

OFF-STREET PARKING BOARD  
AGENDAS

for

FINANCE COMMITTEE  
MEETING

and

MONTHLY BOARD  
MEETING

WEDNESDAY, JUNE 5, 2024

**OFF-STREET PARKING BOARD  
FINANCE COMMITTEE MEETING  
AGENDA**

**WEDNESDAY, JUNE 5, 2024**

**8:00 A. M.**

A G E N D A  
OFF-STREET PARKING BOARD  
FINANCE COMMITTEE MEETING  
CITY OF MIAMI, FLORIDA

**June 5, 2024**

**8:00 a.m.**

**40 N.W. 3<sup>rd</sup> St., Suite 1103**

1. April 2024 Financial Statements
  - A. Miami Parking Authority
  - B. Knight Center Garage
2. Bank Reconciliations

Any person may be heard by the Off-Street Parking Board of Directors, through the Chair, for not more than two minutes, on any proposition before the Board of Directors unless modified by the Chair. The Chair will advise the public when the public may have the opportunity to address the Board of Directors during the Public Comment Period or at any other designated time.

In accordance with the Americans with Disabilities Act of 1990, as amended, persons needing special accommodations to participate in this proceeding may contact the Miami Parking Authority at (305) 373-6789 ext. 227 or ext. 228 (Voice) no later than six (6) business days prior to the proceeding. TTY users may call via 711 (Florida Relay Service) no later than six (6) business days prior to the proceeding.



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TO: Honorable Chairperson and Members of the Off-Street Parking Board

FROM: Alejandra Argudin, Chief Executive Officer, Miami Parking Authority *AA Argudin*

SUBJECT: Financial Summaries For the Period Ended April 30, 2024

DATE: June 5, 2024

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The attached summaries represent the financial performance for the Miami Parking Authority and the Knight Center Garage for the month ended April 30, 2024.

AA:ss

Attachment

## MIAMI PARKING AUTHORITY

### Revenue & Expenses Summary

For the Seven Months Ended April 30, 2024

Page 1

Year-To-Date	FY 2024		FY 2023	Variances			
	Actual	Adopted Budget		Actual		FY 2024 Actual	
				FY 2024 Versus FY 2023		Versus 2024 Budget	
				\$	%	\$	%
Operating Revenue	35,760,823	33,125,929	33,552,761	2,208,062	6.58	2,634,894	7.95
Direct Operating Expenses	15,879,419	15,508,641	14,314,376	(1,565,043)	(10.93)	(370,778)	(2.39)
Operating Results	19,881,404	17,617,288	19,238,385	643,019	3.34	2,264,116	12.85
Non-Operating Revenues (Expenses):							
Depreciation & Amortization	(2,310,986)	(2,275,000)	(2,224,159)	(86,827)	(3.90)	(35,986)	(1.58)
Interest Income	998,177	164,442	183,228	814,949	444.77	833,735	507.01
Lower of Cost of Market - Investments	216,833	-	387,151	(170,318)	(43.99)	216,833	-
Gain (Loss) on Disposal Property	222,585	-	22,968	199,617	869.11	222,585	-
Interest Expense Net of Interest Income	(838,431)	(1,422,520)	(994,473)	156,042	(15.69)	584,089	(41.06)
Other Gains/(Losses)	-	-	-	-	-	-	-
Transfer to City of Miami	-	-	-	-	-	-	-
Budgeted Reserves	-	-	-	-	-	-	-
Net Revenue In Excess of Expenses	18,169,582	14,084,210	16,613,100	1,556,482	9.37	4,085,372	29.01

The above summary represents the financial performance of the agency for the (7) months ended April30, 2024 based on the reporting requirements of Ordinance No. 11719.

  
**ALEJANDRA ARGUDIN**  
**CHIEF EXECUTIVE OFFICER**

  
**SCOTT SIMPSON**  
**CHIEF FINANCIAL OFFICER**

# MIAMI PARKING AUTHORITY

Revenue & Expenses Summary  
For the Month Ended April 2024

Page 2

	FY 2024		FY 2023	Variances			
	Actual	Adopted		Actual		FY 2024 Actual	
		Budget		FY 2024 Versus FY 2023		Versus 2024 Budget	
				\$	%	\$	%
Current Month	\$	\$	\$				
Operating Revenue	5,217,048	4,213,575	4,743,227	473,821	9.99	1,003,473	23.82
Direct Operating Expenses	2,383,116	2,116,044	1,865,196	(517,920)	(27.77)	(267,072)	(12.62)
<b>Operating Results</b>	<b>2,833,932</b>	<b>2,097,531</b>	<b>2,878,031</b>	<b>(44,099)</b>	<b>(1.53)</b>	<b>736,401</b>	<b>35.11</b>
<b>Non-Operating Revenues (Expenses):</b>							
Depreciation & Amortization	(320,197)	(325,000)	(316,166)	(4,031)	(1.27)	4,803	1.48
Interest Income	148,605	(889)	(2,101)	150,706	(7,173.06)	149,494	(16,815.97)
Lower of Cost of Market - Investments	(110,024)	-	110,582	(220,606)	(199.50)	(110,024)	-
Gain (Loss) on Disposal Property	61,230	-	-	61,230	-	61,230	-
Interest Expense Net of Interest Income	(119,776)	(2,956)	(142,068)	22,292	(15.69)	(116,820)	3,951.96
Other Gains/(Losses)	-	-	-	-	-	-	-
Transfer to City of Miami	-	-	-	-	-	-	-
Budgeted Reserves	-	-	-	-	-	-	-
<b>Net Revenue In Excess of Expenses</b>	<b>2,493,770</b>	<b>1,768,686</b>	<b>2,528,278</b>	<b>(34,508)</b>	<b>(1.36)</b>	<b>725,084</b>	<b>41.00</b>

# MIAMI PARKING AUTHORITY

Schedule of Revenue and Expenses  
For the Seven Months Ended April 30, 2024

Page 3

	FY 2024			Variances				
		Adopted	FY 2023	Actual		FY 2024 Actual		
	Actual	Budget	Actual	FY 2024 Versus FY 2023		Versus 2024 Budget		
	\$	\$	\$	\$	%	\$	%	Note(s)
Operating Revenue								
Off-Street Facilities	4,124,200	2,339,437	3,216,559	907,641	28.22	1,784,763	76.29	
Parking Lots	6,842,435	6,129,230	6,513,620	328,815	5.05	713,205	11.64	
On-Street	23,334,089	23,553,047	22,550,784	783,305	3.47	(218,958)	(0.93)	
Management Fees	679,377	520,884	559,417	119,960	21.44	158,493	30.43	
Other	780,723	583,331	712,382	68,341	9.59	197,392	33.84	
Total Operating Revenue	35,760,823	33,125,929	33,552,761	2,208,062	6.58	2,634,894	7.95	
Operating Expenses								
Salaries, Wages & Fringe Benefits	5,970,982	5,939,732	5,281,959	(689,024)	(13.04)	(31,250)	(0.53)	
Repairs, Maintenance, Cleaning & Landscape	1,448,994	1,329,441	1,718,699	269,706	15.69	(119,553)	(8.99)	
Security	1,045,647	908,014	890,860	(154,787)	(17.37)	(137,633)	(15.16)	
Utilities	398,629	415,456	383,497	(15,132)	(3.95)	16,827	4.05	
Insurance	860,676	922,887	392,597	(468,079)	(119.23)	62,211	6.74	
Rental - Building/Land/Auto	199,061	237,464	50,427	(148,634)	(294.75)	38,403	16.17	
Assessment Expenses	468,643	567,994	374,597	(94,046)	(25.11)	99,351	17.49	
Revenue Sharing	1,651,225	1,800,120	1,672,295	21,070	1.26	148,895	8.27	
Parking Meter Parts & Installation	226,434	61,334	36,333	(190,100)	(523.21)	(165,100)	(269.18)	
Professional - Audit	79,282	98,231	79,282	-	-	18,949	19.29	
Professional - Legal Services	68,614	68,621	68,614	-	-	7	0.01	
Professional - Other	429,742	427,175	560,121	130,379	23.28	(2,567)	(0.60)	
Professional - Pay and Display Fees	39,484	30,100	8,875	(30,609)	(344.89)	(9,384)	(31.18)	
Bank Charges	1,827,189	1,738,781	1,718,183	(109,006)	(6.34)	(88,408)	(5.08)	
Supplies and Miscellaneous	368,037	319,339	422,069	54,032	12.80	(48,698)	(15.25)	
Other Expenses	250,675	186,908	209,730	(40,945)	(19.52)	(63,767)	(34.12)	
Advertising & Promotion	546,106	457,044	446,239	(99,868)	(22.38)	(89,062)	(19.49)	
Total Operating Expenses	15,879,419	15,508,641	14,314,376	(1,565,043)	(10.93)	(370,778)	(2.39)	
Operating Results Before Depr & Amort	19,881,404	17,617,288	19,238,385	643,019	3.34	2,264,116	12.85	
Depreciation & Amortization	(2,310,986)	(2,275,000)	(2,224,159)	(86,827)	(3.90)	(35,986)	(1.58)	
Operating Results	17,570,418	15,342,288	17,014,226	556,192	3.27	2,228,130	14.52	
Non-Operating Revenues (Expenses):								
Interest Income	998,177	164,442	183,228	814,949	444.77	833,735	507.01	
Lower of Cost of Market - Investments	216,833	-	387,151	(170,318)	(43.99)	216,833	-	
Gain (Loss) on Disposal Property	222,585	-	22,968	199,617	869.11	222,585	-	
Interest Expenses	(838,431)	(1,422,520)	(994,473)	156,042	(15.69)	584,089	(41.06)	
Other Gains/(Losses)	-	-	-	-	-	-	-	
Transfer to City of Miami	-	-	-	-	-	-	-	
Budgeted Reserves	-	-	-	-	-	-	-	
Total Non-Operating	599,164	(1,258,078)	(401,126)	1,000,290	(249.37)	1,857,242	(147.63)	
Net Revenue In Excess of Expenses	18,169,582	14,084,210	16,613,100	1,556,482	9.37	4,085,372	29.01	

# MIAMI PARKING AUTHORITY

## Schedule of Revenue and Expenses

For the Month Ended April 2024

Page 4

	FY 2024		FY 2023	Variances				Note(s)	
	Actual	Adopted Budget		Actual	Actual		FY 2024 Actual		
					FY 2024 Versus FY 2023		Versus 2024 Budget		
	\$	\$	\$	\$	%	\$	%		
Operating Revenue									
Off-Street Facilities	651,151	214,363	461,453	189,699	41.11	436,788	203.76	1	
Parking Lots	994,239	806,663	939,385	54,854	5.84	187,576	23.25		
On-Street	3,336,126	3,034,804	3,212,191	123,935	3.86	301,322	9.93		
Management Fees	118,508	74,412	84,611	33,897	40.06	44,096	59.26	2	
Other	117,023	83,333	45,587	71,436	156.70	33,690	40.43	3	
Total Operating Revenue	5,217,048	4,213,575	4,743,227	473,820	9.99	1,003,473	23.82		
Operating Expenses									
Salaries, Wages & Fringe Benefits	893,835	899,761	711,206	(182,629)	(25.68)	5,926	0.66		
Repairs, Maintenance, Cleaning & Landscape	260,705	180,537	186,060	(74,645)	(40.12)	(80,168)	(44.41)	4	
Security	125,926	94,002	158,997	33,071	20.80	(31,924)	(33.96)	5	
Utilities	60,394	51,208	57,133	(3,261)	(5.71)	(9,186)	(17.94)		
Insurance	122,196	131,841	54,406	(67,790)	(124.60)	9,645	7.32		
Rental - Building/Land/Auto	37,086	33,923	7,233	(29,852)	(412.70)	(3,163)	(9.32)		
Assessment Expenses	76,844	81,142	51,030	(25,815)	(50.59)	4,298	5.30		
Revenue Sharing	254,901	210,718	176,265	(78,636)	(44.61)	(44,183)	(20.97)	6	
Parking Meter Parts & Installation	681	8,762	265	(416)	(157.07)	8,081	92.23		
Professional - Audit	11,326	14,033	11,326	-	-	2,707	19.29		
Professional - Legal Services	9,802	9,803	9,802	-	-	1	0.01		
Professional - Other	55,107	61,025	63,624	8,517	13.39	5,918	9.70		
Professional - Pay and Display Fees	6,712	4,300	5,500	(1,212)	(22.04)	(2,412)	(56.09)		
Bank Charges	271,499	220,232	188,543	(82,956)	(44.00)	(51,267)	(23.28)	7	
Supplies and Miscellaneous	58,756	36,508	76,788	18,032	23.48	(22,248)	(60.94)	8	
Other Expenses	41,861	12,957	33,509	(8,352)	(24.92)	(28,904)	(223.08)	9	
Advertising & Promotion	95,484	65,292	73,509	(21,975)	(29.89)	(30,192)	(46.24)	10	
Total Operating Expenses	2,383,116	2,116,044	1,865,196	(517,919)	(27.77)	(267,072)	(12.62)		
Operating Results Before Depr & Amort	2,833,932	2,097,531	2,878,031	(44,099)	(1.53)	736,401	35.11		
Depreciation & Amortization	(320,197)	(325,000)	(316,166)	(4,031)	(1.27)	4,803	1.48		
Operating Results	2,513,735	1,772,531	2,561,865	(48,130)	(1.88)	741,204	41.82		
Non-Operating Revenues (Expenses):									
Interest Income	148,605	(889)	(2,101)	150,706	(7,173.06)	149,494	#####		
Lower of Cost of Market - Investments	(110,024)	-	110,582	(220,606)	(199.50)	(110,024)	-		
Gain (Loss) on Disposal Property	61,230	-	-	61,230	-	61,230	-		
Interest Expenses	(119,776)	(2,956)	(142,068)	22,292	(15.69)	(116,820)	3,951.96		
Other Gains/(Losses)	-	-	-	-	-	-	-		
Transfer to City of Miami	-	-	-	-	-	-	-		
Budgeted Reserves	-	-	-	-	-	-	-		
Total Non-Operating	(19,965)	(3,845)	(33,587)	13,622	(40.56)	(16,120)	419.25		
Net Revenue In Excess of Expenses	2,493,770	1,768,686	2,528,278	(34,508)	(1.36)	725,084	41.00		



- 1 **Off-Street Facilities** - The positive variance of \$436.8k is primarily attributable to revenue recognition in Garage #3 in the amount of \$284.2k. The FY 2024 budget anticipated Garage #3 coming off line at the end of January.
- 2 **Management Fees** - The favorable variance of \$44.1k is primarily attributable Doral (\$14.9k/\$0.0k) and Miami-Dade Parks (\$59.4k/\$26.8k) performing better than budget.
- 3 **Other** - Towing revenue can vary significantly month to month.
- 4 **Repairs, Maintenance, Cleaning & Landscape** - The negative variance of \$80.2k is attributable to systemwide repair projects (electrical, fencing, fire suppression systems and etc.)
- 5 **Security** - The negative variance of \$31.5k is the result of the delayed closure of Garage #3. The FY 2024 budget anticipated Garage #3 coming off line at the end of January.
- 6 **Revenue Sharing** - This category is a contractual amount that is either a percentage of revenue or net revenue in excess of expenses. This number has a direct relationship with revenues as revenues increase/decrease for these managed operations there will be a proportional increase/decrease in the expense category.
- 7 **Bank Charges** - The unfavorable variance of \$51.3k is attributable to system-wide credit card usage being higher than anticipated.
- 8 **Supplies and Miscellaneous** - The negative variance of \$22.3k is due to the timing of various annual software license purchases.
- 9 **Other Expenses** - The variance of \$28.5k is due to the attendance of conferences and specific sponsorships.
- 10 **Advertising & Promotion** - The negative variance of \$30.2k is attributable to miscellaneous items such as: Free Bee, and other local sponsorships.

The above summary represents the major variances from budget for the month of April 2024.



ALEJANDRA ARGUDIN  
CHIEF EXECUTIVE OFFICER



SCOTT SIMPSON  
CHIEF FINANCIAL OFFICER

## JAMES L. KNIGHT CENTER GARAGE

### Revenue and Expenses Summary

For the Seven Months Ended April 30, 2024

Page 6

Year-To-Date	FY 2024		FY 2023 Actual \$	Variances		FY 2024 Actual Versus FY 2024 Budget	
	Actual	Adopted Budget		Actual FY 2024 Versus FY 2023		\$	%
	\$	\$		\$	%	\$	%
Operating Revenue	1,930,635	1,488,111	1,652,767	277,868	16.8	442,524	29.7
Direct Operating Expenses	1,324,172	773,440	853,309	(470,863)	(55.2)	(550,732)	(71.2)
Net Revenue In Excess of Expenses	606,463	714,671	799,458	(192,995)	(24.1)	(108,208)	(15.1)

The above summary represents the financial performance of the James L. Knight Center for the (7) months ended April 30, 2024.



ALEJANDRA ARGUDIN  
CHIEF EXECUTIVE OFFICER



SCOTT SIMPSON  
CHIEF FINANCIAL OFFICER

# *JAMES L. KNIGHT CENTER GARAGE*

Revenue and Expenses Summary

For the Month Ended April 2024

Page 7

Year-To-Date	FY 2024		FY 2023 Actual	Variances			
	Actual	Adopted Budget		Actual FY 2024 Versus FY 2023		FY 2024 Actual Versus FY 2024 Budget	
	\$	\$	\$	\$	%	\$	%
Operating Revenue	292,806	190,926	239,372	53,434	22.3	101,880	53.4
Direct Operating Expenses	196,207	126,107	127,859	(68,348)	(53.5)	(70,100)	(55.6)
Net Revenue In Excess of Expenses	96,599	64,819	111,513	(14,914)	(13.4)	31,780	49.0

# **JAMES L. KNIGHT CENTER GARAGE**

## Schedule of Revenue and Expenses

For the Seven Months Ended April 30, 2024

Page 8

	FY 2024		FY 2023 Actual \$	Variances		FY 2024 Actual Versus FY 2024 Budget		Note(s)
	Actual	Adopted Budget		Actual FY 2024 Versus FY 2023		\$	%	
	\$	\$		\$	%			
<b>Operating Revenue</b>								
Monthly Revenue	1,114,203	895,638	942,110	172,092	18.3	218,565	24.4	
Daily Revenue	611,834	446,632	474,818	137,015	28.9	165,202	37.0	
Special Event Revenue	207,737	145,841	235,628	(27,891)	0.0	61,896	42.4	
Other	(3,138)	-	210	(3,348)	(1,594.3)	(3,138)	0.0	
<b>Total Operating Revenue</b>	<b>1,930,635</b>	<b>1,488,111</b>	<b>1,652,767</b>	<b>277,869</b>	<b>16.8</b>	<b>442,524</b>	<b>29.7</b>	
<b>Operating Expenses</b>								
Salaries, Wages & Fringe Benefits	198,361	190,584	171,535	(26,826)	(15.6)	(7,777)	(4.1)	
Repairs, Maintenance, Cleaning & Landscape	70,930	121,446	206,283	135,353	65.6	50,516	41.6	
Security & Enforcement	255,471	260,325	252,511	(2,960)	(1.2)	4,854	1.9	
Utilities	56,448	45,717	45,320	(11,128)	(24.6)	(10,731)	(23.5)	
Insurance	70,862	62,856	52,249	(18,612)	(35.6)	(8,006)	(12.7)	
Legal & Professional	561,495	12,137	37,795	(523,700)	(1,385.63)	(549,358)	(4,526.3)	
Supplies & Printing	7,827	5,255	2,394	(5,434)	-	(2,572)	(48.9)	
Mgmt Fees & Admin O/H	96,553	75,120	82,638	(13,915)	(16.84)	(21,433)	(28.5)	
Other Expenses	464	-	2,584	2,120	82.04	(464)	0.0	
Advertising & Promotion	-	-	-	-	-	-	0.0	
Taxes & Permits	5,761	-	-	(5,761)	-	(5,760.88)	0.0	
Budgeted Reserves	-	-	-	-	-	-	-	
<b>Total Operating Expenses</b>	<b>1,324,172</b>	<b>773,440</b>	<b>853,309</b>	<b>(470,863)</b>	<b>(55.2)</b>	<b>(550,732)</b>	<b>(71.2)</b>	
<b>Net Revenue In Excess of Expenses</b>	<b>606,463</b>	<b>714,671</b>	<b>799,458</b>	<b>(192,994)</b>	<b>(24.1)</b>	<b>(108,208)</b>	<b>(15.1)</b>	

# JAMES L. KNIGHT CENTER GARAGE

Schedule of Revenue and Expenses  
For the Month Ended April 2024

Page 9

	FY 2024		FY 2023 Actual \$	Variances				Note(s)
	Actual \$	Adopted Budget \$		Actual FY 2024 Versus FY 2023		FY 2024 Actual Versus FY 2024 Budget		
				\$	%	\$	%	
<i>Operating Revenue</i>								
Monthly Revenue	163,503	109,103	139,503	24,000	17.2	54,400	49.9	1
Daily Revenue	81,558	60,990	65,495	16,063	24.5	20,568	33.7	2
Special Event Revenue	48,273	20,833	34,344	13,929	0.0	27,440	131.7	3
Other	(528)	-	30	(558)	(1,860.0)	(528)	-	
<i>Total Operating Revenue</i>	<i>292,806</i>	<i>190,926</i>	<i>239,372</i>	<i>53,434</i>	<i>22.3</i>	<i>101,880</i>	<i>53.4</i>	
<i>Operating Expenses</i>								
Salaries, Wages & Fringe Benefits	27,289	43,205	22,876	(4,413)	(19.3)	15,916	36.8	
Repairs, Maintenance, Cleaning & Landscape	10,200	17,332	8,168	(2,032)	(24.9)	7,132	41.2	
Security & Enforcement	33,908	36,935	66,550	32,641	49.0	3,027	8.2	
Utilities	8,648	6,896	8,819	171	1.9	(1,752)	(25.4)	
Insurance	10,005	8,991	7,377	(2,628)	(35.6)	(1,014)	(11.3)	
Legal & Professional	91,321	1,732	1,830	(89,491)	(4,890.2)	(89,589)	(5,172.6)	4
Supplies & Printing	-	749	-	-	0.0	749	100.0	
Mgmt Fees & Admin O/H	14,662	10,267	11,969	(2,693)	(22.5)	(4,395)	(42.8)	
Other Expenses	174	-	271	97	35.8	(174)	0.0	
Advertising & Promotion	-	-	-	-	0.0	-	0.0	
Taxes & Permits	-	-	-	-	0.0	-	0.0	
Budgeted Reserves	-	-	-	-	-	-	-	
<i>Total Operating Expenses</i>	<i>196,207</i>	<i>126,107</i>	<i>127,859</i>	<i>(68,348)</i>	<i>(53.5)</i>	<i>(70,100)</i>	<i>(55.6)</i>	
<i>Net Revenue In Excess of Expenses</i>	<i>96,599</i>	<i>64,819</i>	<i>111,513</i>	<i>(14,914)</i>	<i>(13.4)</i>	<i>31,780</i>	<i>49.0</i>	

**JAMES L. KNIGHT CENTER GARAGE**

**Summary of Major Variances**

**For the Month Ended April 2024**

Page 10

- 1 **Monthly Revenue** - Monthly revenue is better than budget due to the increased the number of monthly permits purchased.
- 2 **Daily Revenue** - Daily revenue is better than budget due to the increased the number of daily transactions.
- 3 **Special Event Revenue** - Special Event revenue is significantly below budget due to the timing of events compared to prior year.
- 4 **Repairs, Maintenance, Cleaning & Landscape** - The negative variance of \$89.6.k is for the current draw for Phase 2 Upgrade project. The total for this project is approximately \$7,326,000.

The above summary represents the major variances from budget for the month of April 2024.

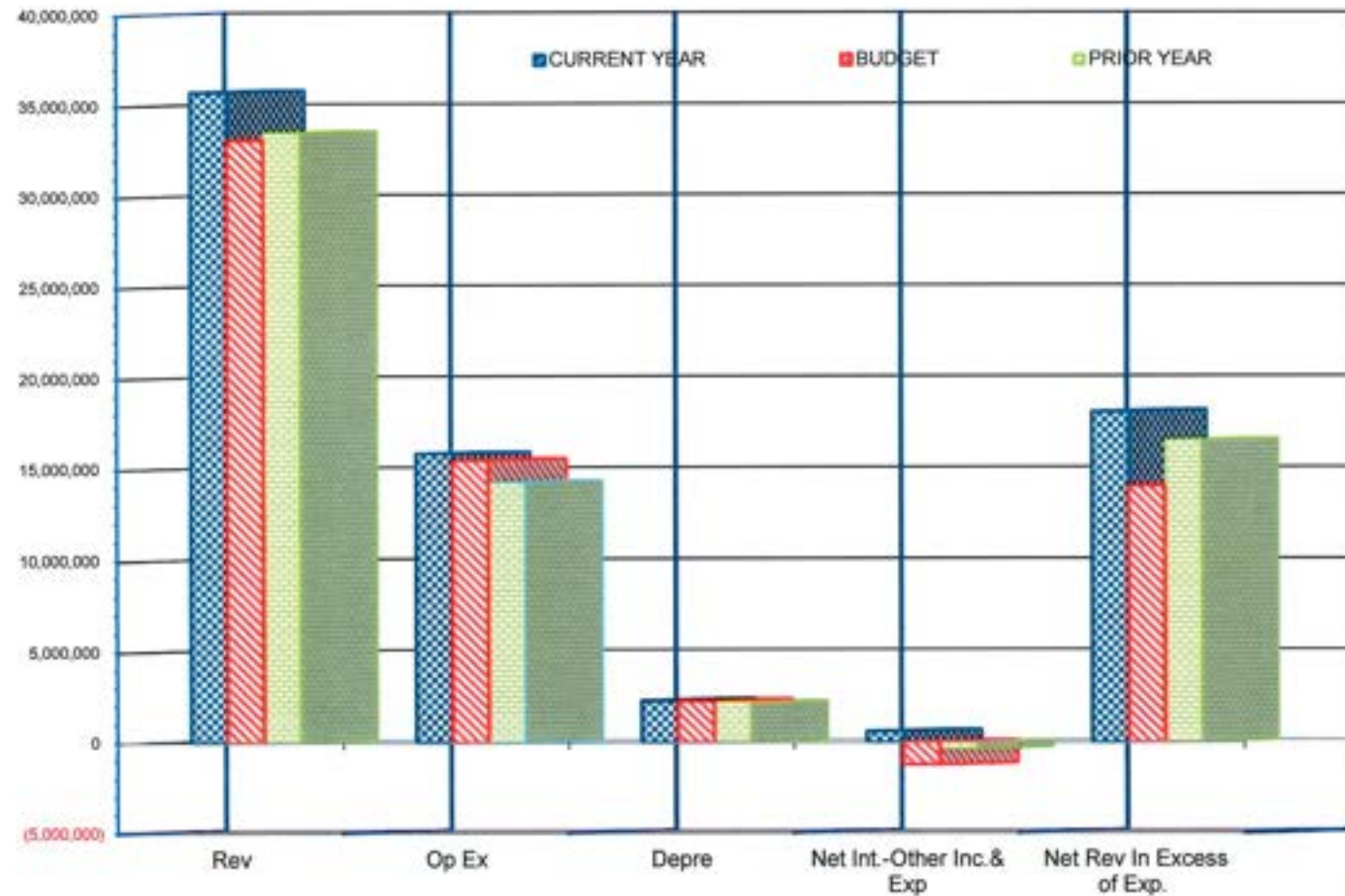


**ALEJANDRA ARGUDIN**  
**CHIEF EXECUTIVE OFFICER**



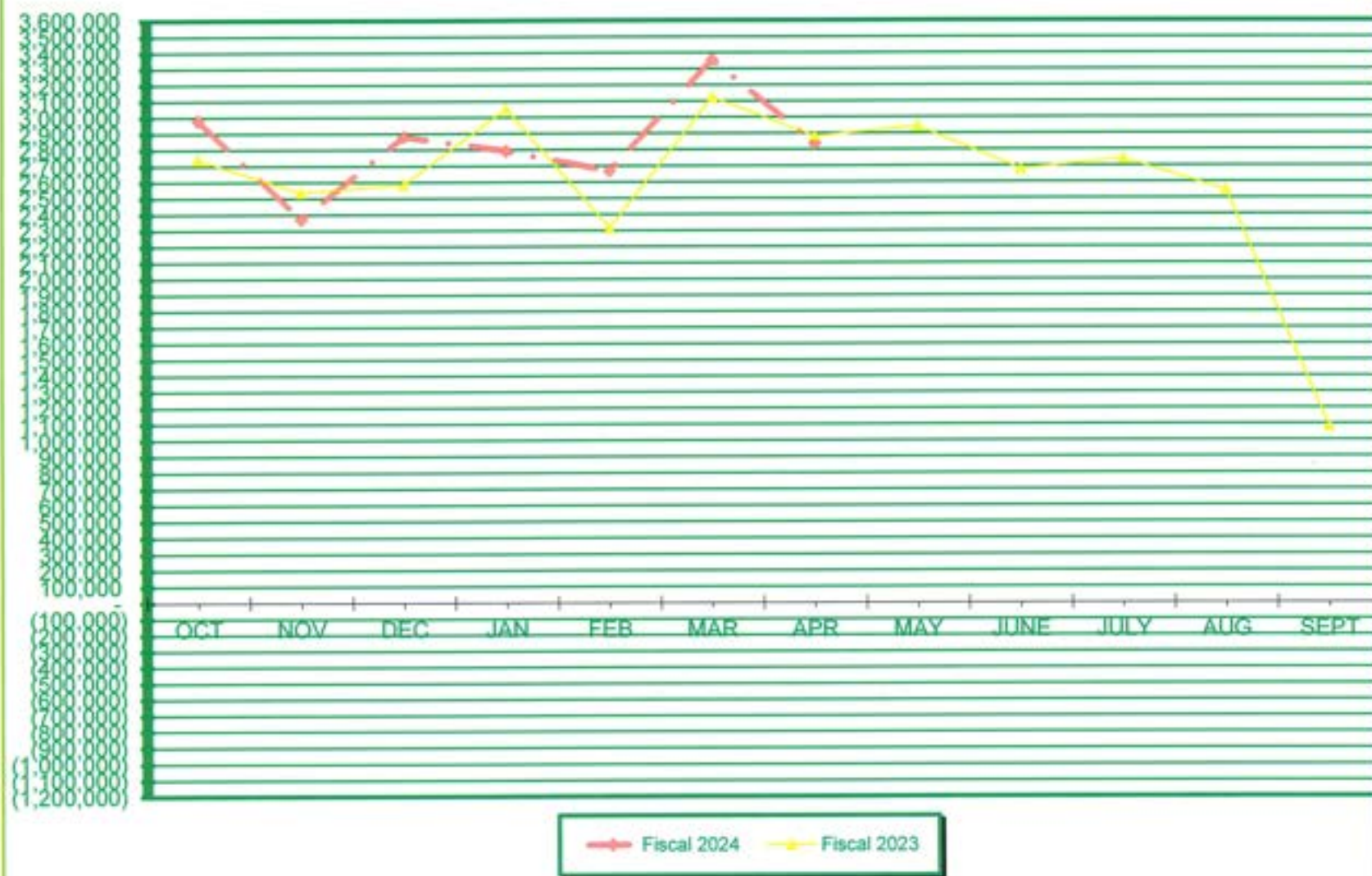
**SCOTT SIMPSON**  
**CHIEF FINANCIAL OFFICER**

# MIAMI PARKING AUTHORITY FOR THE YEAR ENDED APRIL 30, 2024



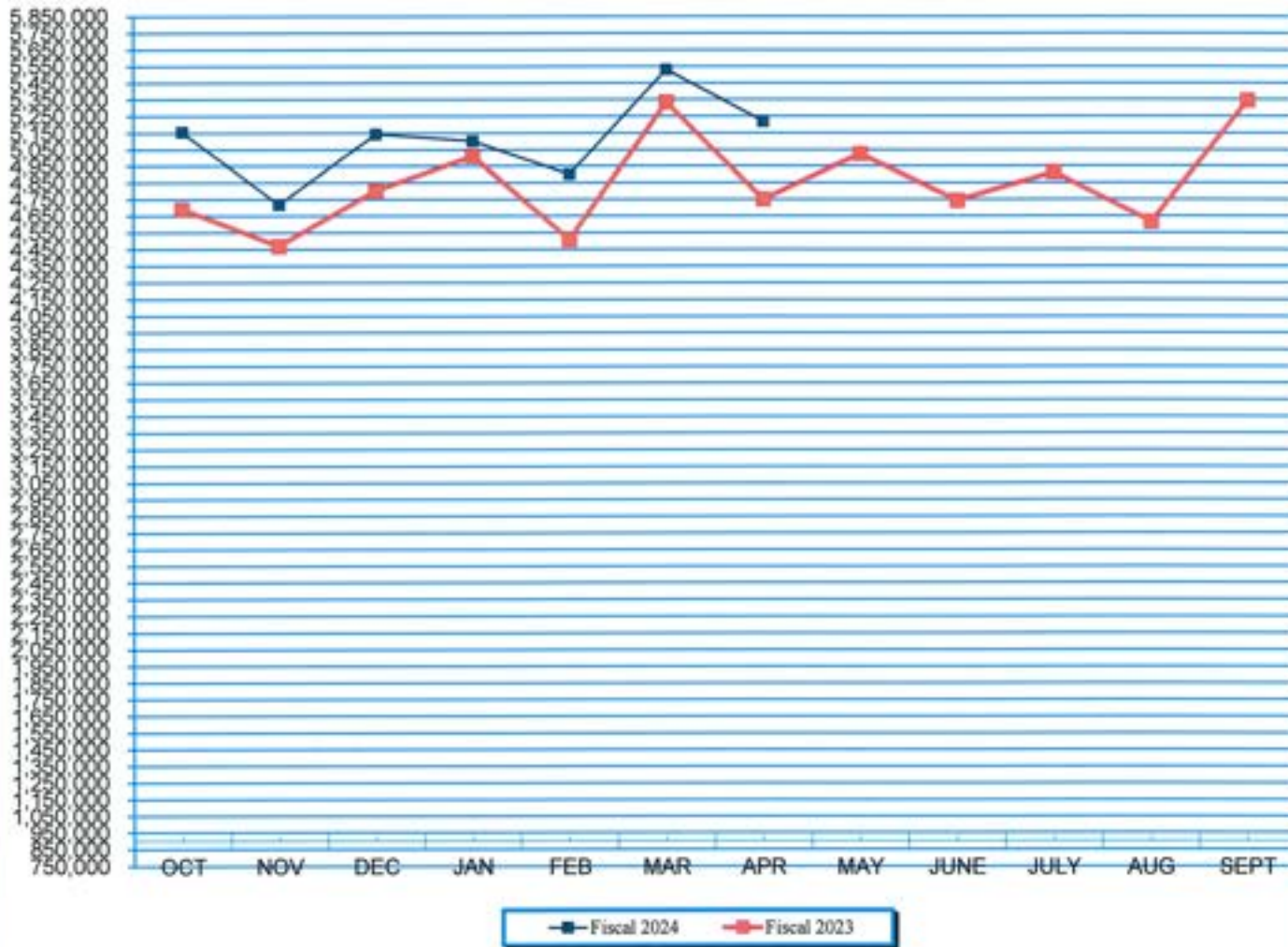


# MIAMI PARKING AUTHORITY OPERATING INCOME





# MIAMI PARKING AUTHORITY OPERATING REVENUE



# MIAMI PARKING AUTHORITY OPERATING EXPENSE





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TO: Honorable Chairperson and Members of the Off-Street Parking Board

FROM: Scott Simpson, Chief Financial Officer, Miami Parking Authority

SUBJECT: Bank Reconciliations Certification

DATE: June 5, 2024

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A handwritten signature in blue ink, appearing to read "Scott", is written over the "FROM" line of the letterhead.

This is to certify that bank reconciliations for the month of April 2024 for the Miami Parking Authority and its managed facilities have been reviewed and no material differences have been noted.

SS:ss

**OFF-STREET PARKING BOARD  
MONTHLY MEETING  
AGENDA**

**WEDNESDAY, JUNE 5, 2024**

**8:15 A. M.**

# OFF-STREET PARKING BOARD

Jami Reyes (Chairperson) \* Thomas Jelke \* James S. Cassel \* Deborah Ladron de Guevara \* Marvin Wilmoth

## AGENDA – June 5, 2024

- I. Public Comments
- II. Employee/Board Recognition/Presentations
  - A. Employee 'Years of Service' Award
    - 1. McKinley Joseph (5-Year Award)
    - 2. Julio Baldelomar (5-Year Award)
    - 3. Angel Hernandez (5-Year Award)
- III. MRD Consulting Report
- IV. Loud and Live Progress Report Presentation
- V. APPROVAL ITEMS
  - 1. 24-0601 April 2024 Financial Statements
    - A. Miami Parking Authority
    - B. Knight Center Garage
  - 2. 24-0602 Regular Board Meeting Minutes
    - A. May 1, 2024 Finance Committee
    - B. May 1, 2024 Off-Street Parking
  - 3. 24-0603 Approval of Electrical Services at the Courthouse Center Garage by AD Electrical Contractor, LLC
  - 4. 24-0604 Extension of Board Chairperson's Term for Two Consecutive Years

Any person may be heard by the Off-Street Parking Board of Directors, through the Chair, for not more than two minutes, on any proposition before the Board of Directors unless modified by the Chair. The Chair will advise the public when the public may have the opportunity to address the Board of Directors during the Public Comment Period or at any other designated time.

In accordance with the Americans with Disabilities Act of 1990, as amended, persons needing special accommodations to participate in this proceeding may contact the Miami Parking Authority at (305) 373-6789 ext. 227 or ext. 228 (Voice) no later than six (6) business days prior to the proceeding. TTY users may call via 711 (Florida Relay Service) no later than six (6) business days prior to the proceeding.

## **VI. CHIEF EXECUTIVE OFFICER'S REPORT**

M-Tower (G-2) Redevelopment Project Update

## **VII. STATUS REPORT**

- April 2024 Operational Report

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## **Progress Report for Miami Parking Authority**

### **Public Relations Services**

**May 1 - 31, 2024**

<b>TASK</b>	<b>ACTIVITY</b>
<b>Board Meeting</b>	❖ On May 1, 2024, attended the MPA Board of Directors meeting.
<b>PayByPhone</b>	❖ Reviewed and edited the PayByPhone case study about its successes in Miami.
<b>Public Relations Tactics</b>	<ul style="list-style-type: none"><li>❖ On May 1<sup>st</sup>, participated in a Zoom meeting with Ms. Meagan Camp, The Modern Take.</li><li>❖ On May 6<sup>th</sup>, attended the 2024 Co-Motion Miami conference held at Miami Dade College.</li><li>❖ On May 7<sup>th</sup>, attended the National Association of Cities Transportation Officials (NACTO).</li><li>❖ On May 9<sup>th</sup>, attended the NACTO conference.</li><li>❖ On May 20<sup>th</sup>, I met virtually with Ms. Meagan Camp to review the MPA calendar of events and flesh out other details before the International Parking and Mobility Institute's (IPMI) conference.</li></ul>

- ❖ Participated in the MPA/Loud and Live meeting on Friday, May 24<sup>th</sup>.
- ❖ Provided icons and asked Mr. Henry Espinosa to post the SpotHero press release on the MPA website. Miami Today picked up the release.
- ❖ Created posts for Ms. Argudin to post on LinkedIn in connection with the "Park and Look. Stop. Lock" campaign created by the National Highway Traffic Safety Administration (NHTSA) to prevent heatstrokes in children.
- ❖ Drafted content for LinkedIn relative to Ms. Alex Argudin's panel "Getting Creative: Innovation Comes in Many Forms" during the Co-Motion Miami conference.
- ❖ Forwarded the calendar of community events to Ms. Meagan Camp.
- ❖ Shared Ms. Argudin's article in the May 2024 Parking and Mobility magazine issue.
- ❖ Drafted content for LinkedIn related to the NHTSA "Once you Park, Stop. Look. Lock.
- ❖ Drafted content to announce Ms. Argudin's participation in a working group at NACTO's "Designing Cities 2024."
- ❖ Distributed the "Miami theater needs Coconut Grove playhouse" article.



- ❖ Drafted a response to Mr. John Horton, SpotHero, marketing and promotional plan ideas.
- ❖ Forwarded to Ms. Meagan Camp Ms. Argudin's article published in the May 2024 Parking and Mobility magazine issue.
- ❖ Drafted content related to Ms. Argudin's IPMI article for posting on the MPA website.
- ❖ Advised the social media team to post about Teacher Appreciation Week and International Water Safety Day: Be Water Smart events taking place the week of May 6th.
- ❖ Reviewed and edited the Populus press release, flyer, and one-pager.
- ❖ Drafted content for LinkedIn about Ms. Argudin's working group "Curbside Management: From Vision to Reality—How to Implement your Curb Priorities."
- ❖ Drafted content to post on LinkedIn about Ms. Argudin's attendance at the FIU's President's Council's event on May 9<sup>th</sup>.
- ❖ Drafted content for LinkedIn in anticipation of the IPMI annual conference and expo in June.
- ❖ Reviewed and edited a letter about the Jackson Memorial Hospital redevelopment project.
- ❖ Drafted content about the closing of Perricone's to post on LinkedIn.

- ❖ Updated Ms. Argudin's resume for the announcement of the IPMI board chairmanship.
- ❖ In June, pitch Ms. Argudin's position as chair of the IPMI board and the benefits to Miami as a leader in the parking and mobility industries.

### **Special Events**

#### **Calendar of Upcoming Community Events**

- ❖ June 9 – 12 – IPMI's annual conference and expo, Columbus, OH.
- ❖ July 1-31 – National Vehicle Theft Prevention Month (NHTSA)
- ❖ August and September – Miami Spice campaign.
- ❖ October 7 -11 – Customer Service Week
- ❖ October – Miami-Dade League of Cities Best Practices Conference
- ❖ October – Florida Mobility Week
- ❖ October - III Points Music Festival, Mana, Wynwood
- ❖ November – Miami Book Fair
- ❖ December 6 – 8 – Art Basel
- ❖ February 12 – 16, 2025 – Miami International Boat Show.

## **Quarters 2 and 3**

**June – August  
2024**

- ❖ Draft a media package to pitch Ms. Argudin's upcoming chairmanship of the Board of IPMI.
- ❖ Support the city of North Miami PayByPhone rollout.
- ❖ Continue to research ADA parking programs in other cities.
- ❖ Prepare a media kit and action plan for Ms. Argudin's taking over the reins of the IPMI board.
- ❖ Develop communication strategies for the launch of the pilot program for the Populus smart-city digital technology.
- ❖ Step up Ms. Argudin's and senior management's presence on LinkedIn.
- ❖ Prepare to launch the communication campaign for deploying the Automotus in the smart-city loading zones in downtown Miami.
- ❖ Identify and recommend not-for-profit events aligned with MPA's mission for quarters 2 and 3.
- ❖ Continue to create pitches for feature stories highlighting the initiatives MPA is implementing to stimulate parking and give back to the community.
- ❖ Update marketing and public relations roadmap for 2024 community initiatives for MPA to engage with the public.

<b>Loud and Live Progress Report and Invoice</b>	❖ Processed Loud and Live's invoice and progress report for May 2024.
	NAME: <u>Margarita R. Delgado</u> (Print)  SIGNATURE: <u>Margarita R. Delgado</u>  DATE: <u>May 20, 2024</u>

# MAY REPORT

06.05.24



*Loud and Live*

PRESENTED BY LOUD AND LIVE

# May Top Content



May 15, 2024

Great news for downtown visitors! 🏡  
Enjoy hassle-free parking in...

Reach	1,029
Comments	1
Likes	18
Saves	1
Engagement	26
Engagement rate per reach	2.5%
Engagement rate per impression	2.2%



Apr 26, 2024

Ready to heat up the playoffs with  
the Miami Heat? 🔥 Park hassle-fre...

Reach	327
Engaged users	2
Clicks	0
Other clicks	2
Engagement rate per reach	0.6%
Engagement rate per impression	0.6%



X @miamiparking

Thu 5/16/24 8:06 am EDT

Headed to the #MiamiBash concert at the  
#KaseyaCenter tomorrow? Don't stress about parking  
and park at our MDC Lot 92 or at the College Station...



Impressions	1,099
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# Highlights & What's to Come



## CoMotion Coverage

*Covered Alex's Panel in CoMotion and captured content.*

*Delivered pictures and a recap reel of the panel.*

*Posted on Instagram, Facebook & LinkedIn.*

*Received over 2,000 impressions.*



## Link in Bio

*Upgraded MPA's Instagram link in bio with a new look and feel and to include all the necessary links.*



## IPMI Conference Coverage

*June 9<sup>th</sup> to 12<sup>th</sup>, Alex will be participating in the IPMI Conference.*

*L&L will post MPA's involvement on Meta and LinkedIn.*





## Social Growth



**3,648 Total Followers**

**Total Impressions 10,284**

**Total Engagement 133**



**4,085 Total Followers**

**Total Impressions 4,408**

**Total Engagement 206**



**19,042 Total Followers**

**Total Impressions 2,861**

**Total Engagement 52**



**1,040 Total Followers**

**Total Impressions 4,215**

**Total Engagement 343**

*Performance from April 16, 2024 – May 15, 2024*



**THANK YOU.**





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TO: Honorable Chairperson and Members of the Off-Street Parking Board

FROM: Alejandra Argudin, Chief Executive Officer, Miami Parking Authority *AA Argudin*

SUBJECT: Financial Summaries for the Period Ended April 30, 2024

DATE: June 5, 2024

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The Financial Summaries for the month ended April 30, 2024 for the Miami Parking Authority and the Knight Center Garage, are included in the Finance Committee package as agenda Item No. #1.

AA:ss

Attachment

MIAMI PARKING AUTHORITY  
BOARD MEETING

May 1, 2024

PRESENT: Marvin Wilmoth  
Jami Reyes (Board Chair)  
James Cassel  
Deborah Ladron de Guevara

ALSO PRESENT: Alejandra Argudin, Chief Executive Officer, MPA  
Julia Y. Alfonso, Court Reporter, JYA Reporting  
Jihan Soliman, Assistant City Attorney, City of Miami  
Scott Simpson, CFO, Miami Parking Authority  
Margie Carmenates, Controller, MPA  
Monica Cuadra, Executive Administrative Assistant, MPA  
Roland Galdos, Sr. Executive Advisor to the CEO  
Angela Hernandez, HR Director, MPA  
Angel Diaz, Director of Operations, MPA  
Henry Espinosa, IT Director, MPA  
Margarita Delgado, MRD Consulting  
Orlando Canizales, IT Technician, MPA  
Jose Leon, Manager, MPA  
Victor Rosario, Sr. Manager of Operations, MPA  
Carol Corredor, Executive Administrative Assistant, MPA  
Jeffrey Medina, Sr. Manager of Operations, MPA  
Humberto Escandon, Sr. Manager of Operations, MPA  
George McLean, Sr. Business Analyst, MPA  
Javier Armenteros, Manager of Operations, MPA  
Jennifer Garcia, Senior Project & Property Manager  
Wilfred Soto, Sr. Manager of Operations, Miami Parking Authority  
Christian Radicy, Manager, Miami Parking Authority  
Gabriel Maytin, System Administrator, Miami Parking Authority  
Monica Montoya, Senior Staff Accountant, Miami Parking Authority  
Leonard Bier, Consultant, Bier Associates  
John Lopez, Sr. Manager of Operations, PHT  
Blake Myton, Director, Senior Client Strategist, Sterling Capital

1	1	1	2
2			
3	IN RE:		
4	OFF-STREET PARKING BOARD		
5	FINANCE COMMITTEE MEETING		
6	8:00 a.m.		
7	OFF-STREET PARKING BOARD		
8	MONTHLY BOARD MEETING		
9	8:15 a.m.		
10			
11			
12	DATE TAKEN: May 1, 2024		
13	TIME: 8:04 a.m. - 9:00 a.m.		
14	PLACE: Miami Parking Authority		
15	40 Northwest 3rd Street		
16	Penthouse Suite 1103		
17	Miami, Florida 33128		
18	Proceedings taken before:		
19	Julia Y. Alfonso, RPR, FPR-C		
20	Florida Professional Reporter		
21			
22			
23			
24			
25			
1	1	1	2
2	Present:		
3	Jami Reyes, Chairperson		
4	James Cassel, Board Member		
5	Deborah Ladrón de Guevara, Board Member		
6	Marvin Wilmoth, Board Member		
7	Also Present:		
8	Alejandra Argudin, Chief Executive Officer, MPA		
9	Julia Y. Alfonso, Court Reporter, JVA Reporting		
10	Jihan Soliman, Assistant City Attorney, City of Miami		
11	Scott Simpson, CFO, Miami Parking Authority		
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24	Humberto Escandon, Sr. Manager of Operations, MPA		
25	George McLean, Sr. Business Analyst, MPA		
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3	Jami Reyes, Chairperson		
4	James Cassel, Board Member		
5	Deborah Ladrón de Guevara, Board Member		
6	Marvin Wilmoth, Board Member		
7	Also Present:		
8	Alejandra Argudin, Chief Executive Officer, MPA		
9	Julia Y. Alfonso, Court Reporter, JVA Reporting		
10	Jihan Soliman, Assistant City Attorney, City of Miami		
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21	Victor Rosario, Sr. Manager of Operations, MPA		</

<p>1 P-R-O-C-E-E-D-I-N-G-S 5</p> <p>2 MR. CASSEL: We're going to call the finance</p> <p>3 meeting to order. Good morning.</p> <p>4 MR. SIMPSON: Good morning, everyone.</p> <p>5 We are here to talk about the performance for</p> <p>6 the period ending in March for the Parking</p> <p>7 Authority as well as the Knight Center.</p> <p>8 Before we get into the body of the financials,</p> <p>9 just a few housekeeping items. The bank</p> <p>10 reconciliations for the month are current. There</p> <p>11 are no material items from the preceding month's</p> <p>12 reconciliation in the current month. This is also</p> <p>13 sort of the start of a big period for us.</p> <p>14 March, April, May tend to be the largest</p> <p>15 revenue producing months for us. So we'll be able</p> <p>16 to tell a lot of things about the projections for</p> <p>17 the end of the fiscal year related to cash to the</p> <p>18 City, bond convenance, those types of things, as</p> <p>19 well as looking at some pending capital projects</p> <p>20 that we may want to open up.</p> <p>21 It also -- this is the last data set point</p> <p>22 that we use when we start preparing the file doing</p> <p>23 our forecast for the 2025 budget. So our plan is</p> <p>24 to come back to the board at the July meeting for</p> <p>25 approval of our operating budget for 2025. And</p>	<p>1 assuming that that does pass, we'll start the 6</p> <p>2 process to get on the agenda for the City's</p> <p>3 process. The City has their budget hearing</p> <p>4 scheduled tentatively for the 12th of September.</p> <p>5 That's the first day -- they have two public</p> <p>6 hearings for their budget.</p> <p>7 Our budget is adopted by resolution. What</p> <p>8 that means in a practical sense is that we have one</p> <p>9 meeting, one public hearing for adoption of our</p> <p>10 budget. Normally what the City has done is any</p> <p>11 entity or organization that either have been</p> <p>12 neutral or a favorable effect to the general fund,</p> <p>13 they usually bring those to the first meeting, use</p> <p>14 that to help them do their big reconciliation to</p> <p>15 come up with the final millage to balance their</p> <p>16 budget. And they'll do that on the second meeting.</p> <p>17 Again, it is slated to change according to</p> <p>18 TRIM. The City's fairly low on the pecking order.</p> <p>19 So if there is a change by one or the other taxing</p> <p>20 authorities above the City, it sort of cascades</p> <p>21 down. The premise of that is that taxpayers should</p> <p>22 have the ability to attend any meeting that</p> <p>23 represents a taxing burden to them. So, again,</p> <p>24 they can't have them on the same day. Typically</p> <p>25 they start at 5:05 in the evening. The presumption</p>
<p>1 is, you know, everybody can go to work, those type 7</p> <p>2 of things.</p> <p>3 With that, if we go to page six of the dec.</p> <p>4 This is the summary for the Parking Authority. On</p> <p>5 the month we had approximately 5.526 million of</p> <p>6 operating revenue. We're about \$717,000 better</p> <p>7 than budget. We had direct operating expenses of</p> <p>8 approximately 2.173 million, leaving operating</p> <p>9 results of approximately \$3,353,000.</p> <p>10 If we advance to page eight. Page eight is</p> <p>11 the detail view for the same time frame. We</p> <p>12 notated a few things either being above or below</p> <p>13 budget, the first one being on the revenue side.</p> <p>14 Off-Street we were favorable by approximately</p> <p>15 \$430,000.</p> <p>16 If you remember when we were preparing the</p> <p>17 budget for 2024, one of the assumptions that we</p> <p>18 used was assuming that College Station Garage, or</p> <p>19 Garage 3, or the old garage that we used to be</p> <p>20 housed in, was going to come down as a consequence</p> <p>21 of a development deal.</p> <p>22 So from February to the balance of the fiscal</p> <p>23 year, we didn't project any future revenue or</p> <p>24 additional expenses beyond that period. So the</p> <p>25 garage is still up. So we do have recognition of</p>	<p>1 revenue for that garage. For this month it was 8</p> <p>2 about -- of the variance \$301,000 is related to</p> <p>3 that closed garage.</p> <p>4 Management Fees. Our two largest providers of</p> <p>5 management fee are Jackson Memorial Hospital. The</p> <p>6 Jackson Memorial Hospital agreement is a flat rate,</p> <p>7 so regardless of what their revenues, it will be a</p> <p>8 flat line, and the other one is Miami-Dade College.</p> <p>9 So the variance this month is related to Jackson --</p> <p>10 I mean, I'm sorry, Dade County. They had a very</p> <p>11 good month. So as their revenues go up, we get a</p> <p>12 large percentage.</p> <p>13 Also, when we were contemplating the budget,</p> <p>14 we weren't sure what exactly our role with the</p> <p>15 revenues and how to forecast for Doral. So to be</p> <p>16 conservative, we did not project any management</p> <p>17 fees for the management of Doral in the current</p> <p>18 year budget. Now that we have some history behind</p> <p>19 us, we see what's going on, we'll be sure to</p> <p>20 include that in the 2025 budget. So the big</p> <p>21 drivers there are Miami-Dade County and Doral.</p> <p>22 Other. Other primarily consists of towing.</p> <p>23 It's basically a cash line item until the end of</p> <p>24 the fiscal year. Then at the end of the fiscal</p> <p>25 year, what we'll do is we'll do a reconciliation to</p>

<p>9</p> <p>1 the tow tickets to the collections to make sure</p> <p>2 that number is trued up on a full accrual basis.</p> <p>3 On the expense side, we were overbudget on</p> <p>4 Repairs and Maintenance by about \$42,000. Again,</p> <p>5 this is pretty consistent with what we've been</p> <p>6 doing for the last couple of years. As we see</p> <p>7 something, we take care of it, we repair it, we do</p> <p>8 it, that kind of thing. We're comfortable with</p> <p>9 that approach. As a consequence, revenues have</p> <p>10 been coming in overbudget fairly consistent for</p> <p>11 that same time frame. So we'll continue to make</p> <p>12 sure our garages are lighted, clean, safe, those</p> <p>13 type of things.</p> <p>14 Security. I took the blame for it last month,</p> <p>15 I'm not taking the blame for it this month. No,</p> <p>16 I'm just kidding. So on Security, it's a</p> <p>17 consequence when we talked about on the revenue</p> <p>18 side as the forecasting for Garage 3. Obviously,</p> <p>19 any expenses associated for Garage 3 beyond that</p> <p>20 January period were not budgeted, so we're going to</p> <p>21 see an unfavorable variance. So that line item,</p> <p>22 the preponderance of that negative variance is</p> <p>23 related to security related to the G-3 garage.</p> <p>24 Revenue Share. All the items on the month,</p> <p>25 the income statement, if any of them have to be</p>	<p>10</p> <p>1 negative, this is the one we prefer to be negative.</p> <p>2 Revenue sharing for us is a consequence of an</p> <p>3 agreement that we have with the property owner</p> <p>4 where we either rebate some form of net income,</p> <p>5 gross collections back to them in the form of what</p> <p>6 we call revenue share.</p> <p>7 So, obviously, if those locations perform</p> <p>8 better than budget, we rebate a large percentage of</p> <p>9 that back to them. But it also means that we're</p> <p>10 making more than we budgeted as well on the revenue</p> <p>11 side, so we're happy to see that negative.</p> <p>12 Bank Charges. It's purely math. As revenues</p> <p>13 go up, whether we have physical swipes of the</p> <p>14 credit cards or electronic swipes via the Internet,</p> <p>15 we pay for those. As a consequence of revenues</p> <p>16 being higher, our merchant fees and bank charges</p> <p>17 are over.</p> <p>18 Advertising &amp; Promotion were actually</p> <p>19 favorable. We had been running negative since the</p> <p>20 beginning of the fiscal year, and this is sort of a</p> <p>21 timing and catch up. A lot of the things that we</p> <p>22 had recognized early in the period, we had sort of</p> <p>23 had anticipated they would be in the out year --</p> <p>24 outer months, and they were just recognized early.</p> <p>25 I don't anticipate any problem with that.</p>
<p>11</p> <p>1 We'll probably be back to negative next month,</p> <p>2 you know, as we are contemplating some large</p> <p>3 promotions. I know that we're anticipating a new</p> <p>4 entity pending commission approval. So we have a</p> <p>5 campaign slighted for that. I don't want to say</p> <p>6 the name. I don't want to jinx anything. But, you</p> <p>7 know, we do have that coming up.</p> <p>8 We do hope to share in some type of form of a</p> <p>9 co-op. Some of these promotions are with our</p> <p>10 PayByPhone vendor as well.</p> <p>11 With that I'm happy to answer any questions</p> <p>12 about the performance for MPA for the month of</p> <p>13 March.</p> <p>14 MR. CASSEL: No questions.</p> <p>15 MR. SIMPSON: Okay. Seeing no questions, we</p> <p>16 go to page 11. Page 11 is the summary for the</p> <p>17 Knight Center for the period ending March. March</p> <p>18 again is the midpoint of the fiscal year. On the</p> <p>19 month they had approximately \$269,000 operating</p> <p>20 revenue, or about \$92,000 better than budget.</p> <p>21 Direct operating expenses of approximately \$98,000,</p> <p>22 creating a surplus of approximately \$171,000 on the</p> <p>23 month.</p> <p>24 We advance to page 13. Again, just a detailed</p> <p>25 view for the same time frame. The only thing we</p>	<p>12</p> <p>1 notated either being significantly above or below</p> <p>2 budget was on the monthlies. The monthly TRIM</p> <p>3 continues to perform better than anticipated. We</p> <p>4 don't anticipate the same growth rate for the</p> <p>5 balance, but we do anticipate a little bit of</p> <p>6 uptick between now and the fiscal year.</p> <p>7 With that I'm happy to answer questions about</p> <p>8 this, the preceding report, or any of the</p> <p>9 housekeeping items.</p> <p>10 MR. CASSEL: No.</p> <p>11 MR. SIMPSON: All right. Having no questions,</p> <p>12 we do have Blake Myton here to talk about the</p> <p>13 performance for the portfolio for the period ending</p> <p>14 in March.</p> <p>15 Blake.</p> <p>16 MR. MYTON: Good morning. Before I get</p> <p>17 started, we'll talk about what I consider to be</p> <p>18 pretty good news, and I hope you consider it to be</p> <p>19 pretty good news. I wanted to update you on some</p> <p>20 internal developments that I consider to be very</p> <p>21 good news.</p> <p>22 Back in February, Truist announced their</p> <p>23 intention to sell Sterling Capital Management to --</p> <p>24 they're called Guardian Capital, for \$70,000,000.</p> <p>25 And we anticipate the deal to close later this</p>

<p>1 summer.</p> <p>2 As you guys may or may not recall, I was</p> <p>3 pretty excited when Truist was formed, and I got a</p> <p>4 chance to go back to the institutional investment</p> <p>5 management side of the business and away from the</p> <p>6 bank a little bit. So this is just a -- literally</p> <p>7 another big step away from the bank. I think it's</p> <p>8 going to be a big win for all of our clients moving</p> <p>9 forward.</p> <p>10 Right now we're going to be completely razor</p> <p>11 focused on our institutional clients and growing</p> <p>12 that book of business, growing those revenues,</p> <p>13 meeting those needs, providing above average</p> <p>14 performance with stellar client service without any</p> <p>15 other factors that the bank may or may not have</p> <p>16 thrown in there through the years.</p> <p>17 So from that perspective we're very, very</p> <p>18 pleased to kind of be a wholly-owned subsidiary</p> <p>19 guardian hopefully later this year moving forward.</p> <p>20 From that perspective, though, from MPA's and your</p> <p>21 perspective, it's going to be pretty seamless.</p> <p>22 Again, we did a lot of the heavy lifting with</p> <p>23 all of the paperwork when we actually integrated to</p> <p>24 move from SunTrust to Truist. So we updated all</p> <p>25 the investment management agreement and the</p>	<p>14</p> <p>1 custodial agreement. And from your perspective and</p> <p>2 the pension's perspective, Truist is still going to</p> <p>3 be the administrator. We're going to still work</p> <p>4 very, very closely with all the folks that we</p> <p>5 always did there. So from that perspective, it</p> <p>6 really should be a seamless and sort of a nonevent</p> <p>7 from a client's perspective.</p> <p>8 So with that, any questions or comments on</p> <p>9 that transaction or --</p> <p>10 MR. CASSEL: Will the fee structure stay the</p> <p>11 same?</p> <p>12 MR. MYTON: Yes. Absolutely nothing will</p> <p>13 change from a documentation. There was literally a</p> <p>14 two-page consent that Scott signed off on basically</p> <p>15 just assigning the investment management agreement.</p> <p>16 Instead of it's Sterling under Truist, it's now</p> <p>17 Sterling under Guardian. It really was that</p> <p>18 simple. So everything else stayed the same.</p> <p>19 Great question, though.</p> <p>20 So, that's the good news. And this is what I</p> <p>21 think is going to be even more important to you</p> <p>22 guys. I touched on Guardian. There's a slide in</p> <p>23 my deck on page three that goes into a lot more</p> <p>24 detail on the -- you know, the who, what, where,</p> <p>25 when, down at the bottom is the why.</p>
<p>15</p> <p>1 And I think that's kind of interesting because</p> <p>2 I think it really does stem from, you know, the</p> <p>3 regional banking situation last year, and a lot of</p> <p>4 the legislation that has been proposed and will be</p> <p>5 implemented is going to require regional banks to</p> <p>6 have more capital on their balance sheets. So it</p> <p>7 was a good time.</p> <p>8 Bill Rogers, our CEO, Truist CEO, didn't ask</p> <p>9 me, but I think it was a pretty good time to have</p> <p>10 an extra \$70 million on your balance sheet with</p> <p>11 some of this legislation coming down the pike,</p> <p>12 so -- with some of these mandates. So from that</p> <p>13 perspective, I think that was really the reason</p> <p>14 behind why Truist decided to make the decision.</p> <p>15 That and they really do want to focus on their core</p> <p>16 banking clients and that line of business and grow</p> <p>17 that. So from that perspective -- again, it's a</p> <p>18 win-win, I think, for everybody but...</p> <p>19 So what was also a big win was really the</p> <p>20 start to this year and the numbers through March.</p> <p>21 If we go over to page eight, it's sort of the</p> <p>22 market review, or what I call the score card.</p> <p>23 Right there at the top are the equities, and then</p> <p>24 down towards the bottom are the fixed income</p> <p>25 benchmarks.</p>	<p>16</p> <p>1 You'll see Russell 3000. Very strong quarter,</p> <p>2 up over 10 percent for the -- just the three</p> <p>3 months. We've given a little bit back. I was</p> <p>4 looking at some of the numbers, the accruing</p> <p>5 numbers this morning through May. Stocks were up</p> <p>6 by about 4 percent in May, so that's probably a</p> <p>7 pretty good -- you know, 6 percent is probably a</p> <p>8 pretty good bogey for where we sit today.</p> <p>9 But, again, that kind of volatility is not</p> <p>10 unusual. It's very, very common to see a full back</p> <p>11 of 4, 5 percent a couple of times every year. So</p> <p>12 hopefully that's all this is, and we'll get some</p> <p>13 good commentary from Mr. Powell and the Fed later</p> <p>14 this afternoon. But, again, good start at least</p> <p>15 for the first three months.</p> <p>16 What we really saw was that same trend where</p> <p>17 those AI-related mag seven stocks, or magnificent</p> <p>18 seven as they've been kind of coined. They were</p> <p>19 the ones that were driving the performance during</p> <p>20 the quarter. It was really more of a mag five as</p> <p>21 Tesla and Apple sort of slipped a little, but the</p> <p>22 other five, Nvidia, Google, Amazon -- shoot, I'm</p> <p>23 forgetting one -- Microsoft and somebody else.</p> <p>24 Those were the ones that really are driving the</p> <p>25 returns, and we can see that.</p>

<p>17</p> <p>1 If we look at --</p> <p>2 MR. CASSEL: Nvidia.</p> <p>3 MR. MYTON: I'm sorry. Go ahead.</p> <p>4 MR. CASSEL: Nvidia.</p> <p>5 MR. MYTON: Nvidia. How did I forget Nvidia?</p> <p>6 That's the best of them all. It's up like</p> <p>7 400 percent in the last 15 months.</p> <p>8 So, again, you can kind of see that reflected.</p> <p>9 If we look at line three and four, the top 200</p> <p>10 growth and top 200 value, again, growth did better,</p> <p>11 up 11.7 versus 9 and change. And really over the</p> <p>12 last year you can see those growth stocks have more</p> <p>13 than doubled the value-oriented stock. So saw a</p> <p>14 little bit of, you know, rotation into value in</p> <p>15 March, and then that kind of continued a little bit</p> <p>16 here in April as the market started to sell off.</p> <p>17 So as we kind of look at our, you know,</p> <p>18 calendar, and look at our little crystal ball for</p> <p>19 the rest of this year, this volatility,</p> <p>20 unfortunately, we think is going to be here to</p> <p>21 stay. We're getting a little bit more</p> <p>22 conservative, and I'll talk about that here in a</p> <p>23 minute.</p> <p>24 We came into the year being a little bit</p> <p>25 overweight stocks. As we sit here today, we're</p>	<p>18</p> <p>1 actually a little bit underweight. We made that</p> <p>2 change back in early April, so that benefited us a</p> <p>3 little bit. And we'll see that in the numbers</p> <p>4 here, because this is all March data, but we'll</p> <p>5 talk about that next time we get together.</p> <p>6 But really our modeling sort of signaled that</p> <p>7 we got off to a too good a start this year,</p> <p>8 especially how well we did last year. In light of,</p> <p>9 you know, the big runup, we thought it was prudent</p> <p>10 to, you know, take a little bit off the table. Got</p> <p>11 a littler shorter on our bonds portfolio. You'll</p> <p>12 see that this quarter.</p> <p>13 We also added a little bit to TIPS, or</p> <p>14 Treasury Inflation-Protected Securities. Again,</p> <p>15 just trying to diversify the bond portfolio a</p> <p>16 little bit in what we think is going to be a higher</p> <p>17 for longer situation.</p> <p>18 You know, we were talking before the meeting,</p> <p>19 you know, is it going to be a soft landing, a hard</p> <p>20 landing. We debated that all last year. And as we</p> <p>21 sit here today, it looks like no landing. Again,</p> <p>22 Mr. Powell is not inclined to do anything, and he</p> <p>23 doesn't really have to because earnings have</p> <p>24 been -- continue to be pretty strong.</p> <p>25 So as we're -- you know, we get more and more</p>
<p>19</p> <p>1 data this quarter, they're still coming in pretty</p> <p>2 strong. So from that perspective, be careful what</p> <p>3 you wish. I mean, I know a lot of folks are</p> <p>4 saying, Hey, let's raise rates -- or cut rates, cut</p> <p>5 rates, cut rates -- well, if he's cutting rates,</p> <p>6 that means things economically are deteriorating,</p> <p>7 and we just don't see that.</p> <p>8 So as a consequence, if we look into our</p> <p>9 crystal ball, we think he'll maintain rates</p> <p>10 probably throughout the summer and maybe even</p> <p>11 through the election as that becomes more important</p> <p>12 later this year. So he may not change rates in</p> <p>13 2024 at all.</p> <p>14 So we've kind of positioned the portfolios a</p> <p>15 little more conservatively because we are starting</p> <p>16 to see a softening in the economy. Not a big</p> <p>17 pullback or anything, but just a little bit of a</p> <p>18 softening. So that's kind of our crystal ball.</p> <p>19 Down in the bottom, just touch on fixed income</p> <p>20 a little bit. It struggled a little bit out of the</p> <p>21 gate too as we see the Bloomberg Barclays Aggravate</p> <p>22 was off fractionally. It was off by about</p> <p>23 three-quarters of a percent, or 78 basis points.</p> <p>24 Again, rates have fluctuated really significantly</p> <p>25 over the last couple of years. And besides that,</p>	<p>20</p> <p>1 people are starting to speculate on when the Fed's</p> <p>2 going to cut rates, when they not.</p> <p>3 So we're starting to see some pretty big</p> <p>4 swings from the fixed income piece of the</p> <p>5 portfolio, but thankfully our portfolio has done a</p> <p>6 very good job of holding up in what's been a really</p> <p>7 challenging environment in bonds over the last</p> <p>8 couple of years.</p> <p>9 So with that I usually touch on a couple more</p> <p>10 asset allocation slides. I'm not going to really</p> <p>11 go into a lot of detail in this first section</p> <p>12 unless there's any questions, comments, or thoughts</p> <p>13 on sort of a bigger picture.</p> <p>14 Well, let's talk about what we care about</p> <p>15 most, and that's behind tab three, starting on -- I</p> <p>16 believe it's slide 22.</p> <p>17 MR. CASSEL: It is 22.</p> <p>18 MR. MYTON: Slide 22 -- page 22. Excuse me.</p> <p>19 So, again, first page is really the summary,</p> <p>20 and the cash flow's down in the bottom. You can</p> <p>21 see we came into the year at about 25.7 million and</p> <p>22 net contributions of about 40,000. When we add the</p> <p>23 income and the capital appreciation, you can see we</p> <p>24 were up about 3.7 or so.</p> <p>25 And the portfolios did just under 29 and a</p>



<p>21</p> <p>1 half million dollars at the end of April, so -- or</p> <p>2 the end of -- sorry. End of March. Excuse me. We</p> <p>3 did, again, as I said earlier, give a little of</p> <p>4 that back in April, but still very, very strong</p> <p>5 start.</p> <p>6 To give you an idea of how strong, over on</p> <p>7 page 23, right in the middle of the page we got the</p> <p>8 bar chart up top, but in the middle are the</p> <p>9 trailing time periods, you know. See, for the</p> <p>10 quarter we're up almost four and a half percent, or</p> <p>11 4.47, slightly behind the benchmark there at 4.6.</p> <p>12 And then for the fiscal year up 14.2 for the six</p> <p>13 months ending March versus that 14.6.</p> <p>14 Again, love to be ahead of the benchmark, but</p> <p>15 in periods like this, you guys know, we just are</p> <p>16 not designed and we're not taking enough risk in</p> <p>17 this portfolio to try to outperform in the</p> <p>18 environment we've seen, and we're very comfortable</p> <p>19 doing that.</p> <p>20 It really was the stocks. If we look down at</p> <p>21 the asset class returns at the very bottom, our</p> <p>22 stocks were only up 20 percent when the index was</p> <p>23 up more like 20 and a half. So that was really the</p> <p>24 reason for the small variance there versus our</p> <p>25 targets. And, as I indicated earlier, that bond</p>	<p>22</p> <p>1 portfolio has done extremely well, up over</p> <p>2 6 percent, and beaten its benchmark pretty nicely</p> <p>3 over all time periods there.</p> <p>4 Over on the next slide --</p> <p>5 MR. CASSEL: Is it possible to get this chart</p> <p>6 going back -- I mean, I know they changed from</p> <p>7 Truist to Sterling, but to get back to the</p> <p>8 historical performance of the team who's managing</p> <p>9 this one year.</p> <p>10 MR. MYTON: It's in the book. If we go over</p> <p>11 to the appendix, that very first slide, Mr. Cassel,</p> <p>12 over on page 30, if you want to zip over there real</p> <p>13 quick. What we did was we realized that our</p> <p>14 clients had that same question. They don't want to</p> <p>15 know how, you know, you've done over the last two</p> <p>16 years since Sterling took over for</p> <p>17 SunTrust/Truist/Trustco/whatever entity we were</p> <p>18 over the last 20 years. We want to know how you</p> <p>19 all did altogether.</p> <p>20 And as you can see, the three, the five, the</p> <p>21 ten, are all really right on top of the benchmarks,</p> <p>22 and then the inception number is slightly better</p> <p>23 over the -- going all the way back -- what is that</p> <p>24 now? 30, 40 years? 33 years. Holy cow.</p> <p>25 So, again, there is a qualifier, and I read</p>
<p>23</p> <p>1 the disclaimer at the bottom because there is a bit</p> <p>2 of an apples and oranges situation. Sterling</p> <p>3 reports all their numbers net of investment-related</p> <p>4 fees, whereas prior to that Truist and Suntrust did</p> <p>5 not, they were gross numbers. So there's a little</p> <p>6 slight difference when we start looking at some of</p> <p>7 those, and that's really what that notation at the</p> <p>8 bottom indicates.</p> <p>9 So we just finished up really on 23 in the</p> <p>10 performance. I won't touch on 24. Those are what</p> <p>11 I call the risk statistics or the geeky financial</p> <p>12 statistics. Nobody wants to hear about that this</p> <p>13 early in the morning. But I will touch on page 25</p> <p>14 ever so slightly, just in context of where we were</p> <p>15 in March and where we are today.</p> <p>16 At the end of March, as I indicated earlier,</p> <p>17 you can see stocks had run up pretty nicely. Bonds</p> <p>18 are slightly negative for the quarter. So we were</p> <p>19 closer to 62, 33 percent in our chart, versus our</p> <p>20 60 percent target.</p> <p>21 As we sit here today, we're probably a lot</p> <p>22 closer to 58 or 59 percent, as we did trend a</p> <p>23 little bit from stocks and add it to fixed income</p> <p>24 at the first week in April. So you won't -- again,</p> <p>25 won't see it reflected here, but that is kind of</p>	<p>24</p> <p>1 our strategy going forward, so I wanted to share</p> <p>2 that with you as well.</p> <p>3 The rest of this section really goes into the</p> <p>4 great detail on all of the asset classes, and then</p> <p>5 each and every fund that we're utilizing in all of</p> <p>6 those asset classes. You know, suffice it to say,</p> <p>7 it really has been sort of our value guys that</p> <p>8 struggled a little bit. And that's kind of</p> <p>9 understandable in this kind of environment.</p> <p>10 They don't have a whole lot of AI-related</p> <p>11 names, and that really has been the only thing</p> <p>12 going. But if you look at our large growth and mid</p> <p>13 cap growth managers, those guys that would have</p> <p>14 exposure to some of that trend which has been</p> <p>15 working, they've done extremely well.</p> <p>16 So, again, no issues or concerns. Really</p> <p>17 performance has been right in line with our</p> <p>18 expectations. I hope you guys are happy with a</p> <p>19 14 percent return over the first six months. I</p> <p>20 know it could have been 14 and a half, but we're</p> <p>21 just not going to take enough risk to outperform in</p> <p>22 this kind of environment.</p> <p>23 MR. WILMOTH: Question for you.</p> <p>24 MR. MYTON: Yes, sir.</p> <p>25 MR. WILMOTH: What's the outlook on the fixed</p>

<p>25</p> <p>1 income market going forward? I know you've had</p> <p>2 some sticky inflation numbers here over the last</p> <p>3 couple of months.</p> <p>4 MR. MYTON: We're higher for longer. I kind</p> <p>5 of alluded to it before you came in. We spent like</p> <p>6 the last two years debating, soft landing, hard</p> <p>7 landing. We're in the camp that we're getting no</p> <p>8 landing at this point because, again, there's no</p> <p>9 need. Economically numbers and earnings have come</p> <p>10 in very, very strong. Inflation has remained</p> <p>11 stubbornly sticky, and he's been pretty stubborn in</p> <p>12 saying that he's going to get down to 2 percent.</p> <p>13 You know, it's come down pretty significantly</p> <p>14 over the last couple of years, and it's more</p> <p>15 historically -- the other part that I think we need</p> <p>16 to sort of just realize and understand is</p> <p>17 historically inflation has been 3 percent, not</p> <p>18 2 percent.</p> <p>19 We kind of got into that 2 percent range</p> <p>20 somewhere here in the last couple of decades,</p> <p>21 especially after the '08 crisis where, you know,</p> <p>22 inflation was basically nonexistent. So while he's</p> <p>23 maintained he wants to get to 2, we're probably</p> <p>24 doubting that we ever really get there. And that</p> <p>25 last mile is going to be very, very difficult.</p>	<p>26</p> <p>1 So from that perspective, we think he's going</p> <p>2 to keep rates unchanged for most of this year, if</p> <p>3 not all of this year is kind of our best look. And</p> <p>4 in that kind of environment, you know, we're now</p> <p>5 getting 5 percent out of a two-year treasury. And</p> <p>6 you get some, you know, 5, 6, 7 percent out of, you</p> <p>7 know, intermediate corporate bonds.</p> <p>8 We'd much rather kind of go upscale in quality</p> <p>9 and try to be a little bit more conservative in</p> <p>10 this new kind of higher rate environment, and you</p> <p>11 see that reflected in the allocation. We've added</p> <p>12 a small TIPS position, or inflation-protected</p> <p>13 securities, as well as added to short treasuries.</p> <p>14 Just being a little bit more conservative and</p> <p>15 picking up some extra yield while not taking any</p> <p>16 risk essentially.</p> <p>17 MR. WILMOTH: That was going to be my next</p> <p>18 question. How has your investment strategy</p> <p>19 changed?</p> <p>20 MR. MYTON: Yeah. And we've gone from</p> <p>21 overweight equities to underweight equities because</p> <p>22 essentially you can get, you know, 5 percent out of</p> <p>23 a bond portfolio, whereas, you know, you couldn't</p> <p>24 do that for the better part of the last two</p> <p>25 decades. Great question. So that's really what I</p>
<p>27</p> <p>1 wanted to shared with you guys.</p> <p>2 There's a lot more detail on all of the</p> <p>3 numbers, and then I usually finish on where</p> <p>4 Mr. Cassel wanted me to jump to, which was the</p> <p>5 historical performance for the longer term. But,</p> <p>6 again, very strong quarter. We've given a little</p> <p>7 bit back here in April. We think that volatility,</p> <p>8 unfortunately, is going to play out for the rest of</p> <p>9 the summer.</p> <p>10 So next time we get together, we may have a</p> <p>11 whole lot to talk about from that perspective.</p> <p>12 But, again, we're getting a little bit more</p> <p>13 conservative at this point of the cycle, and we</p> <p>14 think that's pretty prudent especially for</p> <p>15 conservative pension plans such as yours.</p> <p>16 MR. CASSEL: Any questions?</p> <p>17 Thank you so much. We appreciate it.</p> <p>18 MR. MYTON: Thank you.</p> <p>19 MR. SIMPSON: That concludes my report unless</p> <p>20 you have any questions?</p> <p>21 MR. CASSEL: Any questions?</p> <p>22 We'll adjourn the finance committee.</p> <p>23 MR. SIMPSON: Thank you very much.</p> <p>24 CHAIRPERSON REYES: Good morning, everyone.</p> <p>25 Okay. We're going to open up our regular</p>	<p>28</p> <p>1 board meeting. Open for public comments.</p> <p>2 Hearing none, seeing none, we'll go on to MRD.</p> <p>3 MS. DELGADO: Good morning, Madam Chair.</p> <p>4 Margarita Delgado, MRD Consulting. Members of the</p> <p>5 board, Madam CEO. Good morning, everyone.</p> <p>6 Today SpotHero, the long awaited</p> <p>7 reservation -- parking space reservation app</p> <p>8 launches today, May 1st. And also today NHTSA, the</p> <p>9 National Highway Traffic Safety Administration, is</p> <p>10 launching a national campaign that is called, "Once</p> <p>11 You Park, Stop. Look. Lock," which is actually</p> <p>12 basically is to prevent heat stroke in children</p> <p>13 during the summer. So they're being --</p> <p>14 CHAIRPERSON REYES: I'm sorry. What is it?</p> <p>15 MS. DELGADO: It's a heat stroke prevention.</p> <p>16 CHAIRPERSON REYES: No. What's the --</p> <p>17 MS. DELGADO: NHTSA is an operating unit of</p> <p>18 USDOT.</p> <p>19 CHAIRPERSON REYES: No. What's the tagline?</p> <p>20 MS. DELGADO: It's "Once You Park, Stop.</p> <p>21 Look. Lock." So Florida -- South Florida is the</p> <p>22 epicenter of the warm weather, and there's been</p> <p>23 casualties in the past, children that have died.</p> <p>24 So we're kind of collaborating with them to post on</p> <p>25 social media that message pretty much advising</p>

<p>29</p> <p>1 Miami parkers to do the same. Once they park in</p> <p>2 MPA's facilities, to stop, to look, and to lock.</p> <p>3 So those two campaigns are launching today.</p> <p>4 I worked with the Automotus staff to help them</p> <p>5 with the translation of a flyer and reviewing the</p> <p>6 materials that they have produced. That's</p> <p>7 something that will launch at some point, and</p> <p>8 Populus too. That's the other smart city digital</p> <p>9 technology app initiative that as well we've been</p> <p>10 working with them on the materials, on the outreach</p> <p>11 to the operators, et cetera. So that's -- all of</p> <p>12 that is ongoing.</p> <p>13 And we've had some community projects. We had</p> <p>14 the City Pit-Master Barbecue Competition that we</p> <p>15 promoted as well as the elderly project of the</p> <p>16 Kiwanis of Little Havana.</p> <p>17 Next week there are two big conferences coming</p> <p>18 to Miami where the CEO will be speaking. CoMotion</p> <p>19 Miami, which is the mobility technology innovation</p> <p>20 conference, that will be held across the street at</p> <p>21 Miami-Dade College Monday and Tuesday.</p> <p>22 And then the NACTO, the National Association</p> <p>23 of City -- wait a minute. National Association of</p> <p>24 City Transportation Officials. That's a mouthful.</p> <p>25 And she will be speaking as well. That one is</p>	<p>30</p> <p>1 attended -- will be attended by probably over 3,000</p> <p>2 people. That's important. And lots going on in</p> <p>3 between.</p> <p>4 I have to apologize on behalf of Loud And</p> <p>5 Live. They have -- Kaitlyn is on maternity leave,</p> <p>6 Valeria is traveling on business, and Fara's dad is</p> <p>7 having a procedure. So be kind to me, please.</p> <p>8 Let's see how this comes out.</p> <p>9 So the top content for the month were the</p> <p>10 River -- Miami River Day 2024, the hurricane</p> <p>11 program that -- the applications are launching.</p> <p>12 And the biggy, the big one, was the Biscayne</p> <p>13 Baynanza cleanup, which is always very big, and</p> <p>14 which is always about a week before Earth Day. And</p> <p>15 they got pretty -- they got good traction on that.</p> <p>16 And what is to come is obviously the SpotHero</p> <p>17 that we're promoting on social media. Make sure</p> <p>18 Miamians know that now they can locate and reserve</p> <p>19 parking spaces ahead of time in certain facilities,</p> <p>20 not all of them in time for vacation. So promoting</p> <p>21 the marinas, the boat ramps as well as the contest.</p> <p>22 Miami Heat. The Miami Heat season is almost</p> <p>23 over, so this --</p> <p>24 MR. WILMOTH: Wait, wait. Whoa, whoa.</p> <p>25 (Simultaneous discussion.)</p>
<p>31</p> <p>1 MR. GALDOS: Please strike that from the</p> <p>2 record.</p> <p>3 MR. WILMOTH: Easy there.</p> <p>4 MS. DELGADO: It's not over. The season --</p> <p>5 MS. ARGUDIN: She said not to kill her. She</p> <p>6 said be kind.</p> <p>7 MS. DELGADO: I hope I didn't jinx it. So the</p> <p>8 season is almost over --</p> <p>9 CHAIRPERSON REYES: Are you secretly a</p> <p>10 Boston's fan or something?</p> <p>11 MS. DELGADO: No, I'm not. I'm not. I said</p> <p>12 the season. I'm sorry. I think I did. I think I</p> <p>13 did say that anyways.</p> <p>14 So after the season is over, then it will be</p> <p>15 the gas giveaways because that's always popular.</p> <p>16 People love to get those gas cards.</p> <p>17 And the last page is social growth which is on</p> <p>18 the screen.</p> <p>19 Any questions?</p> <p>20 CHAIRPERSON REYES: The only thing I want to</p> <p>21 emphasize again is that, LinkedIn, we need more</p> <p>22 traction there.</p> <p>23 MS. DELGADO: Yeah, yeah, yeah.</p> <p>24 CHAIRPERSON REYES: We need more employee</p> <p>25 spotlighting.</p>	<p>32</p> <p>1 MS. DELGADO: Yes.</p> <p>2 CHAIRPERSON REYES: We're a business, and so</p> <p>3 we need to get that going.</p> <p>4 MS. DELGADO: I know. Believe me that -- yes.</p> <p>5 CHAIRPERSON REYES: The giveaways and all of</p> <p>6 that is cool, but we have to --</p> <p>7 MS. DELGADO: Today two features will go live,</p> <p>8 SpotHero and then NHTSA. SpotHero will go live at</p> <p>9 11:00, and the other one before the --</p> <p>10 CHAIRPERSON REYES: For instance, if Alex is</p> <p>11 speaking at a conference, then we should</p> <p>12 cross-promote that conference with -- because they</p> <p>13 have followers, and then we promote her being the</p> <p>14 speaker. So all these things need to go together.</p> <p>15 And I see that there's way too much focus on</p> <p>16 Instagram, which is fine. But since you're</p> <p>17 claiming the season is almost dead, you're not</p> <p>18 going to have any giveaways anymore, so we need to</p> <p>19 focus on LinkedIn.</p> <p>20 MS. DELGADO: And, Madam Chair, we will. I'm</p> <p>21 attending the two conferences only because of that.</p> <p>22 CHAIRPERSON REYES: Okay.</p> <p>23 MS. DELGADO: So that I can -- you know, we</p> <p>24 can do that. And I know you said that before.</p> <p>25 Will do.</p>

<p>1 CHAIRPERSON REYES: Okay.</p> <p>2 MS. DELGADO: Thank you.</p> <p>3 Any more other questions?</p> <p>4 Thank you.</p> <p>5 CHAIRPERSON REYES: Okay. Approval items.</p> <p>6 March 2024 financial statements. Can I get a</p> <p>7 motion?</p> <p>8 MR. WILMOTH: So moved.</p> <p>9 MR. CASSEL: Second.</p> <p>10 MS. LADRON DE GUEVARA: Second.</p> <p>11 CHAIRPERSON REYES: All those in favor say</p> <p>12 "aye."</p> <p>13 MR. CASSEL: Aye.</p> <p>14 CHAIRPERSON REYES: Aye.</p> <p>15 MR. WILMOTH: Aye.</p> <p>16 MS. LADRON DE GUEVARA: Aye.</p> <p>17 CHAIRPERSON REYES: Motion passes.</p> <p>18 Regular board meeting minutes for April.</p> <p>19 MS. LADRON DE GUEVARA: So moved.</p> <p>20 MR. WILMOTH: Second.</p> <p>21 CHAIRPERSON REYES: All those in favor say</p> <p>22 "aye."</p> <p>23 MS. LADRON DE GUEVARA: Aye.</p> <p>24 MR. WILMOTH: Aye.</p> <p>25 MR. CASSEL: Aye.</p>	<p>1 CHAIRPERSON REYES: Aye.</p> <p>2 Motion passes.</p> <p>3 Axon Body Cameras.</p> <p>4 MR. DIAZ: Good morning, everybody.</p> <p>5 So the enforcement staff uses the Axon Body</p> <p>6 Cameras. That's something that they use for</p> <p>7 protection. It protects them on the field. It</p> <p>8 dissolves confrontation when they're citing,</p> <p>9 towing, things like that.</p> <p>10 The police departments throughout the nation</p> <p>11 use this same brand as well for the same purpose,</p> <p>12 to record when needed to diffuse altercations. So</p> <p>13 we are piggybacking off the Sourcewell contract.</p> <p>14 And the request is for 80 new cameras, we currently</p> <p>15 have 60. So they're going to take those 60 back</p> <p>16 and give us 80 new ones. The reason for the 80 is</p> <p>17 we have an increasing enforcement staff, so that</p> <p>18 will handle the added enforcement officers.</p> <p>19 And it's for five years. The first year is</p> <p>20 \$85,651, and then it increments 4 percent every</p> <p>21 year, to a total of \$103,271 for year five. The</p> <p>22 first year there's a credit, so that's why the</p> <p>23 4 percent is not that accurate. But basically</p> <p>24 we're asking for your approval to move forward with</p> <p>25 this item.</p>
<p>1 CHAIRPERSON REYES: Questions?</p> <p>2 MR. CASSEL: What is our policy of when people</p> <p>3 are supposed to have them on versus off? Do we</p> <p>4 have a policy on that?</p> <p>5 MR. DIAZ: Yes. So as soon as a person</p> <p>6 approaches an officer, they're supposed to turn the</p> <p>7 camera on. And also when they're in process of</p> <p>8 doing a tow, they have it on throughout that whole</p> <p>9 process. I believe that's -- is that correct,</p> <p>10 Bert?</p> <p>11 MR. ESCANDON: Yes.</p> <p>12 MR. CASSEL: And do we monitor compliance with</p> <p>13 that?</p> <p>14 MR. DIAZ: Yes, we do. And we've disciplined</p> <p>15 employees for not having it on when they're</p> <p>16 supposed to. So that's kind of how we handle that</p> <p>17 if they don't have -- they're not properly used.</p> <p>18 And also we commend them when they do use it</p> <p>19 properly, because it does make a big difference.</p> <p>20 And then Bert uses the video for training purposes</p> <p>21 to show what you should do, what you shouldn't do</p> <p>22 as well. So it really helps staff.</p> <p>23 MR. CASSEL: Thank you.</p> <p>24 I have no other questions.</p> <p>25 CHAIRPERSON REYES: Motion?</p>	<p>1 MR. WILMOTH: Motion to approve.</p> <p>2 MS. LADRON DE GUEVARA: Second.</p> <p>3 CHAIRPERSON REYES: All those in favor say</p> <p>4 "aye."</p> <p>5 MS. LADRON DE GUEVARA: Aye.</p> <p>6 MR. CASSEL: Aye.</p> <p>7 MR. WILMOTH: Aye.</p> <p>8 CHAIRPERSON REYES: Motion passes.</p> <p>9 Now Elevator Maintenance &amp; Repair.</p> <p>10 MR. DIAZ: Okay. So the next item is the RFP</p> <p>11 for elevator maintenance for our facilities. We</p> <p>12 currently use SunCoast. We put it out for bid</p> <p>13 because the RFP -- they're expiring, the RFP, so we</p> <p>14 put it out for bid -- contract. I'm sorry.</p> <p>15 We had six vendors that responded. Out of</p> <p>16 those, four of them were -- did not meet the</p> <p>17 minimum requirements. So we had Otis and SunCoast</p> <p>18 that did meet the requirements. The evaluation</p> <p>19 committee met and they decided to go with Otis,</p> <p>20 with their company, as the provider for the next</p> <p>21 five years -- I'm sorry, three years with two</p> <p>22 one-year renewals.</p> <p>23 And, again, they don't do -- we've used them</p> <p>24 in the past, so we're familiar with their service.</p> <p>25 So if they do not perform as we feel necessary, we</p>

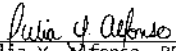
<p>37</p> <p>1 will put this out to bid again and go through the</p> <p>2 process.</p> <p>3 Any questions?</p> <p>4 MR. WILMOTH: Where were you seeing the other</p> <p>5 four respondents sort of fall short of the minimum</p> <p>6 requirements?</p> <p>7 MR. DIAZ: So it's -- they missed a lot of the</p> <p>8 qualifications that they had to submit per the RFP</p> <p>9 that they missed. So Anna, our procurement</p> <p>10 manager, basically has a score sheet of that, and</p> <p>11 then she kind of deemed them nonresponsive based on</p> <p>12 the minimum qualifications. I have a whole</p> <p>13 detailed spreadsheet on that.</p> <p>14 MR. WILMOTH: Okay. So it's more they --</p> <p>15 there were certain pieces -- like there's an</p> <p>16 Appendix A that was missing or --</p> <p>17 MR. DIAZ: Correct.</p> <p>18 MR. WILMOTH: -- Appendix B versus --</p> <p>19 MR. DIAZ: Correct.</p> <p>20 MR. WILMOTH: -- them not being --</p> <p>21 MR. DIAZ: They failed to submit their</p> <p>22 finances, things like that, which are pretty</p> <p>23 important stuff that has to be part of the</p> <p>24 response.</p> <p>25 MR. WILMOTH: Okay. But not necessarily their</p>	<p>38</p> <p>1 inability to do the job?</p> <p>2 MR. DIAZ: Correct.</p> <p>3 MR. WILMOTH: Okay.</p> <p>4 MR. CASSEL: So I have one question. You</p> <p>5 know, I was looking at the scoring for the cost</p> <p>6 schedule and -- which to me should be math. You</p> <p>7 know, what's it going to cost. And to have one</p> <p>8 party say -- one of the people say they're even,</p> <p>9 you know, they're set the same -- have one party</p> <p>10 skew it very much in favor of Otis and another</p> <p>11 party skew it dollars and cents in favor of</p> <p>12 SunCoast. I don't understand that. Can you</p> <p>13 explain that?</p> <p>14 MR. DIAZ: Yeah. So the one person that -- I</p> <p>15 believe the reason why they did that was because</p> <p>16 SunCoast -- for the Marlins location, SunCoast was</p> <p>17 charging for service after hours. So basically the</p> <p>18 majority of our calls for the Marlins would be</p> <p>19 after hours.</p> <p>20 So the person that actually works at the</p> <p>21 Marlins is the person that scored them lower,</p> <p>22 because they feel that whenever they have a call,</p> <p>23 it's going to be after hours, and they're going to</p> <p>24 charge that extra rate. However, Otis included</p> <p>25 that they will not charge an extra rate at all for</p>
<p>39</p> <p>1 nighttime, Marlins games, weekends, whenever the</p> <p>2 games are.</p> <p>3 So that's why they felt that the scoring --</p> <p>4 that's why they scored it that way, because they</p> <p>5 felt that SunCoast was charging the Marlins</p> <p>6 location an extra fee and Otis did not charge them</p> <p>7 at all.</p> <p>8 MR. CASSEL: So how do we explain the Wilfred</p> <p>9 Otis score which is the exact opposite where</p> <p>10 SunCoast was less?</p> <p>11 MR. DIAZ: So Wilfred scored -- I believe he</p> <p>12 scored SunCoast higher than --</p> <p>13 MR. CASSEL: Yeah. Which, you know, from a</p> <p>14 cost standpoint, it will be -- he scored them a 25.</p> <p>15 MR. DIAZ: Right.</p> <p>16 MR. CASSEL: So was it less expensive? I'm</p> <p>17 just curious.</p> <p>18 MR. DIAZ: No. The price is -- I believe it</p> <p>19 was \$125,000 a year for SunCoast and 155,000 a year</p> <p>20 for --</p> <p>21 MR. CASSEL: Otis.</p> <p>22 MR. DIAZ: For Otis, yes.</p> <p>23 MR. WILMOTH: Do we have any data on -- good</p> <p>24 question.</p> <p>25 Do we have any data on how many after-hours</p>	<p>40</p> <p>1 sessions we're looking at? Because 50,000 -- or</p> <p>2 25,000, it sounds like, is a --</p> <p>3 MR. DIAZ: I'm not sure that -- I'm not</p> <p>4 certain that we have that data but --</p> <p>5 MR. WILMOTH: If we're not going to have</p> <p>6 \$25,000 of after-hours expenses, then SunCoast</p> <p>7 would be the -- well, the respondent, correct?</p> <p>8 MR. DIAZ: Yeah. I could ask. Jose is here.</p> <p>9 I'm not sure if he has that information.</p> <p>10 MR. LEON: Hi.</p> <p>11 MR. DIAZ: Go ahead.</p> <p>12 MR. LEON: Jose, manager of operations.</p> <p>13 Okay. So -- I mean, this is -- pricing is</p> <p>14 obviously subjective. I felt that -- we currently</p> <p>15 have SunCoast. We currently have an agreement with</p> <p>16 them where they cover those extra hours. We have</p> <p>17 been a little upset in the fact that they have been</p> <p>18 charging extra repairs out of left field that</p> <p>19 before weren't an issue, and now every month it's</p> <p>20 something different.</p> <p>21 And, you know, I did my research looking at</p> <p>22 the parts, and what they're kind of charging is --</p> <p>23 it's a little excessive, in my opinion at least.</p> <p>24 So now that they want to charge a premium for those</p> <p>25 calls, which they never did, and it's never been</p>

<p>41</p> <p>1 part of the Marlins location.</p> <p>2 Because if you think about the Marlins, the</p> <p>3 garages are never used, only during the games.</p> <p>4 It's in a residential area. We don't have any</p> <p>5 retail there, so there's really nothing going on,</p> <p>6 no reason for those elevators to break if we have</p> <p>7 proper maintenance done to the elevators.</p> <p>8 So with the fact that they -- you know, if we</p> <p>9 put in a service call when we really need them,</p> <p>10 those 81 games and maybe a couple of concerts and</p> <p>11 conferences, and then they're still going to charge</p> <p>12 us on top of that even though the garages are</p> <p>13 hardly used, and maintenance should be properly</p> <p>14 done, I think the scoring -- I mean, the pricing</p> <p>15 was necessary that that extra charge for the</p> <p>16 overtime.</p> <p>17 MR. WILMOTH: I guess what we're trying to get</p> <p>18 at is, if you don't think there's going to be</p> <p>19 \$25,000 of extra expenses in the meantime, then</p> <p>20 does it still make sense even if they are charging</p> <p>21 a premium for special calls if 90 percent of what's</p> <p>22 in our contract is what's covered?</p> <p>23 MR. LEON: Yeah. So there are other features</p> <p>24 that Otis offers that SunCoast doesn't. They have</p> <p>25 this technology that monitors elevators realtime</p>	<p>42</p> <p>1 and it will tell you when something -- you know,</p> <p>2 how many uses a button has, let's say.</p> <p>3 So if the light span is 30,000 clicks, they</p> <p>4 have a system that will count the number of clicks,</p> <p>5 and they'll tell you, Hey, your button's about to</p> <p>6 go out, and maybe be a little proactive ordering</p> <p>7 parts or putting things in. And that's something</p> <p>8 that SunCoast can't offer. They're more boutique.</p> <p>9 MR. WILMOTH: Okay.</p> <p>10 MR. LEON: So the pricing, although it's a</p> <p>11 little more, you get more quality, more service --</p> <p>12 or least on paper, right? I mean, and we've had</p> <p>13 them before, and we have our opinions about both</p> <p>14 companies because --</p> <p>15 MR. WILMOTH: Sure.</p> <p>16 MR. LEON: -- we've experienced both. So we</p> <p>17 just feel that Otis can offer a little more this</p> <p>18 time around.</p> <p>19 CHAIRPERSON REYES: I have a question on this</p> <p>20 technology.</p> <p>21 MR. LEON: Sure.</p> <p>22 CHAIRPERSON REYES: So we're doing Marlins and</p> <p>23 this building, right?</p> <p>24 MR. LEON: All MPA buildings -- all MPA</p> <p>25 garages.</p>
<p>43</p> <p>1 CHAIRPERSON REYES: Except for three you said.</p> <p>2 (Simultaneous discussion.)</p> <p>3 MR. DIAZ: The only one is probably G9.</p> <p>4 CHAIRPERSON REYES: Okay. So can you tell me</p> <p>5 in each building what elevator is installed? Whose</p> <p>6 owns -- who installed this elevator -- these</p> <p>7 elevators? What company?</p> <p>8 MR. LEON: So you mean the manufacturer?</p> <p>9 CHAIRPERSON REYES: Yeah.</p> <p>10 MR. LEON: Here in this building, I believe</p> <p>11 it's Otis.</p> <p>12 CHAIRPERSON REYES: And then in Garage 3?</p> <p>13 MR. LEON: In Garage 3 --</p> <p>14 CHAIRPERSON REYES: So my question on your</p> <p>15 technology -- and this is just from experience in</p> <p>16 construction, and also my family owns an elevator</p> <p>17 company, but not in Florida, you know, just to --</p> <p>18 Otis does have all this technology, but that</p> <p>19 technology is normally for an Otis elevator. Okay.</p> <p>20 If you have an elevator that was installed by</p> <p>21 TKE or Schindler or whatever, that technology may</p> <p>22 not work with the Otis technology. So I just -- I</p> <p>23 think you need to be careful in what they're</p> <p>24 selling you. And then also you need to make sure</p> <p>25 that the maintenance is happening.</p>	<p>44</p> <p>1 And then also I asked the question yesterday,</p> <p>2 I don't think you had an answer -- or you were</p> <p>3 going to look into it. Does this contract also</p> <p>4 include the yearly certification? They need to</p> <p>5 have -- so every year you need to have your</p> <p>6 elevator inspected, right? So will they have the</p> <p>7 inspection?</p> <p>8 MR. LEON: No, it's not part of it.</p> <p>9 CHAIRPERSON REYES: Okay. So this is only</p> <p>10 maintenance?</p> <p>11 MR. LEON: Yes.</p> <p>12 CHAIRPERSON REYES: So will Otis do the</p> <p>13 inspection for the elevators? It's a separate guy</p> <p>14 who comes in and does the inspection, but the --</p> <p>15 MR. LEON: Yeah.</p> <p>16 CHAIRPERSON REYES: -- the elevator company</p> <p>17 needs to be involved.</p> <p>18 MR. LEON: Right.</p> <p>19 CHAIRPERSON REYES: Okay. Is there a contract</p> <p>20 for that?</p> <p>21 MR. LEON: I'm not sure.</p> <p>22 MR. DIAZ: So I would proffer that when we do</p> <p>23 the contract with Otis, we would include then the</p> <p>24 terms for that.</p> <p>25 CHAIRPERSON REYES: Okay. Because when you</p>

<p>45</p> <p>1 have a maintenance contract for the elevator, you 2 need to make sure that that elevator has been 3 maintained throughout the year, and then you go to 4 the elevator chief, and then you get your 5 certificate, right? But the inspection needs to 6 happen with the outside inspector, and then needs 7 to happen with the elevator company. 8 So from experience, not just Otis, you can be 9 held hostage if your maintenance hasn't been done. 10 And then you don't get that inspection, and then 11 you've got an elevator out of order because the 12 elevator chief is not going to give you that 13 certificate. So just make sure that what you're 14 reading and what's there, and that the out clause 15 is really an out clause, whatever that is. 30 16 days? 17 MR. DIAZ: Yeah. Usually 30 days. 18 CHAIRPERSON REYES: Okay. So do you have a 19 minimum that you have to have in your contract? 20 This is a three-year contract or five-year? 21 MR. DIAZ: Three year with two one-year 22 renewals. 23 CHAIRPERSON REYES: Okay. 24 MR. GALDOS: As a general rule, we have a 25 termination for convenience clause. That's like</p>	<p>46</p> <p>1 bare minimum. So forget default. I mean, we also 2 have that, but that requires a time to cure. But 3 for convenience, if it's not working out, we're 4 out. 5 CHAIRPERSON REYES: Okay. So my only 6 suggestion to you is that in the first three months 7 you monitor those maintenance, because there's a 8 maintenance department, there's a service 9 department, right? So -- and then if maintenance 10 isn't done, you're going to need repair, and that's 11 where elevator companies come and get you. 12 Those repairs, those after hours, those parts, 13 they're expensive. And then next thing you know, 14 you're paying for a maintenance agreement on a 15 monthly basis, and then you're stuck because you're 16 not going to have -- you're not going to have this 17 building without an elevator or the elevator's is 18 not running. 19 So just, you know, keep that -- keep checking 20 on them, because it's -- it's not just Otis, it's 21 all of them. There's an issue. And we as users 22 are held pretty much hostage because there's not 23 that many of them. I was shocked that you guys had 24 five -- five responses? Six responses. When I put 25 bids out, we only get two. We get TKE and we get</p>
<p>47</p> <p>1 Otis. 2 MR. WILMOTH: Yeah. 3 CHAIRPERSON REYES: And then they're -- like 4 they talk to one another, right, and their prices 5 are all the same. And what do you do? 6 MR. WILMOTH: Theoretically. 7 CHAIRPERSON REYES: You don't know what to do. 8 So just keep an eye on this because this can be -- 9 this becomes expensive. 10 MR. LEON: Will do. 11 MS. SOLIMAN: Chair? 12 CHAIRPERSON REYES: Yes. 13 MS. SOLIMAN: If I may, I just want to -- for 14 the record, Jose Leon, Victor Rosario, and 15 Wilfred Soto are present, and they were the members 16 that comprised the -- all three are on site. 17 CHAIRPERSON REYES: They're so quiet over 18 there. 19 MS. LADRON DE GUEVARA: I have a question. 20 I'm not an expert on elevators besides using them. 21 In this situation where we have Otis versus another 22 entity, SunCoast, how does it work if -- do they 23 charge you extra if they're repairing an elevator 24 that's not originally -- that they installed, or 25 like is there an additional -- like how does that</p>	<p>48</p> <p>1 work? Do they mark it up like, Well, that's not 2 ours, so it's different. We don't have the parts. 3 Like how does that -- 4 MR. LEON: Well, they typically service any -- 5 MS. LADRON DE GUEVARA: Anything? 6 MR. LEON: -- manufacturer, right? The 7 maintenance does cover X -- there's a scope that it 8 covers, so most simple repairs they don't charge 9 for. Now, if it needs a new board, if it needs 10 traction cables or whatever, then that's where they 11 start to charge anything outside of that scope of 12 maintenance. 13 MR. GALDOS: If I may add to the record, there 14 was a mandatory prebid site inspection. So that 15 was mandatory. And if you didn't show up to tour 16 the elevators that are going to be maintained, then 17 you did not establish the minimum requirement and 18 you would have been tossed out, which perhaps is 19 why some of these entities were -- did not make the 20 final list, so to speak. So they know what they're 21 getting into and which brands they're going to have 22 to maintain. 23 CHAIRPERSON REYES: Yeah. I think to your 24 point, it's mainly the technology that they offer. 25 And then they're like, Oh, wait. This is a</p>

<p>49</p> <p>1 Schindler elevator. My technology doesn't work 2 with this. So why don't we make some parts that 3 match my technology, and then all of a sudden 4 you're paying more. 5 So it's just a little bit of a game that's 6 played. And then, you know, I can tell you from -- 7 right now we're looking at a project. One of the 8 highest items is the elevators. They're so 9 expensive right now. And the maintenance is key, 10 because if you're not maintaining that elevator, 11 all those extra things do add up. 12 Even the buttons, you know, they're expensive. 13 So it's just -- and elevators -- those buttons get, 14 you know, hammered by people, you know, and 15 children, and all kinds of things happening there. 16 So it can become very, very expensive. And that's 17 why these -- that's why you got six people 18 responding, because it's lucrative at the end. 19 It's a lot of money. 20 MR. WILMOTH: Once we make a decision on who 21 we would like to go through, is there additional 22 negotiation that happens? 23 MR. DIAZ: Yes. 24 MR. WILMOTH: I'm assuming we're taking other 25 proposals and saying, We'd like to see this. And</p>	<p>50</p> <p>1 if those folks don't work, then we can go to the 2 next respondent if we were to -- 3 MR. DIAZ: Right. We'll negotiate the terms 4 and everything, and then both parties have to agree 5 before we move forward. 6 CHAIRPERSON REYES: And then also on that 7 negotiation, just make sure that they have enough 8 maintenance teams within the Miami region. You 9 have to make sure that that's accurate, that you 10 have those after hours, or if you have any elevator 11 that is not working, then you need to make sure 12 that the response time is also part of the 13 negotiation. 14 MR. WILMOTH: Not to get too deep in the 15 weeds, though, but if there's a way for their -- 16 because I know all of these different technologies 17 need to talk to each other; otherwise, you're 18 checking 18 different apps. Or if they have an 19 Open MPI that allows you to connect it to whatever 20 dashboard you're looking at, that would also be 21 helpful, you know, for the questions you ask those 22 folks. 23 MR. DIAZ: Yeah, they do that. 24 And then we also make sure we confirm that 25 they're here when they arrive. They have to sign.</p>
<p>51</p> <p>1 They have to check with staff. We also police that 2 as well, because, you know, they put the stuff that 3 they were here. But we have Victor's team, Jose's 4 team, that they're always on top of that, 5 especially the security guard already knows to call 6 when they see them. So that's a constant battle 7 with them that we had as well. 8 CHAIRPERSON REYES: Yeah. And also try to 9 negotiate that you get the same guy in your team, 10 two people, three people, because there's the 11 mechanic and the helper, right? So if you start 12 having the same people, then they know your 13 elevators. But if you keep getting a turnover in 14 people, they don't know the elevators, and they 15 don't know -- they can hear something and then 16 they're like, Oh, no. I need to replace the 17 cables. 18 Maybe that guy before didn't notice, but if 19 you have the consistency of the same people, they 20 will get to know the equipment better, you know, 21 and be able to look out for things. And so when 22 you don't -- when people start coming in, they find 23 new things. 24 All right. Can I get a motion on this? After 25 all this talk, do we want to go with Otis?</p>	<p>52</p> <p>1 MR. WILMOTH: Assuming you guys are going to 2 negotiate hard, so moved. 3 MR. CASSEL: It has its ups and downs. 4 CHAIRPERSON REYES: All right. All those in 5 favor say "aye." 6 MR. CASSEL: Aye. 7 MR. WILMOTH: Aye. 8 MS. LADRON DE GUEVARA: Aye. 9 CHAIRPERSON REYES: Aye. 10 Okay. Motion passes. 11 Sorry for that drilling down. 12 Okay. 13 MS. ARGUDIN: We're done. 14 CHAIRPERSON REYES: Nothing else to report? 15 Awesome. Let's all get back to work. Thank 16 you, everyone. 17 MR. GALDOS: Can we get a motion to adjourn? 18 CHAIRPERSON REYES: Oh, I'm sorry. Motion to 19 adjourn. 20 May I get a motion to adjourn? 21 MS. LADRON DE GUEVARA: So moved. 22 MR. WILMOTH: Second. 23 CHAIRPERSON REYES: All right. All those in 24 favor say "aye." 25 MR. CASSEL: Aye.</p>



<div>1 MS. LADRON DE GUEVARA: Aye.</div> <div>2 MR. WILMOTH: Aye.</div> <div>3 MR. GALDOS: Thank you.</div> <div>4 CHAIRPERSON REYES: Thank you, everyone.</div> <div>5 (Thereupon, the meeting was concluded at</div> <div>6 9:00 a.m.)</div> <div>7</div> <div>8</div> <div>9</div> <div>10</div> <div>11</div> <div>12</div> <div>13</div> <div>14</div> <div>15</div> <div>16</div> <div>17</div> <div>18</div> <div>19</div> <div>20</div> <div>21</div> <div>22</div> <div>23</div> <div>24</div> <div>25</div>	<div>1 CERTIFICATE</div> <div>2</div> <div>3 THE STATE OF FLORIDA</div> <div>4 COUNTY OF MIAMI-DADE</div> <div>5 I, Julia Y. Alfonso, RPR, FPR-C, do hereby</div> <div>6 certify that I was authorized to and did</div> <div>7 stenographically report the foregoing proceedings</div> <div>8 and that the transcript is a true and complete</div> <div>9 record of my stenographic notes.</div> <div>10 I further certify that I am not a relative,</div> <div>11 employee, attorney or counsel of any of the</div> <div>12 parties, nor relative or employee of such attorney</div> <div>13 or counsel, nor financially interested in the</div> <div>14 foregoing action.</div> <div>15 Dated this 22nd day of May, 24, Miami-Dade</div> <div>16 County, Florida.</div> <div>17</div> <div>18</div> <div>19 </div> <div>20 Julia Y. Alfonso, RPR, FPR-C</div> <div>21</div> <div>22</div> <div>23</div> <div>24</div> <div>25</div>



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TO: Honorable Chairperson and Members of the Off-Street Parking Board

FROM: Alejandra Argudin, Chief Executive Officer, Miami Parking Authority

SUBJECT: Approval of Electrical Services at Courthouse Center Garage

DATE: June 5, 2024

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Miami Parking Authority ("MPA") staff hereby requests approval to expend funds for services as outlined in the attached Scope and Quote #EST0018 from AD Electrical Contractor, LLC ("AD Electrical"), dated April 16, 2024, in the amount of \$78,201.12 for necessary electrical services ("Quote").

On February 7, 2024, this Board of Directors granted MPA the authority to enter into a Professional Services Agreement with AD Electrical, as the most responsive and responsible proposer in response to RFQ 23-15 ("PSA"). This Board's approval further authorized MPA to pay invoices up to \$50,000 for necessary electrical services, per-project, subject to budgetary approval, without the necessity of subsequent Board approval. The PSA has been executed and became effective on February 14, 2024.

Staff identified a need to install electric chargers for the exclusive use of MPA's electric vehicles while they are not in service and parked in the fleet parking area of the Courthouse Center Garage ("G1"). Although electric vehicle charging stations were installed by a competitively selected vendor on the ground level of G1, those charging stations are for the use and benefit of the public.

Installation of the necessary electric chargers requires significant electrical upgrades, as shown in the attachment, which exceeds \$50,000.

Accordingly, MPA staff respectfully requests the MPA Board's approval to expend the necessary funds as outlined in the attached Quote.



## AD ELECTRICAL CONTRACTOR LLC.

AD ELECTRICAL CONTRACTOR LLC.

7862735892

adelectricalcontr@gmail.com

14324 SW 179TH LN MIAMI FL  
33177

TO

### MIAMI PARKING AUTHORITY

40 NW 3 St

MIAMI

FL 33128

Jmedina@miamiparking.com

ESTIMATE

EST0018

DATE

Apr 16, 2024

TOTAL

USD \$78,201.12

DESCRIPTION	AMOUNT
<b>COURTHOUSE CENTER GARAGE</b> - SCOPE OF WORK:	<b>\$42,400.00</b>
<p>On the 10th floor of the parking garage, 10 chargers for electric cars will be installed (Level 2 EV wall charging station SEV1600HW, hardwire 240volt- 50amp). To carry out the work, electricity will be taken from the electrical room located on the 11th Floor, coming from an existing panel with capacity for this load (PANEL TP10 400amp/ 480-277volt), it is necessary to pass the concrete floor, for this you must Scan the area and open the hole with a core drill.</p> <p>New 2" piping will be installed to carry the power wires to a disconnect located on the south-east wall of the elevators feeding a step down transformer (112.5 KVA 480/120/ 240volt/3ph) which will convert the electricity for a new distribution panel (CC10 400amp/120-240volt/3ph/main breaker), from which the 10 chargers will be powered, to which independent circuits will be carried through one-inch diameter pipes controlled by a breaker (2ph/70amps, wiring 2 #4/1#8G)</p> <p>- PRICE BREAKDOWN: 2 ELECTRICIAN-1 HELPERS-ELECTRICIANS</p>	
Electrical RM 11th Floor Existing panel TP10 400amp/480-277volt/3ph(NEW MAIN BREAKER 200amp/480-277volt/3ph/65Ka)	\$2,123.98
EMT CONDUIT 2"	\$1,120.60

ELBOW EMT 2" 45 GR	\$84.54
ELBOW EMT 2" 90 GR	\$76.20
EMT CONNECTOR COUPLING COMPRESSION 2"	\$56.80
EMT COUPLING COMPRESSION 2"	\$173.40
EMT CONDUIT 1"	\$1,683.00
EMT CONNECTOR COUPLING COMPRESSION 1"	\$127.00
EMT COUPLING COMPRESSION 1"	\$145.20
NEW FUSE DISCONNECT 200AMP/3PH/600VOLT/NEMA-3R	\$976.67
NEW FUSE 200AMPS/600VOLT/TD	\$240.57
NEW TRANSFORMER 112.5KVA P480 VOLT S 120/240VOLT	\$4,621.20
NEW DISTRIBUTION PANEL 400AMPS/120-240VOLT/3PH	\$2,799.30
NR62 3R/ENCL./62H x 5.75D x 20WDE	\$815.98
BREAKER 2PH/70AMP/BOLT-ON	\$736.40
THHN #3/0 CABLE STR	\$3,296.00
THHN #4 CABLE STR 500FT REEL	\$2,114.16
THHN #6 STR 500FT REEL	\$368.85
THHN #8 CABLE STR 500FT REEL	\$915.84

2 in. Rigid Insulated Metallic Grounding Bushing Standard Fitting	\$74.82
2" Flexible Steel Conduit, 25 ft. L	\$172.76
2 in. Flexible Metal Conduit (FMC) Squeeze Connector	\$47.88
Sammys 8059957-25 Vertical Anchor Super Screw with 3/8 in. Threaded Rod Fitting, 5/16 x 1 3/4, Silver and Blue, 25 Piece	\$280.91
2 in. Universal Strut Pipe Clamp - Silver Galvanized	\$183.90
3/8 in. Zinc Flat Washer (100-Pack)	\$33.52
3/8 in.-16 tpi Zinc Hex Nut (100-Pack)	\$44.94
3/8 in. x 10 ft. Strut Fitting Galvanized Threaded Electrical Support Rod	\$372.25
10 ft. 12-Gauge Half Slotted Metal Framing Strut Channel in Silver Galvanized	\$781.20
1 in. Electrical Metallic Tube 1-Hole Straps (50-Pack)	\$33.06
SPECIALIZED EQUIPMENT FEE:	\$860.00
CONCRETE SCANNING (TENSION CABLES, REBARS)	
2 in. Electric Core Drill with Stand	\$256.89
50 ft. Battery Pwr. Towable Boom	\$2,514.50
20 ft. Electric Scissor Lift with Power-Deck, 32 in. Wide	\$1,259.50
Autel MaxiCharger Home Electric Vehicle (EV) Charger, up to 50 Amp, 240V, Level 2 WiFi and Bluetooth Enabled EVSE, Hardwired, Indoor/Outdoor, 25-Foot Cable with Separate Holster, Dark Gray	\$6,409.30

SUBTOTAL	\$78,201.12
TAX (0%)	\$0.00
TOTAL	USD \$78,201.12

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- IN ORDER TO COMMENCE SCOPE OF WORK 50% OF TOTAL COST IS DUE UPON APPROVAL OF THIS PROPOSAL.





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TO: Honorable Chairperson and Members of the Off-Street Parking Board

FROM: Alejandra Argudin, Chief Executive Officer, Miami Parking Authority *A. Argudin*

SUBJECT: Extension of Board Chairperson's Term for Two Consecutive Years

DATE: June 5, 2024

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Section 23(c) of the City of Miami Charter empowers the members of the Board of Directors ("Board") of the Department of Off-Street Parking of the City of Miami d/b/a Miami Parking Authority ("MPA"), to elect one of its members to serve as Chairperson of the Board and to make appropriate rules and regulations for its own government and procedure.

Accordingly, on June 8, 2022, at a duly notice public meeting, the Board reappointed Ms. Jami Reyes as Board "Chairperson", allowing her to serve a second (and final) term of two (2) consecutive years, ending on July 15, 2024.

Prior to completion of her second term, Ms. Jami Reyes, is seeking an extension of her final term in order to help guide the Board through the process of major-upcoming MPA projects which (throughout her tenure) have been delayed and hampered by the Covid pandemic; and currently, unprecedented inflationary period, coupled with high interest rates and economic uncertainty.

MPA staff respectfully requests approval of Resolution No. 24-01, in substantially the attached form as "Exhibit I", approving the extension of the current Chairperson's term for an additional period of two (2) years ending July 15, 2026, in accordance with the authority vested in this Board under Section 23(c), City of Miami Charter, and MPA Resolution No. 24-01.

# **EXHIBIT I**

## **RESOLUTION NO. 24-01**

**A RESOLUTION OF THE BOARD OF DIRECTORS OF THE DEPARTMENT OF OFF-STREET PARKING OF THE CITY OF MIAMI D/B/A MIAMI PARKING AUTHORITY EXTENDING THE TERM OF MS. JAMI REYES AS CHAIRPERSON FOR AN ADDITIONAL PERIOD OF TWO (2) CONSECUTIVE YEARS, IN ACCORDANCE WITH SECTION 23(C) OF THE CITY OF MIAMI CHARTER, AND MIAMI PARKING AUTHORITY RESOLUTION NO. 20-05, PASSED AND ADOPTED ON JULY 15, 2020; PROVIDING FOR AN EFFECTIVE DATE.**

**WHEREAS**, in accordance with Section 23(c), of the City of Miami Charter, the members of the Board of Directors (“Board”) of the Department of Off-Street Parking of the City of Miami d/b/a Miami Parking Authority (“MPA”), are authorized to “elect one of its members to serve as chair of the board, [and] shall make appropriate rules and regulations for its own government and procedure”...; and

**WHEREAS**, in accordance with the spirit and intent of the Charter provision, the Board passed and adopted Resolution No. 20-05 on July 15, 2020, setting forth a formal process for the biennial rotation of Board Chairperson (“Chairperson”) and MPA Finance Committee Chair (“Chair”), attached hereto as “Exhibit II”; and

**WHEREAS**, it was intended that the Chairperson would serve a term of two (2) consecutive years as the presiding officer for MPA Board meetings, and the Chair would serve a term of two (2) consecutive years as the presiding officer for MPA Finance Committee meetings; and

**WHEREAS**, the current Chairperson, Ms. Jami Reyes, is seeking an extension of her final term in order to help guide the Board through the process of major-upcoming MPA projects which (throughout her tenure) have been delayed and hampered by the Covid pandemic and subsequent inflationary period, coupled with financial uncertainty; and

**WHEREAS**, if approved by a majority vote of the Board members present during a duly noticed public meeting, the Chairperson’s new-additional term will commence July 15, 2024, and run for two (2) consecutive years, ending July 15, 2026; and



**WHEREAS**, in accordance with Section 23(c) of the City of Miami Charter, and MPA Resolution No. 20-05, passed and adopted on July 15, 2020, the Board hereby finds the extension the Chairperson's term for a period of two (2) years, serves the best interests of the MPA.

**NOW THEREFORE, BE IT RESOLVED BY THE DEPARTMENT OF OFF-STREET PARKING BOARD OF THE CITY OF MIAMI, FLORIDA:**

**Section 1.**     **Extension of Chairperson's Term.** The Board of Directors of the Department of Off-Street Parking of the City of Miami d/b/a Miami Parking Authority, pursuant to Section 23(c) of the City of Miami Charter, and MPA Resolution No. 20-05, hereby extend the term of Chairperson, Ms. Jami Reyes, for a period of two (2) consecutive years, ending July 15, 2026.

**Section 2.**     **Effective Date.** This Resolution shall become effective immediately upon adoption.

**PASSED AND ADOPTED** this \_\_\_\_ day of \_\_\_\_\_, 2024.

By: \_\_\_\_\_  
Jami Reyes, Chairperson

**ATTEST:**

\_\_\_\_\_  
Monica Cuadra  
Executive Administrative Assistant

# EXHIBIT II

## RESOLUTION NO. 20-05

**A RESOLUTION OF THE BOARD OF DIRECTORS OF THE DEPARTMENT OF OFF-STREET PARKING OF THE CITY OF MIAMI D/B/A MIAMI PARKING AUTHORITY PROVIDING FOR BIENNIAL ELECTIONS OF BOARD CHAIRPERSON AND FINANCE COMMITTEE CHAIR FROM AMONG THE MEMBERS OF THE MIAMI PARKING AUTHORITY BOARD, IN ACCORDANCE WITH SECTION 23(C) OF THE CITY OF MIAMI CHARTER; PROVIDING ELECTION PROCEDURES PURSUANT TO THE ATTACHED EXHIBIT A; PROVIDING FOR AN EFFECTIVE DATE.**

**WHEREAS**, in recent memory, the Board of Directors ("Board") of the Department of Off-Street Parking of the City of Miami d/b/a Miami Parking Authority ("MPA") have not had the benefit of a formalized system for rotating the Board Chairperson ("Chairperson") and the MPA Finance Committee Chair ("Chair"); and

**WHEREAS**, on prior occasions the Board designated a Chairperson and Chair from among its members, by majority vote of the Board members present during a duly noticed public meeting; and

**WHEREAS**, the words "*Chairperson*" and "*Chair*", as used in this context, have the following meaning: 1. A deliberative assembly's presiding officer; 2. The presiding officer's seat; 3. The officer who heads an organization [*Black's Law Dictionary* 244 (8<sup>th</sup> ed. 2007)]; and

**WHEREAS**, it is hereby intended that the Chairperson will serve a term of two (2) consecutive years as the presiding officer for MPA Board meetings, and the Chair will serve a term of two (2) consecutive years as the presiding officer for MPA Finance Committee meetings; and

**WHEREAS**, Section 23(c) of the City of Miami Charter ("Charter"), allows the Board to "make appropriate rules and regulations for its own government and procedure"; and

**WHEREAS**, in accordance with the spirit and intent of the Charter provision, the MPA Board of Directors desire to adopt a formal system for the biennial rotation of Board Chairperson and MPA Finance Committee Chair, in the form attached hereto as "Exhibit A".

**NOW THEREFORE, BE IT RESOLVED BY THE DEPARTMENT OF  
OFF-STREET PARKING BOARD OF THE CITY OF MIAMI, FLORIDA:**

**Section 1. Biennial Election of Chairperson and Chair.** The Board of Directors of the Department of Off-Street Parking of the City of Miami d/b/a Miami Parking Authority, pursuant to Section 23(b) of the City of Miami Charter, hereby adopt election procedures for the biennial election of MPA Board "Chairperson" and MPA Finance Committee "Chair", in the manner set forth in the attached "Exhibit A".

**Section 2. Effective Date.** This Resolution shall become effective immediately upon adoption.

PASSED AND ADOPTED this 15th day of July, 2020.

By: 

Jami Reyes, Chairperson

ATTEST:

  
Monica Cuadra  
Executive Administrative Assistant

## **EXHIBIT A**

### **Resolution No. 20-05 Election and Rotation of MPA Board Chairperson and Finance Committee Chair**

#### **I. MPA Board Chairperson - Regular and Special Meetings:**

The MPA Board ("Board") shall designate by election, one of its members to serve as Chairperson of the Board ("Chairperson"), pursuant to Section 23(c) of the City of Miami Charter ("Charter"). Such designation shall be affirmed by a majority vote of the Board members present at a duly noticed public meeting. The role of the Chairperson is to conduct the meeting in an orderly, time efficient manner so to accomplish the purpose of the published agenda and the intended business of MPA.

The current Chairperson shall seek from among the Board members present at a meeting, those members who are interested and willing to serve as the Chairperson of the Board. The term of Chairperson shall be a period of two (2) years from the effective date of the Resolution and thereafter, from the effective date of his/her respective designation as affirmed by a majority of the Board ("Term").

No Board member shall serve more than two (2) consecutive Terms as Chairperson commencing with the adoption of this Resolution No. 20-05. Service will be deemed consecutive, unless there is a two-year period during which the Board member does not serve as Chairperson ("Break in Service"). Therefore, any Board member serving the maximum Term amount as Chairperson, must have a Break in Service before qualifying to serve again as Chairperson.

In the event that the Chairperson is unable to attend a Board meeting, then the remaining Board members who are present at the meeting shall designate a temporary Chairperson to serve only for the duration of the scheduled meeting. Such designation shall be affirmed by a majority vote of the Board members present. This process shall be followed at the commencement of each meeting, to fill the vacancy of the Chairperson who was duly designated and affirmed pursuant to the Charter.

Guidelines for designation of Chairperson shall be effective immediately upon adoption and passage of Resolution No. 20-05, or as otherwise specified by the Board.

Guidelines prescribed by this Resolution No. 20-05, shall remain in force and effect until such guidelines are amended or repealed by a subsequent Resolution of the Board, passed and adopted by majority vote of the Board during a regular or special meeting of the Board at which at least a quorum is present.

## **II. MPA Board - Finance Committee Chair:**

The Board sitting in its capacity as the MPA Finance Committee ("Committee"), shall designate by election one of its members to serve as Chair of the Finance Committee ("Chair"), in a manner authorized by the Charter. Such designation shall be affirmed by a majority vote of the Committee members present at a duly noticed public meeting. The role of the Chair is to conduct the meeting in an orderly, time efficient manner so to accomplish the purpose of the published agenda and the intended business of the Committee.

The current Chair shall seek from among the Committee members present, those who are interested, willing, and qualified to serve as Chair of the Finance Committee. The term of Chair shall be a period of two (2) years from the effective date of the Resolution and thereafter, from the effective date of his/her respective designation as affirmed by a majority of the Committee ("Term").

No Committee member shall serve more than two (2) consecutive Terms as Chair commencing with the adoption of this Resolution No. 20-05. Service will be deemed consecutive, unless there is a two-year period during which the Committee member does not serve as Chair ("Break in Service"). Therefore, any Committee member serving the maximum Term amount as Chair, must have a Break in Service before qualifying to serve again as Chair.

In the event that the Chair is unable to attend a Committee meeting, then the remaining Committee members who are present at the meeting shall designate a temporary Chair to serve only for the duration of the scheduled meeting. Such designation shall be affirmed by a majority vote of the Committee members present. This process shall be followed (as necessary) at the commencement of each meeting to fill the vacancy of the Chair who was duly designated and affirmed pursuant to these guidelines, as may amended from time to time.

Guidelines for designation of Chair shall be effective immediately upon adoption and passage of Resolution No. 20-05, or as otherwise specified by the Committee.

Guidelines prescribed by this Resolution No. 20-05, shall remain in force and effect until such guidelines are amended or repealed by subsequent Resolution of the Board, passed and adopted by majority vote of the Committee during a regular or special meeting at which at least a quorum is present.

# Operations Report

April, 2024

## ON-STREET

	(Actuals)	(Budget)
On-Street Revenue	\$3,336,126	\$3,034,804
Total Number of PAD's:	102	
Total Number of On-Street Spaces Citywide:	12,501	

## PAY BY PHONE

### Revenue

\$3,575,931  
% of Revenue from PBP: 98%

### Transactions

804,307

## ENFORCEMENT

Total number of citations issued: 18,986  
Revenue generated for the City of Miami: \$397,844  
Revenue generated for Miami-Dade County: \$210,464

## OFF-STREET

	(Actuals)	(Budget)
Parking Garages	\$943,957	\$405,289
Parking Lots	\$994,239	\$806,663

## Facilities

## Monthly Customers

## Transient Customers

Garage 1	873	20,453
Garage 3	1,369	18,339
Garage 4	1,297	11,086
Garage 5	413	13,375
Garage 9	175	
Lots	1,808	

## PERMANENT METER REMOVAL

### **FY 23-24** **(# of Spaces)**

Private	11
City of Miami	
FDOT/County	
Upcoming Removals (Estimate)	
<b><u>TOTAL</u></b>	<b>11</b>

Number of Garages managed/owned by MPA: 5  
Number of Lots managed/owned by MPA: 52  
Numbers do not reflect garages or lots at Marlins Park, JHS or PARKS

# CITY OF DORAL

## KEY PERFORMANCE INDICATORS

### Operations

#### *Revenues*

**Goal:** \$770,000 in the first 12 months  
**Actual:** \$840,000 in the first 12 months  
Percentage over or under projected goal: (4%)

### DORAL REVENUE

Month	Gross Revenue	MoM Reve Incre	Rev Benchmark	Rev vs. Benchmark
May	\$1,192		\$70,000	-98%
June	\$51,200	4195%	\$70,000	-27%
July	\$66,932	31%	\$70,000	-4%
August	\$74,786	12%	\$70,000	7%
September	\$77,002	3%	\$70,000	10%
October	\$83,128	8%	\$70,000	19%
November	\$74,478	-10%	\$70,000	6%
December	\$87,661	18%	\$70,000	25%
January	\$82,629	-6%	\$70,000	18%
Feburary	\$84,574	2%	\$70,000	21%
March	\$96,494	14%	\$70,000	38%
April	\$90,986	-6%	\$70,000	30%

#### *Citations*

**Projected:** 2,400 per month  
**Actual:** 1,468 per month (April)

### Customer Service

**Goal:** Minimize the number of inquiries and complaints by deploying goodwill ambassadors on the streets of Doral before and during the program kickoff.

**Actual:** An approximate number of inquiries from the Command Center and customer service were received

- Calls from command center 935
- Calls from customer service 742

**Monthly Permits Activation** (updated 5/29/2024)

Facility Code	Product Type	Capacity	Used	Percent Used
43010	Commercial Parking	15	15	100%
43011	Commercial Parking	30	31	103%
43013	Monthly Parking	25	25	100%
43014	Monthly Parking	5	4	80%
43015	Monthly Parking	15	4	27%
43016	Monthly Parking	15	1	7%
43017	Monthly Parking	19	0	0%
43018	Monthly Parking	10	2	20%
43012	Student Parking	7	0	0%
43019	Student Parking	40	15	38%



## MIAMI-DADE COUNTY PARKS

### KEY PERFORMANCE INDICATORS

Improving revenue year over year for Miami Dade County Parks (MDCP) is an important KPI. The parks bounced back after the initial impact of COVID-19. Weather conditions and dedicated enforcement are indeed significant factors that can affect park revenue.

#### Improve Efficiency

**Goal:** Reduce hardware

**Actual:** Reduced pay station inventory from 53 to 2. Two remain in Homestead Bayfront Park because of connectivity issues with certain cell phone providers.

#### Revenue

**Goal:** Improve revenue

**Actual:** Revenue has increased year over year post covid (2021-2023)

- Revenue recovered after initial impact of COVID 19
- Weather conditions affect revenue in a negative manner.
- Enforcement keeps compliance via the issuance of citations.
- Revenue and Citation data for 2024 is through April of the calendar year.

Year	2018	2019	2020	2021	2022	2023	2024
MDCP Rev	\$5,253,942	\$4,603,638	\$2,863,362	\$4,896,947	\$6,123,274	\$7,191,874	\$ 2,708,679.00
MDCP Citations	18,454	6,356	3,259	11,145	36,957	24,108	11,452