February 13, 2020

Buffalo Niagara Convention Center

TASK 6 REPORT

CJS ARCHITECTS tvsdesign

February 7, 2020

Attached you will find our Architectural and Engineering Assessment Report (Task 6) to compare three potential sites for a new or expanded Buffalo Niagara Convention Center. The purpose of this assessment is to:

(i) Assess from an architectural and engineering perspective the three identified site options for a state-of-the-art convention center, and
(ii) Refine the overall costs associated with developing each of the sites.

For each site, our team reviewed site characteristics, developed functional building diagrams, and determined key cost drivers. This information formed the basis of a conceptual project budget (quantitative analysis) for each scheme. Together with project stakeholders, we developed a series of evaluation criteria to assess the general potential for each site (qualitative analysis).

The selection of a site for new or expanded convention center is a complex decision and the intent of this assessment is to provide a recommendation to decision makers using both objective qualifiable information and subjective professional observations to assist them in selecting a site option.

It has been a pleasure working with you and your team on this assessment and we look forward to any further assistance we can provide.

Sincerely,

Robert Svedberg FAIA
Principal
tvsdesign

EXISTING BUFFALO NIAGARA CONVENTION CENTER (BNCC) SITE SELECTION STUDY

The existing BNCC Facility is vital to the local economy of Buffalo and Erie County. Erie County commissioned HVS to undertake a Market and Feasibility Analysis to review this impact. This study highlighted the success of the existing facility (operating at near capacity), along with a description of its physical limitations and serious functional deficiencies.

Looking to the future of the BNCC, the HVS Study identified 2 potential new build sites – herein referred to as the Delaware Site and the HSBC Site. A third option was added to the study to study incorporation of the existing building with the adjacent Statler Building. This option is referred to as the Statler Scheme.

Following the HVS Study results, Erie County commissioned a deeper site specific, architectural 'test-fit' study to include evaluation of the existing building and the 2 sites to narrow the site options for a future new-build. Tasks requested include:

TASK 1: REVIEW OF SITE OPTIONS

TASK 2: ASSESSMENT OF EXISTING FACILITY

TASK 3: OUTLINE OF DEVELOPMENT NEXT STEPS

TASK 4: CONCEPTUAL COST ESTIMATES

TASK 5: OVERALL ASSESSMENT OF SITE OPTIONS

TASK 6: REPORTING

EXISTING BNCC RECOMMENDATIONS

This Report is provided per **TASK 6** and is intended to summarize the efforts and results of TASKS 1 through 5.

Buffalo Niagara Convention Center

TASK 6 REPORT

EXECUTIVE SUMMARY

This study evaluated three sites for construction of a new Buffalo Niagara Convention Center. The sites and associated schemes are identified herein as the Statler, Delaware, and HSBC Sites.

Following an architectural exercise to test fit the recommended Program spaces within each site, each scheme was evaluated through high level/desk-top quantitative and qualitative measures from information readily available and/or as provided by Erie County. The Qualitative review generally focused on practical operational access and serviceability with experiential urban design impacts and relationships to cultural/commercial centers. The quantitative review focused on building size (meeting the HVS Study Program/Size recommendations) and development cost.

The following outlines the general observations and recommendations resulting from this study. The sections following this Executive Summary – Tasks 1 through 5 and Appendices – provide additional background for review.

Delaware Site (Figure 1-D)

Generally the results of these evaluations point to the Delaware site directly north of the historic Statler Hotel as the least cost for the greatest value. The site/scheme configuration meets the recommended Program area with good operational serviceability. The scheme offers positive urban design opportunities to repair a portion of the original Buffalo city plan and view corridors interrupted by the original convention center (See following photographs of the historic Buffalo city plan). The location takes advantage of existing hotel and commercial center proximity. Further, the Delaware site preserves the integrity of the neighboring Statler Historic Hotel property – a potential cultural and tourism center. Some preservation/treatment of historic and existing site structures may be desired.

Statler Site (Figure 1-S)

While the Statler Scheme incorporates the Historic Statler Hotel and utilizes the existing Convention Center site, it does so by impacting Buffalo's historic street grid and view corridors as well as the existing historic Statler architecture, potentially damaging its value and usage. Further, the Statler Scheme does not meet the recommended Program areas, falling below the space requirements outlined in the HVS economic study. While smaller, the cost per square foot of the complicated construction is more expensive than the Delaware Scheme. The scheme elevates the Exhibit Hall and loading docks, also complicating the operational serviceability of the scheme.

Development of the Statler Scheme may reduce site acquisition costs by locating a new facility on property already owned by the County. However, the scheme would require closure of the existing facility for several years. This closure would severely impact existing convention business, currently employed staff, and add startup costs for a new facility in re-building a new client base while slowly re-growing revenue.

HSBC Site (Figure 1-H)

The HSBC Site (adjacent to the Existing HSBC Building south of highway 190) affords the possibility of a larger project than that required by the Program. The size of the site also allows for future expansion. However, certain aspects of the site limit its viability – environmental remediation cost, foundation premiums, sewer relocation, parking replacement, and hotel proximity among others.

This site is distant from most of the city's hotel stock, challenging for events looking to book a new facility in this area and looking to guarantee hotel rooms for their attendees.

Higher development cost stem from previous industrial site usage now requiring extensive contaminated soil removal. Foundation premiums stem from this same soil as its structural capacity is limited by the geology of the former waterfront. The project limits also incorporate a large original canal (now an antiquated enclosed brick sewer) that crosses the site. Relocation/rerouting is required to avoid overbuild.

Finally, the cost of replacement of lost parking for the HSBC Site exceeds the parking space needs of the other two sites.

EXECUTIVE SUMMARY

Recommendation

Based on this summary and the analysis included in this report, the Delaware site is the least cost for the greatest value and is the recommended option.

Cost (Quantitative Review)- Comparing the 3 schemes when adjusted to be equal in size and within the conceptual cost analysis of this study, the Delaware site is the lowest cost. This is primarily due to Statler & HSBC site constraints such as soil conditions (structural and environmental), hotel proximity, parking needs, site size & building configuration limitations, and potential lost business among other variables.

Value (Qualitative Review) – The experiential advantages of the Delaware site option are worth highlighting relative to the historic and urban design opportunities. Primarily, adjacency to historic properties, facility size, hotel proximity, commercial/restaurant access all combine into a great opportunity to enhance the historic buffalo city center (see following images). Executive Summary Figure 5-1 categorizes those site characteristics deemed important by the Advisory and Steering Committees, visually diagramming the qualitative review of each site per these parameters.

SUMMARY CHART OF QUALITATIVE REVIEW

Figure 5-1 summarizes the qualitative review included in the overall assessment of site options.

The chart is intended to graphically highlight various operational and/or experiential aspects of each site and scheme – grading each item with **Green**, **Orange**, or **Red** dots symbolizing **Good**, **Neutral**, or **Negative** determinations.

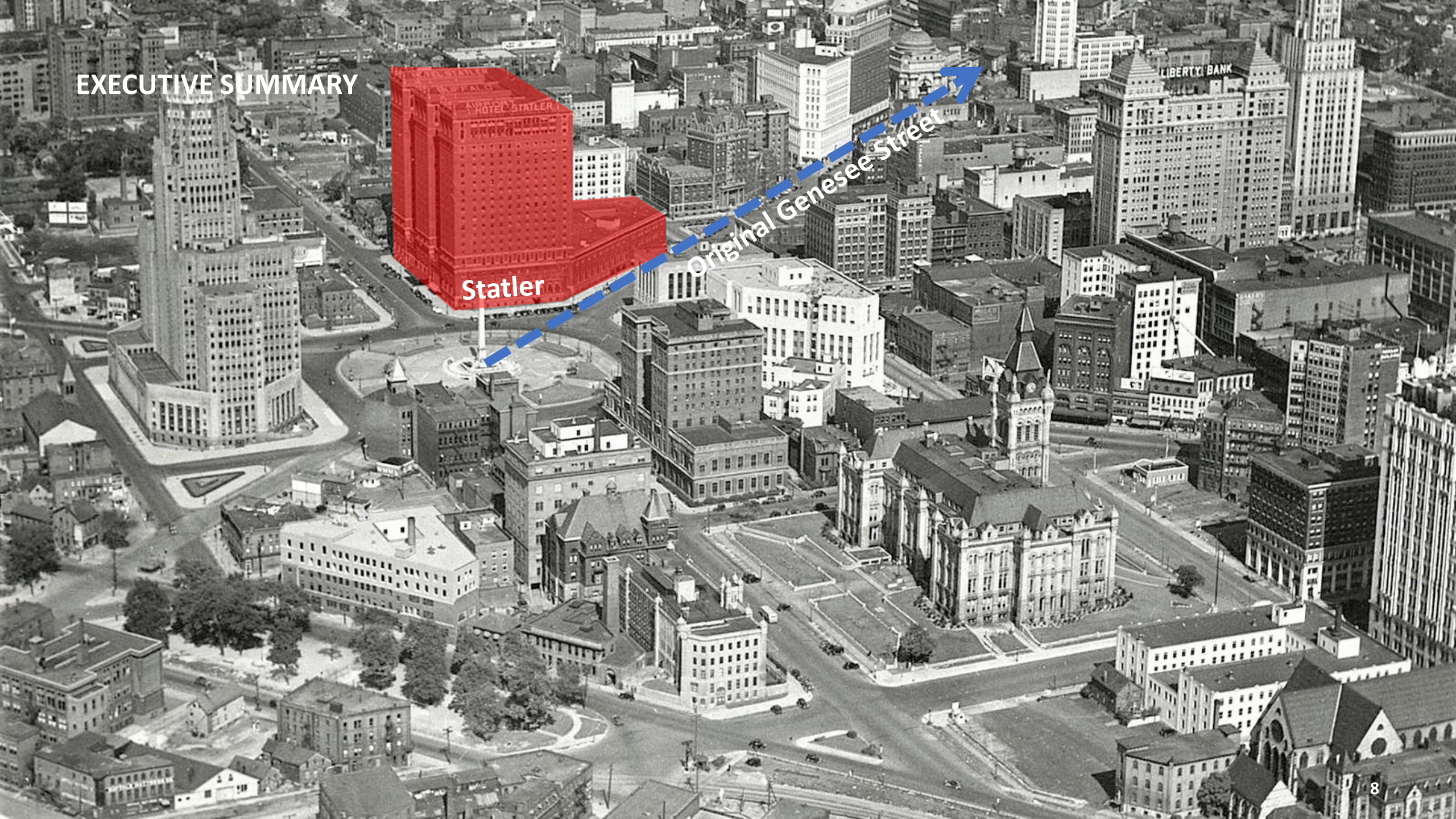
FIGURE 5-1

		STATLER	DELAWARE	HSBC
1	Accommodates HVS Program	🔴	🟢	🟢
2	Allows for Future Exhibit Hall Expansion	🔴	🔴	🟢
3	Loading Dock Operations	🟡	🟢	🟢
4	Public Circulation / Views	🟡	🟢	🟢
5	Maintains Existing Operations	🔴	🟢	🟢
6	Zoning / Green Code Compliant	🔴	🟢	🔴
7	Impact on Existing Hotel Business	🟢	🟢	🔴
8	Urban Design	🔴	🟢	🟢
9	Historic Structures - Statler	🔴	🟢	🔴
10	Historic Structures – H-L House	🟢	🟡	🟢
11	Existing Structures – Franklin / Delaware Buildings	🟢	🟡	🟢
12	Historic City Plan Restoration	🔴	🟢	🟢
13	Re-Development of Existing Site	🔴	🟢	🟢

EXECUTIVE SUMMARY

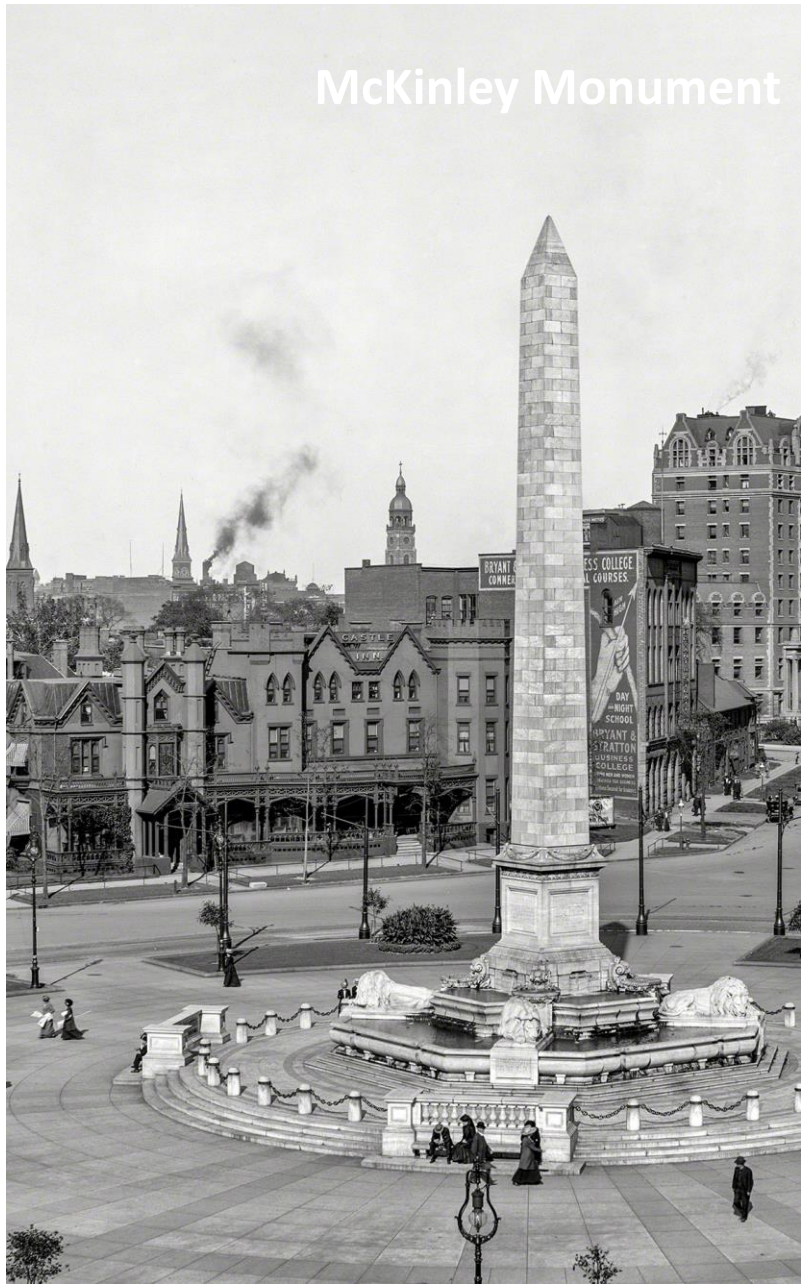
1928 Aerial

EXECUTIVE SUMMARY




EXECUTIVE SUMMARY
Statler


YMCA


McKinley Monument

Review of Site Options TASK 1

Assessment of Existing Facility TASK 2

Outline of Development Next Steps TASK 3

Conceptual Cost Estimates of Site Options TASK 4

Overall Assessment of Site Options TASK 5

Recommendations

CJS ARCHITECTS tvsdesign

TASK 1: REVIEW OF SITE OPTIONS

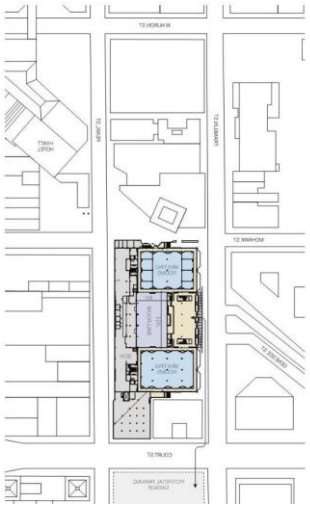
HVS STUDY REVIEW:

The HVS report, dated July 8, 2018 noted the deficiencies of the existing BNCC and determined that the market exists for Buffalo to support a larger convention center that would increase the economic benefit to the local economy, decrease the operating deficit of the facility, and increase the number of jobs attributable to the center. HVS recommended:

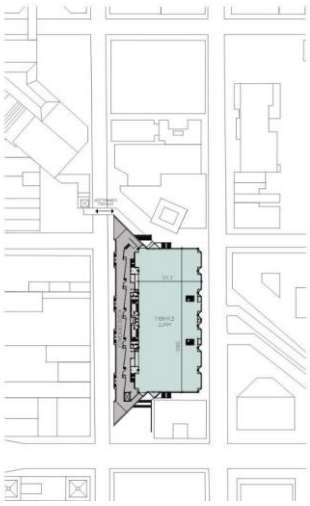
120,000 to 150,000 sf exhibit hall

30,000 to 40,000 sf multipurpose ballroom

30,000 to 45,000 sf of meeting roofs



EXISTING FACILITY
LEVEL 1 FLOOR PLAN



EXISTING FACILITY
LEVEL 2 FLOOR PLAN

EXISTING

1.67sf EH: 1.00sf MR

EXHIBIT HALL
64,410 SF

BALLROOM
12,367 SF

MEETING ROOM
26,092 SF

HVS - LOW

2.00sf EH: 1.00sf MR

EXHIBIT HALL
120,000 SF

BALLROOM
30,000 SF

MEETING ROOMS
30,000 SF

CIRCULATION / SUPPORT*
225,000 SF

GROSS CONSTRUCTION AREA*
405,000 SF

HVS - HIGH

1.76sf EH: 1.00sf MR

EXHIBIT HALL
150,000 SF

BALLROOM
40,000 SF

MEETING ROOMS
45,000 SF

CIRCULATION / SUPPORT*
293,750 SF

GROSS CONSTRUCTION AREA*
528,750 SF

TASK 1: REVIEW OF SITE OPTIONS

SITE OPTIONS:

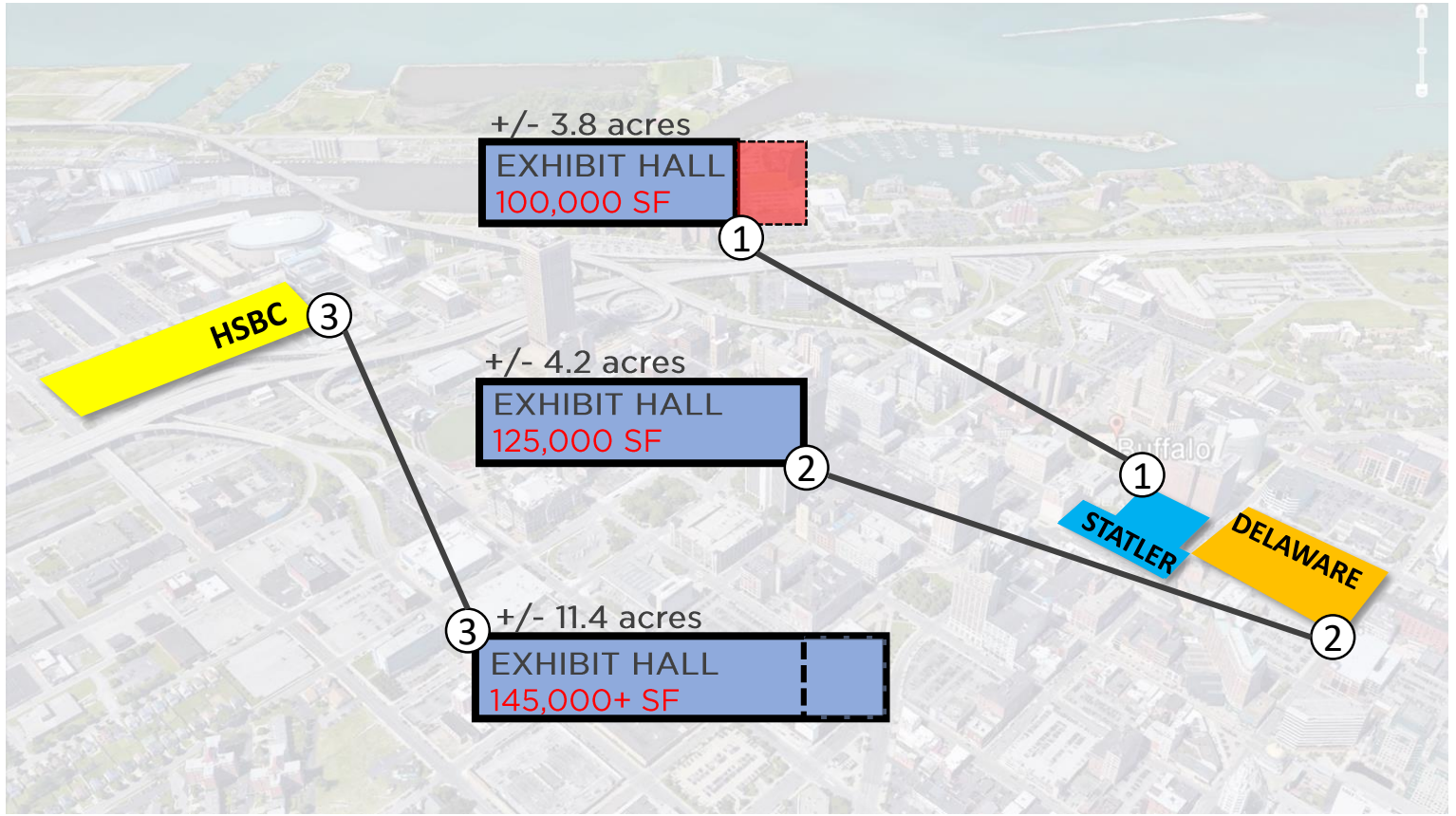
Three possible sites have been identified, two options analyzed by HVS and a third option that resulted from the community engagement process. The three sites included in this study include:

Statler Site– This site includes the existing building and the adjacent low-rise portion of the existing Statler Hotel property. 3.8 acres

Delaware Site – This site includes the block directly north of the Statler Hotel property, also northwest of the existing BNCC. 4.2 acres

HSBC Site – This site is adjacent to the KeyBank Center, HSBC Building on Washington Street and backs up to Highway 190. 11.4 acres

It is important to note that the sizes of the sites are NOT equal and that while the Delaware and HSBC sites can accommodate the exhibit hall size recommended by HVS (120,000 to 150,000sf), the Statler site does can only accommodate a 100,000 sf exhibition hall.



TASK 1: REVIEW OF SITE OPTIONS

FUNCTIONAL BUILDING DIAGRAMS:

To understand the technical issues and opportunities of each site, we developed functional building diagrams for each site that act as a 'proof of concept' for how a possible state-of-the-art convention center can work on each site. These diagrams represent one of a number of possible ways a convention center can utilize each site.

The primary factor in the layout of a convention center on any given site is defining the footprint of the exhibition hall and its associated circulation, support spaces and loading docks.

Statler Site– Figure **1-S** shows a new exhibition hall that spans above the existing low rise portion of the Statler Hotel, Franklin Street and the existing BNCC site. Trucks enter the site along Pearl street and ramp up the exhibit hall level. Due to the limitations of this site, the exhibition hall does not accommodate HVS's recommended 120,000 sf to 150,000 sf and is limited to approximately 100,000 sf without any opportunity for a contiguous exhibition hall expansion.

Delaware Site – Figure **1-D** shows an exhibit hall at street level with truck docks along West Mohawk Street and utilizing the public street ROW for maneuvering. This site will accommodate an exhibition hall of approximately 125,000 sf, at the low end of HVS's recommended range and does not allow for a contiguous exhibition hall expansion.

HSBC Site – Figure **1-H** shows an exhibit hall at street level with truck docks along Scott Street and utilizing the public Right of Way for maneuvering. This site will accommodate an exhibit hall of 145,000+ sf with site available for future expansion contiguous exhibition hall expansion.

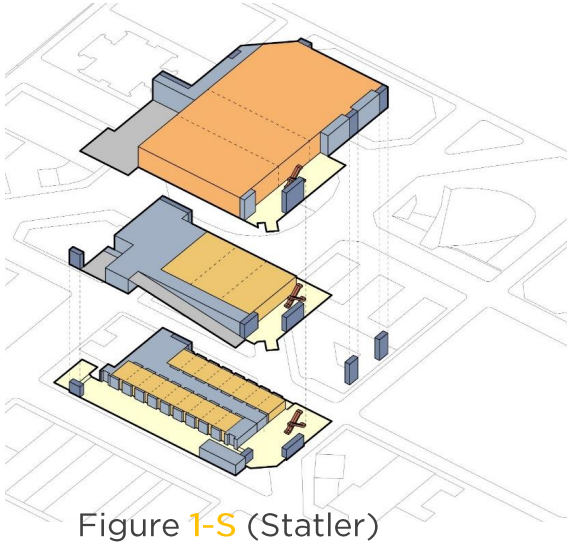


Figure 1-S (Statler)

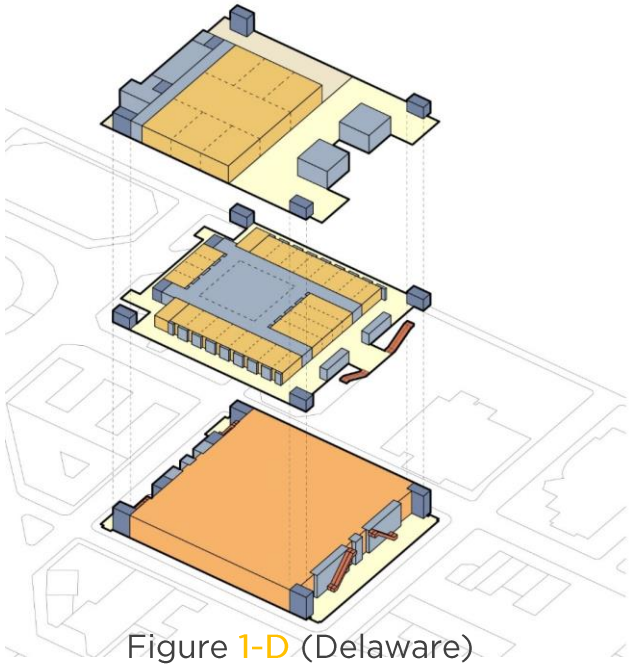


Figure 1-D (Delaware)

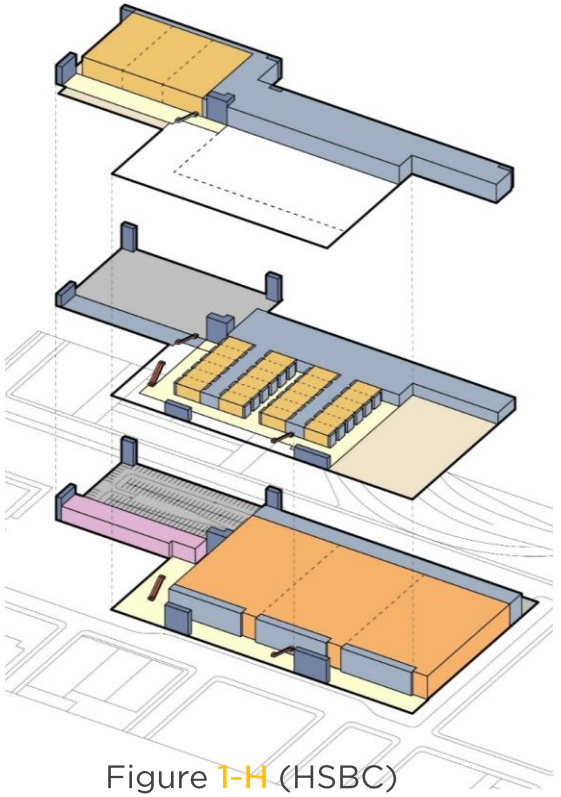


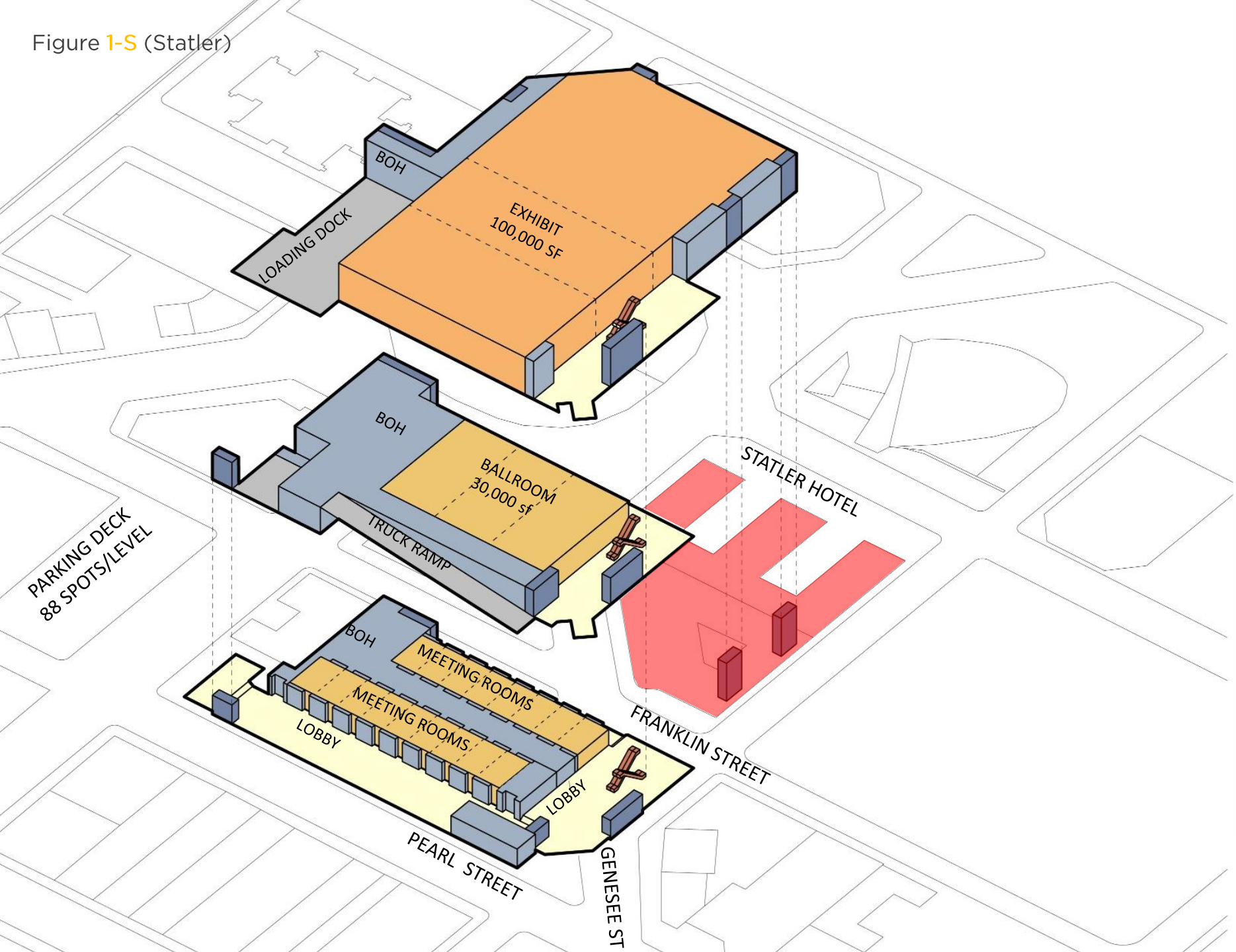
Figure 1-H (HSBC)

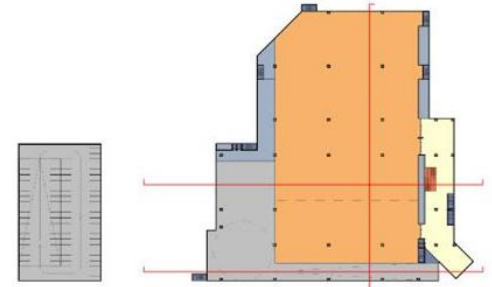
STATLER SITE

SCHEMES	AREAS in SF					
	EXPO	MEETING	BALLROOM	CIRC	BOH	TOTAL
STATLER	100,000	30,000	30,000	80,000	120,000	360,000

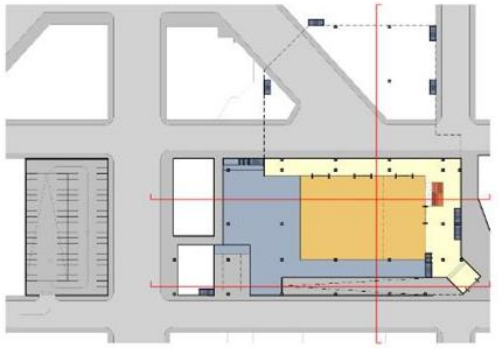
FRANKLIN STREET

Figure 1-S (Statler)

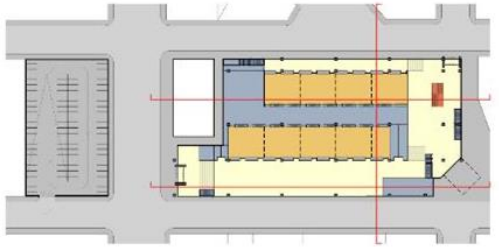




+60’ Exhibit Hall Level



+25’ Ballroom Level



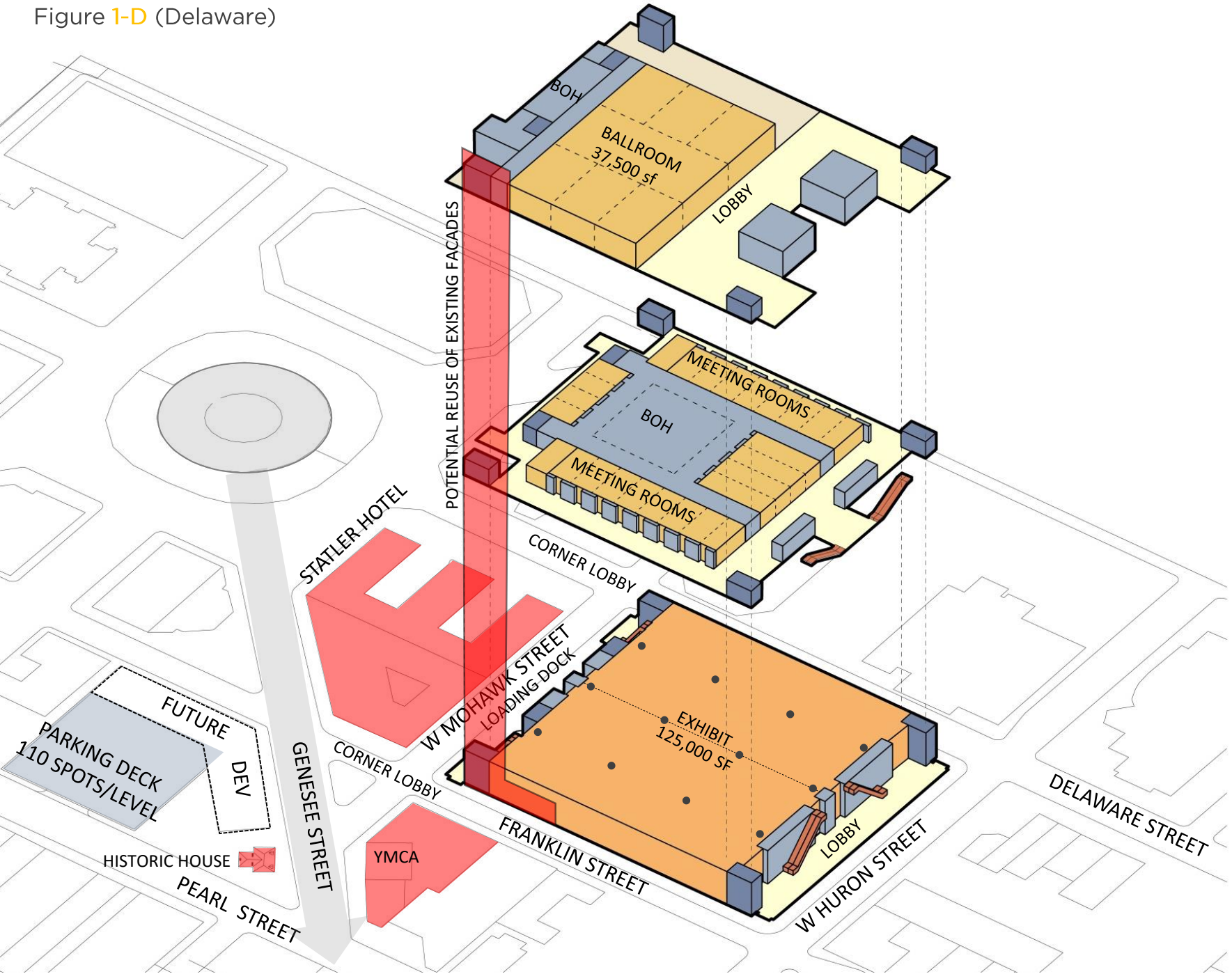
+0’ Street Level

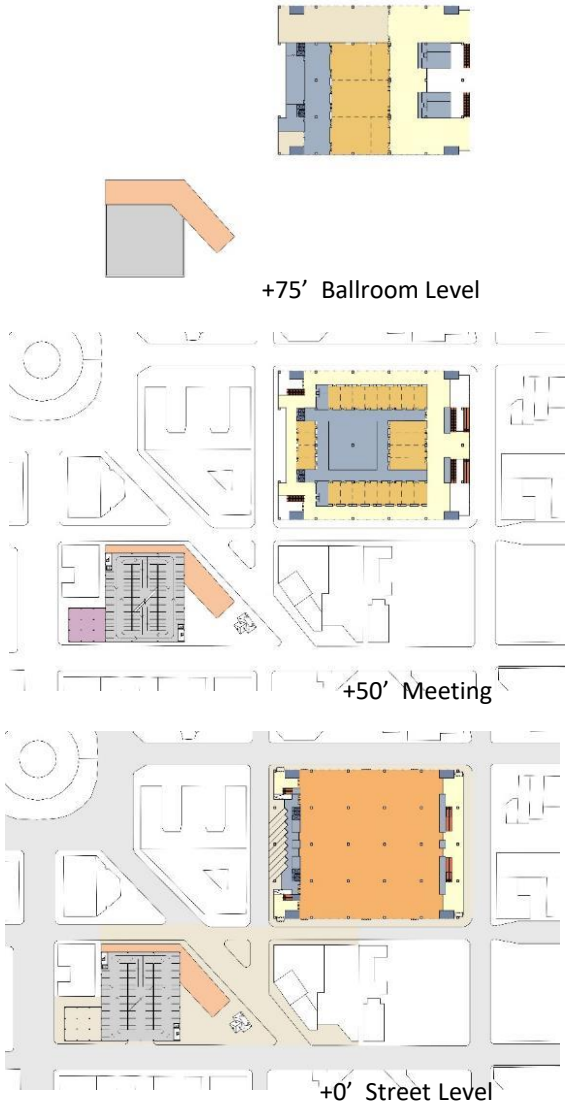
Statler Site

DELAWARE SITE

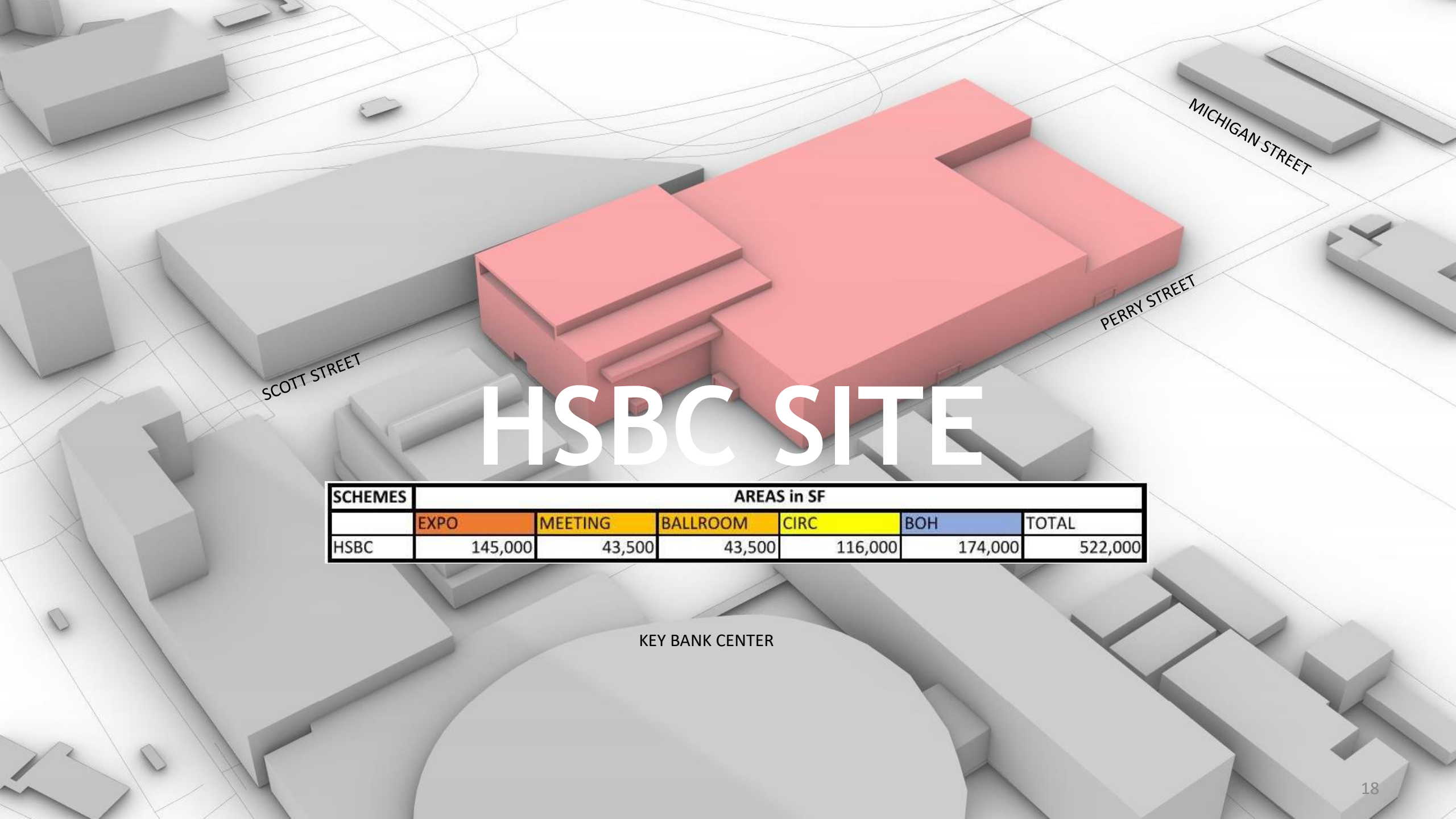
SCHEMES	AREAS in SF					
	EXPO	MEETING	BALLROOM	CIRC	BOH	TOTAL
DELAWARE	125,000	37,500	37,500	100,000	150,000	450,000

Figure 1-D (Delaware)





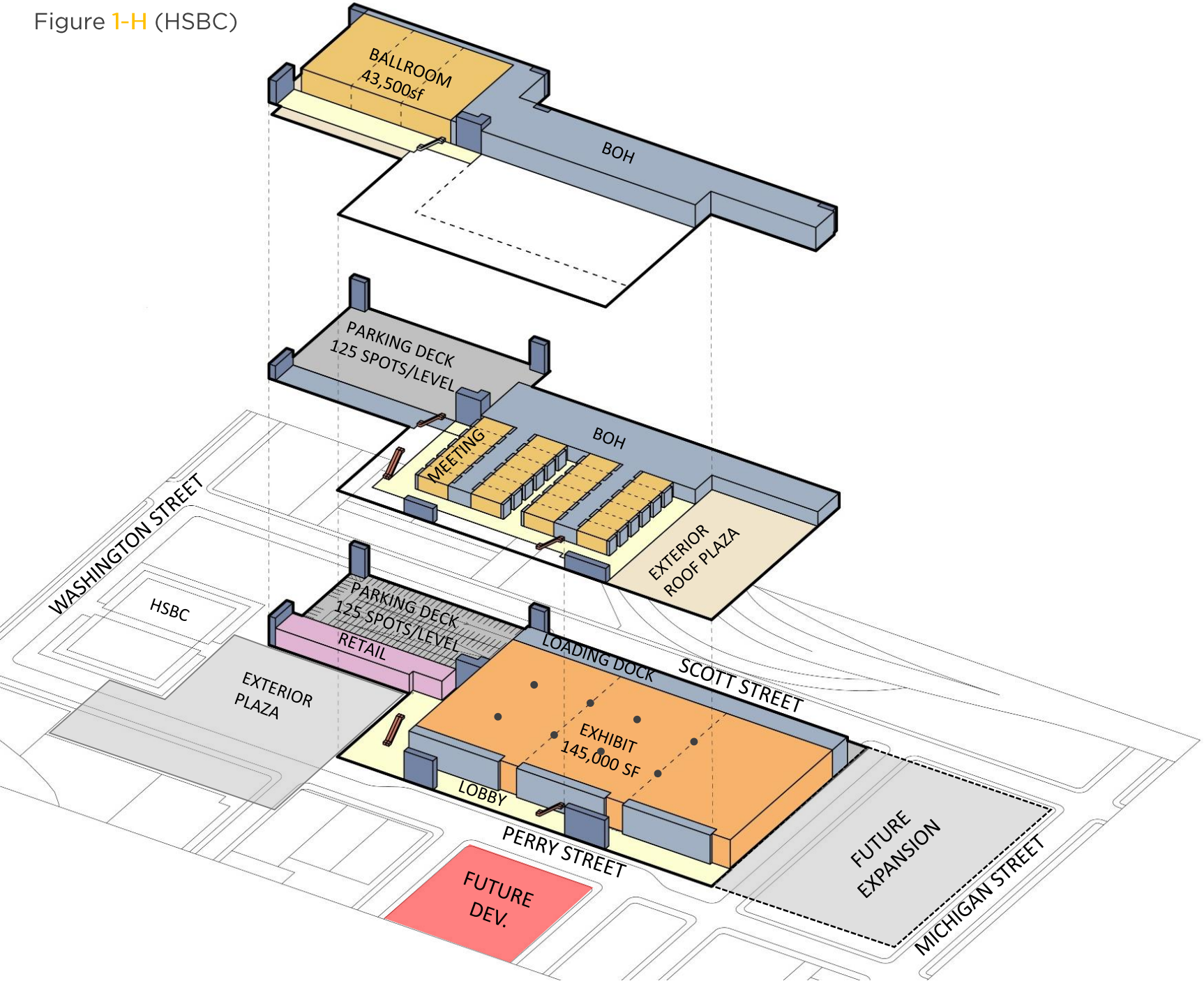
Delaware Site

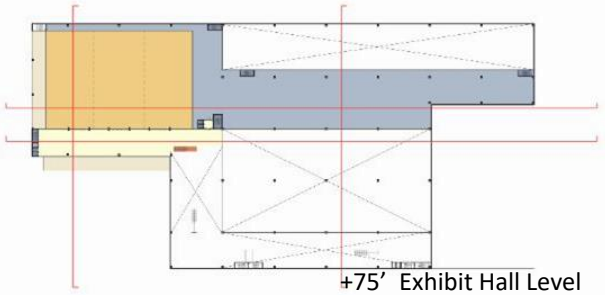


HSBC SITE

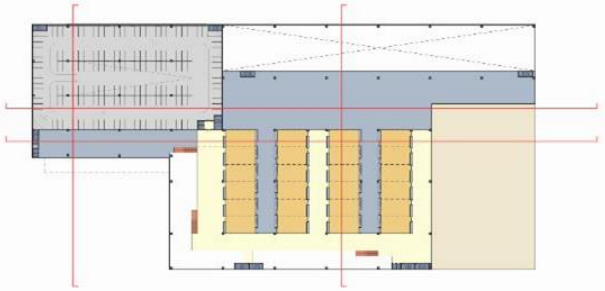
SCHEMES	AREAS in SF					
	EXPO	MEETING	BALLROOM	CIRC	BOH	TOTAL
HSBC	145,000	43,500	43,500	116,000	174,000	522,000

Figure 1-H (HSBC)

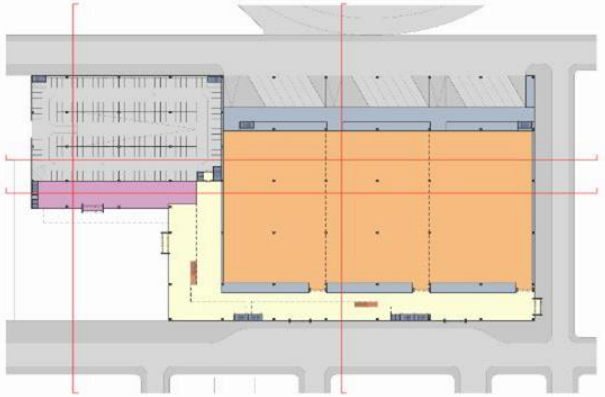




+75’ Exhibit Hall Level



+50’ Ballroom Level



+0’ Street Level

HSBC Site

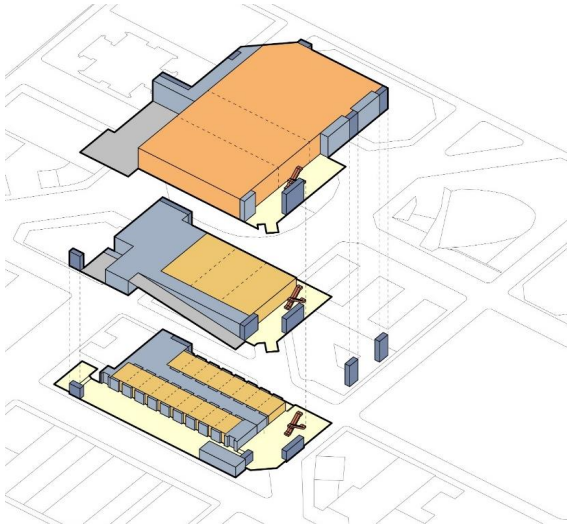


Figure 1-S (Statler)

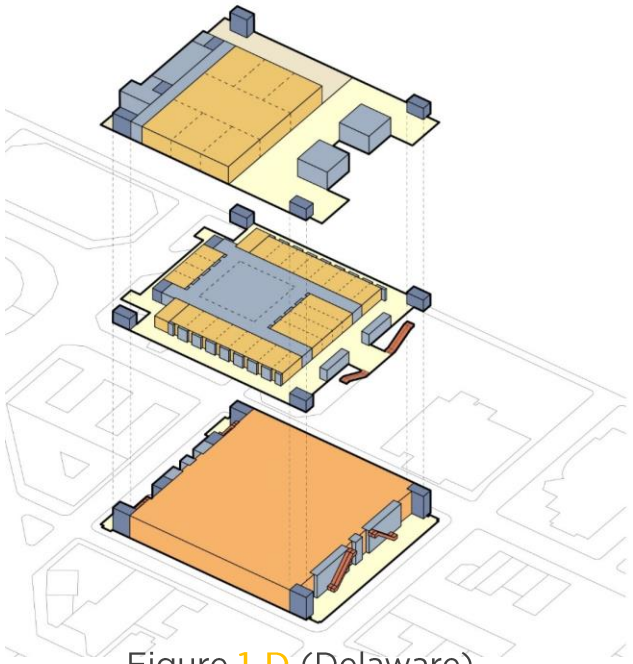


Figure 1-D (Delaware)

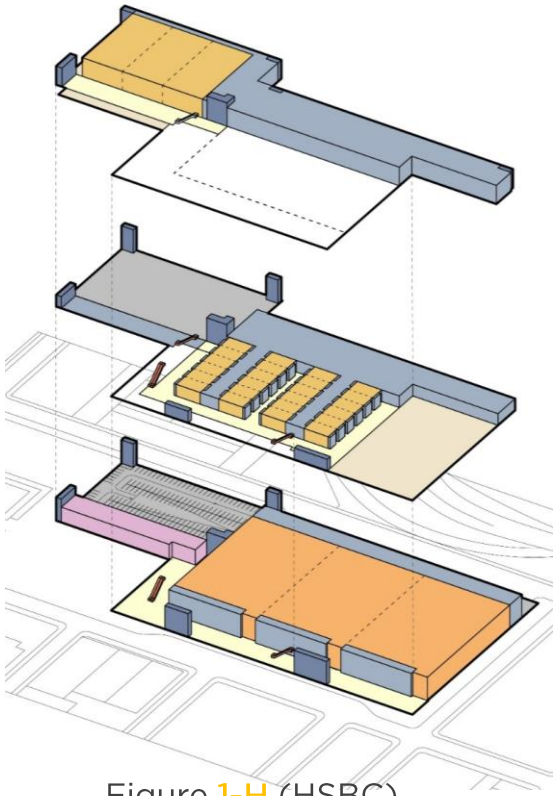


Figure 1-H (HSBC)

SCHEMES	AREAS in SF					
	EXPO	MEETING	BALLROOM	CIRC	BOH	TOTAL
STATLER	100,000	30,000	30,000	80,000	120,000	360,000
DELAWARE	125,000	37,500	37,500	100,000	150,000	450,000
HSBC	145,000	43,500	43,500	116,000	174,000	522,000

Review of Site Options TASK 1

Assessment of Existing Facility TASK 2

Outline of Development Next Steps TASK 3

Conceptual Cost Estimates of Site Options TASK 4

Overall Assessment of Site Options TASK 5

Recommendations

CJS ARCHITECTS tvsdesign

The existing exhibition halls operate at a 65% to 70% utilization* – which is at the theoretical maximum utilization for a convention center.

**2018 HVS Study*

In 2018, the top 14 events at the BNCC generated over $27m in economic impact.*

**Visit Buffalo Niagara 2018 Annual Report*

TASK 2: ASSESMENT OF THE EXISTING FACILITY - BUFFALO NIAGARA CONVENTION CENTER

ARCHITECTURE

The current BNCC serves as the primary meeting facility in Buffalo and Erie County and is central to an ecosystem of hotels, restaurants, vendors, service providers, local events and small business that generates an economic impact of over $27m to the regional economy.

The current center was opened in 1978. and does not meet the current needs of the convention market requiring significant investment to update systems that are at the end of their useful lifespan. The sellable spaces within the current center include:

64,000 sf exhibition hall

12,000 sf ballroom

26, 000 sf meeting rooms

The exterior design is heavy, reflecting a Brutalist Design Style seen in many facilities of the 1970's. The footprint disrupted what was an elegant city plan by interrupting Genesee Street and blocking the City Hall view corridor.

Inside, the meeting and ballroom level is challenged by low ceiling heights inhibiting audio/visual functionality. The lobby size is undersized, and vehicular drop off is limited.

Per the HVS Study, the facility is functionally obsolete with many internal and external design challenges.

HVAC, PLUMBING AND FIRE PROTECTION SYSTEMS

The Convention Center was constructed in 1978. Most HVAC, Plumbing, and Fire Protection Systems are at the end of their useful life and should be replaced as part of the reconstruction.

HAZARDOUS MATERIALS

Per the Owner, hazardous materials were generally removed from the building with some exceptions. For example, we understand from the Owner that existing pipe insulation in the lower basement on the east side underneath the street that may require testing and potential abatement. For any hazardous materials, we recommend the Owner conduct a further, in-depth investigation to identify and to verify conditions and treatment throughout the building as part of a renovation and/or as part of regular/ongoing general maintenance.

Additional information beyond this summary is included with the Report Appendix.

STRUCTURE

The structure overall appears to be in good condition however there are a couple areas showing signs of deterioration.

There is some deterioration of the structure noticed in the basement along Pearl Street. Per the 'desk-top' review using simple visual observations, the cracks appear to be minor in nature but are items that may require attention as part of a renovation and/or as part of regular/ongoing general maintenance.

Per the Owner, we understand exhibit floor concrete cracking was repaired with an epoxy flooring applied over the top several years ago. Walking the space, there were some locations where cracking reads thru the epoxy flooring. Again, these cracks appear to be minor in nature but are items that may require attention as part of a renovation and/or as part of regular/ongoing general maintenance.

Additional information beyond this summary is included with the Report Appendix.

SUMMARY

This review was provided based on information either readily available, provided by the Owner, or visually observable from a single walk-through. Should the Owner observe changes in these conditions or additional items of concern, we recommend prompt attention and are available to review and provide recommendations for next steps.

TASK 2: ASSESMENT OF THE EXISTING FACILITY - BUFFALO NIAGARA CONVENTION CENTER

(STRUCTURAL FEASIBILITY OF THE STATLER SCHEME ON THE EXISTING STRUCTURE)

In addition to reviewing the existing structure of the Buffalo Niagara Convention Center, the team reviewed the structural feasibility of the Statler Scheme both as it would impact the Statler Building and impact the Existing Structure of the Convention Center.

The idea of this concept is to provide a new expanded exhibit floor above the current convention center exhibit floor. The expanded floor would then extend from the west face of the convention center to the Statler Building towers. This scheme has definite challenges from a structural point of view which are discussed below.

CONVENTION CENTER

At the current convention center, none of the structural framing above the existing hall floor is capable of supporting the required exhibit hall live load of 300 psf. This includes the hall roof framing, mechanical penthouse roof framing and the mechanical penthouse floor framing.

The capacities of these areas are such that trying to reinforce them is not feasible. The only option would be to completely demolish them leaving just the existing exhibit hall floor and the structure below.

The remaining columns and foundations would then need to be analyzed for not only the additional load from a new exhibit hall floor but for lateral seismic and increased wind forces required by the current building code.

It is unlikely that the columns and foundations would work for these additional loads. Therefore, it is anticipated that additional columns and foundations would need to be added below the existing floor. The new columns would then extend up thru the current floor to the new exhibit hall floor and roof.

The existing foundations are steel H-piles driven to bedrock. Because of this, any new foundations added would also need to be deep foundations extending to bedrock. With the current floor still in place, this will be very difficult and may not be possible depending on the required height needed for drilling equipment to install the foundations.

Finally, with most of the current structure removed, the existing lateral resisting moment frames will no longer exist. A completely new resisting system will need to be designed and constructed along with its associated foundations.

Given the review above, it is reasonable to assume that the Convention Center would need to be demolished to construct this scheme.

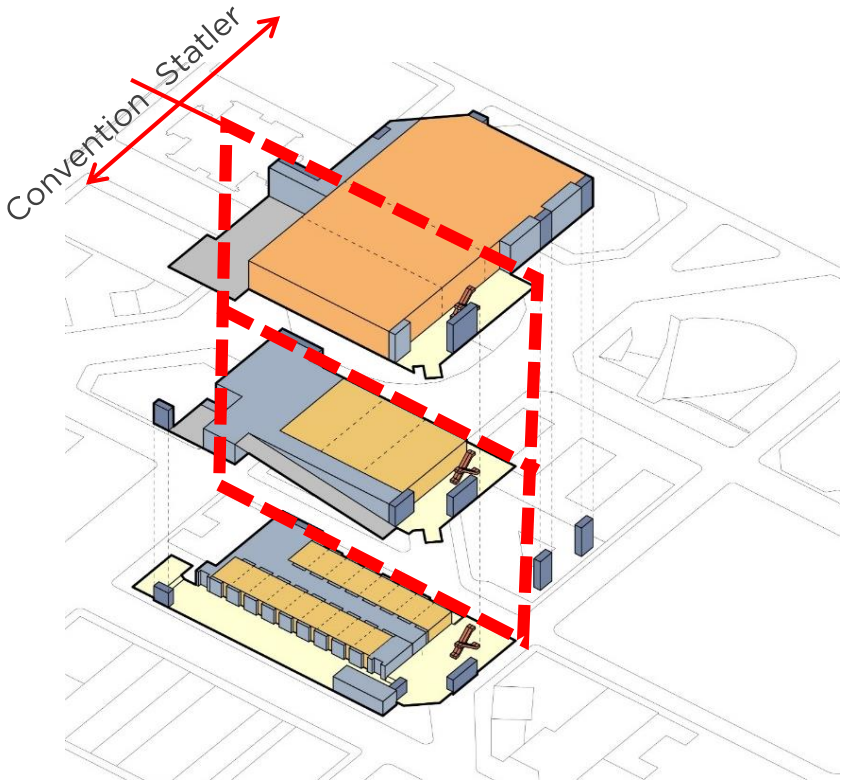


Figure 1-S (Statler)

TASK 2: ASSESMENT OF THE EXISTING FACILITY - BUFFALO NIAGARA CONVENTION CENTER

EXISTING STATLER BUILDING

Comparing existing drawings for both the convention center and the Statler Building it has been determined that the Statler second and third (current low roof) floors are 17-feet and 31-feet above the existing exhibit hall floor. Depending on the desired ceiling height above the current exhibit hall, extending the expanded hall floor over to the Statler building would require that the existing third floor (low roof) and possibly the second floor would need to be demolished to allow for the new construction.

Even if the elevations could be worked out by raising the new construction on the convention center side, neither the second nor third floor framing of the Statler could support the required 300 psf live load of an exhibit floor. Similar to the convention center, reinforcing of this framing is not a feasible option. The only option would be to demolish one or both of the floors and provide new construction.

The question then becomes can the existing columns and foundations support the added exhibit floor and roof along with seismic and wind forces?

Based on existing drawings, it does appear that a portion of the Statler Building along Franklin and West Genesee Streets was designed for future vertical expansion. Even with this undetermined amount of reserve capacity, it's likely that most if not all of the existing columns would be needed to resist the newly applied forces. This would mean that an approximately 20'x20' grid of columns would extend up thru the exhibit hall to the roof above. This column spacing would negatively impact the expo hall and is unworkable for exhibition layout.

The remainder of the low portion of the Statler is not designed for future expansion. Therefore, the columns would not work for the required exhibit hall loads. In these areas similar to the convention center, new columns would be required.

Finally, the existing foundations for the Statler Building are unknown at this time. It may be possible and very expensive to reinforcing some of the columns designed for future expansion to eliminate the 20'x20' grid on the hall floor. The issue with doing so however, is there would be no way to analyze their capacity to determine if they could support the applied loads.

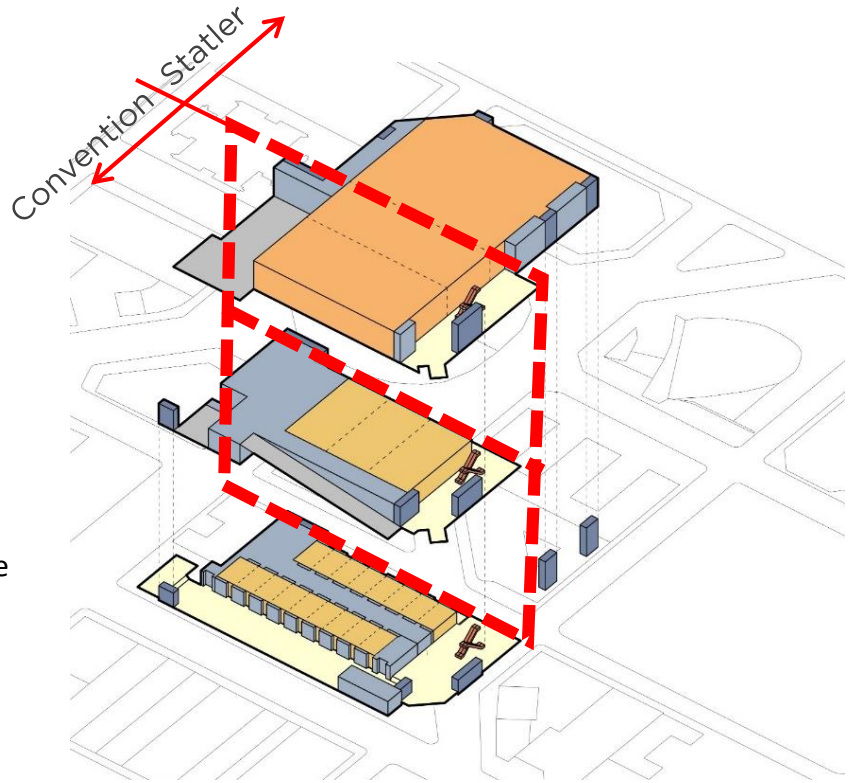


Figure 1-S (Statler)

Review of Site Options TASK 1

Assessment of Existing Facility TASK 2

Outline of Development Next Steps TASK 3

Conceptual Cost Estimates of Site Options TASK 4

Overall Assessment of Site Options TASK 5

Recommendations

CJS ARCHITECTS tvsdesign

	PROJECT TIMELINE/OWNER RFP List	
Owner Due Diligence and Site Acquisition	Property Valuation & Due Diligence	START
	Phase I and Phase II	
	Notification for Pending Purchase/Displacement	
	Title Reports/Attorneys/Recording Costs	
	Building Tenant Relocation	NEAR TERM EFFORT 18 MONTHS (NO PARTICULAR ORDER)
	Site/Existing Structure Hazardous Materials Survey	
	Land Acquisition	
	Land Survey	
	Geotechnical Survey	
	Hazardous Materials Removal	
	Planning/Zoning/EIS/SEQR	
	Historic Preservation	
Design & Management Team	Project Manager Selection (PM)	NEAR TERM EFFORT 18 MONTHS (FOR SELECTION AND DESIGN)
	Civil Engineering (If separate from AE)	
	Owner Consultants (If separate from AE)	
	Architectural Design and Engineering (AE)	
	Traffic/Parking Study	
Construction Management & Oversight	Construction Manager (CM)	
	Special Inspector for Construction	
	Building Commissioning	NEAR TERM EFFORT (OVERLAPS DESIGN & MANAGEMENT EFFORT)
	Planning Permits	
	SWPP – Stormwater	
	Phased Construction Permits	
	Construction Mobilization Permits – SOE, NYSDOT	
Construction	Historic Preservation	
	Site Demolition and/or Building Demolition	36 MONTHS (OVERLAPS SOMEWHAT WITH DESIGN & MANAGEMENT EFFORT)
	Utility Relocation	
	General Construction	
	Roadway/Traffic Construction	
FFE	Furnishings, Fixtures, & Equipment (FFE) Specification	12 MONTHS (OVERLAPS WITH CONSTRUCTION)
	Furnishings, Fixtures, & Equipment (FFE) Purchase/Install	
Operations	Operations Agreements (Parking, etc.)	12 MONTHS (OVERLAPS WITH CONSTRUCTION)
	Operations Life Safety Plan	
	Marketing	OPEN

Review of Site Options TASK 1

Assessment of Existing Facility TASK 2

Outline of Development Next Steps TASK 3

Conceptual Cost Estimates of Site Options TASK 4

Overall Assessment of Site Options TASK 5

Recommendations

CJS ARCHITECTS tvsdesign

TASK 4: CONCEPTUAL COST ESTIMATES OF EACH SITE BUDGETING METHODOLOGY:

CONSTRUCTION COSTS METHODOLOGY:

This section is intended to highlight the various components of construction costs using historic cost information to conceptualize a budget construction cost for each scheme. This cost will be used in the overall project concept budget analysis (Figure 4-T) as a cost per square foot. This cost does not include the following: Landscape/Hardscape, Fixtures/Furnishings/Equipment (FFE), Demolition, Environmental Remediation, and Historic Preservation. Those items are included in Figure 4-T as individual line items in the overall project concept budget in order to highlight their costs differences across each scheme.

The Construction Cost is the largest overall line item in the project budget and is included as part of the Hard Construction Cost category. To establish a reasonable assumption for construction costs, Figure 4-C on the following page shows historical cost data that includes multiple similar convention centers with their costs adjusted to January 2020 dollars and adjusted for location. Based on the functional building diagrams, the identified cost of the construction on each site falls above or below the average cost for various building systems. The following categories represent areas of greatest differentiation between the sites/schemes. Line item costs for each scheme within Figure 4-C incorporate these differentiators.

Demolition and Site Clearing: Delaware site is higher to account for the demolition of the existing buildings. The HSBC site does not require the demolition of any structures. The demolition of the existing building is assumed for each site and included as a line item outside of this construction cost.

New & Relocated Utilities: The HSBC site requires significant utility work that the other sites do not include.

Excavation & Foundations: The HSBC site soil conditions require the ground floor slab to be structured, while the Delaware site is grade supported. For the Statler site, while we have assumed the existing building need to be demolished, the new construction is within the current excavation extents.

Structural Frame: All three sites have some stacked program, with meeting rooms and ballrooms over or under the exhibition hall. The Statler site includes a structural premium to account for the spans over Franklin Street and complexity with the overbuild of the low-rise Statler Hotel.

Exterior Walls: The Statler site has more skin area for enclosed area due to the soffit condition over Franklin Street and has primary facades around all sides of the building. The Delaware site has primary facades around all sides of the building. The HSBC site has a more traditional front and back side with primary and secondary facades.

CM Indirect Costs: This is typically a percentage of the overall cost, however, the Statler site has been increased due to increased general conditions/requirements required by the Franklin Street overbuild and protection of the Statler Hotel.

Additional tables in the following section utilize the overall cost per square foot from Figure 4-C to create a broader conceptual construction cost.

FIGURE 4-C

BNCC CONVENTION CENTER EXPANSION

HISTORICAL COST PER SQUARE FOOT ANALYSIS

12/09/2019

		Costs adjusted to Jan 2020*									
		Richmond VA	Overland KS	McCormick IL	Nashville SD	Nashville TN	Augusta GA	Average**	Statler NEW CONTRUCTION	Delaware NEW CONTRUCTION	HSBC NEW CONTRUCTION
1	Demolition & Site Clearing	$0	$0	$8	$1	$13	$34	$5	$7	$20	$5
2	New & Relocated Utility	$8	$6	$13	$12	$2	$2	$7	$3	$3	$12
3	Excavation and Foundations	$21	$58	$53	$7	$6	$11	$30	$20	$20	$29
4	Structural Frame	$85	$60	$132	$107	$151	$77	$117	$137	$117	$117
5	Roofing and Waterproofing	$13	$14	$11	$18	$15	$23	$23	$20	$20	$20
6	Exterior Wall	$60	$33	$55	$75	$58	$47	$59	$65	$59	$59
7	Interior Finishes	$107	$73	$64	$74	$66	$57	$72	$75	$70	$70
8	Equipment & Specialties	$8	$16	$8	$12	$9	$13	$14	$12	$12	$12
9	Vertical Transportation	$8	$3	$11	$15	$9	$9	$9	$9	$9	$9
10	Plumbing	$15	$16	$24	$18	in mech	in mech	$16	$16	$16	$16
11	Fire Protection	$8	$6	$9	$8	$9	in mech	$7	$7	$7	$7
12	HVAC	$51	$46	$47	$59	$79	$85	$58	$58	$58	$58
13	Electrical	$53	$55	$96	$66	$64	$49	$58	$65	$65	$65
14	**Direct Work Subtotal**	**$435**	**$386**	**$531**	**$473**	**$482**	**$407**	**$474**	**$494**	**$476**	**$479**
15	CM Indirect Costs	$49	$49	$50	$54	$85	$33	$64	$84	$71	$72
16	**Total Cost / Square Foot**	**$484**	**$435**	**$582**	**$527**	**$567**	**$440**	**$538**	**$578**	**$547**	**$551**
17	FF&E	$7	$9	$2	$8	$8	$0	$13	$10	$10	$10
18	Food Service Equipment	$4	$5	$2	$3	$2	$0	$7	$7	$7	$7
19	Hardscape/Landscape	$16	$2	$8	$6	$3	$1	$14	$8	$8	$13

*Based on RLB Construction Cost Index

**note: average includes projects not shown

includes demolition premium

includes foundation premium

TASK 4: CONCEPTUAL COST ESTIMATES OF EACH SITE BUDGETING METHODOLOGY:

BUDGETING METHODOLOGY – TEMPLATE EXAMPLE

The following charts in Figure 4-T provide a template to evaluate each site option. The categories below provide a key to understanding the Template.

To develop a conceptual project budget for each site option, we identified:

Pre-Design Costs: These are costs expected prior to gain control of the site and undertake any enabling studies required before engaging an Architect to design the facility. These costs will vary due to the cost of land and pre-development complexity.

Hard Construction Costs: These are costs associated with building the physical building and the associated site work and include escalation and design contingencies. A cost per square foot number taken from Figure 4-C is combined with other site related hard construction costs. This combined number equates to what the expected 'bid day' cost of the work. These costs will vary due to the area of the building and differences in site conditions.

Non-Construction Costs: This includes costs required to execute the work but not related to the physical construction of the building and include professional services fees, Furniture/Fixtures/Equipment (FF&E) and change order contingencies. These costs are typically a percentage of the Hard Construction Costs and only vary based on the difference in the underlying cost of construction

Owner Project Contingency: An overall project contingency, in addition to the design contingency included in the Hard Construction Costs and the Owner Contingency for Change Orders/Betterment included in the Non-Construction Costs

Sub-Total Preliminary Direct Project Costs: The subtotal of the above categories and represents the non-finance related total project costs.

Associated Development Costs and Impacts: These costs are for associated development features and impacts that are required to be considered to operate the facility but are not directly related to the construction of the convention center.

Parking: By developing sites currently utilized as parking, any development should replace those parking spaces. Additionally, the center needs some dedicated parking to support its functions and provide an additional revenue stream.

Hotel: The center currently supports a defined number of hotel rooms and an expanded center would require additional hotel supply to achieve the HVS operating assumptions. Without a required baseline number of hotel rooms, a new or expanded convention center would not be successful.

Lost Tax Revenue: Represents the tax revenue lost due to the public use of any current tax paying land.

Lost Development Related Economic Impact: Represents the lost direct, induced and indirect economic impact if the operations of the existing center are disrupted by an expansion.

FIGURE 4-T

ENABLING COSTS BEFORE SELECTION OF ARCHITECT/ENGINEERS

BNCC EXPANSION PROJECT BUDGET- EXAMPLE

CONCEPTUAL PROJECT BUDGET ESTIMATE -- FOR A 2023 CONSTRUCTION START / 2025 OPENING

12/09/2019

	Pre-Design Costs							**$0**
	Professional Services							$0
	Funding, Capital Planning, Concept Design, Legal, Misc.							
	Land Acquisition							$0
	Appraised Property Market Value							
6	**Hard Construction Costs**							**$1,170,000**
7	**Sub-Total Construction Costs (2020 dollars)**							$1,000,000
8	New Construction	2,000	sf	@	$500 /sf	$1,000,000		
9	Exhibition Hall	20	sf					
10	Ballroom/Meeting Room	0	sf					
11	Public Circulation	0	sf					
12	Service/Support	0	sf					
13	Landscape/Hardscape Allowance	0	sf	@	$0 /sf	$0		
14	Food Equipment Allowance	0	sf	@	$0 /sf	$0		
15	Demolish Existing BNCC Building	0	sf	@	$0 /sf	$0		
16	Demolish Building on Site / Sitework	0	sf	@	$0 /sf	$0		
17	Roadwork	0	lf	@	$0 /sf	$0		
18	Environmental Remediation Allowance					$0		
19	Historic Building Relocation Allowance					$0		
20	**Escalation of Mid-Point of Construction (3% per year for 4 years)**				12.00%			**$120,000**
21	**Design Contingency for Unanticpated Costs**				5.00%			**$50,000**
22	**Non-Costruction Costs**							**$265,000**
23	**Owner Contingency for Change Orders / Betterment**				5.00%			**$59,000**
24	**Sub-Total Soft Costs**							**$206,000**
25	Public Art (0.5%)				0.50%	$5,850		
26	Furniture, Fixtures & Equipment (FF&E)	2,000	sf	@	$10 /sf	$20,000		
27	Telecom and Computuer Equipment Allowance (1%)				1.00%	$11,700		
28	Smallware & Banquet ware Allowance (0.75%)				0.75%	$8,775		
29	Survey, Testing and Permits Allowance (0.5%)				0.50%	$5,850		
30	Professional Services & Reumbursables (10%)				9.00%	$105,300		
31	Project Mananger Fee				2.00%	$23,400		
32	Professional Presentation Materials					$25,000		
33	**Owner's Project Contingency (3%)**							**$43,000**
34							**Sub-Total Preliminary Direct Project Cost**	**$1,478,000**
35	**Associated Development Costs and Impacts**							**$0**
36	**Parking**							**$0**
37	Land Acquisition for Parking					$0		
38	Replace Displaced Parking	0	cars	@	$0 /sf	$0		
39	Convention Center Parking	0	cars	@	$0 /sf	$0		
40	**Potential County/City Hotel Incentive**	0	keys		$0 /ky			**$0**
41	**Lost Tax Revenue (x years)**							**$0**
42	**Lost Development Related Economic Impact**	0	Years	@	$0 /yr			**$0**
43							**Total Preliminary Project Cost**	**$1,478,000**

NOTE 1: THIS IS A CONCEPTUAL ESTIMATE BASED ON THE PROGRAM AND PROJECT ASSUMPTIONS SHOWN

FIGURE 4-T

VALUE OF CONSTRUCTION CONTRACT ON 'BID DAY'

BNCC EXPANSION PROJECT BUDGET- EXAMPLE

CONCEPTUAL PROJECT BUDGET ESTIMATE -- FOR A 2023 CONSTRUCTION START / 2025 OPENING

12/09/2019

1	**Pre-Design Costs**							$0
2	**Professional Services**							$0
3	Funding, Capital Planning, Concept Design, Legal, Misc.							
4	**Land Acquisition**							$0
5	Appraised Property Market Value							
6	**Hard Construction Costs**							$1,170,000
7	**Sub-Total Construction Costs (2020 dollars)**						$1,000,000	
8	New Construction	2,000	sf	@	$500 /sf	$1,000,000		
9	Exhibition Hall	20	sf					
	Ballroom/Meeting Room	0	sf					
	Public Circulation	0	sf					
	Service/Support	0	sf					
	Landscape/Hardscape Allowance	0	sf	@	$0 /sf	$0		
	Food Equipment Allowance	0	sf	@	$0 /sf	$0		
	Demolish Existing BNCC Building	0	sf	@	$0 /sf	$0		
16	Demolish Building on Site / Sitework	0	sf	@	$0 /sf	$0		
17	Roadwork	0	lf	@	$0 /sf	$0		
18	Environmental Remediation Allowance					$0		
19	Historic Building Relocation Allowance					$0		
20	**Escalation of Mid-Point of Construction (3% per year for 4 years)**				12.00%		$120,000	
21	**Design Contingency for Unanticpated Costs**				5.00%		$50,000	
22	**Non-Costruction Costs**							$265,000
23	**Owner Contingency for Change Orders / Betterment**				5.00%		$59,000	
24	**Sub-Total Soft Costs**						$206,000	
25	Public Art (0.5%)				0.50%	$5,850		
26	Furniture, Fixtures & Equipment (FF&E)	2,000	sf	@	$10 /sf	$20,000		
27	Telecom and Computuer Equipment Allowance (1%)				1.00%	$11,700		
28	Smallware & Banquet ware Allowance (0.75%)				0.75%	$8,775		
29	Survey, Testing and Permits Allowance (0.5%)				0.50%	$5,850		
30	Professional Services & Reumbursables (10%)				9.00%	$105,300		
31	Project Mananger Fee				2.00%	$23,400		
32	Professional Presentation Materials					$25,000		
33	**Owner's Project Contingency (3%)**							$43,000
34						Sub-Total Preliminary Direct Project Cost		$1,478,000
35	**Associated Development Costs and Impacts**							$0
36	**Parking**							$0
37	Land Acquisition for Parking					$0		
38	Replace Displaced Parking	0	cars	@	$0 /sf	$0		
39	Convention Center Parking	0	cars	@	$0 /sf	$0		
40	**Potential County/City Hotel Incentive**	0	keys		$0 /ky		$0	
41	**Lost Tax Revenue (x years)**						$0	
42	**Lost Development Related Economic Impact**	0	Years	@	$0 /yr		$0	
43						Total Preliminary Project Cost		$1,478,000

NOTE 1: THIS IS A CONCEPTUAL ESTIMATE BASED ON THE PROGRAM AND PROJECT ASSUMPTIONS SHOWN

FIGURE 4-T

BNCC EXPANSION PROJECT BUDGET- EXAMPLE

CONCEPTUAL PROJECT BUDGET ESTIMATE -- FOR A 2023 CONSTRUCTION START / 2025 OPENING

12/09/2019

1	**Pre-Design Costs**						$0
2	**Professional Services**						$0
3	Funding, Capital Planning, Concept Design, Legal, Misc.						
4	**Land Acquisition**						$0
5	Appraised Property Market Value						
6	**Hard Construction Costs**						$1,170,000
7	**Sub-Total Construction Costs (2020 dollars)**						$1,000,000
8	New Construction	2,000	sf	@	$500 /sf	$1,000,000	
9	Exhibition Hall	20	sf				
10	Ballroom/Meeting Room	0	sf				
11	Public Circulation	0	sf				
12	Service/Support	0	sf				
13	Landscape/Hardscape Allowance	0	sf	@	$0 /sf	$0	
14	Food Equipment Allowance	0	sf	@	$0 /sf	$0	
15	Demolish Existing BNCC Building	0	sf	@	$0 /sf	$0	
16	Demolish Building on Site / Sitework	0	sf	@	$0 /sf	$0	
17	Roadwork	0	lf	@	$0 /sf	$0	
18	Environmental Remediation Allowance					$0	
19	Historic Building Relocation Allowance					$0	
20	**Escalation of Mid-Point of Construction (3% per year for 4 years)**				12.00%		$120,000
21	**Design Contingency for Unanticpated Costs**				5.00%		$50,000
22	**Non-Costruction Costs**						$265,000
23	**Owner Contingency for Change Orders / Betterment**				5.00%		$59,000
	Sub-Total Soft Costs						$206,000
	Public Art (0.5%)				0.50%	$5,850	
	Furniture, Fixtures & Equipment (FF&E)	2,000	sf	@	$10 /sf	$20,000	
	Telecom and Computuer Equipment Allowance (1%)				1.00%	$11,700	
	Smallware & Banquet ware Allowance (0.75%)				0.75%	$8,775	
	Survey, Testing and Permits Allowance (0.5%)				0.50%	$5,850	
30	Professional Services & Reumbursables (10%)				9.00%	$105,300	
31	Project Mananger Fee				2.00%	$23,400	
32	Professional Presentation Materials					$25,000	
33	**Owner's Project Contingency (3%)**						$43,000
34						**Sub-Total Preliminary Direct Project Cost**	$1,478,000
35	**Associated Development Costs and Impacts**						$0
36	**Parking**						$0
37	Land Acquisition for Parking					$0	
38	Replace Displaced Parking	0	cars	@	$0 /sf	$0	
39	Convention Center Parking	0	cars	@	$0 /sf	$0	
40	**Potential County/City Hotel Incentive**	0	keys		$0 /ky		$0
41	**Lost Tax Revenue (x years)**						$0
42	**Lost Development Related Economic Impact**	0	Years	@	$0 /yr		$0
43						**Total Preliminary Project Cost**	$1,478,000

NOTE 1: THIS IS A CONCEPTUAL ESTIMATE BASED ON THE PROGRAM AND PROJECT ASSUMPTIONS SHOWN

COSTS FOR SERVICES AND GOODS NOT BOUGHT THROUGH CONSTRUCTION CONTRACT

FIGURE 4-T

BNCC EXPANSION PROJECT BUDGET- EXAMPLE

CONCEPTUAL PROJECT BUDGET ESTIMATE -- FOR A 2023 CONSTRUCTION START / 2025 OPENING

12/09/2019

1	**Pre-Design Costs**							$0
2	**Professional Services**							$0
3	Funding, Capital Planning, Concept Design, Legal, Misc.							
4	**Land Acquisition**							$0
5	Appraised Property Market Value							
6	**Hard Construction Costs**							$1,170,000
7	**Sub-Total Construction Costs (2020 dollars)**							$1,000,000
8	New Construction	2,000	sf	@	$500 /sf	$1,000,000		
9	Exhibition Hall	20	sf					
10	Ballroom/Meeting Room	0	sf					
11	Public Circulation	0	sf					
12	Service/Support	0	sf					
13	Landscape/Hardscape Allowance	0	sf	@	$0 /sf	$0		
14	Food Equipment Allowance	0	sf	@	$0 /sf	$0		
15	Demolish Existing BNCC Building	0	sf	@	$0 /sf	$0		
16	Demolish Building on Site / Sitework	0	sf	@	$0 /sf	$0		
17	Roadwork	0	lf	@	$0 /sf	$0		
18	Environmental Remediation Allowance					$0		
19	Historic Building Relocation Allowance					$0		
20	**Escalation of Mid-Point of Construction (3% per year for 4 years)**				12.00%			$120,000
21	**Design Contingency for Unanticpated Costs**				5.00%			$50,000
22	**Non-Costruction Costs**							$265,000
23	**Owner Contingency for Change Orders / Betterment**				5.00%			$59,000
24	**Sub-Total Soft Costs**							$206,000
25	Public Art (0.5%)				0.50%	$5,850		
26	Furniture, Fixtures & Equipment (FF&E)	2,000	sf	@	$10 /sf	$20,000		
27	Telecom and Computuer Equipment Allowance (1%)				1.00%	$11,700		
28	Smallware & Banquet ware Allowance (0.75%)				0.75%	$8,775		
29	Survey, Testing and Permits Allowance (0.5%)				0.50%	$5,850		
30	Professional Services & Reumbursables (10%)				9.00%	$105,300		
31	Project Mananger Fee				2.00%	$23,400		
	Professional Presentation Materials					$25,000		
	Owner's Project Contingency (3%)							$43,000
						Sub-Total Preliminary Direct Project Cost		$1,478,000
35	**Associated Development Costs and Impacts**							$0
36	**Parking**							$0
37	Land Acquisition for Parking					$0		
38	Replace Displaced Parking	0	cars	@	$0 /sf	$0		
39	Convention Center Parking	0	cars	@	$0 /sf	$0		
40	**Potential County/City Hotel Incentive**	0	keys		$0 /ky			$0
41	**Lost Tax Revenue (x years)**							$0
42	**Lost Development Related Economic Impact**	0	Years	@	$0 /yr			$0
43						Total Preliminary Project Cost		$1,478,000

NOTE 1: THIS IS A CONCEPTUAL ESTIMATE BASED ON THE PROGRAM AND PROJECT ASSUMPTIONS SHOWN

CONTINENCY TO COVER ANY UNEXPECTED PROJECT RELATED COST

FIGURE 4-T

BNCC EXPANSION PROJECT BUDGET- EXAMPLE

CONCEPTUAL PROJECT BUDGET ESTIMATE -- FOR A 2023 CONSTRUCTION START / 2025 OPENING

12/09/2019

1	**Pre-Design Costs**						$0
2	**Professional Services**						$0
3	Funding, Capital Planning, Concept Design, Legal, Misc.						
4	**Land Acquisition**						$0
5	Appraised Property Market Value						
6	**Hard Construction Costs**						$1,170,000
7	**Sub-Total Construction Costs (2020 dollars)**						$1,000,000
8	New Construction	2,000	sf	@	$500 /sf	$1,000,000	
9	Exhibition Hall	20	sf				
10	Ballroom/Meeting Room	0	sf				
11	Public Circulation	0	sf				
12	Service/Support	0	sf				
13	Landscape/Hardscape Allowance	0	sf	@	$0 /sf	$0	
14	Food Equipment Allowance	0	sf	@	$0 /sf	$0	
15	Demolish Existing BNCC Building	0	sf	@	$0 /sf	$0	
16	Demolish Building on Site / Sitework	0	sf	@	$0 /sf	$0	
17	Roadwork	0	lf	@	$0 /sf	$0	
18	Environmental Remediation Allowance					$0	
19	Historic Building Relocation Allowance					$0	
20	**Escalation of Mid-Point of Construction (3% per year for 4 years)**				12.00%		$120,000
21	**Design Contingency for Unanticpated Costs**				5.00%		$50,000
22	**Non-Costruction Costs**						$265,000
23	**Owner Contingency for Change Orders / Betterment**				5.00%		$59,000
24	**Sub-Total Soft Costs**						$206,000
25	Public Art (0.5%)				0.50%	$5,850	
26	Furniture, Fixtures & Equipment (FF&E)	2,000	sf	@	$10 /sf	$20,000	
27	Telecom and Computuer Equipment Allowance (1%)				1.00%	$11,700	
28	Smallware & Banquet ware Allowance (0.75%)				0.75%	$8,775	
29	Survey, Testing and Permits Allowance (0.5%)				0.50%	$5,850	
30	Professional Services & Reumbursables (10%)				9.00%	$105,300	
31	Project Mananger Fee				2.00%	$23,400	
32	Professional Presentation Materials					$25,000	
33	**Owner's Project Contingency (3%)**						$43,000
34						**Sub-Total Preliminary Direct Project Cost**	$1,478,000
35	**Associated Development Costs and Impacts**						$0
36	**Parking**						$0
37	Land Acquisition for Parking					$0	
38	Replace Displaced Parking	0	cars	@	$0 /sf	$0	
39	Convention Center Parking	0	cars	@	$0 /sf	$0	
40	**Potential County/City Hotel Incentive**	0	keys		$0 /ky		$0
41	**Lost Tax Revenue (x years)**						$0
42	**Lost Development Related Economic Impact**	0	Years	@	$0 /yr		$0
43						**Total Preliminary Project Cost**	$1,478,000

NOTE 1: THIS IS A CONCEPTUAL ESTIMATE BASED ON THE PROGRAM AND PROJECT ASSUMPTIONS SHOWN

NEEDED TO MAKE PROJECT WORK, BUT NOT NECESSARILY FINANCED WITH PROJECT

$1,000,000 CONSTRUCTION
$ 272,000 CONTINGENCY
$ 206,000 SOFT COST

TASK 4: CONCEPTUAL COST ESTIMATES OF EACH SITE BUDGETING METHODOLOGY:

CONCEPTUAL PROJECT BUDGET ESTIMATES:

Using the Hard Construction Costs per previous Figure 4-C and the template in Figure 4-T, the following Figures 4-S, 4-D, and 4-H bring together a larger conceptual development cost model. Narratives below summarize the primary cost differences between the three options:

Statler Site (Figure 4-S)

Pre-Development Costs: This budget assumes that the Owner of the Statler hotel does not demand any payment for the air-rights over their property. This assumption is based on representations of the current owner and may not be valid under different ownership.

Hard Construction Costs: Costs are lower because the smaller exhibition hall equates to a lower overall construction area. Costs include an assumption for environmental remediation of existing building and the portions of the Statler hotel directly impacted by the construction.

Associated Development Costs & Impacts: Assumes that new parking will be constructed on newly acquired land . Assumes that the Statler Hotel is developed (with committed Room Block) into a 600 room 4 star hotel. Hotel re-development may require some hotel incentives, but this assumes that majority of the incentives will be federal and/or state historic tax credits. The most significant impact on Statler cost is the lost economic impact incurred by closing down the operations of the current center to allow the new construction.

Delaware Site (Figure 4-D)

Pre-Development Costs: Includes the appraised market value for land acquisition

Hard Construction Costs: Costs are lower than HSBC because the smaller exhibition hall equates to a lower overall construction area. Costs include demolishing the existing building after the expansion is complete, connecting Genesee Street to Pearl Street and incorporating/relocating historic and/or historically sensitive structures and facades.

Associated Development Costs & Impacts: Assumes that new parking will be constructed on the site of the existing center. Assumes that the Statler Hotel is developed (with committed Room Block) into a 300-600 room 4 star hotel. Hotel re-development may require some hotel incentives, but this assumes that majority of the incentives will be federal and/or state historic tax credits. Includes the impact of lost tax revenue due to a public use on currently private land.

HSBC Site (Figure 4-H)

Pre-Development Costs: Includes the appraised market value for land acquisition.

Hard Construction Costs: Costs are highest because the larger exhibition hall equates to a higher overall construction area. Costs include demolishing the existing building after the expansion is complete and connecting Genesee Street to Pearl Street.

Associated Development Costs & Impacts: Assumes that new parking will be constructed on the site of the existing center that includes the replacement of 900 spaces on the existing site. Because this site has a limited hotel supply, the costs assumes that significant hotel development (with committed Room Block) will be required to make the center successful. Includes the impact of lost tax revenue due to a public use on currently private land.

FIGURE 4-S

Items in yellow are quantities that differ between sites/schemes, apart from amounts related to building area.

BNCC EXPANSION PROJECT BUDGET- STATLER SITE

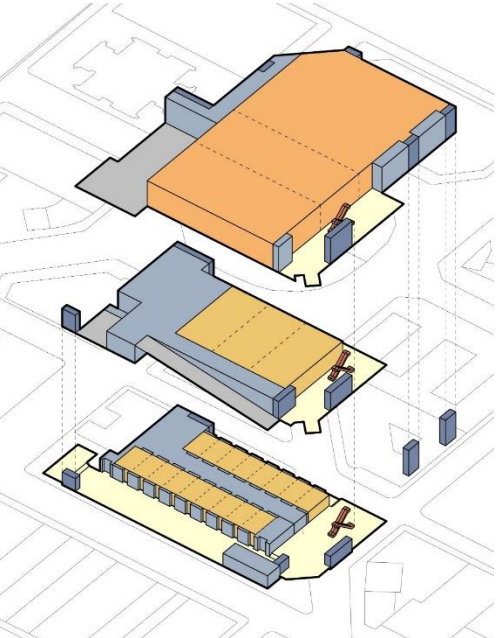
CONCEPTUAL PROJECT BUDGET ESTIMATE -- FOR A 2023 CONSTRUCTION START / 2025 OPENING

12/09/2019

1	**Pre-Design Costs**							**$500,000**
2	**Professional Services**							**$500,000**
3	Funding, Capital Planning, Concept Design, Legal, Misc.							
4	**Land Acquisition**							**$0**
5	Appraised Property Market Value							
6	**Hard Construction Costs**							**$257,954,000**
7	**Sub-Total Construction Costs (2020 dollars)**							**$220,473,000**
8	New Construction	360,000	sf	@	$578 /sf	$208,073,000		
9	Exhibition Hall	100,000	sf					
10	Ballroom/Meeting Room	60,000	sf					
11	Public Circulation	80,000	sf					
12	Service/Support	120,000	sf					
13	Landscape/Hardscape Allowance	360,000	sf	@	$8 /sf	$2,880,000		
14	Food Equipment Allowance	360,000	sf	@	$7 /sf	$2,520,000		
15	Demolish Existing BNCC Building	220,000	sf	@	$25 /sf	$5,500,000		
16	Demolish Building on Site / Sitework	0	sf	@	$0 /sf	$0		
17	Roadwork	0	lf	@	$0 /sf	$0		
18	Environmental Remediation Allowance					$1,500,000		
19	Historic Building Relocation Allowance					$0		
20	**Escalation of Mid-Point of Construction (3% per year for 4 years)**				12.00%			**$26,457,000**
21	**Design Contingency for Unanticpated Costs**				5.00%			**$11,024,000**
22	**Non-Costruction Costs**							**$51,992,000**
23	**Owner Contingency for Change Orders / Betterment**				5.00%			**$12,898,000**
24	**Sub-Total Soft Costs**							**$39,094,000**
25	Public Art (0.5%)				0.50%	$1,289,770		
26	Furniture, Fixtures & Equipment (FF&E)	360,000	sf	@	$10 /sf	$3,600,000		
27	Telecom and Computuer Equipment Allowance (1%)				1.00%	$2,579,540		
28	Smallware & Banquet ware Allowance (0.75%)				0.75%	$1,934,655		
29	Survey, Testing and Permits Allowance (0.5%)				0.50%	$1,289,770		
30	Professional Services & Reumbursables (10%)				9.00%	$23,215,860		
31	Project Mananger Fee				2.00%	$5,159,080		
32	Professional Presentation Materials					$25,000		
33	**Owner's Project Contingency (3%)**							**$9,313,000**
34							**Sub-Total Preliminary Direct Project Cost**	**$319,759,000**
35	**Associated Development Costs and Impacts**							**$119,000,000**
36	**Parking**							**$26,000,000**
37	Land Acquisition for Parking					$8,000,000		
38	Replace Displaced Parking	100	cars	@	$30,000 /sf	$3,000,000		
39	Convention Center Parking	500	cars	@	$30,000 /sf	$15,000,000		
40	**Potential County/City Hotel Incentive**	600	keys		$30,000 /ky			**$18,000,000**
41	**Lost Tax Revenue (x years)**	$0	assessed		$0	yearly redistributed		
42	**Lost Development Related Economic Impact**	3	Years	@	$25,000,000 /yr			**$75,000,000**
43							**Total Preliminary Project Cost**	**$438,759,000**

NOTE 1: THIS IS A CONCEPTUAL ESTIMATE BASED ON THE PROGRAM AND PROJECT ASSUMPTIONS SHOWN

Figure 1-S (Statler)



Note that the Statler scheme does not meet the minimum size requirements – skewing the cost comparison between sites.

FIGURE 4-D

Items in yellow are quantities that differ between sites/schemes, apart from amounts related to building area.

BNCC EXPANSION PROJECT BUDGET- DELAWARE SITE

CONCEPTUAL PROJECT BUDGET ESTIMATE -- FOR A 2023 CONSTRUCTION START / 2025 OPENING

12/09/2019

1	**Pre-Design Costs**							**$23,305,000**
2	**Professional Services**						**$500,000**	
3	Funding, Capital Planning, Concept Design, Legal, Misc.							
4	**Land Acquisition**						**$22,805,000**	
5	Appraised Property Market Value							
6	**Hard Construction Costs**							**$305,757,000**
7	**Sub-Total Construction Costs (2020 dollars)**						**$261,330,000**	
8	New Construction	450,000	sf	@	$547 /sf	$246,330,000		
9	Exhibition Hall	125,000	sf					
10	Ballroom/Meeting Room	75,000	sf					
11	Public Circulation	100,000	sf					
12	Service/Support	150,000	sf					
13	Landscape/Hardscape Allowance	450,000	sf	@	$8 /sf	$3,600,000		
14	Food Equipment Allowance	450,000	sf	@	$7 /sf	$3,150,000		
15	Demolish Existing BNCC Building	220,000	sf	@	$25 /sf	$5,500,000		
16	Demolish Building on Site / Sitework	224,000	sf	@	$30 /sf	in $/sf demo		
17	Roadwork	500	lf	@	$1,500 /sf	$750,000		
18	Environmental Remediation Allowance					in $/sf demo		
19	Historic Building Relocation Allowance					$2,000,000		
20	**Escalation of Mid-Point of Construction (3% per year for 4 years)**				12.00%		**$31,360,000**	
21	**Design Contingency for Unanticpated Costs**				5.00%		**$13,067,000**	
22	**Non-Costruction Costs**							**$61,855,000**
23	**Owner Contingency for Change Orders / Betterment**				5.00%		**$15,288,000**	
24	**Sub-Total Soft Costs**						**$46,567,000**	
25	Public Art (0.5%)				0.50%	$1,528,785		
26	Furniture, Fixtures & Equipment (FF&E)	450,000	sf	@	$10 /sf	$4,500,000		
27	Telecom and Computuer Equipment Allowance (1%)				1.00%	$3,057,570		
28	Smallware & Banquet ware Allowance (0.75%)				0.75%	$2,293,178		
29	Survey, Testing and Permits Allowance (0.5%)				0.50%	$1,528,785		
30	Professional Services & Reumbursables (10%)				9.00%	$27,518,130		
31	Project Mananger Fee				2.00%	$6,115,140		
32	Professional Presentation Materials					$25,000		
33	**Owner's Project Contingency (3%)**							**$11,728,000**
34						**Sub-Total Preliminary Direct Project Cost**		**$402,645,000**
35	**Associated Development Costs and Impacts**							**$42,000,000**
36	**Parking**						**$24,000,000**	
37	Land Acquisition for Parking					$0		
38	Replace Displaced Parking	300	cars	@	$30,000 /sf	$9,000,000		
39	Convention Center Parking	500	cars	@	$30,000 /sf	$15,000,000		
40	**Potential County/City Hotel Incentive**	600	keys		$30,000 /ky		**$18,000,000**	
41	**Lost Tax Revenue**	$11,445,900	assessed		$233,016	yearly redistributed		
42	**Lost Development Related Economic Impact**	0	Years	@	$0 /yr		**$0**	
43						**Total Preliminary Project Cost**		**$444,645,000**

NOTE 1: THIS IS A CONCEPTUAL ESTIMATE BASED ON THE PROGRAM AND PROJECT ASSUMPTIONS SHOWN

Figure 1-D (Delaware)

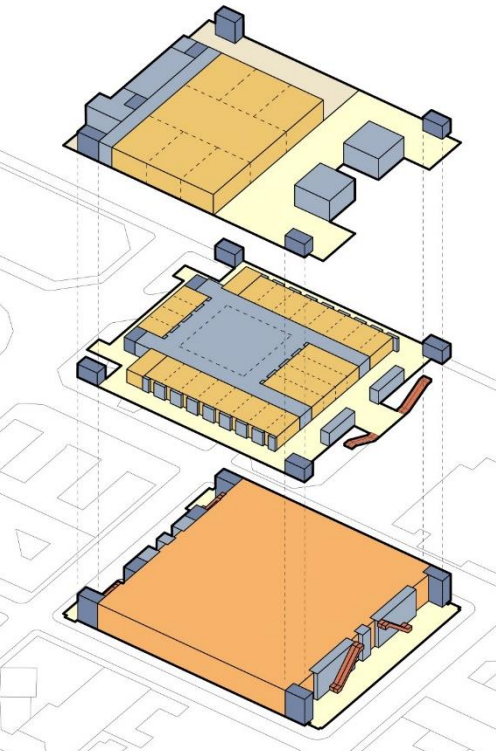


FIGURE 4-H

Items in yellow are quantities that differ between sites/schemes, apart from amounts related to building area.

BNCC EXPANSION PROJECT BUDGET- HSBC SITE

CONCEPTUAL PROJECT BUDGET ESTIMATE -- FOR A 2023 CONSTRUCTION START / 2025 OPENING

12/09/2019

1	**Pre-Design Costs**						**$18,800,000**
2	**Professional Services**					**$500,000**	
3	Funding, Capital Planning, Concept Design, Legal, Misc.						
4	**Land Acquisition**					**$18,300,000**	
5	Appraised Property Market Value						
6	**Hard Construction Costs**						**$367,654,000**
7	**Sub-Total Construction Costs (2020 dollars)**					**$314,234,000**	
8	New Construction	522,000 sf	@	$551 /sf	$287,544,000		
9	Exhibition Hall	145,000 sf					
10	Ballroom/Meeting Room	87,000 sf					
11	Public Circulation	116,000 sf					
12	Service/Support	174,000 sf					
13	Landscape/Hardscape Allowance	522,000 sf	@	$13 /sf	$6,786,000		
14	Food Equipment Allowance	522,000 sf	@	$7 /sf	$3,654,000		
15	Demolish Existing BNCC Building	220,000 sf	@	$25 /sf	$5,500,000		
16	Demolish Building on Site / Sitework	0 sf	@	$30 /sf	$0		
17	Roadwork	500 lf	@	$1,500 /sf	$750,000		
18	Environmental Remediation Allowance				$10,000,000		
19	Historic Building Relocation Allowance				$0		
20	**Escalation of Mid-Point of Construction (3% per year for 4 years)**			12.00%		**$37,708,000**	
21	**Design Contingency for Unanticpated Costs**			5.00%		**$15,712,000**	
22	**Non-Costruction Costs**						**$74,180,000**
23	**Owner Contingency for Change Orders / Betterment**			5.00%		**$18,383,000**	
24	**Sub-Total Soft Costs**					**$55,797,000**	
25	Public Art (0.5%)			0.50%	$1,838,270		
26	Furniture, Fixtures & Equipment (FF&E)	522,000 sf	@	$10 /sf	$5,220,000		
27	Telecom and Computuer Equipment Allowance (1%)			1.00%	$3,676,540		
28	Smallware & Banquet ware Allowance (0.75%)			0.75%	$2,757,405		
29	Survey, Testing and Permits Allowance (0.5%)			0.50%	$1,838,270		
30	Professional Services & Reumbursables (10%)			9.00%	$33,088,860		
31	Project Mananger Fee			2.00%	$7,353,080		
32	Professional Presentation Materials				$25,000		
33	**Owner's Project Contingency (3%)**						**$13,819,000**
34					**Sub-Total Preliminary Direct Project Cost**		**$474,453,000**
35	**Associated Development Costs and Impacts**						**$132,000,000**
36	**Parking**					**$42,000,000**	
37	Land Acquisition for Parking				$0		
38	Replace Displaced Parking	900 cars	@	$30,000 /sf	$27,000,000		
39	Convention Center Parking	500 cars	@	$30,000 /sf	$15,000,000		
40	**Potential County/City Hotel Incentive**	1,000 keys		$90,000 /ky		**$90,000,000**	
41	**Lost Tax Revenue (x years)**	$12,402,000 assessed		$244,169 yearly redistributed			
42	**Lost Development Related Economic Impact**	0 Years	@	$0 /yr		**$0**	
43					**Total Preliminary Project Cost**		**$606,453,000**

NOTE 1: THIS IS A CONCEPTUAL ESTIMATE BASED ON THE PROGRAM AND PROJECT ASSUMPTIONS SHOWN

Figure 1-H (HSBC)

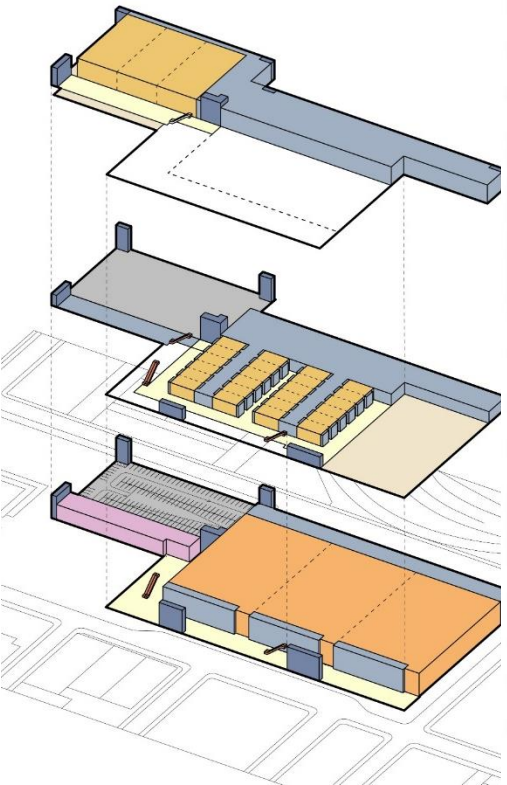


FIGURE 4-S, 4-D, 4-H SUMMARY

BNCC EXPANSION PROJECT BUDGET- COMPARISION

CONCEPTUAL PROJECT BUDGET ESTIMATE -- FOR A 2023 CONSTRUCTION START / 2025 OPENING

12/09/2019

					STATLER SITE				DELAWARE SITE				HSBC SITE	
1	**Pre-Design Costs**					$500,000				$23,305,000				$18,800,000
2	**Professional Services**				$500,000				$500,000				$500,000	
3	Funding, Capital Planning, Concept Design, Legal, Misc.													
4	**Land Acquisition**				$0				$22,805,000				$18,300,000	
5	Appraised Property Market Value													
6	**Hard Construction Costs**					$257,954,000				$306,342,000				$367,654,000
7	**Sub-Total Construction Costs (2020 dollars)**				$220,473,000				$261,830,000				$314,234,000	
8	New Construction	360,000 sf	$578 /sf	$208,073,000			450,000 sf	$547 /sf $246,330,000			522,000 sf	$551 /sf $287,544,000		
9	Exhibition Hall	100,000 sf					125,000 sf				145,000 sf			
10	Ballroom/Meeting Room	60,000 sf					75,000 sf				87,000 sf			
11	Public Circulation	80,000 sf					100,000 sf				116,000 sf			
12	Service/Support	120,000 sf					150,000 sf				174,000 sf			
13	Landscape/Hardscape Allowance	360,000 sf	$8 /sf	$2,880,000			450,000 sf	$8 /sf $3,600,000			522,000 sf	$13 /sf $6,786,000		
14	Food Equipment Allowance	360,000 sf	$7 /sf	$2,520,000			450,000 sf	$7 /sf $3,150,000			522,000 sf	$7 /sf $3,654,000		
15	Demolish Existing BNCC Building	220,000 sf	$25 /sf	$5,500,000			220,000 sf	$25 /sf $5,500,000			220,000 sf	$25 /sf $5,500,000		
16	Demolish Building on Site / Sitework	0 sf	$0 /sf	$0			224,000 sf	$30 /sf in $/sf			0 sf	$30 /sf $0		
17	Roadwork	0 lf	$0 /sf	$0			500 lf	$1,500 /sf $750,000			500 lf	$1,500 /sf $750,000		
18	Environmental Remediation Allowance			$1,500,000				$1,500,000				$10,000,000		
19	Historic Building Relocation Allowance			$0				$1,000,000				$0		
20	**Escalation of Mid-Point of Construction (3% per year for 4 years)**		12.00%		$26,457,000			12.00%	$31,420,000			12.00%	$37,708,000	
21	**Design Contingency for Unanticpated Costs**		5.00%		$11,024,000			5.00%	$13,092,000			5.00%	$15,712,000	
22	**Non-Costruction Costs**					$51,992,000				$61,964,000				$74,180,000
23	**Owner Contingency for Change Orders / Betterment**		5.00%		$12,898,000			5.00%	$15,317,000			5.00%	$18,383,000	
24	**Sub-Total Soft Costs**				$39,094,000				$46,647,000				$55,797,000	
25	Public Art (0.5%)		0.50%	$1,289,770				0.50% $1,531,710				0.50% $1,838,270		
26	Furniture, Fixtures & Equipment (FF&E)	360,000 sf	$10 /sf	$3,600,000			450,000 sf	$10 /sf $4,500,000			522,000 sf	$10 /sf $5,220,000		
27	Telecom and Computuer Equipment Allowance (1%)		1.00%	$2,579,540				1.00% $3,063,420				1.00% $3,676,540		
28	Smallware & Banquet ware Allowance (0.75%)		0.75%	$1,934,655				0.75% $2,297,565				0.75% $2,757,405		
29	Survey, Testing and Permits Allowance (0.5%)		0.50%	$1,289,770				0.50% $1,531,710				0.50% $1,838,270		
30	Professional Services & Reumbursables (10%)		9.00%	$23,215,860				9.00% $27,570,780				9.00% $33,088,860		
31	Project Mananger Fee		2.00%	$5,159,080				2.00% $6,126,840				2.00% $7,353,080		
32	Professional Presentation Materials			$25,000				$25,000				$25,000		
33	**Owner's Project Contingency (3%)**					$9,313,000				$11,748,000				$13,819,000
34					**Sub-Total Preliminary Direct Project Cost**	$319,759,000		**Sub-Total Preliminary Direct Project Cost**		$403,359,000		**Sub-Total Preliminary Direct Project Cost**		$474,453,000
35	**Associated Development Costs and Impacts**					$119,000,000				$38,400,000				$132,000,000
36	Parking				$26,000,000				$20,400,000				$42,000,000	
37	Land Acquisition for Parking			$8,000,000				$0				$0		
38	Replace Displaced Parking	100 cars	$30,000 /sf	$3,000,000			180 cars	$30,000 /sf $5,400,000			900 cars	$30,000 /sf $27,000,000		
39	Convention Center Parking	500 cars	$30,000 /sf	$15,000,000			500 cars	$30,000 /sf $15,000,000			500 cars	$30,000 /sf $15,000,000		
40	Potential County/City Hotel Incentive	600 keys	$30,000 /ky		$18,000,000		600 keys	$30,000 /ky	$18,000,000		1,000 keys	$90,000 /ky	$90,000,000	
41	Lost Tax Revenue (x years)	$0 value	$0 yearly redistributed				$11,445,900 value	$233,016 yearly redistributed			$12,402,000 value	$244,169 yearly redistributed		
42	Lost Development Related Economic Impact	3 Years	$25,000,000 /yr		$75,000,000		0 Years	$0 /yr	$0		0 Years	$0 /yr	$0	
43					**Total Preliminary Project Cost**	$438,759,000		**Total Preliminary Project Cost**		$441,759,000		**Total Preliminary Project Cost**		$606,453,000

NOTE 1: THIS IS A CONCEPTUAL ESTIMATE BASED ON THE PROGRAM AND PROJECT ASSUMPTIONS SHOWN

Note that the Statler scheme does not meet the minimum size requirements – skewing the cost comparison between sites.

TASK 4: CONCEPTUAL COST ESTIMATES OF EACH SITE BUDGETING METHODOLOGY:

SUMMARY

The Statler site is too small for the resulting scheme to meet the minimum size requirements – skewing the cost comparison. When the 3 schemes are adjusted to be equal size - per the following comparisons - the Delaware site is the lowest cost.

Further, we note that an enlarged Statler Scheme does not fit within the Statler site.

CONCEPTUAL PROJECT BUDGET ESTIMATES COMPARISON STUDY

The following are 2 cost comparisons intended to measure cost by adjusting the footprint (areas) of each scheme to match while maintaining each schemes relative cost per square foot. This equalization removes building size as major site cost variable and highlights the development cost differentiators inherent to each site – such as site acquisition, environmental remediation, utility reconstruction, foundations, parking, demolition, historic preservation, and other components of development and construction.

The first comparison in Figure 4-1 sets the Delaware and HSBC building areas to match the Statler Scheme area. This sets the exhibit space to 100,000 SF and reduces the associated meeting and banquet areas. This size does not meet the recommended building Program areas and so a second comparison is also provided.

The second comparison in Figure 4-2 sets the Statler and HSBC schemes to match the Delaware Scheme size – meeting the minimum size recommendations. This sets exhibit space at 125,000 SF and alters the associated meeting and banquet areas. We note that increasing the size of the Statler Scheme is unlikely due to site limitations, but is done here for cost/value comparison.

FIGURE 4-1

BNCC EXPANSION PROJECT BUDGET- COMPARISION - 100,000 SF EH AT EACH SITE

CONCEPTUAL PROJECT BUDGET ESTIMATE -- FOR A 2023 CONSTRUCTION START / 2025 OPENING

12/09/2019

		STATLER SITE			DELAWARE SITE			HSBC SITE		
1	**Pre-Design Costs**			$500,000			$23,305,000			$18,800,000
2	**Professional Services**			$500,000			$500,000			$500,000
3	Funding, Capital Planning, Concept Design, Legal, Misc.									
4	**Land Acquisition**			$0			$22,805,000			$18,300,000
5	Appraised Property Market Value									
6	**Hard Construction Costs**			$257,954,000			$247,121,000			$259,455,000
7	**Sub-Total Construction Costs (2020 dollars)**			$220,473,000			$211,214,000			$221,756,000
8	New Construction	360,000 sf	$578 /sf $208,073,000		360,000 sf	$547 /sf $197,064,000		360,000 sf	$551 /sf $198,306,000	
9	**Exhibition Hall**	100,000 sf			100,000 sf			100,000 sf		
10	Ballroom/Meeting Room	60,000 sf			60,000 sf			60,000 sf		
11	Public Circulation	80,000 sf			80,000 sf			80,000 sf		
12	Service/Support	120,000 sf			120,000 sf			120,000 sf		
13	Landscape/Hardscape Allowance	360,000 sf	$8 /sf $2,880,000		360,000 sf	$8 /sf $2,880,000		360,000 sf	$13 /sf $4,680,000	
14	Food Equipment Allowance	360,000 sf	$7 /sf $2,520,000		360,000 sf	$7 /sf $2,520,000		360,000 sf	$7 /sf $2,520,000	
15	Demolish Existing BNCC Building	220,000 sf	$25 /sf $5,500,000		220,000 sf	$25 /sf $5,500,000		220,000 sf	$25 /sf $5,500,000	
16	**Demolish Building on Site / Sitework**	0 sf	$0 /sf $0		224,000 sf	$30 /sf in $/sf		0 sf	$30 /sf $0	
17	**Roadwork**	0 lf	$0 /sf $0		500 lf	$1,500 /sf $750,000		500 lf	$1,500 /sf $750,000	
18	**Environmental Remediation Allowance**		$1,500,000			$1,500,000			$10,000,000	
19	**Historic Building Relocation Allowance**		$0			$1,000,000			$0	
20	**Escalation of Mid-Point of Construction (3% per year for 4 years)**	12.00%		$26,457,000	12.00%		$25,346,000	12.00%		$26,611,000
21	**Design Contingency for Unanticpated Costs**	5.00%		$11,024,000	5.00%		$10,561,000	5.00%		$11,088,000
22	**Non-Costruction Costs**			$51,992,000			$49,960,000			$52,273,000
23	**Owner Contingency for Change Orders / Betterment**	5.00%		$12,898,000	5.00%		$12,356,000	5.00%		$12,973,000
24	**Sub-Total Soft Costs**			$39,094,000			$37,604,000			$39,300,000
25	Public Art (0.5%)	0.50%	$1,289,770		0.50%	$1,235,605		0.50%	$1,297,275	
26	Furniture, Fixtures & Equipment (FF&E)	360,000 sf	$10 /sf $3,600,000		360,000 sf	$10 /sf $3,600,000		360,000 sf	$10 /sf $3,600,000	
27	Telecom and Computuer Equipment Allowance (1%)	1.00%	$2,579,540		1.00%	$2,471,210		1.00%	$2,594,550	
28	Smallware & Banquet ware Allowance (0.75%)	0.75%	$1,934,655		0.75%	$1,853,408		0.75%	$1,945,913	
29	Survey, Testing and Permits Allowance (0.5%)	0.50%	$1,289,770		0.50%	$1,235,605		0.50%	$1,297,275	
30	Professional Services & Reumbursables (10%)	9.00%	$23,215,860		9.00%	$22,240,890		9.00%	$23,350,950	
31	Project Mananger Fee	2.00%	$5,159,080		2.00%	$4,942,420		2.00%	$5,189,100	
32	Professional Presentation Materials		$25,000			$25,000			$25,000	
33	**Owner's Project Contingency (3%)**			$9,313,000			$9,612,000			$9,916,000
34			**Sub-Total Preliminary Direct Project Cost**	$319,759,000		**Sub-Total Preliminary Direct Project Cost**	$329,998,000		**Sub-Total Preliminary Direct Project Cost**	$340,444,000
35	**Associated Development Costs and Impacts**			$119,000,000			$38,400,000			$132,000,000
36	**Parking**			$26,000,000			$20,400,000			$42,000,000
37	Land Acquisition for Parking		$8,000,000			$0			$0	
38	Replace Displaced Parking	100 cars	$30,000 /sf $3,000,000		180 cars	$30,000 /sf $5,400,000		900 cars	$30,000 /sf $27,000,000	
39	Convention Center Parking	500 cars	$30,000 /sf $15,000,000		500 cars	$30,000 /sf $15,000,000		500 cars	$30,000 /sf $15,000,000	
40	**Potential County/City Hotel Incentive**	600 keys	$30,000 /ky	$18,000,000	600 keys	$30,000 /ky	$18,000,000	1,000 keys	$90,000 /ky	$90,000,000
41	**Lost Tax Revenue (x years)**	$0 value	$0 yearly redistributed		$11,445,900 value	$233,016 yearly redistributed		$12,402,000 value	$244,169 yearly redistributed	
42	**Lost Development Related Economic Impact**	3 Years	$25,000,000 /yr	$75,000,000	0 Years	$0 /yr	$0	0 Years	$0 /yr	$0
43			**Total Preliminary Project Cost**	$438,759,000		**Total Preliminary Project Cost**	$368,398,000		**Total Preliminary Project Cost**	$472,444,000

NOTE 1: THIS IS A CONCEPTUAL ESTIMATE BASED ON THE PROGRAM AND PROJECT ASSUMPTIONS SHOWN

FIGURE 4-2

BNCC EXPANSION PROJECT BUDGET- COMPARISION - 125,000 SF EH AT EACH SITE

CONCEPTUAL PROJECT BUDGET ESTIMATE -- FOR A 2023 CONSTRUCTION START / 2025 OPENING

12/09/2019

					STATLER SITE*				DELAWARE SITE				HSBC SITE	
1	**Pre-Design Costs**					$500,000				$23,305,000				$18,800,000
2	**Professional Services**				$500,000				$500,000				$500,000	
3	Funding, Capital Planning, Concept Design, Legal, Misc													
4	**Land Acquisition**				$0				$22,805,000				$18,300,000	
5	Appraised Property Market Value													
6	**Hard Construction Costs**					$320,394,000				$306,342,000				$319,566,000
7	**Sub-Total Construction Costs (2020 dollars)**				$273,841,000				$261,830,000				$273,133,000	
8	New Construction	450,000 sf	$578 /sf	$260,091,000			450,000 sf	$547 /sf $246,330,000			450,000 sf	$551 /sf $247,883,000		
9	**Exhibition Hall**	125,000 sf					125,000 sf				125,000 sf			
10	Ballroom/Meeting Room	75,000 sf					75,000 sf				75,000 sf			
11	Public Circulation	100,000 sf					100,000 sf				100,000 sf			
12	Service/Support	150,000 sf					150,000 sf				150,000 sf			
13	Landscape/Hardscape Allowance	450,000 sf	$8 /sf	$3,600,000			450,000 sf	$8 /sf $3,600,000			450,000 sf	$13 /sf $5,850,000		
14	Food Equipment Allowance	450,000 sf	$7 /sf	$3,150,000			450,000 sf	$7 /sf $3,150,000			450,000 sf	$7 /sf $3,150,000		
15	Demolish Existing BNCC Building	220,000 sf	$25 /sf	$5,500,000			220,000 sf	$25 /sf $5,500,000			220,000 sf	$25 /sf $5,500,000		
16	**Demolish Building on Site / Sitework**	0 sf	$0 /sf	$0			224,000 sf	$30 /sf in $/sf			0 sf	$30 /sf $0		
17	**Roadwork**	0 lf	$0 /sf	$0			500 lf	$1,500 /sf $750,000			500 lf	$1,500 /sf $750,000		
18	**Environmental Remediation Allowance**			$1,500,000				$1,500,000				$10,000,000		
19	**Historic Building Relocation Allowance**			$0				$1,000,000				$0		
20	**Escalation of Mid-Point of Construction (3% per year for 4 years)**		12.00%		$32,861,000			12.00%	$31,420,000			12.00%	$32,776,000	
21	**Design Contingency for Unanticpated Costs**		5.00%		$13,692,000			5.00%	$13,092,000			5.00%	$13,657,000	
22	**Non-Costruction Costs**					$64,599,000				$61,964,000				$64,443,000
23	**Owner Contingency for Change Orders / Betterment**		5.00%		$16,020,000			5.00%	$15,317,000			5.00%	$15,978,000	
24	**Sub-Total Soft Costs**				$48,579,000				$46,647,000				$48,465,000	
25	Public Art (0.5%)		0.50%	$1,601,970				0.50% $1,531,710				0.50% $1,597,830		
26	Furniture, Fixtures & Equipment (FF&E)	450,000 sf	$10 /sf	$4,500,000			450,000 sf	$10 /sf $4,500,000			450,000 sf	$10 /sf $4,500,000		
27	Telecom and Computuer Equipment Allowance (1%)		1.00%	$3,203,940				1.00% $3,063,420				1.00% $3,195,660		
28	Smallware & Banquet ware Allowance (0.75%)		0.75%	$2,402,955				0.75% $2,297,565				0.75% $2,396,745		
29	Survey, Testing and Permits Allowance (0.5%)		0.50%	$1,601,970				0.50% $1,531,710				0.50% $1,597,830		
30	Professional Services & Reumbursables (10%)		9.00%	$28,835,460				9.00% $27,570,780				9.00% $28,760,940		
31	Project Mananger Fee		2.00%	$6,407,880				2.00% $6,126,840				2.00% $6,391,320		
32	Professional Presentation Materials			$25,000				$25,000				$25,000		
33	**Owner's Project Contingency (3%)**					$11,565,000				$11,748,000				$12,084,000
34					Sub-Total Preliminary Direct Project Cost	#########			Sub-Total Preliminary Direct Project Cost	$403,359,000			Sub-Total Preliminary Direct Project Cost	$414,893,000
35	**Associated Development Costs and Impacts**					$397,058,000				$38,400,000				$132,000,000
36	**Parking**				$26,000,000				$20,400,000				$42,000,000	
37	Land Acquisition for Parking			$8,000,000				$0				$0		
38	Replace Displaced Parking	100 cars	$30,000 /sf	$3,000,000			180 cars	$30,000 /sf $5,400,000			900 cars	$30,000 /sf $27,000,000		
39	Convention Center Parking	500 cars	$30,000 /sf	$15,000,000			500 cars	$30,000 /sf $15,000,000			500 cars	$30,000 /sf $15,000,000		
40	**Potential County/City Hotel Incentive**	600 keys	$30,000 /ky		$18,000,000		600 keys	$30,000 /ky	$18,000,000		1,000 keys	$90,000 /ky	$90,000,000	
41	**Lost Tax Revenue (x years)**	$0 value	$0 yearly redistributed				$11,445,900 value	$233,016 yearly redistributed			$12,402,000 value	$244,169 yearly redistributed		
42	**Lost Development Related Economic Impact**	3 Years	$25,000,000 /yr		$75,000,000		0 Years	$0 /yr	$0		0 Years	$0 /yr	$0	
43					Total Preliminary Project Cost	$516,058,000			Total Preliminary Project Cost	$441,759,000			Total Preliminary Project Cost	$546,893,000

NOTE 1: THIS IS A CONCEPTUAL ESTIMATE BASED ON THE PROGRAM AND PROJECT ASSUMPTIONS SHOWN

*ite does not accommodate 125,000sf of exhibit hall

Review of Site Options TASK 1

Assessment of Existing Facility TASK 2

Outline of Development Next Steps TASK 3

Conceptual Cost Estimates of Site Options TASK 4

Overall Assessment of Site Options TASK 5

Recommendations

CJS ARCHITECTS tvsdesign

TASK 5: OVERALL ASSESSMENT OF SITE OPTIONS

OTHER EVALUATION CRITERIA

In addition to the consideration of cost, there are multiple issue that will impact the success of the facility and its impact on the community. A 'desk-top' evaluation was conducted for each site with information provided by Erie County and/or readily available without control/access to the sites. Further, stakeholders met with the BNCC Customer Advisory Group to get their input on the future location and configuration of a new facility. Together, this information led to an evaluation of each property per the following criteria:

Stakeholder Input/HVS Study Review – Review includes input from a 2-day discussion with the BNCC Customer Advisory Board, some of whom utilize the existing facility for events. They gave input on architectural elements such as column free expo halls, daylit expo halls, and other aspects of design and functionality as well as hotel and commercial proximity. While the Advisory Board was flexible on the presence of columns and daylight within the Exhibit Hall, they discouraged designs with complicated spatial arrangements that may impact guest wayfinding, guest travel distances, room continuity, or loading/unloading efficiency. The architectural character and sense of place were highlighted as important qualitative factors that could help or hurt a future facility. The following pages outline this feedback in greater detail.

State/Regional Competition – Review includes comparison of state and regional competition per the HVS Study.

Hotel/Commercial Access (Figure 5-C) – Review includes input from project stakeholders and Statler Hotel ownership. Review of this item focused on hotel availability and restaurant retail adjacency at each site. A larger, new convention facility will increase the need for additional hotel capacity and for a hotel room-night block agreement to capture event business.

Parking Availability – Includes review of parking lost to the footprint of the new building plus additional parking needs (typically based on Ballroom size and population) as informed by site observation and the HVS Study.

Urban Design Opportunities – Includes review of the impact of the new facility on the surrounding city grid, streetscape, and neighboring buildings.

Historic Preservation Implications (Figure 5-P) – Includes review of impact to historic buildings on the project site and/or directly adjacent to the project site.

Zoning – Green Code (Figure 5-Z) – Includes review of the Green Code as it relates to each site – setbacks, street frontage, building height, and other building massing implications.

Site Environmental/Soil Structural Implications – Includes desktop review of readily available environmental information of the sites and potential cost for remediation efforts. This review also included review of implications for soil capacity and foundation design. (Note: Owner due diligence is required outside the scope of this study.)

Demolition Extents – Includes review of the extent of demolition required on each site, apart from soil removal due to environmental concerns. Demolition may require accommodation/relocation of some tenants – however, it is understood that the Charter School is already set to move. There are likely hazardous materials within these existing buildings requiring Owner due-diligence and possible mitigation. This demolition effort does not include the Hotchkiss-Lothrop house or other Facades deemed important to preserve, which would be preserved and/or relocated.

Existing Site Utility Conditions – Includes desktop review of site utilities, verifying if any large utilities run through the building footprint.

Property Acquisition and Tax Loss – Includes review of property acquisition costs for each site.

Building Program 'Fit' – Includes review of multiple floor plan diagrams for each site to check if the Program fits within the site parameters while maintaining efficient operational function.

Impact to Existing Building – Includes review of the impact to the existing building ongoing operations as well as thoughts to future site use should the facility move elsewhere.

Conceptual Development Cost – Includes review of project development costs for each scheme. Review highlights the cost differentiators for each site.

Lost Economic Impact – includes a consideration for the economic impact lost if the existing facility is required to cease operations before the new facility is operational.

TASK 5: REVIEW OF SITE OPTIONS

STAKEHOLDER/ADVISORY INPUT AND HVS STUDY SCHEME REVIEW:

The Team reviewed stakeholder input from the two Advisory Group sessions. The following take-aways from these discussions were used to guide the review of the HVS site plan diagrams and the development of new/revised site schemes. Comments included:

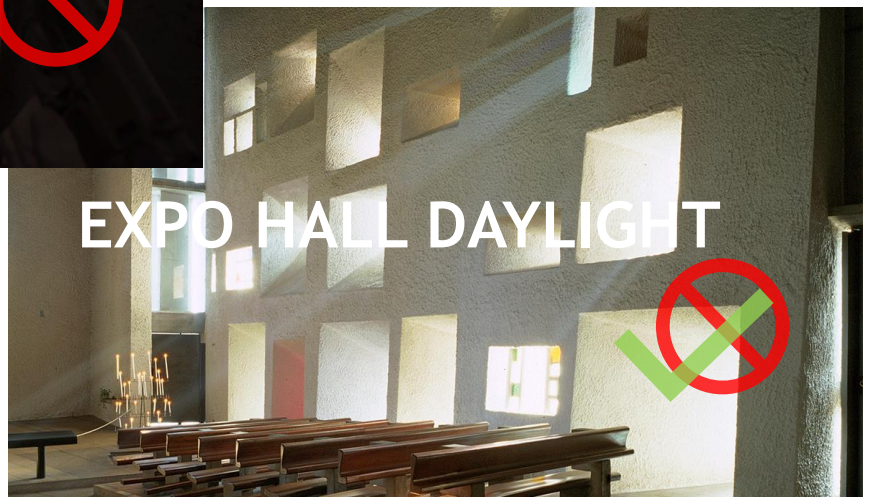
1. The existing facility is too small, functionally obsolete, and contains major architectural flaws. The facility is challenging for clients, guests, and the community - limiting future business.

2. Schemes that require closure of the existing building for rebuild/renovation would severely impact existing event business and trained staff.

3. Column-free expo space is good and is preferred. Expo columns placed on a 90' grid are also acceptable. (Note: Class A expo space typically includes columns on a 90' by 90' grid. When function space such as meeting and ballrooms are required to be placed above the expo hall, columns are necessary. When the design does not include function space above, roof only, column spacing may be increased.)

4. Windows/daylight within the expo space are acceptable if the design provides for black-out shades (it is noted that while the existing facility has clerestory windows in the Expo hall, black-out is provided).

5. Schemes that rely on freight elevators to service the exhibit hall is problematic and not recommended.



TASK 5: REVIEW OF SITE OPTIONS

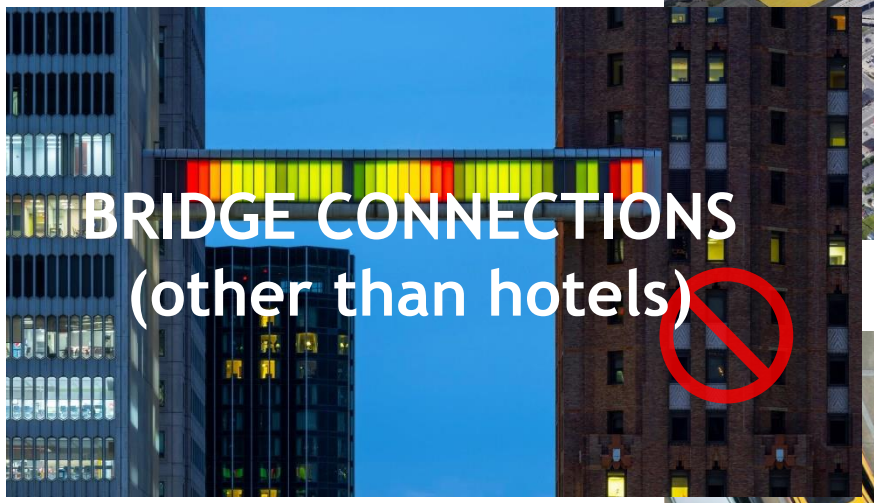
***STAKEHOLDER/ADVISORY INPUT AND HVS STUDY SCHEME REVIEW CONTINUED*:**

6. Skyways and bridges across multiple blocks to connect event space is confusing for wayfinding and undesirable for events. Hotel bridge connections are acceptable.

7. The Local stakeholder group felt the commercial center of Buffalo was shifting to the new developments around the HSBC Site. The National/Regional stakeholder group felt the commercial center was along Chippewa Street, close to the existing facility.

8. Parking availability is problematic at both sites. Most of the existing parking is leased monthly to neighboring businesses. Planning for replacement of existing parking spaces along with new spaces is critical as daytime events compete for spaces with business traffic. The HSBC site adjacency with the Arena and Ball Field further complicates scheduling future BNCC shows with potential simultaneous adjacent events.

9. Although the BNCC Site has more existing hotels nearby, both sites lack the ability for events to easily reserve large hotel room-night blocks. Events prefer to contract with 1 to 2 large hotels for their events. The County may need to consider certain agreements with existing and potential new large convention headquarter hotel developments to guarantee access to these room-night 'blocks'.



TASK 5: OVERALL ASSESSMENT OF SITE OPTIONS

STATLER

Stakeholder Input/HVS Study Review – This scheme relies on an elevated expo hall impacting the efficiency of loading and unloading of exhibits. An existing bridge connection to the adjacent Hyatt hotel can be maintained. The exhibit hall can be column free and daylit if required, however the floor plan does not meet the Program size requirements.

State/Regional Competition – The resulting exhibit hall size will fall below the HVS Program recommendations. Future expansion would be challenged by the limitations of the city grid and the elevated configuration of the exhibit hall.

Hotel/Commercial Access (Figure 5-C) – This site sits close to the BNCC Advisory group preferred commercial and hotel city nexus. The scheme interconnects with the adjacent Statler Hotel, which may be a potential new/renovated hotel property to support a larger convention facility. However, the scheme would heavily complicate the renovation and use of the Statler hotel. Further, the interconnection with the Statler would require the hotel renovation project to occur simultaneous to the new BNCC construction.

Parking Availability – A new parking deck for this facility would need to be located off-site and requiring property acquisition.

Urban Design Opportunities – It is understood that the Statler scheme greatly impacts the historic urban plan for Buffalo and further erodes the diagonal view corridor of Genesee Street. In addition to Genesee, the scheme includes a large covered overhead zone across Franklin Street. The large overhead soffit increases the overall skin cost for the facility and is a cost differentiator for this site.

Historic Preservation Implications (Figure 5-P) – The Statler scheme sits atop the lower portion of the Statler building. This may have implications to the historic status of the Statler building and façade.

Zoning – Green Code (Figure 5-Z) – Placing large portions of a building atop streets has implications to zoning approval and would require acceptance from those charged with enforcing the Green Code.

Site Environmental/Soil Structural Implications – It is understood that much of the site sits within an area of Buffalo that was historically commercial/residential. The level of concern for contaminated soils is low. Regarding structure, placing new foundations and structure within the existing Statler building would be required due to seismic and live load requirements and is a cost differentiator for this scheme.

Demolition Extents – The scheme assumes demolition of the existing building and targeted partial demolition of the Statler building. The likelihood of hazardous materials within the Statler building is high and requires further due-diligence and possible mitigation.

Existing Site Utility Conditions – The scheme sits atop existing building footprints and does not appear to impact any major utilities. However, by spanning streets, clearances for utility access will need to be determined and approved.

Property Acquisition and Tax Loss – The existing building is already owned by the County. Property acquisition would be required for the Statler building and a potential parking deck site.

Building Program 'Fit' – At 100,000 SF of expo hall, the Statler scheme does not meet the required program size for the new facility.

Impact to Existing Building – This scheme removes the existing building from service for the duration of the project. The analysis includes lost income, staff, and a rebuilding of event business following completion. This item is a cost differentiator for this site.

Conceptual Development Cost – See spreadsheet attached.

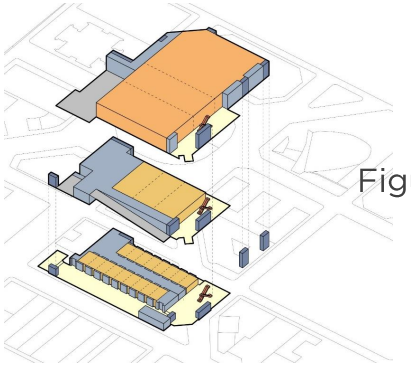


Figure 1-S (Statler)

TASK 5: OVERALL ASSESSMENT OF SITE OPTIONS

DELAWARE

Stakeholder Input/HVS Study Review – The Delaware scheme represents a new effort to alter the layout proposed in the HVS Study for this site. The intent was to adjust the HVS layout to address Advisory Board concerns regarding loading/unloading and travel distance/wayfinding. The scheme successfully addressed these issues while meeting the Program requirements for event area size.

State/Regional Competition – The resulting exhibit hall size at 125,000 SF meets the Program requirements based on the competitive set analyzed in the HVS Study. Future expansion would be challenged by the limitations of the city grid and adjacent streets/property.

Hotel/Commercial Access (Figure 5-C) – This site sits close to the BNCC Stakeholder preferred commercial and hotel town center. And, while further from the existing Hyatt hotel than the existing BNCC facility, it is still very close. The Delaware scheme would allow for the redevelopment and reuse of the existing building site, possibly including a new hotel/parking development. This scheme also provides excellent proximity to the existing Statler hotel should the property be renovated/restored to hotel usage. The Statler would provide an excellent opportunity to meet the new hotel demand while capturing a landmark property with enormous historic appeal.

Parking Availability – A new parking deck for this facility is needed and could be placed on the existing BNCC site following completion of the new facility. Utilizing the existing BNCC site would eliminate costs for land acquisition for parking.

Urban Design Opportunities – The Delaware scheme fits well within the block and with a future demolition and reuse of the existing BNCC site, may allow for a portion of Genesee Street to be re-introduced along its historic axis. This extension of Genesee would allow for the historic YMCA building to properly front onto Genesee, no longer crowded by the north façade of the existing BNCC. Further, the historic Hotchkiss-Lothrop house could be relocated to this new block to preserve and celebrate the structure.

Historic Preservation Implications (Figure 5-P) – This scheme allows the YMCA building façade to face a renewed extension of Genesee Street. Also, removal of the existing BNCC allows for the relocation/preservation of the Hotchkiss-Lothrop house. Additional existing but not necessarily history facades on the site could be studied for preservation and incorporation into the design.

Zoning – Green Code (Figure 5-Z) – The Green Code requirements align well with the footprint and height of the proposed scheme.

Site Environmental/Soil Structural Implications – It is understood that much of the site sits within an area of Buffalo that was historically commercial/residential. The level of concern for contaminated soils is low.

Demolition Extents – The scheme assumes demolition of several buildings on the site – equaling approximately 200,000 SF. Demolition may require accommodation/relocation of some tenants. There are likely hazardous materials within these existing buildings requiring Owner due-diligence and possible mitigation. This demolition effort does not include the Hotchkiss-Lothrop house, which would be preserved and relocated.

Existing Site Utility Conditions – The scheme sits atop a single block and does not appear to impact major utilities.

Property Acquisition and Tax Loss – Multiple sites would need to be acquired by the County. The existing BNCC could be redeveloped/sold once the new facility is complete. Property acquisition is a cost differentiator for this site.

Building Program 'Fit' – At 125,000 SF of expo hall and associated meeting space, the Delaware scheme meets the required program size for the new facility.

Impact to Existing Building – This scheme allows the existing BNCC to continue functioning until completion of the new facility. BNCC operational revenue would continue through the duration of the project.

Conceptual Development Cost – See spreadsheet attached.

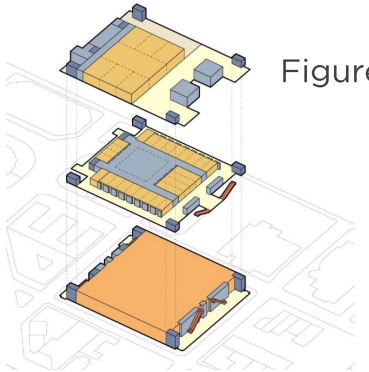


Figure 1-D (Delaware)

TASK 5: OVERALL ASSESSMENT OF SITE OPTIONS

HSBC

Stakeholder Input/HVS Study Review – The HSBC scheme is intended to review the layout provided in the HVS Study. The scheme aligns with the typical convention center diagram layout and so works well per the Advisory Group recommendations. Adjustments to the HVS scheme focus primarily on enhancements for parking and urban design relationships.

State/Regional Competition – The resulting exhibit hall size at 145,000 SF exceeds the Program requirements based on the competitive set analyzed in the HVS Study. The scheme also allows for future expansion.

Hotel/Commercial Access (Figure 5-C) – This site is distant from the BNCC Stakeholder preferred commercial and hotel town center. However, the local Advisory Group perceives this area to be the 'future' of commercial development in Buffalo. Existing hotels are remote. Development of a new hotel near this site is critical.

Parking Availability – A new parking deck for this facility is needed and could be placed within the development without acquiring additional property. The number of existing spaces displaced by the new facility is substantially more than the other sites. Replacement of these spaces along with additional parking for the facility is a cost differentiator for this site.

Urban Design Opportunities – The current site contains on-grade parking. A new building would enhance the urban character of the area. A large plaza fronting the arena could be expanded and incorporated into a larger outdoor plaza/event space for shared use. The area already includes re-purposed warehouse restaurant/retail and cobblestone streets.

Historic Preservation Implications (Figure 5-P) – This scheme allows the YMCA building façade to face a renewed extension of Genesee Street should the existing BNCC building be demolished following project completion on the HSBC site.

Zoning – Green Code (Figure 5-Z) – The Green Code coverage requirements require negotiation with the zoning enforcement entity. The footprint needs of the proposed scheme exceed the allowed area. However, building height falls within the requirements.

Site Environmental/Soil Structural Implications – The site sits within an area of Buffalo that was historically industrial. The level of concern for contaminated soils is high as issues were encountered with recent, adjacent developments. The expense of mitigation is perceived to be a cost differentiator for this site. In addition, the soil conditions are believed to be poor to support the slab on grade loads of a convention facility. Additional cost for structured slab and associated foundations is anticipated and is also a cost differentiator for this site.

Demolition Extents – Much of the site demolition costs for this scheme are included in the environmental mitigation costs. There are no vertical structures on the site.

Existing Site Utility Conditions – The scheme sits atop multiple old drainage/canal corridors. One such canal still includes a large 10' x 6' brick storm sewer that would require redirecting/rebuilding. This item is a cost differentiator for this site.

Property Acquisition and Tax Loss – Multiple sites would need to be acquired by the County. The existing BNCC could be redeveloped/sold once the new facility is complete. This item is a cost differentiator for this site.

Building Program 'Fit' – At 145,000 SF of expo hall and associated meeting space, the HSBC scheme exceeds the required program size for the new facility. There is sufficient property for a future expansion.

Impact to Existing Building – This scheme allows the existing BNCC to continue functioning until completion of the new facility. BNCC operational revenue would continue through the duration of the project.

Conceptual Development Cost – See spreadsheet attached.

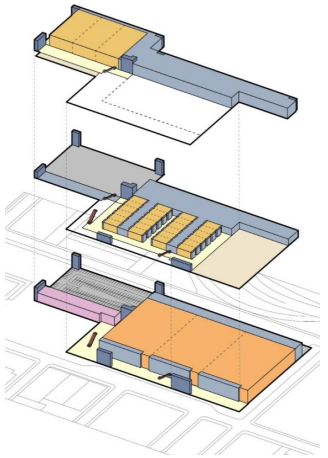


Figure 1-H (HSBC)

TASK 5: OVERALL ASSESSMENT OF SITE OPTIONS

SUMMARY CHART OF QUALITATIVE REVIEW

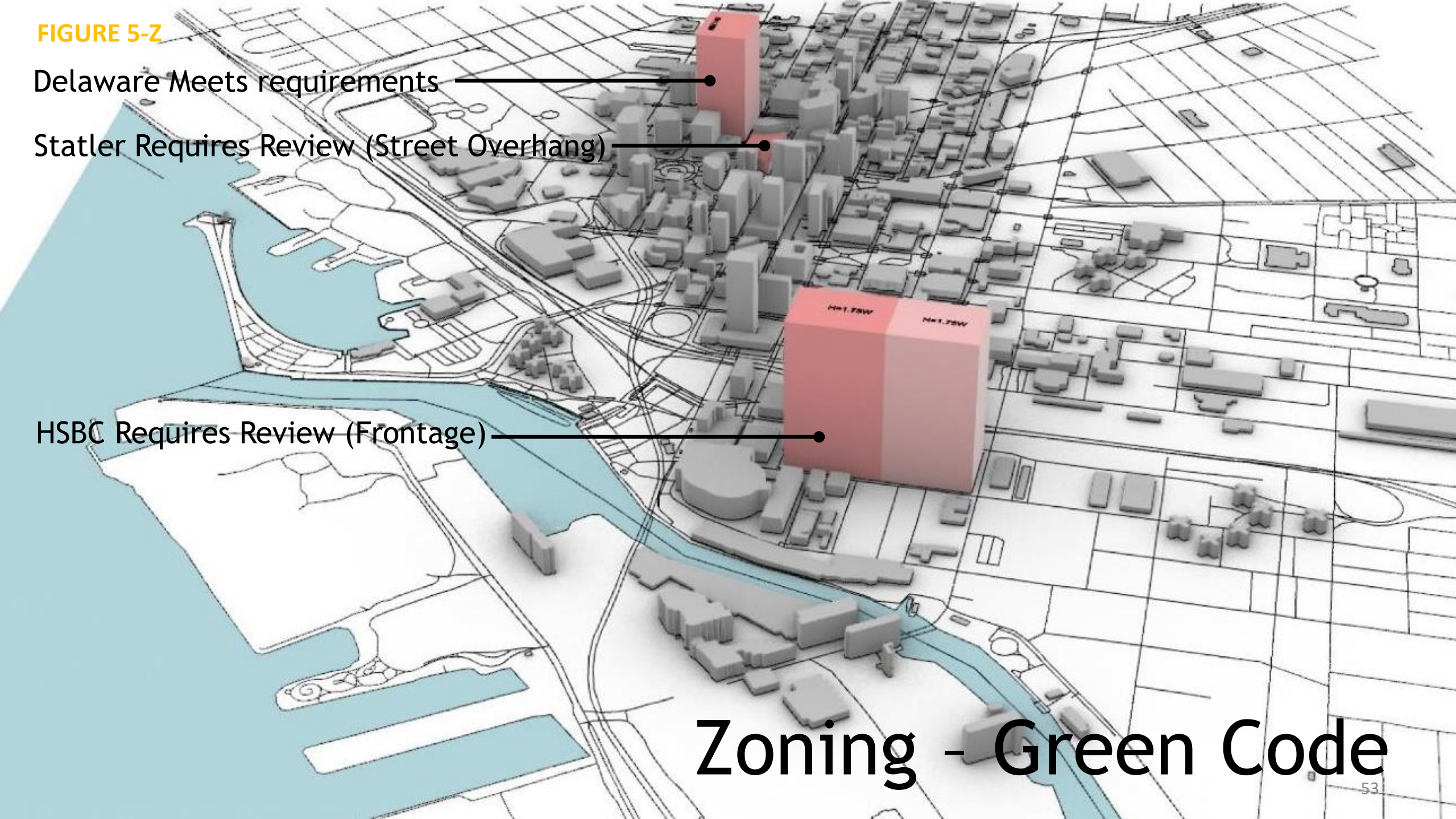
Figure 5-1 summarizes the qualitative review included in the overall assessment of site options.

The chart is intended to graphically highlight various operational and/or experiential aspects of each site and scheme – grading each item with **Green**, **Orange**, or **Red** dots symbolizing **Good**, **Neutral**, or **Negative** determinations.

FIGURE 5-1

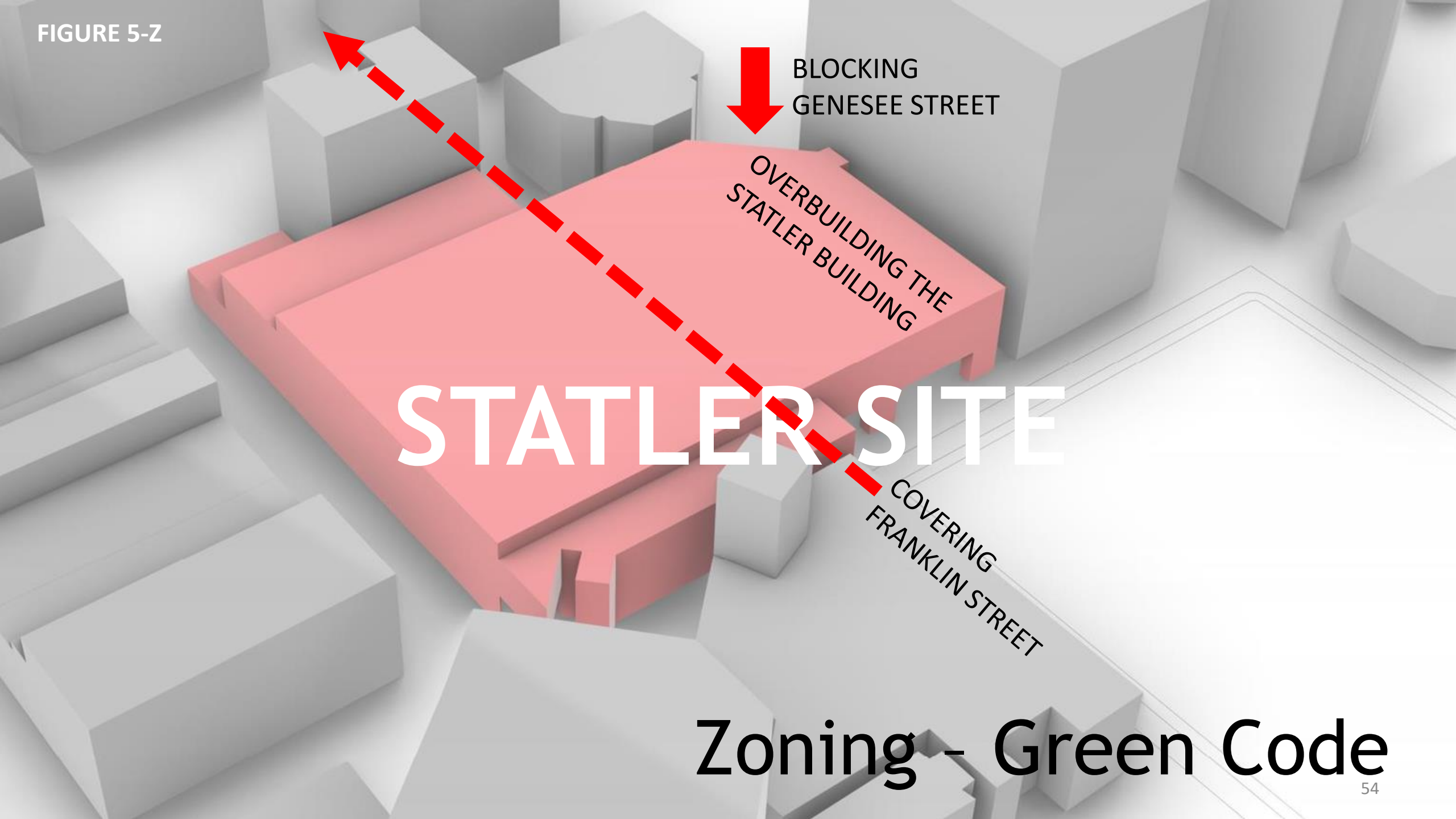
		STATLER	DELAWARE	HSBC
1	Accommodates HVS Program	🔴	🟢	🟢
2	Allows for Future Exhibit Hall Expansion	🔴	🔴	🟢
3	Loading Dock Operations	🟡	🟢	🟢
4	Public Circulation / Views	🟡	🟢	🟢
5	Maintains Existing Operations	🔴	🟢	🟢
6	Zoning / Green Code Compliant	🔴	🟢	🔴
7	Impact on Existing Hotel Business	🟢	🟢	🔴
8	Urban Design	🔴	🟢	🟢
9	Historic Structures - Statler	🔴	🟢	🔴
10	Historic Structures – H-L House	🟢	🟡	🟢
11	Existing Structures – Franklin / Delaware Buildings	🟢	🟡	🟢
12	Historic City Plan Restoration	🔴	🟢	🟢
13	Re-Development of Existing Site	🔴	🟢	🟢

FIGURE 5-Z



Zoning – Green Code

FIGURE 5-Z



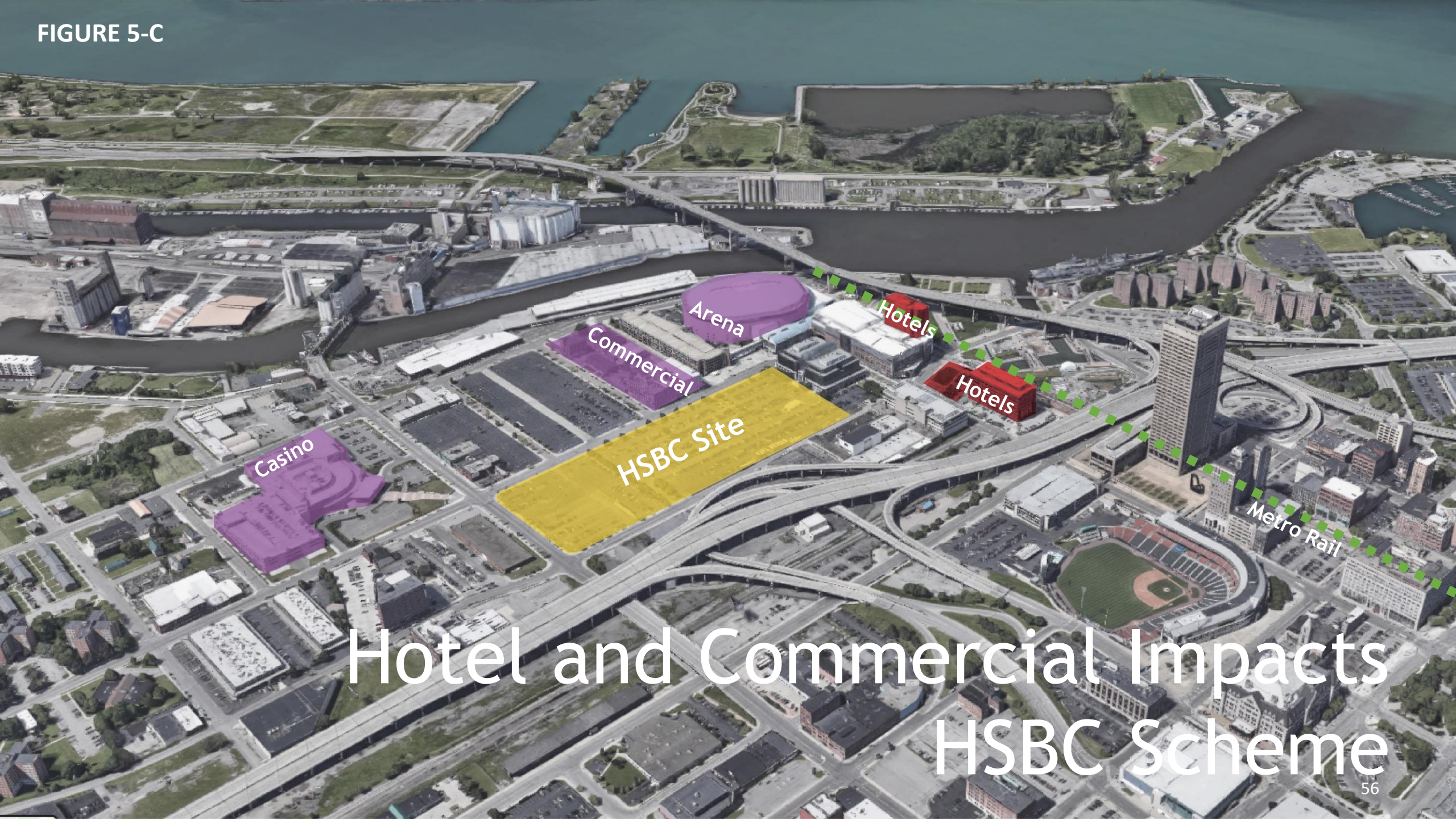
Zoning - Green Code

FIGURE 5-C

Hotel and Commercial Impacts Delaware Scheme

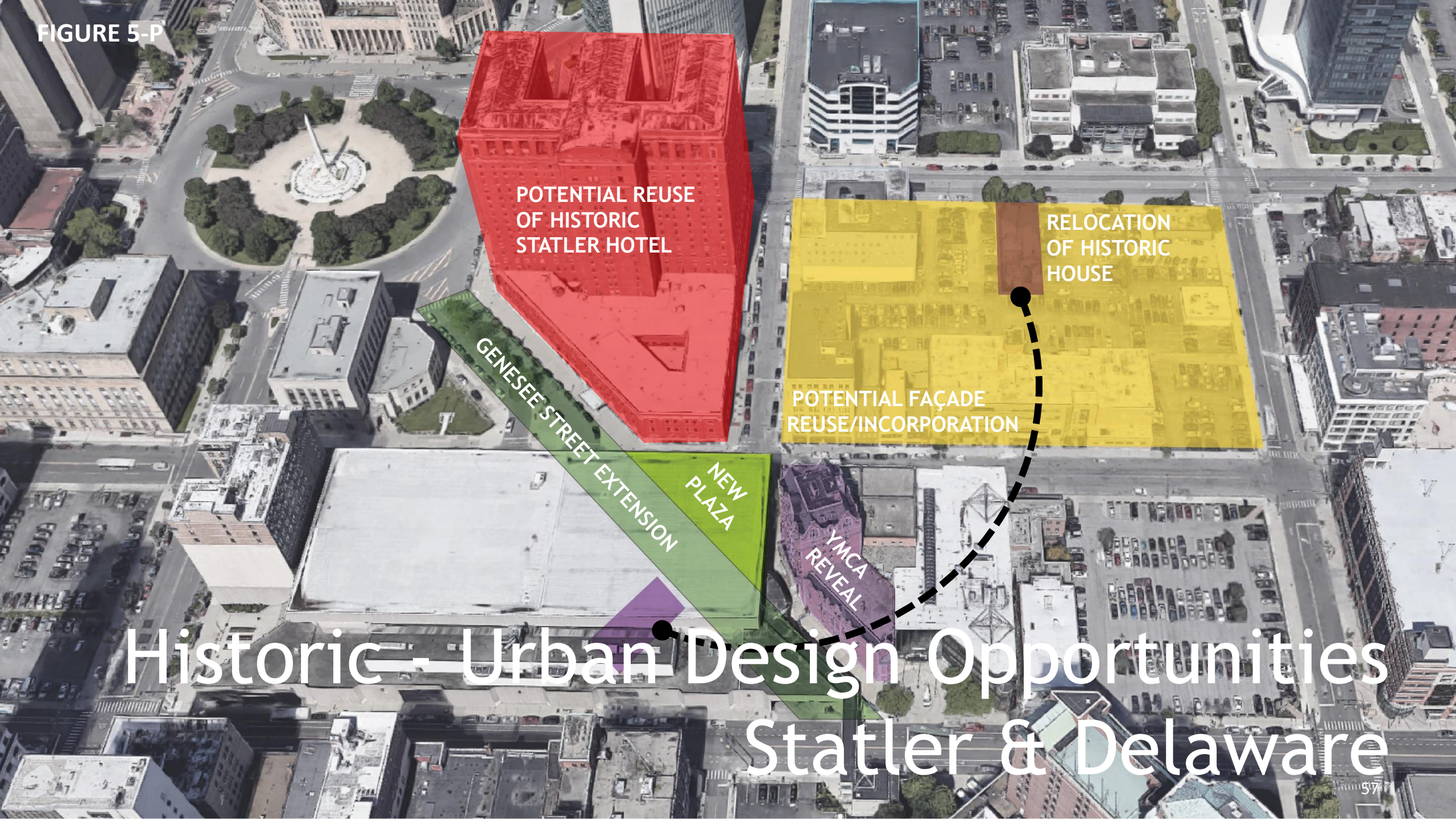
55

FIGURE 5-C



Hotel and Commercial Impacts HSBC Scheme

FIGURE 5-P



Historic - Urban Design Opportunities
Statler & Delaware

Review of Site Options TASK 1

Assessment of Existing Facility TASK 2

Outline of Development Next Steps TASK 3

Conceptual Cost Estimates of Site Options TASK 4

Overall Assessment of Site Options TASK 5

Recommendations

CJS ARCHITECTS tvsdesign

SITE SELECTION RECOMMENDATION

This study evaluated three sites for construction of a new Buffalo Niagara Convention Center. The sites and associated schemes are identified herein as the Statler, Delaware, and HSBC Sites.

Following an architectural exercise to test fit the recommended Program spaces within each site, each scheme was evaluated through high level/desk-top quantitative and qualitative measures from information readily available and/or as provided by Erie County. The Qualitative review generally focused on practical operational access and serviceability with experiential urban design impacts and relationships to cultural/commercial centers. The quantitative review focused on building size (meeting the HVS Study Program/Size recommendations) and development cost.

The following outlines the general observations and recommendations resulting from this study. The sections following this Executive Summary – Tasks 1 through 5 and Appendices – provide additional background for review.

Delaware Site (Figure 1-D)

Generally the results of these evaluations point to the Delaware site directly north of the historic Statler Hotel as the least cost for the greatest value. The site/scheme configuration meets the recommended Program area with good operational serviceability. The scheme offers positive urban design opportunities to repair a portion of the original Buffalo city plan and view corridors interrupted by the original convention center (See following photographs of the historic Buffalo city plan).

The location takes advantage of existing hotel and commercial center proximity. Further, the Delaware site preserves the integrity of the neighboring Statler Historic Hotel property – a potential cultural and tourism center. Some preservation/treatment of historic and existing site structures may be desired.

Statler Site (Figure 1-S)

While the Statler Scheme incorporates the Historic Statler Hotel and utilizes the existing Convention Center site, it does so by impacting Buffalo's historic street grid and view corridors as well as the existing historic Statler architecture, potentially damaging its value and usage. Further, the Statler Scheme does not meet the recommended Program areas, falling below the space requirements outlined in the HVS economic study. While smaller, the cost per square foot of the complicated construction is more expensive than the Delaware Scheme. The scheme elevates the Exhibit Hall and loading docks, also complicating the operational serviceability of the scheme.

Development of the Statler Scheme may reduce site acquisition costs by locating a new facility on property already owned by the County. However, the scheme would require closure of the existing facility for several years. This closure would severely impact existing convention business, currently employed staff, and add startup costs for a new facility in re-building a new client base while slowly re-growing revenue.

HSBC Site (Figure 1-H)

The HSBC Site (adjacent to the Existing HSBC Building south of highway 190) affords the possibility of a larger project than that required by the Program. The size of the site also allows for future expansion. However, certain aspects of the site limit its viability – environmental remediation cost, foundation premiums, sewer relocation, parking replacement, and hotel proximity among others.

This site is distant from most of the city's hotel stock, challenging for events looking to book a new facility in this area and looking to guarantee hotel rooms for their attendees.

Higher development cost stem from previous industrial site usage now requiring extensive contaminated soil removal. Foundation premiums stem from this same soil as its structural capacity is limited by the geology of the former waterfront. The project limits also incorporate a large original canal (now an antiquated enclosed brick sewer) that crosses the site. Relocation/rerouting is required to avoid overbuild.

Finally, the cost of replacement of lost parking for the HSBC Site exceeds the parking space needs of the other two sites.

SITE SELECTION RECOMMENDATION

Recommendation

Based on this summary and the analysis included in this report, the Delaware site is the least cost for the greatest value and is the recommended option.

Cost (Quantitative Review)- Comparing the 3 schemes when adjusted to be equal in size and within the conceptual cost analysis of this study, the Delaware site is the lowest cost. This is primarily due to Statler & HSBC site constraints such as soil conditions (structural and environmental), hotel proximity, parking needs, site size & building configuration limitations, and potential lost business among other variables.

Value (Qualitative Review) – The experiential advantages of the Delaware site option are worth highlighting relative to the historic and urban design opportunities. Primarily, adjacency to historic properties, facility size, hotel proximity, commercial/restaurant access all combine into a great opportunity to enhance the historic buffalo city center (see following images). Executive Summary Figure 5-1 categorizes those site characteristics deemed important by the Advisory and Steering Committees, visually diagramming the qualitative review of each site per these parameters.

EXISTING BNCC RECOMMENDATIONS

While project development efforts continue, continued investment is needed to maintain and attract current events to the existing BNCC facility.

Targeted re-investment of the existing BNCC - including Lobby upgrades, enhanced vehicular drop off, ongoing systems maintenance and exterior plaza enhancements - can be cost-effective measures to maintain client engagement while considering the feasibility of a new facility.

Lobby Upgrades

Rethinking entry lobby floor/stair finishes, lighting, and paint at the main entrance improves guest first impressions.

Vehicular Dropoff

A dedicated lay-by lane along the main entrance would improve the arrival efficiency and ease. The Franklin Street entrance could benefit from this a drop-off lane, allowing guests to enter the facility from Rideshare, Taxi, or private vehicles outside the flow of traffic.

Southeast Plaza

The existing triangular plaza along Court Street is a great opportunity to add an attractive exterior event space option to the BNCC campus. Simple lighting, seating, and plantings would enhance the character and functionality of the space. These enhancements would create a public plaza amenity allowing for greater public usage. Treating this space as a day/night public plaza also makes it more attractive to clients for outdoor functions.

The following images diagram some of these targeted low-cost upgrades.

- Replace existing ceiling tiles with linear ceiling planks with a wood appearance. Metal products with a wood appearance are made by Ceilings Plus
- Incorporated new lighting with the new grid system.

EXISTING LOBBY

- Replace carpet with a vintage style porcelain tile at the bar area.
- Replace the existing tile with new porcelain tile that has a wood plank appearance or a herringbone pattern.
- New carpet in the meeting room corridors
- Use of 3M Di-Noc Product to reface the bar material or remove foot rail and replace with wood slats. Similar to image at upper right.

- Use of 3M Di-Noc to eliminate the lighter wood paneling and reduce the dark reveal appearance.
- Create a “monitor” wall behind the bar using large screen monitors that create a video wall.

EXISTING LOBBY

- Upgrade lighting at the bar counter
- Update the seating

EXISTING LOBBY

EXISTING LOBBY FLOORING

Existing South Plaza Renovations

Existing South Plaza Renovations

Existing South Plaza Renovations

Existing South Plaza Renovations

Existing South Plaza Renovations

TEAM

Erie County, New York engaged TVS New York, PC (tvsdesign) to undertake a Architectural and Engineering Assessment to compare three potential sites for an expanded or new Buffalo Niagara Convention Center. tvsdesign engaged a number of technical experts to assist in preparing this assessment:

Tvsdesign – Lead Architect

CJS Associates – Associate Architect

Trophy Point - Cost

WSP – Civil

KLW Group – Appraisal

Siracuse Engineers – Structural

C. J. Brown - MEPFP

Sienna - Environmental