Pennsylvania Convention Center PHILADELPHIA
AN SMG MANAGED FACILITY

EXHIBIT A

WORK JURISDICTIONS REVISED

On June 13, 2002, after conducting an extensive study, the Econsult Corporation issued a report entitled "Working Together to Fix the Pennsylvania Convention Center." On June 25, 2002, the Pennsylvania Convention Center Authority Board adopted the findings of the Econsult Corporation. On July 14, 2003, the Parties entered into a Customer Satisfaction Agreement with the goal of improving customer satisfaction. Four unions elected to become signatory to the Customer Satisfaction Agreement, effective May 6, 2014, and the signatory parties agreed to revised work jurisdictions. The following jurisdictional alignments provide a coordinated workforce to best serve customers' needs, while preserving the signatory unions' historical work allocations.

Nothing in this Agreement or this Exhibit shall result in the calling of more Show Labor Workers than required or staffing above the minimum level necessary for the safe, productive and cost efficient operation of the Convention Center. The PCCA will establish a procedure for the auditing and reporting of man-hours on a quarterly basis, at a minimum.

The Parties agree that the smooth process of work is paramount to customer satisfaction and ultimately to the success of the Convention Center, and therefore agree as follows:

1. The PCCA or its designee shall have the right to assign de minimis tasks to any Show Labor Worker, regardless of jurisdiction, provided that such assignment has no impact on the complement of trades in the building, including no reduction in the number of Show Labor Workers from each trade on the call or to whom overtime will be offered. Such de minimis assignments shall not be precedential with respect to any future assignments or to establishment or clarification of existing jurisdictions.

2. There will be no cessation or stoppage of work as a result of jurisdictional disputes, and no jurisdictional disputes shall be adjudicated on the floor. The PCCA or its designee shall have the right to make assignments in accordance with this document, and Show Labor Workers must abide by such assignments, subject to their right to dispute such assignments pursuant to the dispute resolution procedures contained in this Agreement.

3. A Trade Show and Safety Committee will be established in order to (1) discuss the manner with which work is performed in the Center and to make recommendations on process, procedure, and rules to ensure a safe workplace for all; including without limitation Show Labor Workers, Exhibitors, Volunteers, and Show Management, and (2) discuss efficiencies on the floor, and to make recommendations with respect to how to better perform the work necessary for the satisfaction of the Customer and to clarify, but not modify unless agreed to and signed off in writing but all of the parties, the jurisdictions and dispute resolution procedures contained herein.

4. It is recognized that during the term of this agreement new computing technologies may emerge. The PCCA and its customers may utilize more efficient means or techniques to accomplish their work. As new computing technologies are introduced, they may be discussed at the monthly labor meeting as to their effect on the performance of work and jurisdiction. The monthly labor committee will direct any changes made to operations as

a result of the introduction of new technologies.

The following jurisdictional alignments are for all work to be performed by Show Labor Workers at the Convention Center, except to the extent that the right to perform such work remains within the purview of the Exhibitors, Customers, and Contractors, as set forth in the Customer Satisfaction Agreement, and such rights are exercised by an Exhibitor, Customer or Contractor.

A. Rigger Work

At the Convention Center, Riggers are primarily responsible for work relating to the lifting or moving of objects which require mechanical lifting. Stagehands and Riggers work together at the Convention Center with respect to installation and dismantling of exhibits on the show floor.

1. **Riggers:** Specifically, and without limitation, the Riggers' jurisdiction shall include:

    a. Operate fork lifts with respect to machinery and equipment that requires specialized lifting or handling.

    b. Operate fork lifts for rigging in exhibit booths and moves crates within exhibit booth space associated with the performance of their work.

    c. Move oversized or abnormally heavy objects.

    d. Raise and lower oversized or heavy exhibit booth structures.

    e. Operate and utilize genie lifts as required

    f. Operate fork lifts pertaining to the raising of floor mounted truss not suspended by motors, EXCEPT:

        i. Operate lifts in presentation areas (Stagehands).

B. Laborer Work

At the Convention Center, Laborers are primarily responsible for work relating to loading, unloading, forklift operation, installation and dismantling of drapery and furniture. and the movement of freight, empties and Contractor equipment. For the purposes of this outline; the term "Designated Area" will refer to a location within the Convention Center and will not be defined the back of the truck, and the term "Bulk" will refer to equipment moved by Forklift, Tow Motor, Power Jack, or as part of a shrink wrapped pallet.

1. **Laborers.** Specifically, and without limitation, the Laborers' jurisdiction shall include:

    a. Operate fork lifts for unloading, EXCEPT:

i. Use of forklifts for rigging as defined above. (Rigger).

b. Unload, deliver to specified location(s) and load all Contractor equipment.

c. Move and stage all empty crates or other packing material. EXCEPT:

i. Empty cases moved within work areas, and to and from area(s) designated by the PCCA / Contractor after production setup is complete (Stagehand/Electricians).

d. Uncrate and crate furniture in exhibit booths.

e. Deliver all landscape materials in bulk to designated areas, including the use of front-end loaders and bobcats, and place landscape materials within a booth or display.

f. Deliver, roll-up, and pick up Contractor aisle and booth carpet, EXCEPT:

i. Roll-up of exhibitor owned and I&D carpet (Stagehand).

g. Perform maintenance tasks including shampoo, vacuum, and remove tape from all carpet and floor as requested.

h. Unload and distribute all printed material and literature.

i. Deliver crated pegboards and poster-boards to area(s) designated by the PCCA / Contractor in the Center, including Uncrating, unpacking, distribution to the final individual location(s), set up, take down, repacking and re-crating of all pegboards and poster-boards.

j. Move all materials and freight from the dock/boneyard to the area(s) designated by the PCCA / Contractor.

k. Deliver built signs in frames on skids to the area(s) designated by the PCCA / Contractor.

l. Unload and deliver AV equipment in bulk to area(s) designated by the PCCA / Contractor, including any detours. (Locations can change from inbound to outbound). Deliver equipment to the exhibit booth.

m. Unload and deliver computers in bulk to area(s) as designated by the PCCA / Contractor, including any detours. (Locations can change from inbound to outbound).

n. Remove and store boxes after unpacking, EXCEPT:

   i. Empty cases moved within work areas, and to and from area(s) designated by the PCCA / Contractor after production setup is complete (Stagehand/Electrician).

o. Deliver floral materials from outside floral vendors to final destination, including any detours.

p. Deliver Props and Scenery to area(s) designated by the PCCA / Contractor.

q. Sort, distribute, install and remove drapery, including, but not limited to, draping all areas for booths, special back-walls and close-offs EXCEPT:

   i. Work performed on / over and associated with stages including production draping in general sessions, meeting rooms, and parties (Stagehand).

r. Sort, distribute, install and remove table topping and skirting of Contractor's tables to be done on show site, including risers.

s. Install and remove all banding of Exhibitor's and Contractor's furniture, crates, boxes, machines, equipment and products EXCEPT:

   i. In the event another trade is using the material, then the other trade may perform the work.

t. Install and remove shrink wrapping of Exhibitor's and Contractor's furniture, crates, boxes, machines, equipment and products EXCEPT:

   i. In the event another trade is using the material, then the other trade may perform the work.

u. Secure loads in trucks by chocking including exhibit and Contractor material.

v. Perform first time cleaning of exhibits and Contractor's service counters and rental units.

w. Install and remove any outside crate protection, including, but not limited to, tarps or visqueen.

x. Drive, load, unload trucks and other vehicles including jockeying trailers on the loading dock.

y. Operate fork lifts for unloading when no checking of freight is required, EXCEPT:

i. Use of forklifts for rigging as defined above (Rigger).

z. Secure loaded material and equipment at the loading docks including the use of shrink wrap to secure freight.

aa. Receive and deliver to the final destination all small packages shipped to the exhibit areas of the Convention Center including, without limitation, Federal Express and UPS.

C. Electrician Work

At the Convention Center, Electricians are primarily responsible for work relating to electrical systems; handling and installing suspended electric motors, truss, lights, and signage; power supply and distribution, including hookups and interconnections; lighting and data, handling and installing computers and network cabling; and maintenance of equipment and power.

1. **Electricians**. Specifically, and without limitation, the Electricians' jurisdiction shall include:

a. Exhibit / Trade Show Areas

i. Layout, place and remove all electrical cords or apparatus used to distribute power, light, sound or signal inside the Pennsylvania Convention Center.

ii. Install all electrical power from the primary power source to distribution panels, tie-in to the dimmer racks and/or converters, and final connections to Exhibitor equipment, EXCEPT:

(A) Connection of extension cords run from wall outlets or distribution panels in meeting rooms (Stagehand).

iii. Connect, terminate, mount and remove all lighting and equipment that requires hard wiring into the Pennsylvania Convention Center's power source. (i.e. placing bare copper wires). Perform troubleshooting and repairs to same as needed.

iv. Install and remove all lighting that is suspended in exhibit / tradeshow areas; including meeting rooms, theaters, and live presentations, EXCEPT:

(A) Production lighting such as fixed or motorized lights for the purpose of stage lighting (Stagehand).

v. Hang and remove motors, and assemble suspended trussin exhibit / tradeshow areas; including meeting rooms, theaters, and live presentations, EXCEPT:

(A) Assemble, hang and remove motors for truss for Entertainment Stages (Stagehand).

vi. Core holes for raceways for electrical power or control and sound and communication devices, equipment or fixtures.

vii. Install all lighting that is part of a booth.

b. Signage

i. Install/remove electric motors, rotating motors and bridle rigging to motors for hanging signs, and attach - signs, EXCEPT:

(A) General Sessions, Parties, and Meeting Rooms.

ii. Install electrical signs in booths.

c. TV Crews

i. Install power and cabling for only the following TV Crews: NBC 10, FOX 29, PHL 17, Comcast SportsNet, WHYY12, CBS National, FOX Sports National, ESPN.

ii. All power and cabling for TV Crews is performed by the Stagehand EXCEPT the above.

d. Battery Packs

i. Install and remove battery packs.

ii. Connect battery terminals to vehicles.

iii. Termination of bare ends and/or attaching lugs to cables

e. Meeting Room and Non-Exhibit Area Work

i. Install all electrical power from the primary power source to distribution panels, tie-in to the dimmer racks and/or converters

ii. Install and remove general lighting in common areas or not in the function space.

f. Computers

i. Unpack, distribute to final location, set up, install, dismantle and repack all registration computers, EXCEPT:

(A) Delivery of computer equipment in bulk to staging location(s) determined by the PCCA / Contractor (Laborer).

(B) Show Management may install 1 or 2 personally owned laptops with a fulltime employee for registering guests or attendees.

ii. In a Work Team comprised of Stagehands and Electricians unpack, distribute to final location, set up, install, dismantle and repack multi-computer set ups in computer labs, Cyber Cafes, and Education Centers, EXCEPT:

(A) Delivery of computer equipment in bulk to a staging location determined by the PCCA (Laborer).

D. Stagehand Work

At the Convention Center, the Stagehands are primarily responsible for work relating to construction, fabrication, assembling, erecting, application, presentation, dismantling, maintenance repair, handling, placement, loading, unloading, or operation of hydraulic, electronic and sound equipment or devices, slide projectors, lasers, liquid projectors, pyrotechnics, computers and all other types of theatrical effects or apparatus, installation and dismantling of booths and components, contractor modular systems, sign hanging and display work and all scenery, drops, travellers, trusses, scaffolding, iron work, properties, decorations, displays, or other staging of theatrical accessories and effects associated and/or substitute materials of every kind for live presentation.

1. **Stagehands**: Specifically and without limitation, the Stagehands' jurisdiction shall include:

a. Exhibit / Trade Show Areas

i. Install, dismantle, operate and handle Audio Visual equipment used in exhibit booths when supplied by an Audio-Visual Contractor. This includes the equipment in exhibit booths supplied by the Audio Visual contractor including all computers, cameras, plasma screens, monitors, sound systems, video systems, video walls, all the equipment used to generate images, audience response,

hearing-impaired assist devices, lead retrieval, cable TV, Teleprompters, and video capturing equipment and includes the cabling and power up to the distribution point.

ii. Operate all lighting, sound, projection and video equipment in Exhibit Booths. This includes all computers, cameras, plasma screens, monitors, sound systems, video systems, video walls, all the equipment used to generate images, audience response, hearing-impaired assist devices, lead retrieval, cable TV, Teleprompters, Translation Booths, and video capturing equipment and includes the cabling and power up to the distribution point, EXCEPT:

(A) Install cabling and power under the floor (Electrician).

iii. Erect and dismantle performance stages and all scenery, drapes and components on or connected to the stage.

iv. Install, operate and dismantle Motors, Lighting, Sound, Projection and trussing for Meeting Room or Theater setups, EXCEPT:

(A) Install motors, lighting, and trussing over Exhibit Areas (Electrician).

v. Layout of floor, mark out and place floor numbers.

vi. Lay all floor coverings; including Exhibitor owned booth carpet, I&D carpet, Contractor owned booth carpet, area carpet and aisle carpet. Remove all floor coverings, EXCEPT:

(A) Deliver and pick up rolled carpet, including specialty carpet and contractor's carpet (Laborer).

(B) Roll up and pick up contractor aisle and booth carpet (Laborer).

vii. Sort, distribute, install and remove all non-electrical Contractor signage.

viii. Assemble/attach/disassemble signs EXCEPT:

(A) Install/remove electric motors / rotating motors and bridle rigging to motors for hanging signs, and attach signs in areas other than General Session, Parties and Meeting Rooms. (Electrician).

ix. Erect all screens, video walls, sound, projection equipment and platforms.

x. Perform all millwright functions such as uncrating and crating of machinery and other materials EXCEPT:

(A) Uncrating and crating of furniture (Laborer).

xi. Install any decoration for shows, EXCEPT:

(A) Food and Beverage décor installed by the in-house Food and Beverage contractor: including table cloths, chair covers, centrepieces, napkin rings, etc. (In-house Food and Beverage Contractor Employee).

xii. Set-up service desk.

xiii. Install and dismantle exhibits and displays in exhibit booths.

xiv. Install and dismantle registration counters, entrance units, and rental displays.

xv. Install and dismantle platforms and stages.

xvi. Perform work on stages or platforms for Exhibitor owned product and sales equipment related to trade shows.

xvii. Install and dismantle all components used to accommodate sporting events, pro or amateur, EXCEPT:

(A) Install and dismantle all PCCA owned equipment (In-house Contractor).

xviii. Install and remove all protection work for booths, walls, ceilings, floors, etc, using masonite, visqueen, plywood or any other material.

xix. Install and dismantle tents and other structures, inside and outside.

b. General Sessions (Any location in Convention Center or as determined by PCCA or its designee), Parties (Any location in Convention Center or as determined by PCCA or its designee).

i. Install, operate and dismantle equipment used to present and lighting over the top of the audience, including all Audio Visual and Lighting equipment for walls, audience, stages and general lighting. This includes all computers, cameras, plasma screens, monitors, sound systems, video systems, video walls, all the equipment used to generate images, audience response, hearing-impaired assist devices, lead retrieval, cable TV, Teleprompters, Translation Booths, and video capturing equipment and includes the cabling and power up to the distribution point EXCEPT:

(A) Install general lighting in areas outside the function space (Electrician).

ii. Install, operate and dismantle performance stages and all scenery, drapes and components on or connected to the stage.

iii. Push all production, scenery, computers and audio-visual equipment from the area(s) designated by the PCCA / Contractor, excluding equipment used for Exhibits.

c. Other Events include events that have a combination of live presentation and exhibit booths, sporting events, and live presentations with sales area.

i. Install all equipment (Lights, sound, audio visual) that is over top or seen by the audience as part of the live presentation, meeting room presentation or sporting event or party area (moving or fixed), EXCEPT:

(A) Installation and removal of all lighting for product sales (Electrician).

ii. Performance stages and all scenery, drapes and components on or associated with the stage.

iii. Push all production, scenery, computers and audio visual equipment from the area(s) designated by the PCCA / Contractor, excluding equipment used on Exhibits.

d. Meeting Rooms

i. Equipment used in Meeting Rooms includes the equipment used throughout the space including equipment over the top the audience, including all Audio Visual and Lighting equipment for walls, audience, stages and general lighting.

This includes all computers, cameras, plasma screens, monitors, sound systems, video systems, video walls, all the equipment used to generate images, audience response, hearing-impaired assist devices, lead retrieval, cable TV, Teleprompters, Translation Booths and video capturing equipment and includes the cabling and power up to the distribution point.

ii. Handle extension cords run directly to a wall outlet or to the distribution point. Push all production, scenery, computers and audio visual equipment from the area(s) designated by the PCCA / Contractor, excluding equipment used on Exhibits.

g. Computers

i. Receive, unpack, distribute, set up, install, and dismantle Presentation Computers, including those generating Digital Signage, at the head table hooked up to screens, and/or installed and used to project an image.

ii. In a Work Team comprised of Stagehands and Electricians unpack, distribute to final location, set up, install, dismantle and repack multi-computer set ups in computer labs, Cyber Cafes, and Education Centers, EXCEPT:

(A) Delivery of computer equipment in bulk to a staging location(s) determined by the PCCA / Contractor (Laborer).

h. Television Crews

i. Install, operate, dismantle camera, and install power from distribution point and sound for all outlets not designated above as IBEW Crews, including without limitation CBS 3 and ABC 6.

ii. Install, operate, dismantle cabling from distribution point for all TV Crews.