



Brandon M. Scott
Mayor

Fiscal 2024 Recommended Budget

M-R: Convention Complex

Matthew "Mac" Campbell

June 1st, 2023

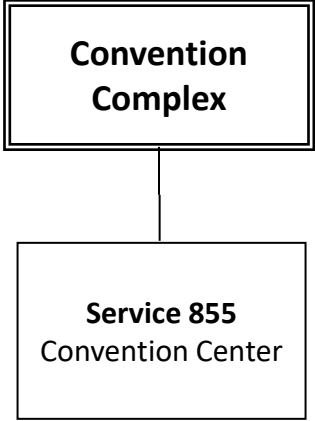
Fiscal 2024 Agency Overview

Agency Mission

- The Baltimore Convention Center's mission is to generate positive economic impact, create jobs, and serve our community. Together, we are committed to delivering exceptional experiences for everyone, every time.

Fiscal 2024 Goals

- # of Attendees
- Revenue (in millions) generated by events



Convention Center

Pillar: Equitable Neighborhood Development

Service Number: 855

FY24 Rec. Budget: \$25,361,193

Service Description: The Convention Center provides space and support services for meetings, trade shows, conventions, and other functions conducted by local and national organizations that directly impact economic activity in Baltimore.

Major Budget Items

The Convention Center's budget is jointly funded by the City and State based on the deficit between revenues generated by the Center and the cost to operate the Center. The State covers 2/3 of this deficit while the City covers 1/3. Based on Fiscal 2024 estimates, the State share of the budget will be \$9.4 million, the City share will be \$4.7 million.

The recommended budget includes one-time increases for assessment, maintenance, and replacement of aging infrastructure including the West Lobby carpet, swing doors, pipe infrastructure, and fire system.

The recommended budget includes funding for 3 positions that were created midyear in Fiscal 2023. These positions include: 2 Custodial Workers and 1 Maintenance Mechanic. These positions were funded by identifying savings within the agency's existing budget.

The budget eliminates one-time funding of \$632,000 from Fiscal 2023 for chair replacement.

Performance Measures

Measure	FY19 Actual	FY20 Actual	FY21 Actual	FY22 Target	FY22 Actual	FY23 Target	FY24 Target
# of Attendees	489,063	346,971	0	579,350	345,670	519,655	338,400
Revenue (in millions) generated by events	\$10.9m	\$7.5m	\$4.7m	\$5.2m	\$6.1m	\$9.6m	\$11.4m