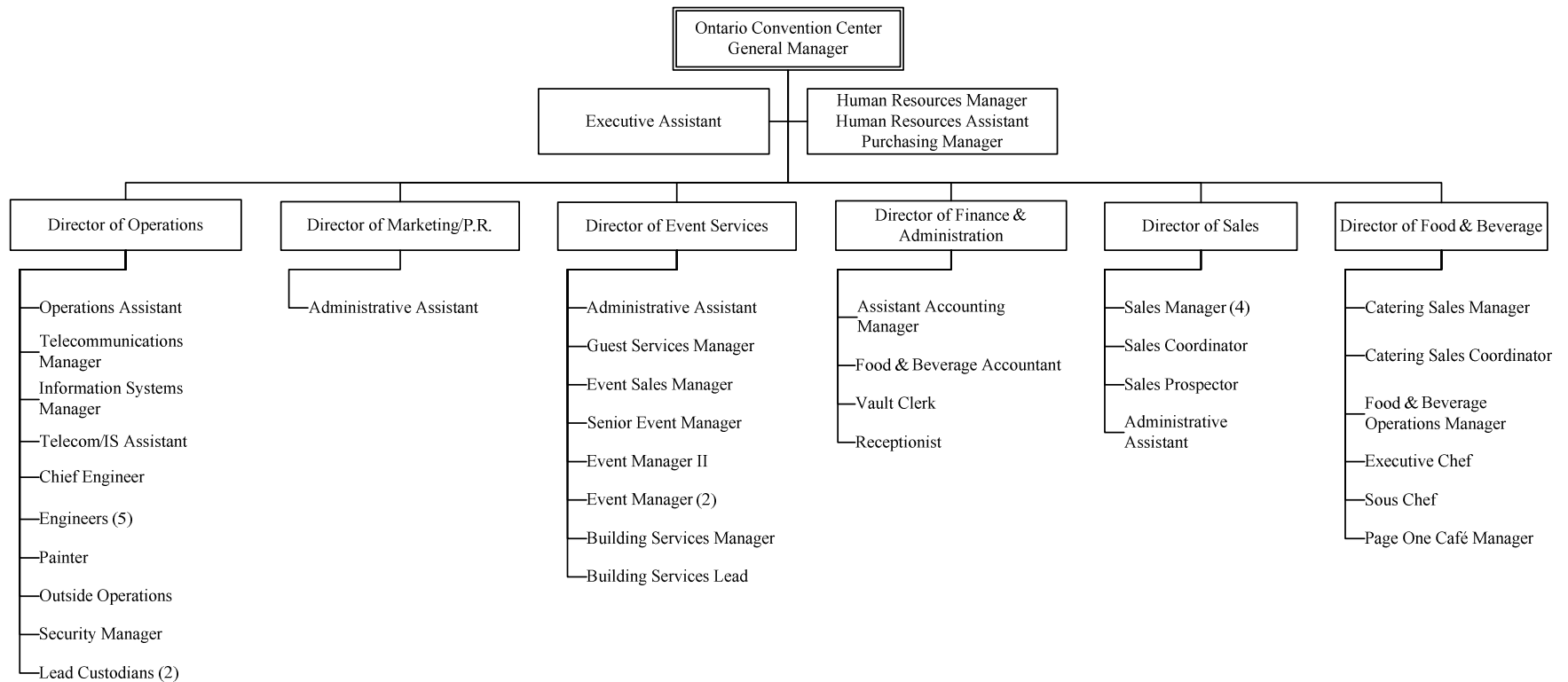


***Ontario  
Convention Center***

2007-08 Organizational Chart  
**Ontario Convention Center**  
Effective July 1, 2007





**Ontario Convention Center**  
**Revenue Detail**  
**2007-08 Adopted Budget**



|   |                           | <b>2006-07<br/>Adopted<br/>Budget</b> | <b>2007-08<br/>Adopted<br/>Budget</b> |
|---|---------------------------|---------------------------------------|---------------------------------------|
| <b><u>Ontario Convention Center</u></b> |                           |                                       |                                       |
| 199-81001                               | Rental Income             | \$ 2,024,680                          | \$ 2,129,573                          |
| 199-81002                               | Services Revenue          | 218,225                               | 310,224                               |
| 199-82001                               | Concessions & Catering    | 783,811                               | 976,964                               |
| 199-82003                               | Parking                   | 446,151                               | 435,413                               |
| 199-82004                               | Telecommunications        | 59,247                                | 90,788                                |
| 199-82005                               | Electrical                | 349,585                               | 460,801                               |
| 199-82006                               | Audio/Visual              | 61,602                                | 116,435                               |
| 199-82007                               | Internet Revenue          | 16,200                                | 28,015                                |
| 199-82008                               | Equipment Rental          | 65,931                                | 76,339                                |
| 199-82009                               | Miscellaneous Allocations | 430,538                               | 415,717                               |
| 199-83002                               | Interest Income           | 18,000                                | 28,500                                |
| 199-83003                               | Other F & B Income        | -                                     | 4,712                                 |
| 199-83005                               | Miscellaneous             | 8,400                                 | 7,200                                 |
| 199-83007                               | Other Rental Income       | 24,000                                | 60,000                                |
|   |                           | <u>\$ 4,506,370</u>                   | <u>\$ 5,140,681</u>                   |

## SUMMARY FOR FISCAL YEAR 2007-08

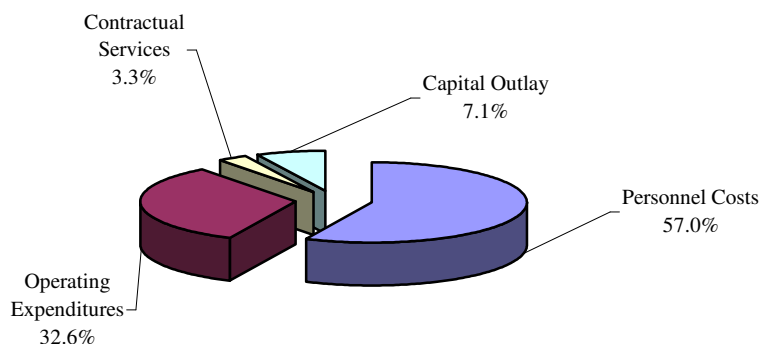


### Ontario Convention Center

The goal of the Ontario Convention Center is to confirm business that will provide substantial economic impact in the community, while maintaining its cost so that its operation will not require general fund subsidies.

#### Adopted Budget Expenditures

**\$7,175,990**



The marketing strategy of the Ontario Convention Center is to establish Ontario as a quality and affordable destination alternative in Southern California, due to its strategic location between Los Angeles and Palm Springs, targeting the State, regional and midwest markets.



#### Expenditures Category

Personnel Costs  
Operating Expenditures  
Contractual Services  
Capital Outlay

#### **Total Expenditures**

#### **Budget**

|                           | Adopted<br>FY 2006-07 | Adopted<br>FY 2007-08 | % Change to<br>Adopted 06-07 |
|---------------------------|-----------------------|-----------------------|------------------------------|
| Personnel Costs           | \$ 3,876,613          | \$ 4,088,869          | 5.5%                         |
| Operating Expenditures    | 2,128,727             | 2,341,721             | 10.0%                        |
| Contractual Services      | 46,900                | 236,300               | 403.8%                       |
| Capital Outlay            | 493,000               | 509,100               | 3.3%                         |
| <b>Total Expenditures</b> | <b>\$ 6,545,240</b>   | <b>\$ 7,175,990</b>   | <b>9.6%</b>                  |



## Ontario Convention Center 2007-08 Expenditure Summary



| Department Title (Department ID)       | Detail Book<br>Page Number | 2006-07                    | 2006-07                    | 2007-08                    | % Change to                  |
|--|----------------------------|----------------------------|----------------------------|----------------------------|------------------------------|
|  |                            | Adopted<br>Budget          | Current<br>Budget          | Adopted<br>Budget          | Adopted<br>Budget<br>2006-07 |
| Ontario Convention Center (295)        | 423                        | <u>6,545,240</u>           | <u>4,985,688</u>           | <u>7,175,990</u>           | 9.6%                         |
| <b>Total Ontario Convention Center</b> |                            | <u><b>\$ 6,545,240</b></u> | <u><b>\$ 4,985,688</b></u> | <u><b>\$ 7,175,990</b></u> | 9.6%                         |

Ontario Convention Center and Visitors Bureau  
**Five-Year Capital Improvement Projects**

| <b>Project<br/>Number</b> | <b>Project Description</b>                                | <b>Fiscal<br/>Year<br/>2007-08</b> | <b>Fiscal<br/>Year<br/>2008-09</b> | <b>Fiscal<br/>Year<br/>2009-10</b> | <b>Fiscal<br/>Year<br/>2010-11</b> | <b>Fiscal Year<br/>2011-12<br/>and Beyond</b> | <b>Total</b> |
|---------------------------|---|------------------------------------|------------------------------------|------------------------------------|------------------------------------|---|--------------|
| 2008-1                    | Repair Cooling Towers                                     | \$ 101,000                         | \$ -                               | \$ -                               | \$ -                               | \$ -  | \$ 101,000   |
| 2008-2                    | Replacement of Compressor Unit                            | 63,000                             | -                                  | -                                  | -                                  | -   | 63,000       |
| 2008-3                    | Replacement of Non-folding Meeting Chairs                 | 68,750                             | 13,750                             | -                                  | -                                  | -   | 82,500       |
| 2008-4                    | Purchase of Banquet and Classroom Tables                  | 52,250                             | 52,250                             | -                                  | -                                  | -   | 104,500      |
| 2008-5                    | Replacement of the Riding Scrubber                        | 48,000                             | -                                  | -                                  | -                                  | -   | 48,000       |
| 2008-6                    | Replacement of the Riding Sweeper                         | 57,000                             | -                                  | -                                  | -                                  | -   | 57,000       |
| 2008-7                    | Replacement of Water Heater                               | 20,100                             | -                                  | -                                  | -                                  | -   | 20,100       |
| 2008-8                    | Replacement of Carpeting in the Administration Area       | 20,000                             | -                                  | -                                  | -                                  | -   | 20,000       |
| 2008-9                    | Replacement of Kitchen Equipment                          | 10,000                             | 60,000                             | -                                  | -                                  | -   | 70,000       |
| 2008-10                   | Replacement of Heating and Cooling Pump Units             | 62,000                             | -                                  | -                                  | -                                  | -   | 62,000       |
| 2008-11                   | Replacement of 4 Cooling Tower Electric Motors            | 7,000                              | -                                  | -                                  | -                                  | -   | 7,000        |
| 2009-1                    | Replacement of the Terrazzo Floor in the Prefunction Area | -                                  | 170,000                            | -                                  | -                                  | -   | 170,000      |
| 2009-2                    | Repair and Re-Surface Exterior of the Building            | -                                  | 150,000                            | -                                  | -                                  | -   | 150,000      |
| 2009-3                    | Slurry Seal and Repaint Parking Lots                      | -                                  | 85,000                             | -                                  | -                                  | -   | 85,000       |
| 2010-1                    | Replacement of the Annex Building                         | -                                  | -                                  | 350,000                            | -                                  | -   | 350,000      |
| 2010-2                    | Install Permanent Lighting for Parking Lot D              | -                                  | -                                  | 90,000                             | -                                  | -   | 90,000       |
| 2010-3                    | Replacement of Ballroom Air Walls - Wall Coverings        | -                                  | -                                  | 40,000                             | -                                  | -   | 40,000       |
| 2011-1                    | Replacement of Carpeting for First and Second Floor       | -                                  | -                                  | -                                  | 340,000                            | -   | 340,000      |

Ontario Convention Center and Visitors Bureau  
**Five-Year Capital Improvement Projects**

| <b>Project Number</b> | <b>Project Description</b>                                     | <b>Fiscal Year 2007-08</b> | <b>Fiscal Year 2008-09</b> | <b>Fiscal Year 2009-10</b> | <b>Fiscal Year 2010-11</b> | <b>Fiscal Year 2011-12 and Beyond</b> | <b>Total</b>        |
|-----------------------|--|----------------------------|----------------------------|----------------------------|----------------------------|---------------------------------------|---------------------|
| 2011-2                | Installation of Cooling Unit for the First Floor Meeting Rooms | -                          | -                          | -                          | 35,000                     | -                                     | 35,000              |
| 2011-3                | Replacement of Packaged HVAC Units (Phase I)                   | -                          | -                          | -                          | 60,000                     | -                                     | 60,000              |
| 2011-4                | Replacement of Stake Bed Truck                                 | -                          | -                          | -                          | 60,000                     | -                                     | 60,000              |
| 2012-1                | Replacement of Two-Way Radios                                  | -                          | -                          | -                          | -                          | 70,000                                | 70,000              |
| 2012-2                | Replacement of Transporting Vehicle                            | -                          | -                          | -                          | -                          | 30,000                                | 30,000              |
| 2012-3                | Refurbishment of Elevators                                     | -                          | -                          | -                          | -                          | 65,000                                | 65,000              |
| 2012-4                | Replacement of Packaged HVAC Units (Phase II)                  | -                          | -                          | -                          | -                          | 50,000                                | 50,000              |
| 2012-5                | Purchase of Catering Equipment                                 | -                          | -                          | -                          | -                          | 15,000                                | 15,000              |
| <b>Total Projects</b> |  | <b>\$ 509,100</b>          | <b>\$ 531,000</b>          | <b>\$ 480,000</b>          | <b>\$ 495,000</b>          | <b>\$ 230,000</b>                     | <b>\$ 2,245,100</b> |