

CLEVELAND
MEDICAL
MART &
CONVENTION
CENTER



Cuyahoga
COUNTY OF OHIO

Project Update

May 3, 2011

Presented by Jeffrey R. Appelbaum

Project Summary

▶ Project Scope

- Building Size -- 1,003,000 sf
- Site Area -- 14.6 Acres
- Development Budget--\$465M
- Construction Schedule
 - Construction Start Date- January 3, 2011
 - Substantial Completion Date - August 31, 2013

▶ Project Components

- Convention Center -
 - 767,000 sf under Malls B and C
 - 230,000 sf high quality exhibit hall space
 - 60,000 sf high tech, flexible meeting room space
 - 31,000 sf column free ballroom space
- Medical Mart
 - 235,000 sf at St. Clair and Ontario
 - 100,000 sf permanent show room space
 - 11,000 sf junior ballroom
 - 2,000 sf retail
- Mall B and C Hardscape and Softscape



Critical Design Events

- ▶ **City Commission Design Approvals**
- ▶ **Landmarks Commission**
 - The project received final unanimous approval from the Landmarks Commission on 3/10/11 with the exception of two follow-up items which are subject of further study:
 - (1) appearance of fritted glass on North ballroom and (2) appearance of precast details above Lakeside entrance
- ▶ **Design Review Commission**
 - The Project received unanimous approval for Design Development on 1/20/2011, subject to follow-up review of site lighting, finishes on Malls B & C and exterior signage and graphics. Design Team is preparing to present for final Design Development approval on 5/19/11.
- ▶ **City Planning Commission**
 - Design Team presented to the City Planning Commission on 1/21/11. The Project received approval for Design Development with certain reservations to be addressed in final Design Development approval presentation scheduled for 5/20/11. Exterior graphics and signage will be presented on a later date.
- ▶ **Preparation of “Add Alternates” for Enhancement of Mall**
- ▶ **Completion and Review of 75% Construction Documents**

Construction Update

- ▶ Project remains on schedule for Fall 2013 Completion
- ▶ Demolition of Convention Center is 95% Complete
 - This week's scheduled demolition of the East Stair Tower and Loading Dock Connection at Lakeside Avenue will complete demo north of Lakeside.
 - Interior demolition continues in existing Exhibit Halls C and D on the lower level with more than 90% of the demolition completed.
 - South of Lakeside, Mall B rooftop demolition is 95% complete; demolition of the topping slab is 75% complete.
- ▶ 1964 addition to Public Auditorium
 - Physical separation between Public Auditorium and the 1964 addition is complete.
 - Demolition of the connector is approximately 75% complete.

Construction Update (cont'd)

- ▶ Focus on site is now switching to earth retention and foundations:
 - Continuing earth retention systems at West Block.
 - Installation of deep foundations including micropiles, augercast piles and caissons
- ▶ 95% of materials removed from site are being reused and/or recycled on multiple projects
- ▶ The “heroic” bathtub
 - ▶ Extraordinarily wet April
 - ▶ Dewatering via central utility corridor

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Progress Photos

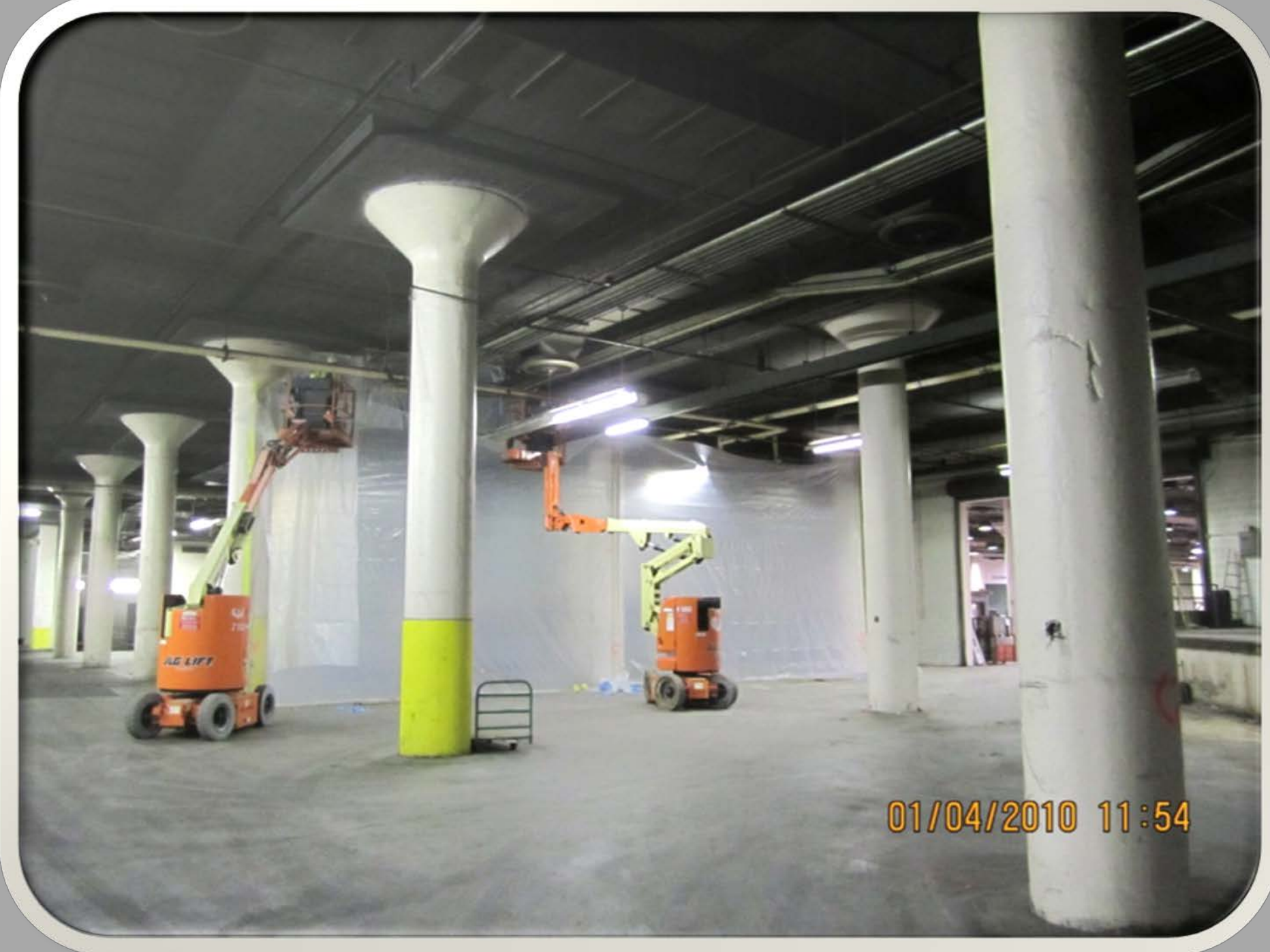
Construction Begins
January 3, 2011



01.03.2011 15:07



01.03.2011 15:07



01/04/2010 11:54



01/04/2010 12:26



01/06/2010 12:41



01/06/2010 12:46

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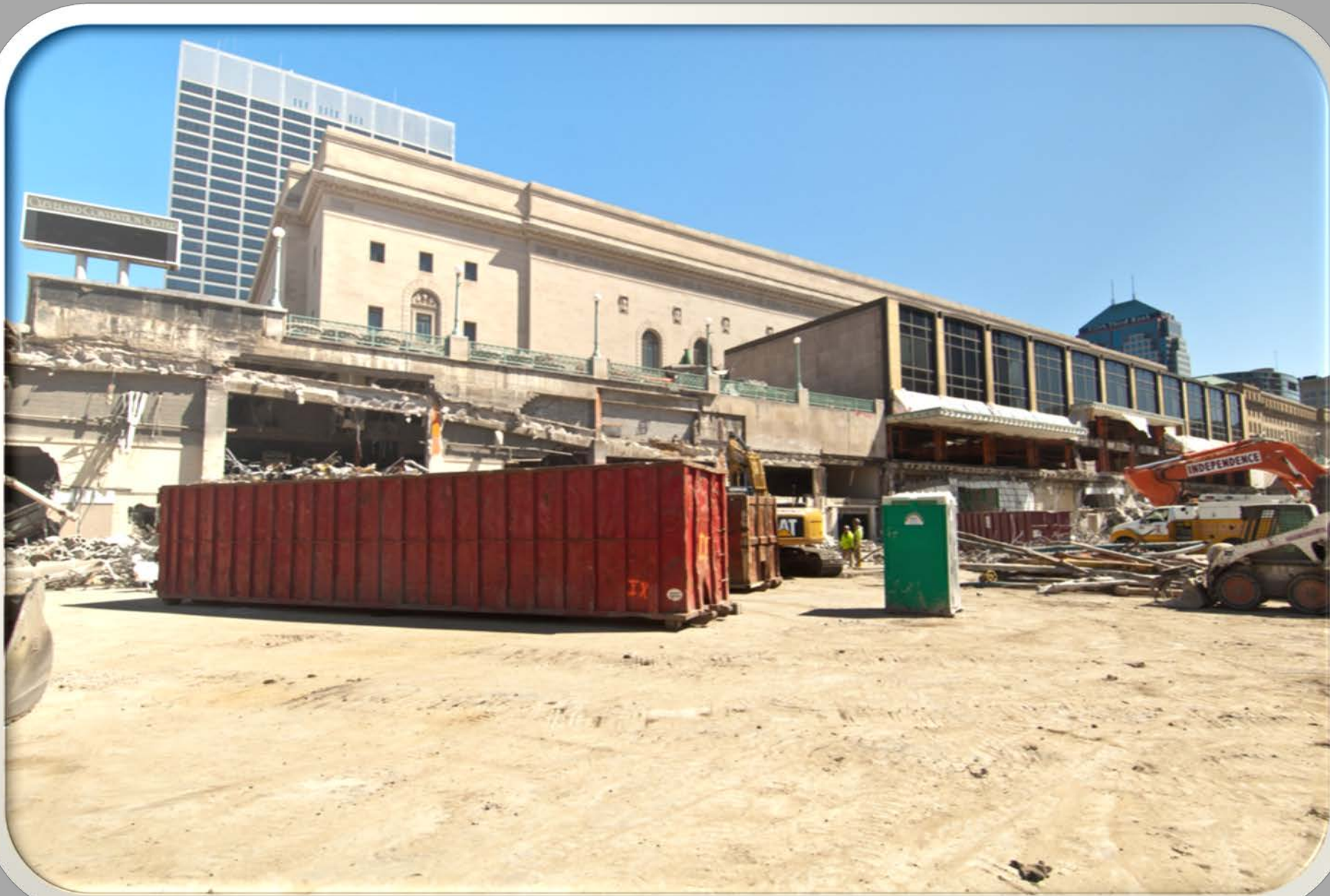


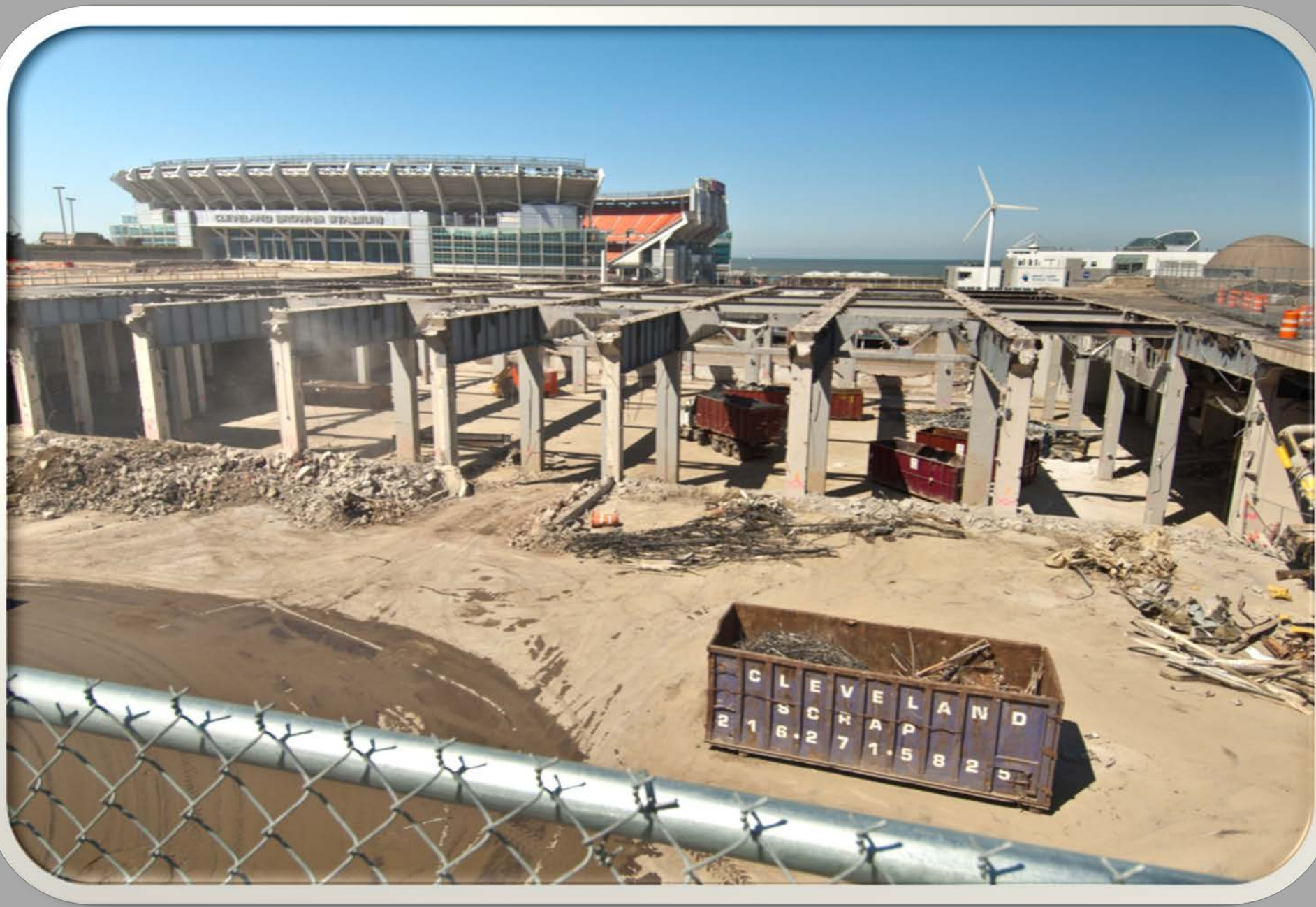
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Progress Photos

In the Middle of Demolition
March 29, 2011







CLEVELAND BROWNS STADIUM

CLEVELAND
SCHAFF
216.271.5825





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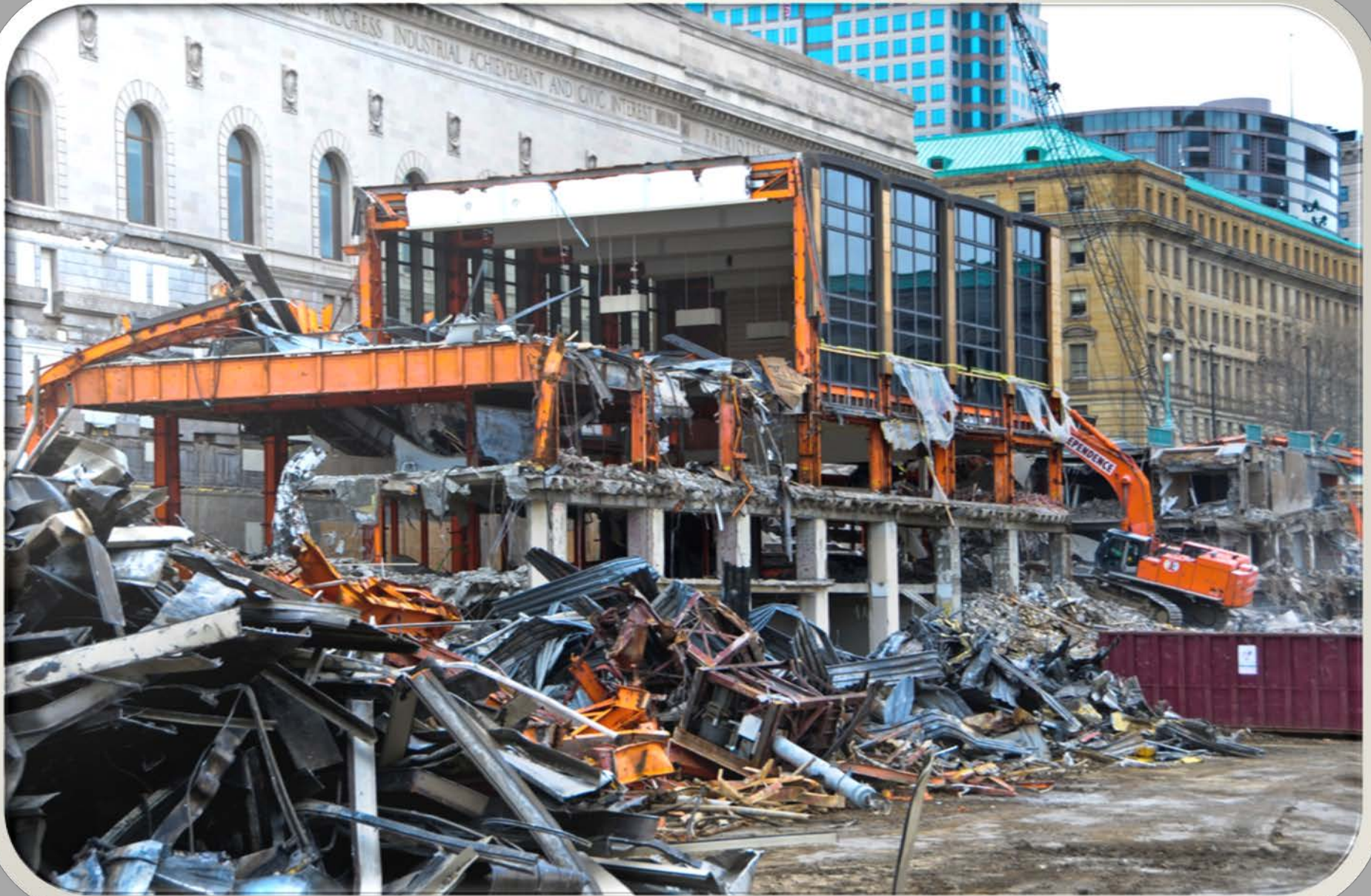


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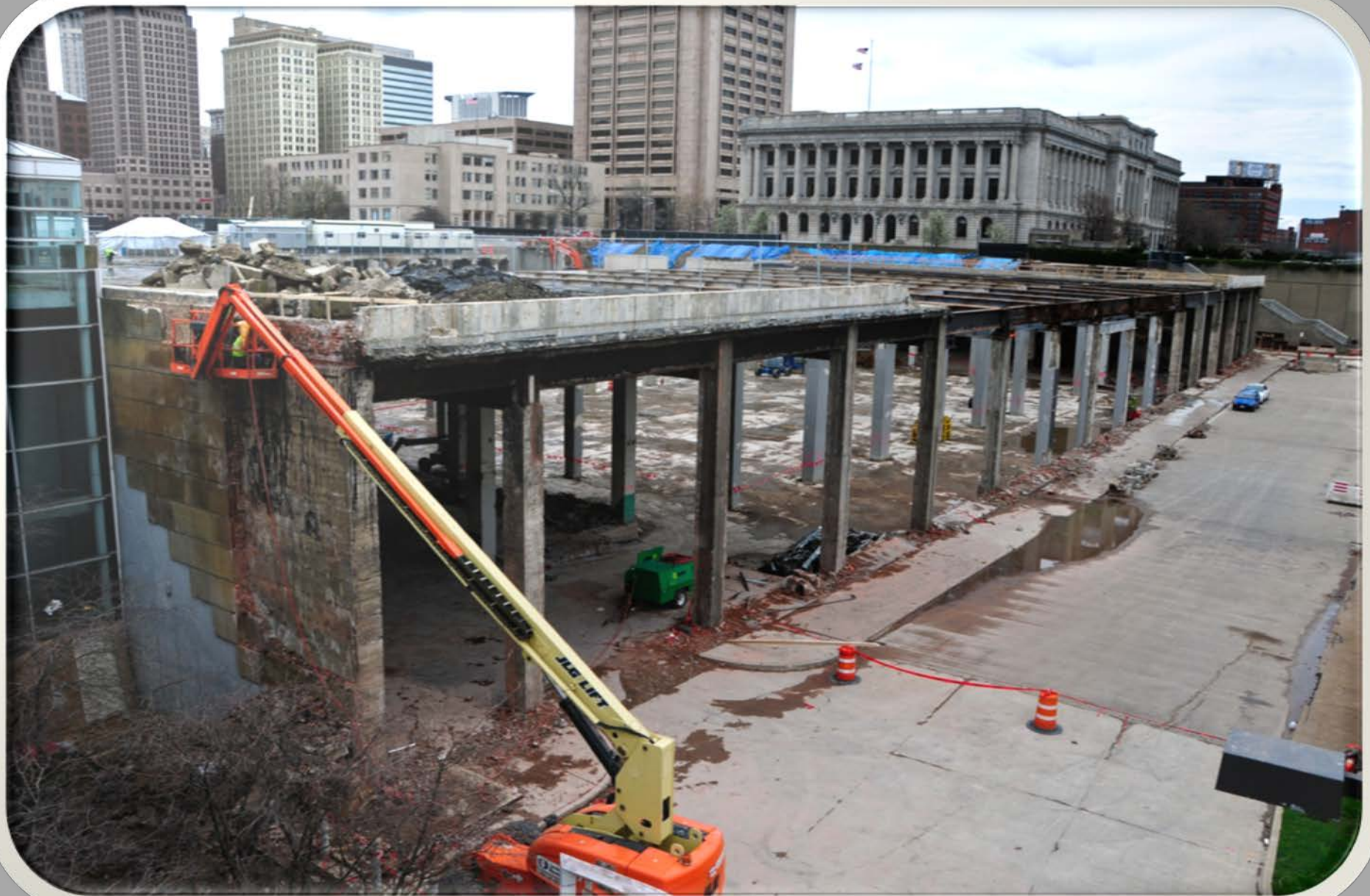
Progress Photos

Demolition nears Completion
April 29, 2011













NO
STOPPING
7-9 AM
4-7 PM

...ATING

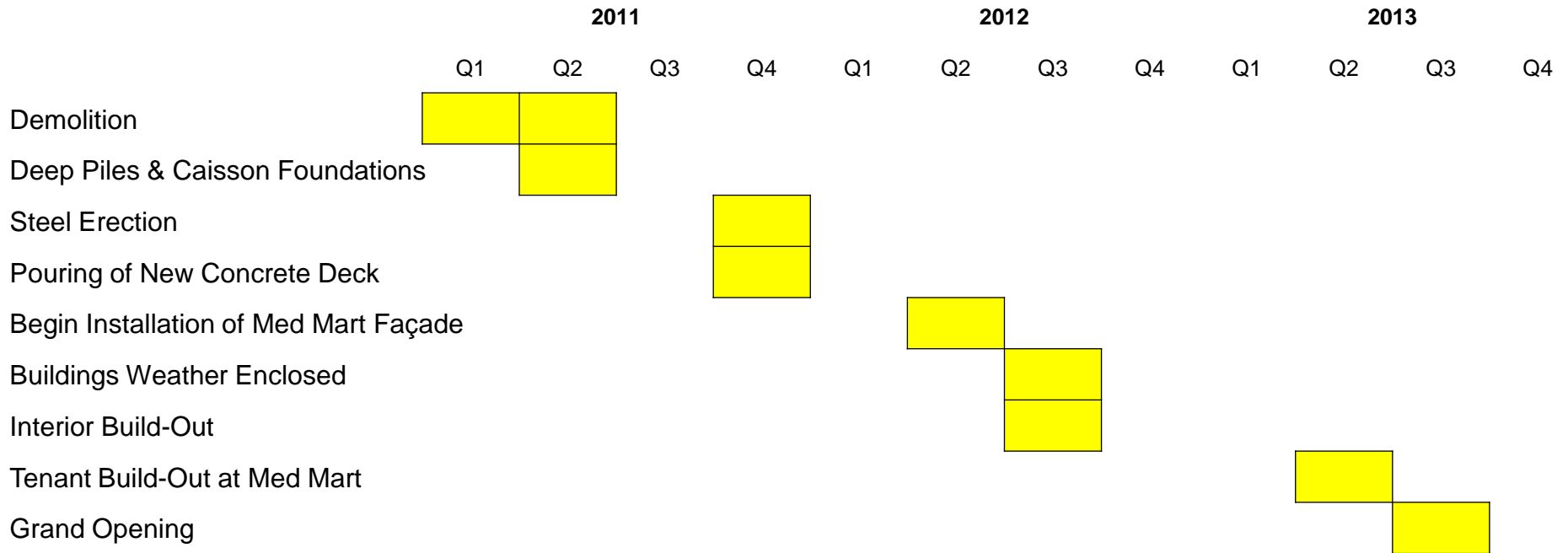
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Contracting and Staffing

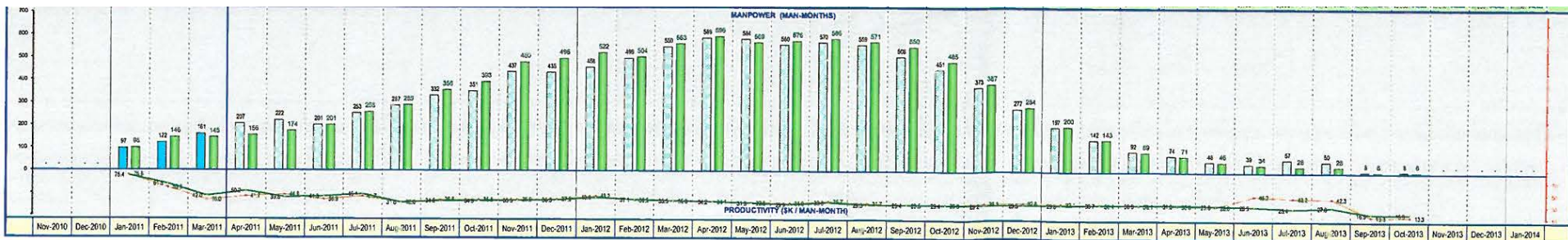
CLEVELAND MEDICAL MART TIMELINE



Manpower Loading

March 2011
145 MM

Summer 2012
580MM +Fitout



Safety

- ▶ 136,165 Manhours
- ▶ 100 Day Milestone last Friday--- No time lost due to accidents.

Economic Inclusion

	Contract Goal	Actual to Date
SBE	25%	36%
County Residency	40%	55%
City Residency	20%	26%

For period concluding 3/31/2011

SBE Participation

- ▶ SBE participation rate is 36%.
 - 32 SBE subcontractors have been hired by their respective prime contractors for the first time.
 - Examples: Harmon (Curtainwall) is using 13 first-time contractors and Schindler (Elevator) is using 5 first-time contractors.
- ▶ Hosted 5 major outreach events; more than 400 attendees—next event May 18 with 39 prospective primes at Public Auditorium.
- ▶ MMPI has hired monitoring compliance team—joint venture of Minority Business Solutions (MBS) & North Coast Minority Media (NCMM).
- ▶ Bid docs distributed to GCP, NEOHCC, MBS+NCMM.

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Budget and Cashflow

Cleveland Medical Mart & Convention Center
Cash Flow Analysis
Actual Cash Flow Through 1Q

	Pre-Dev.		2011				2012				2013								
	Projected	Actual	1Q Proj.	1Q Actual	2	3	4	1	2	3	4	1	2	3		4			
																			\$-millions
Design Architect	\$ 9.80	\$ 8.88	\$ 0.90	\$ 0.90	\$ 1.82	\$ 0.30	\$ 0.30	\$ 0.30	\$ 0.30	\$ 0.20	\$ 0.20	\$ 0.20	\$ 0.30	\$ 0.15	\$ 0.15	\$ -	\$ -	\$ 13.70	
Feasibility Study	2.44	2.44	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2.44	
Finishing Kitchen	-	-	0.20	0.20	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.20	
Utility Connection & Consumption Charges	-	-	0.20	0.38	\$ 0.34	\$ 0.30	\$ 0.42	\$ 0.47	\$ 0.50	\$ 0.50	\$ 0.50	\$ 0.50	\$ 0.50	\$ 0.30	\$ -	\$ -	\$ -	\$ 4.21	
FF&E	-	-	-	-	\$ 0.20	\$ 0.20	\$ 0.20	\$ 0.20	\$ 0.50	\$ 1.00	\$ 2.00	\$ 2.70	\$ 2.00	\$ 0.56	\$ 0.44	\$ 10.00			
Environmental Abatement	-	-	3.00	2.69	\$ 0.92	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3.61			
Insurance	-	-	1.70	0.99	\$ 0.71	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1.70			
Reimbursable Expenses / Blueprinting	0.60	-	0.50	0.49	\$ 0.48	\$ 0.38	\$ 0.38	\$ 0.38	\$ 0.28	\$ 0.28	\$ 0.28	\$ 0.28	\$ 0.30	\$ 0.20	\$ 0.20	\$ 3.93			
Legal / Marketing Expenses	0.60	-	0.20	1.12	\$ 0.16	\$ 0.16	\$ 0.16	\$ 0.16	\$ 0.16	\$ 0.16	\$ 0.16	\$ 0.17	\$ 0.10	\$ -	\$ -	\$ 2.51			
Developer Fee	4.00	4.00	0.75	1.00	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.75	\$ 0.25	\$ -	\$ 12.00		
Developer Contingency	-	-	0.50	-	\$ 0.65	\$ 0.65	\$ 0.65	\$ 1.05	\$ 1.00	\$ 2.00	\$ 2.00	\$ 3.00	\$ 2.00	\$ 1.10	\$ 0.98	\$ 15.08			
Total Before GMP	\$ 17.44	\$ 15.32	\$ 7.95	\$ 7.77	\$ 6.03	\$ 2.74	\$ 2.85	\$ 3.30	\$ 3.39	\$ 4.89	\$ 5.89	\$ 7.70	\$ 5.60	\$ 2.26	\$ 1.62	\$ 69.36			
GMP (Turner)	3.71	2.65	23.40	16.13	31.04	29.60	48.55	56.79	58.19	50.98	34.28	13.73	5.14	1.65	0.10	348.83			
Total	\$ 21.15	\$ 17.97	\$ 31.35	\$ 23.90	\$ 37.07	\$ 32.33	\$ 51.40	\$ 60.09	\$ 61.58	\$ 55.86	\$ 40.16	\$ 21.43	\$ 10.74	\$ 3.91	\$ 1.72	\$ 418.16			
Cumulative	\$ 21.15	\$ 17.97	\$ 52.50	\$ 41.87	\$ 78.94	\$ 111.27	\$ 162.67	\$ 222.76	\$ 284.34	\$ 340.20	\$ 380.36	\$ 401.79	\$ 412.53	\$ 416.44	\$ 418.16				
Percent of Total	5%	4%	7%	6%	9%	8%	12%	14%	15%	13%	10%	5%	3%	1%	0%				
Quarterly Percent of Total	5%						42%				52%					9%			

	Pre-Dev.		201		
	Projected	<i>Actual</i>	1Q Proj.	<i>1Q Actual</i>	2
Design Architect	\$ 9.80	\$ 8.88	\$ 0.90	\$ 0.90	\$
Feasibility Study	2.44	2.44	-	-	\$
Finishing Kitchen	-	-	0.20	0.20	\$
Utility Connection & Consumption Charges	-	-	0.20	0.38	\$
FF&E	-	-	-	-	\$
Environmental Abatement	-	-	3.00	2.69	\$
Insurance	-	-	1.70	0.99	\$
Reimbursable Expenses / Blueprinting	0.60	-	0.50	0.49	\$
Legal / Marketing Expenses	0.60	-	0.20	1.12	\$
Developer Fee	4.00	4.00	0.75	1.00	\$
Developer Contingency	-	-	0.50	-	\$
Total Before GMP	\$ 17.44	\$ 15.32	\$ 7.95	\$ 7.77	\$
GMP (Turner)	<u>3.71</u>	<u>2.65</u>	<u>23.40</u>	<u>16.13</u>	
Total	<u>\$ 21.15</u>	<u>\$ 17.97</u>	<u>\$ 31.35</u>	<u>\$ 23.90</u>	<u>\$</u>
Cumulative	\$ 21.15	\$ 17.97	\$ 52.50	\$ 41.87	\$

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Tenants and Shows

Tenants

- ▶ 63 Medical Mart Showroom LOI's
 - Medical device
 - Device development
 - Healthcare IT
 - Healthcare design
 - Medical education
 - Healthcare media
 - Healthcare providers
- ▶ Examples
 - Johnson Controls, Invacare, STERIS, Clariant, Hyland Software, BlueStar, BioE,

Conferences / Shows

- ▶ 33 conferences, conventions and trade shows booked
- ▶ Examples (Medical Shows)
 - EastWest Eye Conference, RxWorldwide Conferences, ECRM, Vendome Group, Rubber Expo–American Chemical Society Healthcare Division, Plastics in Medical Devices, Ohio Society of Anesthesiologists, Pfizer, Cleveland Clinic Continuing Medical Education
- ▶ Examples (Non–Medical)
 - Ohio Music Educators Assoc., Association of Iron and Steel Technology, National Model Railroad Assoc., Professional Meeting Planners Network

Questions?

