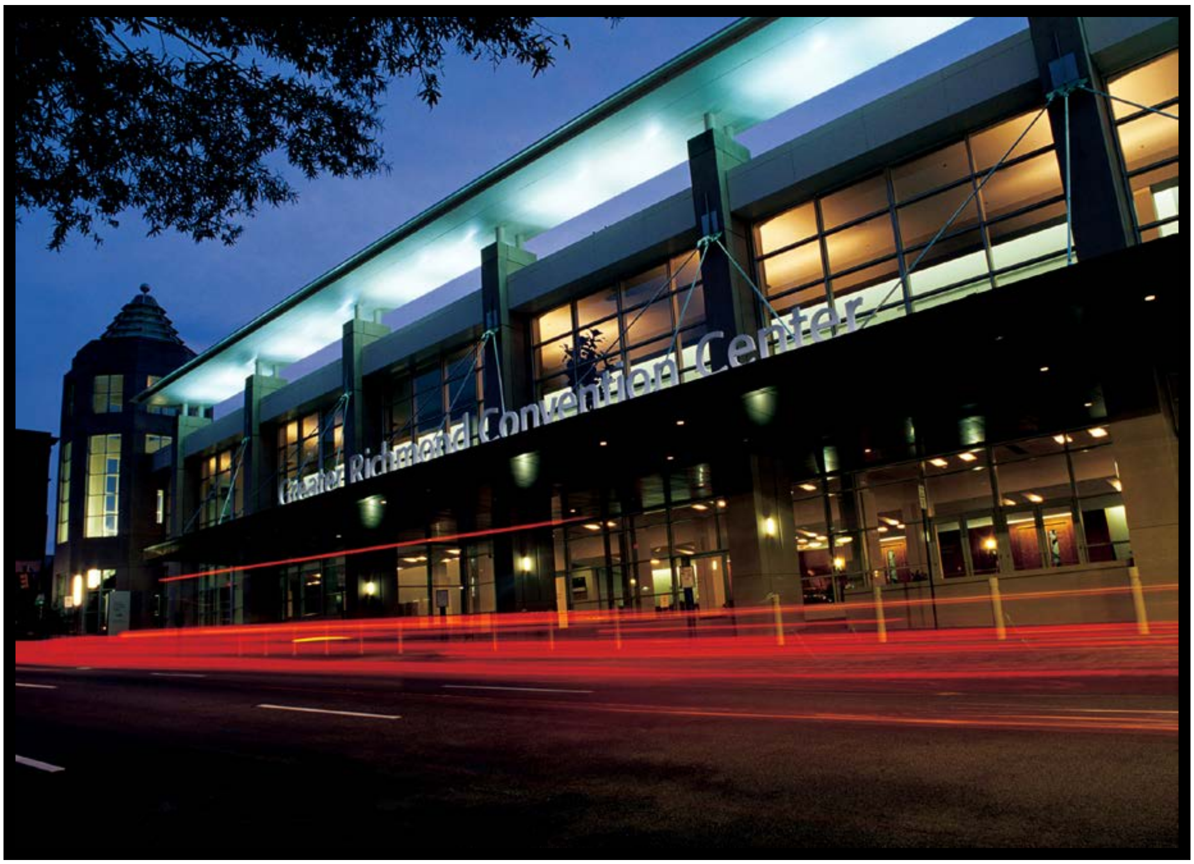
GREATER RICHMOND CONVENTION CENTER AUTHORITY

Richmond, Virginia



COMPREHENSIVE ANNUAL FINANCIAL REPORT

FOR THE FISCAL YEAR ENDED JUNE 30, 2018

GREATER RICHMOND
CONVENTION CENTER AUTHORITY

Richmond, Virginia

COMPREHENSIVE ANNUAL FINANCIAL REPORT

FOR THE FISCAL YEAR ENDED JUNE 30, 2018

Prepared by
The County of Chesterfield, Virginia's Accounting Department
Fiscal Agent for the Greater Richmond Convention Center Authority
Deborah D. Baicy, Financial Services Coordinator

GREATER RICHMOND
CONVENTION CENTER
AUTHORITY

GREATER RICHMOND CONVENTION CENTER AUTHORITY
COMPREHENSIVE ANNUAL FINANCIAL REPORT
JUNE 30, 2018

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GREATER RICHMOND
CONVENTION CENTER
AUTHORITY

INTRODUCTORY SECTION (unaudited)

GREATER RICHMOND CONVENTION CENTER AUTHORITY

Mailing Address
Richmond Region Tourism
401 North 3rd Street
Richmond, VA 23219

804/782-2777
FAX 804/780-2577

visitrichmondva.com
richmondcenter.com

September 20, 2018

The Honorable Members of the Commission of the
Greater Richmond Convention Center Authority
Richmond, Virginia

Members of the Commission:

We are pleased to submit to you the Comprehensive Annual Financial Report (the "CAFR") of the Greater Richmond Convention Center Authority (the "Authority") for the fiscal year ended June 30, 2018. State law requires that all authorities have their financial activity audited annually as of June 30 by an independent certified public accountant and that an audited financial report be submitted within three months after the end of the fiscal year to the Auditor of Public Accounts of the Commonwealth of Virginia. This report has been prepared by the County of Chesterfield, Virginia's (the "County") Accounting Department, fiscal agent for the Authority, in accordance with the standards of financial reporting as prescribed by the Governmental Accounting Standards Board ("GASB").

The fiscal affairs of the Authority are managed by the staff of the Accounting Department of the County pursuant to a resolution adopted by the Authority's Commission on April 17, 1998, designating the County to act as its fiscal agent effective July 1, 1998. Responsibility for both the completeness and the reliability of the contents of the CAFR rests with County management. To provide a reasonable basis for making these representations, management of the County has established a comprehensive internal control framework that is designed both to protect the Authority's assets from loss, theft, or misuse and to compile sufficient reliable information for the preparation of the Authority's financial statements in conformity with U.S. generally accepted accounting principles ("GAAP"). Because the cost of internal controls should not outweigh their benefits, the County's comprehensive framework of internal controls has been designed to provide reasonable rather than absolute assurance that the financial statements will be free from material misstatement. As management, we assert that, to the best of our knowledge and belief, this financial report is complete and reliable in all material respects.

Cherry Bekaert LLP, a firm of licensed certified public accountants, audited the Authority's financial statements. The independent auditors' responsibility is to express an opinion on the Authority's financial statements based on their audit. The auditors conducted the audit in accordance with professional auditing standards, which require that the auditors plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit involves performing procedures to obtain evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to error or fraud. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. The independent auditors concluded based upon the audit, that there was a reasonable basis for forming and expressing an unmodified opinion that the Authority's financial statements as of and for the fiscal year ended June 30, 2018 are fairly presented in conformity with GAAP, in all material respects. The report of independent auditor is presented as the first component of the financial section of this report.

GAAP requires that management provide a narrative introduction, overview, and analysis to accompany the basic financial statements in the form of Management's Discussion and Analysis (the "MD&A"). This letter of transmittal is designed to compliment the MD&A and should be read in conjunction with it. The Authority's MD&A can be found immediately following the report of the independent auditors.

Profile of the Authority

The Authority was created on January 9, 1998 for the purpose of acquiring, constructing, equipping, maintaining, and operating a regional convention center facility. The political subdivisions participating in the incorporation of the Authority are the City of Richmond and the Counties of Chesterfield, Hanover and Henrico (the "participating jurisdictions"). The Authority is governed by a five-member commission comprised of the chief administrative officer of each of the four incorporating political subdivisions and the President/CEO of the Retail Merchants Association.

The Authority, together with the Richmond Region Tourism (the "RRT"), has successfully worked on a cooperative basis to construct the Greater Richmond Convention Center (the "Center") located in downtown Richmond. The Center is a modern multi-purpose facility that attracts significant numbers of people to the region. At 700,000 gross square feet, the Center is the largest meeting and exhibition facility in the Commonwealth of Virginia. Since the Center opened in 2003, over one billion dollars of infrastructure and improvements have been invested in the surrounding area.

The Center is managed by Global Spectrum, L.P., doing business as Spectra Venue Management (the "Manager"), an Atairos Partner Company, pursuant to a Convention Center Operating Agreement. The Manager promotes, operates, supervises, maintains and manages the Center. The Manager works closely with the Authority to establish an annual operating budget and operating plan for the Center and to monitor operating performance against the budget and plan throughout the year. The Manager is responsible for sales, marketing, promotion and advertising of the Center for events to be held within 18 months of the booking date.

The catering, concessions and other food services at the Center are provided by ARAMARK Corporation (the "Food Services Manager") through the Food Service Management Agreement. The Food Services Manager works closely with the Authority to establish an annual food service budget and operating plan for the Center and to monitor performance against the budget and plan throughout the year.

The President/CEO of RRT provides all necessary services to monitor the performance of the Manager and the Food Services Manager, pursuant to an Operations Contract Supervision Agreement. In addition, the RRT has been acting as the agent for sales, marketing, promotion and advertising for the Center for events to be held more than 18 months after the booking date.

An annual budget is prepared and approved by the Authority. The Authority's budget incorporates the operating budgets prepared by the Manager and Food Services Manager. The budget also includes the projected hotel tax collections for each participating jurisdiction. Each participating jurisdiction has levied an 8% transient occupancy tax (the "hotel tax") on accommodations rented for fewer than 30 consecutive days which is remitted to the Authority monthly. Prior to the beginning of each fiscal year, each participating jurisdiction delivers a projection to the Authority of the hotel tax payments expected to be made in the coming fiscal year.

The Authority seeks financial advice from its Finance Committee, which includes a member from the financial leadership of each of the participating jurisdictions. The Finance Committee meets on a regular basis to monitor the Authority's financial and operational performance. The Authority's Finance Committee evaluates its budget and long-term financial needs annually. The Manager has prepared a long-term Capital Needs Plan to identify future capital needs and costs to replace or refurbish major systems. This plan has been incorporated into a 10-year forecast of revenues and expenses, which is updated annually during the budget process.

Factors Affecting Economic Condition

The primary source of revenues for the Authority is the hotel tax payments made by the participating jurisdictions. Although not immune to downward pressures on the travel market caused by economic recessions and terrorist activities, the central Virginia hotel market benefits from the diversity of reasons for visitors to come to the region. The market for hotels in the region is almost equally divided among the following travel categories: (1) business/corporate/governmental travel, (2) transient travel, with Richmond being at the intersection on north-south I-95 and east-west I-64, (3) a meetings and convention market anchored by the Center and other venues in the region, (4) sports tourism due to a tremendous investment by the localities in sports facilities including soccer fields, baseball diamonds and an aquatic center, (5) a strong tourism infrastructure for the leisure market and visits from families and friends, and (6) significant annual events with strong demands upon the hotel inventory including two NASCAR race weekends, six Jehovah Witness Conferences and four Jefferson Cup soccer tournament weekends. The hotel tax revenue for fiscal year 2018 set a record as the highest hotel tax revenue year. In addition, there are 1,600 hotel rooms planned to come on line in the next 24 months which do not include a proposed 525 headquarter hotel near the Center.

Awards and Acknowledgements

The Government Finance Officers Association of the United States and Canada (the "GFOA") awarded a Certificate of Achievement for Excellence in Financial Reporting to the Authority for its comprehensive annual financial report for the fiscal year ended June 30, 2017. This was the twelfth consecutive year that the Authority has achieved this prestigious award. In order to be awarded a Certificate of Achievement, the Authority must publish an easily readable and efficiently organized comprehensive annual financial report. This report must satisfy both GAAP and applicable legal requirements.

A Certificate of Achievement is valid for a period of one year only. We believe our current comprehensive annual financial report continues to meet the Certificate of Achievement Program's requirements and we are submitting it to the GFOA to determine its eligibility for another certificate.

The Center has been certified by the Virginia Department of Environmental Quality as a Virginia Green Convention Center. Virginia Green is the Commonwealth of Virginia's campaign to promote environmentally friendly practices in all aspects of Virginia's tourism industry. Virginia Green has established core activities specific to each sector of tourism, and these practices are considered the required minimum for participation in the program. The Center's staff is dedicated to environmental responsibility and the Virginia Green program. Virginia Green practices include recycling, waste reduction, and conservation. This environmental commitment is actively communicated to meeting and event planners as well as visitors who are encouraged to participate in the facility's green practices. The Center has received a Convention South Readers' Choice Award and a Certificate of Excellence from Trip Advisor.

We would like to thank the members of the Authority for your interest and support in planning and conducting the financial operations of the Authority in a responsible manner.

Respectfully submitted,

Anthony J. Romanello, ICMA-CM
Greater Richmond Convention Center Authority
Finance Committee Chairman

Deborah D. Baicy
Chesterfield County
Financial Services Coordinator

Government Finance Officers Association

Certificate of Achievement for Excellence in Financial Reporting

Presented to

Greater Richmond Convention Center Authority Virginia

For its Comprehensive Annual Financial Report for the Fiscal Year Ended

June 30, 2017

Christopher P. Morrill

Executive Director/CEO

GREATER RICHMOND CONVENTION CENTER AUTHORITY
DIRECTORY OF OFFICIALS
JUNE 30, 2018

Commission Members

Selena Cuffee-Glenn, Chairman
City of Richmond

John A. Vithoulkas, Vice Chairman
County of Henrico

Cecil Rhu Harris, Jr., Secretary/Treasurer
County of Hanover

Joseph P. Casey
County of Chesterfield

Nancy C. Thomas
Retail Merchants Association

GREATER RICHMOND CONVENTION CENTER AUTHORITY
AUTHORITY STRUCTURE
JUNE 30, 2018

Authority Commission

Selena Cuffee-Glenn, Richmond City
John Vithoulkas, Henrico County
Joseph Casey, Chesterfield County
Cecil Harris, Jr. Hanover County
Nancy Thomas, Retail Merchants Association

↓

Authority Finance Committee

Lenora Reid, Richmond City
Anthony Romanello, Henrico County
Matthew Harris, Chesterfield County
Kathleen Seay, Hanover County

↓

Contract Administration

Jack Berry, Contract Administrator, RRT
Deborah Baicy, Financial Services Coordinator, Chesterfield County

↓

Operations	Food Service	Long-Term Marketing
Spectra Venue Management	ARAMARK Corporation	RRT

GREATER RICHMOND
CONVENTION CENTER
AUTHORITY

FINANCIAL SECTION

GREATER RICHMOND
CONVENTION CENTER
AUTHORITY

Cherry Bekaert LLP
CPAs & Advisors

Report of Independent Auditor

Members of the Commission
Greater Richmond Convention Center Authority
Chesterfield, Virginia

Report on the Financial Statements

We have audited the accompanying financial statements of the Greater Richmond Convention Center Authority (the "Authority"), as of and for the year ended June 30, 2018, and the related notes to the financial statements, which collectively comprise the Authority's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America, the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, and the *Specifications for Audits of Authorities, Boards and Commissions,* issued by the Auditor of Public Accounts of the Commonwealth of Virginia. Those standards and specifications require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Authority, as of June 30, 2018, and the changes in its financial position, and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Authority's basic financial statements. The Introductory and Statistical Sections are presented for purposes of additional information and are not a required part of the basic financial statements. The Introductory and Statistical Sections have not been subjected to the auditing procedures applied in the audit of the basic financial statements and, accordingly, we do not express an opinion or provide any assurance on them.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated September 20, 2018, on our consideration of the Authority's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Authority's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Authority's internal control over financial reporting and compliance.

Cherry Bekaert LLP

Richmond, Virginia
September 20, 2018

This section of the Greater Richmond Convention Center Authority's (the "Authority") Comprehensive Annual Financial Report presents our discussion and analysis of the Authority's financial performance as of and during the fiscal year ended June 30, 2018. Please read it in conjunction with the Authority's financial statements and notes, which follow this section.

FY 2018 FINANCIAL HIGHLIGHTS

- Total net position increased $5,208,073 (7.3%) to $76,068,086.
- Capital assets net of accumulated depreciation decreased by $2,985,867 (1.9%) to $151,244,415.
- Long-term debt outstanding decreased $6,664,661 (5.8%) to $108,879,965.
- Revenues increased $1,945,291 (6.7%) to $30,924,596.
- Expenses increased $1,672,805 (7.0%) to $25,716,523.

OVERVIEW OF THE FINANCIAL STATEMENTS

The Authority's annual report consists of two parts – management's discussion and analysis (this section) and the financial statements. The financial statements offer financial information about the Authority's financial position, activities and additional information about its cash flows. The activities of the Authority are accounted for as an enterprise fund, which is used to account for operations intended to recover all or a significant portion of their costs through user fees. Accordingly, the Authority's financial statements are presented in accordance with the economic resources measurement focus and the accrual basis of accounting.

FINANCIAL ANALYSIS OF THE AUTHORITY

Net position. The Authority's assets and deferred outflows of resources exceeded liabilities by $76,068,086 at the close of the most recent fiscal year. This represents a $5,208,073 (7.3%) increase from last year (see Table 1).

Table 1
Condensed Summary of Net Position
As of June 30, 2018 and 2017

	2018	2017
Assets:		
Current and other assets	$ 45,910,790	$ 42,389,113
Capital assets, net	151,244,415	154,230,282
Total assets	197,155,205	196,619,395
Deferred outflows of resources:		
Deferred amount on refunding, net	3,119,044	3,529,769
Liabilities:		
Long-term debt outstanding	108,879,965	115,544,626
Other liabilities	15,326,198	13,744,525
Total liabilities	124,206,163	129,289,151
Net position:		
Net investment in capital assets	55,361,494	52,093,425
Restricted	22,450,757	20,325,470
Unrestricted	(1,744,165)	(1,558,882)
Total net position	$ 76,068,086	$ 70,860,013

The largest portion of the Authority's net position reflects its investment in capital assets (e.g., land, buildings, improvements other than buildings, and equipment), less any related debt used to acquire those assets that is still outstanding (72.8% at June 30, 2018). The Authority uses these capital assets to provide services; consequently, these assets are not available for future spending. Although the Authority's investment in its capital assets is reported net of related debt, it should be noted that the resources needed to repay this debt must be provided from other sources, since the capital assets themselves cannot be used to liquidate these liabilities.

An additional portion of the Authority's net position (29.5% at June 30, 2018) represents resources that are subject to external restrictions on how they may be used. The remaining deficit balance (negative 2.3% at June 30, 2018) is unrestricted net position. Unrestricted net position is negative since the excess tax rebate payment is calculated in accordance with the Interlocal Agreement using total fiscal year hotel tax; however, the Indenture restricts the June and July hotel tax remittances for debt service based on the flow of funds. Therefore, at June 30, 2018, $5,262,615 of fiscal year 2018 hotel tax remittances are reported as restricted net position which are equally offset by related liabilities.

Changes in net position. The Authority's total revenues increased from the prior year by $1,945,291 (6.7%) to $30,924,596. Approximately 95.9% of the Authority's revenues came from transient occupancy taxes in fiscal year 2018. The remaining revenues are net food and beverage revenues, investment earnings, and transfer from operations for capital expenses. The Authority's total expenses increased from the prior year by $1,672,805 (7.0%) to $25,716,523. In fiscal year 2018, approximately 58.5% of the Authority's expenses relate to transient occupancy tax rebates to the participating localities, 16.0% of expenses relate to bond amortization and interest, 12.5% of expenses relate to depreciation expense, 9.8% of expenses relate to facility costs, and 3.2% of expenses relate to professional fees, insurance premiums and miscellaneous expenses (see Table 2).

Table 2
Condensed Summary of Changes in Net Position
Years ended June 30, 2018 and 2017

	2018	2017
Revenues:		
Operating revenues:		
Net food and beverage revenues	$ 722,839	$ 1,077,036
Non-operating revenues:		
Transient occupancy tax	29,661,267	27,686,324
Net investment earnings and other income	540,490	215,945
Total revenues	30,924,596	28,979,305
Expenses:		
Operating expenses:		
Depreciation expense	3,216,093	3,196,618
Facility operating expenses	2,518,707	2,388,398
Other expenses	731,215	670,474
Non-operating expenses:		
Transient occupancy tax rebate	15,033,795	13,438,385
Bond amortization and interest expense	4,123,873	4,315,187
Other expenses	92,840	34,656
Total expenses	25,716,523	24,043,718
Change in net position	5,208,073	4,935,587
Total net position, beginning of year	70,860,013	65,924,426
Total net position, end of year	$76,068,086	$70,860,013

The Authority's revenues increased by $1,945,291 (6.7%) and total expenses increased by $1,672,805 (7.0%) compared to prior year financial activity. Key elements contributing to these results are as follows:

- The transfer of transient occupancy tax from participating jurisdictions increased by $1,974,943 (7.1%) indicating signs of stability and a strong economy. The increase in the hotel average daily rate in the jurisdictions is driving the increase in the transient occupancy tax. Refer to Statistical Table IV for a summary of the occupancy rate and the average daily rate for the past ten years.
- Food and beverage revenues decreased $354,197 (32.9%). In the prior year, the Center hosted numerous events for a local business as they renovated their headquarter office and two events with a large food and beverage budget with no events to replace them in the current year. There were 11 less banquets with a 3,209 decrease in banquet attendance from the prior year. Refer to Note 6. B. of the notes to the financial statements for more detailed information related to the food and beverage operating agreement.
- Net investment earnings and other income increased by $324,545 (150.3%). Interest income increased $224,545 due to rising interest rates and the Authority received $100,000 for capital improvements in accordance with a contract extension.
- Transient occupancy tax rebate increased by $1,595,410 (11.9%) due to a $1,974,943 increase in hotel taxes less a $379,533 increase in the Authority's annual costs. See Note 8 to the financial statements for more detailed information related to the transient occupancy tax rebate payments.

CAPITAL ASSETS AND DEBT ADMINISTRATION

Capital Assets

At the end of fiscal year 2018, the Authority had invested $151,244,415 for land, buildings, improvements other than buildings, and equipment (See Table 3). This amount represents a net decrease of $2,985,867 (1.9%) from fiscal year 2017.

Table 3
Summary of Capital Assets
As of June 30, 2018 and 2017
(net of accumulated depreciation)

	2018	2017
Land	$ 20,202,899	$ 20,202,899
Buildings	128,599,705	131,418,899
Improvements other than buildings	872,181	961,609
Equipment	1,569,630	1,646,875
Total capital assets	$151,244,415	$154,230,282

The $2,985,867 decrease in capital assets is attributed to annual depreciation expense of $3,216,093, which was offset by the capitalization of additional capital costs incurred during the year in the amount of $230,226. More detailed information about the Authority's capital assets is presented in Note 4 of the notes to the financial statements.

Long-term Debt

At year-end, the Authority had $108,879,965 in bonds outstanding, net of bond premium, a decrease of $6,664,661 (5.8%) compared to fiscal year 2017. The reduction in long-term debt is primarily due to payments of bond principal during the fiscal year. More detailed information about the Authority's Hotel Tax Revenue Bonds liability is presented in Note 5 of the notes to the financial statements.

CONTACTING THE AUTHORITY'S FINANCIAL MANAGEMENT

This financial report is designed to provide customers, investors and creditors with a general overview of the Authority's finances and to demonstrate the Authority's accountability for the money it receives. If you have questions about this report or need additional financial information, contact Chesterfield County Accounting Department, 9901 Lori Road, Chesterfield, Virginia 23832.

GREATER RICHMOND CONVENTION CENTER AUTHORITY
Statement of Net Position
June 30, 2018

ASSETS:		
Current assets:		
Cash and cash equivalents with fiscal agent (Note 3)	$	12,905,344
Accounts receivable (Note 6)		52,336
Advance for operations (Note 6)		288,240
Prepaid item		43,710
Restricted:		
Cash equivalents with trustee (Note 3)		2,606,098
Cash and cash equivalents with fiscal agent (Note 3)		4,552,703
Investments with trustee (Note 3)		4,491,601
Investments with fiscal agent (Note 3)		5,466,511
Due from participating jurisdictions (Note 8)		2,778,386
Interest receivable		5,550
Total restricted assets		19,900,849
Total current assets		33,190,479
Noncurrent assets:		
Restricted:		
Investments with trustee (Note 3)		5,287,021
Investments with fiscal agent (Note 3)		7,433,290
Capital assets (Note 4):		
Land		20,202,899
Buildings		172,544,697
Improvements other than buildings		2,231,780
Equipment		3,618,224
Accumulated depreciation		(47,353,185)
Net capital assets		151,244,415
Total noncurrent assets		163,964,726
Total assets		197,155,205
DEFERRED OUTFLOWS OF RESOURCES:		
Deferred amount on refunding, net of amortization (Note 5)		3,119,044
LIABILITIES:		
Current liabilities:		
Liabilities payable from restricted assets:		
Accounts payable		88,122
Accrued interest on bonds payable (Note 5)		204,281
Total liabilities payable from restricted assets		292,403
Due to participating jurisdictions (Note 8)		15,033,795
Bonds payable, net (Note 5)		6,856,027
Total current liabilities		22,182,225
Noncurrent liabilities:		
Bonds payable, net (Note 5)		102,023,938
Total liabilities		124,206,163
NET POSITION:		
Net investment in capital assets		55,361,494
Restricted for:		
Debt service		5,086,326
Operations		6,357,525
Renewal and replacement		11,006,906
Unrestricted		(1,744,165)
Total net position	$	76,068,086

See accompanying notes to the financial statements.

GREATER RICHMOND CONVENTION CENTER AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
For the Year Ended June 30, 2018

Operating revenues:	
Net food and beverage revenues (Note 6)	$ 722,839
Operating expenses:	
Operator expenses, net (Note 6)	1,883,976
Depreciation expense (Note 4)	3,216,093
Marketing	456,848
Professional services	534,153
Insurance	192,931
Facility expenses	177,883
Miscellaneous	4,131
Total operating expenses, net	6,466,015
Operating loss	(5,743,176)
Non-operating revenues (expenses):	
Transient occupancy tax (Notes 7 and 8)	29,661,267
Interest income	440,490
Transfer from Aramark for capital	100,000
Net decrease in fair value of investments	(92,840)
Transient occupancy tax rebate (Note 8)	(15,033,795)
Bond amortization and interest expense (Note 5)	(4,123,873)
Net non-operating revenues	10,951,249
Change in net position	5,208,073
Total net position, beginning of year	70,860,013
Total net position, end of year	$ 76,068,086

See accompanying notes to the financial statements.

GREATER RICHMOND CONVENTION CENTER AUTHORITY
Statement of Cash Flows
For the Year Ended June 30, 2018

Cash flows from operating activities:		
Payments to the Operator	$	(1,759,400)
Payments for Authority operating expenses		(1,150,216)
Payments for facility operating expenses		(168,438)
Receipts from food service operations		779,034
Net cash used in operating activities		(2,299,020)
Cash flows from non-capital financing activities:		
Receipt of transient occupancy tax		29,394,540
Payment of transient occupancy tax rebate		(13,438,385)
Net cash provided by non-capital financing activities		15,956,155
Cash flows from capital and related financing activities:		
Receipt from food service operator for capital expenses		100,000
Payments for principal on bonds		(5,255,000)
Payments for interest on bonds		(5,136,561)
Purchase of capital assets		(278,144)
Net cash used in capital and related financing activities		(10,569,705)
Cash flows from investing activities:		
Proceeds from maturity of investments		12,150,000
Proceeds used for purchase of investments		(16,591,006)
Interest received		436,781
Net cash used in investing activities		(4,004,225)
Net decrease in cash and cash equivalents		(916,795)
Cash and cash equivalents with fiscal agent and trustee, beginning of year		20,980,940
Cash and cash equivalents with fiscal agent and trustee, end of year	$	20,064,145
Reconciliation of operating loss to net cash used in operating activities:		
Operating loss	$	(5,743,176)
Adjustments to reconcile operating loss to net cash used in operating activities:		
Depreciation expense		3,216,093
Change in assets and liabilities:		
Decrease in accounts receivable		56,195
Decrease in advance for operations		124,576
Increase in accounts payable		47,932
Increase in prepaid items		(640)
Net cash used in operating activities	$	(2,299,020)

See accompanying notes to the financial statements.

1. DESCRIPTION OF THE AUTHORITY AND ITS ACTIVITIES

The Greater Richmond Convention Center Authority (the "Authority"), a political subdivision of the Commonwealth of Virginia, was created on January 9, 1998 pursuant to the Public Recreational Facilities Authorities Act, Chapter 56 of Title 15.2, Code of Virginia. The political subdivisions participating in the incorporation of the Authority are the City of Richmond (the "City") and the Counties of Chesterfield, Hanover and Henrico. The Authority is governed by a five-member commission comprised of the chief administrative officer of each of the four incorporating political subdivisions and the President/CEO of the Retail Merchants Association.

The Authority was created to acquire, finance, expand, renovate, construct, lease, operate and maintain the facility and grounds of a visitors and convention center or centers. The facility was completed in February 2003 and is referred to as the Greater Richmond Convention Center. The Authority has responsibility for the operation and maintenance of the facility.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Financial Reporting Model - The financial statements presented for the Authority are prepared in accordance with U.S. generally accepted accounting principles ("GAAP") applicable to governmental units, as prescribed by the Governmental Accounting Standards Board ("GASB"). GAAP sets the reporting model requirements for the annual financial reports of state and local governments. For entities like the Authority that are engaged solely in business-type activities, the annual financial report includes:

- Management's Discussion and Analysis – GAAP requires that financial statements be accompanied by a narrative introduction and analytical overview of the Authority's financial activities in the form of "management's discussion and analysis."
- Statement of Net Position – The Statement of Net Position is designed to display the financial position of the Authority. The net position of the Authority is broken down into three categories – (1) net investment in capital assets, (2) restricted for debt service, operations, and renewal and replacement, and (3) unrestricted.
- Statement of Revenues, Expenses and Changes in Net Position – The Statement of Revenues, Expenses and Changes in Net Position is designed to display the financial activities of the entity for the period under audit.
- Statement of Cash Flows – The Statement of Cash Flows is designed to display the cash inflows and outflows for the operating, financing and investing activities of the Authority. The direct method of presenting cash flows is utilized.

B. Basis of Accounting
The Authority uses the accrual basis of accounting and the economic resources measurement focus. Under this method of accounting, revenues are recognized when earned and expenses are recognized when incurred. Operating revenues consist of net food and beverage revenues. Operating expenses include the net cost of services incurred for operations, administrative expenses, contractual services, and depreciation on capital assets. All revenues and expenses not meeting this definition of "operating" are reported as non-operating revenues and expenses.

C. Investment Policy

The Authority follows a deposit and investment policy in accordance with the Commonwealth of Virginia statutes. Investments with a maturity date of greater than one year from the date of purchase are stated at fair value and money market investments with a maturity date of one year or less from the date of purchase are stated at amortized cost, which approximates fair value, in accordance with GAAP. Deposit and investment instruments include Commonwealth of Virginia Local Government Investment Pool (the "LGIP"), money market funds, Virginia Investment Pool Fund (the "VIP") and U.S. Government securities. Investments are generally on deposit with banks and savings and loan institutions and are collateralized under the provisions of the Virginia Security for Public Deposits Act, Section 2.1 - 359 et seq. Securities are held in safekeeping by the respective financial institutions.

D. Cash Equivalents

For the purpose of the Statement of Cash Flows, all highly liquid investments, including restricted assets, with a maturity of three months or less when purchased are considered to be cash equivalents.

E. Restricted Assets

Certain cash, cash equivalents, investments and amounts due from participating jurisdictions are classified as restricted assets on the Statement of Net Position. The trust indenture requires the Authority to maintain a debt service reserve fund, an operating reserve fund, and a renewal and replacement account. The Trustee maintains funds reserved for debt service in the amount of $12,384,720 and the fiscal agent maintains the operating reserve fund in the amount of $6,400,000 and the renewal and replacement account in the amount of $11,052,504. At June 30, 2018, the localities had collected $2,778,386 (Note 8) of transient occupancy tax that was remitted to the Authority for debt service subsequent to year-end. When both restricted and unrestricted resources are available for use, it is the Authority's policy to use restricted resources first, and then unrestricted resources, as they are needed.

F. Bond Premiums and Deferred Amount on Refunding

Bond premiums and deferred amount on refunding are amortized over the life of the bonds using the bonds outstanding method.

G. Capital Assets

Capital assets include land, buildings, improvements other than buildings, and equipment. Capital assets acquired are stated at cost. The standard threshold for capitalization of tangible property is $5,000 or more per unit with an expected useful life greater than one year. The standard threshold for capitalization of computer software is $50,000 with an expected useful life greater than one year. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend assets lives are not capitalized. When capital assets are sold or retired, their cost and related accumulated depreciation are removed from the accounts and any resulting gains or losses are reflected in the results of operations.

Depreciation has been provided over estimated useful lives using the straight-line method. The estimated useful lives for capital assets are as follows: buildings range from 40 to 60 years, improvements other than buildings range from 8 to 25 years, and equipment ranges from 8 to 10 years.

(continued)

H. Risk Management

The Authority maintains all-risk property insurance on the building and contents at replacement cost. The property policy also provides coverage for boiler and machinery risks. In addition, the Authority obtains general liability insurance to cover the premises liability and public officials' liability insurance through the Virginia Municipal League program. Global Spectrum, L.P., now doing business as Spectra Venue Management (the "Operator") assumes responsibility for the operational insurance coverages. There has not been any reduction in insurance coverage from the prior year and the amount of settlements in each of the past three years did not exceed the amount of insurance coverage.

I. Income Taxes

The Authority is a governmental entity and, therefore, is exempt from federal and state income taxes.

3. DEPOSITS AND INVESTMENTS WITH FISCAL AGENT AND TRUSTEE

As of June 30, 2018, the fair value of the Authority's deposits and investments, with their respective credit ratings, was as follows:

Investment Type	Fair Value	Credit Rating
Demand deposits	$ 4,757,382	N/A
Federal Home Loan Bank	8,207,890	AA+
Federal Farm Credit Bank	6,274,567	AA+
Freddie Mac	3,481,733	AA+
Federal Home Loan Mortgage Corporation	1,767,788	AA+
US Treasury Note	2,946,445	AAAm
LGIP	15,306,763	AAAm
Total deposits and investments	$42,742,568	

A. Credit Risk

The County of Chesterfield, Virginia (the "County") acts as fiscal agent for the Authority and, per agreement, invests the Authority's cash balance. Accordingly, the Authority is subject to the County's investment policy. In accordance with the Code of Virginia and other applicable law, including regulations, the County's investment policy (the "Policy") permits investments in U.S. Government obligations, obligations of the Commonwealth of Virginia or political subdivisions thereof, prime quality commercial paper, and certain corporate notes, bankers' acceptances, repurchase agreements, negotiable certificates of deposit, the LGIP and VIP.

The Virginia Security for Public Deposits Act (the "Act") requires financial institutions holding public deposits in excess of amounts covered by federal insurance to pledge collateral to a pool in the name of the State Treasury Board. The State Treasury Board is responsible for monitoring compliance with the requirements of the Act and for notifying local governments of compliance by banks and savings and loans. If the value of the pool's collateral is inadequate to cover a loss, additional amounts would be assessed on a pro rata basis to the members of the pool. Accordingly, all deposits in banks and savings and loans are considered to be insured.

(continued)

The LGIP is an externally managed investment pool that is not registered with the Securities Exchange Commission but is managed in accordance with GAAP and has been rated AAAm by Standard & Poor's, the highest rating awarded to such funds. Pursuant to the Code of Virginia, the Treasury Board of the Commonwealth sponsors the LGIP and has delegated certain functions to the State Treasurer. The LGIP reports to the Treasury Board at their regularly scheduled monthly meetings. The LGIP values portfolio securities by the amortized cost method and on a weekly basis this valuation is compared to current market to monitor any variance. The fair value of the Authority's position in the pool is the same as the value of the pool shares.

The VIP is a Section 115 governmental trust fund created under the Joint Exercise of Powers statute of the Commonwealth of Virginia to provide political subdivisions with an investment vehicle to pool surplus funds and to invest such funds into one or more investment portfolios under the direction and daily supervision of a professional fund manager. The VIP is governed by a Board of Trustees. The VIP Trust seeks to maintain a bond fund rating on the Portfolio of AA/S1 or better from Standard & Poor's.

The Policy establishes limitations by type of instrument. The maximum percentage of the portfolio (book value at the date of acquisition) permitted in each security is as follows:

Bankers' acceptances	40% maximum
Commercial paper	35% maximum
LGIP	75% maximum
VIP	75% maximum
Money market funds	75% maximum
Negotiable certificates of deposit – commercial banks	100% maximum
Negotiable certificates of deposit – savings & loan associations	10% maximum
Repurchase agreements	25% maximum
U.S. Treasury obligations	80% maximum
U.S. Government agency securities and instruments of government sponsored organizations	80% maximum

As required by State statute, the Policy requires that commercial paper have a short-term debt rating of no less than "A-1" (or its equivalent) from at least two of the following: Moody's Investors Service, Standard & Poor's, Fitch Investor's Service and Duff and Phelps, Inc. Corporate notes, negotiable certificates of deposit and bank deposit notes maturing in less than one year must have a short-term debt rating of at least "A-1" by Standard & Poor's and "P-1" by Moody's Investor Service. Notes having a maturity of greater than one year must be rated at least "AA" by Standard & Poor's and "Aa" by Moody's Investor Service. All credit ratings in the table on page 22 are ratings by Standard & Poor's. Deposits and investments not exposed to credit quality risk, as defined by GAAP, are designated as "N/A" in the credit rating column in the table.

B. Custodial Credit Risk

For an investment, custodial credit risk is the risk that, in the event of the failure of the counterparty, the depositor will not be able to recover the value of its investments or collateral securities that are in the possession of outside party. As of June 30, 2018, \$2,606,098 of the \$4,757,382 in demand deposits was exposed to custodial credit risk as follows:

Uninsured and partially collateralized with securities held by the pledging financial institution but not in the Authority's name	$2,606,098

C. Concentration of Credit Risk

The Policy establishes limitations on portfolio composition by issuer in order to control concentration of credit risk as follows:

Bankers' acceptances	25% maximum
Negotiable certificates of deposit – commercial banks	45% maximum
Negotiable certificates of deposit – savings & loan associations	$100,000
Commercial paper	25% maximum
LGIP	75% maximum
VIP	75% maximum
Each federal agency	No maximum
Each repurchase agreement counterparty	10% maximum
U.S. Treasury	No maximum

As of June 30, 2018, excluding the demand deposits and LGIP, the Authority's investment portfolio is as follows:

Issuer	% of Portfolio
Federal Home Loan Bank	36.2%
Federal Farm Credit Bank	27.7%
Freddie Mac	15.3%
Federal Home Loan Mortgage Corporation	7.8%
U.S. Treasury Note	13.0%

D. Interest Rate Risk

As a means of limiting exposure to fair value losses arising from rising interest rates, the Policy limits the investment of operating funds to investments with a stated maturity of no more than 2.5 years from the date of purchase. Proceeds from the sale of bonds must be invested in compliance with the specific requirements of the bond covenants and may be invested in securities with longer maturities.

As of June 30, 2018, the Authority had the following investments and maturities:

Investment Type	Fair Value	Maturity Date
Federal Home Loan Mortgage Corporation	$ 1,767,788	August 24, 2018
Federal Farm Credit Bank	1,792,386	December 27, 2018
Federal Farm Credit Bank	1,984,778	February 11, 2019
Freddie Mac	3,481,733	February 25, 2019
Federal Home Loan Bank	931,427	June 28, 2019
Federal Home Loan Bank	1,977,120	August 28, 2019
Federal Home Loan Bank	3,309,901	September 13, 2019
US Treasury Note	2,946,445	February 15, 2020
Federal Home Loan Bank	1,989,442	March 6, 2020
Federal Farm Credit Bank	2,497,403	May 15, 2020
Subtotal, government agencies	22,678,423	
LGIP	15,306,763	July 1, 2018
Total investments	$37,985,186	

The following investments are callable investments with call dates as indicated below. All other instruments are non-callable.

Investment Type	Fair Value	Call Date
Federal Farm Credit Bank	$1,792,386	July 9, 2018
Federal Farm Credit Bank	1,984,778	July 9, 2018
Federal Home Loan Mortgage Corporation	1,767,788	August 24, 2018
Freddie Mac	3,481,733	August 25, 2018
Federal Home Loan Bank	931,427	September 28, 2018

E. Fair Value Hierarchy

The Authority's portfolio categorizes its fair value measurements within the fair value hierarchy established by GAAP. The hierarchy is based on the valuation inputs used to measure the fair value of investments with Level 1 inputs being quoted prices in active markets for identical assets; Level 2 inputs being significant other observable inputs; and Level 3 inputs being significant unobservable inputs.

The following table sets forth by level, within the fair value hierarchy, the Authority's assets at fair value as of June 30, 2018:

Investments by fair value – Level 2	Fair Value
Government agencies – fixed income	$22,678,423

Government agencies classified in Level 2 of the fair value hierarchy are valued using a matrix pricing technique to value securities based on the securities' relationship to benchmark quoted prices.

4. CAPITAL ASSETS

Capital asset activity for the year ended June 30, 2018 was as follows:

	Balance July 1, 2017	Increases	Balance June 30, 2018
Capital assets not being depreciated:			
Land	$ 20,202,899	$ -	$ 20,202,899
Capital assets being depreciated:			
Buildings	172,479,329	65,368	172,544,697
Improvements other than buildings	2,231,780	-	2,231,780
Equipment	3,453,366	164,858	3,618,224
Total capital assets being depreciated	178,164,475	230,226	178,394,701
Less accumulated depreciation for:			
Buildings	41,060,430	2,884,562	43,944,992
Improvements other than buildings	1,270,171	89,428	1,359,599
Equipment	1,806,491	242 103	2,048,594
Total accumulated depreciation	44,137,092	3,216,093	47,353,185
Total capital assets being depreciated, net	134,027,383	(2,985,867)	131,041,516
Capital assets, net	$154,230,282	$(2,985,867)	$151,244,415

5. HOTEL TAX REVENUE BONDS

On February 29, 2000, the Authority issued bonds for the purpose of (1) financing a portion of the costs of the acquisition, expansion, renovation and replacement of a convention center facility, including the construction of access, streetscape and other improvements; (2) funding a debt service reserve fund for the Series 2000 Bonds; (3) funding payment of a portion of the interest on the bonds through December 15, 2002; and (4) paying the costs of issuing the bonds. As of June 30, 2018, there were no Series 2000 Bonds outstanding.

On August 15, 2003, the Authority issued a $6,000,000 bond to pay the cost of completing the construction of the convention center and costs associated with the bond issuance. The Series 2003 Bond was issued as a single, registered bond. On March 16, 2012, $3,260,000 of the bonds outstanding was refinanced by decreasing the interest rate on the Series 2003 Bonds from 4.19% to 2.13% per year.

On March 16, 2005, the Authority issued $148,735,000 in Hotel Tax Revenue Refunding Bonds, the proceeds of which were used to refund $138,275,000 of the outstanding Series 2000 Bonds; fund a debt service reserve fund for the Series 2005 Bonds; and pay the costs of issuing the refunding bonds. As of June 30, 2018, there were no Series 2005 Bonds outstanding.

On March 19, 2015, the Authority issued $111,245,000 in Hotel Tax Revenue Refunding Bonds, the proceeds of which, together with other available funds, were used to defease and refund the entire outstanding Series 2005 Bonds in the aggregate principal amount of $124,815,000 and pay the costs of issuing the refunding bonds.

Revenue bonds outstanding at June 30, 2018 are as follows:

	Original Issue Amount	Interest Rates	Annual Principal Requirements	Amount Outstanding
2003 Hotel Tax, Due 2019	$6,000,000	2.13%	$525,000	$ 525,000
2015 Hotel Tax, Due 2032	$111,245,000	5.00%	$4,990,000 - $9,330,000	97,650,000
Total revenue bonds				98,175,000
Add: Premium				10,704,965
Net revenue bonds				$108,879,965

Debt service requirements to maturity for the revenue bonds are as follows:

Year Ended June 30,	Principal	Interest	Total
2019	$ 5,515,000	$ 4,888,091	$ 10,403,091
2020	5,235,000	4,633,000	9,868,000
2021	5,505,000	4,371,250	9,876,250
2022	5,780,000	4,096,000	9,876,000
2023	6,065,000	3,807,000	9,872,000
2024-2028	35,190,000	14,171,250	49,361,250
2029-2032	34,885,000	4,459,750	39,344,750
Total	$98,175,000	$40,426,341	$138,601,341

(continued)

A summary of long-term debt transactions for the year ended June 30, 2018 is as follows:

	Balance July 1, 2017	Decrease	Balance June 30, 2018	Amounts Due Within One Year
Bonds payable	$103,430,000	$5,255,000	$ 98,175,000	$5,515,000
Add: Premium	12,114,626	1,409,661	10,704,965	1,341,027
Net bonds payable	$115,544,626	$6,664,661	$108,879,965	$6,856,027

For the year ended June 30, 2018, the Authority reported total bond amortization and interest expense in the amount of $4,123,873. This includes $5,136,561 of interest paid on the Series 2003 and 2015 Bonds, $410,725 of deferred amount on refunding costs amortization and $204,281 of interest accrued for the Series 2003 and 2015 Bonds, less $1,409,661 of bond premium amortization and $218,033 of interest accrued in the prior year.

6. OPERATING AGREEMENTS

A. Operations

On July 1, 2012, the Authority entered into an operating agreement with the Operator, to manage and operate the Greater Richmond Convention Center. The agreement requires the Authority to provide the Operator with all funds necessary to pay operating expenses incurred to the extent that operating revenues are insufficient. For the year ended June 30, 2018, the Operator had a deficit of $1,883,976. The Authority paid a total of $1,759,400 to the Operator during the current year, which includes the Operator's deficit, an advance of $288,240 at June 30, 2018, less previous year's advance of $412,816.

The Authority reimburses the Operator for capital expenditures made in accordance with the approved capital expense budget. Total payments to the Operator in fiscal year 2018 for capital expenditures were $323,740. The Authority reimbursed the Operator $67,966 for expenses accrued in the previous year and accrued a liability in the amount of $45,598 at year-end for reimbursement of capital expenses.

The Operator's financial activity for the year ended June 30, 2018 is reported below:

Operating revenues	$ 3,350,151
Operating expenses	(5,473,040)
Operating loss	(2,122,889)
Non-operating revenues	238,913
Net loss	$(1,883,976)

B. Food Service

On July 1, 2008, the Authority entered into a food service management agreement with ARAMARK Corporation (the "Aramark") to provide food services at the Greater Richmond Convention Center. For the year ended June 30, 2018, Aramark reported Authority-related net operating profit of $722,839. During the year, the Authority received $779,034 from Aramark. This includes $108,531 for prior year accounts receivable and $670,503 for the current year's net income. As of June 30, 2018, the Authority accrued a total receivable from Aramark in the amount of $52,336. The food service financial activity for the year ended June 30, 2018 is reported as follows:

Operating revenues	$ 3,637,651
Operating expenses	(2,714,812)
Operating profit	922,839
Non-operating expenses	(200,000)
Net food and beverage revenues	$ 722,839

7. TRANSIENT OCCUPANCY TAX COLLECTIONS

Section 58.1-3819 of the Code of Virginia authorizes the Counties of Chesterfield, Hanover, and Henrico (the "Counties") to levy a 2% transient occupancy tax and the City to levy a 5% transient occupancy tax on accommodations rented for fewer than 30 consecutive days. In accordance with Section 58.1-3823 of the Code of Virginia, the Counties and the City levied additional taxes designated to be spent for the expansion of the convention center. Effective August 1, 1996, the Counties levied an additional 4% and the City levied an additional 1% tax, bringing all localities to a 6% tax. Effective August 1, 1998, an additional 2% tax was levied by all localities.

Each locality collects, administers and enforces the transient occupancy tax. All hotels are required to report its liability for the occupancy tax to the locality and remit the full amount of such taxes on or before the 20th day of the month following the month in which the liability occurred. On the 15th of the following month, the localities electronically transmit the tax collected to the Authority in accordance with the Hotel Tax Payment Agreement.

8. RELATED-PARTY TRANSACTIONS

Fiscal Agent Agreement: On April 17, 1998, the Commission of the Authority adopted a resolution designating Chesterfield County to act as its fiscal agent effective July 1, 1998 and the County accepted such designation. On May 19, 1999, the Authority entered into a fiscal services agreement with the County. The agreement specifies that the County provide services to the Authority to (1) direct and monitor the investment and disbursement of funds held by the trustee from future revenue bonds; (2) receive and manage revenues transferred on behalf of the Authority to the Treasurer of Chesterfield County; (3) maintain accounting records in accordance with GAAP and coordinate with outside independent auditors; (4) monitor and control the Authority's budget, and (5) secure arbitrage reporting and financial advisory services. In accordance with the terms of the fiscal agent agreement, during the current year, the Authority made payments of $85,875 to the County and accrued a liability for $28,625 at June 30, 2018. The agreement is effective until the Authority or the County gives written notice to the other of its desire to terminate the agreement.

Interlocal Agreement: Each locality intends that its respective tax payment will be sufficient to fund its allocated share of operating costs. If a locality's annual tax payment is not sufficient to meet its allocated share, each locality has agreed to appropriate and pay the amount of such deficiency in excess of $1.5 million to the Authority (the "Due To payment"). The Authority will deposit these funds into the Residual Account and distribute the funds to the other localities for tax remitted in excess of their allocated share. Any monies on deposit in the Authority's Residual Account at the end of each fiscal year will be distributed, subject to the approval of the Authority, to the participating jurisdictions as set forth in the Agreement.

(continued)

The first distribution of Residual Account monies is to rebate an amount equal to 25% percent of the aggregate tax payments made, provided that the participating jurisdiction's tax payment exceeded its allocated share. The total rebate for fiscal year 2018 is $5,206,031.

The second distribution of Residual Account monies is to rebate the amount of tax remitted in excess of the participating jurisdictions' respective allocated share. The total excess tax rebate for fiscal year 2018 is $9,827,764.

The City's tax payment exceeded its allocated share for fiscal year 2018 by $1,523,406. The excess amount was reduced by prior year's cumulative liability of $592,286 resulting in an excess tax rebate amount for the City of $931,120.

For the year ended June 30, 2018, the amount of transient occupancy tax revenue, the rebate and the excess tax owed to the Counties at year-end are noted as follows:

	Occupancy Tax	Rebate	Excess Tax Rebate	Total Rebate
City of Richmond	$ 8,837,142	$ -	$ 931,120	$ 931,120
Henrico County	13,897,900	3,474,475	5,701,265	9,175,740
Chesterfield County	5,757,601	1,439,400	2,573,875	4,013,275
Hanover County	1,168,624	292,156	621,504	913,660
Total	$29,661,267	$5,206,031	$9,827,764	$15,033,795

At June 30, 2018, the localities had collected $2,778,386 of transient occupancy tax that was remitted to the Authority subsequent to year-end.

GREATER RICHMOND CONVENTION CENTER AUTHORITY

STATISTICAL SECTION (unaudited)

This part of the Greater Richmond Convention Center Authority's Comprehensive Annual Financial Report presents detailed information as a context for understanding what the information in the financial statements, notes to the financial statements and required supplementary information says about the Authority's overall financial health.

GREATER RICHMOND
CONVENTION CENTER
AUTHORITY

Table I

GREATER RICHMOND CONVENTION CENTER AUTHORITY

Net Position

Last Ten Fiscal Years

	2018	2017	2016	2015	2014	2013*	2012	2011	2010	2009
Net investment in capital assets	$ 55,361,494	$ 52,093,425	$ 48,613,620	$ 45,281,550	$ 46,258,002	$ 44,528,299	$ 43,351,324	$ 42,386,117	$ 43,730,770	$ 41,505,302
Restricted for:										
Debt Service	5,086,326	4,861,566	4,794,050	4,521,806	4,012,934	3,636,615	3,817,157	3,797,901	4,289,448	3,768,765
Operations	6,357,525	6,395,964	6,386,862	6,371,568	6,370,323	6,329,070	6,393,838	6,359,765	6,370,269	6,376,959
Renewal and Replacement	11,006,906	9,067,940	7,590,643	5,898,059	5,053,455	4,455,847	3,983,309	3,272,962	3,385,692	3,425,900
Unrestricted	(1,744,165)	(1,558,882)	(1,460,749)	(1,134,430)	(1,133,057)	115,682	1,769,310	2,681,333	625,464	1,884,982
Total net position	$ 76,068,086	$ 70,860,013	$ 65,924,426	$ 60,938,553	$ 60,561,657	$ 59,065,513	$ 59,314,938	$ 58,498,078	$ 58,401,643	$ 56,961,908

* In fiscal year 2014, the Authority implemented GASB Statement No. 65, *Items Previously Reported as Assets and Liabilities* (GASB 65), which requires bond issuance costs to be recognized as an expense in the period incurred. As a result, net position as of June 30, 2013 was restated by $1,535,379. For statistical reporting purposes, net position amounts prior to June 30, 2013 were not restated.

Table II

GREATER RICHMOND CONVENTION CENTER AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
Last Ten Fiscal Years

	2018	2017	2016	2015	2014	2013*	2012	2011	2010	2009
Operating revenues:										
Net food and beverage revenues	$ 722,839	$ 1,077,036	$ 633,446	$ 857,785	$ 760,778	$ 496,956	$ 595,637	$ 612,706	$ 448,137	$ 779,364
Operating expenses:										
Operator expenses	1,883,976	1,677,367	1,742,899	1,858,183	1,888,218	1,961,518	2,065,161	1,955,367	1,954,406	2,077,314
Depreciation expense	3,216,093	3,196,618	3,123,387	3,090,019	3,072,278	3,085,365	3,122,401	3,130,904	3,127,009	3,131,706
Marketing	456,848	550,000	600,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000
Professional services	534,153	473,448	543,987	485,276	418,360	476,573	411,713	402,328	448,319	432,537
Insurance	192,931	192,396	192,395	203,536	234,138	222,453	161,316	190,421	188,341	180,663
Facility expenses	177,883	161,031	234,499	56,721	158,963	285,246	182,507	43,822	40,423	89,721
Miscellaneous	4,131	4,630	3,490	5,330	2,940	5,160	2,902	1,178	1,261	2,650
Total operating expenses	6,466,015	6,255,490	6,440,657	6,049,065	6,124,897	6,386,315	6,296,000	6,074,020	6,109,759	6,264,591
Operating loss	(5,743,176)	(5,178,454)	(5,807,211)	(5,191,280)	(5,364,119)	(5,889,359)	(5,700,363)	(5,461,314)	(5,661,622)	(5,485,227)
Non-operating revenues (expenses):										
Transient occupancy tax	29,661,267	27,686,324	26,594,206	24,103,596	21,839,527	21,872,033	20,975,079	18,917,344	17,971,985	19,295,991
Reimbursement from participating jurisdictions	-	-	5,369	704,572	1,349,636	1,272,419	1,573,963	1,408,986	1,997,142	2,008,656
Interest income	440,490	215,945	150,288	104,211	100,199	228,247	373,215	318,847	352,489	546,836
Net increase (decrease) in fair value of investments	(92,840)	(34,656)	16,985	4,711	43,433	(225,347)	(288,001)	(177,788)	66,738	284,034
Transfer from Aramark for capital	100,000	-	100,000	100,000	-	-	-	-	250,000	-
Transient occupancy tax rebate	(15,033,795)	(13,438,385)	(11,598,910)	(10,159,228)	(8,734,668)	(8,499,246)	(8,286,742)	(7,264,847)	(6,321,817)	(7,260,875)
Bond amortization and interest expense	(4,123,873)	(4,315,187)	(4,474,854)	(8,165,793)	(7,083,538)	(7,326,766)	(7,741,854)	(7,991,531)	(8,324,122)	(8,519,170)
Bond issuance costs	-	-	-	(1,138,893)	-	-	-	-	-	-
Loss on impairment of capital asset	-	-	-	-	-	-	-	-	(11,948)	-
Arbitrage rebate	-	-	-	-	-	-	-	417,609	-	-
Miscellaneous revenues	-	-	-	15,000	-	-	45,190	2,128	-	-
Net non-operating revenues	10,951,249	10,114,041	10,793,084	5,568,176	7,514,589	7,321,340	6,650,850	5,630,748	5,980,467	6,355,472
Extraordinary item - insurance recovery (disbursements), net	-	-	-	-	(654,326)	-	(133,627)	(72,999)	1,120,890	-
Change in net position	$ 5,208,073	$ 4,935,587	$ 4,985,873	$ 376,896	$ 1,496,144	$ 1,431,981	$ 816,860	$ 96,435	$ 1,439,735	$ 870,245

* Fiscal year 2013 was restated for the adoption of GASB 65. For statistical reporting purposes, amounts for fiscal years prior to June 30, 2013 were not restated.

Table III

GREATER RICHMOND CONVENTION CENTER AUTHORITY
Transient Occupancy Tax Collections
Last Ten Fiscal Years

The *Code of Virginia* authorizes the Counties of Chesterfield, Hanover, and Henrico (the Counties) to levy a two-percent and the City of Richmond to levy a five-percent transient occupancy tax. On August 1, 1996, the Counties levied an additional four-percent and the City levied an additional one-percent tax designated to be spent for the expansion of the convention center. On August 1, 1998, an additional two-percent tax was levied by all localities bringing the total tax to eight-percent. Beginning with the August 1999 transfer, all localities began remitting the entire eight-percent occupancy tax collected to the Authority.

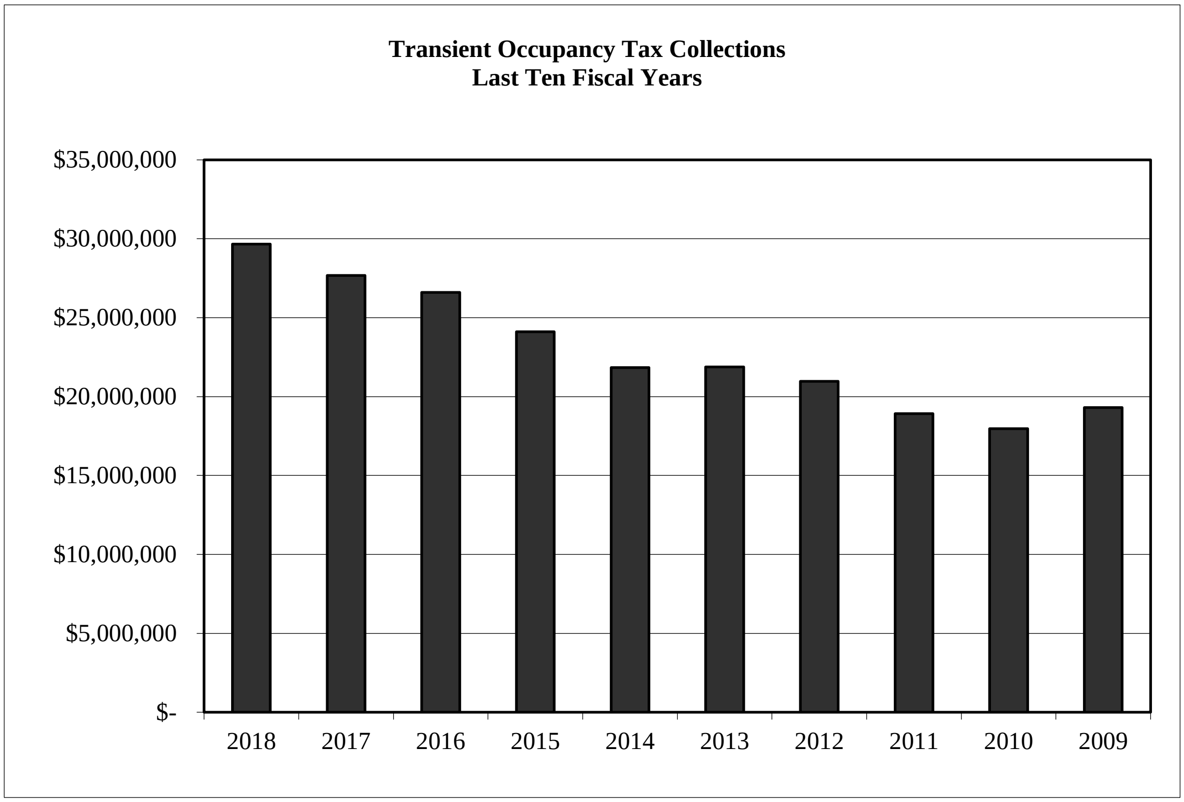

Table IV

GREATER RICHMOND CONVENTION CENTER AUTHORITY
Hotel Room Information
Last Ten Calendar Years

The following tables show the average occupancy rates and the average daily room rates for the current inventory of hotels, motels and other facilities offering guest rooms rented out for continuous occupancy for fewer than thirty days.

Occupancy Rates by Participating Jurisdiction*

Calendar	City of Richmond		Henrico County		Chesterfield County		Hanover County	
Year	Occupancy	% Change	Occupancy	% Change	Occupancy	% Change	Occupancy	% Change
2017	62.1%	-2.4%	67.9%	1.0%	64.0%	-1.5%	61.0%	29.0%
2016	63.6%	0.6%	67.2%	1.8%	65.0%	2.2%	47.3%	-0.2%
2015	63.2%	-3.7%	66.0%	13.8%	63.6%	3.1%	47.4%	
2014	65.6%	8.4%	58.0%	7.2%	61.7%	6.7%	*	
2013	60.5%	1.3%	54.1%	4.8%	57.8%	-8.1%	*	
2012	59.7%	1.2%	51.6%	3.2%	62.9%	6.3%	*	
2011	59.0%	11.1%	50.0%	7.5%	59.2%	4.6%	*	
2010	53.1%	9.5%	46.5%	1.3%	56.6%	2.5%	*	
2009	48.5%	-20.2%	45.9%	-17.7%	55.2%	-11.7%	*	
2008	60.8%	-6.9%	55.8%	-4.9%	62.5%	-3.5%	*	

* Information is not available for Hanover County.

Average Daily Room Rates (ADR) by Participating Jurisdiction*

Calendar	City of Richmond		Henrico County		Chesterfield County		Hanover County	
Year	ADR	% Change	ADR	% Change	ADR	% Change	ADR	% Change
2017	$131.84	5.9%	$95.17	1.4%	$83.66	3.0%	$94.52	7.9%
2016	124.52	3.2%	93.90	2.8%	81.21	4.2%	87.56	-1.3%
2015	120.69	24.6%	91.32	10.7%	77.94	7.1%	88.72	
2014	96.85	4.6%	82.49	3.2%	72.79	3.6%	*	
2013	92.60	1.7%	79.96	4.0%	70.26	1.1%	*	
2012	91.08	2.6%	76.87	3.0%	69.50	2.5%	*	
2011	88.73	-0.1%	74.62	0.9%	67.79	2.4%	*	
2010	88.81	-5.8%	73.96	-4.2%	66.23	-3.0%	*	
2009	94.27	-8.6%	77.19	-5.0%	68.28	-7.0%	*	
2008	103.12	21.4%	81.25	13.9%	73.39	21.9%	*	

* Information is not available for Hanover County.

Hotel Room Inventory

Calendar Year	Inventory	Calendar Year	Inventory
2017	16,566	2012	16,686
2016	16,500	2011	16,740
2015	16,646	2010	17,072
2014	16,568	2009	16,627
2013	16,751	2008	15,461

Source: Richmond Region Tourism

Table V

GREATER RICHMOND CONVENTION CENTER AUTHORITY
Ratios of Outstanding Debt
Last Ten Fiscal Years

Fiscal Year	Revenue Bonds	Transient Occupancy Tax	Hotel Room Inventory	Transient Occupancy Tax Per Hotel Room	Debt as Percentage of Transient Occupancy Tax	Debt per Hotel Room
2018	$108,879,965	$29,661,267	16,566	$ 1,790	367.08%	$ 6,572
2017	115,544,626	27,686,324	16,500	1,678	417.33%	7,003
2016	122,034,678	26,594,206	16,646	1,598	458.88%	7,331
2015	128,352,057	24,103,596	16,568	1,455	532.50%	7,747
2014	135,333,941	21,839,527	16,751	1,304	619.67%	8,079
2013*	140,511,655	21,872,033	16,686	1,311	642.43%	8,421
2012	135,451,937	20,975,079	16,740	1,253	645.78%	8,092
2011	139,334,064	18,917,344	17,072	1,108	736.54%	8,162
2010	142,991,899	17,971,985	16,627	1,081	795.64%	8,600
2009	146,388,792	19,295,991	15,461	1,248	758.65%	9,468

Transient occupancy tax is deemed to be a more appropriate economic base and calculating total debt per hotel room is more relevant for the Authority's operations.

* Fiscal year 2013 was restated for the adoption of GASB 65. For statistical reporting purposes, amounts for fiscal years prior to June 30, 2013 were not restated.

GREATER RICHMOND CONVENTION CENTER AUTHORITY
Pledged-Revenue Coverage
Last Ten Fiscal Years

In February 2000 and August 2003, the Authority issued hotel tax revenue bonds to finance the expansion of the convention center fund other debt related costs. In March 2005, the Authority issued hotel tax revenue refunding bonds, which were used to refund a portion of the outstanding Series 2000 bonds principal and other debt related costs. In March 2015, the Authority issued hotel tax revenue refunding bonds, which were used to refund the outstanding Series 2005 bonds principal and other debt related costs. The primary source of funds for the payment of the Series 2003 and the Series 2015 Hotel Tax Revenue Bonds is the pledged revenues, which include the entire transient occupancy tax remitted by the participating jurisdictions and investment earnings on the debt service reserve fund (DSRF). As of June 30, 2018, the Authority's outstanding debt consisted of Hotel Tax Revenue Bonds for the Series 2003 and the Series 2015 Bonds.

The following table shows the pledged revenues (transient occupancy tax plus interest earned on the DSRF), other revenues (other interest income, net increase or decrease in fair value of investments, operating revenues and miscellaneous income), operating expenses (excluding depreciation and facility expenses), the annual debt service requirement on the Bonds and the resulting debt service coverage ratio for pledged revenues and net revenues, for each of the ten fiscal years shown. More detailed information about the Authority's Hotel Tax Revenue Bonds liability is presented in Note 5 of the notes to the financial statements.

Hotel Tax Revenue Bonds

Fiscal Year	Pledged Revenues	Other Revenues	Less Operating Expenses	Net Revenues Available for Debt Service	Debt Service Requirements Principal	Interest	Total	Pledged Debt Service Coverage	Net Debt Service Coverage
2018	$ 29,774,671	$ 957,084	$ 3,072,039	$ 27,659,716	$ 5,255,000	$ 5,136,561	$ 10,391,561	286.53%	266.17%
2017	27,753,689	1,190,960	2,897,841	26,046,808	5,015,000	5,373,604	10,388,604	267.16%	250.72%
2016	26,694,067	800,858	3,082,771	24,412,154	4,780,000	5,599,472	10,379,472	257.18%	235.20%
2015	24,173,579	1,011,724	2,902,325	22,282,978	5,075,000	7,712,810	12,787,810	189.04%	174.25%
2014	21,918,843	825,094	2,893,656	19,850,281	4,835,000	6,613,816	11,448,816	191.45%	173.38%
2013	22,077,606	294,283	3,015,704	19,356,185	4,600,000	6,836,705	11,436,705	193.04%	169.25%
2012	21,323,173	377,947	2,891,053	18,810,067	4,395,000	7,124,288	11,519,288	185.11%	163.29%
2011	19,206,063	1,397,470	2,899,294	17,704,239	4,185,000	7,328,480	11,513,480	166.81%	153.77%
2010	18,275,767	563,582	2,942,327	15,897,022	3,975,000	7,530,609	11,505,609	158.84%	138.17%
2009	19,633,672	1,272,553	3,043,164	17,863,061	3,790,000	7,719,808	11,509,808	170.58%	155.20%

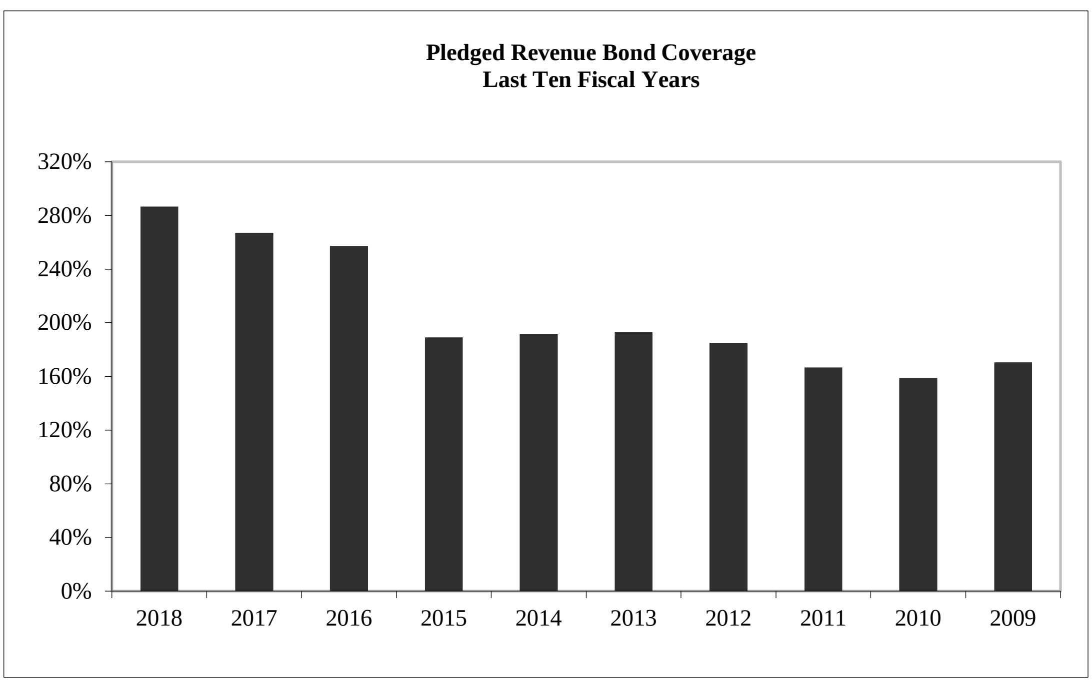

Table VII

GREATER RICHMOND CONVENTION CENTER AUTHORITY
Demographic and Economic Statistics for each Participating Jurisdiction
Last Ten Fiscal Years

	Chesterfield County (1)				Hanover County (2)			
Fiscal Year	Population	Personal Income ($000)	Per Capita Personal Income	Unemployment Rate	Population	Personal Income ($000)	Per Capita Personal Income	Unemployment Rate
2008	311,000	$ 13,642,654	$ 43,867	3.7%	99,713	$ 4,515,310	$ 45,283	3.4%
2009	314,000	13,207,921	42,063	6.6%	100,051	4,365,589	43,634	6.5%
2010	316,000	13,445,152	42,548	7.3%	100,408	4,458,362	44,402	6.6%
2011	318,000	14,034,086	44,132	6.8%	100,822	4,718,576	46,801	6.0%
2012	319,000	14,775,617	46,319	6.1%	101,586	4,907,381	48,308	5.5%
2013	323,000	14,913,720	46,173	5.7%	102,623	4,974,785	48,476	5.1%
2014	328,000	15,432,850	47,051	5.1%	104,124	5,244,783	50,371	4.6%
2015	332,000	16,285,085	49,051	4.3%	105,456	5,571,287	52,830	3.9%
2016	336,000	N/A	N/A	3.8%	107,152	5,660,887	52,830	3.5%
2017	339,000	N/A	N/A	3.7%	108,706	5,742,986	52,830	3.5%

	Henrico County (3)				Richmond City (4)			
Fiscal Year	Population	Personal Income ($000)	Per Capita Personal Income	Unemployment Rate	Population	Personal Income ($000)	Per Capita Personal Income	Unemployment Rate
2008	305,580	$ 13,839,779	$ 46,102	3.7%	202,867	$ 9,291,735	$ 45,941	5.8%
2009	307,832	12,978,091	42,584	7.2%	204,451	8,564,729	42,050	10.2%
2010	311,726	13,265,139	43,151	7.2%	204,214	8,736,377	42,772	10.5%
2011	315,157	13,823,694	44,529	7.0%	205,533	9,345,201	45,151	9.3%
2012	318,158	14,578,842	46,292	6.3%	210,309	10,148,048	47,975	9.0%
2013	321,374	15,128,147	47,482	5.9%	214,114	9,848,358	45,869	8.2%
2014	325,283	16,036,443	49,814	5.3%	217,853	10,194,285	46,794	6.7%
2015	329,227	19,005,848	58,452	4.5%	220,289	10,717,448	48,652	5.2%
2016	332,398	20,448,842	62,190	3.7%	223,170	N/A	40,758	4.1%
2017	335,922	22,001,394	66,167	3.7%	N/A	N/A	N/A	4.4%

Sources:
(1) Chesterfield County, Virginia, Comprehensive Annual Financial Report for the year ended June 30, 2017
(2) Hanover County, Virginia, Comprehensive Annual Financial Report for the year ended June 30, 2017
(3) Henrico County, Virginia, Comprehensive Annual Financial Report for the year ended June 30, 2017
(4) Richmond City, Virginia, Comprehensive Annual Financial Report for the year ended June 30, 2017

N/A = not available

Table VIII

GREATER RICHMOND CONVENTION CENTER AUTHORITY
Principal Private Employers in the Richmond Area
Current Year and Nine Years Ago

	2018 (1)			2009 (2)		
Employer	Estimated Number of Employees	Rank	Percentage of Principal Employment	Employees	Rank	Percentage of Principal Employment
Capital One Financial Corporation	11,262	1	7.7%	6,703	2	6.2%
Virginia Commonwealth University Health System	9,313	2	7.7%	7,399	1	6.9%
HCA Virginia Health System	7,628	3	3.1%	6,624	3	6.2%
Bon Secours Richmond Health System	7,136	4	3.1%	5,480	6	5.1%
Dominion Virginia Power / Dominion Resources	5,433	5	3.1%	5,761	5	5.4%
SunTrust Banks, Incorporated	3,810	6	3.1%	3,825	9	3.6%
Altria Group, Incorporated	3,800	7	3.1%	5,460	7	5.1%
Amazon.com	3,800	8	3.1%	-	n/a	-
Wells Fargo	2,902	9	3.1%	4,035	8	3.8%
Anthem Blue Cross and Blue Shield	2,655	10	3.1%	-	n/a	-
Wal-Mart Stores, Incorporated	-	n/a	-	6,238	4	5.8%
Ukrop's Super Markets, Incorporated	-	n/a	-	3,363	10	3.1%
Totals	57,739		39.8%	54,888		51.2%
Other Principal Private Employers (3)	40,243			52,413		48.8%
Total Employees in the Richmond Area	97,982			107,301		100.0%

Notes:

(1) Source of data for FY 2018: Greater Richmond Partnership, Top Private Employers, March 2018

(2) Source of data for FY 2009: Richmond Times-Dispatch, May 4, 2009 list of the Top 50 Richmond Area Employers.

(3) The Other Principal Private Employers number represents the amount and percentage of the remaining top 50 private employers within the Richmond Metropolitan Statistical Area.

n/a = not applicable

Table IX

GREATER RICHMOND CONVENTION CENTER AUTHORITY
Events at the Greater Richmond Convention Center
Last Ten Fiscal Years

Conventions event type noted below represents events marketed and booked by the RRT and all other events were marketed and booked by the Manager. The Center is marketed by the the RRT for events more than 18 months in the future and by the Manager for events less than 18 months in the future. The Authority has budgeted adequate funds to market a modern attractive convention, exhibit hall and ballroom facility. The following table provides information on the number and types of events held at the Center.

Events at the Greater Richmond Convention Center

	FY 2018			FY 2017			FY 2016			FY 2015			FY 2014		
Event Type	Events	Attendance	Average Attendance	Events	Attendance	Average Attendance	Events	Attendance	Average Attendance	Events	Attendance	Average Attendance	Events	Attendance	Average Attendance
Conventions	34	153,709	4,521	31	149,008	4,807	34	193,783	5,700	38	150,077	3,949	36	136,055	3,779
Trade Shows	4	2,655	664	6	2,915	486	4	2,925	731	6	3,270	545	5	2,375	475
Consumer Shows	17	58,901	3,465	15	67,752	4,517	13	46,124	3,548	15	75,228	5,015	17	73,181	4,305
Meetings	103	34,718	337	120	42,689	356	113	43,027	381	89	22,305	251	101	32,693	324
Special Events	97	58,271	601	115	51,879	451	137	55,915	408	121	58,950	487	142	69,757	491
Banquets	37	17,013	460	48	20,222	421	46	19,347	421	48	18,042	376	52	20,356	391
Sporting Events	2	31,779	15,890	2	29,035	14,518	3	29,080	9,693	7	32,811	4,687	9	35,638	3,960
Total	294	357,046	1,214	337	363,500	1,079	350	390,201	1,115	324	360,683	1,113	362	370,055	1,022

	FY 2013			FY 2012			FY 2011			FY 2010			FY 2009		
Event Type	Events	Attendance	Attendance	Events	Attendance	Attendance	Events	Attendance	Attendance	Events	Attendance	Attendance	Events	Attendance	Attendance
Conventions	42	126,885	3,021	35	90,466	2,585	34	86,010	2,530	31	78,821	2,543	34	99,413	2,924
Trade Shows	4	2,900	725	6	3,150	525	6	3,350	558	8	4,975	622	7	4,330	619
Consumer Shows	16	88,692	5,543	17	53,689	3,158	23	65,511	2,848	25	73,572	2,943	32	87,438	2,732
Meetings	72	17,770	247	81	24,964	308	93	20,637	222	112	24,751	221	116	19,920	172
Special Events	167	67,010	401	186	76,497	411	218	59,538	273	285	63,400	222	277	61,140	221
Banquets	48	20,710	431	43	19,745	459	40	14,520	363	46	19,176	417	50	23,622	472
Sporting Events	10	30,324	3,032	9	36,947	4,105	14	45,472	3,248	5	32,023	6,405	6	45,559	7,593
Total	359	354,291	987	377	305,458	810	428	295,038	689	512	296,718	580	522	341,422	654

Source: Global Spectrum, L.P. (doing business as Spectra Venue Management), Manager of the Center and the Richmond Region Tourism (RRT)

Table X

GREATER RICHMOND CONVENTION CENTER AUTHORITY
Capital Assets Statistics
Last Ten Fiscal Years

	Fiscal Year									
	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
Convention Center (square feet)	700,000	700,000	700,000	700,000	700,000	700,000	700,000	700,000	700,000	700,000
Grand ballroom (square feet)	30,550	30,550	30,550	30,550	30,550	30,550	30,550	30,550	30,550	30,550
Seating - theatre style	2,750	2,750	2,750	2,750	2,750	2,750	2,750	2,750	2,750	2,750
Seating - banquet style	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600
Seating - classroom style	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500
Rooms divisible into	3	3	3	3	3	3	3	3	3	3
Meeting rooms (square feet)	49,825	49,825	49,825	49,825	49,825	49,825	49,825	49,825	49,825	49,825
Number of flexible rooms	34	34	34	34	34	34	34	34	34	34
Lecture Hall (258 fixed seats)	1	1	1	1	1	1	1	1	1	1
Exhibit Hall (square feet)	178,159	178,159	178,159	178,159	178,159	178,159	178,159	178,159	178,159	178,159
Rooms divisible into	4	4	4	4	4	4	4	4	4	4
Parking deck	1	1	1	1	1	1	1	1	1	1
Number of parking spaces	440	440	440	440	440	440	440	440	440	440

Source: Global Spectrum, L.P. (doing business as Spectra Venue Management), Manager of the Center

COMPLIANCE SECTION

GREATER RICHMOND

CONVENTION CENTER AUTHORITY

Cherry Bekaert LLP
CPAs & Advisors

Report of Independent Auditor on the Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*

Members of the Commission
Greater Richmond Convention Center Authority
Chesterfield, Virginia

We have audited, in accordance with the auditing standards generally accepted in the United States of America, the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, and the *Specifications for Audits of Authorities, Boards and Commissions,* issued by the Auditor of Public Accounts of the Commonwealth of Virginia, the financial statements of the Greater Richmond Convention Center Authority (the "Authority"), as of and for the year ended June 30, 2018, and the related notes to the financial statements, which collectively comprise the Authority's basic financial statements, and have issued our report thereon dated September 20, 2018.

Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Authority's internal control over financial reporting ("internal control") to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Authority's internal control. Accordingly, we do not express an opinion on the effectiveness of the Authority's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Authority's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards* or the *Specifications for Audits of Authorities, Boards and Commissions.*

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Cherry Bekaert LLP

Richmond, Virginia
September 20, 2018