

Saint Paul RiverCentre Convention & Visitors Authority

SAINT PAUL
RIVERCENTRE™

Visit
SAINT PAUL
Official Convention & Visitors Bureau

**Saint Paul RiverCentre
Convention & Visitors Authority
2021 Program and
Saint Paul RiverCentre
2021 Budget**

Overview

IMPACT: Like public facilities across the world, Saint Paul RiverCentre has been hit hard by the devastating impact of the COVID-19 pandemic. This impact is felt most by the hundreds of employees who work in these facilities as well as the cities and regions that rely on the economic impact venues like Saint Paul RiverCentre provides.

RESPONSE: Consistent with the goals and values that are used to guide the operations of Saint Paul RiverCentre, there has been an ongoing emphasis on economic impact, financial responsibility and community partnerships.

READINESS: While Saint Paul RiverCentre employees have worked incredibly hard to be able to operate at the restricted levels set by the state, it is clear that the reduction of event size has contributed to the reduced hotel-motel taxes, sales taxes, and general economic health of the region. Therefore, Saint Paul RiverCentre needs to find ways to continue to host events and also be ready to expand operations as soon as it becomes allowable to do so. Not being prepared could have a significant impact on its economic impact to the region.

EMPLOYEES: All Saint Paul RiverCentre employees have been financially affected in some way by the pandemic induced restrictions. The majority of employee have been furloughed, while the remaining ones have been laid off, had hours cut or salaries reduced. Part time employees have not had opportunities to work, for the most part, since March.

Overview

COMMUNITY PARTNERS: When times are difficult it is important for regional assets to step up and be community partners. Since the beginning of the pandemic, Saint Paul RiverCentre facilities and employees have been involved in numerous support activities.

APRIL – MAY: Saint Paul RiverCentre partners with Morrissey Hospitality to provide 9,605 meals to front line and healthcare workers using donated and surplus food.

JULY: Saint Paul RiverCentre partners with Saint Paul Area Chamber of Commerce to serve as a distribution site for masks to Ramsey County businesses.

OCT – DEC: MHC Culinary Group, Saint Paul RiverCentre’s caterer, prepared and delivered 42,000 meals to local Boys & Girls Clubs of the Twin Cities over 15 weeks. This effort fed 700 families in the Twin Cities.

NOV – DEC: Roy Wilkins Auditorium serves as a Minnesota Department of Health testing site, testing up to 1,000 citizens daily, 7 days a week, for 60 days.

Overview

EVENT SCHEDULE: Events at Saint Paul RiverCentre are still on the books and many are contracted for 2021. The event business however is fluid and changes from hour to hour, day by day. Considerable effort is taken to responsibly roll with these punches.

FINANCIALS: Currently an estimated loss of \$1.98M is predicted, which could grow depending on the recovery speed of the event industry. Reserves and sales tax proceeds are funding the economic development activities of the RiverCentre.

PARKING REVENUE: Parking revenue has historically been the main operating subsidy for Saint Paul RiverCentre. Both the absence of spectator attended arena events in early 2021 and the uncertainty of the RiverCentre Parking Ramp's future *have made* budgeting this revenue a challenge. Much of 2021 will once again be spent sorting out the long-term viability of parking and RiverCentre subsidy.

SUSTAINABILITY: Sustainability in daily operations is still a key priority.

Saint Paul RiverCentre was just selected as an Award of Excellence winner for the 2020 USGBC West North Central Leadership Awards – Innovative Project, Existing Building Performance.

Saint Paul RiverCentre recently renewed APEX/ASTM certification to Gold Level.

Capital Budget

2021 Capital Building and Equipment

Capital needs are many however the 2021 priorities that fit our funding capacity from released sales tax (\$809,151) are:

Roofing	\$750,000
Other (Potential COVID)	\$ 59,151

2021 Debt and Capital Building and Equipment Summary (\$1,200,000)

•Debt/Other Obligations	\$390,849
•Safety/Security	\$809,151
•Revenue Producing	\$0
•Expense Reduction/Efficiency	\$0
•Brand Enhancements	\$0

2021 Sales Tax Funding Sources Budget

RC Sources

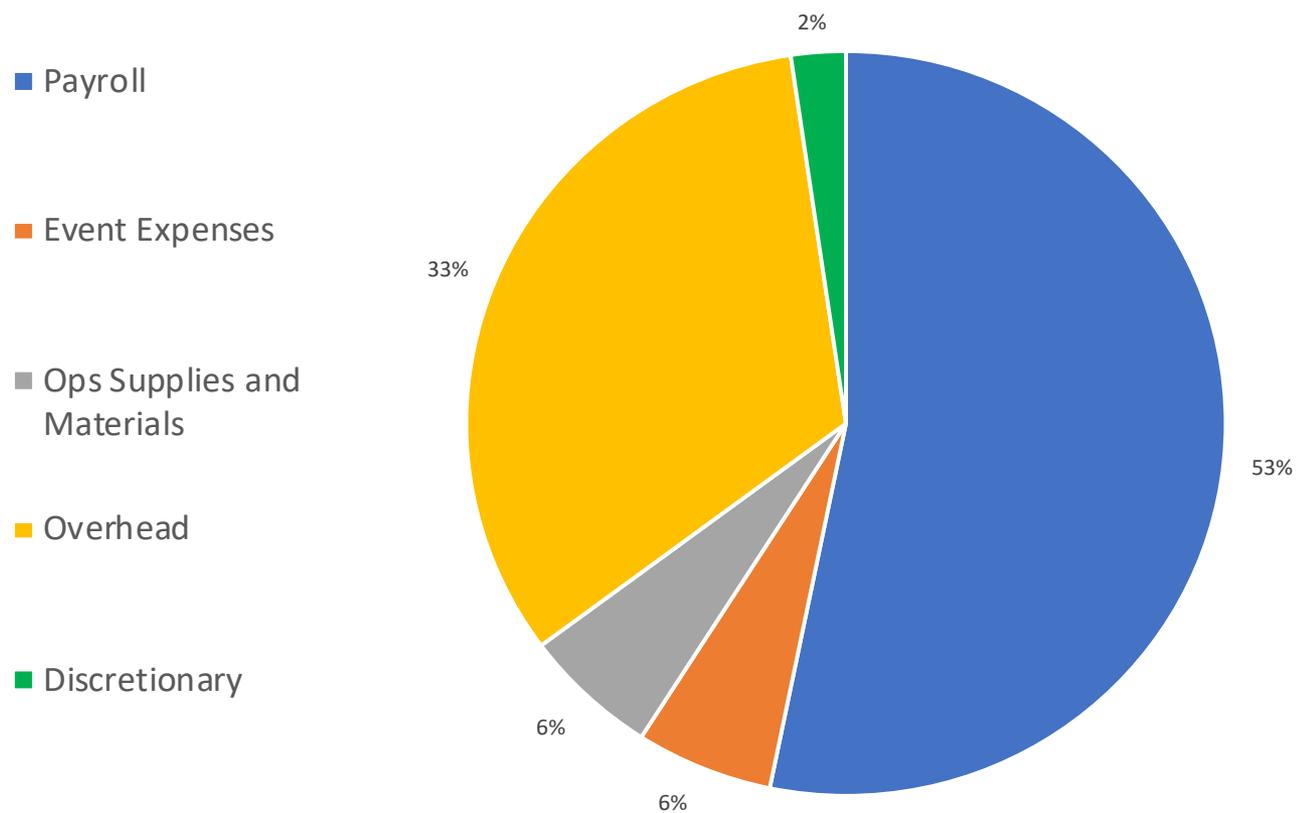
CITY BUDGETED RC SALES TAX	\$ 1,219,000
CITY BUDGETED ECONOMIC DEVELOPMENT SALES TAX	\$ 1,000,000
<u>CITY BUDGETED SALES TAX FROM TIF</u>	<u>\$ 1,200,000</u>
TOTAL SOURCES	\$ 3,419,000

RC Uses

RC DEBT AND OBLIGATIONS	-\$ 390,849
CAPITAL AND EQUIPMENT EXPENSE	-\$ 809,151
CONVENTION PROMOTIONAL FUND	-\$ 0
<u>RIVERCENTRE OPERATIONS</u>	<u>-\$ 2,219,000</u>
TOTAL USES	\$ 0

		RiverCentre Convention & Visitors Authority 2021 Operating Budget DRAFT		
RiverCentre Confidential		(a)	(b)	(e)
OPERATING			9 + 3	
RIVERCENTRE		2021 Budget	2020 Forecast	2020 Budget
REVENUES				
Building Rent	1	1,315,233	690,131	1,793,658
Service Income	2	2,321,524	785,783	2,980,112
Parking Ramp	3	2,544,342	1,472,448	3,938,809
Food & Beverage (Net)	4	893,263	(711,009)	1,406,721
Sponsorship	5	77,959	48,583	79,728
Other Income	6	225,250	220,878	219,933
TOTAL REVENUE	7	7,377,571	2,506,814	10,418,961
EXPENSES				
Facility Operations	8	2,116,555	1,172,303	2,548,700
Event Operations	9	2,255,665	1,333,419	2,502,159
Parking Ramp Costs	10	947,454	485,379	1,006,699
Overhead	11	1,164,121	994,642	1,247,187
Utilities	12	1,780,685	1,521,874	1,881,556
Administration/SPAC Marketing-Sales	13	849,340	736,802	938,029
Management Fee	14	250,792	243,200	281,354
TOTAL EXPENSES	15	9,364,611	6,487,619	10,405,684
RC NET OPERATING PROFIT (LOSS)	16	(1,987,040)	(3,980,805)	13,277

RiverCentre Expenses by Type



RiverCentre Convention & Visitors Authority				
2021 Operating Budget DRAFT				
RiverCentre Confidential		(a)	(b)	(e)
OPERATING			9 + 3	
RIVERCENTRE		2021 Budget	2020 Forecast	2020 Budget
AUTHORITY				
REVENUES				
Administration-Hotel Motel Tax from City	17	1,918,731	1,420,415	2,810,721
Convention Sales	18	-	-	-
Membership	19	158,620	179,018	364,404
Tourism/Marketing	20	-	7,000	62,000
Overhead	21	10,728	9,915	10,728
Convention Services	22	-	-	-
TOTAL REVENUE	23	2,088,079	1,616,347	3,247,853
EXPENSES				
Administration	24	630,155	666,016	722,185
Convention Sales	25	643,041	548,317	946,925
Membership	26	393,019	281,045	522,673
Tourism/Marketing	27	618,772	397,107	898,212
Overhead	28	61,204	62,941	68,940
Convention Services	29	84,958	65,075	88,918
Opportunity Fund	30		74,329	
TOTAL EXPENSES	31	2,431,149	2,094,830	3,247,853
AUTHORITY NET PROFIT (LOSS)	32	(343,070)	(478,483)	0

VISIT SAINT PAUL BY EXPENSE TYPE

■ Advertising ■ Payroll & Benefits ■ Overhead ■ Marketing & Consulting ■ Travel ■ Discretionary

