PROJECTION
Rev-2 Food & Bewrage 11,709,680 13,093,188 14,395,860 44,639,300 Rev-4 Utilities 3,764,740 3,764,740 3,674,432 4,321,960 4,539,300 Rev-5 Audio & Visual 1,100,200 6,259,307 5,599,397 5,599,397 5,599,397 5,599,397 5,599,397 5,599,397 5,599,397 5,599,397 5,599,397 5,599,397 5,599,397 5,599,397 5,599,397 5,454,420 5,755,520 5,755,520 5,377,434,00 1,100,55,80 Rev-8 Interest/Investment Income 100,000 20,000 100,000 100,000 100,000 5,265,000 \$2,2734,660 \$2,816,680 Sub-1 City of San Diego - Marketing \$2,665,000 \$2,734,650 \$2,816,680 \$2,655,000 \$2,734,650 \$2,816,680 \$2,655,000 \$2,734,650 \$2,816,680 \$2,655,000 \$2,734,650 \$2,816,680 \$2,655,000 \$2,734,650 \$2,816,680 \$2,655,000 \$2,734,650 \$2,816,680 \$2,655,000 \$2,734,650 \$2,816,680 \$2,655,000 \$2,734,650 \$2,816		OPERATING REVENUES				
Rav-3 Event Services 3,764,740 3,674,432 4,321,960 4,539,330 Rev-4 Utilities 6,559,300 6,213,466 6,599,397 5,454,420 5,756,520 Rev-5 Felcommunications 3,947,770 5,599,397 5,454,420 5,756,520 Rev-6 Audio & Visual 1,100,220 1,229,667 1,440,340 1,570,430 Rev-7 Business Development 100,000 20,000 100,000 100,000 Rev-8 Interest/Investment Income 100,000 20,000 100,000 100,000 Rev-9 OPERATING INFLOWS \$2,655,000 \$2,734,650 \$2,816,690 Sub-2 City of San Diego - Funding \$2,655,000 \$2,734,650 \$2,816,690 Sub-2 City of San Diego - Funding \$2,655,000 \$2,734,650 \$2,816,690 Wages-1 Salaries & Wages - Fuil Time \$4,668,190 \$43,0197,199 \$19,355,312 Wages-2 Salaries & Wages - Fuil Time \$4,668,190 \$4,677,903 \$5,70,500 \$22,59,670 Wages-3	Rev-1	Building Rent	\$8,966,390	\$9,395,833	\$9,624,410	\$8,860,730
Rev-4 Utilities 6,559,200 5,213,466 6,599,890 5,769,200 Rev-5 Telecommunications 3,947,770 5,599,397 5,454,420 5,756,500 Rev-7 Business Development 876,100 770,062 1,043,400 1,1570,430 Rev-8 Interset/Investment Income 100,000 20,000 100,000 100,000 Rev-9 Other Revenues 80,260 93,600 94,600 99,350 Sub-1 City of San Diego - Marketing 52,655,000 \$2,2655,000 \$2,734,660 \$2,816,890 Sub-2 City of San Diego - Marketing 0 5,000,000 7,00,000 7,00,000 Sub-2 City of San Diego - Marketing \$2,655,000 \$2,734,650 \$2,816,890 Wages-1 Salaries & Wages - Fuil Time \$2,655,000 \$2,734,650 \$2,816,890 Wages-3 Fringe Benefits \$5,501,180 \$6,833,612 \$5,843,53,612 \$6,884,413 \$6,897,481 Wages-4 General Expenses \$1,978,744 \$1,965,830 \$2,256,980 \$2,274,277	Rev-2	Food & Beverage	11,790,680	13,093,188	14,959,860	18,360,780
Rev-5 Telecommunications 3,947,770 5,599,397 5,454,420 5,756,520 Rev-6 Audio & Visual 1,100,220 1,100,220 1,043,400 1,570,430 Rev-7 Business Development 876,100 770,062 1,043,400 1,059,580 Rev-8 Interest/investment Income 80,260 93,600 94,600 99,360 Sub-1 City of San Diego - Marketing \$2,665,000 \$2,734,660 \$2,816,680 Sub-2 City of San Diego - Marketing \$2,665,000 \$2,665,000 \$2,734,660 \$9,816,680 Sub-2 City of San Diego - Funding 0 0 0 0,700,000 TOTAL OPERATING INFLOWS \$39,839,360 \$43,444,645 \$51,373,620 \$57,166,410 Wages-1 Salaries & Wages - Full Time \$16,890 \$4,677.903 \$5,570,306 \$5,444,823 Wages-2 Salaries & Wages - Part Time \$4,681,90 \$4,677.903 \$5,570,306 \$5,444,823 Wages-3 Fringe Benefits 5,501,180 \$6,558,411 \$6,897,461 \$5,658,413 <td< td=""><td>Rev-3</td><td>Event Services</td><td>3,764,740</td><td>3,674,432</td><td>4,321,960</td><td>4,539,330</td></td<>	Rev-3	Event Services	3,764,740	3,674,432	4,321,960	4,539,330
Rev-6 Audio & Visual 1.100.220 1.929.667 1.440.340 1.570.430 Rev-7 Business Development 677,000 20.000 100.000 100.000 Rev-8 Interest/investment Income 80.260 93.600 94.600 99.350 TOTAL OPERATING REVENUES \$37.184.360 \$40,789.645 \$43.638.970 \$47.349.720 Sub-1 City of San Diego - Marketing \$2.655.000 \$2.734.650 \$2.816.690 Sub-2 City of San Diego - Indring 0 0 5.000,000 7.000.000 TOTAL OPERATING INFLOWS \$2.655.000 \$2.734.650 \$2.816.690 \$2.655.000 \$7.734.650 \$2.816.690 Sub-1 City of San Diego - Funding 0 0 5.000.000 7.000.000 7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$7.000.000 \$5.03.612 \$6.65	Rev-4	Utilities	6,558,200	6,213,466	6,599,980	6,967,000
Rev-78 Business Development Interest/Investment Income 876,100 770,062 1,043,400 1,095,580 Rev-89 Interest/Investment Income 80,260 92,600 94,600 90,350 Sub-1 City of San Diego - Marketing \$37,184,360 \$40,789,645 \$43,638,970 \$47,349,720 Sub-2 City of San Diego - Marketing \$2,655,000 \$2,655,000 \$2,734,650 \$2,816,680 Sub-2 City of San Diego - Funding \$2,655,000 \$2,655,000 \$7,734,650 \$2,816,680 Sub-2 City of San Diego - Funding \$2,655,000 \$2,655,000 \$7,734,650 \$2,816,680 Vages-1 Salaries & Wages - Fund Time \$2,655,000 \$7,734,650 \$5,71,66,410 Vages-2 Salaries & Wages - Purt Time \$4,668,190 \$4,677,903 \$5,570,306 \$5,848,823 Wages-3 Fringe Benefits \$5,501,180 \$4,688,190 \$4,677,903 \$5,570,306 \$5,848,823 Wages-4 General Expenses \$1,978,740 \$1,986,843 \$25,659,803 \$2,679,670 Exp-4 General Exp	Rev-5	Telecommunications	3,947,770	5,599,397	5,454,420	5,756,520
Rev-8 Interest/Investment Income 100.000 20.000 100.000 Rev-9 Other Revenues 33,000 94,600 99,350 TOTAL OPERATING INFLOWS \$37,184,360 \$40,789,645 \$43,638,970 \$4,7,349,720 Sub-1 City of San Diego - Marketing \$2,655,000 \$2,655,000 \$2,734,650 \$2,816,680 Sub-2 City of San Diego - Funding 0 \$2,655,000 \$2,655,000 \$7,734,650 \$9,816,680 Vages-1 Salaries & Wages - Full Time \$15,289,590 \$15,219,926 \$18,197,199 \$19,355,312 Wages-3 Salaries & Wages - Full Time \$15,289,590 \$15,219,926 \$18,197,199 \$19,355,312 Wages-3 Salaries & Wages - Part Time \$15,289,590 \$15,219,926 \$18,197,199 \$19,355,312 Wages-4 General Expenses \$2,51,180 5,631,80 \$2,265,000 \$2,267,600 Exp-1 General Expenses \$1,978,740 \$1,965,830 \$2,267,600 \$2,267,760 Exp-2 Repair & Maintenance 4,594,560 5,460,000 5,955,000 <td>Rev-6</td> <td>Audio & Visual</td> <td>1,100,220</td> <td>1,929,667</td> <td>1,440,340</td> <td>1,570,430</td>	Rev-6	Audio & Visual	1,100,220	1,929,667	1,440,340	1,570,430
Rev-9 Other Revenues 80,260 93,600 94,600 99,360 Sub-1 CTTAL OPERATING REVENUES \$37,184,360 \$40,789,645 \$43,638,970 \$47,349,720 Sub-1 City of San Diego - Marketing \$2,655,000 \$2,655,000 \$2,734,650 \$2,816,680 Sub-2 City of San Diego - Funding 0 0 0 0 0 0 0 0,0000 7,000,000 7,000,000 7,000,000 7,000,000 7,000,000 7,000,000 7,000,000 7,000,000 7,000,000 7,000,000 5,07,366 \$5,71,66,410 0 0 0 0 0 0,000 5,073,050 \$5,71,66,410 93,860 \$43,444,645 \$51,373,620 \$57,166,410 93,860 \$43,843,843 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,355,312 \$19,350,312 \$2,679,670<	Rev-7	Business Development	876,100	770,062	1,043,400	1,095,580
TOTAL OPERATING REVENUES \$37,184,360 \$40,789,645 \$43,638,970 \$47,349,720 Sub-1 City of San Diego - Marketing \$2,655,000 \$2,255,000 \$2,734,650 \$2,816,690 Sub-2 City of San Diego - Funding 0 0 5,000,000 7,000,000 TOTAL OPERATING INFLOWS \$2,655,000 \$2,734,650 \$2,816,690 \$2,655,000 \$2,734,650 \$2,816,690 TOTAL OPERATING INFLOWS \$2,655,000 \$2,655,000 \$2,734,650 \$2,816,690 Wages-1 Salaries & Wages - Full Time \$39,839,380 \$43,444,645 \$51,373,620 \$57,166,410 Wages-3 Fringe Benefits 5,501,180 5,658,413 \$68,90 \$6,893,812 \$6,897,967 Exp-1 General Expenses \$1,978,740 \$1,965,830 \$2,265,000 \$2,2679,670 Exp-2 Repair & Maintenance \$1,978,740 \$1,965,830 \$2,267,60 \$2,27,767 Exp-4 General Expenses \$1,978,740 \$1,965,830 \$2,679,670 \$2,655,010 \$2,26,750 Exp-5 Travel & Transportation	Rev-8	Interest/Investment Income	100,000	20,000	100,000	100,000
OPERATING INFLOWS \$2,655,000 \$2,734,650 \$2,816,690 Sub-2 City of San Diego - Funding TOTAL OPERATING INFLOWS \$2,655,000 \$2,734,650 \$2,816,690 TOTAL OPERATING INFLOWS \$2,655,000 \$2,734,650 \$2,816,690 OPERATING EXPENSES \$39,839,360 \$43,444,645 \$51,37,620 \$57,166,410 Wages-1 Salaries & Wages - Full Time \$15,289,590 \$15,219,926 \$57,166,410 Wages-2 Salaries & Wages - Full Time \$15,289,590 \$15,219,926 \$57,166,410 Wages-3 Fringe Benefits \$5,501,180 \$6,633,612 \$6,558,413 \$6,897,461 TOTAL PERSONNEL EXPENSES \$2,5468,960 \$25,531,441 \$30,325,920 \$32,101,566 Exp-1 General Expenses \$1,978,740 \$1,965,830 \$2,556,983 \$2,679,670 Exp-4 Contracted Services \$1,522,520 1,348,634 718,480 754,780 Exp-4 Contracted Services \$1,522,520 1,348,634 718,480 754,780 Exp-5 Travel & Transportation 67,180 80,115	Rev-9	Other Revenues	80,260	93,600	94,600	99,350
Sub-1 City of San Diego - Marketing \$2,655,000 \$2,655,000 \$2,734,650 \$2,816,690 Sub-2 City of San Diego - Funding 0 0 0 0,500,000 7,000,000 TOTAL OPERATING INFLOWS \$2,655,000 \$2,655,000 \$2,655,000 \$7,734,650 \$9,816,690 OPERATING EXPENSES \$39,839,360 \$43,444,645 \$51,737,620 \$57,166,410 Wages-1 Salaries & Wages - Full Time \$15,289,590 \$15,219,926 \$18,197,199 \$19,355,312 Wages-2 Salaries & Wages - Part Time \$4,668,190 \$4,677,903 \$5,570,308 \$8,48,823 Wages-3 Fringe Benefits 5,501,180 \$5,633,612 6,558,413 6,897,461 Exp-1 General Expenses \$1,978,740 \$1,965,830 \$2,257,006 \$22,5760 Exp-2 Repair & Maintenance 4,795,260 \$5,74,277 6,084,883 6,389,180 Exp-3 Utilities 1,532,520 1,348,634 718,840 754,760 Exp-4 Contracted Services 1,532,520 1,348,634 <td< td=""><td></td><td>TOTAL OPERATING REVENUES</td><td>\$37,184,360</td><td>\$40,789,645</td><td>\$43,638,970</td><td>\$47,349,720</td></td<>		TOTAL OPERATING REVENUES	\$37,184,360	\$40,789,645	\$43,638,970	\$47,349,720
Sub-1 City of San Diego - Marketing \$2,655,000 \$2,655,000 \$2,734,650 \$2,816,690 Sub-2 City of San Diego - Funding 0 0 0 0,500,000 7,000,000 TOTAL OPERATING INFLOWS \$2,655,000 \$2,655,000 \$2,655,000 \$7,734,650 \$9,816,690 OPERATING EXPENSES \$39,839,360 \$43,444,645 \$51,737,620 \$57,166,410 Wages-1 Salaries & Wages - Full Time \$15,289,590 \$15,219,926 \$18,197,199 \$19,355,312 Wages-2 Salaries & Wages - Part Time \$4,668,190 \$4,677,903 \$5,570,308 \$8,48,823 Wages-3 Fringe Benefits 5,501,180 \$5,633,612 6,558,413 6,897,461 Exp-1 General Expenses \$1,978,740 \$1,965,830 \$2,257,006 \$22,5760 Exp-2 Repair & Maintenance 4,795,260 \$5,74,277 6,084,883 6,389,180 Exp-3 Utilities 1,532,520 1,348,634 718,840 754,760 Exp-4 Contracted Services 1,532,520 1,348,634 <td< th=""><th></th><th></th><th></th><th></th><th></th><th></th></td<>						
Sub-2 City of San Diego - Funding TOTAL OPERATING INFLOWS 0 0 5,000,000 7,000,000 \$2,655,000 \$2,655,000 \$2,655,000 \$7,734,660 \$9,816,690 TOTAL REVENUES AND INFLOWS \$39,839,360 \$43,444,645 \$51,373,620 \$57,166,410 OPERATING EXPENSES \$39,839,360 \$43,444,645 \$51,373,620 \$57,166,410 Wages-1 Salaries & Wages - Full Time \$15,289,590 \$15,219,926 \$18,197,199 \$19,355,312 Wages-2 Stairies & Wages - Part Time \$4,668,190 4,677,903 \$5,570,308 \$,848,823 Wages-2 Repair & Maintenance \$15,219,926 \$18,197,199 \$19,355,312 Exp-1 General Expenses \$19,78,740 \$1,965,830 \$2,556,983 \$2,679,670 Exp-2 Repair & Maintenance 4,795,260 5,274,277 6,084,883 6,389,180 Exp-4 Contracted Services 11,324,520 11,348,634 718,840 754,780 Exp-5 Travel & Transportation 67,180 80,115 110,735 116,220		OPERATING INFLOWS				
Sub-2 City of San Diego - Funding TOTAL OPERATING INFLOWS 0 0 5,000,000 7,000,000 \$2,655,000 \$2,655,000 \$2,655,000 \$7,734,660 \$9,816,690 TOTAL REVENUES AND INFLOWS \$39,839,360 \$43,444,645 \$51,373,620 \$57,166,410 OPERATING EXPENSES \$39,839,360 \$43,444,645 \$51,373,620 \$57,166,410 Wages-1 Salaries & Wages - Full Time \$15,289,590 \$15,219,926 \$18,197,199 \$19,355,312 Wages-2 Stairies & Wages - Part Time \$4,668,190 4,677,903 \$5,570,308 \$,848,823 Wages-2 Repair & Maintenance \$15,219,926 \$18,197,199 \$19,355,312 Exp-1 General Expenses \$19,78,740 \$1,965,830 \$2,556,983 \$2,679,670 Exp-2 Repair & Maintenance 4,795,260 5,274,277 6,084,883 6,389,180 Exp-4 Contracted Services 11,324,520 11,348,634 718,840 754,780 Exp-5 Travel & Transportation 67,180 80,115 110,735 116,220	Sub-1	City of San Diego - Marketing	\$2,655,000	\$2,655,000	\$2,734,650	\$2,816,690
TOTAL OPERATING INFLOWS \$2,655,000 \$7,734,650 \$9,816,680 TOTAL REVENUES AND INFLOWS \$39,839,360 \$43,444,645 \$51,373,620 \$57,166,410 OPERATING EXPENSES \$39,839,360 \$43,444,645 \$51,373,620 \$57,166,410 Wages-1 Salaries & Wages - Full Time \$15,289,590 \$15,219,926 \$18,197,199 \$19,355,312 Wages-2 Salaries & Wages - Part Time \$15,289,590 \$15,219,926 \$18,197,199 \$19,355,312 Wages-3 TOTAL PERSONNEL EXPENSES \$25,458,960 \$25,531,441 \$30,325,920 \$32,101,596 Exp-1 General Expenses \$1,978,740 \$1,966,830 \$2,2679,670 Exp-3 Utilities 4,799,260 5,274,277 6,048,883 6,339,180 Exp-3 Utilities 4,594,560 5,460,000 5,965,000 6,282,750 Exp-4 Contracted Services 1,532,520 1,348,634 718,440 754,780 Exp-5 Travel & Transportation 67,180 80,115 110,735 116,200 Exp-6 Insurance <td>Sub-2</td> <td></td> <td></td> <td></td> <td></td> <td></td>	Sub-2					
TOTAL REVENUES AND INFLOWS \$39,839,360 \$43,444,645 \$51,373,620 \$57,166,410 OPERATING EXPENSES \$39,839,360 \$43,444,645 \$51,373,620 \$57,166,410 Wages-1 Salaries & Wages - Full Time \$15,289,590 \$15,219,926 \$18,197,199 \$19,355,312 Wages-2 Salaries & Wages - Part Time 4,668,190 4,677,903 5,570,308 5,848,823 Wages-3 Fringe Benefits 5,501,180 5,633,612 6,558,413 6,897,461 Exp-1 General Expenses \$1,978,740 \$1,965,830 \$2,556,983 \$2,679,670 Exp-2 Repair & Maintenance 4,795,260 5,274,277 6,084,883 6,389,160 Exp-4 Contracted Services 1,532,520 1,344,634 784,760 6,252,750 Exp-4 Contracted Services 1,552,520 1,348,634 784,800 784,780 Exp-5 Travel & Transportation 67,160 80,115 110,735 116,280 Exp-6 Insurance 633,200 659,337 29,100 98,710			\$2,655,000	\$2,655,000		
OPERATING EXPENSES S15,289,590 \$15,219,926 \$18,197,199 \$19,355,312 Wages-1 Salaries & Wages - Part Time 4,668,190 4,677,903 5,570,308 5,848,823 Wages-2 Salaries & Wages - Part Time 4,668,190 4,677,903 5,570,308 5,848,823 Wages-3 Fringe Benefits 5,501,180 5,633,612 6,558,413 6,897,461 Exp-1 General Expenses \$1,978,740 \$1,965,830 \$2,2,556,983 \$2,679,670 Exp-2 Repair & Maintenance 4,799,5260 5,274,277 6,084,883 6,389,180 Exp-3 Utilities 4,594,560 5,460,000 5,955,000 6,252,750 Exp-4 Contracted Services 1,532,520 1,348,634 718,840 754,780 Exp-6 Insurance 683,230 672,798 763,000 801,16 Exp-7 Telecommunications 59,650 53,372 92,100 96,710 Exp-8 Sales & Marketing 2,702,310 2,696,227 2,784,440 2,863,675 Exp-9			. , ,			
OPERATING EXPENSES S15,289,590 \$15,219,926 \$18,197,199 \$19,355,312 Wages-1 Salaries & Wages - Part Time 4,668,190 4,677,903 5,570,308 5,848,823 Wages-2 Salaries & Wages - Part Time 4,668,190 4,677,903 5,570,308 5,848,823 Wages-3 Fringe Benefits 5,501,180 5,633,612 6,558,413 6,897,461 Exp-1 General Expenses \$1,978,740 \$1,965,830 \$2,2,556,983 \$2,679,670 Exp-2 Repair & Maintenance 4,799,5260 5,274,277 6,084,883 6,389,180 Exp-3 Utilities 4,594,560 5,460,000 5,955,000 6,252,750 Exp-4 Contracted Services 1,532,520 1,348,634 718,840 754,780 Exp-6 Insurance 683,230 672,798 763,000 801,16 Exp-7 Telecommunications 59,650 53,372 92,100 96,710 Exp-8 Sales & Marketing 2,702,310 2,696,227 2,784,440 2,863,675 Exp-9		TOTAL REVENUES AND INFLOWS	\$39 839 360	\$43 444 645	\$51 373 620	\$57 166 410
Wages-1 Salaries & Wages - Full Time \$15,289,590 \$15,219,926 \$18,197,199 \$19,355,312 Wages-2 Salaries & Wages - Part Time 4,668,190 4,677,903 5,570,308 5,848,823 Wages-3 Fringe Benefits 5,501,180 5,633,612 6,558,413 6,897,461 Exp-1 General Expenses \$25,458,960 \$225,531,441 \$30,325,920 \$32,101,596 Exp-2 Repair & Maintenance 4,795,260 5,274,277 6,084,883 6,389,180 Exp-3 Utilities 4,594,560 5,460,000 5,955,000 6,252,750 Exp-4 Contracted Services 1,532,520 1,348,634 718,840 754,780 Exp-5 Travel & Transportation 67,780 80,115 110,735 116,280 Exp-7 Telecommunications 59,650 53,372 92,100 96,710 Exp-8 Sales & Marketing 2,702,310 2,696,227 2,784,440 2,863,675 Exp-9 Supplies 603,400 589,103 689,350 723,840 <t< td=""><td></td><td></td><td>\$00,000,000</td><td>φ10,111,010</td><td><i>\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\</i></td><td>\$61,100,110</td></t<>			\$00,000,000	φ10,111,010	<i>\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\</i>	\$61,100,110
Wages-1 Salaries & Wages - Full Time \$15,289,590 \$15,219,926 \$18,197,199 \$19,355,312 Wages-2 Salaries & Wages - Part Time 4,668,190 4,677,903 5,570,308 5,848,823 Wages-3 Fringe Benefits 5,501,180 5,633,612 6,558,413 6,897,461 Exp-1 General Expenses \$25,458,960 \$225,531,441 \$30,325,920 \$32,101,596 Exp-2 Repair & Maintenance 4,795,260 5,274,277 6,084,883 6,389,180 Exp-3 Utilities 4,594,560 5,460,000 5,955,000 6,252,750 Exp-4 Contracted Services 1,532,520 1,348,634 718,840 754,780 Exp-5 Travel & Transportation 67,780 80,115 110,735 116,280 Exp-7 Telecommunications 59,650 53,372 92,100 96,710 Exp-8 Sales & Marketing 2,702,310 2,696,227 2,784,440 2,863,675 Exp-9 Supplies 603,400 589,103 689,350 723,840 <t< td=""><td></td><td>OPERATING EXPENSES</td><td></td><td></td><td></td><td></td></t<>		OPERATING EXPENSES				
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Wages-3 Fringe Benefitis 5,501,180 5,633,612 6,558,413 6,897,461 TOTAL PERSONNEL EXPENSES \$25,551,441 \$30,325,920 \$32,101,596 Exp-1 General Expenses \$1,978,740 \$1,965,830 \$2,556,983 \$2,679,670 Exp-2 Repair & Maintenance 4,795,260 5,274,277 6,084,883 6,389,180 Exp-3 Utilities 4,795,260 5,274,277 6,084,883 6,329,160 Exp-4 Contracted Services 1,532,520 1,348,634 7748,480 754,780 Exp-5 Travel & Transportation 67,180 80,115 110,735 116,280 Exp-6 Insurance 683,230 672,798 763,000 801,160 Exp-7 Telecommunications 59,650 53,372 92,100 96,710 Exp-8 Sales & Marketing 2,702,310 2,696,227 2,784,440 2,863,675 Exp-9 Supplies TOTAL SUPPLIES & SERVICES \$17,016,850 \$18,140,356 \$19,755,331 \$20,678,045 NET OPERATING RE	-	-				
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Exp-2 Repair & Maintenance 4,795,260 5,274,277 6,084,883 6,389,180 Exp-3 Utilities 4,594,560 5,460,000 5,955,000 6,252,750 Exp-4 Contracted Services 1,532,520 1,348,634 718,840 754,780 Exp-5 Travel & Transportation 67,180 80,115 110,735 116,280 Exp-6 Insurance 683,230 672,798 763,000 801,160 Exp-7 Telecommunications 59,650 53,372 92,100 96,710 Exp-8 Sales & Marketing 2,702,310 2,696,227 2,784,440 2,863,675 Exp-9 Supplies 603,400 589,103 689,350 723,840 TOTAL SUPPLIES & SERVICES \$42,475,810 \$43,671,797 \$50,081,251 \$52,779,641 NET OPERATING REVENUES / EXPENSES \$2,636,450 -\$227,152 \$1,292,369 \$4,386,768 DEBT SERVICE EXPENSES \$67,440 67,436 64,915 62,520 Debt-1 Principal: Warehouse Lease 1,650 <td>Evn_1</td> <td>Ceneral Expenses</td> <td>\$1 078 7<i>1</i>0</td> <td>\$1 065 830</td> <td>\$2 556 083</td> <td>\$2,670,670</td>	Evn_1	Ceneral Expenses	\$1 078 7 <i>1</i> 0	\$1 065 830	\$2 556 083	\$2,670,670
Exp-3 Utilities 4,594,560 5,460,000 5,955,000 6,252,750 Exp-4 Contracted Services 1,532,520 1,348,634 718,840 754,780 Exp-5 Travel & Transportation 67,180 80,115 110,735 116,280 Exp-6 Insurance 683,230 672,798 763,000 801,160 Exp-7 Telecommunications 59,650 53,372 92,100 96,710 Exp-8 Sales & Marketing 2,702,310 2,696,227 2,784,440 2,863,675 Exp-9 Supplies 603,400 589,103 689,350 723,840 TOTAL SUPPLIES & SERVICES \$17,016,850 \$18,140,356 \$19,755,331 \$20,678,045 TOTAL OPERATING EXPENSES TOTAL OPERATING EXPENSES \$42,475,810 \$43,671,797 \$50,081,251 \$52,779,641 DEBT SERVICE EXPENSES \$42,636,450 -\$227,152 \$1,292,369 \$4,386,768 DEBT SERVICE EXPENSES Exp-10 Interest Expense (Loan Payable) \$806,980 \$806,969 \$776,809 \$748,161 Exp-11 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td></t<>						
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TOTAL SUPPLIES & SERVICES \$17,016,850 \$18,140,356 \$19,755,331 \$20,678,045 TOTAL OPERATING EXPENSES \$42,475,810 \$43,671,797 \$50,081,251 \$52,779,641 NET OPERATING REVENUES / EXPENSES -\$2,636,450 -\$227,152 \$1,292,369 \$4,386,768 DEBT SERVICE EXPENSES -\$806,980 \$806,969 \$776,809 \$748,161 Exp-10 Interest Expense (Loan Payable) \$806,980 \$806,969 \$776,809 \$748,161 Exp-11 Loan Admin Fee 67,440 67,436 64,915 62,520 Debt-1 Principal: Warehouse Lease 1,650 1,650 0 0 Debt-2 Principal: IBank Loan 813,670 813,670 842,880 873,140		0				
TOTAL OPERATING EXPENSES \$42,475,810 \$43,671,797 \$50,081,251 \$52,779,641 NET OPERATING REVENUES / EXPENSES -\$2,636,450 -\$227,152 \$1,292,369 \$4,386,768 DEBT SERVICE EXPENSES -\$2,636,450 -\$227,152 \$1,292,369 \$4,386,768 Exp-10 Interest Expense (Loan Payable) \$806,980 \$806,969 \$776,809 \$748,161 Exp-11 Loan Admin Fee 67,440 67,436 64,915 62,520 Debt-1 Principal: Warehouse Lease 1,650 1,650 0 0 Debt-2 Principal: IBank Loan 813,670 813,670 842,880 873,140						
NET OPERATING REVENUES / EXPENSES -\$2,636,450 -\$227,152 \$1,292,369 \$4,386,768 DEBT SERVICE EXPENSES			¢,0.10,000	\$10,110,000	¢.0,.00,001	+20,010,010
NET OPERATING REVENUES / EXPENSES -\$2,636,450 -\$227,152 \$1,292,369 \$4,386,768 DEBT SERVICE EXPENSES		TOTAL OPERATING EXPENSES	\$42 475 810	\$43 671 797	\$50 081 251	\$52 779 641
DEBT SERVICE EXPENSES Exp-10 Interest Expense (Loan Payable) \$806,980 \$806,969 \$776,809 \$748,161 Exp-11 Loan Admin Fee 67,440 67,436 64,915 62,520 Debt-1 Principal: Warehouse Lease 1,650 1,650 0 0 Debt-2 Principal: IBank Loan 813,670 813,670 842,880 873,140			φ - 2,+70,010	ψ 1 0,011,101	φ00,001,201	φ02,110,041
DEBT SERVICE EXPENSES Exp-10 Interest Expense (Loan Payable) \$806,980 \$806,969 \$776,809 \$748,161 Exp-11 Loan Admin Fee 67,440 67,436 64,915 62,520 Debt-1 Principal: Warehouse Lease 1,650 1,650 0 0 Debt-2 Principal: IBank Loan 813,670 813,670 842,880 873,140			¢0,606,450	¢007.450	¢1 000 060	¢4 296 769
Exp-10Interest Expense (Loan Payable)\$806,980\$806,969\$776,809\$748,161Exp-11Loan Admin Fee67,44067,43664,91562,520Debt-1Principal: Warehouse Lease1,6501,65000Debt-2Principal: IBank Loan813,670813,670842,880873,140		NET OPERATING REVENUES / EXPENSES	-\$2,030,430	-9227,192	\$1,292,309	\$4,300,700
Exp-11 Loan Admin Fee 67,440 67,436 64,915 62,520 Debt-1 Principal: Warehouse Lease 1,650 1,650 0 0 Debt-2 Principal: IBank Loan 813,670 813,670 842,880 873,140		DEBT SERVICE EXPENSES				
Exp-11 Loan Admin Fee 67,440 67,436 64,915 62,520 Debt-1 Principal: Warehouse Lease 1,650 1,650 0 0 Debt-2 Principal: IBank Loan 813,670 813,670 842,880 873,140	Exp-10	Interest Expense (Loan Payable)	\$806.980	\$806.969	\$776.809	\$748,161
Debt-1 Principal: Warehouse Lease 1,650 1,650 0 0 Debt-2 Principal: IBank Loan 813,670 813,670 842,880 873,140						
Debt-2 Principal: IBank Loan 813,670 813,670 842,880 873,140				-	-	0
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San Diego Convention Center Corporation FY2024 Budget - Board Approved 3-29-2023 Corporate Summary

		FY2023 BUDGET	FY2023 FORECAST	FY2024 PROPOSED BUDGET	FY2025 PROJECTION
	CAPITAL INVESTMENTS				
CapX -CIP	CIP - Infrastructure Projects	\$6,910,000	\$1,375,000	\$11,960,000	\$3,750,000
Debt-3	Debt Finance offset (IBank/Roof)	-\$5,160,000	\$0	\$0	\$0
CapX -OM	O&M - Operating & Major Maintenance Capital items	\$1,306,700	\$1,104,692	\$1,310,978	\$390,300
	TOTAL CAPITAL INVESTMENTS (Net of Debt)	\$3,056,700	\$2,479,692	\$13,270,978	\$4,140,300
	NET OPERATING RESERVE IMPACT	-\$7,382,890	-\$4,396,569	-\$13,663,213	-\$1,437,353

OPERATING RESERVE ACTIVITY	FY2023 BUDGET	FY2023 FORECAST	FY2024 PROPOSED BUDGET	FY2025 PROJECTION
Beginning Operating Reserve	\$24,257,668	\$29,335,545	\$24,938,976	\$11,275,763
+ Net Operating Revenues / (Expenses)	-2,636,450	-227,152	1,292,369	4,386,768
+ PPP Loan Forgiveness	0	0	0	C
- Debt Service Obligation	-1,689,740	-1,689,725	-1,684,604	-1,683,821
- Capital Investment (Net of Debt)	-3,056,700	-2,479,692	-13,270,978	-4,140,300
Ending Reserve Balance	\$16,874,778	\$24,938,976	\$11,275,763	\$9,838,410
Reserve Minimum Balance (8%)	\$3,132,124	\$3,132,124	\$2,992,512	\$3,341,166
Over / (Under) Reserve Minimum Balance	\$13,742,654	\$21,806,852	\$8,283,251	\$6,497,244

Apr 12, 2023

3 Yr - Capital Outlook

Board approved 3-29-2023

		FY2024	FY2025	FY2026	3-1	Year CIP total
CIP Projects		Budget	Proposed	Proposed		Proposed
West Roof Planning and Design		1,900,000	-	13,860,000		15,760,000
Fire/Life/Safety		80,000	-	-		80,000
Mechanical Systems		800,000	3,250,000	12,339,812		16,389,812
West Kitchen Remodel		4,000,000	-	-		4,000,000
Electrical Systems		880,000	-	-		880,000
Building Reconditioning Projects		4,300,000	250,000	300,000		4,850,000
Concrete		-	250,000	2,403,907		2,653,907
Total Capital Infrastructure Projects	\$	11,960,000	\$ 3,750,000	\$ 28,903,719	\$	44,613,719
To be Debt Financed				13,860,000		13,860,000
Net Cash Investment Needed		11,960,000	3,750,000	15,043,719	\$	30,753,719
Operating Equipment & Major Maintenance					\$	30,753,719
Operating Equipment & Major Maintenance Kitchen Equipment	_	40,000	3,750,000	15,043,719 -	\$	40,000
Operating Equipment & Major Maintenance Kitchen Equipment Plumbing		40,000 280,000	- -	-	\$	40,000 280,000
Operating Equipment & Major Maintenance Kitchen Equipment Plumbing Technology		40,000		- - 250,000	\$	40,000 280,000 958,300
Operating Equipment & Major Maintenance Kitchen Equipment Plumbing Technology Public Safety		40,000 280,000	- -	-	\$	40,000 280,000
Operating Equipment & Major Maintenance Kitchen Equipment Plumbing Technology	\$	40,000 280,000 373,000	- - 335,300 55,000	- - 250,000 1,149,369		40,000 280,000 958,300 1,149,369
Operating Equipment & Major Maintenance Kitchen Equipment Plumbing Technology Public Safety Operating Equipment & Major Maintenance Total Capital Infrastructure Projects Total Capital Needs		40,000 280,000 373,000 617,978	- - - 335,300 55,000 \$ 390,300	\$ - 250,000 1,149,369 41,000 1,440,369 30,344,088	\$	40,000 280,000 958,300 1,149,369 713,978 3,141,647 47,755,366
Operating Equipment & Major Maintenance Kitchen Equipment Plumbing Technology Public Safety Operating Equipment & Major Maintenance Total Capital Infrastructure Projects		40,000 280,000 373,000 617,978 1,310,978	- - - 335,300 55,000 \$ 390,300	\$ - 250,000 1,149,369 41,000 1,440,36 9	\$	40,000 280,000 958,300 1,149,369 713,978 3,141,647

1=Emergency, Health/Safety/Mandates

2=Frequent Problems/expired useful life/impacts revenue generation or increases costs

3=Public Demand/Benefit, Client facing and synergy with other projects/Purchasing Power

4=Planned replacement with avail funding

3 Yr - CIP Outlook (Capital Infrastructure Projects)

PRIORIT		FY2024 Budget	FY2025 Proposed	FY2026 Proposed	3-Year CIP total Proposed
	of Planning and Design				
1	Roof Engineering/Design Consultant - (Permitting, studies, solar analysis), the design-build, demo, construction (design in '24 & construction in '26)	400,000	-	3,960,000	4,360,000
2	Renovate West Pro Shop (assumes plumbing issues with healthy contingency	500,000	-	-	500,000
3	Solar (optional) addition to roof	1,000,000	-	9,900,000	10,900,000
	Total CIP Project:	1,900,000	-	13,860,000	15,760,000
Fire/Life/	Safety				
1	Fire Pump (Install) - to complete in FY2024	80,000	-	-	80,000
	Total CIP Project:	80,000	-	-	80,000
Mechani	Mechanical Systems: Central Plant Replacement (Based on TK1/Facility Assessment)				
1	AHU's replacement/refurb (West Building)	-	1,600,000	1,300,000	2,900,000
1	AHU's replacement/refurb (Sail Pavilion)			200,000	200,000
2	Sail Pavilion Boiler/Chillers			839,812	839,812
3	Building Automation System Upgrade	400,000	400,000	1,000,000	1,800,000
2	Metasys System Upgrade (Phased replacement of NAE devices, N2 Field Controllers, and other outdated devices)	400,000			400,000
2	Central Plant Overhaul (2 boilers, 5 chillers, 26 pumps, HW/CW loop)	-	1,000,000	9,000,000	10,000,000
2	Air Delivery System: Upgrade - Ballroom 20	-	250,000	-	250,000
	Total CIP Project:	800,000	3,250,000	12,339,812	16,389,812
West Kitchen Remodel (needs to be done before Expansion demo of East kitchen)					
2	West Kitchen Equipment: Infrastructure (final estimates in a week)	2,000,000		-	2,000,000
2	West Kitchen: Remodel (Equipment Replacement)	2,000,000		-	2,000,000
2	Electric Infrastructure upgrades (moving from gas to electric equipment)	-	-	-	-
	Total CIP Project:	4,000,000	-	-	4,000,000

3 Yr - CIP Outlook (Capital Infrastructure Projects)

		FY2024	FY2025	FY2026	3-Year CIP total
PRIORIT	TY PROJECT DESCRIPTION	Budget	Proposed	Proposed	Proposed
Electrica	al Systems: Need consultant/inventory/assessment to further plan				
1	West Building Main Breaker Modernization	80,000	-	-	80,000
2	Upgrade emergency generator, transfer switch & day tank	500,000	-	-	500,000
2	Lighting Control project Exhibit Halls (west side + some east meeting rooms)	300,000			300,000
	Total CIP Project:	880,000	-	-	880,000
Building	Reconditioning Projects				
2	Resurface East Kitchen floors	200,000	-	-	200,000
2	Replace air walls (west side)	4,000,000	-	-	4,000,000
3	Design for concession stand replacement	100,000	-	-	100,000
3	Concession stands: Retrofit A-C. Others will be demoed in expansion	-		300,000	300,000
3	Land Development for Marshall Yard - FY2025: Grading, crushed concrete, fencing, gate, electrical, slab for scale, further buildout	-	250,000	-	250,000
	Total CIP Project:	4,300,000	250,000	300,000	4,850,000
Concrete	e				
3	Concrete Study for replacement of front drive, grand staircase and heavily trafficked areas		250,000	-	250,000
3	Front Drive East: Replace Concrete		-	1,614,977	1,614,977
2	Front Drive: Sidewalks		-	788,930	788,930
	Total CIP Project:	-	250,000	2,403,907	2,653,907
Total Ca	pital Infrastructure Projects	\$ 11,960,000	\$ 3,750,000	\$ 28,903,719	\$ 44,613,719
	ebt Financed			13,860,000	13,860,000
Net Cash	h Investment Needed				\$ 30,753,719

3 Yr - O&M (Operating Capital & Maintenance)

Board approved 3-29-2023

		FY2024	FY2025	FY2026	3-Year CIP total	
PRIORIT		Budget	Proposed	Proposed	Proposed	
	Equipment					
3	Kitchen Stacker system with shelving equip warehouse	40,000			40,000	
	Total Kitchen Equipment:	40,000	-	-	40,000	
Plumbing	g					
1	Thermostat mixing valves	280,000			280,000	
	Total Plumbing Equipment:	280,000	-	-	280,000	
Technolo	ogy					
2	CCTV Upgrade (front drive) - public safety	150,000			150,000	
2	Workforce Management (Dimensions) UKG Pro Timekeeping, UKG Pro Accruals, Advance Scheduling, Leave & Attendance) **Expedite to FY24 if possible.		141,300		141,300	
2	UKG Pro Employee Voice/UKG Pro Benefits Administration (surveys) **Expedite to FY24 if possible.		34,000		34,000	
3	Server Replacement (phased fleet replacement)	60,000			60,000	
3	Nimble Storage Appliance	163,000			163,000	
3	Cyrun Report and Incident Software - public safety		160,000		160,000	
3	Redundant Cooler for Rack System in server room			250,000	250,000	
	Total Technology Investment	373,000	335,300	250,000	958,300	
Public Sa	Public Safety					
3	Public Safety System Upgrade - (Speakers, AMP, controls)		-	1,049,369	1,049,369	
4	Walk thru metal detectors			100,000	100,000	
	Total Public Safety	-	-	1,149,369	1,149,369	

3 Yr - O&M (Operating Capital & Maintenance)

Board approved 3-29-2023

		FY2024	FY2025	FY2026	3-Year CIP total
PRIORITY	PROJECT DESCRIPTION	Budget	Proposed	Proposed	Proposed
Operating	Equipment				
1	Ascension Virtuoso 5460P Wheelchair lifts (2) \$37,000 each (ADA)	73,603			73,603
2	26/32 scissor lift	40,000			40,000
2	Karcher Chariot Large Expanse Vacuum Cleaners (2) 25,000 each	50,000			50,000
2	Triplex Lawnmower	50,000			50,000
2	Tennant Scrubber T20	64,200			64,200
2	40' Scissor Lift	80,000			80,000
2	Bobcat SkidSteer S590 with bucket, grapple bucket, excavator, stump grinder	95,000		-	95,000
3	Sweeper, Large ride on, Tennant S30	39,000			39,000
3	5 Electric Carts at \$16K each	82,175			82,175
3	40' Boom Lift: Replace			41,000	41,000
4	Yale Electric Forklift with Charger	44,000			44,000
4	Robotic Vacuum		55,000		55,000
	Total Operating Equipment	617,978	55,000	41,000	713,978
Total O&N	/ Needs	\$ 1,310,978	\$ 390,300	\$ 1,440,369	\$ 3,141,647