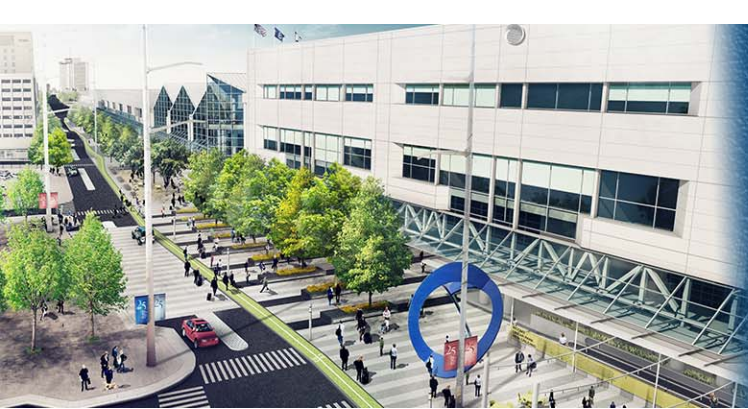


2018 Budget Summary

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	2015 Actuals	2016 Actuals	2017 Budget	2017 Est. Actuals	2018 Budget
REVENUE					
<i>Operating Revenues:</i>					
User Fees	\$ 21,553,011	\$ 25,154,870	\$ 25,834,699	\$ 25,320,218	\$ 23,897,569
Food Services	\$ 6,146,661	\$ 6,317,207	\$ 6,235,432	\$ 6,843,466	\$ 6,730,387
UPS Store	\$ 340,230	\$ 340,770	\$ 325,149	\$ 330,069	\$ 349,888
Rental	\$ 185,392	\$ 159,380	\$ 170,109	\$ 102,079	\$ 168,608
Other Misc.	\$ 8,046	\$ 5,053	\$ 6,000	\$ 4,381	\$ 7,500
TOTAL OPERATING REVENUE	\$ 28,233,340	\$ 31,977,280	\$ 32,571,389	\$ 32,600,213	\$ 31,153,952
EXPENSES					
<i>Operating Expenses:</i>					
Labor	\$ 18,892,830	\$ 19,972,395	\$ 20,075,831	\$ 20,910,013	\$ 21,549,741
PTEB	\$ 4,942,737	\$ 4,797,327	\$ 5,429,448	\$ 5,046,911	\$ 5,466,495
General & Administrative	\$ 3,743,095	\$ 4,023,506	\$ 4,532,705	\$ 4,108,982	\$ 4,788,161
* Sales & Marketing	\$ 2,361,905	\$ 1,112,677	\$ 1,825,545	\$ 1,663,312	\$ 2,266,482
Building Maint & Equipment	\$ 5,082,266	\$ 5,243,954	\$ 5,888,233	\$ 5,633,420	\$ 6,407,741
Utilities	\$ 4,579,209	\$ 4,964,966	\$ 4,909,281	\$ 5,203,306	\$ 5,250,254
Event & Tradeshow Services	\$ 2,804,003	\$ 3,238,472	\$ 3,386,092	\$ 3,317,552	\$ 3,277,975
TOTAL OPERATING EXPENSES	\$ 42,406,045	\$ 43,353,297	\$ 46,047,135	\$ 45,883,496	\$ 49,006,849



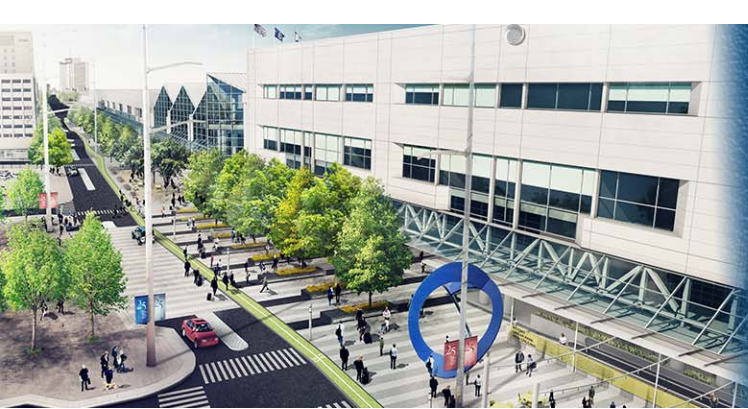
2018 Budget Summary

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INCOME/(LOSS) FROM OPERATIONS	\$ (14,172,705)	\$ (11,376,017)	\$ (13,475,746)	\$ (13,283,283)	\$ (17,852,897)
Non-Capital one time projects	\$ 1,636,345	\$ 989,073	\$ 2,674,750	\$ 2,674,750	\$ 3,751,025
Depreciation	\$ 16,356,523	\$ 16,288,186	\$ 16,556,531	\$ 16,643,773	\$ 16,483,805
Income/(Loss) before non operating revenues (expenses) and capital contributions	\$ (32,165,573)	\$ (28,653,276)	\$ (32,707,027)	\$ (32,601,806)	\$ (34,336,702)
NON-OPERATING REVENUE/(EXPENSE)					
Tax Revenues	\$ 59,760,738	\$ 59,793,709	\$ 63,250,000	\$ 60,883,054	\$ 62,725,000
Investment Income/(Expense)	\$ 1,323,519	\$ 1,850,277	\$ 1,798,890	\$ 1,738,226	\$ 1,734,326
Interest Expense	\$ (3,957,459)	\$ (3,690,412)	\$ (3,373,806)	\$ (3,373,806)	\$ (3,989,698)
* Distribution to Government Agencies	\$ (1,000,000)	\$ (3,073,781)	\$ (1,250,000)	\$ (12,767,000)	\$ (26,278,000)
Insurance Proceeds	\$ 92,605	\$ -	\$ -	\$ -	\$ -
TOTAL NON-OPERATING REVENUE/(EXP)	\$ 56,219,403	\$ 54,879,793	\$ 60,425,084	\$ 46,480,474	\$ 34,191,628
CHANGE IN NET POSITION	\$ 24,053,830	\$ 26,226,517	\$ 27,718,057	\$ 13,878,667	\$ (145,074)
Loss on Disposal of Assets (excluded from above)	\$ 408,747	\$ 272,328	TBD	TBD	TBD

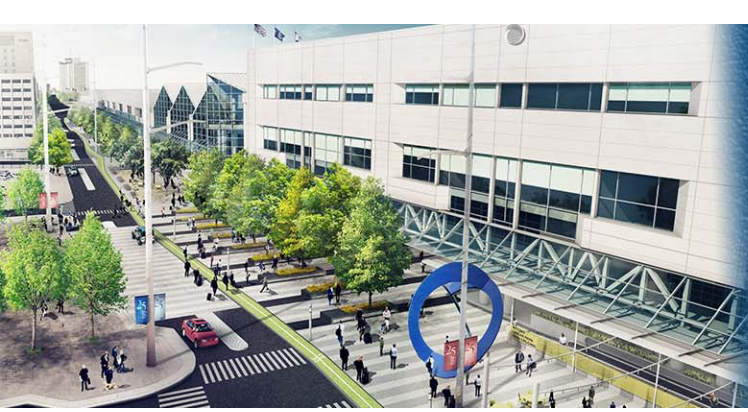
* Figures re-stated based on current methodology for reporting and may not match prior presentations



2018 Debt Service



	2015		2016		2017		2017		2018
	Actuals		Actuals		Budget		Est. Actuals		Budget
<i>Non-operating Revenue (Expenses)</i>									
3% Hotel/Motel Tax less fees	\$ 33,127,504	\$	33,251,603	\$	34,750,000	\$	33,925,860	\$	35,000,000
Hotel Occ/F&B Tax less fees	\$ 19,266,864	\$	19,436,492	\$	20,950,000	\$	20,155,736	\$	20,600,000
Serv Cont & Tour Tax less fees	\$ 2,287,161	\$	2,825,739	\$	2,750,000	\$	2,661,637	\$	2,750,000
State Appropriation	\$ 2,000,000	\$	1,830,000	\$	2,000,000	\$	2,000,000	\$	2,000,000
RTA Tax	\$ 2,630,000	\$	2,449,875	\$	2,800,000	\$	2,139,821	\$	2,375,000
<i>Tax Revenues</i>	\$ 59,311,529	\$	59,793,709	\$	63,250,000	\$	60,883,054	\$	62,725,000
<i>Investment Income/(Expense)</i>									
Interest on Debt Service	\$ 355,935	\$	356,043	\$	404,572	\$	313,811	\$	353,674
Debt Service Fees	\$ (5,227)	\$	(4,992)	\$	(5,000)	\$	(5,000)	\$	(5,000)
<i>Investment Income</i>	\$ 350,708	\$	351,051	\$	399,572	\$	308,811	\$	348,674
<i>Debt Service</i>									
Interest Expense	\$ (3,957,459)	\$	(3,685,492)	\$	(3,373,806)	\$	(3,373,806)	\$	(3,989,698)
Principal Expense	\$ (6,200,000)	\$	(7,855,000)	\$	(8,175,000)	\$	(8,175,000)	\$	(8,495,000)
<i>Total Debt Service</i>	\$ (10,157,459)	\$	(11,540,492)	\$	(11,548,806)	\$	(11,548,806)	\$	(12,484,698)
Total Non-Operating Revenue (Expense)	\$ 49,504,778	\$	48,604,268	\$	52,100,766	\$	49,643,058	\$	50,588,976



Capital



	2015 Actuals	2016 Actuals	2017 Budget	2017 Est. Actuals	2018 Budget
Capital Budget					
Continuing Projects	\$ (4,537,088)	\$ (2,001,637)	\$ (3,134,000)	\$ (3,134,000)	\$ (3,081,000)
New Projects	\$ (4,036,597)	\$ (1,444,605)	\$ (4,997,050)	\$ (4,997,050)	\$ (12,190,800)
Asset Repair & Replacement Fund	\$ 8,573,685	\$ 3,446,242	\$ 8,131,050	\$ 8,131,050	\$ 15,271,800
Total Capital Budget	\$ -	\$ -	\$ -	\$ -	\$ -