

**SANTA CLARA CONVENTION CENTER**

|                                | GL Acct #s           | Proposed Budget 2018/2019 | Final Budget 2017/2018 | Total Estimate 2017/2018 | Variance Final vs. Est. 2017/2018 | Budget to budget \$ +/- | Budget to budget % +/- | Notes/Comments                                   |
|--------------------------------|----------------------|---------------------------|------------------------|--------------------------|-----------------------------------|-------------------------|------------------------|--|
| <b>REVENUE</b>                 |                      |                           |                        |                          |                                   |                         |                        |  |
| Space Rental                   | 4110-4200            | 3,100,000                 | 2,800,000              | 3,230,527                | 430,527                           | 300,000                 | 11%                    | Based on current activity                        |
| Labor - Miscellaneous          | 4220                 | 15,000                    | 15,000                 | 8,600                    | (6,400)                           | 0                       | 0%                     |  |
| Equipment Rental               | 4230                 | 100,000                   | 90,000                 | 131,682                  | 41,682                            | 10,000                  | 11%                    | Increase in activity as well as a price increase |
| Electrical Commissions         | 4240                 | 230,000                   | 213,575                | 261,749                  | 48,174                            | 16,425                  | 8%                     | Increase in activity by outside electric vendors |
| Electrical Services - In House | 4250                 | 128,000                   | 128,000                | 129,750                  | 1,750                             | 0                       | 0%                     |  |
| A/V Commissions                | 4260                 | 847,647                   | 927,052                | 803,254                  | (123,798)                         | (79,406)                | -9%                    | 2017/18 was aggressively estimated               |
| Services - Misc.               | 4270                 | 3,000                     | 3,000                  | 4,608                    | 1,608                             | 0                       | 0%                     |  |
| Incoming Freight               | 4290                 | 6,000                     | 6,000                  | 3,690                    | (2,310)                           | 0                       | 0%                     |  |
| Cell Site Revenue              | 4540                 | 30,000                    | 30,000                 | 31,519                   | 1,519                             | 0                       | 0%                     |  |
| Telecom Commissions            | 4560                 | 300,000                   | 300,000                | 367,083                  | 67,083                            | 0                       | 0%                     |  |
| Catering Commissions           | 4610                 | 2,650,000                 | 2,647,923              | 2,651,798                | 3,875                             | 2,077                   | 0%                     |  |
| Insurance Revenue              | 4620                 | 3,000                     | 3,000                  | 2,470                    | (530)                             | 0                       | 0%                     |  |
| Advertisement Revenue          | 4640                 | 40,000                    | 40,000                 | 36,176                   | (3,824)                           | 0                       | 0%                     |  |
| Sponsorship Revenue            | 4645                 | 3,000                     | 3,000                  | 9,200                    | 6,200                             | 0                       | 0%                     |  |
| Business Center/UPS            | 4650                 | 14,000                    | 14,000                 | 13,939                   | (61)                              | 0                       | 0%                     |  |
| Other Income                   | 4660-4690            | 35,000                    | 35,000                 | 32,636                   | (2,364)                           | 0                       | 0%                     |  |
| Interest                       | 4630                 | 24,000                    | 9,000                  | 26,294                   | 17,294                            | 15,000                  | 167%                   | If cash stays in our Fund                        |
| <b>TOTAL REVENUE</b>           |                      | <b>7,528,647</b>          | <b>7,264,551</b>       | <b>7,744,975</b>         | <b>480,424</b>                    | <b>264,096</b>          | <b>4%</b>              |  |
| <b>LABOR EXPENSES</b>          |                      |                           |                        |                          |                                   |                         |                        |  |
| <b>Labor Related</b>           |                      |                           |                        |                          |                                   |                         |                        |  |
| General Management             | 5010+5560            | 952,459                   | 917,462                | 941,633                  | 24,171                            | 34,996                  | 3%                     |  |
| Non-Exempt                     | 5020                 | 234,145                   | 230,680                | 234,777                  | 4,097                             | 3,465                   | 3%                     |  |
| Operations Mgmt & Labor        | 5100-5410, 5530-5550 | 2,376,058                 | 2,321,451              | 2,173,393                | (148,057)                         | 54,607                  | 3%                     |  |
| PT Bldg. Services/Agency       | 5520                 | 189,000                   | 189,000                | 209,484                  | 20,484                            | 0                       | 0%                     |  |
| <b>Payroll Total</b>           |                      | <b>3,751,661</b>          | <b>3,658,594</b>       | <b>3,559,288</b>         | <b>(99,306)</b>                   | <b>93,068</b>           | <b>3%</b>              |  |
| <b>Payroll Overhead</b>        |                      |                           |                        |                          |                                   |                         |                        |  |
| Employer Paid Taxes            | 5710                 | 322,646                   | 296,412                | 287,130                  | (9,282)                           | 26,233                  | 9%                     | Includes calculation for add'l FUTA              |
| Workers' Compensation          | 5730                 | 252,870                   | 201,770                | 204,441                  | 2,671                             | 51,100                  | 25%                    | Increase in Experice Mod                         |
| Medical & Other Insurance      | 5810-5920            | 1,152,039                 | 1,091,320              | 997,675                  | (93,645)                          | 60,720                  | 6%                     | Estimate rate increase                           |
| 401k Contribution/Admin Fee    | 5990                 | 118,700                   | 113,431                | 107,467                  | (5,964)                           | 5,269                   | 5%                     | Increase in participation and salaries           |
| <b>Payroll Overhead Total</b>  |                      | <b>1,846,255</b>          | <b>1,702,933</b>       | <b>1,596,714</b>         | <b>(106,220)</b>                  | <b>143,321</b>          | <b>8%</b>              |  |
| <b>Labor Related Total</b>     |                      | <b>5,597,916</b>          | <b>5,361,527</b>       | <b>5,156,001</b>         | <b>(205,526)</b>                  | <b>236,389</b>          | <b>4%</b>              |  |

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| <b>OPERATION EXPENSES</b>        |            |                           |                        |                          |                                   |                         |                        |   |
| Other Outside Rentals            | 6050       | 5,000                     | 5,000                  | 5,000                    | 0                                 | 0                       | 0%                     |   |
| Parking Fees                     | 6070       | 20,000                    | 25,000                 | 3,000                    | (22,000)                          | (5,000)                 | -20%                   | Based on history of actual need of additional parking due to Stadium events |
| C of C Administration Fee        | 6100       | 150,573                   | 145,291                | 148,655                  | 3,364                             | 5,282                   | 4%                     | Increase in revenue   |
| <b>Professional Associations</b> |            |                           |                        |                          |                                   |                         |                        |   |
| Memberships                      | 6110       | 2,500                     | 2,500                  | 1,697                    | (803)                             | 0                       | 0%                     |   |
| Meeting & Travel                 | 6120       | 10,000                    | 10,000                 | 7,715                    | (2,285)                           | 0                       | 0%                     |   |
| <b>Office Expenses</b>           |            |                           |                        |                          |                                   |                         |                        |   |
| Printing                         | 6310       | 700                       | 700                    | 496                      | (204)                             | 0                       | 0%                     |   |
| Telephone                        | 6430       | 8,820                     | 8,820                  | 8,564                    | (256)                             | 0                       | 0%                     |   |
| Office Supplies                  | 6510       | 15,000                    | 14,000                 | 14,634                   | 634                               | 1,000                   | 7%                     | General price increase  |
| Postage                          | 6520       | 1,000                     | 860                    | 659                      | (201)                             | 140                     | 16%                    | Correctly includes postage meter lease                                      |
| Copier Lease Expense             | 6540       | 6,500                     | 6,300                  | 6,225                    | (75)                              | 200                     | 3%                     |   |
| Office Equipment Maintenance     | 6550       | 1,500                     | 1,500                  | 1,000                    | (500)                             | 0                       | 0%                     |   |
| Forms Printing                   | 6560       | 750                       | 750                    | 500                      | (250)                             | 0                       | 0%                     |   |
| Computer Software/Hardware       | 6570       | 50,000                    | 107,000                | 75,786                   | (31,214)                          | (57,000)                | -53%                   | Special project in 2017/18 not needed in 2018/19                            |
| Computer System Support          | 6590       | 45,000                    | 45,000                 | 36,556                   | (8,445)                           | 0                       | 0%                     |   |
| Legal                            | 6610       | 40,000                    | 24,000                 | 83,077                   | 59,077                            | 16,000                  | 67%                    | Union negotiations will begin in 2019                                       |
| <b>Insurance</b>                 |            |                           |                        |                          |                                   |                         |                        |   |
| Property & Business Interrupt    | 6620       | 85,000                    | 74,168                 | 70,587                   | (3,581)                           | 10,832                  | 15%                    | Updated based on input from City  |
| General Liability/Fidelity       | 6640       | 121,900                   | 123,208                | 121,269                  | (1,939)                           | (1,308)                 | -1%                    | Based on current year's premium   |
| <b>Employee Expenses</b>         |            |                           |                        |                          |                                   |                         |                        |   |
| Uniform Rental                   | 6720       | 24,717                    | 23,100                 | 26,935                   | 3,835                             | 1,617                   | 7%                     | 7% increase - Service agreement increase                                    |
| Training & Education             | 6740       | 8,000                     | 8,000                  | 4,619                    | (3,381)                           | 0                       | 0%                     |   |
| Employment Advertising           | 6750       | 500                       | 0                      | 0                        | 0                                 | 500                     |                        |   |
| Payroll Processing               | 6770       | 33,600                    | 33,600                 | 32,753                   | (847)                             | 0                       | 0%                     |   |
| Pre-Employment Expenses          | 6780       | 500                       | 500                    | 1,102                    | 602                               | 0                       | 0%                     |   |
| <b>Maintenance Expenses</b>      |            |                           |                        |                          |                                   |                         |                        |   |
| Elevator & Escalator Maint.      | 6810       | 55,044                    | 52,553                 | 49,805                   | (2,748)                           | 2,491                   | 5%                     | Projected contract price adjustment   |
| Service Contracts                | 6820       | 43,472                    | 26,786                 | 23,996                   | (2,790)                           | 16,686                  | 62%                    | Addition of Contract for Security Cameras                                   |
| Maintenance Supplies             | 6830       | 80,210                    | 76,388                 | 68,293                   | (8,095)                           | 3,822                   | 5%                     | Projected price increase  |
| Interior Landscaping             | 6840       | 7,000                     | 7,000                  | 6,950                    | (50)                              | 0                       | 0%                     |   |
| Pest Control                     | 6850       | 3,884                     | 3,884                  | 3,882                    | (2)                               | 0                       | 0%                     |   |

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| Paint & Supplies                 | 6870       | 3,660                     | 3,483                  | 2,344                    | (1,139)                           | 177                     | 5%                     | Projected price increase   |
| Lighting System                  | 6920       | 24,570                    | 18,900                 | 21,575                   | 2,675                             | 5,670                   | 30%                    | Adding 5% for inflation/a stop gap for the MCB   |
| Telephone Equipment Supplies     | 6940       |                           |                        | 0                        | 0                                 | 0                       |                        |  |
| Less: Damage Claims              | 6980       | (2,000)                   | (2,000)                | (3,966)                  | (1,966)                           | 0                       | 0%                     |  |
| Non-Routine Maintenance          | 6990       | 44,100                    | 42,000                 | 26,695                   | (15,305)                          | 2,100                   | 5%                     | Aging facility   |
| <b>Janitorial &amp; Cleaning</b> |            |                           |                        | 0                        |                                   | 0                       |                        |  |
| Dumping Fees                     | 7010       | 59,475                    | 56,629                 | 53,486                   | (3,144)                           | 2,846                   | 5%                     | Projected price increase   |
| Paper Supplies                   | 7020       | 40,000                    | 40,000                 | 36,482                   | (3,518)                           | 0                       | 0%                     |  |
| Cleaning Chemicals               | 7030       | 17,640                    | 16,800                 | 15,880                   | (920)                             | 840                     | 5%                     | Projected price increase   |
| Janitorial Supplies              | 7040       | 25,000                    | 25,000                 | 22,126                   | (2,874)                           | 0                       | 0%                     |  |
| Window Washing                   | 7050       | 18,075                    | 9,150                  | 9,150                    | 0                                 | 8,925                   | 98%                    | Includes cleaning of all exterior windows and inside of Pyramid Glass                        |
| <b>Utilities</b>                 |            |                           |                        | 0                        |                                   | 0                       |                        |  |
| Electricity                      | 7310       | 741,744                   | 741,744                | 713,711                  | (28,033)                          | 0                       | 0%                     |  |
| Aramark Utilities                | 7315       | (148,000)                 | (148,091)              | (152,934)                | (4,843)                           | 91                      | 0%                     |  |
| Gas                              | 7320       | 98,565                    | 93,872                 | 77,949                   | (15,923)                          | 4,693                   | 5%                     | Projected price increase   |
| Water & Sewer                    | 7330       | 67,482                    | 61,910                 | 63,605                   | 1,695                             | 5,572                   | 9%                     | Projected price increase   |
| <b>Capital Additions</b>         | 7810       | 65,000                    | 0                      | 0                        | 0                                 | 65,000                  |                        | Includes replacement tables, carpet extractor, replacement stage units and trash recepticals |
| <b>Services - JLL Contract</b>   |            | 0                         | 0                      | 34,375                   | 34,375                            | 0                       |                        |  |
| <b>Total Operation Expenses</b>  |            | <b>1,876,481</b>          | <b>1,785,306</b>       | <b>1,724,231</b>         | <b>(61,075)</b>                   | <b>91,175</b>           | <b>5%</b>              |  |
| <b>Total Expenses</b>            |            | <b>7,474,397</b>          | <b>7,146,833</b>       | <b>6,880,232</b>         | <b>(266,600)</b>                  | <b>327,564</b>          | <b>5%</b>              |  |
| <b>EXPENSES VS REVENUE</b>       |            | <b>54,250</b>             | <b>117,718</b>         | <b>864,743</b>           | <b>747,024</b>                    | <b>(63,469)</b>         | <b>-54%</b>            |  |