



FOR CONSIDERATION

March 28, 2013

TO: The Directors

FROM: Christopher Schoepflin

SUBJECT: Niagara Falls Convention and Conference Facility
Civic Project and Old Falls Street – 2013 Capital
Budget

REQUEST FOR: Approval of the Niagara Falls Convention and
Conference Facility and Old Falls Street 2013 Capital
Budget; Authorization to Disburse Funds

I. Background:

Attached for your review and approval is the proposed capital request (the “Capital Budget”) for the Niagara Falls Convention and Conference Facility, known as The Conference & Event Center Niagara Falls (“CCNF”) and Old Falls Street (“OFS”) for 2013.

USA Niagara Development Corporation (“USAN”) is the owner and developer of CCNF. USAN contracted with Global Spectrum, LP (“Global Spectrum”) in January 2009 for a five-year term. USAN also approved an agreement with Global Spectrum to provide management services for OFS in October 2009. In 2012, Global Spectrum hosted 229 events at CCNF and 350 events for OFS.

Per the 2009 Memorandum of Understanding (“MOU”) between USAN and the City of Niagara Falls (the “City”), the City provides funds in the amount not to exceed \$1 million toward the combined annual operating deficits of CCNF and OFS. The MOU also provides funds in the amount not to exceed \$2.1 million annually to USAN in support of economic development projects related to CCNF or located within the USAN Development District. The source of the MOU funds is Emergency Eligible Financial Assistance to Eligible Municipalities (“USAN/City MOU Funds”). These funds are the funding source for the Capital Budget. No USAN Corporate funds will be used to fund the Capital Budget.

The proposed 2013 Capital Budget is \$449,300. This amount includes a total of \$428,000 in funding for CCNF and a total of \$21,300 in funding for OFS. Global Spectrum will make the proposed Capital Budget purchases on behalf of USAN through state contracts where cost effective and through competitive bids and comparable pricing where state contracts are not

available. The proposed Capital Budget with complete cost breakdown and reference information is attached.

II. Environmental Review:

ESD staff had determined that the action, which involves the adoption of an annual budget consisting of capital expenditure items all involving regular maintenance and operational items with no expansion of the CCNF or Old Falls Street, would constitute a Type II action as defined by the New York State Environmental Quality Review Act and implementing regulations of the New York State Department of Environmental Conservation. No further review is required.

III. Requested Action:

The Directors are requested to approve USAN's proposed 2013 CCNF and OFS Capital Budget in the amount not to exceed \$449,300 and to disburse funds in accordance with the 2013 CCNF and OFS Capital Budget attached hereto.

IV. Attachments:

Resolution
Proposed 2013 CCNF & OFS Capital Budget

March 28, 2013

USA Niagara Development Corporation -- Approval of the 2013 Niagara Falls Convention and Conference Facility and Old Falls Street Capital Budget; Authorization to Disburse Funds

RESOLVED, that based on the materials presented at this meeting and ordered filed with the Corporation (the "Materials"), the Corporation's proposed 2012 Niagara Falls Convention and Conference Facility and Old Falls Street Capital Budget in the amount not to exceed \$449,300 is hereby approved, and adopted in all respects, substantially in the form set forth in the materials and subject to the availability of funds; and be it further

RESOLVED, that the President or his designees be, and the same hereby are, authorized to disburse funds substantially in accordance with the 2012 Niagara Falls Convention and Conference Facility and Old Falls Street Capital Budget with such changes as the President or his designee deems necessary or appropriate; and be it further

RESOLVED, that the President or his designees be, and the same hereby are authorized to execute and deliver on behalf of the Corporation all documents, instruments and agreements that the President shall deem necessary and appropriate to carry out these resolutions; and be it further

RESOLVED, that the President or his designees be, and the same hereby are authorized to take any action necessary and appropriate to carry out the foregoing.

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2013 Conference & Event Center			
Item	Quantity	Price	Purpose
Lighting for Ballroom (LED)	1	\$20,000.00	To replace all fluorescent lights with LED lights to reduce the flickering when the lights are dimmed.
Exterior doors and parking lot project	1	\$10,000.00	To replace the damaged doors and repaint the storm water catch basin.
Recycling program for CCNF	5	\$5,000.00	Creates a closed-loop system where unwanted products are returned back to manufacturers.
Décor for event center- Theatrical décor	1	\$5,000.00	Decor, draping that can be used to enhance the event center.
Painting / Patching of dry wall in Grand Foyer	1	\$10,000.00	Walls above paneling and repairs to drywall above ceiling clouds.
New AV Equipment	1	\$10,000.00	AV equipment, AV projectors, Microphones, Lighting for dais, A sound Connection in the Cataract Room. Lettering for signage.
New floors for cooler	1	\$11,000.00	Replace existing floors that have become warped and uneven.
Mold resistant walls for kitchen	1	\$9,000.00	Cover all drywall in kitchen to prevent the spread of mold due to moisture.
Roof repair/HVAC	1	\$35,000.00	Emergency fund for repairs to plumbing, electric and mechanics of roof and HVAC repairs.
Back up Generator	1	\$313,000.00	Install an Emergency Generator for CCNF. Diesel powered generator that would create power for lifesaving devices, freezers, hallways, and vital areas in the event of an emergency or black out. Cannon Design will perform a study on best recommendation for backup generator for CCNF.
CCNF TOTAL:		\$428,000.00	
2013 Old Falls Street			
Item	Quantity	Price	Purpose
Outdoor replacement benches	3	\$15,000.00	Replace benches on OFS that have been damaged.
Outdoor cleaning accessories	1	\$6,300.00	Lesco 200 gal water tank to assist in the maintenance of the plants and flowers. Blower attachment to John Deere tractor to blow leaves and trash after events. (\$1500--B940 Blower; \$1050--90 Gal. Sprayer; \$1750--Floor Burnisher; \$2000--Tennant R3 Rapid Carpet Cleaner)
OFS TOTAL :		\$21,300.00	
2013 GRAND TOTAL CCNF & OFS:		\$449,300.00	

