

MINUTES OF THE MEETING  
OF THE BOARD OF THE  
SPORTS & EXHIBITION AUTHORITY OF PITTSBURGH  
AND ALLEGHENY COUNTY  
HELD THURSDAY, JUNE 13, 2024,  
IN THE DAVID L. LAWRENCE CONVENTION CENTER, EXECUTIVE BOARD ROOM,  
FIRST FLOOR  
PITTSBURGH, PENNSYLVANIA  
COMMENCING AT 10:32 A.M. E.S.T.

A meeting of the Board of Directors of the Sports & Exhibition Authority of Pittsburgh and Allegheny County (the “Authority”) was held upon proper notice in the David L. Lawrence Convention Center (“DLCC”) Executive Board Room, First Floor, in Pittsburgh, PA 15222, on Thursday, June 13, 2024, commencing at 10:32 A.M. E.S.T.

Members of the Authority

Present: Sen. Wayne Fontana, Chairman  
Mike Dunleavy, Vice-Chairman  
Mulu Birru, Member  
Michael Quatrini, Member (Via Zoom)  
Robert Palmosina, Member

Also Present: Aaron Waller, Doug Straley, Jeff Garstka, Theresa King, Alicia Matos, Sandhya Giri, Kevin Kaiser, Hillary Frisbie, John Mingle, Rohan Anand, Jhason Dixon, and Paul McDonald Jr. of the Authority; Morgan Hanson, Solicitor; Tim Muldoon, Ryan Buries, Ryan Zimmerman, Carrie Yauch, Joseph Garcia, and Sean Holsing, of SMG; George Meehan, LEVY; Matthew Wilson, Pittsburgh Steelers; and Paul McKrell, Allegheny County.

Senator Wayne Fontana called the meeting to order with the Pledge of Allegiance. Senator Fontana then thanked Councilman Futules for his many years of dedicated service to the Authority Board and welcomed Councilman Robert Palmosina as the new board member. Mr. Morgan Hanson followed with a roll call of the board members. Mr. Hanson advised that a quorum was present.

Moving to public participation, Senator Fontana asked if any members of the audience wanted to address the board. Seeing no request from the public to address the board, Senator Fontana continued to the next item on the agenda, approval of the minutes from the meeting of May 9, 2024. A motion was made, seconded, and unanimously approved.

Senator Fontana continued to the next item on the agenda, authorization to issue a change order to Enclos Tensile Structures Inc. (“ETS”) in an amount up to \$37,245 for additional mobilization fees related to the replacement of elevation and banana shades in the main exhibition halls of the DLCC.

Mr. Ryan Buries stated in December 2023, the Authority Board authorized an agreement with Enclos for the replacement of the shade systems in the exhibit halls. This authorization included \$130,997 contingency for additional mobilization fees associated with the execution of the project. The schedule, for this project, is integral with the fabric roof replacement by Birdair in the exhibition halls and the DLCC events programmed in those areas. The final project schedule, where ETS is removing the shades in the exhibition hall prior to the removal and replacement of the fabric roof system by Birdair. These projects are phased to maximize the efficiency of both projects while maintaining the events schedule. Additional mobilizations were necessary for completion of the project.

The Banana Shade removal had one mobilization included in base cost; the project started on May 6, 2024, in Hall A; another mobilization occurred on May 28, 2024, in Hall B, and an additional one for non-sequential work started on July 22, 2024, in Hall C. The Banana Shade installation will start work on August 13, 2024, in Hall B, a second crew will start on August 21, 2024, in Hall A, and nonsequential work will start on September 26, 2024, in Hall C.

Mr. Buries further stated the Elevation Shade Demo/Install will start on October 9, 2024, in Hall B is sequential to Hall C of the Banana shade install. The remaining halls are sequential

with each other, and Hall A is November 19, 2024, with Hall C starting on December 6, 2024. The original agreement was procured via a publicly advertised RFP process. The mobilization and demobilization costs were provided in the original proposal from ETS. The costs reflected here are below what was submitted in the original proposal based on clarification of storage requirements for equipment left onsite. The total contract value after this change order is still significantly below the cost of the second-lowest proposer during the initial procurement process.

Senator Fontana asked if there were any questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made and seconded, and unanimously carried, the following resolution was approved:

**RESOLUTION NO. 6006**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to issue a change order to Enclos Tensile Structures Inc. in an amount up to \$37,245 for additional mobilization fees related to the replacement of elevation and banana shades in the main exhibition halls; and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, authorization to award a purchase order to MityLite, Inc. (“ML”) in the lump sum amount of \$50,414 for seventy 72” all-purpose round tables and seven carts.

Mr. Ryan Zimmerman stated the DLCC hosts multiple events that require tables for vendors, clients, and overall show needs. All-purpose round tables are not only used for meeting spaces but also for large catered events for round seating of groups of 8 – 10 people. Depending on the demand of the event or the use of multiple spaces simultaneously, the need for all-purpose round tables can increase, and inventory becomes scarce. In the event the in-house inventory is

depleted, staff will either look to shift equipment to live spaces or explore temporary rental solutions. By purchasing more all-purpose round tables, the DLCC can continue to meet client needs, increase the in-house inventory, and have more assets on-hand to reduce external solutions and improve internal efficiency.

In April 2024, a bid notice was publicly advertised in the Pittsburgh Post-Gazette, New Pittsburgh Courier, Pittsburgh Builders Exchange, on the Authority's website, the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. The notice was sent to 11 vendors, including two WBE vendors, with two bids received on May 31, 2024. ASM Global staff recommends ML as the lowest responsible bidder for 72" all-purpose round tables. Pricing was verified with other ASM Global-managed properties, and the pricing is comparable.

Mr. Zimmerman further stated that there is a six-week lead time in receiving the tables and carts. The tables have a 15-year warranty, the carts have a five-year warranty on fabricated steel components, and the cart casters have a one-year warranty. All tables are made from recycled materials and include a GREENGUARD Gold Certification.

Senator Fontana asked if there were any questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

#### **RESOLUTION NO. 6007**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to award a purchase order to MityLite, Inc. in the lump sum amount of \$50,414 for seventy 72" all-purpose round tables; and further that the proper officers and agents of the Authority are authorized to take all action and

execute such documents as are necessary and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, authorization to award a purchase order to Burns Industrial Equipment (“BURNS”) in the amount of \$53,041 for the purchase of two utility carts for use in the DLCC.

Mr. Buries stated the DLCC utilizes utility carts for the facility's service, production, and maintenance team members. These utility carts assist our team members in a variety of ways. They are used during events for set-up, load-in, load-out, and responding quickly and efficiently to client needs. Additionally, they are used daily in the upkeep of the DLCC by transporting maintenance materials, tools, and equipment as needed for necessary repairs and work orders. The DLCC currently has six utility carts. Two of these are original to 2003, have reached the end of their useful life, and need replacement.

In April 2024, a bid notice was publicly advertised in the Pittsburgh Post-Gazette, New Pittsburgh Courier, Pittsburgh Builders Exchange, on the Authority's website, the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. The notice was sent to 20 vendors, including five MBE and four WBE vendors, with one bid received on May 24, 2024. A scope review was conducted on May 29, 2024, to review the bid received with BURNS and SMG. SMG staff recommends BURNS as the lowest responsible bidder for utility carts. SMG did take alternate bids for lead acid batteries and trade ins, SMG is not advocating to take the alternate for lead acid and instead are requesting lithium-ion batteries, and they are advocating to take the trade in values on the carts, although there is minimal value to for the trade ins; however, there would be a cost to dispose of the trade ins.

In 2015, two lead-acid utility carts were purchased for \$20,000. When accounting for annual inflation and increased rates following the pandemic, the cost of two in 2024 is approximately \$38,000. The lithium-ion batteries (“LIBs”) are an additional \$10,843 for two. The LIBs have an estimated useful life of 12 – 16 years, or 3,500 – 4,000 charge cycles. Lead-acid batteries have an estimated useful life of two-three years or 500 charge cycles. LIBs allow for longer range and zero maintenance and are not toxic heavy metals like lead-acid batteries. Lead-acid will also require additional maintenance and more frequent replacements. While both battery options are recyclable, you will dispose of fewer LIBs over the course of the equipment’s life due to their efficiency and longer lifecycle. Other options that increase the price in 2024 are the seat belts and strobe light poles mounted behind the seat for safety. There is also an additional \$3,256 for shipping charges. SMG attempted to benchmark the price of the Taylor Dunn Bigfoot utility cart on the CoStars website but was unable to find it.

Mr. Buries further stated upon execution of a purchase order, the lead time is 8 – 10 weeks. The Taylor-Dunn Bigfoot (“TDB”) has an estimated useful life of 15 – 20 years. The TDB also comes with a four-year vehicle warranty from the date of manufacture. The LIBs come with an eight-year warranty. Alternate 1 is not being accepted as it is for the same utility cart but with lead-acid batteries and a one-year warranty. Alternate 2 and Alternate 3 are being accepted as trade-in values for the utility carts being replaced.

Senator Fontana asked if there were any questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

**RESOLUTION NO. 6008**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to award a purchase order to

Burns Industrial Equipment in the amount of \$53,041 for the purchase of two utility carts for use in the DLCC; and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, authorization to award a purchase order to Stage Right Corporation (“SRC”) in the amount of \$62,165 for performance staging bases, decks, transport pallet, railing, skirting, and delivery. Price includes estimated delivery cost for alternates.

Mr. Joseph Garcia, Senior Operations Manager at the DLCC, stated the DLCC has an existing inventory of SRC performance staging that consists of 25 bases and 156 decks that are original to the building opening. The DLCC’s event mix has evolved to include more cheer and dance shows which requires the use of rented staging and incurring added costs to events. Furthermore, conventions, meetings, and trade shows have elevated the scale of AV production within their event. Thus, the stage requirements for these events have exceeded what our current inventory of performance bases decks and railing can support. Additionally, the existing inventory of our stage skirting that is original to the building opening is showing significant wear and in need of replacement. The purchase of the of new stage skirting will be a replacement of existing skirting that is beyond its useful life along with adding to our additional inventory to accommodate our new stages.

On April 24, 2024, a bid notice was publicly advertised in the Pittsburgh Post-Gazette, New Pittsburgh Courier, Pittsburgh Builders Exchange, on the Authority’s website, the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. Additionally, the notice was sent to 12 vendors. Two vendors submitted responses stating that their equipment was not compatible with the current staging inventory. One bid was received from SRC.

SMG staff reviewed the pricing submitted by the vendor and recommends SRC for this purchase order because this equipment is compatible with our existing performance staging equipment. SMG compared pricing from purchases made in other venues, and they are comparable to pricing provided in this bid.

Mr. Garcia further stated the purchase order will be issued upon authorization. There is a four to five-month anticipated lead time for delivery. There is a one-year warranty, free from defects in material and workmanship under normal use and service.

Senator Fontana asked if there were any questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

**RESOLUTION NO. 6009**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to award a purchase order to Stage Right Corporation in the amount of \$62,165 for performance staging bases, decks, transport pallet, railing, skirting, and delivery. Price includes estimated delivery cost for alternates.; and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, authorization to reimburse PSSI Stadium Corporation (“PSSI”) in an amount not to exceed \$667,368.26 for replacement of the video content management system.

Mr. Doug Straley, Project Executive with the SEA, stated per the terms of the lease agreement between the Authority and PSSI, the Authority is required to pay for certain capital repairs to Acrisure Stadium. On October 26, 2023, PSSI notified the Authority of a project to replace the video content management system. Their consultant, WJHW, wrote a letter stating



that the existing Daktronics Show Control System, installed in 2016, was at the end of its useful life.

The Authority provided the information to its technology consultant, Anthony James Partners (“AJP”). They noted the system is currently functioning per WJHW and the backup is also in good working order at this time. Additional information was requested on the issues observed by the operator of the system in December 2023. AJP reviewed the information presented and did not believe that the project would qualify for funds as it was in good working order. The Authority notified the Steelers the project would not qualify for Acrisure Capital Reserve Funds. In February 2024, the Steelers stated that they disagreed with the Authority’s position and requested that the parties begin arbitration proceedings.

Mr. Straley further stated in lieu of starting arbitration, the Authority and PSSI agreed to have a third-party consultant review the system and determine whether the replacement was necessary based on the current function of the system. Ben Cating from Salas O’Brien was hired and PSSI and the Authority agreed to split the consultant's cost, each party contributing \$4,400 to the review total cost of \$8,800. On May 2, 2024, Mr. Cating visited the site to conduct the review. On May 9, 2024, Mr. Cating issued a report stating the system is not operating as intended. During testing, it was observed that the primary DI-6000 processor was not operational. In addition to the non-operational processor, there were other issues with the system noted in the report. The conclusion was the video content system should be replaced before the next football season.

PSSI obtained two proposals for the new video content management system. PSSI is also requesting reimbursement for WJHW’s RFP development, bid process coordination, and project management in an amount not to exceed \$19,812.50. Authority staff recommends that the board authorize reimbursements totaling a not-to-exceed amount of \$667,368.26.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

**RESOLUTION NO. 6010**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to reimburse PSSI Stadium in an amount not to exceed \$667,368.26 for replacement of video content management system; and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, Authorization to enter into an hourly agreement with Wiss, Janney, Elstner Associates Inc. (“WJE”) in an amount up to \$145,000 for engineering and construction inspection of sidewalk repairs around PNC Park.

Mr. Straley stated per the lease with the Pittsburgh Pirates for PNC Park, eligible capital repairs are the responsibility of the Authority, while operating costs are the responsibility of the Pittsburgh Pirates.

The sidewalks around PNC Park have deteriorated and must be repaired or replaced. This maintenance item has been listed in the PNC Park Condition Assessment report from Stantec for the past four years. In July 2023, the Pirates and the Authority applied to the Department of Community and Economic Development (“DCED”) Multi-Modal Program to replace sidewalks around PNC Park. In April 2024, the project was awarded \$950,000, which requires a 30% match (\$285,000) for a total project cost of \$1,235,000. Multi-Modal funds can be used for engineering and construction.

Per the DCED Multi-Modal Grant, the Authority must hold the contracts. However, the Authority is working in conjunction with the Pirates to complete the project. Part of this

authorization is to enter into an agreement with Pittsburgh Associates regarding the funding and management of this project. The Authority believes that it is responsible for certain sidewalk slabs that are deteriorated, but the areas with commemorative bricks or areas of sidewalk exhibiting no visible damage are not the responsibility of the Authority.

Mr. Straley continued, the scope of this contract includes the design study, the development of construction documents and specifications, bid procurement assistance, and construction phase services to ensure that the work is performed properly. An RFP was issued on May 10, 2024. It was advertised in the Pittsburgh Post-Gazette, New Pittsburgh Courier, Pittsburgh Builders Exchange, on the Authority's website, the African American Chamber of Commerce, First Source Center, and Riverside Innovation Center. Ten companies requested a copy of the RFP.

On May 28, 2024, three proposals were received from Cosmos Technologies ("Cosmos"), Gibson-Thomas Engineering, and WJE. The proposals were reviewed by a selection committee consisting of the Pirates (Jackie Riggleman, Drew Singer, and Chris Hunter) and Authority staff (Doug Straley, Hillary Frisbie, and Alicia Matos). Scope reviews were conducted with Cosmos and WJE, and the companies were provided the opportunity to revise proposals.

Mr. Straley further stated the committee recommended WJE for some of the following reasons: WJE has the most experience of all firms that submitted proposals. In 2022, WJE worked for the Pirates on developing a bid package for sidewalk repairs. The Pirates decided not to move forward at that time. WJE was the only firm to be able to meet the desired schedule for the project. The schedule is to have a public bid package in 60 days, with construction to occur after the 2024 season. WJE has committed to working with Cosmos, a certified MBE, as part of their best and final submission. A public bid package will be issued for the construction of this project and will be brought to the Authority Board for approval at a later date.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

**RESOLUTION NO. 6011**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers hereby are authorized to enter into an hourly agreement with Wiss, Janney, Elstner Associates Inc. in an amount up to \$145,000 for engineering and construction inspection of sidewalk repairs around PNC Park; and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of the Resolution.

Senator Fontana continued to the next item on the agenda, authorization to extend the North Shore Garage (“NSG”) and DLCC Garage management agreements with Alco Parking Corporation (“Alco”) through December 31, 2034.

MR. Straley stated the NSG is an eight-story parking facility with 925 parking spaces. The DLCC Garage is a two-level garage with 710 parking spaces. The management agreement also includes two surface lots located at 10th and Penn next to the DLCC. These lots have 97 spaces (garage and lots collectively referred to here as the DLCC Garage). In 2016, the Authority agreed with both garages to enter into a management agreement with Alco that expires on December 31, 2026.

The Authority entered into the existing agreements with Alco for both Garages following an RFP process where four proposals were received. A review committee composed of Authority Board members, staff and SMG management (for DLCC Garage) recommended Alco based upon factors that included the proposed management fee, experience, resources and capabilities. The

management agreements provide for Alco to operate the parking facilities and for the Authority to reimburse Alco for direct, reasonable operating expenses and to pay Alco a management fee.

Mr. Straley continued, the extension and amendments would provide for the following fixed annual management fees. For the DLCC Garage – \$29,973 beginning 2027, with a 2.5% annual increase thereafter and NSG – \$44,960 beginning 2027, with a 2.5% annual increase thereafter. These fixed fees are 1.3% and 3.1%, respectively of net operating income based on the Authority's 2023 income, which the Authority considers to be fair and reasonable when compared with other local government operating agreements.

The recommendation is made in conjunction with the Stadium Authority ("SA") taking a similar action and Alco confirming agreement on certain matters related to the existing Alco Lease in the North Shore. Key considerations are the interconnection of existing long-term agreements, rights, and responsibilities of Alco, the Authority, the SA, and the teams, which require continued and ongoing cooperation and collaboration to support events, development, and parking, which will become more difficult if the rights and responsibilities are dispersed even further to include various parking operators. The fee proposal is supported as being fair and reasonable when compared to regionally located and/or government-operated parking facilities. Past performance has shown Alco to be well qualified in the management of parking systems. Alco's financial contribution to capital projects at the Authority and SA garages. Alco has agreed to provide \$500,000 to SA and Authority for capital projects at the garages to be decided solely by the Authorities.

Mr. Straley continued, the Authority and the SA each own two garages and various parking lots, and collectively currently control over 6,800 parking spaces downtown and on the North

Shore. This includes approximately 3,200 surface spaces that are leased to Alco pursuant to a lease agreement that runs to March 31, 2050 (ALCO Lease).

The proposed management fee structure is recommended as being fair and reasonable and one that will provide economic advantages to the Authority and the SA. The single operator provides cost efficiencies. Currently, the operating expenses (wages, pensions, insurance, etc.) for the Authority garages are shared with the Authority/SA surface parking lots on the North Shore and the private lots in the Strip District that are managed by Alco.

Mr. Straley further stated, Alco has continued to identify MBE/WBE vendors for their operations. Currently, they use an MBE cleaning company and a WBE security firm at the NSG. (SMG provides security and cleaning at the DLCC Garage.) There is 35% WBE participation in NSG purchasing. In the ALCO corporate office, MBE/WBE vendors are being used for insurance procurement, copier purchase, and repair and facility landscaping. Additionally, Alco has provided their workforce breakdown which is currently 8% minorities and 19% female. Alco is committing to providing opportunities for workforce diversity with both permanent and temporary positions and has partnered with A1 Resources (an MBE firm) to provide an increasingly significant portion of its workforce for events.

Currently, the SA and Authority have combined parking assets to a single parking system for financing. The parking system was refinanced in 2017, and its current term will end in 2037. The Authority continues to closely monitor the Annual Debt Service Reserve requirements. Based on all of the above reasons, an extension and amendment of both the NSG and DLCC garage management agreement through December 31, 2034.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

**RESOLUTION NO. 6012**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County (SEA) that its Executive Director and other proper officers are authorized to extend and amend the existing management agreements with Alco Parking Corporation through December 31, 2034 for the North Shore Garage and David L. Lawrence Convention Center garage (including the 10<sup>th</sup> and Penn Avenue surface parking lots) and provide for agreement with Alco on general matters, all in form acceptable to the solicitor; and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, authorization to enter into a three-year agreement with Kept Companies (“KEPT”) in an amount not to exceed \$24,223.07 for power washing of the NSG.

Ms. Hilliary Frisbie, Facilities Director for the SEA, stated the Authority contracts with power washing companies to ensure the garages are clean and safe for public use. Preventative power washing also assists in preventing chemicals, dirt, and debris from entering water systems, and helps to extend the overall life of the garage. Upkeep of the garage increases repeat customers and overall satisfaction with the North Shore parking experience.

As the existing garage cleaning contract has expired, the Authority posted a notice to bidders on the Authority website, advertised in the Pittsburgh Post Gazette, Pittsburgh Courier, and was sent to 43 companies, including nine M/WBE companies. A preproposal meeting was

held on May 17, 2024, with four companies in attendance, and proposals were received from four companies.

Authority staff recommends entering into a three-year agreement with KEPT in an amount not to exceed \$24,223.07. The committee is recommending KEPT for the following reasons. KEPT Submitted the lowest per-year pricing, experience with similar parking garages as KEPT works with some of the largest parking garage operators such as LAZ Parking, a comprehensive proposal with detailed scope of work, and ability to meet schedule and minimize parking space disruption.

Ms. Frisbie further stated proposals included pricing for SA garages, West General Robinson and Gold 1, as well as exterior cleaning of the three properties. The SA will be voting on the West General Robinson Street Garage and Gold 1 Garage at the next SA meeting on June 20, 2024.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

#### **RESOLUTION NO. 6013**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to enter into a three-year agreement with Kept Companies in an amount not to exceed \$24,223.07 for power washing of the North Shore Garage, and further that the proper officers and agents of the Authority are authorized and directed to take all action and execute such documents as are related and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, Authorization to amend the agreement with Structural Engineering Corporation of Pittsburgh (dba Atlantic Engineering



Services of Pittsburgh “AES”) in an amount not-to-exceed \$32,500 for the design, bidding, and construction administration of recommended repairs.

Ms. Frisbie stated in March 2022 the Board authorized AES to perform a structural condition assessment of the NSG and Tribute to Children Memorial (“TCM”) every other year. The second assessment occurred in January 2024, and AES subsequently issued a Structural Condition Assessment Report with priority project recommendations.

The recommended scope of the NSG repairs is as follows: vertical concrete repair; partial and full-depth overhead flange and connection repairs and/or replacements; partial topside repairs; drain replacements; masonry repairs; repointing of mortar joints and cracked bricks; and traffic coating repairs. The construction cost is estimated to be \$214,000.

Ms. Frisbie further stated the recommended scope of repairs of the TCM is the repointing of mortar joints for an estimated construction cost of approximately \$56,000. The total AES design and construction administration cost is not to exceed \$32,500. This amount includes \$22,500 for the NSG and \$10,000 for the TCM. AES would develop a bid package in approximately eight weeks. The Authority would publicly advertise the bid and oversee the bidding process. The results of the public bid would be returned to the board for approval. There is 26.33% MBE with Graves Design Group and 10.03% WBE participation with Crawford Consulting Services, as sub-consultants.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

**RESOLUTION NO. 6014**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and

other proper officers are authorized to amend the agreement with Structural Engineering Corporation of Pittsburgh (dba Atlantic Engineering Services of Pittsburgh “AES”) in an amount not-to-exceed \$32,500 for the design, bidding, and construction administration of recommended repairs, and further that the proper officers and agents of the Authority are authorized and directed to take all action and execute such documents as are related and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, rescinding the prior authorization to enter into a SEF Program grant in the amount of \$75,000 to the Pittsburgh Three Rivers Regatta for a Formula One Powerboat Race (“P3R”).

Ms. Theresa King, Project Specialist for the SEA, stated at the March 2024 board meeting that Resolution #5990 received approval for the allocation of a \$75,000 grant towards the P3R as part of the SEF Program. The event was originally slated to occur between Friday, August 2, 2024, through Sunday, August 4, 2024. In May 2024, the Authority received official notification from the P3R regarding the cancellation of the 2024 event due to lack of funding. The organization remains optimistic about resuming its event in the future and has expressed intentions to reapply for an SEF grant at that time. Authority staff is requesting the rescission of authorization for P3R in the amount of \$75,000 from Resolution #5990.

Senator Fontana asked if there were any questions.

Mr. Hanson stated when the resolutions are rescinded, the money that is allocated for the organization can be placed back into the account, and used for additional funding.

Senator Fontana asked if this money is dedicated to the organization in the future, but the money can be used by anybody.

Mr Hanson confirmed that is correct.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

**RESOLUTION NO. 6015**

RESOLVED by the Board of the Sports & Exhibition Authority of Pittsburgh and Allegheny County that the authorization that was included in Resolution #5990 of March 14, 2024, to enter into a SEF Program grant in the amount of \$75,000 to the Pittsburgh Three Rivers Regatta for a Formula One Powerboat Race, is hereby rescinded; and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, rescinding the prior authorization to enter into a SEF Program grant in the amount of \$10,000 to the PA Future Stars ("PAFS") Report for a high school all-star basketball competition.

Ms. King stated at the September 2023 board meeting, Resolution #5945 was approved to allocate 15 different grants for the SEF Program including an approval for the allocation of a \$10,000 grant towards the PAFS, as part of the SEF Program. Originally slated for April 27, 2024, at North Allegheny High School in Allegheny County ("NAHS"), the event was canceled due to scheduling conflicts with NAHS. In May 2024, PAFS officially communicated the event's cancellation to the Authority. Authority staff is requesting to rescind the authorization for PAFS in the amount of \$10,000 from Resolution #5945.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

**RESOLUTION NO. 6016**

RESOLVED by the Board of the Sports & Exhibition Authority of Pittsburgh and Allegheny County that the authorization that was included in Resolution #5945 of September 14, 2023, to enter into a SEF Program grant in the amount of \$10,000 to the PA Future Stars for a high school all-star basketball competition, is hereby rescinded; and further that the proper officers and agents of the Authority are authorized to take all action and execute such documents as are necessary and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, authorization to bind all insurance for July 1, 2024 to June 30, 2025 at a cost not-to-exceed \$473,196, plus processing and workers compensation auditing fees.

Mr. Jhason Dixon, Controller of the SEA, stated on February 25, 2022; the board authorized an agreement with Henderson Brothers (“HB”) for an insurance broker and risk management services. As such, HB obtained quotes for the upcoming insurance year (July 1, 2024, to June 30, 2025). The current carrier provided the lowest pricing and best coverage in all cases. Authority insurance costs in total will increase by \$26,050 or 6%. Property insurance remains with AIG and is the largest insurance expense. The property values remained the same while the property rate increased by 3.5%.

Public Officials renewal with Chubb increased 15%, from \$21,999 to \$25,198. This insurance is based on exposures (revenues). Total operating revenues increased from \$29.6 million in 2022 to \$33.1 million in 2023. Cyber insurance is a joint policy of the SA and the Authority, and the cost of \$1 million in coverage is shared between the two entities. The Authority’s 50% share of the cyber policy is \$4,808 (total policy cost \$9,616). There was a 3% increase in the premium. Quotes were also received for Commercial Umbrella, Worker’s Compensation, General, Flood, and Excess Liability, and Business Auto.

Mr. Dixon further stated the Authority's contract with HB provides that the Authority pays them a fixed fee of \$45,000 rather than have them paid through commissions. The carriers for crime, excess liability, property, public officials, and worker's compensation policies would not remove the commissions from their proposals. These commissions total \$52,609. The Authority agreed that HB would receive the commissions but owed the Authority \$7,609, resulting in a net payment of \$45,000. A review meeting was held on June 6, 2024, with Michael Quatrini (SEA Board Member), Ryan Cascianni, & Sara Bianco from HB, and various Authority staff members. HB recommends the proposals and binding the insurance effective July 1, 2024. He further stated that a summary of the insurance coverages can be found in the attached proposal.

Senator Fontana asked if there were any other questions from the board. Hearing none, he asked for a motion to approve. On a motion duly made, seconded, and unanimously carried, the following resolution was approved:

**RESOLUTION NO. 6017**

RESOLVED by the Sports & Exhibition Authority of Pittsburgh and Allegheny County that its Executive Director and other proper officers are authorized to bind all insurance for July 1, 2024 to June 30, 2025 at a cost not-to-exceed \$473,196, plus processing and workers compensation auditing fees; and further that the proper officers and agents of the Authority are authorized and directed to take all action and execute such documents as are related and proper to effectuate the terms of this Resolution.

Senator Fontana continued to the next item on the agenda, the DLCC monthly report.

Mr. Tim Muldoon, General Manager for the DLCC, reviewed and summarized the reports which are provided to the board on a monthly basis. Mr. Muldoon identified some highlights. He stated that the Epidemiologist convention was currently in the DLCC. He further stated that the USA Weightlifting National Championship will hold their event at the DLCC, and the sales team confirmed events for 2025 and 2026. Mr. Muldoon also indicated that a snow and ice management

convention was coming in. He identified that an event for the National Association for Gifted Children which is a November event for 2025 which generates over 5,000 room nights for the City of Pittsburgh. Additionally, he identified a Mary Kay event slated for 2026. Mr. Muldoon projected the DLCC will have a little under a \$4 million dollar loss but the group is pushing to get the loss down to \$3.8 million per the budget.

Senator Fontana noted that bringing in the weight lifting event was brought in through the Sports Commission.

Mr. Muldoon noted that a judo event was also supported by the Sports Commission which allowed an expanded event.

Senator Fontana noted that it is good to see that the support from the Sports Commission was generating a positive economic impact.

Senator Fontana asked Mr. Muldoon if the DLCC anticipated more business in 2024 than in 2023.

Mr. Muldoon noted that generally he projects an increase of approximately 3-4% in most areas with the trade show market lagging behind, especially compared to 2019.

Senator Fontana asked if there is a plan to increase revenues at the DLCC.

Mr. Muldoon indicated there is a plan to increase revenues. He stated ongoing discussions with VisitPittsburgh about increasing engagement but additionally focusing on specific markets to hone in on. Mr. Muldoon noted that the education market was one market in particular the DLCC is focusing on. He noted that Virginia, Maryland, and Washington DC generally are big in that market, but Pittsburgh has been able to attract some events which may provide a space for increased engagement. He discussed the internal team who are reviewing markets to target. Mr. Muldoon indicated that manufacturing, engineering, and technology are all areas for events that

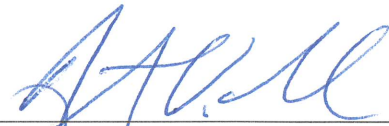
the staff is targeting with VisitPittsburgh. Mr. Muldoon noted that his work with VisitPittsburgh also includes getting VisitPittsburgh to look at not just hotel room nights for the city but also engagement at the DLCC.

Senator Fontana stated the DLCC needs to bring in new business as Pittsburgh has a lot to offer.

Mr. Michael Quatrini noted that November and December months tend to lag behind in sales. He asked if other convention centers, during November and December, are finding creative ways to bring in business. Mr. Quatrini further asked that if they are, the DLCC mimic what the other convention centers are doing. He noted that other months are showing an increase but that if there is something that the DLCC could do in November or December to increase the numbers that might be beneficial.

Mr. Muldoon agreed and stated he will look into what other convention centers are doing in those months and report back to the board in July.

Senator Fontana asked if there were any comments from the board. There being no additional comments or business, Senator Fontana asked for a motion to adjourn. Upon a motion duly made, seconded, and unanimously carried, the meeting was adjourned at 11:15 A.M.



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Aaron Waller  
Assistant Secretary

