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<td>SUBJECT</td>
<td>Blue Ribbon Committee Report Convention Center</td>
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City of Charlotte, City Clerk’s Office
Chamber of Commerce
SVP - First Union
EVP - Duke Power
Managing Partner - Ernst & Young
First Charlotte Corp.
KPMG Peat Marwick - Charlie

With Alex Brown
Jim Thorsen
Alex Brown & Sons.
City Council/Convention Ctr. Blue Ribbon
Oversight Committee - 4/15/91

Mayor
Campbell
Cleofes
Hammond
McCreary
Mangum
Martin
Matthews
Patterson
Scarborough
Visoott
Wheeler

5:15 p.m.

Myrick
Grace
White

Myrick
Hammond

Charley Johnson 10% to 15% TO Conk Ctr.
Jeff Baker Saks
Johnson
Matthews - 39,000 attendees per customer.
Slow

Johnson
Matthews
Johnson
Meglich
Mathews - $387.00 average to $479

Johnson
Saka
Matthew
Saka
Johnson
Matthews
Johnson sales $2,114.05

Patterson
Matthew
Johnson
Saka
Patterson
Matthew
Johnson
Saka
Coldefter
Johnson  p. 8 Marwick Report
Matthews
Johnson
Matthews
Johnson
Patterson  p. 19-3 721e - good for all
from Hotel - Hotel Food
Johnson  No. New tax is basically
half
Patterson
Johnson
Patterson
Mynick
Martin  p. 7 -
Johnson - net square feet
Mynick
McCory  20% decrease of attendance
of conventions nationwide.
Johnson
McCory
Johnson
McCory
Johnson 51000 to 70000 APR  DEFICIT - RESPECTABLE
McCrory
Johnson
Campbell
Beale
Campbell
Keith Brunnerman, Jr.
Campbell
Brunnerman
Campbell
Brunnerman
Campbell 30 yr. C.O. VERSUS
Brunnerman
Campbell
Brunnerman Maxi, for C.O. - 30 yrs.
Campbell
Patterson
Campbell
Brunnerman
Campbell 6.7670, for C.O. 5.
Brunnerman
Doug Carter
Campbell
Carter
Campbell
Carter
Campbell
Carter
Campbell
Carter
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Carter
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Carter
Campbell

Bill could not be paid by revenue

Campbell - State Post 5.874%

Carter - 6.8% past 20TH year

Scott Perger - 9.23 in. Header financing

Exhibit B - P. 1

Perger - Interest rate - 6.1% 10 YEARS out

6.75% 20 YEARS out

NET COST 6.75%

Perger 2011 - 6.30%
Brunnermer - 10 basis points bet State & Chas.
Patterson
Campbell
Patterson
Campbell
Brunnermer
Campbell
Brunnermer
Patterson
Campbell
Brunnermer
Patterson
Carter
Campbell
6.70% - Stat.
Carter
Patterson
Vinesot
Carter
Vincent - what are the assumptions. Carter
Vincent
Carter
Vincent

Campbell

M. Rapid

Newmond - $50,000,000 to reapply old case. CTR. - Little R. Xerox. Ask for 30 day hiatus on new case. CTR.

Marly Carroll, Murray Atieson,

[ Motio: delay further decision

on new Case. CTR. for 30 days,

Newmond] Motio

Campbell

Hammond

Campbell

Geece

McCreary

Hammond

Campbell

Patterson

Campbell
Hammond
Wheeler
Scarborough
Hammond
Scarborough
Hammond
Cloaday
Cloaday
McCoy
Cloaday
McCoy
Cloaday
Myrick
Hammond
Wheeler
Martin
Vineott
Hammond
Campbell
Hammond
Martin
Patterson
White
WITHDRAW OTHER MOTION
put on agenda
for 4/22
Patterson
White
Mysick

Grace - If you do this you will be
removed - starting over. Going 5
years.
Campbell
Grace
Grace
Campbell
Grace
Grace
Mysick
Caldwell
White
Mysick
Matthews
Mysick

VOTE - Scarborough - No - All others
McCray
Patterson
Mc. Cray
Grace
Mysick
Mc. Cray
Mysick
Mysick
Dr. M. Corr
Dr. D. Neel
Johnson P. 2-1
Myrick

6:45 p.m.
MEMORANDUM

TO  Richard Martin
    Carey Odom

FROM  Doug Carter
      Jim Thorsen

DATE  April 15, 1991

In response to a question revised by Council Member Patterson in the April 7th session, we have attached a cashflow scenario which integrates the operating losses of the Convention Center into the Base Case. While the fund balances remain substantial, their size at the end of ten years is reduced by $11.7 million in the GO Scenario and by $10.1 million under the COPs Scenario. Coverage of less than one times (1x) occurs in fiscal 1992, 1995, and 1996 under the GO Scenario, and only in fiscal 1997 under the COPs Scenario.
### THE CITY OF CHARLOTTE

**NEW CONVENTION CENTER FUND - GENERAL OBLIGATION BONDS VS. COPS**

**PROFORMA CASHFLOW STATEMENT -- BASE CASE**

**FOR FISCAL YEARS 1991-2022**

(DOLLARS IN THOUSANDS)

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<td>(376)</td>
<td>2,943</td>
<td>0</td>
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<td>15,143</td>
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<td>4,113</td>
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| 1991          | 3,225                     | 95                       | 0                                    | (376)                           | 2,943   | 0                | n/a                       | 2,943                     |
| 1992          | 6,624                     | 185                      | (1,500)                              | (331)                           | 4,978   | 5,077            | (99)                      | 0.98                       | 2,843                     |
| 1993          | 10,595                    | 307                      | (1,500)                              | (403)                           | 8,999   | 5,077            | 3,922                     | 1.77                       | 6,765                     |
| 1994          | 11,226                    | 445                      | (1,500)                              | (479)                           | 9,692   | 9,321            | 371                       | 1.04                       | 7,136                     |
| 1995          | 12,080                    | 425                      | (1,500)                              | (1,533)                         | 9,472   | 10,478           | (1,068)                   | 0.92                       | 6,130                     |
| 1996          | 12,922                    | 373                      | (1,500)                              | (1,450)                         | 10,345  | 10,953           | (608)                     | 0.94                       | 5,523                     |
| 1997          | 13,841                    | 361                      | (1,500)                              | (1,195)                         | 11,507  | 11,258           | 269                       | 1.02                       | 5,772                     |
| 1998          | 14,788                    | 412                      | (1,500)                              | (1,156)                         | 12,544  | 11,220           | 1,323                     | 1.12                       | 7,095                     |
| 1999          | 15,727                    | 539                      | (1,500)                              | (1,023)                         | 13,743  | 11,078           | 2,665                     | 1.24                       | 9,760                     |
| 2000          | 16,734                    | 756                      | (1,500)                              | (847)                           | 15,143  | 11,030           | 4,113                     | 1.37                       | 13,872                    |
MEMORANDUM

TO Richard Martin  
Carey Odom

FROM Doug Carter  
Jim Thorsen

DATE April 15, 1991

In response to a question revised by Council Member Patterson in the April 7th session, we have attached a cashflow scenario which integrates the operating losses of the Convention Center into the Base Case. While the fund balances remain substantial, their size at the end of ten years is reduced by $11.7 million in the GO Scenario and by $10.1 million under the COPs Scenario. Coverage of less than one times (1x) occurs in fiscal 1992, 1995, and 1996 under the G.O Scenario, and only in fiscal 1997 under the COPs Scenario.
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April 15, 1991

Ms. Cyndee Patterson
Mayor Pro-Tem
1137 Queens Road West
Charlotte, NC 28207

Dear Cyndee:

At a recent Council meeting you asked the Authority for comments in connection with the operating expenses of the proposed Convention Center. As I understand it, the City may wish to contribute revenues from the hotel/restaurant tax to pay in whole or in part any deficit in the operating expenses of the proposed Convention Center thereby relieving the Authority of these expenses.

As you know, under the City Charter the City is required to apply to bonded amortization any payments from the Authority. Such payments would obviously reduce amortization that the City would otherwise be required to make.

As you are aware, many of the amenities and some necessities in the present Convention Center, Auditorium and new Coliseum have been paid for with Authority funds. About $2 million was spent during construction of the new Coliseum for items that had been omitted from the original budget and which have contributed substantially to the usefulness and attractiveness of the new Coliseum. It was good for the City that these funds were available, when City funds were not available. There are apt to be other needs for substantial upgrading of Authority facilities. For instance, the new Coliseum will have been subjected to hard operation for seven years when the Final Four comes to Charlotte in 1994. The Coliseum will need a substantial renovation to be in proper condition.
Nevertheless, I will be pleased to recommend to the Authority at our next meeting that we will turn over to the City funds equivalent to the operating deficits experienced at the new Convention Center, with the provision that in no year will the amount to be rendered to the City exceed $1.5 million. Obviously, I cannot commit the Authority on this situation without approval from its members.

It is the responsibility of the Authority to operate its facilities "to effectively serve the public needs for which they were established at the least cost and expense to the City of Charlotte." In this the Authority is acting as an agent of the City Council and certainly wishes to be responsive to the concerns of the Council.

Sincerely,

Bill

William C. Covington, Jr.
Chairman