

MONTGOMERY COUNTY CONVENTION FACILITIES AUTHORITY
BOARD OF DIRECTORS

Regular Meeting
July 1, 2021
3:00 PM
via In Person and Telephonic/Electronic Means

AGENDA

- I. Roll Call
- II. Approval of minutes of the May 6, 2021 Regular Meeting Action
- III. Reports and Communications
 - A. Finance Committee Report
 - i. Procurement Policy Action
 - ii. Bond Counsel RFQ/Award Action
 - iii. DCC Elevator Cab Refurbishment/ASM Capital Action
 - iv. DCC Lobby Furniture Replacements/ASM Capital Action
 - B. Operations Committee Report
 - i. Architect Design RFQ/Award w/David O’Neal Action
 - C. Fiscal Officer Report, Sean Fraunfelter, Interim Fiscal Officer
 - i. May Financial Report including DCC April Financials Action
 - ii. 2021 Revised Budget w/ASM Global Action
 - D. Executive Director Report, Pam Plageman, MCCFA Executive Director
 - i. Progress Report – Dayton Convention Center Improvements
 - ii. Cooperative Purchasing – Joint Powers Authority (JPA) R.C. 9.48(C).
 - iii. Updates on Hotel/Motel Tax Collections – April/May 2021
- IV. Executive Session – If needed, to consider the purpose of conducting a conference with an attorney or attorneys for the Authority concerning disputes involving the Authority that are the subject of pending or imminent court action. Upon conclusion of the executive session, the Board will reconvene its meeting of the Board of Directors.
- V. Other Business
- VI. Next Meeting Date: August 5, 2021 3:00 PM – In Person at DCC
- VII. Adjournment Action

**MONTGOMERY COUNTY CONVENTION FACILITIES
AUTHORITY
BOARD OF DIRECTORS**

Regular Meeting Minutes
May 6, 2021 3:00PM
Via Telephonic/Electric Means

BOARD OF DIRECTORS

PRESENT: Walter Reynolds, Chair; David Abney; Elizabeth Connor; Jeff Gore; Jacquelyn Powell; Belinda Kenley; Mike Stevens; Kevin Weckesser; LaShea Lofton, Greg Brush and Tom Whelley

EXCUSED: Tom Whelley, Jeff Gore, and David Abney

GUESTS: Pam Plageman, Executive Director
Sean Fraunfelter, Interim Fiscal Officer
Kelli Donahoe, John Page ASM Global
Vicki Giambrone, CBD Advisors
Kelly Smith, MCCFA Contractor
Shannon Martin, Lauren Curto, Bricker & Eckler

I. Roll Call

Chairman Reynolds called the meeting to order at 03:03 P.M. and Ms. Giambrone called the roll.

II. Approval of minutes of the March 19, 2021 Special Meeting

Chairman Reynolds asked members of the Board if they had any edits to the minutes. Hearing none, Mr. Reynolds called for a motion to approve the minutes.

MOTION: It was then moved by Ms. Powell and seconded by Mr. Stevens and unanimously voted “to approve the March 19, 2021 special meeting minutes as presented”.

III. Approval of minutes of the March 23, 2021 Special Meeting

Chairman Reynolds asked members of the Board if they had any edits to the minutes. Hearing none, Mr. Reynolds called for a motion to approve the minutes.

MOTION: It was then moved by Ms. Kenley and seconded by Mr. Stevens and unanimously voted “to approve the March 23, 2021 special meeting minutes as presented”.

IV. Approval of minutes of the April 1, 2021 Regular Meeting

Chairman Reynolds asked members of the Board if they had any edits to the minutes. Ms. Powell stated the word “is” needs to be changed to “will be used” in section IV paragraph two of the April 1, 2021 minutes. She also mentioned the same paragraph should be changed to add the word “end”

so that the sentence reads as follows: “Ms. Martin explained the proposed amount is at the very high end of what is currently expected to be expended for the various phases of the project.”

MOTION: It was then moved by Ms. Lofton and seconded by Mr. Stevens and unanimously voted “to approve the April 1, 2021 regular meeting minutes with the two amendments in section IV”.

V. Reports & Communication

A. Finance Committee Report

i. Budgetary Policy

Mr. Fraunfelter presented a proposed budgetary policy to the Board and explained that the policy sets out defined terms used within the budget and describes a process for how the budget will be amended from time to time. Mr. Fraunfelter stated that it was important to note the MCCFA will be self-sufficient on an annual basis. This may change in the future if the MCCFA wants to self-finance for larger projects. At each Finance Committee meeting the budget may be edited to reflect appropriate changes. If the budget were to change more than 10% then it will be brought in front of the Board. There will be an amendment to the budget in July.

MOTION: It was then moved by Mr. Brush and seconded by Mr. Weckesser and unanimously voted “to approve the adoption of the Budgetary Policy”.

ii. Updated Fiscal Officer Contract (7/1/21-6/30/21)

Mr. Fraunfelter presented for consideration an extension to his contract, extending the term through July 2022 and increasing the financial amount to a “not to exceed” amount of \$25,000 per year. This extension and amendment was considered by, and is recommended by, the Finance Committee. Mr. Weckesser acknowledged that the Finance Committee considered this at their recent meeting and recommends the changes and extension.

MOTION: It was then moved by Mr. Weckesser and seconded by Ms. Kenley and unanimously voted “to approve the amendment and extension to the Fiscal Officer Contract”.

iii. Robert W. Baird & Co Engagement Letter for Financial Services

Mr. Fraunfelter reported that the Finance Committee conducted a solicitation for municipal advisory services and is recommending that the Board Robert W. Baird & Co. be engaged for these services.

Ms. Kenley noted she has worked with Baird and specifically with Mr. Michael Burns of Baird in previous experiences and is excited to work with the company.

MOTION: It was then moved by Ms. Kenley and seconded by Ms. Lofton and unanimously voted “to engage with Robert W. Baird & C0. As municipal advisors”.

B. Fiscal Officer Report

i. March 2021 Financial Report

Mr. Fraunfelter shared the MCCFA ended with \$400,000 cash balance for the month of April. He also noted the current 2021 Budget has been approved and will be updated each month.

Ms. Plageman mentioned moving forward with the opening of the Dayton Convention Center the Convention Center Operating expense line will be amended in July. This is still a discovery period and learning of new building needs and expenses.

MOTION: It was then moved by Ms. Weckesser and seconded by Ms. Kenley and unanimously voted “to approve the March Financial Report”.

ii. April 2021 Financial Update

Mr. Fraunfelter noted where the MCCFA is financially for the month of April and the joint account with ASM Global has begun for operating costs with the account starting with \$100,000.

Mr. Fraunfelter informed the Board the MCCFA has collected \$18,000 in event deposits and has received the transfer of deposits from the City that was previously collected during their ownership. He also shared March’s hotel/motel tax collections are being submitted but there are some properties who have either not submitted this tax or have submitted to the County Treasurer’s office.

C. Executive Director Report

i. Introduction to DCC General Manager, Kelli Donahoe

Ms. Plageman was thrilled to introduce Ms. Kelli Donahoe who is the new General Manager of the Dayton Convention Center. Ms. Donahoe has a wealth of experience within sales and operations. She has most recently served as the Director of Sales for the David L. Lawrence Convention Center in Pittsburgh.

Ms. Donahoe shared she is excited for the opportunity and for the future of Dayton Convention Center. Ms. Donahoe stated her mission is to increase the revenue for the Center and make Dayton a destination for events.

Ms. Plageman also stated ASM has hired an Executive Chef, Mark Ceccio who was most recently in Jackson, MS. He was previously with ASM and is excited to share his knowledge and start this journey.

Ms. Plageman noted ASM has hired an Operations and Senior Events Manager who are both local to Dayton. She also shared that ASM has given plenty of support to assist the reopening.

The Dayton Convention Center has officially reopened as of May 1, 2021. The reactivation plan is now live on the website (<https://montgomerycountycfa.org/>). The first event will take place this weekend in the Exhibit Hall.

Ms. Donahoe shared the Center is now live on LinkedIn and Instagram. More platforms will be added as time moves on.

ii. Updates on Hotel/Motel Tax Collections – March 2021

Ms. Plageman stated the MCCFA has collected around \$130,000 for March collections of the Hotel/Motel excise tax from 53 properties, 16 of those payments were made electronically through the MCCFA's website. The MCCFA is only allowing e-checks or mail for payment of the taxes. There is no fee for the partner to pay electronically and credit cards are not accepted for payment. Ms. Lofton noted the city does not charge a processing fee and allows payment with credit cards.

Ms. Plageman shared she received the county's aging report on hotel/motel tax payments and allows the MCCFA to budget according based on the history of payment from delinquent properties. Ms. Powell stated the CVB can assist with hotels/motels that are behind on payments as they have dealt with this in the past.

Ms. Lofton asked regarding what was in the resolution regarding areared hotels/motels. Mr. Reynolds stated it is similar to the County in regard to adding attorney fees and/or interest rates.

Ms. Plageman noted there were three notices sent out to each hotel/motel and changes in management or ownership has created some confusion or lack of the tax being collected.

iii. Updates on Re-Opening of DCC

Ms. Plageman shared Cincinnati Bell will be providing the Center with a new phone number that should be effective the end of May. The Center has also adopted a new logo and the MCCFA is currently receiving different quotes for larger signage.

Ms. Plageman informed the Board an RFQ went out for design services on April 26th. The Operations Committee will be assisting with this project along with David O'Neil with Conventional Wisdom. The first Round of proposals are due June 3, 2021. LWC is still engaged with creating renderings for the lobby, exhibit hall and exterior of the building.

The Lobby is currently under refurbishment allowing all old signage to be taken down, fresh paint, and new furniture.

Ms. Plageman shared the Center has a lot of deferred maintenance issues. Mr. Fraunfelter assisted the DCC to apply for Government Grants for some of these issues. There have been many active leaks that are currently in the lobby. The efface structure on top of the roof also has active leaks and work has been approved to restore this. The HVAC system is going to require immediate attention as there are two reports that have given guidance on what needs to be done. The bleacher system has been inspected and is deemed unsafe. There is a plan in place for replacement. Sky lifts and scissor lifts have also failed inspections and were quoted over \$30k to fix. The Center is currently renting and looking at long term solutions.

Regarding COVID, Elevator Cab air purifiers have been installed, UV cleaning on escalator handrails have been installed, and there is signage throughout the building regarding required mask wearing and staying socially distant. Ms. Donahoe and team are working with event planners on their guidelines and plans on their safety guidelines.

VI. Executive Session

Ms. Kenley made a motion to adjourn to Executive Sessions for the purpose of conducting a conference with an attorney or attorneys for the Authority concerning disputes involving the Authority that are the subject of pending or imminent court action. The motion was seconded by Ms. Powell. After a roll call vote, the Board adjourned to executive session. Following discussion with counsel, a motion and roll call vote, the Board returned to open session.

VII. Other Business

Ms. Martin informed the Board now that the website is live, public announcements and notices will be posted on the website.

Ms. Plageman wanted to thank Ms. Smith for her time and noted Ms. Smith will be relocating to St. Louis. Her position is now posted.

Ms. Plageman noted the next Board Meeting will be held in person at the Dayton Convention Center for a socially distant meeting along with tours of the center. A photographer will be scheduled for new headshots.

Ms. Reynolds reminded the Board the next meeting is July 1st at 3:00PM.

MOTION: It was motioned by Ms. Connor and seconded by Ms. Powell and unanimously approved to adjourn at 4:29 P.M.

CERTIFICATE

The undersigned Secretary of the Board of Directors of the Montgomery County Convention Facilities Authority hereby certifies that the foregoing is a true copy of the minutes of the May 6, 2021, meeting of the Board of Directors of said Convention Facilities Authority, as approved by the Board on July 1, 2021.

Secretary, Board of Directors
Montgomery County Convention
Facilities Authority



MONTGOMERY COUNTY CONVENTION FACILITIES AUTHORITY

PROCUREMENT POLICIES

**Dated
June 17, 2021**

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MONTGOMERY COUNTY CONVENTION FACILITIES AUTHORITY PROCUREMENT POLICIES

I. INTRODUCTION

▪ PURPOSE

This policy is intended to establish how the Montgomery County Convention Facilities Authority (MCCFA) or its Agent procures goods and services and enters into contracts. The overall purpose of procurement policies is to ensure that the MCCFA obtains the highest quality of goods and services at the lowest practical cost. Furthermore, the guidelines are aimed at streamlining the process of procurement while maintaining adequate controls. These procedures apply to all staff involved in the procurement and to all types of procurement.

THIS POLICY SERVES TO APPLY OHIO LAWS GOVERNING CONVENTION FACILITIES AUTHORITIES (R.C. CHAPTER 351), THEIR CONTRACTING AUTHORITY (R.C. 2921.41 AND R.C. SECTIONS 307.86 et seq.), AND RESTRICTIONS PLACED ON PUBLIC OFFICIALS (R.C. CHAPTER 102). IN ANY INSTANCE IN WHICH THIS POLICY IS AT ODDS WITH THOSE CITED AREAS OF OHIO LAW, THE CITED SECTIONS OF OHIO LAW CONTROL OUR ACTIONS.

▪ MISSION

Considering the MCCFA fiduciary responsibilities, the purchaser must assure the promotion of full and open competition in all procurement activities. In doing so, the purchaser must balance economy, efficiency, expediency, and environmental impact, ensuring that Departments receive sufficient quality and quantities of goods and services, delivered at the correct time, fulfilling the facility's operating requirements.

▪ SCOPE

The scope of this purchasing policy covers the procurement of most goods and services. The policy covers contractual and purchase agreements between the MCCFA and other legal entities for anything to be purchased, leased, leased with an option or agreement to purchase, or constructed, including, but not limited to, any product, structure, construction, reconstruction, improvement, maintenance, repair, or service at a cost in excess of fifty thousand dollars, except as otherwise provided below or at law. The procurement function includes the initial agreement/purchase, changes, and re-negotiations.

▪ EXCEPTIONS

Consistent with R.C. 307.86 et seq., the provisions of this policy do not apply in the following instances or procurements:

- The procurement is for services of an accountant, architect, attorney at law, physician, professional engineer, construction project manager, consultant, surveyor, or appraiser.
- The purchase consists of supplies or a replacement or supplemental part or parts for a product or equipment owned or leased by the MCCFA, and the only source of supply for the supplies, part, or parts is limited to a single supplier.
- The purchase consists of services related to information technology, such as programming services, that are proprietary or limited to a single source.

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- If permitted by law, a special emergency exists involving the health and safety of the people or their property.
 - The purchase is for property, including land, buildings, and other real property, leased for offices, storage, parking, or other purposes, and all of the following apply:
 - (a) The MCCFA is authorized by the Revised Code to lease the property.
 - (b) The MCCFA develops requests for proposals for leasing the property, specifying the criteria that will be considered prior to leasing the property, including the desired size and geographic location of the property.
 - (c) The MCCFA receives responses from prospective lessors with property meeting the criteria specified in the requests for proposals by giving notice in a manner substantially similar to the procedures established for giving notice under R.C. Section 307.87.
 - (d) The MCCFA negotiates with the prospective lessors to obtain a lease at the best and lowest price reasonably possible considering the fair market value of the property and any relocation and operational costs that may be incurred during the period the lease is in effect.
- With respect to the acquisition of such property, the MCCFA may use the services of a real estate appraiser to obtain advice, consultations, or other recommendations regarding the lease of property under this exception.
- The purchase is for:
 - Printed copyright material including published books, maps, periodicals, and technical pamphlets (not including software for computer systems), except where a quantity purchase can realize more significant savings.
 - Subscriptions, dues, and memberships, and board member fees established during the budget process.
 - Reimbursements provided directly to individual citizens and employees.

Purchases made under an exception to this policy are subject to 1st approval by the Fiscal Officer of the Board and 2nd approval by the MCCFA Executive Director.

In addition to the foregoing exceptions, purchases made through participation in joint purchasing programs authorized pursuant to R.C. Section 9.48 are also exempt from competitive bidding requirements of this policy. Such purchases shall be subject to 1st approval by the Fiscal Officer of the Board and 2nd approval by the Executive Director.

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▪ ETHICS IN PURCHASING

Each person involved in the procurement process must adhere to a high standard of ethics and compliance with the requirements and ethical obligations of public officials pursuant to R.C. Section 102.03. In addition, to the extent not in conflict with existing laws:

- **Cash**

It is never permissible for an MCCFA Employee, Official, or its Agent to accept a gift in cash, cash equivalents, gift cards, stocks, or other forms of marketable securities of any amount.

- **Prohibition Against Contractor- Based Contingent Fees**

It shall be unethical for a person to be retained, or to retain a person, to solicit or secure a MCCFA contract upon any agreement or understanding for a commission, percentage, brokerage, or contingent fee, from a contractor, except for retention of bona fide employees or bona fide established commercial selling agencies to secure business.

- **Unauthorized Purchases**

No purchases of goods and services shall be made in the name of MCCFA, except as required for official use by the MCCFA.

- **Disclaimer of Responsibility for Improper Purchasing**

The MCCFA may disclaim responsibility and liability for any purchase, expenditure, or agreement for expenditure arising from a purchase made in its name by an unauthorized person or any person acting outside this policy or the authorization or delegation as provided in this policy. The expense of any such disclaimed transaction will become the personal liability of the individual who acted improperly.

II. PROCUREMENT PROCESS

- **PURCHASE ORDER**

Each specific procurement procedure process to which this policy applies shall be initiated by purchase orders or request for proposal/request for qualifications and shall show detailed requirements for the item(s) requested.

- **Purchase Order Form Data:**

Each procurement requisition form requires the following information:

- Complete item description, including manufacturer's name, product brand name, manufacturer's model number, and product brand code number.
 - Quantities are required for each item listed on the procurement requisition.
 - Delivery dates and locations.

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- Accounting information to include department, cost code, and any additional accounting-related data.
- Indication of whether the item(s) are in the budget, or an emergency or unplanned expense.
- Signature of the person preparing the purchase order.
- The purchase order will be assigned an internal number for tracking and invoicing purposes.

▪ **PROCUREMENT CONTROLS**

- Goods and services will only be procured within approved budgets except in emergencies, which will be approved by the Executive Director.
- The Executive Director will help conduct periodic checks on procurement activities to ensure they conform to budget guidelines.
- It is the person's responsibility that signs the procurement requisition to verify that the correct item (s) have been received in the right quantities, the quality and price of goods are accurate, and that the goods delivered are secure and inventory records are updated.
- Once confirmed, the packing slip will be forwarded to the Fiscal Officer to await the invoice.
- Purchases under petty cash must not exceed the maximum amount established and documented by the Board Treasurer.

▪ **APPROVAL PROCESS**

- Once the purchase order is created, it is submitted to the Executive Director, Board Chairperson, or Finance Committee or its Agent for approval. All purchase orders must have one signature; the positions listed above have approval authority. Once approved, the purchase order is forwarded to the Fiscal Officer or its Agent for certification. Once certified, the purchase order is sent to the vendor, and the order is placed.

▪ **SEGREGATION OF DUTIES**

There will be proper segregation of duties to maintain internal controls between:

- The Employee or its Agent places the order with the vendor.
- The Employee or its Agent confirms that the goods supplied are correct.
- The Employee or its Agent accepts the goods into the venue.
- The Employee or its Agent that authorizes payment.

▪ **VENDOR DIVERSITY**

MCCFA and its Agent are committed to providing equal access and meaningful opportunities to all vendors and to promoting diversity including minority business enterprises as defined under R.C. Section 122.71 as authorized pursuant to R.C. Section 307.921, as well as women owned enterprises and veterans. Our mission is to maximize the inclusion of minority, women, veteran, and small disadvantaged business enterprises and individuals in our supply chain. If the supplier is not diverse, they may be asked to report on relevant subcontracting (Tier II) activity with diverse suppliers. Supplier shall submit these reports at the frequency specified by MCCFA or its Agent.

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- **Company Ownership**

- Is your company publicly or privately held?
 - Public Company _____
 - Private Company _____
 - If your company is publicly held, please provide the stock symbol that your company's stock is traded under.
- **Please fill out the table below as it applies to your company's diversity status**
 - Women Business Enterprise ($\geq 51\%$ owned and controlled) *Yes / No*
 - Minority Business Enterprise ($\geq 51\%$ owned and controlled) *Yes / No*
 - Veteran Business Enterprise ($\geq 51\%$ owned and controlled) *Yes / No*
 - Other (Specify)
 - If Diverse, is your business certified?
 - If certified, by which organization/council?

- **VENDOR SELECTION**

In evaluating vendor bids, MCCFA or its Agent may consider the following in conjunction with the requirements set out in R.C. 307.862 (when applicable):

- Bidder's price.
- Confirmation that bidder item specifications match the purchase order or that an acceptable pre-approved substitution is provided.
- Bidder's ability to perform within the specified time limits.
- Bidder's previous records of performance and service.
- Bidder's ability to meet other terms and conditions, including insurance and bond requirements.
- Payment terms.
- Bidder's availability to provide future service, maintenance, and support.
- Nature and size of the bidder.
- Bidder's ability to provide samples and a warranty if applicable.
- Contract provisions are acceptable to MCCFA.
- Any other factors that the MCCFA determines are relevant in connection with the given project or scope of work.

III. PURCHASING THRESHOLDS

- For goods and services applicable to this policy which are below \$2,500, the MCCFA shall obtain goods and services most advantageous to the organization by directly using a purchase order with a minimum of one written quote.
- For goods and services applicable to this policy between \$2,501 and \$15,000, the MCCFA shall obtain at least three written quotes.

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- For goods and services applicable to this policy between \$15,001 and \$49,999, MCCFA or its Agent shall obtain at least three written quotes. If three written quotes are not received, a written justification is required.
- For goods and services applicable to this policy above \$50,000, MCCFA or its Agent will use a formal Request for Proposal (RFP) procurement process.
- For professional services applicable to this policy which are below \$5,000, MCCFA shall obtain goods and services most advantageous to the organization by directly using a purchase order with a minimum of one written bid.
- For professional services applicable to this policy between \$5,001 and \$15,000, MCCFA shall obtain at least three written quotes.
- For professional services applicable to this policy between \$15,001 and \$49,999, MCCFA or its Agent shall obtain at least three written quotes. If three written quotes are not received, a written justification is required.
- For all professional services above \$50,000, the MCCFA or its Agent will use a formal Request for Proposal (RFP) procurement process.

GOODS AND SERVICES

<u>\$ Threshold</u>	<u>Purchasing Method</u>	<u>Responsibility</u>
=/> \$50,000	Formal RFP Process	Executive Director or MCCFA Agent
\$15,001 - \$49,999	Three (3) Written Quotes	MCCFA or its Agent
\$2,501 - \$15,000	Three (3) Written Quotes	MCCFA
<\$2,500	One (1) Written Quote	MCCFA

PROFESSIONAL SERVICES

<u>\$ Threshold</u>	<u>Purchasing Method</u>	<u>Responsibility</u>
=/> \$50,000	Formal RFP Process	Executive Director or MCCFA Agent
\$15,001-\$49,999	Three (3) Written Quotes	MCCFA or its Agent
\$5,001 - \$15,000	Three (3) Written Quotes	User Department
< \$5,000	One (1) Written Quote	User Department

- **COSTS UNDER THE COMPETITIVE THRESHOLD**
 - The applicable User Department of the MCCFA may acquire Goods and Services by Direct Negotiation or by some other non-competitive method when the dollar value of the purchase does

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not exceed \$2,500, and a properly executed and authorized purchase order is received, and other factors considered. The User Department may acquire Professional Services by Direct Negotiation or by some other non-competitive method when the dollar value of the purchase does not exceed \$5000, and an adequately executed purchase order is received. Under this non-competitive method, the User Department shall attempt to obtain the Goods and Services and Professional Services most advantageous to the MCCFA or its Agent.

IV. COMPETITIVE PROCUREMENTS

Formal Solicitations will generally be solicited on a project-by-project basis in compliance with the requirements of R.C. 307.862.

▪ REQUEST FOR PROPOSALS (RFP)

- The RFP will contain all information required pursuant to R.C. Section 307.862, including the criteria to be considered and evaluated as the basis of the award.
- Proposals submitted by Responsible and Responsive Proposers are evaluated by a Standing or Special Committee, based upon the criteria applicable to the RFP, and presented to the Board for final approval. All submissions (or the most acceptable proposals at the discretion of the committee evaluating proposals) will be ranked in order of their acceptability to the MCCFA or its Agent considering the criteria. The MCCFA or its Agent has no obligation to award the Contract to the Proposer who proposes the lowest price.
- The MCCFA or its Agent reserves the right to reject any and/or all proposals, waive any informalities or irregularities of proposals, request clarification of information submitted in any proposal, and further negotiate with a Responsive and Responsible Proposer who has been selected for Contract award or to reject any or all proposals for any reason whatsoever.
- The Contract award will be awarded, if the award is made, by the MCCFA or its Agent to the Responsive and Responsible Proposer whose proposal is determined, in the Authority's exclusive discretion, to be the most advantageous to the MCCFA, taking into consideration price, qualifications, and other factors as indicated in the RFP. The RFP will contain the basis on which the award is to be made.

▪ QUALITY BASED. SELECTIONS (RFQ)

- Requests for Qualifications (RFQ) may be used when it is in the MCCFA's best interest to evaluate the experience and qualifications of a Service provider, without regard to price or before considering the price.

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- The procedure for soliciting, opening, and evaluating statements of qualifications shall be the same as described herein for a request for proposals. Service providers whose qualifications meet the criteria established in the Request for Qualifications, at the sole discretion of the MCCFA or its Agent, may be considered for Contract award by participation in the completion of price negotiation. The MCCFA or its Agent shall attempt to negotiate a fee with the highest-ranked firm. If no agreement is reached, MCCFA or its Agent shall begin negotiations with the next highest-ranked firm. Negotiations will proceed in this manner until an agreement is reached. Alternatively, MCCFA or its Agent may, by Direct Negotiation, finalize terms with service providers who are selected for the award based on qualifications. MCCFA or its Agent reserves the right to reject any or all responses for any reason. The MCCFA or its Agent may request clarification of information.

V. GUIDELINES FOR PROMOTING SUSTAINABILITY THROUGH THE PURCHASING PROCESS

The MCCFA encourages the procurement of sustainable and environmentally preferred products and services. MCCFA and its Agent will take an active role to promote the analysis of life cycle costs for products and services to encourage the protection of the environment by considering sustainable products and services for use in MCCFA operations.

- In general, environmentally preferable products and services are those that would reduce negative effects on human health and the environment when compared with the competing products and services.
- In practice, the objective is to consider products that have been environmentally certified or eco-labeled because they have reduced environmental impact due to the way they are made, used, transported, stored, packaged, and disposed of.
- Reports will be provided to MCCFA Executive Director on an annual basis to track the procurement of sustainable and environmentally preferred products.



June 11, 2021

Ms. Pam Plageman
Executive Director
Dayton Convention Center
22 East Fifth Street
Dayton, Ohio 45402

**RE: Response to Request for Qualifications dated May 28, 2021 (“RFQ”),
regarding bond and disclosure counsel services for Montgomery County
Convention Facilities Authority in connection with financing of various
capital improvements to or in support of the Dayton Convention Center
(“Project”)**

Dear Ms. Plageman:

On behalf of Bricker & Eckler LLP, I am pleased to provide this response to your solicitation for bond and disclosure counsel services for the Montgomery County Convention Facilities Authority (“MCCFA”). We value our partnership as general counsel to the Ohio MCCFA, and we are eager to have the opportunity to propose additional services to assist MCCFA with its mission.

We are confident that our firm has the depth of experience and capabilities to provide creative, collaborative, flexible and highly-responsive service to MCCFA in connection with the Project. For decades, Bricker & Eckler has served as bond counsel on a wide variety of public projects throughout the state of Ohio and beyond. On financing structures both big and small, novel and recurrent, we know how to be efficient, practical and professional in achieving the goals of our clients.

We would be honored to serve MCCFA as bond and disclosure counsel for the Project during the engagement period described in the RFQ. Please find our proposal response enclosed. If you would like any additional information, or if there is anything we can do to assist you, please let us know.

Respectfully,

A handwritten signature in blue ink that reads 'J. C. Bell'. The signature is written in a cursive, flowing style.

J. Caleb Bell

About Bricker & Eckler LLP

Bricker & Eckler LLP (“Bricker” or “the firm”) is proud of its historic roots in serving the State of Ohio, its agencies, subdivisions and special entities with their public finance needs. Clients are at the heart of our business. Being responsive and proactive in anticipating and meeting client needs and expectations is critical. We make it our business to understand each client's business objectives and goals and then deliver legal services that help accomplish those goals. We know that excellent communication with our clients is the linchpin to our collective success. Client service is about creating a partnership, earning your loyalty and becoming a trusted advisor, focusing on value from your perspective.

Public Finance Practice Group

For more than 75 years, Bricker & Eckler has been recognized by the State of Ohio and its various political subdivisions and by the national underwriting community as a law firm qualified to render approving opinions for bonds and notes issued by public bodies and nonprofit entities. With 20 attorneys and 4 non-attorney professional staff across the state dedicated to public finance work, we have notable experience in this unique area of law and are well qualified to take on the most complex financing projects.

Our group is known statewide for developing innovative financing structures. We are the largest public finance practice group in the state, and every attorney in the group is a member of the National Association of Bond Lawyers. We have served as bond counsel to more than 1,000 state, city, county, school district, library, higher education, port authority and special purpose entities.

We also have deep experience working with numerous issuers similar to MCCFA, including on the obligations similar to those to be issued by the MCCFA. Within the past few months alone, our team has closed over a dozen revenue financings for special purpose districts, including port authorities, PACE financing entities and ESIDs, and new community authorities. If selected by MCCFA, we would draw on these experiences to provide superior service in connection with the Project.

On average, our attorneys have 17 years of public finance experience. Additionally, six Bricker attorneys are rated A-V by Martindale-Hubbell, six are listed in *Best Lawyers in America*, five are listed in *Super Lawyers* and one is a member of the American College of Bond Counsel. Twenty of our lawyers are currently listed in The Bond Buyer's Municipal Marketplace Directory (the “Red Book”), which is the standard reference source used by underwriters and purchasers of bond issues.

Dayton Focus

Bricker is proud to be a member of the Dayton and Montgomery County communities. In 2016, we opened our office at 312 N. Patterson St. in Dayton, cementing our relationship with our community of clients. Bricker has served the Dayton region for decades, offering superior legal counsel in health care, education and economic development. The firm has more than 130 active clients in the Dayton area, including hospitals and health care providers, school districts, municipalities and other public clients, and private sector clients in manufacturing and other industries. All attorneys responsive to this RFP are either housed in the Dayton office or regularly work on matters affecting the region.

Staffing Plan

If MCCFA selects Bricker as bond and disclosure counsel, [Caleb Bell](#) would serve as MCCFA's primary point of contact. Caleb has broad experience working on financings by special purpose entities like the

MCCFA, including experience issuing revenue bonds for other convention facilities authorities, new community authorities, and port authorities. Notably, Caleb served as lead counsel for the City of Dayton and bond counsel for the Dayton-Montgomery County Port Authority for financings in support of the Dayton Arcade project. [Sarah O'Dea](#) would serve as “second chair” on the Project. Sarah is especially experienced with revenue bond financings and issuances by special purpose entities. She served as bond counsel on the following projects: Memphis and Shelby County Sports Authority – FedEx Forum for the NBA’s Memphis Grizzlies; Palm Beach County, Florida – Ball Park of the Palm Beaches (Houston Astros and Washington Nationals MLB Spring Training Facility); Palm Beach County, Florida – Roger Dean Chevrolet Stadium (St. Louis Cardinals and Miami Marlins MLB Spring Training Facility). Sarah served as disclosure counsel on the following issuances: Miami-Dade County, Florida Professional Sports Facilities Tax Revenue Bonds – Miami Marlins MLB Stadium; Broward County, Florida Professional Sports Facilities Tax Revenue Bonds - Florida Panthers’ (NHL) BB&T Center in Sunrise, Florida. [Shannon Martin](#) will support Caleb and Sarah as needed, particularly with respect to disclosure services, if required, given her current experience with the MCCFA. Attorneys on our PACE team will be called upon with respect to any proposed PACE financing, including [Colin Kalvas](#). A significant portion of Colin’s practice is focused on PACE financings. We believe this team will be able to deliver timely and efficient bond and disclosure counsel services to the MCCFA in connection with the Project. In addition to this primary team, we may call upon colleagues with respect to certain aspects of the Project. For example, [Bill Conard](#) may be called upon to address particular tax and securities law questions from time to time. We also will utilize public finance specialists/paralegals to provide a variety of disclosure and transaction support.

Special Obligation Revenue Bond/Note Experience

Much of our experience has derived from bond issues in support of community needs or project needs. We have acted as bond or issuer’s counsel on hundreds of Ohio local government bond issues, including a wide range of financings for political subdivisions including cities, townships, villages, municipalities and school districts. Our experience as bond counsel on revenue bond issues utilizing special revenues or limited revenues is unparalleled. We have served as bond counsel on 43 such issues in the past five years. The table below lists some representative examples.

Issuer	Project Description; Par Amount; Date of Issuance	Firm's Role; Bricker Counsel
Warren County Port Authority	Special Obligation Development Revenue Bonds (Ohio Communities Accelerator Fund), Series 2020B (Springboro Fiber Project); \$3,485,000; 10/1/2020	Bond Counsel; Caleb Bell, Shannon Martin, Sarah O'Dea, Brooke Mangiarelli
Warren County Port Authority	Special Obligation Revenue Bonds (Ohio Communities Accelerator Fund), Series 2020A (Warren County Community Services Project); \$1,750,000; 3/1/2020	Bond Counsel; Caleb Bell, Shannon Martin, Sarah O'Dea, Brooke Mangiarelli
Warren County Port Authority	Special Obligation Wastewater Revenue Bonds (Ohio Communities Accelerator Fund), Series 2018G-1 & G-2 Bonds, (Franklin Regional Wastewater Treatment Facility Project); \$6,645,000; \$1,790,000; 12/19/2018	Bond Counsel; Caleb Bell, Shannon Martin, Sarah O'Dea
Groveport, City of	Special Obligation Nontax Revenue Bonds, Series 2021B; \$3,785,000; 4/30/2021	Bond Counsel; Matt Stout, Jason Tiemeier

Warren County Port Authority	Special Obligation Revenue Bonds (Ohio Communities Accelerator Fund), Series 2020C (Clearcreek Township Project); \$8,600,000; 11/24/2020	Bond Counsel; Caleb Bell, Shannon Martin, Sarah O'Dea
Warren County Port Authority	Special Obligation Revenue Bonds (Ohio Communities Accelerator Fund) Series 2020A (WCCS Project); \$1,750,000; 3/25/2020	Bond Counsel; Caleb Bell, Brooke Mangiarelli, Shannon Martin
Upper Arlington, City of	Special Obligations Nontax Revenue Bonds, Series 2019; \$20,340,000; 11/7/2019	Bond Counsel; Price Finley, Rob McCarthy
Warren County Port Authority	Special Obligation Revenue Bonds (Ohio Communities Accelerator Fund) Series 2019B (Warren County Special Assessment and Non-Tax Revenues Project); \$1,825,000; 5/23/2019	Bond Counsel; Caleb Bell, Brooke Mangiarelli, Rob McCarthy
Warren County Port Authority	Special Obligation Revenue Bonds (Ohio Communities Accelerator Fund) Series 2019A (Warren County Special Assessment and Non-Tax Revenues Project); \$1,920,000; 5/23/2019	Bond Counsel; Caleb Bell, Brooke Mangiarelli, Rob McCarthy
Warren County Port Authority	Special Obligation Development Revenue Refunding Bonds (Ohio Communities Accelerator Fund) Series 2018F (Corridor 75 Park Refunding); \$10,740,000; 12/18/2018	Bond Counsel; Caleb Bell, Rob McCarthy, Bill Conard
Warren County Port Authority	Special Obligation Development Revenue Refunding Bonds (Ohio Communities Accelerator Fund) Series 2018E (Chelsea Mall Refunding Project); \$3,550,000; 12/3/2018	Bond Counsel; Caleb Bell, Rob McCarthy, Bill Conard
Warren County Port Authority	Special Obligation Development Revenue Bonds (Ohio Communities Accelerator Fund) Series 2018C (Rivers Crossing Project); \$8,410,000; 10/12/2018	Bond Counsel; Caleb Bell, Rob McCarthy, Bill Conard
Gahanna-Jefferson City School District	Self-Insurance Program Bonds, Series 2018 (Special Obligation - Federally Taxable); \$2,000,000; 6/13/2018	Bond Counsel; Price Finley, Paul Rutter, Bill Conard
Marysville, City of	Special Obligation TIF Revenue Bonds, Series 2018 (Cook's Pointe Development); \$4,870,000; 3/7/2018	Bond Counsel; Matt Stout, Bill Conard
Warren County Port Authority	Special Obligation Development Revenue Refunding Bonds, Series 2017 (Corridor 75 Park Project); \$11,185,000; 11/8/2017	Bond Counsel; Caleb Bell, Rob McCarthy, Bill Conard
Toledo-Lucas County Port Authority	Special Obligation Lease Purchase Bonds, Series 2017 (Double Bowler Project); \$1,596,000; 7/12/2017	Bond Counsel; Caleb Bell, Sarah O'Dea, Shannon Martin, Bill Conard

Ohio Port Authority Bond Fund Experience

Having worked with dozens of Ohio port authorities, our familiarity with ORC Chapter 4582 cannot be overstated. Our experience touches all aspects of the law: providing advice on forming port authorities,

serving as general counsel to port authorities, and advising on port authority procurement and the proprietary activities of port authorities. Notably, we drafted the indenture currently used by the Dayton-Montgomery County Port Authority for its Southwest Ohio Bond Fund Program and served as bond counsel on the first transaction issued under that indenture. Having covered nearly every issue facing a variety of port authorities, we have earned the trust of both Ohio's newest and smallest port authorities as well as the oldest and largest port authorities, becoming one of the state's leading law firms in port authority law. We have served as bond counsel on 86 such issues in the past five years. The table below lists some representative examples.

Issuer	Project Description, Par Amount; Date of Issuance	Firm's Role; Bricker Counsel
Dayton-Montgomery County Port Authority	Development Revenue Bonds (Southwest Ohio Regional Bond Fund) Series 2020D (Yankee Trace Randall Residence Project); \$6,145,000; 9/2/2020	Bond Counsel; Caleb Bell, Colin Kalvas, Bill Conard
Dayton-Montgomery County Port Authority	Development Revenue Bonds (Southwest Ohio Regional Bond Fund) Series 2020B (PACE Projects); \$3,700,000; 4/23/2020	Bond Counsel; Caleb Bell, Colin Kalvas
Dayton-Montgomery County Port Authority	Development Revenue Bonds (Southwest Ohio Regional Bond Funds) Series 2020A (Dayton Arcade Project); \$2,835,000; 2/13/2020	Bond Counsel; Caleb Bell, Rob McCarthy
Dayton-Montgomery County Port Authority	Tax-Exempt Development Revenue Bonds (Southwest Ohio Regional Bond Fund) Series 2017C (Yankee Trace Randall Residence Project); \$5,500,000; 12/1/2017	Bond Counsel; Caleb Bell, Colin Kalvas, Bill Conard
Dayton-Montgomery County Port Authority	Taxable Development Revenue Bonds (Southwest Ohio Regional Bond Fund), Series 2017A (Dayton Regional ESID - Social Row Transitional Center Project); \$3,090,000; 3/1/2017	Bond Counsel; Caleb Bell, Colin Kalvas
Dayton-Montgomery County Port Authority	Taxable Development Revenue Bonds (Southwest Ohio Regional Bond Fund), Series 2016A (Dayton Regional Energy Special Improvement District, Inc. - Delco Project); \$3,810,000; 7/26/2016	Bond Counsel; Caleb Bell, Colin Kalvas
Port Authority of Allen County	Refunding Bonds, Series 2021 (University of Northwestern Ohio Project); \$15,660,000; 4/1/2021	Bond Counsel; Sarah O'Dea, Bill Conard
Warren County Port Authority	Special Obligation Revenue Bonds (Ohio Communities Accelerator Fund), Series 2020C (Clearcreek Township Project); \$8,600,000; 11/24/2020	Bond Counsel; Sarah O'Dea, Shannon Martin, Bill Conard
Toledo-Lucas County Port Authority	Revenue Bond (Reserve Fund Bond) Series 2020; \$7,000,000; 10/28/2020	Bond Counsel; Caleb Bell, Colin Kalvas
Heath-Newark-Licking County Port Authority	Taxable Development Lease Revenue Bonds Series 2020 (TPA Phase 2 Project); \$76,000,000; 10/16/2020	Bond Counsel; Caleb Bell

Toledo-Lucas County Port Authority	Property Assessed Clean Energy Financing (Hilton Garden Inn PACE Project); \$9,500,000; 10/15/2020	Bond Counsel; Caleb Bell, Colin Kalvas
Cleveland-Cuyahoga County Port Authority	Taxable Lease Revenue Bonds, Series 2020; \$9,500,000; 4/15/2020	Bond Counsel; Caleb Bell, Colin Kalvas, Bill Conard
Lancaster Port Authority	Lancaster Port Authority Gas Supply Revenue Refunding Bond, Series 2019; \$300,065,000; 5/21/2019	Bond Counsel; Caleb Bell, Bill Conard
Greene County Port Authority	Tax-Exempt Lease Revenue Bond, Series 2019A and Taxable Lease Revenue Bond, Series 2019B (Double Bowler Project); \$10,820,000; 1/10/2019	Bond Counsel; Caleb Bell, Shannon Martin, Bill Conard

PACE Financing Experience

Bricker's Economic Development team has been at the forefront of the burgeoning PACE market in Ohio, Kentucky, and nationally. Advising on PACE laws, PACE program structure and PACE projects throughout the country, we have gained national notoriety for our knowledge and experience within this specific area of law. We are Board Members of C-PACE Alliance and PACENation, we have been appointed as a Commercial PACE Working Group C-PACE Advisor by the United States Department of Energy, and we are regular speakers at national events. Our attorneys drafted Ohio's PACE financing statute and have served in nearly every single PACE financing in Ohio for hundreds of projects and over \$450 million in financing. Notably, our attorneys assisted in the formation of the Dayton Regional Energy Special Improvement District. The table below lists some representative examples.

Issuer	Project Description; Par Amount; Date of Issuance	Firm's Role; Bricker Counsel
Dayton Regional Energy Special Improvement District, Inc.	409 E. Monument Project; \$787,367; 12/20/2019	PACE legal counsel; Caleb Bell, Colin Kalvas
Dayton Regional Energy Special Improvement District, Inc.	Centermain Project; \$667,822; 8/29/2019	PACE legal counsel; Caleb Bell, Colin Kalvas
Dayton Regional Energy Special Improvement District, Inc.	Dayton Arcade Project; \$7,937,500; 4/25/2019	PACE legal counsel; Caleb Bell, Colin Kalvas
Dayton Regional Energy Special Improvement District, Inc.	Gateway Lofts; \$5,385,622; 11/26/2018	PACE legal counsel; Caleb Bell, Colin Kalvas
Dayton Regional Energy Special Improvement District, Inc.	1001 East 2nd Street, Dayton, Ohio Project; \$540,266; 2/21/2018	PACE legal counsel; Caleb Bell, Colin Kalvas
Dayton Regional Energy Special Improvement District, Inc.	1818 Brown Street Project; \$230,387; 12/29/2017	PACE legal counsel; Caleb Bell, Colin Kalvas
Dayton Regional Energy Special Improvement District, Inc.	535 E Third St Petros; \$1,164,021; 6/5/2020	PACE legal counsel; Caleb Bell, Colin Kalvas

Dayton Regional Energy Special Improvement District, Inc.	Riverside Claypool Project; \$885,000; 4/23/2020	PACE legal counsel; Caleb Bell, Colin Kalvas
Dayton Regional Energy Special Improvement District, Inc.	Springboro Tomco; \$975,000; 4/23/2020	PACE legal counsel; Caleb Bell, Colin Kalvas
Dayton Regional Energy Special Improvement District, Inc.	Oakwood Synagogue; \$1,345,000; 4/23/2020	PACE legal counsel; Caleb Bell, Colin Kalvas
Columbus Regional ESID	City of Grandview Heights; \$9,380,570; 4/7/2021	PACE legal counsel; Caleb Bell, Colin Kalvas
Columbus Regional ESID	City of Columbus; \$109,472,168; 1/4/2021	PACE legal counsel; Caleb Bell, Colin Kalvas
Columbus Regional ESID	City of Gahanna; \$865,532; 12/18/2020	PACE legal counsel; Caleb Bell, Colin Kalvas
City of Cincinnati, Ohio ESID	City of Cincinnati; \$13,402,871; 11/3/2020	PACE legal counsel; Caleb Bell, Colin Kalvas
Northwest Ohio Advanced Energy Improvement District	City of Toledo; \$19,891,990; 11/3/2020	PACE legal counsel; Caleb Bell, Colin Kalvas
Harpersfield Township ESID	Harpersfield Township; \$1,949,703; 11/3/2020	PACE legal counsel; Caleb Bell, Colin Kalvas
Canton ESID	City of Canton; \$26,700,000; 11/3/2020	PACE legal counsel; Caleb Bell, Colin Kalvas
Conneaut ESID	City of Conneaut; \$115,000; 8/4/2020	PACE legal counsel; Caleb Bell, Colin Kalvas
City of Hamilton (Butler County), Ohio ESID	City of Hamilton; \$32,020,000; 3/23/2020	PACE legal counsel; Caleb Bell, Colin Kalvas
Northwest Ohio Advanced Energy Improvement District	City of Maumee; \$2,165,000; 1/2/2020	PACE legal counsel; Caleb Bell, Colin Kalvas
Madison ESID	Village of Madison; \$1,000,000; 1/2/2020	PACE legal counsel; Caleb Bell, Colin Kalvas
Village of Fairfax, Ohio ESID	Village of Fairfax; \$226,500; 12/9/2019	PACE legal counsel; Caleb Bell, Colin Kalvas
Suburban Communities ESID	City of Blue Ash; \$3,287,474; 11/1/2019	PACE legal counsel; Caleb Bell, Colin Kalvas
Western Communities ESID	Green Township; \$5,539,462; 9/30/2019	PACE legal counsel; Caleb Bell, Colin Kalvas
Ohio Lake County Communities ESID	City of Eastlake; \$1,802,912; 9/19/2019	PACE legal counsel; Caleb Bell, Colin Kalvas

Suburban Communities ESID	City of Springdale; \$445,573; 9/18/2019	PACE legal counsel; Caleb Bell, Colin Kalvas
City of Beavercreek ESID	City of Beavercreek; 42,997,769; 9/9/2019	PACE legal counsel; Caleb Bell, Colin Kalvas
Eastern Communities ESID	Anderson Township; \$1,869,239; 7/1/2019	PACE legal counsel; Caleb Bell, Colin Kalvas
Middletown ESID	City of Middletown; \$390,000; 7/1/2019	PACE legal counsel; Caleb Bell, Colin Kalvas
Amelia Energy Special Improvement District, Inc.	Village of Amelia; \$6,400,000; 4/26/2019	PACE legal counsel; Caleb Bell, Colin Kalvas
Eastern Communities ESID	Village of Newtown; \$1,599,999; 3/28/2019	PACE legal counsel; Caleb Bell, Colin Kalvas
City of Fairlawn, Ohio ESID	City of Fairlawn; \$300,000; 1/2/2019	PACE legal counsel; Caleb Bell, Colin Kalvas

Consideration of Related Issues

Bricker is uniquely positioned to provide support for the Project. The firm has been instrumental in the establishment of the MCCFA. We worked with the City of Dayton and Montgomery County officials to advocate for adoption of the legislative authority permitting creation of the MCCFA, giving us unique insight into the enabling legislation for the authority and the objectives and priorities of its supporting community partners. We worked with the Board of the MCCFA in its early organizational formation, and bring insight into the operational and strategic priorities of the MCCFA through our on-going work as its general counsel.

Finally, we bring a passion for and commitment to the local community through our investment in our Dayton office location and through the many ways our Dayton office team members contribute to the community. We have extensive familiarity with project activity in the downtown Dayton market. For example, Bricker was instrumental in facilitating an innovative PACE financing structure as part of a collaboration of many private and public parties that worked to resurrect Dayton's historic Arcade.

As it relates specifically to the Project, we know that the pandemic has uniquely impacted the travel and convention industries in the past year. The MCCFA will need to address the many ways in which it is confronting and mitigating these various risk factors. We believe our firm is uniquely positioned to help with the disclosures around these risk factors given our existing insight into the organization. But more than that, we bring relationship and a breadth of experience to help the MCCFA leverage and capitalize on other funding and support opportunities to advance the Project and the success of the Dayton Convention Center.

Fee Estimates

Direct Placement of Capital Fund Investor or Bank – Special Obligation Revenue Bonds

Par Amount	Tax Exempt	Taxable
Less than \$10 million	\$25,000	\$20,000
\$11-\$20 million	\$30,000	\$25,000
\$21-\$30 million	\$35,000	\$30,000

Public Offering sold with a Rating, Insurance & Official Statement – Special Obligation Revenue Bonds

Par Amount	Tax Exempt	Taxable
Less than \$10 million	\$39,000	\$34,000
\$11-\$20 million	\$44,000	\$39,000
\$21-\$30 million	\$49,000	\$44,000

Bricker is committed to providing innovative fee arrangements to ensure that our services meet client needs. If selected to serve as bond counsel for the Project, we would work with MCCFA to establish a suitable fee arrangement for each transaction.

Regardless of the fee structure, we will use our resources judiciously to ensure that we meet MCCFA's budget for legal fees. For example, we regularly draw on our public finance analysts for document support when appropriate and utilize a document automation system where appropriate for standardized documents.

Diversity, Equity and Inclusion

At Bricker, we believe our commitment to excellence is synonymous with our commitment to diversity, equity, and inclusion in all its forms. This commitment requires thoughtful, deliberate and sustained action: If we are to maximize our abilities as a law firm, we must be more diverse, equitable, and inclusive. Our commitment must be more than stated, it must be demonstrated in our work with one another, with our clients, and with our community. We believe our people, and all the differences among us, are a tremendous asset that is the core of our success. We seek to treat people fairly and equally no matter what makes them unique, such as their gender, race, ethnicity, religion, socioeconomic status, sexual orientation, gender identity or expression; we seek to embrace multiple perspectives, backgrounds and interests in all facets of our community; we seek to cultivate an environment in which each individual feels safe, respected and valued.

Bricker & Eckler is one of 117 law firms across the U.S. participating in the Diversity Lab's Mansfield Rule annual certification process focused on tracking, increasing and sustaining diversity goals within leadership and governance roles, equity partner promotions, formal client pitch opportunities, and senior lateral positions. The firm anticipates achieving its first certification in July 2021.

Bricker also continuously sponsors ongoing training for attorneys and staff related to diversity and inclusion.

References

Megan N. Kilgore, City Auditor, City of Columbus
614.645.7615
mnkilgore@columbus.gov

Bricker has served the City of Columbus for nearly 30 years on matters including the issuance of general obligations bonds, bond financing and budgeting.

Michael Papadakis, SVP and CFO, The Ohio State University Office of Business and Finance
614.292.8520
papadakis.6@osu.edu

The Ohio State University has engaged Bricker as bond counsel for more than a quarter century relating to billions of dollars' worth of project finance.

Thomas J. Winston, President and CEO of the Toledo-Lucas County Port Authority
419.214.4185
twinston@toledoport.org

Bricker has served as bond counsel to the Toledo-Lucas County Port Authority for over 30 years. We have advised on a wide variety of tax-exempt and taxable bond financings using special revenues or the Port Authority's Northwest Ohio Bond Fund program. Notably, we advised on several transactions co-financed by the Toledo-Lucas County Port Authority and the Dayton-Montgomery County Port Authority such as a bond financing for the Dayton Regional STEM School and a PACE financing for the Top Of The Market event center.

Conflicts and Litigation

Our firm conducts a thorough conflicts check twice daily and in connection with each new client and matter. We currently have the privilege to represent MCCFA on several issues and confirmed through each of those issues that no conflicts exist at this time. We do serve as bond counsel from time to time to the Dayton-Montgomery County Port Authority (the "Port"). To the extent the Port's bond fund or PACE financing program is leveraged in connection with the Project, we will document appropriate conflict of interest waivers as needed. Should we successfully secure this bid for work with MCCFA, a full conflicts check will be conducted in connection with each issuance.

Conclusion

Thank you for the opportunity to expand our relationship with the MCCFA as you increase your activity within your jurisdiction. We intimately understand the importance of the work you do and know how to help you be both resourceful and effective. Our team looks forward to working together to move your goals forward.



Date: June 28, 2021

Account No: 7074-0116

To:

ASM Global C/o MCCFA

Dayton Convention Center-MCCFA

22 E. Fifth Street

Dayton, OH 45402

For: Cab Interior Finish Upgrade

One (1) Passenger Elevator-Back #21285

J&S Elev Vendor Material-Oracle Install

From:

Oracle Elevator Company

11138 Lushek Drive

Cincinnati, OH 45142

Steve Scott

Account Manager

Mobile: 513-773-5069

E-mail: steven.scott@oracleelevator.com

Oracle Elevator Company will provide the necessary labor and material for the following work to be completed:

CAB INTERIOR FINISH UPGRADE-BACK PASSENGER (ARMOR) ELEVATOR-21285

In accordance with the cab interior design specification provided in the email correspondence dated May, 2021, the following scope of work is proposed to perform the cab interior finish upgrade on the one (1) Back Passenger Elevator. The cab interior upgrade design will be completed in accordance with the attached SnapCab rendering/specification. The scope of work proposed is as follows:

1. **Removal**-Remove the existing cab interior finishes, including the suspended ceiling, side and rear wall panels, and handrails as necessary. Prep the existing cab shell to accept the new wall panels and ceiling attachments as required.
2. **Below Handrail Side & Rear Walls**-Install the vertical panels faced with a textured stainless steel finish-Random Swirl. The reveals between panels and in the corners will be satin stainless steel.
3. **Above Handrail Side & Rear Walls**-Install vertical panels faced with plastic laminate, WilsonArt Milano Quartz. The reveals between panels and in the corners will be satin stainless steel.
4. **Behind Handrail Side & Rear Walls**-Install a satin stainless steel panel, approximately 6" wide, behind the handrails and between the upper and lower wall panels.
5. **Base (toe kicks), Horizontal Reveals and Top Caps**-Install a satin stainless steel base with satin silver aluminum binders at the bottom of the panels, allowing for ventilation. Satin silver aluminum top cap with integrated pad hook channel above the panels. The visible panel edges near the door will be protected with satin silver aluminum binders.
6. **Ceiling & Perimeter Lighting**-Install a suspended island style ceiling, divided into nine (9) sections, each section with a panel surfaced with satin stainless steel with black shadow lines set into the surface. Each panel includes an LED downlight fixture, nine (9) total LED downlights.
7. **Handrail & Bumper Rail**-A 3" flat bar handrail with returned ends, will be installed on the side and rear walls. The handrail finish will be satin stainless steel.
8. **Car Door Panels and Door Sills**-No Change to the existing. The existing stainless steel finish will be cleaned and polished.
9. **Stationary Front Return Wall and Transom**-No change to the existing. The existing stainless steel finish will be cleaned and polished.



10. **Car Operating Panel**—No change to the existing features, devices or finishes.

Contract Price: \$23,986.00 Total Price

(Twenty-Three Thousand Nine Hundred Eighty-Six Dollars)

PAYMENT SCHEDULE

1. A downpayment in the amount of fifty percent (50%) of contract price must be submitted with the approved proposal. The final payment in the amount of the balance of fifty percent (50%) of the contract price is due upon completion.

TAXES, PERMITS, TESTING, AND FEES

TAXES AND PERMITS—No state or local taxes are included in the price indicated above. Where applicable, any necessary permits and tests are included.

WORKING HOURS

All work is based upon working during the normal working hours of the normal working days of the elevator trade. No overtime hours are included in the contract price.

ACCEPTANCE

A returned copy of this proposal, properly signed and dated and approved by Oracle Elevator shall constitute the contract between us and will be our authorization to order materials and schedule the work.

CONTACT

Please direct any questions or areas of concern to the undersigned.

It is understood that Oracle Elevator (the "Company") will arrange to install the material necessary to complete your job and shall be upon you or your authorized representative signing the final acceptance that the installation is satisfactory and complete. You agree to pay the Company the amount specified above which will cover the costs of labor and materials. Should it become necessary to collect any of the money due us under this agreement with you, through an attorney, then you shall pay all cost of collections, including a reasonable attorney's fee. Any changes made by you in the above specifications necessitating additional labor or materials shall not be included or covered by this proposal, but shall be provided for in a separate and additional signed agreement by both parties. There shall be no liability for delays due to causes beyond our control. Accounts in arrears thirty (30) days will be assessed a monthly service charge of 1.5% This proposal and payment agreement shall be the whole agreement between the parties and shall not be altered except by written agreement. In consideration of the performance of the services and the furnishing of the materials, it is expressly understood that the Company assumes no liability for accidents, injuries to persons or damage to property occurring on or near any part of the elevator system which is the subject of this Agreement regardless of the cause of any such accident, bodily injury or property damage and regardless of any negligence upon the part of the Company, its employees or officers. You agree to indemnify, defend, and hold harmless the Company, its officers, agents and employees from and against any and all claims, demand, suits and proceedings brought against the Company or its officers, directors, or employees of any nature whatsoever, including but not limited to claims and lawsuits for losses of any kind, property damage, personal injury or death that are alleged to have arisen from or alleged to be connected with the presence, use misuse, maintenance, installation, removal, manufacture, design, operation or condition of the equipment covered by this Agreement, specifically including claims or losses alleged or proved to have arisen from the partial or sole negligence of the Company or its officers, directors, or employees. You expressly agree to name Oracle Elevator as an additional named insured on your liability insurance policies. It is understood that the elevator, at all times, is owned by you and that you are solely responsible for its safe operation.



Proposed by:

X _____
(Signature)

Steve Scott
Account Manager
Oracle Elevator Company

Date: _____

Accepted by:

X _____
(Signature)

Name: _____
(Print)

Title: _____

Date: _____



Date: June 28, 2021

Account No: 7074-0116

To:

**ASM Global C/o MCCFA
Dayton Convention Center-MCCFA
22 E. Fifth Street
Dayton, OH 45402**

**For: Cab Interior Finish Upgrade
One (1) Passenger Elevator-Front #29554
J&S Elevator-Furnish and Install**

From:

**Oracle Elevator Company
11138 Lushek Drive
Cincinnati, OH 45142**

Steve Scott

Account Manager

Mobile: 513-773-5069

E-mail: steven.scott@oracleelevator.com

Oracle Elevator Company will provide the necessary labor and material for the following work to be completed:

CAB INTERIOR FINISH UPGRADE-FRONT PASSENGER (OTIS) ELEVATOR-29554

In accordance with the cab interior design specification provided in the email correspondence dated May, 2021, the following scope of work is proposed to perform the cab interior finish upgrade on the one (1) Front Passenger Elevator. The cab interior upgrade design will be completed in accordance with the attached SnapCab rendering/specification. The scope of work proposed is as follows:

1. **Removal**-Remove the existing cab interior finishes, including the suspended ceiling, side and rear wall panels, and handrails as necessary. Prep the existing cab shell to accept the new wall panels and ceiling attachments as required.
2. **Below Handrail Side & Rear Walls**-Install the vertical panels faced with a textured stainless steel finish-Random Swirl. The reveals between panels and in the corners will be satin stainless steel.
3. **Above Handrail Side & Rear Walls**-Install vertical panels faced with plastic laminate, WilsonArt Milano Quartz. The reveals between panels and in the corners will be satin stainless steel.
4. **Behind Handrail Side & Rear Walls**-Install a satin stainless steel panel, approximately 6" wide, behind the handrails and between the upper and lower wall panels.
5. **Base (toe kicks), Horizontal Reveals and Top Caps**-Install a satin stainless steel base with satin silver aluminum binders at the bottom of the panels, allowing for ventilation. Satin silver aluminum top cap with integrated pad hook channel above the panels. The visible panel edges near the door will be protected with satin silver aluminum binders.
6. **Ceiling & Perimeter Lighting**-Install a suspended island style ceiling, divided into nine (9) sections, each section with a panel surfaced with satin stainless steel with black shadow lines set into the surface. Each panel includes an LED downlight fixture, nine (9) total LED downlights.
7. **Handrail & Bumper Rail**-A 3" flat bar handrail with returned ends, will be installed on the side and rear walls. The handrail finish will be satin stainless steel.
8. **Car Door Panels and Door Sills**-No Change to the existing. The existing stainless steel finish will be cleaned and polished.
9. **Stationary Front Return Wall and Transom**-No change to the existing. The existing stainless steel finish will be cleaned and polished.



10. **Car Operating Panel**—No change to the existing features, devices or finishes.

Contract Price: \$25,890.00 Total Price

(Twenty-Five Thousand Eight Hundred Ninety Dollars)

PAYMENT SCHEDULE

1. A downpayment in the amount of fifty percent (50%) of contract price must be submitted with the approved proposal. The final payment in the amount of the balance of fifty percent (50%) of the contract price is due upon completion.

TAXES, PERMITS, TESTING, AND FEES

TAXES AND PERMITS—No state or local taxes are included in the price indicated above. Where applicable, any necessary permits and tests are included.

WORKING HOURS

All work is based upon working during the normal working hours of the normal working days of the elevator trade. No overtime hours are included in the contract price.

ACCEPTANCE

A returned copy of this proposal, properly signed and dated and approved by Oracle Elevator shall constitute the contract between us and will be our authorization to order materials and schedule the work.

CONTACT

Please direct any questions or areas of concern to the undersigned.

It is understood that Oracle Elevator (the "Company") will arrange to install the material necessary to complete your job and shall be upon you or your authorized representative signing the final acceptance that the installation is satisfactory and complete. You agree to pay the Company the amount specified above which will cover the costs of labor and materials. Should it become necessary to collect any of the money due us under this agreement with you, through an attorney, then you shall pay all cost of collections, including a reasonable attorney's fee. Any changes made by you in the above specifications necessitating additional labor or materials shall not be included or covered by this proposal, but shall be provided for in a separate and additional signed agreement by both parties. There shall be no liability for delays due to causes beyond our control. Accounts in arrears thirty (30) days will be assessed a monthly service charge of 1.5% This proposal and payment agreement shall be the whole agreement between the parties and shall not be altered except by written agreement. In consideration of the performance of the services and the furnishing of the materials, it is expressly understood that the Company assumes no liability for accidents, injuries to persons or damage to property occurring on or near any part of the elevator system which is the subject of this Agreement regardless of the cause of any such accident, bodily injury or property damage and regardless of any negligence upon the part of the Company, its employees or officers. You agree to indemnify, defend, and hold harmless the Company, its officers, agents and employees from and against any and all claims, demand, suits and proceedings brought against the Company or its officers, directors, or employees of any nature whatsoever, including but not limited to claims and lawsuits for losses of any kind, property damage, personal injury or death that are alleged to have arisen from or alleged to be connected with the presence, use misuse, maintenance, installation, removal, manufacture, design, operation or condition of the equipment covered by this Agreement, specifically including claims or losses alleged or proved to have arisen from the partial or sole negligence of the Company or its officers, directors, or employees. You expressly agree to name Oracle Elevator as an additional named insured on your liability insurance policies. It is understood that the elevator, at all times, is owned by you and that you are solely responsible for its safe operation.



Proposed by:

X _____
(Signature)

Steve Scott
Account Manager
Oracle Elevator Company

Date: _____

Accepted by:

X _____
(Signature)

Name: _____
(Print)

Title: _____

Date: _____



REMIT TO:
Elements IV Interiors
 Division of Space & Asset Management, Inc.
 3680 Wyse Rd. • Dayton, Ohio 45414
 Phone 937.918.1000 FAX 937.918.1001

PROPOSAL: DCC01B
 PROJECT#: 42-143
 DATE: 06/16/21
 VALID THRU: 07/31/21

PROPOSAL FOR:
 DAYTON CONVENTION CENTER
 22 E 5TH ST

INSTALL AT:
 DAYTON CONVENTION CENTER
 22 E 5TH ST

CONTACT NAME: PAM PLAGEMAN
 PH: 859-818-2411

CUSTOMER P.O.	CUSTOMER NO.	PAYMENT TERMS	SALESPERSON
	16183	UPON RECEIPT	00042 COURTNEY BURKE

#	QTY	PRODUCT	DESCRIPTION	SELL	EXTENDED
			*** GROUP FOR 1ST FLOOR ***		
1	6	89N3016TRDL	MARNIA, 30DIAX16H, TABLE, ROUND, LAMINATE	808.97	4,853.82
2	12	GBI.BH4	GOBI, MIDBACK LOUNGE CHAIR	872.08	10,464.96
3	6	HCBZ-FSS3-B RF	HC, BuzziSpace, BuzziFalls Standing, Three Screens, Birch Pattern, Felt	2,283.45	13,700.70
4	12	PAS.FS17.SS 3	PASEA 120 DEGREE INNER SEAT	1,299.76	15,597.12
5	6	PAS.FS2.BNS 1	PASEA SINGLE BENCH	520.08	3,120.48
6	15	PAS.XGV	PASEA Ganging Bracket, one pair of gangers to connect to the right or left side	22.88	343.20
7	1	LABOR	LABOR TO RECEIVE, DELIVER & INSTALL	1,092.00	1,092.00
			DOES NOT INCLUDE REMOVAL OF ANY EXISTING FURNITURE		
			*** SUBTOTAL FOR 1ST FLOOR ***		49,172.28
			*** GROUP FOR 2ND FLOOR ***		
8	24	1101.FT2.FC 1.S2.PS.ARO	Mika 30"Bar Stool, Wire Rod, Black, Plastic Seat	199.32	4,783.68
9	12	CP.AS1.SN1	COMPOSIUM, SHARP SEATING, CLUB 34H X 31W X 28D	1,188.44	14,261.28
10	12	86N307241WK N1L	STRASSA, 30DX72WX41H, WORK TABLE, NO MODESTY, BAR HT, HPL	2,043.26	24,519.12
11	6	NACEL2IQBB	ACCESSORIES,BRAIN BOX,INTERLINK IQ 2.0	238.52	1,431.12
12	12	NACG17BELPD 2IQS	ACCESSORIES, G17B INTERLINK IQ 2.0, POWER/USB, SILVER	219.39	2,632.68



REMIT TO:
Elements IV Interiors
 Division of Space & Asset Management, Inc.
 3680 Wyse Rd. • Dayton, Ohio 45414
 Phone 937.918.1000 FAX 937.918.1001

PROPOSAL: DCC01B
 PROJECT#: 42-143
 DATE: 06/16/21
 VALID THRU: 07/31/21

PROPOSAL FOR:
 DAYTON CONVENTION CENTER
 22 E 5TH ST

INSTALL AT:
 DAYTON CONVENTION CENTER
 22 E 5TH ST

CONTACT NAME: PAM PLAGEMAN
 PH: 859-818-2411

CUSTOMER P.O.	CUSTOMER NO.	PAYMENT TERMS	SALESPERSON
	16183	UPON RECEIPT	00042 COURTNEY BURKE

#	QTY	PRODUCT	DESCRIPTION	SELL	EXTENDED
13	1	LABOR	LABOR TO RECEIVE, DELIVER & INSTALL **DOES NOT INCLUDE REMOVAL OF ANY EXISTING FURNITURE** *** SUBTOTAL FOR 2ND FLOOR ***	1,456.00	1,456.00
14	1	DESIGN	DESIGN	1,200.00	1,200.00
DEPOSIT REQUIRED: 53,413.00				SUBTOTAL.....	95,708.16
				DESIGN.....	1,200.00
				INSTALLATION/WH	2,548.00
				SALES TAX....	7,369.19
				TOTAL	106,825.35

THANK YOU FOR YOUR BUSINESS. STANDARD ELEMENTS IV INTERIORS TERMS AND CONDITIONS APPLY.

PROPOSED BY: Courtney Burke
 AUTHORIZED BY: _____

DATE: 6/16/2021
 DATE: _____

Montgomery County Convention Facilities Authority
Evaluation Criteria
AE Firm Selection

1. Firm Qualifications

Qualifications and competence of the architect/engineer to perform the requested services as demonstrated by the design/technical capacity and experience of the team.

2. Staff Experience

Qualifications and competence of the assigned staff as demonstrated by the technical training, education and experience of the proposed personnel who would be assigned to perform the work. Experience of primary firms in working with each other.

3. Relevant Projects

Past performance and ability of the architect/engineering team to complete projects similar in type, size and scope. Emphasis of past project review should be placed on quality of work completed; ability to meet financial objectives and project schedules; quality of architectural design; effective engineering of systems; and success in achieving stated project goals and benchmarks.

4. Project Approach/ 90-Day Plan

- Acknowledgment that this assignment involves multiple tasks and phases over moderate period of time that depends largely on available funding
- Explanation of delivering services in a phased or task-assigned manner
- Detailed plan for interacting with the owner and operator in identifying and assessing the tasks to be addressed
- Methodology for prioritizing the tasks identified
- Scheduling and packaging of tasks
- Recommended delivery methods for various tasks identified
- Cost and budget considerations for the tasks identified
- Coordination efforts with ongoing repair/replacements/improvements
- Discuss repair/refurbish versus replacement considerations

**Montgomery County Convention Facilities Authority
Evaluation Committee Notecard
RFQ for Design Services**

MCCFA Operations Committee Review: June 23, 2021 Interview Observations

	LWC/LMN	TVS/Elevar
Firm Qualifications	<ul style="list-style-type: none"> Both Teams equally qualified Strong synergy between LWC and LMN Local Firm primary (LWC) Relevant projects identified 	<ul style="list-style-type: none"> Both Teams equally qualified Less synergy between TVS and Elevar National Firm primary (TVS) - noted they would “flip” roles if MCCFA preferred Relevant project identified
Staff Experience SBE/MBE/WBE Focus	<ul style="list-style-type: none"> Local point of contact identified with national focus/input Presentation card at each setting with designated team positions LWC was MBE until 2017 when City revenue thresholds were revised 	<ul style="list-style-type: none"> National point of contact identified with support from local team Local MBE – Chamber-certified companies would have project opportunities and partnership reporting
Relevant Projects	<ul style="list-style-type: none"> Combined 60 CCs projects noted Presented visuals and similarities to DCC challenges 	<ul style="list-style-type: none"> Combined 85 CCs projects noted Provided historical context for CC design evolution
90-Day Plan	<ul style="list-style-type: none"> Delivered a seamless approach to Master Plan Identified phases of stakeholder advocacy and weekly interaction with team Clear and precise methods – a lot of research and pre-planning provided in the interview on delivery 	<ul style="list-style-type: none"> Delivered a good approach to Master Plan Detailed large event “work around” Interesting concepts shown

12:08 AM

06/11/21

Montgomery County Convention Facilities Authority
Reconciliation Summary
Key Bank Operating, Period Ending 05/31/2021

	May 31, 21
Beginning Balance	318,449.40
Cleared Transactions	
Checks and Payments - 26 items	-194,232.63
Deposits and Credits - 15 items	240,712.76
Total Cleared Transactions	46,480.13
Cleared Balance	364,929.53
Uncleared Transactions	
Checks and Payments - 2 items	-10,860.00
Total Uncleared Transactions	-10,860.00
Register Balance as of 05/31/2021	354,069.53
New Transactions	
Checks and Payments - 11 items	-76,919.45
Total New Transactions	-76,919.45
Ending Balance	277,150.08

12:08 AM

06/11/21

Montgomery County Convention Facilities Authority

Reconciliation Detail

Key Bank Operating, Period Ending 05/31/2021

Type	Date	Num	Name	Clr	Amount	Balance
Beginning Balance						318,449.40
Cleared Transactions						
Checks and Payments - 26 items						
Check	4/18/2021	1041	Kelly Smith	X	-64.15	-64.15
Check	4/28/2021	1050	MCCFA	X	-5,000.00	-5,064.15
Check	5/4/2021	1054	Bricker and Eckler	X	-25,485.56	-30,549.71
Check	5/4/2021	1061	Hobart Service	X	-12,260.90	-42,810.61
Check	5/4/2021	1057	Peck Heating AC & ...	X	-6,602.00	-49,412.61
Check	5/4/2021	1059	Solid Blend WMS	X	-4,618.00	-54,030.61
Check	5/4/2021	1051	Ohio PERS	X	-3,876.93	-57,907.54
Check	5/4/2021	1055	LWC Incorporated	X	-3,000.00	-60,907.54
Check	5/4/2021	1063	Sign Dynamics	X	-2,647.50	-63,555.04
Check	5/4/2021	1052	Fraunfelter Account...	X	-1,600.00	-65,155.04
Check	5/4/2021	1062	Koorsen Fire and S...	X	-1,019.20	-66,174.24
Check	5/4/2021	1058	Moonlight Security I...	X	-722.43	-66,896.67
Check	5/4/2021	1060	A-1 Able Pest Doct...	X	-300.00	-67,196.67
Check	5/4/2021	1053	Kelly Smith	X	-123.09	-67,319.76
Check	5/13/2021	1064	Best Plumbing Spe...	X	-14,891.85	-82,211.61
Check	5/13/2021	1065	Harborlink Network ...	X	-8,043.50	-90,255.11
Check	5/13/2021	1067	U! Creative	X	-1,250.00	-91,505.11
Check	5/13/2021	1066	Grunder Landscaping	X	-1,020.00	-92,525.11
Check	5/13/2021	1068	Miami Industrial Tru...	X	-770.00	-93,295.11
Check	5/13/2021			X	-312.97	-93,608.08
Check	5/14/2021	1070	Payroll	X	-7,270.22	-100,878.30
Check	5/24/2021	debit	ACCE	X	-262.09	-101,140.39
Transfer	5/27/2021			X	-53,716.02	-154,856.41
Transfer	5/27/2021			X	-15,642.00	-170,498.41
Check	5/28/2021	0528...	KeyBank	X	-16,799.00	-187,297.41
Check	5/28/2021	1071	Payroll	X	-6,935.22	-194,232.63
Total Checks and Payments					-194,232.63	-194,232.63
Deposits and Credits - 15 items						
Deposit	5/3/2021			X	5,446.49	5,446.49
Deposit	5/4/2021			X	13,131.00	18,577.49
Deposit	5/4/2021			X	39,416.02	57,993.51
Deposit	5/5/2021			X	5,650.17	63,643.68
Deposit	5/5/2021			X	10,611.66	74,255.34
Deposit	5/6/2021			X	5,736.08	79,991.42
Deposit	5/7/2021			X	1,053.27	81,044.69
Deposit	5/11/2021			X	6,689.93	87,734.62
Deposit	5/11/2021			X	7,821.00	95,555.62
Deposit	5/21/2021			X	39,628.02	135,183.64
Deposit	5/24/2021			X	5,341.90	140,525.54
Deposit	5/24/2021			X	54,849.50	195,375.04
Deposit	5/25/2021			X	2,937.57	198,312.61
Deposit	5/25/2021			X	7,949.70	206,262.31
Deposit	5/28/2021			X	34,450.45	240,712.76
Total Deposits and Credits					240,712.76	240,712.76
Total Cleared Transactions					46,480.13	46,480.13
Cleared Balance					46,480.13	364,929.53
Uncleared Transactions						
Checks and Payments - 2 items						
Check	5/4/2021	1056	Oracle Elevator		-9,860.00	-9,860.00
Check	5/13/2021	1069	CBD Advisors		-1,000.00	-10,860.00
Total Checks and Payments					-10,860.00	-10,860.00
Total Uncleared Transactions					-10,860.00	-10,860.00
Register Balance as of 05/31/2021					35,620.13	354,069.53



KeyBank
P.O. Box 93885
Cleveland, OH 44101-5885

Public Sector Statement
May 31, 2021
page 1 of 4

359681593729

19 T 908 00000 R EM T1
MONTGOMERY COUNTY CONVENTION
FACILITIES AUTHORITY
ONE CHAMBER PLAZA
STE. A
DAYTON OH 45402-2426

Questions or comments?
Call our Key Business Resource Center
1-888-KEY4BIZ (1-888-539-4249)

KeyNotes

At KeyBank, we want to be sure that you are aware of any changes to your deposit account agreement and disclosures.

Our Real Time Payments (RTP) Deposit Agreement has been updated to state that all receiving accounts for RTP must be located in the United States. If you receive an RTP transaction on behalf of someone else, they must be a resident of or have an account that resides in the United States.

For consumer accounts, if you have questions, you can visit your local branch or call us at 1-800-KEY@YOU®.

For business accounts, if you have questions, you can speak to your Relationship Manager or call us at 800-821-2829.

For clients using a TDD/TTY device, please call 1-800-539-8336.

Public Transaction 359681593729
MONTGOMERY COUNTY CONVENTION
FACILITIES AUTHORITY

Beginning balance 4-30-21	\$318,449.40
15 Additions	+240,712.76
29 Subtractions	-193,919.65
Net fees and charges	-312.98
Ending balance 5-31-21	\$364,929.53

Additions

Deposits	Date	Serial #	Source	
	5-3		Forte 271859	✓ \$5,446.49
	5-4		Forte 271859	✓ 13,131.00
	5-5		Deposit Branch 0445 Ohio	✓ 39,416.02
	5-5		Deposit Branch 0445 Ohio	✓ 10,611.66
	5-5		Forte 271859	✓ 5,650.17
	5-6		Forte 271859	5,736.08

359681593729

Additions
(con't)

Deposits	Date	Serial #	Source	
	5-7		Forte 271859	✓ 1,053.27
	5-11		Deposit Branch 0445 Ohio	✓ 7,821.00
	5-11		Deposit Branch 0445 Ohio	✓ 6,689.93
	5-21		Forte 271859	✓ 39,628.02
	5-24		Deposit Branch 0447 Ohio	✓ 54,849.50
	5-24	953	Deposit Branch 0447 Ohio	✓ 5,341.90
	5-25		Forte 271859	✓ 2,937.57
	5-26		Forte 271859	✓ 7,949.70
	5-28		Deposit Branch 0448 Ohio	✓ 34,450.45
Total additions				\$240,712.76

Subtractions

Paper Checks

* check missing from sequence

Check	Date	Amount	Check	Date	Amount	Check	Date	Amount
✓ 1041	5-5	\$64.15	✓ 1057	5-10	6,602.00	✓ 1063	5-10	2,647.50
✓ *1050	5-6	5,000.00	✓ 1058	5-14	722.42	✓ 1064	5-21	14,891.85
✓ 1051	5-11	3,876.93	✓ 1059	5-21	4,618.00	✓ 1065	5-20	8,043.50
✓ 1052	5-5	1,600.00	✓ 1060	5-10	300.00	✓ 1066	5-19	1,020.00
✓ 1053	5-10	123.09	✓ 1061	5-10	12,260.90	✓ 1067	5-24	1,250.00
✓ 1054	5-10	25,485.56	✓ 1062	5-12	1,019.20	✓ 1068	5-19	770.00
✓ 1055	5-11	3,000.00						

Paper Checks Paid \$93,295.10

Withdrawals	Date	Serial #	Location	
	5-12		Montgomery Countnet Pay	\$6,143.60
	5-12		Montgomery Countimpoundtax	1,086.72
	5-12		Montgomery Countinvoice	39.90
	5-18		KeyBank Auto Pymt	16,799.00
	5-24		Agia Inc Acc Acce Insur	262.09
	5-26		Montgomery Countnet Pay	5,808.60
	5-26		Montgomery Countimpoundtax	1,086.72
	5-26		Montgomery Countinvoice	39.90

Transfers	Date	Serial #	Destination	
	5-27		Trf To DDA 0000359681617023 0101	\$53,716.02
	5-27		Trf To DDA 0000359681617023 0101	15,642.00
Total subtractions				\$193,919.65

Fees and charges

Date		Quantity	Unit Charge	
5-10-21	Apr Analysis Service Chg	1	312.98	-\$312.98
Fees and charges assessed this period				-\$312.98



KeyBank
P.O. Box 93885
Cleveland, OH 44101-5885

Public Sector Statement
May 31, 2021
page 1 of 3

359681617023

18 T 908 00000 R EM T1
MONTGOMERY COUNTY CONVENTION
FACILITIES AUTHORITY
DAYTON CC OPERATING ACCOUNT
ONE CHAMBER PLAZA
STE. A
DAYTON OH 45402-2426

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Public Transaction 359681617023
MONTGOMERY COUNTY CONVENTION
FACILITIES AUTHORITY
DAYTON CC OPERATING ACCOUNT

Beginning balance 4-30-21	\$100,002.09
10 Additions	+79,694.93
21 Subtractions	-56,485.99
Ending balance 5-31-21	\$123,211.03

Additions

Deposits	Date	Serial #	Source	
	5-3		Merchant Bankcd Deposit 498334039886	\$0.16 ✓
	5-10		Merchant Bankcd Deposit 498334039886	1,425.00 ✓
	5-17		Merchant Bankcd Deposit 498334039886	932.00 ✓
	5-17		Merchant Bankcd Deposit 498334039886	368.00 ✓
	5-18		Merchant Bankcd Deposit 498334039886	364.00 ✓
	5-24		Deposit Branch 0447 Ohio	4,952.75
	5-28		Customer Deposit	1,489.00

Advance Deposit
AAU Cash Deposit

359681617023

Additions
(con't)

Deposits	Date	Serial #	Source	
	5-28		Customer Deposit	Vir Cysk 806.00 depos
Transfers	Date	Serial #	Source	
	5-27		Trf Fr DDA 0000359681593729 0101	\$53,716.02
	5-27		Trf Fr DDA 0000359681593729 0101	15,642.00
Total additions				\$79,694.93

Subtractions

Paper Checks

* check missing from sequence

Check	Date	Amount	Check	Date	Amount	Check	Date	Amount
1000	5-17	\$99.00	1006	5-17	876.90	1012	5-17	4,803.53
1001	5-14	13,964.00	1007	5-17	103.50	1013	5-19	2,717.00
1002	5-17	728.00	1008	5-17	3,481.77	1014	5-18	1,375.42
1003	5-19	6,556.28	1009	5-20	2,290.60	*1016	5-19	2,351.08
1004	5-17	396.68	1010	5-20	4,300.50	1017	5-20	628.00
1005	5-19	793.00	1011	5-20	2,370.82	1018	5-17	452.84
						Paper Checks Paid		\$48,288.92

Withdrawals	Date	Serial #	Location	
	5-4		Merchant Bankcd Deposit 498334039886	\$29.93
	5-27		Adp Wage Pay Wage Pay 030070986131A7B	5,884.30
	5-27		Adp Tax Adp Tax 70A7B 052821A01	2,282.84
Total subtractions				\$56,485.99

Fees and charges

See your Account Analysis statement for details.

MCCFA Budget versus Actual - YTD 2021 through May*

	Jan-May*		
	Budget	Actual	Variance
Revenues	2021	2021	2021
City of Dayton Hotel Tax Contribution (1)	231,456		(231,456)
MCCFA Lodging Tax 3% (2)	1,227,859	291,172	(936,687)
Food and Beverage	337,808		(337,808)
Audio Visual			-
Events/Rental Income*	265,631	59,816	(205,815)
DCC Leases	92,664	15,642	(77,022)
Management Company Donation			
Other		2	
Total Revenues	2,155,418	366,632	(1,788,788)
Expenses			
Salary	140,000	59,231	80,769
Retirement	33,600	14,216	19,384
Medicare	2,030	853	1,177
Other Benefits	1,700	929	771
Assistant to ED (9m in 2021)	37,503	12,937	24,566
Office Related			-
Laptop	3,500	2,386	1,114
Supplies/COVID	2,000	5,936	(3,936)
Dues	10,000	660	9,340
Conferences and travel	10,000	716	9,284
Furniture		9,974	(9,974)
Website	5,000	1,250	3,750
Technology Software		3,049	(3,049)
Misc Convention Center items		5,007	(5,007)
Professional Services			-
Legal	90,000	84,956	5,044
Accounting	10,000	7,025	2,975
Audit	-		-
Mgmt Co (9m in 2021)	125,000		125,000
Hotel Tax Collection Expenses	36,836	15,086	21,750
Promotional Services/Advertising	20,000	1,250	18,750
Payroll and Bank Fees	5,000	1,785	3,215
Architectural Design		6,000	(6,000)
Other - CBD Advisors		1,000	(1,000)
Other- Energy Audit/Plants		1,961	(1,961)
Other - AV Services	5,000	4,461	539
Other - Facility Cleaning		3,460	(3,460)
Other - VM/Bev Selection assistance		7,609	(7,609)
Insurance			-
Directors and Officials	3,500		3,500
General Liability	25,000		25,000
Bonds	1,500		1,500
Convention Center Operation*	780,000	130,619	649,381
Special Assessments	65,000		65,000
City of Dayton Debt			-
Energy Conservation QCB			-
Principal	120,000		120,000
Interest	30,627		30,627
Contingency	50,000		50,000
Total Expenses	1,612,796	382,356	1,230,440
Net Change	542,622	(15,724)	(3,019,228)

* The information for the convention center expenses doesn't include May payments or deposits from the shared account with ASM currently.



FINANCIAL STATEMENTS
APRIL 30, 2021
Date Distributed: May 26, 2021



Distribution:

MCCFA:

Pam Plageman

Sean Fraunfelter

ASM Global:

John Page

Craig Liston

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Dayton Convention Center
Income Statement
For the Four Months Ending April 30, 2021

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
Event Income								
Direct Event Income								
Ancillary Income								
Other Event Income								
Other Operating Income								
Retail Shop	\$7,821	\$7,821	\$0	\$0	\$7,821	\$7,821	\$0	\$0
Total Other Operating Income	7,821	7,821	0	0	7,821	7,821	0	0
Adjusted Gross Income	7,821	7,821	0	0	7,821	7,821	0	0
Operating Expenses								
Salaries and Wages	10,596	14,167	(3,571)	0	10,596	14,167	(3,571)	0
Payroll Taxes and Benefits	1,060	3,307	(2,247)	0	1,060	3,307	(2,247)	0
Net Salaries and Benefits	11,655	17,474	(5,819)	0	11,655	17,474	(5,819)	0
Contracted Services	14,577	15,000	(423)	0	14,577	15,000	(423)	0
General and Administrative	496	297	199	0	496	297	199	0
Operations	126	0	126	0	126	0	126	0
Food & Beverage Expense	397	0	397	0	397	0	397	0
Repair and Maintenance	7,804	6,982	822	0	7,804	6,982	822	0
Operational Supplies	3,181	0	3,181	0	3,181	0	3,181	0
Utilities	6,556	6,556	0	0	6,556	6,556	0	0
Total Operating Expenses	44,793	46,309	(1,516)	0	44,793	46,309	(1,516)	0
Net Income(Loss) From Operations	(36,972)	(38,488)	1,516	0	(36,972)	(38,488)	1,516	0
Other Expenses								
Net Income (Loss)	(36,972)	(38,488)	1,516	0	(36,972)	(38,488)	1,516	0

Dayton Convention Center
Balance Sheet
For the Four Months Ending April 30, 2021

ASSETS

Current Assets

Cash	100,000
Account Receivable	7,821
Total Current Assets	<u><u>107,821</u></u>

Total Assets

107,821

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	33,138
Accrued Expenses	11,655
Total Current Liabilities	<u><u>44,793</u></u>

Other Liabilities

Equity

CY Funds Received From Authority	100,000
Current Year Equity	(36,972)
Total Equity	<u><u>63,028</u></u>
Total Liabilities and Equity	<u><u>107,821</u></u>

Dayton Convention Center
Balance Sheet Detail
For the Four Months Ending April 30, 2021

ASSETS

Cash and Investments

Cash - Operating	\$95,000
Petty Cash - Finance	500
Change Fund - Food & Beverage	4,500
Total Cash and Investments	<u>100,000</u>

Accounts Receivable

A/R	7,821
Total Accounts Receivable	<u>7,821</u>

Total Assets	<u>\$107,821</u>
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Dayton Convention Center
Balance Sheet Detail
For the Four Months Ending April 30, 2021

LIABILITIES

Accounts Payable	
A/P Control	27,751
A/P-Other	<u>5,387</u>
Total Accounts Payable	33,138
 Accrued Expenses	
Accrued Payroll	<u>11,655</u>
Total Accrued Expenses	11,655
 Equity	
CY Funds Received From Authority	100,000
Current Year Equity	<u>(36,972)</u>
Total Equity	63,028
 Total Liabilities and Equity	 <u>\$107,821</u>

Dayton Convention Center
Statement of Cash Flows
For the Four Months Ending April 30, 2021

	<u>April</u>	<u>Year to Date</u>
Cash Flow from Operations		
Excess of Operating Expense Before Operating Funding	(36,972)	(36,972)
Adjustments to Reconcile Excess of Operating expenses		
Before Operating Funding To Net Cash Provided By		
(Used In) Operating Activities		
Provision For Bad Debt	0	0
Changes in Operating Assets And Liabilities		
Accounts Receivable	(7,821)	(7,821)
Prepaid Expenses	0	0
Other Assets	0	0
Account Payable & Accrued Expenses	44,793	44,793
Deferred Income	0	0
Advance Deposits & Ticket Sales	0	0
Net Cash (Used In) Provided by Operating Activities	<u>36,972</u>	<u>36,972</u>
Cash Flows From Financing Activities		
Funding From The Authority	100,000	100,000
Equipment & Improvement Purchases to Be Funded By	0	0
The Authority		
Net Cash (Used In) Provided by Financing Activities	<u>100,000</u>	<u>100,000</u>
Net Increase/(Decrease) in Cash & Cash Equivalents	<u>100,000</u>	<u>100,000</u>
Cash & Cash Equivalents - Beginning of Period	<u>0</u>	<u>0</u>
Cash & Cash Equivalents - End of Period	<u><u>100,000</u></u>	<u><u>100,000</u></u>

**Dayton Convention Center
Other Operating Income Summary
For the Four Months Ending April 30, 2021**

	<u>Current Month Actual</u>	<u>Current Month Budget</u>	<u>Variance</u>	<u>Current Month Prior Year</u>	<u>Year to Date Actual</u>	<u>Year to Date Budget</u>	<u>Variance</u>	<u>Year to Date Prior Year</u>
Other Operating Income								
Retail Shop	\$7,821	\$7,821			\$7,821	\$7,821		
Total Other Operating Income	<u>7,821</u>	<u>7,821</u>			<u>7,821</u>	<u>7,821</u>		

Dayton Convention Center
Indirect Expenses Detail
For the Four Months Ending April 30, 2021
Executive

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
SALARIES AND WAGES								
Salaries Administration	\$8,173	\$10,417	(\$2,244)		\$8,173	\$10,417	(\$2,244)	
Total Salaries and Wages	8,173	10,417	(2,244)		8,173	10,417	(2,244)	
PAYROLL TAXES AND EMPLOYEE BENEFITS								
Payroll Taxes	817	1,042	(225)		817	1,042	(225)	
Benefits		1,050	(1,050)			1,050	(1,050)	
401 (k)		104	(104)			104	(104)	
Workers Compensation Insur.		313	(313)			313	(313)	
Vacation Expense		200	(200)			200	(200)	
Total Payroll Taxes and Employee Benefits	817	2,709	(1,892)		817	2,709	(1,892)	
NET SALARIES AND BENEFITS	8,990	13,126	(4,136)		8,990	13,126	(4,136)	
Total Department Expenses	8,990	13,126	(4,136)		8,990	13,126	(4,136)	

**Dayton Convention Center
Indirect Expenses Detail
For the Four Months Ending April 30, 2021
Operations**

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
CONTRACTED SERVICES								
Contracted Security	\$2,872	\$3,000	(\$128)		\$2,872	\$3,000	(\$128)	
Contracted Cleaning	11,705	12,000	(295)		11,705	12,000	(295)	
Total Contracted Services	14,577	15,000	(423)		14,577	15,000	(423)	
GENERAL AND ADMINISTRATIVE EXPENSES								
Computer Expense	496	297	199		496	297	199	
Total General and Administrative Expenses	496	297	199		496	297	199	
OPERATIONS EXPENSES								
Trash Removal	27		27		27		27	
Exterminating	99		99		99		99	
Total Operations Expenses	126		126		126		126	
REPAIRS AND MAINTENANCE								
Machinery & Equipment	822		822		822		822	
Maintenance Agreements	6,982	6,982			6,982	6,982		
Total Repairs and Maintenance	7,804	6,982	822		7,804	6,982	822	
OPERATIONAL SUPPLIES								
General Building Supplies	2,660		2,660		2,660		2,660	
Janitorial	521		521		521		521	
Total Operational Supplies	3,181		3,181		3,181		3,181	
Total Department Expenses	26,185	22,279	3,906		26,185	22,279	3,906	

**Dayton Convention Center
Indirect Expenses Detail
For the Four Months Ending April 30, 2021
Overhead**

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
UTILITIES								
Electricity	\$6,556	\$6,556	\$0		\$6,556	\$6,556	\$0	
Net Utilities	6,556	6,556	0		6,556	6,556	0	
Total Department Expenses	6,556	6,556	0		6,556	6,556	0	

**Dayton Convention Center
Indirect Expenses Detail
For the Four Months Ending April 30, 2021
Food & Beverage**

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
SALARIES AND WAGES								
Salaries Administration	\$2,423	\$3,750	(\$1,327)		\$2,423	\$3,750	(\$1,327)	
Total Salaries and Wages	2,423	3,750	(1,327)		2,423	3,750	(1,327)	
PAYROLL TAXES AND EMPLOYEE BENEFITS								
Payroll Taxes	242	375	(133)		242	375	(133)	
401 (k)		38	(38)			38	(38)	
Workers Compensation Insur.		113	(113)			113	(113)	
Vacation Expense		72	(72)			72	(72)	
Total Payroll Taxes and Employee Benefits	242	598	(356)		242	598	(356)	
NET SALARIES AND BENEFITS	2,665	4,348	(1,683)		2,665	4,348	(1,683)	
OPERATIONS EXPENSES								
Uniforms - F&B	397		397		397		397	
Total Operations Expenses	397		397		397		397	
Total Department Expenses	3,062	4,348	(1,286)		3,062	4,348	(1,286)	

Dayton Convention Center
Indirect Expenses Detail
For the Four Months Ending April 30, 2021
Total Company Indirect Expenses

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Variance	Year to Date Prior Year
SALARIES AND WAGES								
Salaries Administration	\$10,596	\$14,167	(\$3,571)		\$10,596	\$14,167	(\$3,571)	
Total Salaries and Wages	10,596	14,167	(3,571)		10,596	14,167	(3,571)	
PAYROLL TAXES AND EMPLOYEE BENEFITS								
Payroll Taxes	1,060	1,417	(357)		1,060	1,417	(357)	
Benefits		1,050	(1,050)			1,050	(1,050)	
401 (k)		142	(142)			142	(142)	
Workers Compensation Insur.		426	(426)			426	(426)	
Vacation Expense		272	(272)			272	(272)	
Total Payroll Taxes and Employee Benefits	1,060	3,307	(2,247)		1,060	3,307	(2,247)	
NET SALARIES AND BENEFITS	11,655	17,474	(5,819)		11,655	17,474	(5,819)	
CONTRACTED SERVICES								
Contracted Security	2,872	3,000	(128)		2,872	3,000	(128)	
Contracted Cleaning	11,705	12,000	(295)		11,705	12,000	(295)	
Total Contracted Services	14,577	15,000	(423)		14,577	15,000	(423)	
GENERAL AND ADMINISTRATIVE EXPENSES								
Computer Expense	496	297	199		496	297	199	
Total General and Administrative Expenses	496	297	199		496	297	199	
OPERATIONS EXPENSES								
Trash Removal	27		27		27		27	
Exterminating	99		99		99		99	
Uniforms - F&B	397		397		397		397	
Total Operations Expenses	523		523		523		523	
REPAIRS AND MAINTENANCE								
Machinery & Equipment	822		822		822		822	
Maintenance Agreements	6,982	6,982			6,982	6,982		
Total Repairs and Maintenance	7,804	6,982	822		7,804	6,982	822	
OPERATIONAL SUPPLIES								
General Building Supplies	2,660		2,660		2,660		2,660	
Janitorial	521		521		521		521	
Total Operational Supplies	3,181		3,181		3,181		3,181	
UTILITIES								
Electricity	6,556	6,556	0		6,556	6,556	0	
Net Utilities	6,556	6,556	0		6,556	6,556	0	
Total Department Expenses	44,793	46,309	(1,516)		44,793	46,309	(1,516)	

DAYTON CONVENTION CENTER
ACCOUNTS RECEIVABLES
BALANCE AS OF APRIL 30, 2021

Current Receivable

Conventions & Visitors Bureau	6,504.75
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Dayton Regional Manufacturing Association	<u>1,316.25</u>
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Total Current Receivables	\$ 7,821.00
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DAYTON CONVENTION CENTER
ACCOUNTS PAYABLE
BALANCE AS OF APRIL 30, 2021

Vendor Name	Balance Due
A-1 ABLE	99.00
Air Force One	6,982.00
Aryes Staffing	728.00
Dayton Power and Light Company	6,556.28
Happy Chef	396.68
HarborLink Network LTD	496.00
Miami Industrial Trucks	3,481.77
Moonlight Security	1,444.84
Professional Cleaning Services	4,300.50
Robinson's Janitorial & Floor Care Services	2,717.00
Roby Supply	521.41
Rumpke	27.48
MCCFA (for Moonlight Security & Prof Cleaning Services)	<u>5,386.97</u>
 TOTAL	 \$ 33,137.93

Montgomery County Convention Facilities Authority

Check Detail

May through June 2021

Type	Num	Date	Name	Account	Paid Amount
Check	debit	05/24/2021	ACCE	Key Bank Operating	
				Health Benefits	-262.09
Check	debit	06/03/2021	Cincinnati Insurance	Key Bank Operating	
				Insurance - Liability, D and O	-21,261.00
Check	1051	05/04/2021	Ohio PERS	Key Bank Operating	
				PERS Retirement	-3,876.93
Check	1052	05/04/2021	Fraunfelter Accounting Services	Key Bank Operating	
				Accounting Fees	-1,600.00
Check	1053	05/04/2021	Kelly Smith	Key Bank Operating	
				Supplies	-123.09
Check	1054	05/04/2021	Bricker and Eckler	Key Bank Operating	
				Legal Fees	-2,751.81
				Legal Fees	-2,300.00
				Legal Fees	-13,250.00
				Legal Fees	-7,183.75
					-25,485.56
Check	1055	05/04/2021	LWC Incorporated	Key Bank Operating	
				Outside Contract Services	-3,000.00
Check	1056	05/04/2021	Oracle Elevator	Key Bank Operating	
				Maintenance and Repairs	-9,860.00
Check	1057	05/04/2021	Peck Heating AC & Refig	Key Bank Operating	
				Maintenance and Repairs	-6,602.00
Check	1058	05/04/2021	Moonlight Security Inc.	Key Bank Operating	
				Security	-722.43
Check	1059	05/04/2021	Solid Blend WMS	Key Bank Operating	
				Maintenance and Repairs	-4,618.00
Check	1060	05/04/2021	A-1 Able Pest Doctors	Key Bank Operating	
				Maintenance and Repairs	-300.00
Check	1061	05/04/2021	Hobart Service	Key Bank Operating	
				Maintenance and Repairs	-12,260.90
Check	1062	05/04/2021	Koorsen Fire and Security	Key Bank Operating	
				Maintenance and Repairs	-1,019.20
Check	1063	05/04/2021	Sign Dynamics	Key Bank Operating	
				Equip Rental and Maintenance	-2,647.50
Check	1064	05/13/2021	Best Plumbing Specialists	Key Bank Operating	
				Maintenance and Repairs	-14,891.85
Check	1065	05/13/2021	Harborlink Network LTD	Key Bank Operating	
				Maintenance and Repairs	-8,043.50
Check	1066	05/13/2021	Grunder Landscaping	Key Bank Operating	
				Equip Rental and Maintenance	-1,020.00
Check	1067	05/13/2021	U! Creative	Key Bank Operating	
				Marketing	-1,250.00
Check	1068	05/13/2021	Miami Industrial Trucks	Key Bank Operating	

Montgomery County Convention Facilities Authority

Check Detail

May through June 2021

				Maintenance and Repairs	-770.00
Check	1069	05/13/2021	CBD Advisors	Key Bank Operating	
				Outside Contract Services	-1,000.00
Check	1070	06/02/2021	Oracle Elevator	Key Bank Operating	
				Maintenance and Repairs	-23,760.00
Check	1071	06/02/2021	Miami Industrial Trucks	Key Bank Operating	
				Maintenance and Repairs	-2,437.40
Check	1072	06/02/2021	Best Plumbing Specialists	Key Bank Operating	
				Maintenance and Repairs	-409.08
Check	1073	06/02/2021	Maxim Roofing	Key Bank Operating	
				Maintenance and Repairs	-2,155.00
Check	1074	06/02/2021	Ecolab	Key Bank Operating	
				Maintenance and Repairs	-635.17
Check	1075	06/02/2021	Air Force One	Key Bank Operating	
				Maintenance and Repairs	-4,077.19
Check	1076	06/02/2021	Ductz of S. Cincinnati	Key Bank Operating	
				Maintenance and Repairs	-11,450.00
Check	1077	06/02/2021	Select Fire Protection	Key Bank Operating	
				Maintenance and Repairs	-6,500.00
Check	1078	06/02/2021	Ohio PERS	Key Bank Operating	
				PERS Retirement	-2,584.61
Check	1079	06/02/2021	Fraunfelter Accounting Services	Key Bank Operating	
				Accounting Fees	-1,650.00
Check	1080	06/16/2021	Ecolab	Key Bank Operating	
				Maintenance and Repairs	-1,515.34
Check	1081	06/16/2021	NCR Corporation	Key Bank Operating	
				Equip Rental and Maintenance	-14,348.11
Check	1082	06/16/2021	Southtown Mechanical	Key Bank Operating	
				Maintenance and Repairs	-1,690.15
Check	1083	06/16/2021	Best Plumbing Specialists	Key Bank Operating	
				Maintenance and Repairs	-8,597.32
Check	1084	06/16/2021	LWC Incorporated	Key Bank Operating	
				Outside Contract Services	-2,000.00
				Outside Contract Services	-5,270.00
					-7,270.00
Check	1085	06/16/2021	Maxim Roofing	Key Bank Operating	
				Maintenance and Repairs	-10,775.00
Check	1086	06/16/2021	Kelly Smith	Key Bank Operating	
				Supplies	-76.04
Check	1087	06/16/2021	Hobart Service	Key Bank Operating	
				Maintenance and Repairs	-2,279.03
Check	1088	06/16/2021	Bricker and Eckler	Key Bank Operating	
				Legal Fees	-1,000.00
				Legal Fees	-700.00
				Legal Fees	-2,248.19

Montgomery County Convention Facilities Authority

Check Detail

May through June 2021

					-3,948.19
Check	1089	06/16/2021	CBD Advisors	Key Bank Operating	
				Contract Support Staff	-1,000.00
Check	1090	06/16/2021	Conventional Wisdom	Key Bank Operating	
				Outside Contract Services	-3,175.00
Check	1091	06/16/2021	The Painting Contractor	Key Bank Operating	
				Maintenance and Repairs	-13,535.00
				Maintenance and Repairs	-13,000.00
					-26,535.00
Check	1092	06/16/2021	Sign Dynamics	Key Bank Operating	
				Equip Rental and Maintenance	-435.00
Check	052821Key	05/28/2021	KeyBank	Key Bank Operating	
				Maintenance and Repairs	-13,883.00
				Conference, Convention, Meeting	-40.00
				Maintenance and Repairs	-631.51
				Supplies	-159.00
				Travel	-353.71
				Travel	-207.48
				Membership Dues	-69.00
				Meals	-105.99
				Equip Rental and Maintenance	-667.01
				Travel	-9.50
				Office Furniture	-359.66
				Facilities and Equipment	-313.08
				Supplies	-0.06
					-16,799.00

Certificate of the Total Amount from All Sources Available
For Expenditures and Balances
(Rev. Code, Sec 5705.36)

From the Board of Directors of Montgomery County Convention Facilities Authority, Montgomery County
Dayton, Ohio, as of July 1, 2021

To the Montgomery County Convention Facilities Authority of said County:

The following is the total amount from all sources available for expenditure for all funds as set up in the operating budget (no tax budget required under 5705.281) that exist at the end of the fiscal year.

Fund Type	Cash Balance 12/31/2020	Encumbrances 12/31/2020	Reserve Balance Amount	Advances not Repaid	Carryover Balance Available for Appropriation	Total Estimated Revenue from All Sources	Total Carryover Balance Plus Estimated Resources
Operating Fund	\$ 505,267	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 505,267
City of Dayton Funds (2021 collection starts)	-	-	-	-	-	231,456	231,456
Tax Collections	-	-	-	-	-	1,227,859	1,227,859
Other	-	-	-	-	-	1,178,447	1,178,447
Total All Funds	\$ 505,267	\$ -	\$ -	\$ -	\$ -	\$ 2,637,762	\$ 3,143,029

OFFICIAL CERTIFICATE OF ESTIMATED RESOURCES
(Rev. Code, Sec. 5705.36)

To the Board of Directors of the Montgomery County Convention Facilities Authority of Montgomery County, Ohio

The following is the amended official certificate of the estimated resources for the fiscal year beginning January 1, 2021, as revised the Montgomery County Convention Facilities Authority of Montgomery County, which shall govern the total appropriations made at any time during such fiscal year:

Fund Type	Unencumbered Balance 1/1/2021	Taxes	Other Sources	Total
Operating Fund	\$ 505,267	\$ -	\$ -	\$ 505,267
City of Dayton Funds (2021 collection starts)	-	-	231,456	231,456
Tax Collections	-	-	1,227,859	1,227,859
Other	-		1,178,447	1,178,447
	-			
	-		-	-
Total All Funds	\$ 505,267	\$ -	\$ 2,637,762	\$ 3,143,029

MONTGOMERY COUNTY CONVENTION FACILITIES AUTHORITY ANNUAL APPROPRIATION RESOLUTION

The Board of Directors of the Montgomery County Convention Facilities Authority in Montgomery County, Ohio met in regular session on the 1st day of July, 2021 at the Montgomery County, Ohio offices with the following members present:

_____ moved the adoption of the following Resolution:

BE IT RESOLVED by the Board of Directors of the Montgomery County Convention Facilities Authority, Montgomery County, Ohio, that to provide for the current expenses and other expenditures of said Board of Directors, during the fiscal year ending December 31, 2021, the following sums be and the same are hereby set aside and appropriated for the several purposes which expenditures are to be made for and during said fiscal year, as follows, viz:

_____ seconded the Resolution and the roll being called upon its adoption the vote resulted as follows:

Adopted 1-Jul-21

Montgomery County Convention Facilities Authority Fiscal Officer

That there be appropriated for OPERATING FUND:

OPERATING FUND

Personnel Services

Salary	140,000
Retirement	41,300
Medicare	2,030
Other Benefits	6,336
Assistant to ED (9m in 2021)	52,000

Purchased Services

Professional Services

Legal	90,000
Accounting	25,000
Contracted Employees for cleaning	5,000
Hotel Tax Collection Software	15,100
Hotel Tax Collection Fee - Forte (est \$60/m)	540
Promotional Services/Advertising	25,000
Payroll and Bank Fees	5,000
Other	5,000

Insurance

Directors and Officials	2,800
General Liability	85,275
Bonds	1,500
Additional Insurance Coverages (Cyber)	3,000

Convention Center Operation Balance

Wages and Benefits	573,495
Utilities	23,380
Repairs and Maintenance	106,444
Contracted Services	104,700
Other	302,680
ASM Venue Management - Food/Bev (4%)	68,582
ASM Venue Management - Base	80,000

Materials and Supplies

Office Related

Laptop	3,500
Supplies	3,000
COVID Supplies	10,000
Dues	10,000
Conferences and travel	10,000
Website	5,000

Other Expenses

Special Assessments	65,000
City of Dayton Debt	
Energy Conservation QCB	
Principal	120,000
Interest	30,627
Contingency	50,000

TOTAL OPERATING FUND

\$ 2,071,289

THE STATE OF OHIO, Montgomery COUNTY,

I, _____, Fiscal Officer of the Montgomery County Convention Facilities Authority, in Montgomery County, Ohio, and in whose custody the Files, Journals, and Records of said Board are required by the Laws of the State of Ohio to be kept, do hereby certify that the foregoing **Annual Appropriations Resolution** is taken and copies from the original resolution now on file with said Board, that the foregoing Resolution has been compared by me with the said original and that the same is a true and correct copy of thereof.

WITNESS my signature, this _____ day of _____, 21

ANNUAL APPROPRIATION RESOLUTION
BOARD OF DIRECTORS OF THE MONTGOMERY COUNTY CONVENTION FACILITIES AUTHORITY
Montgomery County, Ohio
Passed on July 1, 2021

For the Fiscal Year Ending
December 31, 2021

Filed on July 1, 2021

Montgomery County Convention Facilities Authority Board Chairperson

Montgomery County Convention Facilities Authority Fiscal Officer

Revised 2021 Budget - MCCFA

	Current 2021	Revised 2021	Change	
Revenues				
City of Dayton Hotel Tax Contribution (1)	231,456	231,456	-	
MCCFA Lodging Tax 3% (2)	1,227,859	1,227,859	-	
Food and Beverage	337,808	524,850	187,042	Updated per the ASM budget
Food & Beverage Direct Costs		(220,437)		Updated per the ASM budget
Food and Beverage - Pepsi Contribution		333	333	Updated per the ASM budget
Agreement Support funds		15,000		
Audio Visual		91,205	91,205	Updated per the ASM budget
Events/Rental Income (includes City held deposits)	265,631	161,695	(103,936)	Updated per the ASM budget
Rental Income allocated expenses		(27,080)		Updated per the ASM budget
DCC Leases	92,664	70,389	(22,275)	
ASM Contribution - Capital		500,000	500,000	
Other		62,492	62,492	Updated per the ASM budget
Total Revenues	2,155,418	2,637,762	714,861	
Expenses				
Personnel Services				
Salary	140,000	140,000	-	
Retirement	33,600	41,300	7,700	Includes Jennifer
Medicare	2,030	2,030	-	
Other Benefits	1,700	6,336	4,636	Includes Jennifer
Assistant to ED (9m in 2021)	37,503	52,000	14,497	Kelly and Jennifer
Purchased Services				
Professional Services			-	
Legal	90,000	90,000	-	
Accounting	10,000	25,000	15,000	
Contracted Employees for cleaning		5,000	5,000	
Hotel Tax Collection Software		15,100	15,100	
Hotel Tax Collection Fee - Forte (est \$60/m)	36,836	540	(36,296)	
Promotional Services/Advertising	20,000	25,000	5,000	
Payroll and Bank Fees	5,000	5,000	-	
Other	5,000	5,000	-	
Insurance			-	
Directors and Officials	3,500	2,800	(700)	
General Liability	25,000	85,275	60,275	
Bonds	1,500	1,500	-	
Additional Insurance Coverages (Cyber)		3,000		
Convention Center Operation Balance	780,000		354,281	Updated per the ASM budget
Wages and Benefits		573,495		
Utilities		23,380		
Repairs and Maintenance		106,444		
Contracted Services		104,700		
Other		302,680		
ASM Venue Management - Food/Bev (4%)		68,582		
ASM Venue Management - Base	125,000	80,000		
Materials and Supplies				
Office Related			-	
Laptop	3,500	3,500	-	
Supplies	2,000	3,000	1,000	
COVID Supplies		10,000	10,000	
Dues	10,000	10,000	-	
Conferences and travel	10,000	10,000	-	
Website	5,000	5,000	-	
Other Expenses				
Special Assessments	65,000	65,000	-	
City of Dayton Debt			-	
Energy Conservation QCB			-	
Principal	120,000	120,000	-	
Interest	30,627	30,627	-	
Contingency	50,000	50,000	-	
Total Expenses	1,612,796	2,071,289	455,493	
Net Income	542,622	566,473	259,368	



OPERATING BUDGET FOR YEAR ENDING DECEMBER 31, 2021



Distribution:

MCCFA:

Pam Plageman

Sean Fraunfelter

ASM Global:

John Page

Craig Liston

**DAYTON CONVENTION CENTER
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Dayton Convention Center
April 1, 2021 to December 31, 2021
Lead Income Statement

	Total
Event Income	
Direct Event Income	
Rental Income	133,965
Service Income	27,730
Service Expenses	(27,080)
Total Direct Event Income	134,615
Ancillary Income - Food & Beverage	
Gross F & B Concessions	50,650
Gross F & B Catering	474,200
F & B Cost of Goods Concessions	(21,273)
F & B Cost of Goods Catering	(199,164)
Net Food & Beverage Income	304,413
Other Ancillary Income	
Electrical	20,000
Audio Visual	51,200
Internet Services	4,950
Equipment Rental	15,055
Other Ancillary	-
Total Other Ancillary Income	91,205
Total Event Income	530,233
Other Operating Income	
Sponsorship Income	333
Other Income	\$ 62,492
Other Operating Income	62,825
Adjusted Gross Income	593,058
Operating Expenses	
Employee Salaries and Wages	438,037
Taxes & Benefits	135,458
Net Employee Wages and Benefits	573,495
Contracted Services	104,700
General and Administrative	48,640
Operations	6,500
Food & Beverage Expense	68,582
Repair & Maintenance	106,444
Supplies	44,000
Insurance	29,120
Utilities	233,800
SMG Management Fees	80,000
Total Operating Expenses	1,295,281
Net Income (Loss) From Operations	(702,223)
Other Income (Expenses)	-
Net Income After Other Income (Expenses)	(702,223)

Dayton Convention Center
April 1, 2021 to December 31, 2021
Lead Income Statement - Monthly

	1	2	3	4	5	6	7	8	9	10	11	12	
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Event Income													
Direct Event Income	-	-	-	-	-	-	-	-	-	-	-	-	-
Rental Income	-	-	-	-	25,940	7,900	29,625	11,500	16,960	16,040	10,000	16,000	133,965
Service Income	-	-	-	-	6,218	2,125	4,600	1,500	4,700	3,912	1,000	3,675	27,730
Service Expenses	-	-	-	-	(6,218)	(2,125)	(4,600)	(1,500)	(4,700)	(3,912)	(1,000)	(3,025)	(27,080)
Total Direct Event Income	-	-	-	-	25,940	7,900	29,625	11,500	16,960	16,040	10,000	16,650	134,615
Ancillary Income - Food & Beverage													
Gross F & B Concessions	-	-	-	-	6,650	6,500	17,500	5,000	-	-	5,000	10,000	50,650
Gross F & B Catering	-	-	-	-	-	-	57,200	64,250	95,000	157,750	20,000	80,000	474,200
F&B Cost of Goods - Concessions	-	-	-	-	(2,793)	(2,730)	(7,350)	(2,100)	-	-	(2,100)	(4,200)	(21,273)
F&B Cost of Goods - Catering	-	-	-	-	-	-	(24,024)	(26,985)	(39,900)	(66,255)	(8,400)	(33,600)	(199,164)
Net Food & Beverage Income	-	-	-	-	3,857	3,770	43,326	40,165	55,100	91,495	14,500	52,200	304,413
Other Ancillary Income													
Electrical Services	-	-	-	-	-	150	4,150	3,500	2,500	4,000	3,000	2,700	20,000
Audio Visual	-	-	-	-	1,000	2,000	12,500	6,000	10,000	9,200	6,000	4,500	51,200
Internet Services	-	-	-	-	-	-	1,350	450	1,350	1,350	450	-	4,950
Equipment Rental	-	-	-	-	3,035	425	2,000	1,000	3,500	1,275	1,500	2,320	15,055
Other Ancillary	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Other Ancillary Income	-	-	-	-	4,035	2,575	20,000	10,950	17,350	15,825	10,950	9,520	91,205
Total Event Income	-	-	-	-	33,832	14,245	92,951	62,615	89,410	123,360	35,450	78,370	530,233
Other Operating Income	-	-	-	7,821	7,863	7,863	6,546	6,546	6,546	6,546	6,546	6,546	62,825
Adjusted Gross Income	-	-	-	7,821	41,695	22,108	99,497	69,161	95,956	129,906	41,996	84,916	593,058
Operating Expenses													
Employee Salaries and Wages	-	-	-	14,167	45,833	50,416	50,416	50,416	50,416	50,416	50,416	75,541	438,037
Benefits	-	-	-	3,307	14,648	16,427	16,427	16,427	16,427	16,427	16,427	18,939	135,458
Less: Event Labor Allocations	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Employee Wages and Benefits	-	-	-	17,474	60,481	66,843	66,843	66,843	66,843	66,843	66,843	94,480	573,495
Contracted Services	-	-	-	15,000	11,125	11,225	11,225	11,225	11,225	11,225	11,225	11,225	104,700
General and Administrative	-	-	-	297	2,593	3,293	6,493	7,393	8,393	6,493	7,393	6,293	48,640
Operations	-	-	-	-	813	813	813	813	813	813	813	813	6,500
Food & Beverage Expense	-	-	-	-	1,266	1,260	8,931	7,569	14,006	25,494	3,000	7,056	68,582
Repair & Maintenance	-	-	-	6,982	12,433	12,433	12,433	12,433	12,433	12,433	12,433	12,431	106,444
Supplies	-	-	-	-	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	44,000
Insurance	-	-	-	-	-	4,160	4,160	4,160	4,160	4,160	4,160	4,160	29,120
Utilities	-	-	-	6,556	28,406	28,406	28,406	28,406	28,406	28,406	28,406	28,406	233,800
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
SMG Management Fees	-	-	-	-	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	80,000
Less: Expenses Allocated	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Operating Expenses	-	-	-	46,309	132,616	143,932	154,803	154,341	161,778	171,366	149,772	180,363	1,295,281
Net Income (Loss) From Operations	-	-	-	(38,488)	(90,921)	(121,824)	(55,306)	(85,180)	(65,822)	(41,460)	(107,776)	(95,447)	(702,223)

Dayton Convention Center
April 1, 2021 to December 31, 2021
DIRECT EVENT DETAIL

Event Date	Event Name	Event ID Number	Attendance	Events	Event Days	Total Rental Revenue	Total Billable Services	Total Service Expense	Direct Event Income	F&B Concessions Income	F&B Catering Income	Electrical Services Income	Audio Visual Income	Internet Services Income	Equipment Rental Income	Other Ancillary Income	Total Ancillary Income	Total Event Income
January																		
Total	January		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
February																		
Total	February		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
March																		
Total	March		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
April																		
Total	April		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
May																		
Sporting Events - 45																		
	Beyond the Stars	11347	600	1	3	4,200	1,550	(1,550)	4,200	377	-	-	-	-	300	-	677	4,877
	Ohio District AAU Championship	11422	700	1	2	8,650	1,750	(1,750)	8,650	1,740	-	-	-	-	1,310	-	3,050	11,700
	VIP Dance Competition	11448	900	1	3	7,490	1,743	(1,743)	7,490	1,740	-	-	500	-	1,200	-	3,440	10,930
	Turn It Up Dance		400	1	1	5,600	1,175	(1,175)	5,600	-	-	-	500	-	225	-	725	6,325
Total	Sporting Events - 45		2,600	4	9	25,940	6,218	(6,218)	25,940	3,857	-	-	1,000	-	3,035	-	7,892	33,832
Total	May		2,600	4	9	25,940	6,218	(6,218)	25,940	3,857	-	-	1,000	-	3,035	-	7,892	33,832
June																		
Sporting Events - 45																		
	NPC Julie Palmer Ultimate Showdown	11440	500	1	2	2,250	475	(475)	2,250	1,740	-	-	500	-	175	-	2,415	4,665
	Vicki Jo Dance Studio Recital		650	1	1	1,900	700	(700)	1,900	1,160	-	-	500	-	-	-	1,660	3,560
	Miami Valley Dance Center		300	1	1	1,000	300	(300)	1,000	-	-	-	500	-	-	-	500	1,500
	Hardrock MMA		500	1	2	2,750	650	(650)	2,750	870	-	150	500	-	250	-	1,770	4,520
Total	Sporting Events - 45		1,950	4	6	7,900	2,125	(2,125)	7,900	3,770	-	150	2,000	-	425	-	6,345	14,245
Total	June		1,950	4	6	7,900	2,125	(2,125)	7,900	3,770	-	150	2,000	-	425	-	6,345	14,245
July																		
Consumer / Public Shows - 15																		
	Gem City Comic Con	0	500	1	3	9,625	1,950	(1,950)	9,625	4,350	-	650	500	-	-	-	5,500	15,125
Total	Consumer / Public Shows - 15		500	1	3	9,625	1,950	(1,950)	9,625	4,350	-	650	500	-	-	-	5,500	15,125
Conventions - 25																		
	Wright Dialogue with Industry		300	1	4	-	650	(650)	-	-	21,576	500	6,000	450	-	-	28,526	28,526
Total	Conventions - 25		300	1	4	-	650	(650)	-	-	21,576	500	6,000	450	-	-	28,526	28,526
Meetings - 40																		
	Misc		500	2	4	10,000	1,000	(1,000)	10,000	-	11,600	1,000	4,000	900	1,000	-	18,500	28,500
Total	Meetings - 40		500	2	4	10,000	1,000	(1,000)	10,000	-	11,600	1,000	4,000	900	1,000	-	18,500	28,500
Sporting Events - 45																		
	Misc		1,600	2	4	10,000	1,000	(1,000)	10,000	5,800	-	2,000	2,000	-	1,000	-	10,800	20,800
Total	Sporting Events - 45		1,600	2	4	10,000	1,000	(1,000)	10,000	5,800	-	2,000	2,000	-	1,000	-	10,800	20,800
Total	July		2,900	6	15	29,625	4,600	(4,600)	29,625	10,150	33,176	4,150	12,500	1,350	2,000	-	63,326	92,951
August																		
Banquets - 10																		
	Jilani Wedding Reception	0	250	1	2	1,500	-	-	1,500	-	2,465	-	-	-	-	-	2,465	3,965
	Misc		300	1	2	-	500	(500)	-	-	29,000	500	2,000	-	-	-	31,500	31,500
Total	Banquets - 10		550	2	4	1,500	500	(500)	1,500	-	31,465	500	2,000	-	-	-	33,965	35,465
Meetings - 40																		
	Misc		500	1	2	5,000	500	(500)	5,000	-	5,800	1,000	2,000	450	500	-	9,750	14,750
Total	Meetings - 40		500	1	2	5,000	500	(500)	5,000	-	5,800	1,000	2,000	450	500	-	9,750	14,750
Sporting Events - 45																		
	Misc		1,000	1	2	5,000	500	(500)	5,000	2,900	-	2,000	2,000	-	500	-	7,400	12,400
Total	Sporting Events - 45		1,000	1	2	5,000	500	(500)	5,000	2,900	-	2,000	2,000	-	500	-	7,400	12,400
Total	August		2,050	4	8	11,500	1,500	(1,500)	11,500	2,900	37,265	3,500	6,000	450	1,000	-	51,115	62,615
September																		
Conventions - 25																		
	AV Tech/TETS		500	1	4	6,960	3,700	(3,700)	6,960	-	43,500	500	6,000	450	2,500	-	52,950	59,910
Total	Conventions - 25		500	1	4	6,960	3,700	(3,700)	6,960	-	43,500	500	6,000	450	2,500	-	52,950	59,910
Meetings - 40																		

Dayton Convention Center
April 1, 2021 to December 31, 2021
DIRECT EVENT DETAIL

Event Date	Event Name	Event ID Number	Attendance	Events	Event Days	Total Rental Revenue	Total Billable Services	Total Service Expense	Direct Event Income	F&B Concessions Income	F&B Catering Income	Electrical Services Income	Audio Visual Income	Internet Services Income	Equipment Rental Income	Other Ancillary Income	Total Ancillary Income	Total Event Income
	Misc		2,000	2	4	10,000	1,000	(1,000)	10,000	-	11,600	2,000	4,000	900	1,000	-	19,500	29,500
Total	Meetings - 40		2,000	2	4	10,000	1,000	(1,000)	10,000	-	11,600	2,000	4,000	900	1,000	-	19,500	29,500
Total	September		2,500	3	8	16,960	4,700	(4,700)	16,960	-	55,100	2,500	10,000	1,350	3,500	-	72,450	89,410
October																		
Banquets - 10																		
	Black Tie Alumni Weekend Gala Formal		300	1	1	1,200	912	(912)	1,200	-	5,220	-	-	-	-	-	5,220	6,420
	President's Club		500	1	2	-	300	(300)	-	-	5,075	-	500	-	275	-	5,850	5,850
	Central State University 2021 Homecoming		500	1	2	-	1,200	(1,200)	-	-	11,600	-	500	-	-	-	12,100	12,100
	NAACP Freedom Fund Banquet		1,000	1	1	-	-	-	-	-	23,200	-	1,700	-	-	-	24,900	24,900
	Misc		500	1	2	-	500	(500)	-	-	29,000	-	2,000	-	-	-	31,000	31,000
Total	Banquets - 10		2,800	5	8	1,200	2,912	(2,912)	1,200	-	74,095	-	4,700	-	275	-	79,070	80,270
Conventions - 25																		
	Johnny Appleseed		700	1	1	2,840	-	-	2,840	-	2,900	-	500	450	-	-	3,850	6,690
Total	Conventions - 25		700	1	1	2,840	-	-	2,840	-	2,900	-	500	450	-	-	3,850	6,690
Meetings - 40																		
	Misc		2,000	2	4	10,000	1,000	(1,000)	10,000	-	11,600	4,000	4,000	900	1,000	-	21,500	31,500
Total	Meetings - 40		2,000	2	4	10,000	1,000	(1,000)	10,000	-	11,600	4,000	4,000	900	1,000	-	21,500	31,500
Other - 60																		
	Alesha Walker, Alumni Mixer		1,000	1	1	2,000	-	-	2,000	-	2,900	-	-	-	-	-	2,900	4,900
Total	Other - 60		1,000	1	1	2,000	-	-	2,000	-	2,900	-	-	-	-	-	2,900	4,900
Total	October		6,500	9	14	16,040	3,912	(3,912)	16,040	-	91,495	4,000	9,200	1,350	1,275	-	107,320	123,360
November																		
Banquets - 10																		
	Amer Temple #107		350	1	1	-	-	-	-	-	5,800	-	-	-	-	-	5,800	5,800
Total	Banquets - 10		350	1	1	-	-	-	-	-	5,800	-	-	-	-	-	5,800	5,800
Meetings - 40																		
	Misc		500	1	2	5,000	500	(500)	5,000	-	5,800	1,000	2,000	450	500	-	9,750	14,750
Total	Meetings - 40		500	1	2	5,000	500	(500)	5,000	-	5,800	1,000	2,000	450	500	-	9,750	14,750
Sporting Events - 45																		
	Misc		1,000	1	2	5,000	500	(500)	5,000	2,900	-	2,000	4,000	-	1,000	-	9,900	14,900
Total	Sporting Events - 45		1,000	1	2	5,000	500	(500)	5,000	2,900	-	2,000	4,000	-	1,000	-	9,900	14,900
Total	November		1,850	3	5	10,000	1,000	(1,000)	10,000	2,900	11,600	3,000	6,000	450	1,500	-	25,450	35,450
December																		
Banquets - 10																		
	Misc		2,000	2	4	-	1,000	(1,000)	-	-	46,400	1,485	3,500	-	500	-	51,885	51,885
Total	Banquets - 10		2,000	2	4	-	1,000	(1,000)	-	-	46,400	1,485	3,500	-	500	-	51,885	51,885
Sporting Events - 45																		
	Ultimate Cheer Experience		300	1	2	6,000	1,675	(1,025)	6,650	2,900	-	500	500	-	520	-	4,420	11,070
	Regional Bid Event/Deep South		300	1	2	10,000	1,000	(1,000)	10,000	2,900	-	715	500	-	1,300	-	5,415	15,415
Total	Sporting Events - 45		600	2	4	16,000	2,675	(2,025)	16,650	5,800	-	1,215	1,000	-	1,820	-	9,835	26,485
Total	December		2,600	4	8	16,000	3,675	(3,025)	16,650	5,800	46,400	2,700	4,500	-	2,320	-	61,720	78,370
Total	\$		22,950	37	73	133,965	27,730	(27,080)	134,615	29,377	275,036	20,000	51,200	4,950	15,055	-	395,618	530,233

Dayton Convention Center
 April 1, 2021 to December 31, 2021
 OTHER INCOME

300

Account Title	Itemized Amounts / Descriptions	Budget
Sponsorship	Pepsi conversion fees \$500 a year for 5 yrs starting 5/1/21 \$ 333	\$ 333
Tenant Rental	CVB \$6,504.75 a month \$ 58,543 DMRA \$1,316.25 a month (April, May, June only) 3,949	\$ 62,492
300	April 1, 2021 to December 31, 2021	\$ 62,825

Dayton Convention Center
April 1, 2021 to December 31, 2021
OTHER INCOME
300-00

Acct#	Account Title	Budget	January	February	March	April	May	June	July	August	September	October	November	December	Total
60605	Sponsorship	333					42	42	42	42	42	42	42	42	333
61606	Tennant Rental	62,492				7,821	7,821	7,821	6,505	6,505	6,505	6,505	6,505	6,505	62,492
	300-00	\$ 62,825	\$ -	\$ -	\$ -	\$ 7,821	\$ 7,863	\$ 7,863	\$ 6,546	\$ 6,546	\$ 6,546	\$ 6,546	\$ 6,546	\$ 6,546	\$ 62,825

Dayton Convention Center
April 1, 2021 to December 31, 2021
EXECUTIVE DEPARTMENT

801-00

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
70005	Salaries Administration	\$ 93,753	\$ 93,753
70710	Bonus - General	\$ 18,750	\$ 18,750
71005	Payroll Taxes	\$ 11,253	\$ 11,253
71105	Benefits	\$ 9,450	\$ 9,450
71205	401 (k)	\$ 938	\$ 938
71505	Workers Compensation Insur.	\$ 2,813	\$ 2,813
71705	Vacation Expense	\$ 1,803	\$ 1,803
73010	Professional Fees - Legal	\$ 3,000	\$ 3,000
73055	Meals & Entertainment	\$ 1,000	\$ 1,000
73060	Meetings & Conventions	\$ 2,000	\$ 2,000
73065	Dues & Subscriptions	\$ 500	\$ 500
801-00			
April 1, 2021 to December 31, 2021			\$ 145,260

Dayton Convention Center
April 1, 2021 to December 31, 2021
EXECUTIVE DEPARTMENT
801-00

Account Title	Budget	January	February	March	April	May	June	July	August	September	October	November	December	Total
Salaries Administration	\$ 93,753				\$ 10,417	\$ 10,417	\$ 10,417	\$ 10,417	\$ 10,417	\$ 10,417	\$ 10,417	\$ 10,417	\$ 10,417	\$ 93,753
Bonus - General	18,750												18,750	18,750
Payroll Taxes	11,253				1,042	1,042	1,042	1,042	1,042	1,042	1,042	1,042	1,042	11,253
Benefits	9,450				1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	9,450
401 (k)	938				104	104	104	104	104	104	104	104	104	938
Workers Compensation Insur.	2,813				313	313	313	313	313	313	313	313	313	2,813
Vacation Expense	1,803				200	200	200	200	200	200	200	200	200	1,803
Professional Fees - Legal	3,000						500	500	500	500	500	500		3,000
Meals & Entertainment	1,000							167	167		167	167	167	1,000
Meetings & Conventions	2,000									1,000		1,000		2,000
Dues & Subscriptions	500							83	83	83	83	83	83	500
Total	\$ 145,260	\$ -	\$ -	\$ -	\$ 13,126	\$ 13,126	\$ 13,626	\$ 13,876	\$ 13,876	\$ 14,876	\$ 13,876	\$ 14,876	\$ 34,001	\$ 145,260

Dayton Convention Center
April 1, 2021 to December 31, 2021
FINANCE DEPARTMENT

802-00

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
70005	Salaries Administration	\$ 46,664	\$ 46,664
71005	Payroll Taxes	\$ 4,664	\$ 4,664
71105	Benefits	\$ 8,400	\$ 8,400
71205	401 (k)	\$ 467	\$ 467
71505	Workers Compensation Insur.	\$ 1,400	\$ 1,400
71705	Vacation Expense	\$ 897	\$ 897
73120	Payroll Processing	\$ 6,000	\$ 6,000
73275	Computer Expense	\$ 6,000	\$ 6,000
802-00 April 1, 2021 to December 31, 2021			\$ 74,492

Dayton Convention Center
April 1, 2021 to December 31, 2021
FINANCE DEPARTMENT

802-00

Account Title	Budget	January	February	March	April	May	June	July	August	September	October	November	December	Total
Salaries Administration	\$ 46,664					\$ 5,833	\$ 5,833	\$ 5,833	\$ 5,833	\$ 5,833	\$ 5,833	\$ 5,833	\$ 5,833	\$ 46,664
Payroll Taxes	4,664					583	583	583	583	583	583	583	583	4,664
Benefits	8,400					1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	8,400
401 (k)	467					58	58	58	58	58	58	58	58	467
Workers Compensation Insur.	1,400					175	175	175	175	175	175	175	175	1,400
Vacation Expense	897					112	112	112	112	112	112	112	112	897
Payroll Processing	6,000							1,000	1,000	1,000	1,000	1,000	1,000	6,000
Computer Expense	6,000							1,000	1,000	1,000	1,000	1,000	1,000	6,000
Total	\$ 74,492	\$ -	\$ -	\$ -	\$ -	\$ 7,812	\$ 7,812	\$ 9,812	\$ 9,812	\$ 9,812	\$ 9,812	\$ 9,812	\$ 9,812	\$ 74,492

Dayton Convention Center
April 1, 2021 to December 31, 2021
SALES DEPARTMENT

803-00

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
70005	Salaries Administration	\$ 32,081	\$ 32,081
71005	Payroll Taxes	\$ 3,206	\$ 3,206
71105	Benefits	\$ 7,350	\$ 7,350
71205	401 (k)	\$ 321	\$ 321
71505	Workers Compensation Insur.	\$ 962	\$ 962
71705	Vacation Expense	\$ 617	\$ 617
73055	Meals & Entertainment	\$ 1,000	\$ 1,000
73060	Meetings & Conventions	\$ 1,000	\$ 1,000
73065	Dues & Subscriptions	\$ 500	\$ 500
73130	Advertising	\$ 3,000	\$ 3,000
73210	Printing Marketing	\$ 1,000	\$ 1,000
73215	Promotional Supplies	\$ 3,000	\$ 3,000
803-00 April 1, 2021 to December 31, 2021			\$ 54,037

E

Dayton Convention Center
April 1, 2021 to December 31, 2021
SALES DEPARTMENT

803-00

Account Title	Budget	January	February	March	April	May	June	July	August	September	October	November	December	Total
Salaries Administration	\$ 32,081						\$ 4,583	\$ 4,583	\$ 4,583	\$ 4,583	\$ 4,583	\$ 4,583	\$ 4,583	\$ 32,081
Payroll Taxes	3,206						458	458	458	458	458	458	458	3,206
Benefits	7,350						1,050	1,050	1,050	1,050	1,050	1,050	1,050	7,350
401 (k)	321						46	46	46	46	46	46	46	321
Workers Compensation Insur.	962						137	137	137	137	137	137	137	962
Vacation Expense	617						88	88	88	88	88	88	88	617
Meals & Entertainment	1,000							167	167	167	167	167	167	1,000
Meetings & Conventions	1,000								1,000					1,000
Dues & Subscriptions	500							83	83	83		83	83	500
Advertising	3,000										1,000	1,000	1,000	3,000
Printing Marketing	1,000								1,000					1,000
Promotional Supplies	3,000							1,000	1,000	1,000				3,000
Total	\$ 54,037	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,362	\$ 7,612	\$ 8,612	\$ 8,612	\$ 7,612	\$ 7,612	\$ 7,612	\$ 54,037

Dayton Convention Center
April 1, 2021 to December 31, 2021
EVENT MANAGEMENT DEPARTMENT
824-00

Account Title	Itemized Amounts / Descriptions	Budget
Salaries Administration	\$ 80,000	\$ 80,000
Payroll Taxes	\$ 8,000	\$ 8,000
Benefits	\$ 16,800	\$ 16,800
401 (k)	\$ 800	\$ 800
Workers Compensation Insur.	\$ 2,400	\$ 2,400
Vacation Expense	\$ 1,538	\$ 1,538
824-00	April 1, 2021 to December 31, 2021	\$ 109,538

Dayton Convention Center
April 1, 2021 to December 31, 2021
EVENT MANAGEMENT DEPARTMENT
824-00

Account Title	Budget	January	February	March	April	May	June	July	August	September	October	November	December	Total
Salaries Administration	\$ 80,000					\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 80,000
Payroll Taxes	8,000					1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	8,000
Benefits	16,800					2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	16,800
401 (k)	800					100	100	100	100	100	100	100	100	800
Workers Compensation Insur.	2,400					300	300	300	300	300	300	300	300	2,400
Vacation Expense	1,538					192	192	192	192	192	192	192	192	1,538
Total	\$ 109,538	\$ -	\$ -	\$ -	\$ -	\$ 13,692	\$ 13,692	\$ 13,692	\$ 13,692	\$ 13,692	\$ 13,692	\$ 13,692	\$ 13,692	\$ 109,538

Dayton Convention Center
April 1, 2021 to December 31, 2021
OPERATIONS DEPARTMENT
805-00

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
70005	Salaries Administration	\$ 96,664	\$ 96,664
71005	Payroll Taxes	\$ 9,664	\$ 9,664
71105	Benefits	\$ 16,800	\$ 16,800
71205	401 (k)	\$ 967	\$ 967
71505	Workers Compensation Insur.	\$ 2,900	\$ 2,900
71705	Vacation Expense	\$ 1,859	\$ 1,859
72005	Contracted Security	\$ 72,000	\$ 72,000
72105	Contracted Cleaning	\$ 32,000	\$ 32,000
73275	Computer Expense	Dude Solutions \$800, Harbor link \$297/mon Misc, Venue Ops \$1,333.33 \$ 3,473 12,667	\$ 16,140
74010	Trash Removal	\$ 5,200	\$ 5,200
74045	Exterminating Service	\$ 800	\$ 800
74075	Medical First Aid	\$ 500	\$ 500
75100	Machinery & Equipment R&M	\$ 20,000	\$ 20,000
75105	Maintenance Agreements	HVAS (Air Force 1) \$ 62,838 Elevator/Escalator (Oracle) \$ 22,500 Fire & Alarm monitoring (Shiver Security) 1,106	\$ 86,444
76005	General Building Supplies	\$ 10,000	\$ 10,000
76065	Plumbing	\$ 1,000	\$ 1,000
76080	First Aid	\$ 500	\$ 500
76115	Janitorial Supplies	\$ 28,500	\$ 28,500
76140	Uniforms	\$ 4,000	\$ 4,000
805-00		April 1, 2021 to December 31, 2021	\$ 405,938

Dayton Convention Center
April 1, 2021 to December 31, 2021
OPERATIONS DEPARTMENT
805-00

Account Title	Budget	January	February	March	April	May	June	July	August	September	October	November	December	Total
Salaries Administration	\$ 96,664					\$ 12,083	\$ 12,083	\$ 12,083	\$ 12,083	\$ 12,083	\$ 12,083	\$ 12,083	\$ 12,083	\$ 96,664
Payroll Taxes	9,664					1,208	1,208	1,208	1,208	1,208	1,208	1,208	1,208	9,664
Benefits	16,800					2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	16,800
401 (k)	967					121	121	121	121	121	121	121	121	967
Workers Compensation Insur.	2,900					363	363	363	363	363	363	363	363	2,900
Vacation Expense	1,859					232	232	232	232	232	232	232	232	1,859
Contracted Security	72,000				3,000	8,625	8,625	8,625	8,625	8,625	8,625	8,625	8,625	72,000
Contracted Cleaning	32,000				12,000	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	32,000
Computer Expense	16,140				297	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	16,140
Trash Removal	5,200					650	650	650	650	650	650	650	650	5,200
Exterminating Service	800					100	100	100	100	100	100	100	100	800
Medical First Aid	500					63	63	63	63	63	63	63	63	500
Machinery & Equipment R&M	20,000					2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	20,000
Maintenance Agreements	86,444				6,982	9,933	9,933	9,933	9,933	9,933	9,933	9,933	9,933	86,444
General Building Supplies	10,000					1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	10,000
Plumbing	1,000					125	125	125	125	125	125	125	125	1,000
First Aid	500					63	63	63	63	63	63	63	63	500
Janitorial Supplies	28,500					3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	28,500
Uniforms	4,000					500	500	500	500	500	500	500	500	4,000
Total	\$ 405,938	\$ -	\$ -	\$ -	\$ 22,279	\$ 47,958	\$ 47,958	\$ 47,958	\$ 47,958	\$ 47,958	\$ 47,958	\$ 47,958	\$ 47,958	\$ 405,938

Dayton Convention Center
April 1, 2021 to December 31, 2021
OVERHEAD DEPARTMENT

810-00

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
72305	Contracted Armor Car Service	\$ 700	\$ 700
73035	Bank Service Charges	\$ 2,000	\$ 2,000
73100	Office Supplies	\$ 2,000	\$ 2,000
73105	Printing & Stationary	\$ 500	\$ 500
77035	General Liability Insurance	\$ 29,120	\$ 29,120
78005	Electricity	\$ 150,000	\$ 150,000
78105	Natural Gas	\$ 60,000	\$ 60,000
78205	Telephone Usage	\$ 6,400	\$ 6,400
78305	Water & Sewage	\$ 17,400	\$ 17,400
80005	Base Fee	\$ 80,000	\$ 80,000
810-00 April 1, 2021 to December 31, 2021			\$ 348,120

Dayton Convention Center
April 1, 2021 to December 31, 2021
OVERHEAD DEPARTMENT
810-00

Account Title	Budget	January	February	March	April	May	June	July	August	September	October	November	December	Total
Contracted Armored Car Service	700						100	100	100	100	100	100	100	700
Bank Service Charges	2,000					300	500	200	100	100	200	100	500	2,000
Office Supplies	2,000					250	250	250	250	250	250	250	250	2,000
Printing & Stationary	500					63	63	63	63	63	63	63	63	500
General Liability Insurance	29,120						4,160	4,160	4,160	4,160	4,160	4,160	4,160	29,120
Electricity	150,000				6,556	17,931	17,931	17,931	17,931	17,931	17,931	17,931	17,931	150,000
Natural Gas	60,000					7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	60,000
Telephone Usage	6,400					800	800	800	800	800	800	800	800	6,400
Water & Sewage	17,400					2,175	2,175	2,175	2,175	2,175	2,175	2,175	2,175	17,400
Base Fee	80,000					10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	80,000
Total	\$ 348,120	\$ -	\$ -	\$ -	\$ 6,556	\$ 39,018	\$ 43,478	\$ 43,178	\$ 43,078	\$ 43,078	\$ 43,178	\$ 43,078	\$ 43,478	\$ 348,120

Dayton Convention Center
April 1, 2021 to December 31, 2021
FOOD & BEVERAGE DEPARTMENT
814

Account Title	Itemized Amounts / Descriptions	Budget
Salaries Administration	\$ 63,750	\$ 63,750
Bonus - General	\$ 6,375	\$ 6,375
Payroll Taxes	\$ 7,012	\$ 7,012
Benefits	\$ 8,400	\$ 8,400
401 (k)	\$ 638	\$ 638
Workers Compensation Insur.	\$ 1,913	\$ 1,913
Vacation Expense	\$ 1,226	\$ 1,226
Other Operating Exp - F&B	\$ 47,588	\$ 47,588
Incentive Fee - F&B	\$ 20,994	\$ 20,994

Dayton Convention Center
April 1, 2021 to December 31, 2021
FOOD & BEVERAGE DEPARTMENT
814

Account Title	January	February	March	April	May	June	July	August	September	October	November	December	Total
Salaries Administration				\$ 3,750	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 63,750
Bonus - General												6,375	6,375
Payroll Taxes				375	750	750	750	750	750	750	750	1,387	7,012
Benefits				-	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	8,400
401 (k)				38	75	75	75	75	75	75	75	75	638
Workers Compensation Insur.				113	225	225	225	225	225	225	225	225	1,913
Vacation Expense				72	144	144	144	144	144	144	144	144	1,226
Other Operating Exp - F&B					1,000	1,000	5,943	4,799	10,206	19,184	2,000	3,456	47,588
Incentive Fee - F&B					266	260	2,988	2,770	3,800	6,310	1,000	3,600	20,994

Dayton Convention Center
April 1, 2021 to December 31, 2021
ALL INDIRECT DEPARTMENTS

Account Title	Budget	January	February	March	April	May	June	July	August	September	October	November	December	Total
Salaries Administration	\$ 412,912	\$ -	\$ -	\$ -	\$ 14,167	\$ 45,833	\$ 50,416	\$ 50,416	\$ 50,416	\$ 50,416	\$ 50,416	\$ 50,416	\$ 50,416	\$ 412,912
Bonus - General	25,125	-	-	-	-	-	-	-	-	-	-	-	25,125	25,125
Payroll Taxes	43,799	-	-	-	1,417	4,583	5,041	5,041	5,041	5,041	5,041	5,041	7,553	43,799
Benefits	67,200	-	-	-	1,050	7,350	8,400	8,400	8,400	8,400	8,400	8,400	8,400	67,200
401 (k)	4,131	-	-	-	142	458	504	504	504	504	504	504	504	4,131
Workers Compensation Insur.	12,388	-	-	-	426	1,375	1,512	1,512	1,512	1,512	1,512	1,512	1,512	12,388
Vacation Expense	7,940	-	-	-	273	881	969	969	969	969	969	969	969	7,940
Contracted Security	72,000	-	-	-	3,000	8,625	8,625	8,625	8,625	8,625	8,625	8,625	8,625	72,000
Contracted Cleaning	32,000	-	-	-	12,000	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	32,000
Contracted Armor Car Service	700	-	-	-	-	-	100	100	100	100	100	100	100	700
Professional Fees - Legal	3,000	-	-	-	-	-	500	500	500	500	500	500	-	3,000
Bank Service Charges	2,000	-	-	-	-	300	500	200	100	100	200	100	500	2,000
Meals & Entertainment	2,000	-	-	-	-	-	-	333	333	333	333	333	333	2,000
Meetings & Conventions	3,000	-	-	-	-	-	-	-	-	2,000	-	1,000	-	3,000
Dues & Subscriptions	1,000	-	-	-	-	-	-	167	167	167	167	167	167	1,000
Office Supplies	2,000	-	-	-	-	250	250	250	250	250	250	250	250	2,000
Printing & Stationary	500	-	-	-	-	63	63	63	63	63	63	63	63	500
Payroll Processing	6,000	-	-	-	-	-	-	1,000	1,000	1,000	1,000	1,000	1,000	6,000
Advertising	3,000	-	-	-	-	-	-	-	-	-	1,000	1,000	1,000	3,000
Printing Marketing	1,000	-	-	-	-	-	-	-	1,000	-	-	-	-	1,000
Promotional Supplies	3,000	-	-	-	-	-	-	1,000	1,000	1,000	-	-	-	3,000
Computer Expense	22,140	-	-	-	297	1,980	1,980	2,980	2,980	2,980	2,980	2,980	2,980	22,140
Trash Removal	5,200	-	-	-	-	650	650	650	650	650	650	650	650	5,200
Exterminating Service	800	-	-	-	-	100	100	100	100	100	100	100	100	800
Medical First Aid	500	-	-	-	-	63	63	63	63	63	63	63	63	500
Other Operating Exp - F&B	47,588	-	-	-	-	1,000	1,000	5,943	4,799	10,206	19,184	2,000	3,456	47,588
Incentive Fee - F&B	20,994	-	-	-	-	266	260	2,988	2,770	3,800	6,310	1,000	3,600	20,994
Machinery & Equipment R&M	20,000	-	-	-	-	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	20,000
Maintenance Agreements	86,444	-	-	-	6,982	9,933	9,933	9,933	9,933	9,933	9,933	9,933	9,933	86,444
General Building Supplies	10,000	-	-	-	-	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	10,000
Plumbing	1,000	-	-	-	-	125	125	125	125	125	125	125	125	1,000
First Aid	500	-	-	-	-	63	63	63	63	63	63	63	63	500
Janitorial Supplies	28,500	-	-	-	-	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	28,500
Uniforms	4,000	-	-	-	-	500	500	500	500	500	500	500	500	4,000
General Liability Insurance	29,120	-	-	-	-	-	4,160	4,160	4,160	4,160	4,160	4,160	4,160	29,120
Electricity	150,000	-	-	-	6,556	17,931	17,931	17,931	17,931	17,931	17,931	17,931	17,931	150,000
Natural Gas	60,000	-	-	-	-	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	60,000
Telephone Usage	6,400	-	-	-	-	800	800	800	800	800	800	800	800	6,400
Water & Sewage	17,400	-	-	-	-	2,175	2,175	2,175	2,175	2,175	2,175	2,175	2,175	17,400
Base Fee	80,000	-	-	-	-	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	80,000
Total	\$ 1,295,281	\$ -	\$ -	\$ -	\$ 46,309	\$ 132,616	\$ 143,932	\$ 154,803	\$ 154,341	\$ 161,778	\$ 171,366	\$ 149,772	\$ 180,363	\$ 1,295,281

Dayton Convention Center
April 1, 2021 to December 31, 2021
FOOD & BEVERAGE INCOME STATEMENT

	January	February	March	April	May	June	July	August	September	October	November	December	Total Budget	% of Sales
Revenues														
Gross Concessions	-	-	-	-	6,650	6,500	17,500	5,000	-	-	5,000	10,000	50,650	10%
Gross Catering	-	-	-	-	-	-	57,200	64,250	95,000	157,750	20,000	80,000	474,200	90%
Total Revenues	-	-	-	-	6,650	6,500	74,700	69,250	95,000	157,750	25,000	90,000	524,850	100%
COGS, Event Labor & Supplies														
Concessions	-	-	-	-	(2,793)	(2,730)	(7,350)	(2,100)	-	-	(2,100)	(4,200)	(21,273)	-4%
Catering	-	-	-	-	-	-	(24,024)	(26,985)	(39,900)	(66,255)	(8,400)	(33,600)	(199,164)	-38%
Total COGS, Event Labor & Supplies	-	-	-	-	(2,793)	(2,730)	(31,374)	(29,085)	(39,900)	(66,255)	(10,500)	(37,800)	(220,437)	-42%
Net Sales	-	-	-	-	3,857	3,770	43,326	40,165	55,100	91,495	14,500	52,200	304,413	58%
Indirect Expenses														
Wages & Benefits - F&B	\$ -	\$ -	\$ -	\$ 4,348	\$ 9,744	\$ 9,744	\$ 9,744	\$ 9,744	\$ 9,744	\$ 9,744	\$ 9,744	\$ 16,756	89,314	17%
Other Operating - F&B	-	-	-	-	1,000	1,000	5,943	4,799	10,206	19,184	2,000	3,456	47,588	9%
Incentive Fee - F&B	-	-	-	-	266	260	2,988	2,770	3,800	6,310	1,000	3,600	20,994	4%
Total Indirect Expenses	-	-	-	4,348	11,010	11,004	18,675	17,313	23,750	35,238	12,744	23,812	157,896	30%
Net Income	-	-	-	(4,348)	(7,153)	(7,234)	24,651	22,852	31,350	56,257	1,756	28,388	146,517	28%
Gross Margin	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	58%	58%	58%	58%	58%	58%	58%	58%	58%	
Profit Margin	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-108%	-111%	33%	33%	33%	36%	7%	32%	28%	

Government Cooperative Purchasing Programs

Purchases through these programs are exempt from competitive bidding pursuant to R.C. 9.48(C).



Sourcewell and Omnia Partners are approved, Ohio State recognized, cooperative contracting methods in all 50 states that meets and satisfies the public bid process for products and vendors that have gone through the competitive RFP process and vendors are awarded contracts by procurement experts.

This gives all government agencies, school's or nonprofit's the ability to purchases without having to issue RFPs because the competitively solicited contract requirements are fulfilled.

This saves the MCCFA months in the selection process by fulfilling any state requirements for bidding or RFP process via Joint Powers Authority (JPA) *"by combining their commercial efforts, public authorities can achieve economies of scale or market power. An example is National IPA, a purchasing consortium of local government and education agencies, also known as cooperative purchasing."*

Benefits of Cooperative Purchasing:

- Approved vendor price lists are published since it has already been bid and all cost estimates are audited.
- Eliminates contractor/Architect fees in certain instances.
- Eliminates bid disputes on RFP's or bid day which cost money and time.
- Change order disputes are eliminated as price lists are published and audited.

Other Government Agencies Using Cooperative Purchasing:

1. City of Dayton
2. Montgomery County
3. Dayton Metropolitan Housing Authority
4. City of Dayton Wastewater Treatment
5. Dayton International Airport
6. Dayton Metro Library
7. State of Ohio