
MERC Commission Meeting

January 4, 2012
12:30 pm

Oregon Convention Center
777 NE Martin Luther King Jr.
Blvd. Room A107-08



600 NE Grand Ave.
Portland, OR 97232
503-797-1780

www.oregonmetro.gov



Metro | *Exposition Recreation Commission*

Agenda

Meeting: Metro Exposition Recreation Commission Regular Meeting
Date: Wednesday, January 4, 2012
Time: 12:30 – 2:00 pm
Place: Oregon Convention Center, Room A107-08

CALL TO ORDER

12:30 1. QUORUM CONFIRMED

12:35 2. COMMISSIONER/EX OFFICIO COMMUNICATIONS
2.1 Budget Committee Report

Chris Erickson

12:45 3. GENERAL MANAGER COMMUNICATIONS
3.1 November 2011 Financial Report

Teri Dresler

12:55 4. MERC VENUES' BUSINESS REPORTS

**Karen Totaro
Robyn Williams
Matthew Rotchford**

1:10 5. OPPORTUNITY FOR PUBLIC COMMENT ON NON-AGENDA ITEMS

1:15 6. ACTION AGENDA

6.1 Resolution 12-01 for the purpose of approving FY13, FY14 and FY15 rental rates for the Portland Exposition Center

Matthew Rotchford

6.2 Resolution 12-02 for the purpose of approving and transmitting to the Metro Council budget amendments to the MERC Fund for fiscal year 2011-12.

Cynthia Hill

6.3 Resolution 12-03 for the purpose of approving a contract for ticketing services at the Portland Center for the Performing Arts

Robyn Williams

ADJOURN

MERC Commission Meeting

January 4, 2012
12:30 pm

3.0 - General Manager
Communications

NOVEMBER 2011

FINANCIAL INFORMATION

For Management Purposes only



**PORTLAND CENTER FOR
THE PERFORMING ARTS**

 A SERVICE OF METRO



OREGON CONVENTION CENTER

 A SERVICE OF METRO



**METROPOLITAN EXPOSITION
RECREATION COMMISSION**

 A SERVICE OF METRO

Date: 12/16/11

To:

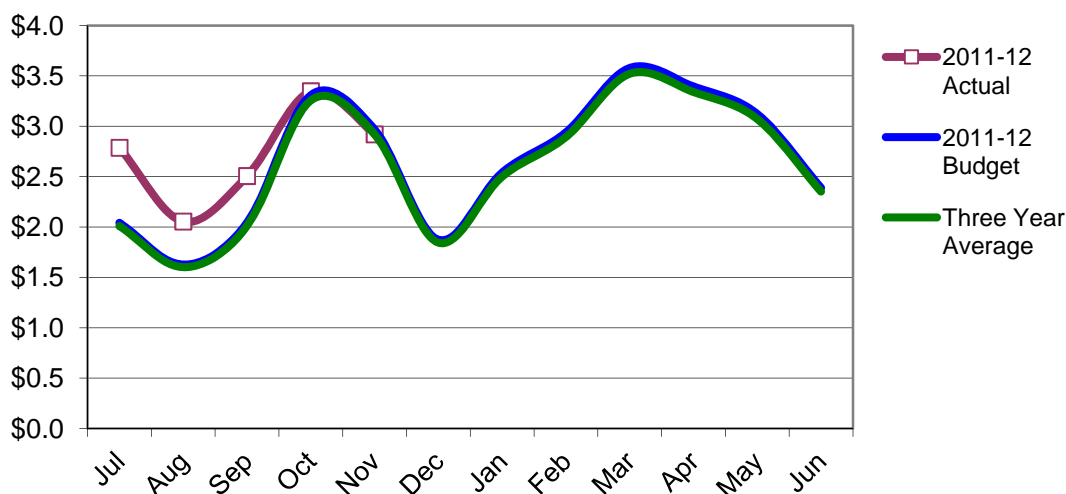
Commissioner Judie Hammerstad, Chair
Commissioner Elisa Dozono, Vice Chair
Commissioner Chris Erickson, Secretary/Treasurer
Commissioner Ray Leary
Commissioner Cynthia Haruyama
Commissioner Terry Goldman
Commissioner Karis Stoudamire-Phillips

From: Julia Fennell – Controller, and Cynthia Hill – Budget Manager

Re: MERC Financial Information for the 5 months ended November 2011

Enclosed please find the monthly financial report for the Metropolitan Exposition Recreation Commission, with detail by venue and department. This report provides current month and year-to-date financial information. It is intended to be used as a management tool for directors, the General Manager, Metro COO, and the MERC Commission. This report omits substantially all disclosures required by generally accepted accounting principles.

MERC- Operating Revenues by Month

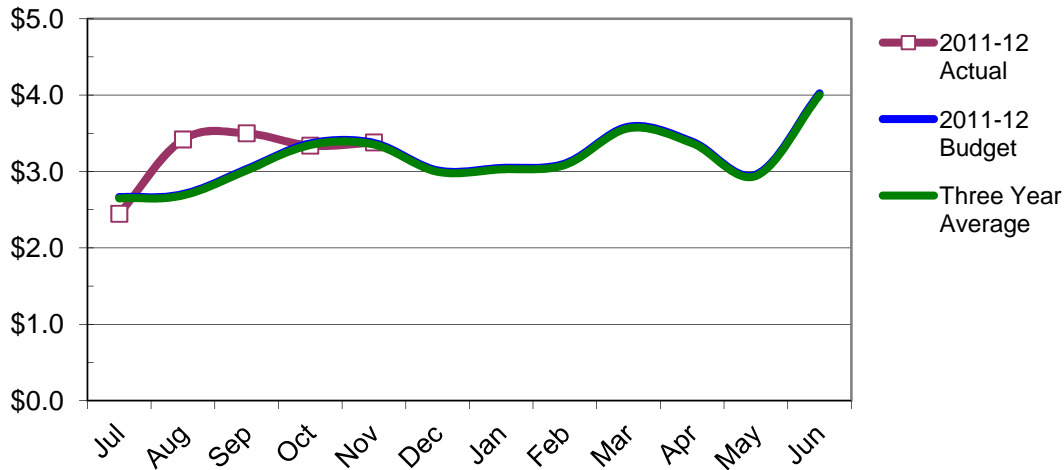


November revenue is on target compared to the seasonal year to date budget and the three year average for operating revenues. The 2011 Grace Hopper Celebration of Women in Computing Conference at the Oregon Convention Center (OCC) was the largest grossing event (\$678,660) with greater than expected food & beverage sales. Sales continue to grow at the Expo Center with year to date revenues greater than prior year and exceeding seasonal budget expectations.

The Portland Center for the Performing Arts (PCPA) is meeting their seasonal budget forecast and is flat compared to prior year. The month of December is a strong month for PCPA, which will be reflected in the 2nd quarter report next month.

MERC - Operating Expenditures by Month

shown in millions



Expenditures are trending close to the seasonal budget forecast and the three year average for the month of November. As the venues experience strong food & beverage sales the associated costs also rise. Year to date the MERC food and beverage margin is 21.1% which is slightly better than the adopted budget of 19.6%.

Operating revenues and expenditures are recognized monthly, while non operating sources such as Visitor Development Fund revenue and support from the City of Portland are recognized as they are received usually at the end of the year.

Transient Lodging Tax (TLT) receipts provide fundamental operating and marketing financial support for OCC and PCPA. The first quarter TLT transfer from the County was \$2.4 million. Actuals year to date are greater than prior year by \$795 thousand.

The cash flow timing differences create a deficit on the financial statement throughout the year, however it adjusts at year-end.

The attached sheets provide the financial highlights at each Venue.

FINANCIAL HIGHLIGHTS

REVENUE

OPERATING

- **MERC** overall revenue is better than prior year by 10% or \$1.3 million and better than budget by 3% or \$776 thousand. Food and Beverage (F&B) is better than budget by 12% or \$1.4 million and 17% better than prior year by \$955 thousand.
- **Expo** overall revenue is better than prior year by 16% or \$259 thousand. The largest event was America's Largest Christmas Bazaar which generated approximately \$149 thousand. F&B revenue is better than prior year by 27% or \$104 thousand and less than budget by 18% or \$375 thousand.
- **OCC** is better than prior year by 13% or \$1.03 million and better than budget by 13% or \$2.05 million. The highest revenue generating event for the period was the ABI - 2011 Grace Hopper Celebration of Women in Computing Conference for approximately \$679 thousand. F&B revenue is better than prior year by 19% or \$835 thousand and better than budget by 21% or \$1.7 million.
- **PCPA** is slightly less than prior year by .420% or \$13 thousand and less than budget by 8% or \$686 thousand. F&B is better than budget by 4% or \$65 thousand. The highest event revenue generator for the period was The Marriage of Figaro for approximately \$104 thousand.

Non – OPERATING

- Transient Lodging Tax (TLT) is better than prior year by 29.532% or \$795 thousand.
- The PCPA yearly appropriation from the City of Portland is approximately \$784 thousand.

EXPENDITURES

OPERATING

- **MERC** overall expenditures are higher than prior year by 8% or \$1.1 million and relatively flat compared to budget by .085% or \$33 thousand.
- **Expo** overall expenditures are higher than prior year by 16% or \$202 thousand and less than budget by 8% or \$346 thousand. F&B expenditures are higher than prior year by 20% or \$73 thousand and less than budget by 13% or \$193 thousand.
- **OCC** is greater than prior year by 11% or \$1.06 million and is higher than budget by 4% or \$903 thousand. F&B is higher than prior year by 17% or \$580 thousand.
- **PCPA** is greater than prior year by 3% or \$111 thousand and less than budget by 4% or \$401 thousand. F&B is less than prior year by 3% or \$19 thousand.

Non – OPERATING

- Expo budgeted has paid 78% or \$956 thousand of the \$1.189 million Debt Service.
- MERC has paid Metro Support Service & Risk Management \$1.4 million of the budgeted amount of \$2.9 million or 48%.

- *Budget comparisons on this page are not adjusted for seasonality*

Metropolitan Exposition-Recreation Commission
MERC Statement of Activity with Annual Budget
All Departments
November 2011

	Current Month Actual November-11	Current Year to Date Actual November-11	Prior Year to Date Actual November-10	% of Prior Year	Annual Budget November-11	% of Annual Budget 42%
Operating						
Revenue	1,495,728	7,191,314	6,872,699	105%	18,626,251	39%
Revenue - Food and Beverage	1,420,634	6,411,387	5,456,592	117%	11,912,662	54%
Total Operating Revenue	2,916,362	13,602,701	12,329,291	110%	30,538,913	45%
Costs - Food and Beverage	1,156,963	5,055,814	4,422,216	114%	9,576,203	53%
Personal Services	1,422,114	7,215,016	7,029,413	103%	17,788,181	41%
Goods & Services	581,598	2,713,376	2,418,771	112%	7,943,710	34%
Marketing	220,210	1,101,050	1,091,400	101%	3,067,917	36%
Total Operating Expenses	3,380,884	16,085,255	14,961,799	108%	38,376,011	42%
Net Operating Results Inc (Dec)	(464,522)	(2,482,554)	(2,632,509)	94%	(7,837,098)	32%
Non Operating	0	-	-		-	
Transient, Lodging Tax	2,424,959	3,488,821	2,693,354	130%	11,155,335	31%
Government Support City of Portland	-	-	-	-	784,320	0%
Non-Operating Revenue	15,171	87,242	54,390	160%	179,407	49%
Non-Operating Expense	-	-	-	-	2,500	0%
	2,440,130	3,576,063	2,747,744	130%	12,116,562	30%
Support and Risk Management						
MERC Administration	-	-	-	-	-	-
Metro Support Services	180,404	902,020	830,495	109%	2,164,856	42%
Metro Risk Management	-	494,511	332,878	149%	741,765	67%
	180,404	1,396,531	1,163,373	120%	2,906,621	48%
Net Increase (Decrease)	1,795,204	(303,022)	(1,048,137)	29%	1,372,843	-22%
Transfers						
Transfers to (Expense)	6,490	32,450	-	-	2,047,513	2%
Transfers from (Revenue)	-	-	-	-	111,510	0%
Debt Service (Expense)	925,816	925,816	913,316	101%	1,188,632	78%
Net Transfers	(932,306)	(958,266)	(913,316)	105%	(3,124,635)	31%
Net Operations	862,898	(1,261,288)	(1,961,453)	64%	(1,751,792)	72%
Capital						
Capital Outlay	168,198	1,018,126	773,946	132%	2,961,366	34%
Goods & Services	-	-	-	-	-	-
Transient, Lodging Tax	-	-	-	-	-	-
Non-Operating Revenue	-	81,212	29,324	277%	450,000	18%
Transfers to (Expense)	-	-	-	-	-	-
Transfers from (Revenue)	-	-	-	-	480,000	0%
Net Capital	(168,198)	(936,914)	(744,622)	126%	(2,031,366)	46%
Fund Balance Inc (Dec)	694,700	(2,198,202)	(2,706,075)	81%	(3,783,158)	58%
Food and Beverage Gross Margin	263,671	1,355,574	1,034,376		2,336,459	58%
Food and Beverage Gross Margin	18.6%	21.1%	19.0%		19.6%	
Full Time Employees					190.0	
Excise Tax	178,901	789,317	610,142			
Transient, Lodging Taxes as percent of revenue	45%	20%	18%		27%	
Fund Balance						
Beginning Fund Balance		26,357,848	27,089,539		26,357,848	
Fund Balance Inc (Dec)		(2,198,202)	(2,706,075)		(3,783,158)	
Ending Fund Balance		24,159,646	24,383,464		22,574,690	
Unrestricted Fund Balance					-	
Operating Contingency					2,299,335	
Stabilization Reserve					620,500	
Designated for Renewal & Replacement					13,439,072	
New Capital/Business Strategy Reserve					5,723,569	
Designated for PERS Reserve - Current					-	
Designated for PERS Reserve - Prior					-	
Restricted by Agreement - TLT					-	
Ending Fund Balance					22,082,476	

Metropolitan Exposition-Recreation Commission
MERC Statement of Activity with Annual Budget
Portland Exposition Center
November 2011

	Current Month Actual	Current Year to Date Actual	Prior Year to Date Actual	% of Prior Year	Annual Budget	% of Annual Budget
	November-11	November-11	November-10		November-11	42%
Operating						
Revenue	407,902	1,411,813	1,256,859	112%	3,876,866	36%
Revenue - Food and Beverage	108,087	481,460	377,711	127%	2,039,798	24%
Total Operating Revenue	515,989	1,893,273	1,634,570	116%	5,916,664	32%
Costs - Food and Beverage	98,818	431,334	358,119	120%	1,486,495	29%
Personal Services	130,908	623,958	571,008	109%	1,535,806	41%
Goods & Services	96,015	400,483	324,848	123%	1,266,746	32%
Total Operating Expenses	325,741	1,455,776	1,253,976	116%	4,289,047	34%
Net Operating Results Inc (Dec)	190,248	437,498	380,594	115%	1,627,617	27%
Non Operating						
Non-Operating Revenue	1,636	6,964	8,263	84%	22,731	31%
Non-Operating Expense	-	-	-	-	-	-
	1,636	6,964	8,263	84%	22,731	31%
Support and Risk Management						
MERC Administration	15,611	78,057	101,573	77%	187,337	42%
Metro Support Services	16,236	81,180	74,745	109%	194,837	42%
Metro Risk Management	-	57,298	50,026	115%	85,947	67%
	31,847	216,535	226,344	96%	468,121	46%
Net Increase (Decrease)	160,037	227,927	162,513	140%	1,182,227	19%
Transfers						
Transfers to	-	-	-	-	176,464	-100%
Transfers from	-	-	-	-	7,980	0%
Debt Service	925,816	925,816	913,316	101%	1,188,632	78%
Net Transfers	(925,816)	(925,816)	(913,316)	101%	(1,357,116)	68%
Net Operations	(765,779)	(697,889)	(750,803)	93%	(174,889)	399%
Capital						
Capital Outlay Expense	17,481	52,608	107,575	49%	300,000	18%
Non-Operating Revenue	-	4,987	-	-	-	-
Net Capital	(17,481)	(47,621)	(107,575)	44%	(300,000)	16%
Fund Balance Inc (Dec)	(783,261)	(745,510)	(858,378)	87%	(474,889)	157%
Food and Beverage Gross Margin	9,269	50,126	19,591		553,303	9%
Food and Beverage Gross Margin %	8.6%	10.4%	5.2%		27.1%	
Full Time Employees					13.3	
Excise Tax	38,356	140,015	90,235		-	
Fund Balance						
Beginning Fund Balance		4,732,826	5,644,984		4,732,826	
Fund Balance Inc (Dec)		(745,510)	(858,378)		(474,889)	
Ending Fund Balance		3,987,316	4,786,606		4,257,937	
Unrestricted Fund Balance					-	
Operating Contingency					364,000	
Stabilization Reserve					186,000	
Designated for Renewal & Replacement					925,000	
New Capital/Business Strategy Reserve					2,782,937	
Designated for PERS Reserve - Current					-	
Designated for PERS Reserve - Prior					-	
Ending Fund Balance					4,257,937	

Metropolitan Exposition-Recreation Commission
MERC Statement of Activity with Annual Budget
Oregon Convention Center
November 2011

	Current Month Actual	Excluding HQH Current Year to Date Actual	Prior Year to Date Actual	% of Prior Year	Annual Budget	% of Annual Budget
	November-11	November-11	November-10		November-11	42%
Operating						
Revenue	676,444	3,570,155	3,378,335	106%	7,708,519	46%
Revenue - Food and Beverage	1,202,520	5,152,406	4,316,822	119%	8,176,999	63%
Total Operating Revenue	1,878,964	8,722,561	7,695,157	113%	15,885,518	55%
Costs - Food and Beverage	960,926	3,987,701	3,408,004	117%	6,642,900	60%
Personal Services	777,101	3,888,510	3,570,133	109%	9,184,586	42%
Goods & Services	325,664	1,385,395	1,236,673	112%	3,627,246	38%
Marketing POVA	220,210	1,101,050	1,091,400	101%	3,067,917	36%
Total Operating Expenses	2,283,901	10,362,657	9,306,211	111%	22,522,649	46%
Net Operating Results Inc (Dec)	(404,937)	(1,640,096)	(1,611,054)	102%	(6,637,131)	25%
Non Operating						
Transient, Lodging Tax	2,103,220	3,025,931	2,406,200	126%	9,622,667	31%
Non-Operating Revenue	4,599	43,188	16,472	262%	45,608	95%
Non-Operating Expense	-	-	-	-	-	-
	2,107,819	3,069,119	2,422,672	127%	9,668,275	32%
Support and Risk Management						
MERC Administration	97,138	485,688	632,009	77%	1,165,651	42%
Metro Support Services	101,027	505,135	465,075	109%	1,212,319	42%
Metro Risk Management	-	264,912	189,082	140%	397,366	67%
	198,165	1,255,735	1,286,166	98%	2,775,336	45%
Net Increase (Decrease)	1,504,718	173,288	(474,548)	-37%	255,808	68%
Transfers						
Transfers to (Expense)	-	-	-	-	1,004,018	0%
Transfers from (Revenue)	-	-	-	-	66,180	0%
Debt Service (Expense)	-	-	-	-	-	-
Net Transfers	-	-	-	-	(937,838)	0%
Net Operations	1,504,718	173,288	(474,548)	-137%	(682,030)	-25%
Capital						
Capital Outlay Expense	150,045	647,885	489,806	132%	2,014,366	32%
Non-Operating Revenue	-	-	-	-	-	-
Transfers to (Expense)	-	-	-	-	-	-
Transfers from (Revenue)	-	-	-	-	480,000	0%
Net Capital	(150,045)	(647,885)	(489,806)	132%	(1,534,366)	42%
Fund Balance Inc (Dec)	1,354,672	(474,597)	(964,354)	49%	(2,216,396)	21%
Food and Beverage Gross Margin	241,594	1,164,705	908,818		1,534,099	76%
Food and Beverage Gross Margin %	20.1%	22.6%	21.1%		18.8%	
Full Time Employees					110.3	
Excise Tax	140,544	649,062	519,907		-	
Transient, Lodging Taxes as percent of revenue	53%	26%	24%		38%	
Fund Balance						
Beginning Fund Balance		11,552,031	11,426,052		11,552,031	
Fund Balance Inc (Dec)		(474,597)	(964,354)		(2,216,396)	
Fund Balance Inc (Dec) for HQH		-	-		-	
Ending Fund Balance		11,077,434	10,461,698		9,335,635	
Unrestricted Fund Balance					-	
Operating Contingency					1,540,000	
Stabilization Reserve					260,000	
Designated for Renewal & Replacement					6,200,779	
New Capital/Business Strategy Reserve					1,334,856	
Designated for PERS Reserve - Current					-	
Designated for PERS Reserve - Prior					-	
Restricted by Agreement - TLT					-	
Ending Fund Balance					9,335,635	

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Metropolitan Exposition-Recreation Commission
MERC Statement of Activity with Annual Budget
Portland Center for the Performing Arts
November 2011

	Current Month Actual	Current Year to Date Actual	Prior Year to Date Actual	% of Prior Year	Annual Budget	% of Annual Budget
	November-11	November-11	November-10		November-11	42%
Operating						
Revenue	411,381	2,206,081	2,234,132	99%	7,040,866	31%
Revenue - Food and Beverage	110,027	777,521	762,059	102%	1,695,865	46%
Total Operating Revenue	521,408	2,983,602	2,996,191	100%	8,736,731	34%
Costs - Food and Beverage	97,218	636,778	656,092	97%	1,446,808	44%
Personal Services	401,173	2,124,533	2,113,620	101%	5,634,176	38%
Goods & Services	134,227	835,040	715,288	117%	2,436,398	34%
Total Operating Expenses	632,618	3,596,350	3,485,001	103%	9,517,382	38%
Net Operating Results Inc (Dec)	(111,210)	(612,748)	(488,809)	125%	(780,651)	78%
Non Operating						
Transient, Lodging Tax	321,739	462,890	287,154	161%	1,532,668	30%
Government Support City of Portland	-	-	-	-	784,320	0%
Non-Operating Revenue	6,916	32,587	25,609	127%	106,681	31%
Non-Operating Expense	-	-	-	-	2,500	0%
	328,655	495,477	312,763	158%	2,421,169	20%
Support and Risk Management						
MERC Administration	60,711	303,555	395,006	77%	728,532	42%
Metro Support Services	63,141	315,705	290,675	109%	757,700	42%
Metro Risk Management	-	172,301	93,770	184%	258,452	67%
	123,852	791,561	779,451	102%	1,744,684	45%
Net Increase (Decrease)	93,593	(908,832)	(955,497)	95%	(104,166)	872%
Transfers						
Transfers to (Expense)	-	-	-	-	614,408	0%
Transfers from (Revenue)	-	-	-	-	28,440	0%
Net Transfers	-	-	-	-	(585,968)	0%
Net Operations	93,593	(908,832)	(955,497)	95%	(690,134)	132%
Capital						
Capital Outlay Expense	671	317,633	176,565	180%	575,000	55%
Goods & Services Expense	-	-	-	-	-	-
Non-Operating Revenue	-	76,225	29,324	260%	450,000	17%
Net Capital	(671)	(241,408)	(147,241)	164%	(125,000)	193%
Fund Balance Inc (Dec)	92,921	(1,150,240)	(1,102,738)	104%	(815,134)	141%
Food and Beverage Gross Margin	12,809	140,743	105,967		249,057	57%
Food and Beverage Gross Margin %	11.6%	18.1%	13.9%		14.7%	
Full Time Employees					46.4	
Taxes as percent of revenue	38%	13%	9%		15%	
Fund Balance						
Beginning Fund Balance		8,490,410	9,016,013		8,490,410	
Fund Balance Inc (Dec)		(1,150,240)	(1,102,738)		(815,134)	
Ending Fund Balance		7,340,170	7,913,275		7,675,276	
Unrestricted Fund Balance					-	
Operating Contingency					300,000	
Stabilization Reserve					174,500	
Designated for Renewal & Replacement					5,595,000	
New Capital/Business Strategy Reserve					1,605,776	
Designated for PERS Reserve - Current					-	
Designated for PERS Reserve - Prior					-	
Ending Fund Balance					7,675,276	

Metropolitan Exposition-Recreation Commission
MERC Statement of Activity with Annual Budget
MERC Administration
November 2011

	Current Month Actual	Current Year to Date Actual	Prior Year to Date Actual	% of Prior Year	Annual Budget	% of Annual Budget
	November-11	November-11	November-10		November-11	42%
Operating						
Revenue	-	3,265	3,373	97%	-	-
Personal Services	112,932	578,014	774,652	75%	1,433,613	40%
Goods & Services	25,692	92,459	141,961	65%	613,320	15%
Net Operating Results Inc (Dec)	(138,623)	(667,208)	(913,240)	73%	(2,046,933)	33%
Non Operating						
Non-Operating Revenue	2,020	4,503	4,046	111%	4,387	103%
Non-Operating Expense	-	-	-	-	-	-
	2,020	4,503	4,046	111%	4,387	103%
Support and Risk Management						
MERC Administration	173,460	867,300	1,128,588	77%	2,081,520	42%
	173,460	867,300	1,128,588	77%	2,081,520	42%
Net Increase (Decrease)	36,857	204,595	219,394	93%	38,974	525%
Transfers						
Transfers to (Expense)	6,490	32,450	-	-	252,623	13%
Transfers from (Revenue)	-	-	-	-	8,910	0%
Net Transfers	(6,490)	(32,450)	-	-	(243,713)	13%
Net Operations	30,367	172,145	219,394	78%	(204,739)	-84%
Capital						
Capital Outlay Expense	-	-	-	-	72,000	0%
Transient, Lodging Tax	-	-	-	-	-	-
Non-Operating Revenue	-	-	-	-	-	-
Net Capital	-	-	-	-	(72,000)	0%
Fund Balance Inc (Dec)	30,367	172,145	219,394	78%	(276,739)	-62%
Full Time Employees					20.0	
Excise Tax	-	240	-		-	
Fund Balance						
Beginning Fund Balance		1,582,581	1,002,490		1,582,581	
Fund Balance Inc (Dec)		172,145	219,394		(276,739)	
Ending Fund Balance		1,754,726	1,221,884		1,305,842	
Unrestricted Fund Balance					-	
Operating Contingency					95,335	
Designated for Renewal & Replacement					718,293	
Designated for PERS Reserve - Current					-	
Designated for PERS Reserve - Prior					-	
Restricted by Agreement - TLT					492,214	
Ending Fund Balance					1,305,842	

MERC Commission Meeting

January 4, 2012
12:30 pm

4.0 - MERC Venues'
Business Reports

OCC Event Analysis Monthly Revenue Report November 2011

Event Name	Start Date	Actual Attend	Event Rank	Event Type	Event Class	Event Indicator	Occupied Sq Feet	Event Days	In/Out Days	Travel Portland	OCC Actual Adver	OCC Actual Catering	OCC Actual Concess	OCC Actual Parking	OCC Actual Eq Rental	OCC Actual AV Equip	OCC Actual Utilities	OCC Actual Phone	OCC Actual Booth Carpet Cln	OCC Actual Box Office	OCC Actual Misc	OCC Actual Rent	OCC Actual Labor	OCC Actual Total
Shoulder to Shoulder 2011: 13th Annual Conference	11/01/11	750	Repeat	Annual Convention/C onference	Meeting	State	29,550	1	0		\$0	\$29,413	\$0	\$0	\$390	\$3,519	\$0	\$0	\$0	\$0	\$429	\$3,446	\$261	\$37,458
OCC NOV 2011 MISC NON-EVENT ACTIVITIES/BILLINGS	11/01/11	0	Accounting/Non-Event	Accounting/N on-event	Accounting/N on-Event		0	30	0		\$0	\$500	\$32	\$71,785	\$0	\$0	\$0	\$0	\$0	\$0	\$1,420	\$0	\$0	\$73,737
Blue Stone Strategy Group	11/01/11	10	New	Annual Convention/C onference	Meeting	Local	2,316	2	0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$500	\$0	\$500
Indian Law and Order Commission Field Hearing #2	11/02/11	63	New	Meeting/Seminar	Meeting		3,046	2	0		\$0	\$0	\$0	\$0	\$60	\$415	\$88	\$0	\$0	\$0	\$0	\$725	\$55	\$1,343
Lunch with the Native American Lending Alliance	11/02/11	100	New	Lunch	Food & Beverage/Catering	National	1,923	1	0		\$0	\$7,381	\$0	\$0	\$0	\$1,176	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$8,557
Final Streetcar Construction Celebration	11/02/11	100	New	Reception	Food & Beverage/Catering	Local	3,204	1	0		\$0	\$6,518	\$0	\$0	\$0	\$519	\$0	\$0	\$0	\$0	\$0	\$0	\$200	\$7,236
Learning the Ropes - OSB Professional Liability Fund	11/02/11	266	Repeat	Meeting/Seminar	Meeting		43,100	3	0		\$0	\$20,347	\$0	\$747	\$0	\$4,493	\$176	\$0	\$0	\$0	\$2,430	\$7,500	\$430	\$36,122
Portland's Annual Holiday Food and Gift Festival 2011	11/04/11	7,425	Repeat	Consumer/Public Show	Consumer Public	Local	311,316	3	2		\$0	\$309	\$0	-\$2,495	\$195	\$300	\$9,170	\$316	\$50	\$803	\$1,425	\$23,700	\$6,308	\$40,081
Handwriting Without Tears	11/04/11	139	Repeat	Meeting/Seminar	Meeting		5,625	2	1		\$0	\$787	\$0	\$0	\$80	\$450	\$88	\$0	\$0	\$0	\$417	\$1,500	\$0	\$3,322
National Indian Gaming Commision Consultation Meeting	11/03/11	45	New	Meeting/Seminar	Meeting	National	1,875	1	0		\$0	\$534	\$0	\$0	\$0	\$843	\$88	\$0	\$0	\$0	\$465	\$600	\$468	\$2,997
Institute for Brain Potential: IBP Nutrition and Mental Health	11/04/11	475	New	Meeting/Seminar	Meeting	Local	8,900	1	0		\$0	\$531	\$0	\$0	\$0	\$373	\$0	\$0	\$0	\$0	\$1,850	\$2,000	\$0	\$4,754
Oregon State Bar - Convocation on Equality 2011	11/04/11	345	Repeat	Meeting/Seminar	Meeting		16,955	1	0		\$0	\$19,537	\$0	\$396	\$600	\$5,284	\$1,184	\$0	\$0	\$0	\$2,205	\$5,100	\$300	\$34,606
Oregon Law Institute - 24th Annual Ethics Seminars	11/04/11	123	Repeat	Meeting/Seminar	Meeting		4,000	1	0		\$0	\$887	\$0	\$63	\$0	\$238	\$88	\$0	\$0	\$0	\$390	\$1,100	\$0	\$2,766
Body Mind Spirit Expo 2011	11/05/11	1,100	Repeat	Exhibits	Consumer Public		99,828	2	1		\$0	\$0	\$0	\$0	\$0	\$0	\$846	\$0	\$0	\$0	\$275	\$6,500	\$490	\$8,111

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ABI- 2011 Grace Hopper Celebration of Women in Computing Conference (GHC)	11/07/11	3,000	New	Annual Convention/C onference	Convention	National	1,301,822	6	2	TRUE	\$0	\$502,881	\$8,641	\$0	\$1,039	\$835	\$21,230	\$35,947	\$1,605	\$0	\$35,866	\$71,190	\$23,031	\$702,264
District 7 Toastmasters	11/05/11	210	Repeat	Meeting/Seminar	Meeting		16,246	1	0		\$0	\$8,528	\$0	\$0	\$140	\$1,080	\$440	\$0	\$0	\$0	\$900	\$2,500	\$0	\$13,588
Kounterstrike Featuring Helicopter Showdown	11/05/11	539	New	Dance	Consumer Public		64,846	2	0		\$0	\$720	\$112	\$250	\$1,070	\$0	\$1,664	\$0	\$0	\$79	\$917	\$3,250	\$3,350	\$11,412
Magic Pro Tour Qualifier	11/05/11	215	New	Competition	Consumer Public	Local	4,093	1	0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,280	\$0	\$1,280
Portland National College Fair 2011	11/06/11	13,873	Repeat	Trade Show	Convention w/ Tradeshow	National	381,714	2	1	TRUE	\$0	\$2,519	\$0	\$0	\$0	\$1,430	\$769	\$0	\$0	\$0	\$1,987	\$15,430	\$951	\$23,086
NWP Shareholders Meeting	11/05/11	672	Repeat	Dinner	Food & Beverage/Catering	Local	25,500	1	0		\$0	\$58,030	\$0	\$0	\$240	\$7,593	\$231	\$0	\$0	\$0	\$542	\$0	\$2,995	\$69,631
AMTC Dress Rehearsal	11/05/11	31	Repeat	Miscellaneous	Meeting		1,818	1	0		\$0	\$0	\$0	\$0	\$0	\$56	\$88	\$0	\$0	\$0	\$0	\$570	\$0	\$714
DrupalCON Site Tour -- In House	11/08/11	6	In-house	Accounting/Non-event	In-house	Local	0	1	0		\$0	\$35	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$35
Life Caravan	11/10/11	2,800	New	Meeting/Seminar	Meeting		120,000	3	1		\$0	\$0	\$0	\$181	\$1,600	\$0	\$1,823	\$0	\$0	\$0	\$275	\$9,750	\$666	\$14,295
Big Brother Big Sister Tasting -- In House	11/09/11	4	In-house	Accounting/Non-event	In-house	Local	0	1	0		\$0	\$32	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$32
World Wide Group - Regional Rallies	11/12/11	610	Repeat	Meeting/Seminar	Meeting	Regional	7,083	1	0		\$0	\$131	\$0	\$0	\$0	\$425	\$88	\$0	\$0	\$0	\$165	\$1,850	\$55	\$2,714
Glaziers Architectural Metal & Glass Workers 740 "100 Year Celebration"	11/12/11	260	New	Dinner	Food & Beverage/Catering	Local	8,200	1	0		\$0	\$17,548	\$0	\$0	\$15	\$2,460	\$0	\$0	\$0	\$0	\$180	\$0	\$750	\$20,953
American College for Advancement in Medicine (ACAM) Fall Conference & Trade Show	11/17/11	0	New	Annual Convention/C onference	Convention w/ Tradeshow	Regional	247,970	3	4	TRUE	\$0	\$118,879	\$0	\$0	\$340	\$11,106	\$8,132	\$350	\$890	\$0	\$7,655	\$17,010	\$4,039	\$168,401
Big Brothers Big Sisters Columbia Northwest Annual Awards Breakfast	11/17/11	921	New	Breakfast	Food & Beverage/Catering	Local	54,505	1	3		\$0	\$24,881	\$0	\$2,198	\$0	\$11,862	\$0	\$0	\$0	\$0	\$1,355	\$500	\$5,650	\$46,446
ACAM Pre-Con -- In House	11/15/11	10	In-house	Accounting/Non-event	In-house	Local	0	1	0		\$0	\$4	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$36	\$0	\$0	\$40
Lifesavers Breakfast 2011	11/16/11	590	Repeat	Breakfast	Food & Beverage/Catering	Local	34,200	1	1		\$0	\$11,599	\$0	\$0	\$0	\$6,292	\$0	\$0	\$0	\$0	\$705	\$1,000	\$525	\$20,121

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LawReviewCle	11/15/11	36	New	Meeting/Seminar	Meeting	Local	2,712	1	0		\$0	\$141	\$0	\$45	\$0	\$0	\$0	\$0	\$0	\$0	\$285	\$860	\$0	\$1,331
Metro All Staff Meeting	11/15/11	420	Repeat	Meeting/Seminar	Meeting	Local	8,200	1	0		\$0	\$0	\$0	\$0	\$40	\$895	\$0	\$0	\$0	\$0	\$0	\$1,175	\$0	\$2,110
Gem Faire Trade Show 2011	11/18/11	3,845	Repeat	Trade Show	Consumer Public		157,290	3	2		\$0	\$0	\$0	\$0	\$773	\$0	\$7,090	\$0	\$0	\$495	\$275	\$9,750	\$3,892	\$22,275
MERC/Aramark Tasting	11/16/11	5	In-house	Tasting	In-house		826	1	0		\$0	\$160	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$160
Metro Service Awards Luncheon	11/17/11	40	In-house	Lunch	In-house		2,231	1	0		\$0	\$605	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$605
Metro Research Center Open House	11/17/11	145	New	Meeting/Seminar	Meeting	Local	6,408	2	0		\$0	\$520	\$0	\$0	\$0	\$208	\$0	\$1,431	\$0	\$0	\$540	\$800	\$0	\$3,498
Urban League of Portland Annual Equal Opportunity Day Dinner	11/17/11	532	Repeat	Community Event	Food & Beverage/Catering		35,358	1	0		\$0	\$35,115	\$0	\$0	\$150	\$2,670	\$462	\$0	\$0	\$0	\$275	\$2,000	\$1,991	\$42,662
Knowledge Universe Team Meeting	11/18/11	650	Repeat	Meeting/Seminar	Meeting	Local	18,900	1	0		\$0	\$4,008	\$0	\$0	\$630	\$3,332	\$1,070	\$0	\$0	\$0	\$1,265	\$5,250	\$0	\$15,555
Oregon Law Institute - Courtroom Evidence	11/18/11	115	Repeat	Meeting/Seminar	Meeting		3,033	1	0		\$0	\$517	\$0	\$72	\$0	\$203	\$88	\$0	\$0	\$0	\$254	\$960	\$0	\$2,094
Hoffman OM & Superintendent Meeting	11/18/11	100	Repeat	Meeting/Seminar	Meeting	Regional	12,900	1	0		\$0	\$5,034	\$0	\$639	\$120	\$825	\$0	\$0	\$0	\$0	\$675	\$2,500	\$45	\$9,838
Travel Portland and OCC Welcome Barbershop Harmony Society	11/19/11	45	New	Reception	Food & Beverage/Catering		621	1	0		\$0	\$1,610	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$72	\$0	\$0	\$1,682
2011 Hoffman Construction Company Annual Meeting	11/19/11	492	Repeat	Annual Convention/Conference	Meeting	Local	26,000	1	0		\$0	\$52,182	\$0	\$2,407	\$150	\$1,861	\$718	\$0	\$0	\$0	\$1,215	\$1,300	\$400	\$60,233
Oregon Mission of Mercy (OrMOM) 2011	11/21/11	2,023	Repeat	Community Event	Consumer Public	Local	411,924	2	2		\$0	-\$99	\$0	\$0	\$0	\$2,342	\$3,950	\$450	\$0	\$0	\$1,880	\$3,900	\$4,602	\$17,025
Festival of Trees 2011	12/01/11	0	Repeat	Consumer/Public Show	Consumer Public	Local	682,560	4	6		\$0	\$96,947	\$531	\$108	\$0	\$45,504	\$5,742	\$3,355	\$711	\$751	\$3,505	\$22,500	\$30,464	\$210,119
OCC and Portland Roasting -- Now Partners	11/28/11	0	In-house	Press Conference	In-house		0	1	0		\$0	\$2,046	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,046
Automotive Research Event	11/29/11	50	New	Meeting/Seminar	Meeting		75,600	3	0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$17,500	\$0	\$17,500
Oregon Landscape Expo 2011	11/30/11	1,020	Repeat	Exhibits	Convention	State	98,755	2	0		\$0	\$363	\$0	\$0	\$60	\$4,224	\$3,432	\$0	\$75	\$0	\$275	\$4,060	\$657	\$13,145
BOLI- 27th Annual Conference for Employers 2011	11/30/11	350	Repeat	Meeting/Seminar	Meeting	Local	34,859	3	0		\$0	\$35,895	\$0	\$315	\$0	\$3,196	\$440	\$0	\$0	\$0	\$5,310	\$10,880	\$0	\$56,036
Totals		44,550					4,377,812															\$260,436		\$1,834,517

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OCC NOV 2010 MISC NON-EVENT ACTIVITIES/BILLINGS	11/01/10	1	Accounting/Non-Event	Accounting/Non-event	Accounting/Non-Event		0	30	0		\$0	\$413	\$110	\$75,347	\$0	\$0	\$0	\$0	\$0	\$0	\$1,418	\$0	\$0	\$77,288
Festival of Trees Pre-con/Tech Meeting	11/01/10	10	In-house	Meeting/Seminar	Meeting	Local	0	1	0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
247securityinc.com Touchdown	11/01/10	25	New	Meeting/Seminar	Meeting	Local	2,811	3	0		\$0	\$634	\$0	\$0	\$0	\$420	\$83	\$630	\$0	\$0	\$344	\$900	\$0	\$3,010
2010 Oregon Innovation Showcase	11/02/10	125	New	Lecture/Speaker Series	Meeting	State	10,800	1	0		\$0	\$5,179	\$0	\$93	\$450	\$761	\$0	\$315	\$0	\$0	\$270	\$1,300	\$448	\$8,816
Gecko Microsolutions Inc.	11/03/10	15	New	Meeting/Seminar	Meeting	National	783	1	0		\$0	\$223	\$0	\$0	\$0	\$30	\$0	\$0	\$0	\$0	\$150	\$200	\$0	\$603
Oregon Water Law Seminar	11/03/10	88	Repeat	Meeting/Seminar	Meeting	State	5,670	2	0		\$0	\$2,369	\$0	\$0	\$0	\$300	\$83	\$0	\$0	\$0	\$726	\$1,440	\$100	\$5,018
MERC Commission Meeting	11/03/10	25	In-house	Meeting/Seminar	In-house	Local	2,346	1	0		\$0	\$335	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$50	\$0	\$0	\$385
Portland's Annual Holiday Food and Gift Festival 2010	11/05/10	6,015	Repeat	Consumer/Public Show	Consumer Public	Local	313,493	3	2		\$0	\$162	\$149	-\$2,100	\$0	\$400	\$7,921	\$423	\$56	\$1,027	\$1,455	\$22,050	\$5,641	\$37,183
Time Out for Women	11/05/10	2,750	Repeat	Annual Convention/Conference	Meeting	Regional	197,638	2	1		\$0	\$1,651	\$0	\$0	\$475	\$225	\$2,027	\$0	\$0	\$0	\$550	\$12,070	\$336	\$17,334
Regional Wildlife Corridors Mapping	11/04/10	30	New	Meeting/Seminar	Meeting	Local	1,875	1	0		\$0	\$112	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$135	\$235	\$0	\$482
Urban League of Portland Annual Equal Opportunity Day Dinner	11/04/10	557	Repeat	Community Event	Food & Beverage/Catering	Local	35,358	1	0		\$0	\$30,522	\$0	\$0	\$0	\$6,660	\$571	\$50	\$0	\$0	\$38	-\$1,600	\$1,793	\$38,033
Oregon Association of Defense Counsel Fall Seminar	11/05/10	86	Repeat	Meeting/Seminar	Meeting	State	8,900	1	0		\$0	\$4,831	\$0	\$0	\$105	\$803	\$249	\$0	\$0	\$0	\$1,518	\$1,200	\$0	\$8,706
Oregon State Bar - 50 Under 50: Tips & Strategies for Businesses with Fewer than 50 Employees	11/05/10	75	Repeat	Meeting/Seminar	Meeting	State	4,200	1	0		\$0	\$964	\$0	\$81	\$0	\$285	\$83	\$365	\$0	\$0	\$550	\$1,200	\$0	\$3,528
SETAC Pre-Con -- In House	11/05/10	0	In-house	Accounting/Non-event	In-house	Local	0	1	0		\$0	\$19	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$44	\$0	\$0	\$63

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Society of Environmental Toxicology and Chemistry - SETAC 2010 North American Annual Meeting	11/08/10	2,300	Repeat	Annual Convention/C onference	Convention w/ Tradeshow	International	1,113,339	4	3	TRUE	\$0	\$205,656	\$0	\$0	\$80	\$5,094	\$9,269	\$10,621	\$1,660	\$0	\$28,926	\$77,400	\$8,188	\$346,893
Oregon Law Institute - 23rd Annual Ethics	11/05/10	169	Repeat	Meeting/Seminar	Meeting	State	4,000	1	0		\$0	\$1,170	\$0	\$54	\$0	\$275	\$109	\$0	\$0	\$0	\$546	\$1,100	\$0	\$3,254
OSCPA: Annual Update for Accountants and Auditors	11/05/10	31	New	Meeting/Seminar	Meeting	State	2,326	1	0		\$0	\$1,179	\$0	\$95	\$30	\$400	\$0	\$0	\$0	\$0	\$210	\$200	\$0	\$2,114
Birthday Ball	11/06/10	899	New	Dinner	Food & Beverage/Catering	Local	50,400	1	1		\$0	\$32,400	\$0	\$0	\$720	\$2,840	\$270	\$0	\$0	\$0	\$165	\$0	\$1,130	\$37,525
Leadership '10 - Oregon's #1 Leadership Conference	11/06/10	265	Repeat	Annual Convention/C onference	Meeting	Local	17,057	1	0		\$0	\$8,265	\$0	\$0	\$210	\$2,705	\$590	\$0	\$0	\$0	\$1,350	\$2,500	\$110	\$15,730
NWP Shareholders Meeting	11/06/10	510	Repeat	Dinner	Food & Beverage/Catering	Local	26,311	1	0		\$0	\$50,556	\$0	\$0	\$0	\$7,000	\$301	\$0	\$0	\$0	\$365	\$0	\$2,583	\$60,804
The Abbey Foundation of Oregon: Annual Seminary Benefit Dinner 2010	11/07/10	769	New	Dinner	Food & Beverage/Catering	Local	30,200	1	0		\$0	\$38,150	\$0	\$1,572	\$0	\$7,887	\$0	\$0	\$0	\$0	\$275	\$0	\$4,310	\$52,194
Columbia Analytical Services	11/08/10	92	New	Reception	Food & Beverage/Catering	Local	0	1	0		\$0	\$5,086	\$0	\$70	\$0	\$580	\$0	\$0	\$0	\$0	\$135	\$700	\$300	\$6,871
OSCPA: Advanced Excel	11/08/10	38	New	Meeting/Seminar	Meeting	State	2,326	1	0		\$0	\$1,490	\$0	\$115	\$0	\$325	\$0	\$0	\$0	\$0	\$235	\$500	\$0	\$2,665
OSCPA: Security for Accountants: New Legal Requirements and Practical Solutions	11/09/10	19	New	Meeting/Seminar	Meeting	State	1,458	1	0		\$0	\$736	\$0	\$100	\$0	\$235	\$0	\$0	\$0	\$0	\$193	\$185	\$0	\$1,449
OSCPA: Oregon Inheritance Taxation	11/10/10	35	New	Meeting/Seminar	Meeting	State	6,408	1	1		\$0	\$225	\$0	\$190	\$0	\$400	\$0	\$1,100	\$0	\$0	\$180	\$890	\$426	\$3,411
Inhouse: Classic Wine Auction Tasting	11/10/10	0	In-house	Tasting	In-house	Local	0	1	0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
OSCPA: Excel-Based Dashboards	11/10/10	17	New	Meeting/Seminar	Meeting	State	1,458	1	0		\$0	\$538	\$0	\$0	\$0	\$294	\$0	\$0	\$0	\$0	\$180	\$185	\$0	\$1,197

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Health Care Quality, Safety & Reform: From TV to Real Life, an Interactive Consumer Exchange	11/10/10	150	New	Meeting/Seminar	Meeting	Local	6,066	1	0		\$0	\$3,919	\$0	\$0	\$90	\$1,325	\$0	\$99	\$0	\$0	\$630	\$1,320	\$0	\$7,383
Portland National College Fair 2010	11/12/10	13,200	Repeat	Trade Show	Convention w/ Tradeshow	National	319,656	2	1		\$0	\$3,989	\$0	\$48	\$0	\$400	\$1,369	\$0	\$0	\$0	\$2,305	\$14,456	\$1,406	\$23,972
Society for the Study of Reproduction - Tasting - National Convention Coming	11/11/10	0	New	Tasting	Food & Beverage/Catering	Local	0	1	0		\$0	\$138	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$138
College Fair Pre-Con	11/11/10	0	In-house	Accounting/Non-event	In-house	Local	0	1	0		\$0	\$25	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$25
Pulse Productions: The PULSE on Tour 2010	11/12/10	750	New	Dance	Meeting	National	112,735	3	0	TRUE	\$0	\$3,048	\$0	\$0	\$349	\$1,280	\$2,442	\$0	\$0	\$0	\$678	\$14,200	\$1,674	\$23,671
RETA 2010 National Conference and Heavy Equipment Show	11/16/10	900	New	Annual Convention/Conference	Convention w/ Tradeshow	National	788,318	5	4	TRUE	\$0	\$108,700	\$0	\$0	\$0	\$19,451	\$14,944	\$2,415	\$5,518	\$0	\$4,195	\$33,113	\$8,754	\$197,090
Oregon Law Institute - Effective Collection of Judgments	11/12/10	81	Repeat	Meeting/Seminar	Meeting	State	3,033	1	0		\$0	\$522	\$0	\$81	\$0	\$40	\$0	\$0	\$0	\$0	\$195	\$960	\$0	\$1,798
RETA - Pre-Con	11/12/10	0	New	Meeting/Seminar	In-house	Local	0	1	0		\$0	\$23	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$44	\$0	\$0	\$67
OCACG National Training for Counselors and Mentors	11/12/10	6	New	Meeting/Seminar	Meeting	State	783	1	0		\$0	\$0	\$0	\$0	\$0	\$205	\$0	\$0	\$0	\$0	\$0	\$250	\$0	\$455
World Wide Group - Regional Rallies	11/13/10	450	Repeat	Meeting/Seminar	Meeting	Regional	6,300	1	0		\$0	\$130	\$0	\$0	\$0	\$390	\$83	\$0	\$0	\$0	\$0	\$1,750	\$55	\$2,408
Secrets of Deep Tissue Massage	11/13/10	65	Repeat	Training	Meeting	Local	12,600	2	0		\$0	\$125	\$0	\$0	\$0	\$135	\$83	\$0	\$0	\$0	\$0	\$1,880	\$0	\$2,223
DSS Interviews - In House	11/15/10	0	In-house	Accounting/Non-event	In-house	Local	0	1	0		\$0	\$23	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$23
Big Brothers, Big Sisters Columbia Northwest - REHEARSAL for 11.18 Breakfast	11/16/10	8	New	Miscellaneous	Meeting	Local	4,700	1	0		\$0	\$437	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$437

OCC Event Analysis Monthly Revenue Report November 2010 Historical Comparison

Event Name	Start Date	Actual Attend	Event Rank	Event Type	Event Class	Event Indicator	Occupied Sq Feet	Event Days	In/Out Days	Travel Portland	OCC Actual Adver	OCC Actual Catering	OCC Actual Concess	OCC Actual Parking	OCC Actual Eq Rental	OCC Actual AV Equip	OCC Actual Utilities	OCC Actual Phone	OCC Actual Booth Carpet Cln	OCC Actual Box Office	OCC Actual Misc	OCC Actual Rent	OCC Actual Labor	OCC Actual Total	
Shoulder to Shoulder 2010: 12th Annual Conference	11/16/10	850	Repeat	Annual Convention/C onference	Meeting	State	40,188	1	0		\$0	\$35,043	\$0	\$0	\$280	\$4,382	\$0	\$0	\$0	\$0	\$559	\$3,663	\$261	\$44,187	
Oregon Mission of Mercy Pre-Con -- In House	11/17/10	15	In-house	Accounting/No n-event	In-house	Local	0	1	0		\$0	\$15	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$15	
Gem Faire Trade Show 2010	11/19/10	3,271	Repeat	Exhibits	Consumer Public	Local	157,290	3	2		\$0	\$0	\$0	\$0	\$315	\$0	\$7,349	\$0	\$0	\$0	\$453	\$275	\$9,750	\$3,971	\$22,113
Lifesavers Breakfast 2010	11/17/10	495	Repeat	Breakfast	Food & Beverage/Ca tering	Local	17,100	1	0		\$0	\$9,540	\$0	\$0	\$0	\$5,374	\$0	\$0	\$0	\$0	\$705	\$0	\$525	\$16,144	
Rasmussen Mercedes 2010 Event	11/18/10	600	Repeat	Reception	Food & Beverage/Ca tering	Local	25,200	1	0		\$0	\$25,477	\$0	\$1,715	\$0	\$5,125	\$628	\$0	\$0	\$0	\$165	\$4,800	\$1,430	\$39,340	
Big Brothers Big Sisters Columbia Northwest Annual Awards Breakfast	11/18/10	540	New	Breakfast	Food & Beverage/Ca tering	Local	26,311	1	0		\$0	\$17,224	\$0	\$0	\$0	\$4,144	\$0	\$0	\$0	\$0	\$275	\$0	\$438	\$22,080	
Oregon Law Institute - Evidence in the Courtroom	11/19/10	105	Repeat	Meeting/Semi nar	Meeting	State	2,881	1	0		\$0	\$840	\$0	\$72	\$0	\$150	\$83	\$0	\$0	\$0	\$507	\$960	\$0	\$2,612	
Hoffman OM & Superintendant Meeting	11/19/10	125	Repeat	Meeting/Semi nar	Meeting	Local	12,900	1	0		\$0	\$5,710	\$0	\$639	\$120	\$1,178	\$0	\$0	\$0	\$0	\$675	\$2,500	\$0	\$10,822	
Nursing Organizations Alliance Closing Dinner	11/19/10	148	New	Dinner	Food & Beverage/Ca tering	National	17,100	1	0		\$0	\$6,690	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,690	
Oregon Mission of Mercy (OrMOM)	11/22/10	1,500	New	Community Event	Consumer Public	Local	286,150	2	4		\$0	-\$36	\$0	\$0	\$0	\$400	\$4,641	\$450	\$0	\$0	\$1,360	\$3,900	\$2,016	\$12,731	
Oregon State Bar - Fundamentals of Real Estate and Land Use	11/19/10	105	Repeat	Meeting/Semi nar	Meeting	State	7,083	1	0		\$0	\$1,763	\$0	\$63	\$0	\$313	\$166	\$365	\$0	\$0	\$854	\$1,300	\$0	\$4,824	
Jesuit High School - Mother/Son Brunch	11/21/10	720	New	Breakfast	Food & Beverage/Ca tering	Local	17,100	1	1		\$0	\$14,904	\$0	\$0	\$15	\$1,205	\$0	\$0	\$0	\$0	\$165	\$0	\$275	\$16,564	
2010 Hoffman Construction Company Annual Meeting	11/20/10	505	Repeat	Annual Convention/C onference	Meeting	Local	26,000	1	0		\$0	\$48,847	\$0	\$2,464	\$150	\$1,493	\$718	\$0	\$0	\$0	\$885	\$1,300	\$400	\$56,257	
Inhouse: Tasting for Cabi	11/22/10	0	In-house	Tasting	In-house	Local	0	1	0		\$0	\$353	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$50	\$0	\$0	\$403	
Festival of Trees 2010	12/02/10	9,289	Repeat	Consumer/Pu blic Show	Consumer Public	Local	682,560	4	6		\$0	\$80,381	-\$3,117	\$189	\$0	\$48,557	\$5,386	\$2,939	\$716	\$704	\$5,656	\$22,180	\$30,535	\$194,124	

OCC Event Analysis Monthly Revenue Report November 2010 Historical Comparison

Event Name	Start Date	Actual Attend	Event Rank	Event Type	Event Class	Event Indicator	Occupied Sq Feet	Event Days	In/Out Days	Travel Portland	OCC Actual Adver	OCC Actual Catering	OCC Actual Concess	OCC Actual Parking	OCC Actual Eq Rental	OCC Actual AV Equip	OCC Actual Utilities	OCC Actual Phone	OCC Actual Booth Carpet Cln	OCC Actual Box Office	OCC Actual Misc	OCC Actual Rent	OCC Actual Labor	OCC Actual Total
BOLI - 26th Annual Conference for Employers	12/01/10	305	Repeat	Annual Convention/C onference	Meeting	State	34,859	2	1		\$0	\$31,263	\$0	\$315	\$0	\$3,080	\$415	\$198	\$0	\$0	\$5,312	\$10,880	\$0	\$51,463
3M Year End Preview Meeting	12/01/10	6	New	Meeting/Seminar	Meeting	Local	1,941	2	1		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$320	\$0	\$320	
Totals		49,135					4,448,011														\$252,137		\$1,494,931	

PCPA MONTHLY ANALYSIS

NOVEMBER 2011

FACILITY NAME	DATE	PRESENTER	EVENT	LOAD-IN/ LOAD-OUT DARK DAYS	NO. OF PERF.	TOTAL ATTEND.	PAID ATTEND.	% SOLD	GROSS TICKET SALES	RENT	CHARGES & REIMBURSE.	USER'S FEE	SOUVEN.	GROSS FOOD & BEV.	GROSS REVENUE EARNED
KELLER	10/25 to 11/13	Portland Opera	The Marriage of Figaro	16	4	9,502	9,492	80%	\$680,793	\$13,725	\$42,948	\$14,460	\$0	\$24,267	\$95,400
	11/20	Double Tee Concerts	B.B. King/Curtis Salgado	0	1	2,822	2,788	94%	\$153,240	\$9,500	\$10,745	\$8,784	\$1,009	\$13,798	\$43,836
ASCH	11/4	Tix Productions	David Sedaris	0	1	2,687	2,742	99%	\$106,489	\$8,008	\$4,109	\$6,389	\$274	\$4,419	\$23,199
	10/31 to 11/7	Oregon Symphony	Classical 4 Mozart's Jupiter Symphony	3	2	3,192	3,035	55%	\$118,101	\$2,370	\$12,035	\$4,553	\$202	\$3,893	\$23,053
	11/10 to 11	Oregon Symphony	Herbie Hancock	0	1	2,624	2,719	98%	\$193,589	\$1,185	\$10,415	\$4,079	\$243	\$5,634	\$21,556
	11/12	Portland Youth Philharmonic	Fall Concert	0	1	1,186	1,027	37%	\$17,425	\$805	\$4,184	\$518	\$0	\$1,785	\$7,292
	11/16	Monqui Presents	Feist	0	1	1,792	1,810	65%	\$62,018	\$4,636	\$10,221	\$4,073	\$436	\$9,621	\$28,987
	11/17	Institute for Science, Engin.	Gabe Zichermann	0	1	832	134	5%	\$6,709	\$3,440	\$3,030	\$1,339	\$0	\$306	\$8,115
	11/14 to 21	Oregon Symphony	Classical 5	3	3	5,104	5,295	64%	\$203,717	\$3,175	\$14,319	\$7,943	\$257	\$5,515	\$31,209
	11/26	Oregon Symphony	A von Trapp Family Christmas	1	1	1,797	1,726	62%	\$77,145	\$995	\$7,483	\$2,589	\$574	\$2,395	\$14,036
	11/30	Pacific Lutheran University	Concert	0	1	797	827	30%	\$12,899	\$2,620	\$4,555	\$1,899	\$0	\$8,387	\$17,461
NEWMARK	10/16 to 11/20	Oregon Children's Theatre	Pinkalicious	20	28	19,470	18,591	76%	\$304,198	\$9,375	\$30,962	\$9,753	\$0	see matt/barista	\$50,090
	11/9	Double Tee Concerts	Judy Collins	0	1	517	513	58%	\$23,475	\$1,390	\$3,059	\$1,368	\$240	\$343	\$6,400
WINNINGSTAD	11/1 to 6	Portland Playhouse	Fall Festival of Shakespeare	4	3	559	238	27%	\$2,380	\$3,530	\$2,622	\$536	\$0	see barista	\$6,688
	11/7 to 20	Tears of Joy	Pinocchio	4	11	2,577	2,920	46%	\$23,449	\$1,855	\$4,342	\$546	\$0	see barista	\$6,743
BRUNISH THEATRE	11/12	Church of Scientology	Private Fundraiser	0	1	98	0		\$0	\$280	\$269	\$0	\$0	\$4,265	\$4,814
A. HATFIELD HALL	11/14	PCPA Volunteers	Noontime Showcase-Sandy Actors Th.	0	1	84	0		\$0	\$0	\$0	\$0	\$0	\$21	\$21
KELLER CAFÉ	Nov													\$8,313	\$8,313
ARTBAR	Nov													\$7,873	\$7,873
ARTBARISTA	Nov													\$5,808	\$5,808
MATT'S BAR	Nov													\$2,302	\$2,302
PCPA CATERING	Nov													\$220	\$220
		TOTALS		51	62	55,640	53,857	60%	\$1,985,627	\$66,889	\$165,298	\$68,829	\$3,235	\$109,165	\$413,416

PCPA MONTHLY ANALYSIS

NOVEMBER 2010

FACILITY NAME	DATE	PRESENTER	EVENT	LOAD-IN/ LOAD-OUT DARK DAYS	NO. OF PERF.	TOTAL ATTEND.	PAID ATTEND.	% SOLD	GROSS TICKET SALES	RENT	CHARGES & REIMBURSE.	USER'S FEE	SOUVEN.	GROSS FOOD & BEV.	GROSS REVENUE EARNED
KELLER	10/26 TO 11/14	Portland Opera	Hansel and Gretel	14	4	7,091	6,584	59%	\$466,158	\$13,310	\$44,823	\$6,784	\$0	\$16,596	\$81,513
	11/18 to 12/5	Portland's Singing Tree	Singing Christmas Tree	11	10	20,310	19,018	64%	\$522,408	\$26,985	\$54,462	\$44,678	\$524	\$11,297	\$137,946
ASCH	10/28 to 11/1	Oregon Symphony	Classical 3 Tchaikovsky's Winter	2	2	2,798	2,740	49%	\$103,957	\$2,115	\$9,829	\$2,740	\$0	\$3,058	\$17,742
	11/2	ISEPP	Alex Filppenko	0	1	1,578	157	6%	\$13,296	\$3,340	\$3,022	\$3,248	\$150	\$369	\$10,129
	11/3	Double Tee Presents	Gordon Lightfoot	0	1	1,300	1,296	47%	\$64,570	\$4,869	\$8,901	\$3,712	\$0	\$5,451	\$22,933
	11/4	Outback Concerts	Rodney Carrington	0	1	1,377	1,355	49%	\$61,454	\$4,428	\$8,223	\$3,398	\$540	\$4,887	\$21,476
	11/5	Warren Miller Entertainment	Wintervention	0	2	2,493	2,455	44%	\$48,700	\$6,915	\$8,566	\$5,524	\$0	\$10,583	\$31,588
	11/6	Portland Youth Philharmonic	Winter Concert	0	1	1,092	1,056	38%	\$13,576	\$780	\$3,314	\$528	\$0	\$1,564	\$6,186
	11/9	White Bird	Martha Graham Dance Company	1	1	2,232	2,180	78%	\$69,754	\$2,318	\$12,376	\$4,850	\$0	\$2,672	\$22,216
	11/10	Oregon Symphony	Auditions	1	0	0	0		\$0	\$5,200	\$1,268	\$0	\$0	\$0	\$6,468
	11/12	Outback Concerts	Lisa Lampanelli & Dave Attell	0	1	1,667	1,679	60%	\$71,777	\$5,417	\$4,595	\$4,063	\$44	\$9,082	\$23,201
	11/8 to 11/15	Oregon Symphony	Classical 4 Mozart & Shakespeare	3	2	1,786	2,642	48%	\$104,333	\$2,485	\$11,651	\$2,642	\$108	\$3,053	\$19,939
	11/18	Portland Arts and Lectures	Bill Bryson	0	1	2,043	1,920	69%	\$78,970	\$1,855	\$3,318	\$5,011	\$400	\$1,731	\$12,315
	11/19	Live Nation	Daniel Tosh	0	2	5,479	5,695	100%	\$208,794	\$11,826	\$7,818	\$12,599	\$0	\$23,442	\$55,685
	11/16 to 11/22	Oregon Symphony	Classical 5 Stephen Hough/Liszt	3	3	3,727	4,125	50%	\$164,921	\$3,265	\$8,181	\$4,125	\$477	\$3,532	\$19,580
	11/26	AEG Live	J Bonham/Zepplin Experience	0	1	1,451	1,333	48%	\$54,785	\$4,117	\$15,456	\$3,321	\$1,052	\$10,014	\$33,960
	11/23 to 28	Oregon Symphony	Cirque de la Symphonie	1	2	4,407	4,249	51%	\$201,261	\$1,690	\$14,238	\$4,249	\$0	\$5,582	\$25,759
NEWMARK	10/21 to 11/21	Oregon Children's Theatre	Alice & Wonderland Rock Opera	13	30	18,459	12,227	46%	\$97,210	\$6,740	\$29,767	\$0	\$0	\$1,559	\$38,066
	11/23 to 11/28	The Portland Ballet	La Boutique Fantasque	2	5	1,863	1,794	41%	\$46,948	\$7,045	\$10,042	\$7,592	\$0	\$1,695	\$26,374
WINNINGSTAD	11/2 to 11/7	Portland Playhouse	Fall Festival of Shakespeare	3	4	512	518	44%	\$4,918	\$3,710	\$4,194	\$752	\$0	\$532	\$9,188
	11/10 to 11/28	Tears of Joy	Cinderella & Puppetz vs People	7	19	2,693	1,500	27%	\$26,060	\$2,515	\$5,377	\$1,075	\$0	\$0	\$8,967
	11/29	PDX Diamond Way Buddhist	Lama Ole Nydahl	0	1	126	136	47%	\$2,720	\$650	\$1,182	\$306	\$52	\$0	\$2,190
A. HATFIELD HALL	11/8	PCPA Volunteers	Northwest Children's Theater	0	1	119	0		\$0	\$0	\$0	\$0	\$0	\$31	\$31
KELLER CAFÉ														\$6,298	\$6,298
ARTBAR														\$9,534	\$9,534
PCPA CATERING														\$210	\$210
		TOTALS		61	95	84,603	74,659	51%	\$2,426,570	\$121,575	\$270,603	\$121,197	\$3,347	\$132,772	\$649,494

Expo Center Event Analysis

Nov-11		Consumer	Trade	Misc. / Mtg.	Conv.	# of Events	Event Days	I/O Days	Use %	Attendance	Rental	Equipment	Concessions	West Delta Bar & Grill	Catering	Utilities	Parking	Total
Making Connections	1	1				1	1	1		360	0	0	0	25	1,283	0	0	1,308
MERC Commission Meeting	2			1		1	1	0		30	0	0	0	0	655	0	0	655
Aramark National Events - Sears Appliance Training	3-4			1		1	2	1		60	3,035	375	0	0	1,271	269	456	5,406
Portland Skifever and Snowboard Sale	4-6		1			1	3	3		17,152	22,970	0	16,959	0	3,157	3,051	58,384	104,521
Portland's Largest Garage Sale	5		1			1	1	2		3,796	3,000	0	3,627	0	0	0	11,876	18,503
Islamic Center of Portland - Eid-al-Euda	6		1			1	1	1		6,250	2,500	225	0	0	0	0	6,706	9,431
Portland Metro RV Dealers Association - Fall Sale	10-13		1			1	4	3		6,546	54,400	0	13,384	3,916	2,399	5,705	29,738	109,542
The Woodworking Show	11-13		1			1	3	3		2,716	7,200	0	5,078	0	0	1,450	10,396	24,124
Expo Director Meeting	14			1		1	1	0		25	0	0	0	0	282	0	0	282
Manufacturing Workforce Program - PDC	15		1			1	1	1		500	2,375	0	0	0	1,525	0	1,561	5,461
Rose City Gun and Knife Show	19-20		1			1	2	2		5,140	8,300	392	7,775	0	25	331	21,587	38,410
Metro Retreat	30			1		1	1	1		20	0	0	0	0	281	0	0	281
		8	0	4	0	12	21	18	37%	42,595	103,780	992	46,823	3,941	10,878	10,806	140,704	317,924
FY 2011-12																		
July		3		4		6	14	9	28%	17,937	117,735	1,492	86,522	11,679	16,159	8,285	89,008	330,880
August		2		5		7	11	6	9%	7,166	38,219	2,303	22,040		3,555	1,995	27,881	95,993
September		9	1	3	0	13	28	27	35%	22,977	135,432	1,175	43,659	12,847	8,630	10,762	93,730	306,235
October		8	2	3	0	13	29	24	48%	41,924	191,767	5,180	116,283	20,118	57,602	33,880	186,065	610,895
November		8	0	4	0	12	21	18	0	42,595	103,780	992	46,823	3,941	10,878	10,806	140,704	317,924
December																		
January																		
February																		
March																		
April																		
May																		
June																		
Totals to Date		30	3	19	0	51	103	84	31%	132,599	586,933	11,142	315,327	48,585	96,824	65,728	537,388	1,661,927
Month to Month Comparison		3	0	2	0	5	3	4	0	-1,060	-8,640	492	-7,133	3,941	7,487	-8,868	-11,171	-23,892
Year to Date Comparison		11	1	4	0	15	23	28	-1	13,353	100,120	5,227	12,109	48,585	51,489	-6,427	37,997	249,100
FY 2010-11																		
July		3		5		7	17	8	28%	16,513	118,034	1,737	91,719		9,347	7,473	85,089	313,399
August		1		3		4	7	4	6%	7,214	28,005	500	22,606		4,113	942	28,634	84,800
September		6	1	2		10	20	17	36%	23,889	111,341	1,330	49,704		2,067	14,297	93,937	272,676
October		4	1	3		8	18	13	26%	27,975	117,013	1,848	85,233		26,417	29,769	139,856	400,136
November		5		2		7	18	14	51%	43,655	112,420	500	53,956		3,391	19,674	151,875	341,816
December		2		1		3	10	12	16%	35,738	84,150	4,953	128,843			11,158	153,155	382,259
January		4		4		8	19	17	57%	32,440	236,170	8,853	141,821	28,224	74,526	20,825	179,817	690,236
February		5		8		13	29	20	68%	73,130	221,010	3,021	383,451	30,064	21,742	41,130	292,167	992,585
March		8		5		13	27	18	75%	63,333	190,760	3,621	173,293	20,623	18,813	30,955	235,764	673,829
April		6		1		7	15	16	32%	46,821	142,750	869	236,756	14,451	1,547	6,687	79,219	482,279
May		4	2	3		9	17	18	16%	11,062	60,319	1,075	33,155	1,242	59,417	10,792	52,137	218,137
June		1		3		4	11	7	13%	8,563	40,550	3,950	19,321	1,480	2,992	2,856	31,875	103,024
Total to Date		49	4	40		93	208	164	35%	390,333	1,462,522	32,257	1,419,858		224,372	196,558	1,523,525	4,955,176

MERC Commission Meeting

January 4, 2012
12:30 pm

6.0 - Action Agenda

METROPOLITAN EXPOSITION-RECREATION COMMISSION

Resolution No. 12-01

For The Purpose of Raising Facility Rental Rates for Fiscal Years 2012-13, 2013-14 and 2014-15 at the Portland Metropolitan Exposition Center (Expo)

WHEREAS, the Metropolitan Exposition Recreation Commission (MERC) sets the rental rates for MERC Facilities; and

WHEREAS, Expo staff recommends that MERC increase Expo's rental rates in accordance with the market and other considerations regarding discounted space.

BE IT THEREFORE RESOLVED that MERC approves the increases to Expo's facility rental rates for Fiscal Years 2012-13, 2013-14 and 2014-15 as set forth in Exhibit A.

Passed by the Commission on January 4, 2012.

Chair

Secretary-Treasurer

Approved As To Form:
Daniel B. Cooper, Metro Attorney

By: _____
Nathan A. Schwartz Sykes, Senior Attorney

Non-Ticketed Rental Rates FY 13-15

Locations	Square Footage	FY 12	FY 13		FY 14		FY 15	
		Rental Rates Preapproved by Commission	Percent Increase from FY 12	Rental Rates	Percent Increase from FY 13	Rental Rates	Percent Increase from FY 14	Rental Rates
Combination Exhibit Halls								
ABCDE+	328,500	19,325	3.00%	19,905	3.01%	20,505	3.02%	21,125
CDE+	244,500	16,150	3.00%	16,635	3.01%	17,135	3.01%	17,650
ABCD+	220,500	13,725	3.02%	14,140	3.01%	14,565	3.02%	15,005
DE+	184,500	13,400	3.96%	13,930	3.63%	14,435	3.39%	14,925
ABC	144,000	8,550	1.40%	8,670	3.00%	8,930	3.02%	9,200
AC	108,000	6,450	0.93%	6,510	3.00%	6,705	3.06%	6,910
AB	84,000	5,000	0.90%	5,045	2.97%	5,195	3.08%	5,355
Exhibit Halls								
A	48,000	2,950	3.05%	3,040	2.96%	3,130	3.04%	3,225
B	36,000	2,200	3.18%	2,270	3.08%	2,340	2.99%	2,410
C	60,000	3,700	3.11%	3,815	3.01%	3,930	3.05%	4,050
D1	36,000	3,035	3.13%	3,130	3.04%	3,225	2.95%	3,320
D2	36,000	3,035	3.13%	3,130	3.04%	3,225	2.95%	3,320
D	72,000	6,075	3.05%	6,260	3.04%	6,450	2.95%	6,640
E1	54,000	4,450	3.03%	4,585	3.05%	4,725	2.96%	4,865
E2	54,000	4,450	3.03%	4,585	3.05%	4,725	2.96%	4,865
E	108,000	8,900	3.03%	9,170	3.00%	9,445	3.02%	9,730
Meeting Rooms								
A101	700	200	2.50%	205	2.44%	210	2.38%	215
D101	494	135	3.70%	140	3.57%	145	3.45%	150
D102	330	110	4.55%	115	4.35%	120	4.17%	125
D101-2	824	240	6.25%	255	3.92%	265	3.77%	275
D201	1300	355	2.82%	365	2.74%	375	2.67%	385
D202	784	200	2.50%	205	2.44%	210	2.38%	215
D203	784	200	2.50%	205	2.44%	210	2.38%	215
D204	784	200	2.50%	205	2.44%	210	2.38%	215
D205	204	140	3.57%	145	3.45%	150	3.33%	155
D202-3	1568	400	2.50%	410	2.44%	420	2.38%	430
D202-4	2352	600	2.50%	615	2.44%	630	2.38%	645
D203-4	1568	400	2.50%	410	2.44%	420	2.38%	430
D201-4	3652	950	3.16%	980	2.55%	1,005	2.49%	1,030
D201-5	3856	1,100	2.27%	1,125	3.11%	1,160	2.16%	1,185
E101	525	145	3.45%	150	3.33%	155	3.23%	160
E102	600	175	2.86%	180	2.78%	185	2.70%	190
E101-2	1125	320	3.13%	330	3.03%	340	2.94%	350
Miscellaneous								
Connector	4,500	320	3.13%	330	3.03%	340	2.94%	350
East Hall	4,400	690	3.62%	715	2.80%	735	2.72%	755
A Lobby	4,400	410	3.66%	425	3.53%	440	2.27%	450
A Lounge	1,500	200	2.50%	205	2.44%	210	2.38%	215
D Lobby	6,400	1,775	3.10%	1,830	3.01%	1,885	2.92%	1,940
D Lounge	1,240	500	3.00%	515	2.91%	530	2.83%	545
E Lobby	7,200	2,000	3.00%	2,060	2.91%	2,120	3.07%	2,185
Parking Lots								
All Parking Lots	803,556	16,071 *		16,071 *		16,875 *		16,875 *
Boneyard	16,000	320	3.13%	330	3.03%	340	2.94%	350
Lower Parking Lot 1 East	73,300	1,466 *		1,466 *		1,540 *		1,540 *
Lower Parking Lot 1 West	138,600	2,772 *		2,772 *		2,910 *		2,910 *
Lower Parking Lot 1	211,900	4,238 *		4,238 *		4,450 *		4,450 *
Lower Parking Lot 2	98,000	1,960 *		1,960 *		2,055 *		2,055 *
Lower Parking Lot 3	147,000	2,940 *		2,940 *		3,085 *		3,085 *
Lower Parking Lot 1-2	309,900	6,198 *		6,198 *		6,510 *		6,510 *
Lower Parking Lot 1-2-3	456,900	9,138 *		9,138 *		9,595 *		9,595 *
Lower Parking Lot 1W-2	236,600	4,732 *		4,732 *		4,970 *		4,970 *
Lower Parking Lot 1W-2-3	383,600	7,672 *		7,672 *		8,055 *		8,055 *
Upper Parking Lot 1	86,000	1,720 *		1,720 *		1,805 *		1,805 *
Upper Parking Lot 2	43,200	864 *		864 *		905 *		905 *
Upper Parking Lot 3	39,600	792 *		792 *		830 *		830 *
Upper Parking Lot 4	177,856	3,557 *		3,557 *		3,735 *		3,735 *
Upper Parking Lot 4 South	21,000	420 *		420 *		440 *		440 *
Upper Parking Lot 1-2	129,200	2,584 *		2,584 *		2,710 *		2,710 *
Upper Parking Lot 2-3	82,800	1,656 *		1,656 *		1,740 *		1,740 *
Upper Parking Lot 1-2-3	168,800	3,376 *		3,376 *		3,545 *		3,545 *
Upper Parking Lot 1-2-3-4	346,656	6,933 *		6,933 *		7,280 *		7,280 *
Upper Parking Lot Plaza	11,300	320	3.13%	330	3.03%	340	2.94%	350

* indicates a set rate
FY12 - 0.020 per sq ft.
FY13 - 0.020 per sq ft.
FY14 - 0.021 per sq ft.
FY15 - 0.021 per sq ft.

Ticketed Rental Rates FY 13-15

Locations	Square Footage	FY 12	FY 13		FY 14		FY 15	
		Rental Rates Preapproved by Commission	Percent Increase from FY 12	Rental Rates	Percent Increase from FY 13	Rental Rates	Percent Increase from FY 14	Rental Rates
Combination Exhibit Halls								
ABCDE+	328,500	16,500	1.94%	16,820	3.00%	17,325	3.03%	17,850
CDE+	244,500	13,600	3.24%	14,040	3.13%	14,480	3.11%	14,930
ABCD+	220,500	11,500	3.22%	11,870	3.16%	12,245	3.10%	12,625
DE+	184,500	11,375	3.91%	11,820	3.55%	12,240	2.94%	12,600
ABC	144,000	7,075	2.83%	7,275	3.02%	7,495	3.07%	7,725
AC	108,000	5,325	1.60%	5,410	3.05%	5,575	3.05%	5,745
AB	84,000	4,150	1.57%	4,215	2.97%	4,340	3.11%	4,475
Exhibit Halls								
A	48,000	2,400	3.13%	2,475	3.03%	2,550	3.14%	2,630
B	36,000	1,900	3.16%	1,960	3.06%	2,020	2.97%	2,080
C	60,000	3,125	3.04%	3,220	3.11%	3,320	3.01%	3,420
D1	36,000	2,550	3.14%	2,630	3.04%	2,710	2.95%	2,790
D2	36,000	2,550	3.14%	2,630	3.04%	2,710	2.95%	2,790
D	72,000	5,100	3.04%	5,255	3.04%	5,415	3.05%	5,580
E1	54,000	3,775	3.05%	3,890	2.96%	4,005	3.00%	4,125
E2	54,000	3,775	3.05%	3,890	2.96%	4,005	3.00%	4,125
E	108,000	7,550	3.05%	7,780	2.96%	8,010	3.00%	8,250
Meeting Rooms								
A101	700	200	2.50%	205	2.44%	210	2.38%	215
D101	494	135	3.70%	140	3.57%	145	3.45%	150
D102	330	110	4.55%	115	4.35%	120	4.17%	125
D101-2	824	240	6.25%	255	1.96%	260	5.77%	275
D201	1300	335	2.99%	345	2.90%	355	2.82%	365
D202	784	200	2.50%	205	2.44%	210	2.38%	215
D203	784	200	2.50%	205	2.44%	210	2.38%	215
D204	784	200	2.50%	205	2.44%	210	2.38%	215
D205	204	140	3.57%	145	3.45%	150	3.33%	155
D202-3	1568	400	2.50%	410	2.44%	420	2.38%	430
D202-4	2352	600	2.50%	615	2.44%	630	2.38%	645
D203-4	1568	400	2.50%	410	2.44%	420	2.38%	430
D201-4	3652	950	1.05%	960	2.60%	985	2.54%	1,010
D201-5	3856	1,100	0.45%	1,105	2.71%	1,135	2.64%	1,165
E101	525	145	3.45%	150	3.33%	155	3.23%	160
E102	600	175	2.86%	180	2.78%	185	2.70%	190
E101-2	1125	320	3.13%	330	3.03%	340	2.94%	350
Miscellaneous								
Connector	4,500	320	3.13%	330	3.03%	340	2.94%	350
East Hall	4,400	600	3.33%	620	3.23%	640	3.13%	660
A Lobby	4,400	385	3.90%	400	2.50%	410	2.44%	420
A Lounge	1,500	185	2.70%	190	2.63%	195	2.56%	200
D Lobby	6,400	1,695	3.24%	1,750	2.86%	1,800	3.06%	1,855
D Lounge	1,240	500	3.00%	515	2.91%	530	2.83%	545
E Lobby	7,200	1,900	3.16%	1,960	3.06%	2,020	2.97%	2,080
Parking Lots								
All Parking Lots	803,556	16,071 *		16,071 *		16,875 *		16,875 *
Boneyard	16,000	320	3.13%	330	3.03%	340	2.94%	350
Lower Parking Lot 1 East	73,300	1,466 *		1,466 *		1,540 *		1,540 *
Lower Parking Lot 1 West	138,600	2,772 *		2,772 *		2,910 *		2,910 *
Lower Parking Lot 1	211,900	4,238 *		4,238 *		4,450 *		4,450 *
Lower Parking Lot 2	98,000	1,960 *		1,960 *		2,060 *		2,060 *
Lower Parking Lot 3	147,000	2,940 *		2,940 *		3,085 *		3,085 *
Lower Parking Lot 1-2	309,900	6,198 *		6,198 *		6,510 *		6,510 *
Lower Parking Lot 1-2-3	456,900	9,138 *		9,138 *		9,585 *		9,585 *
Lower Parking Lot 1W-2	236,600	4,732 *		4,732 *		4,970 *		4,970 *
Lower Parking Lot 1W-2-3	383,600	7,672 *		7,672 *		8,055 *		8,055 *
Upper Parking Lot 1	86,000	1,720 *		1,720 *		1,805 *		1,805 *
Upper Parking Lot 2	43,200	864 *		864 *		905 *		905 *
Upper Parking Lot 3	39,600	792 *		792 *		830 *		830 *
Upper Parking Lot 4	177,856	3,557 *		3,557 *		3,735 *		3,735 *
Upper Parking Lot 4 South	21,000	420 *		420 *		440 *		440 *
Upper Parking Lot 1-2	129,200	2,584 *		2,584 *		2,710 *		2,710 *
Upper Parking Lot 2-3	82,800	1,656 *		1,656 *		1,740 *		1,740 *
Upper Parking Lot 1-2-3	168,800	3,376 *		3,376 *		3,545 *		3,545 *
Upper Parking Lot 1-2-3-4	346,656	6,933 *		6,933 *		7,280 *		7,280 *
Upper Parking Lot Plaza	11,300	320	3.13%	330	3.03%	340	2.94%	350

* indicates a set rate

FY12 - 0.020 per sq ft.

FY13 - 0.020 per sq ft.

FY14 - 0.021 per sq ft.

FY15 - 0.021 per sq ft.

MERC Staff Report

Agenda Item/Issue: Approval of Portland Exposition Center (Expo Center) facility rental rates for fiscal years 2012-13, 2013-14 and 2014-15.

Resolution No. 12-01

Date: January 04, 2012

Presented by: Matthew Rotchford

Background: When the Expo Center facility rates were first established, per the guidelines of the initial inter-governmental agreement, and effective July 1, 1997 and following the completion of Hall E, they included discounts based upon square footage used when exhibit halls were rented in certain combinations. Consequently, the greater the total of exhibit hall square footage rented, the greater the facility rental discount. Discounts ranged from as little as 4% to as much as 27% when all exhibit halls were rented.

During the development of the FY12 budget, and in consideration of increasing expenditures as well as significant long-term financial obligations, staff determined to review the long established discounts toward decreasing those discounts over time and increasing revenue accordingly. Staff surveyed the facility rental rates of several other venues to determine the Expo Center's competitive placement in the region. At that time, the Expo Center remained very competitive with prime space rates ranging from \$.05 - \$.07 per square foot.

At the MERC Commission meeting on March 2, 2011, the Commission considered and approved facility rental rates for the Portland Exposition Center for fiscal year 2011-12 which provided for a 3% rental rate increase for most hall locations and a 6% increase for five of the seven combined exhibit hall locations thereby beginning to reduce the discounts. Additionally, at that meeting, the Expo director reported that staff would continue to review the reduction of discounts and other rental rate considerations toward development of a multi-year rental rate recommendation for Commission consideration.

Staff has reviewed the current rates and has developed a three year schedule of rental rates for your consideration. Overall, this allows for standard 3% increases for individual areas and modest increases in outdoor exhibition space. These final adjustments to the combination hall discounts complete the target range discount goals as listed below:

20% (300,000 sq. ft and above)
15% (240,000-299,999 sq. ft)
10% (150,000-239,999 sq. ft)
5% (84,000-149,000 sq. ft)

Fiscal Impact: This action anticipates overall increase in rental revenues through focused attention on combination hall discounting and standard room rental increases of 3%.

Recommendation: Staff recommends that the Metropolitan Exposition Recreation Commission, approve the Portland Exposition Center facility rental rates for fiscal year 2012-13; 2013-14 and 2014-15 per Resolution 12-01.

Resolution 12-02 will be available at the
January 4 meeting.

METROPOLITAN EXPOSITION RECREATION COMMISSION

RESOLUTION NO. 12-03

For the Purpose of Approving The Selection of TicketsWest.com, Inc. and New Era Tickets (New Era Tickets) For Automated Ticketing Services For Events At The Portland Center For The Performing Arts (PCPA) And Authorizing The General Manager of Visitor Venues To Execute The Contract With New Era Tickets.

WHEREAS, PCPA staff issued a Request for Proposals in order to select a new ticketing contractor for PCPA venues; and

WHEREAS, New Era Tickets was the highest ranked proposer in response to the Request for Proposals; and

WHEREAS, PCPA staff recommends that the Metropolitan Exposition Recreation Commission (MERC) select New Era Tickets as the new ticketing contractor and authorize the General Manager of Visitor Venues to execute the contract on MERC's behalf.

BE IT THEREFORE RESOLVED the Metropolitan Exposition Recreation Commission hereby:

1. Approves the selection of New Era Tickets as the provider of automated ticketing services for events at PCPA; and
2. Authorizes the General Manager of Visitor Venues to execute the contract, in substantially the same form as the attached Exhibit "A," with New Era Tickets.

Passed by the Commission on January 4, 2012.

Chair

Approved As to Form:
Dan Cooper, Metro Attorney

By: _____
Nathan A. Schwartz Sykes
Senior Attorney

Secretary/Treasurer

Attachment to Resolution 12-03

The Ticketing Agreement with New Era Tickets
will be available at the January 4 meeting

Staff Report

Agenda Item/Issue: For the Purpose of Approving The Selection of New Era Tickets For Automated Ticketing Services For Events At The Portland Center For The Performing Arts (PCPA) And Authorizing The General Manager of Visitor Venues To Execute The Contract With New Era Tickets/TicketsWest.

Resolution No.: 12-03

Presented By: Robyn Williams

Date: January 4th 2012

Background and Analysis:

In 2004, PCPA entered into a ticketing agreement with Ticketmaster for exclusive ticketing for shows at Schnitzer Concert Hall and Keller Auditorium. Several options to renew were exercised as allowed over the course of the contract. The current contract expires July 1, 2012.

During the past few years, arts organizations using these larger halls expressed an interest in selecting a ticketing system that best fit their organization, subscribers, audiences and donors and not be dependent on whatever system PCPA was using. Changing ticketing systems every few years would present a financial hardship for these arts organizations who can not afford to change systems. Their need to track donors and donations via the ticketing system would create operational and logistical challenges if they had to change ticketing systems on a regular basis. PCPA, as a public venue, has a legal responsibility to periodically go through a competitive process to insure its ticketing company is offering the best service, the most up to date ticket selling and marketing capabilities and the best access to tickets at the highest rate of financial return to PCPA. PCPA depends heavily on the revenue generated by ticketing in order to help subsidize the use of the Schnitzer and the Keller by local non-profits. Allowing the non-profits who desired to move off PCPA's ticketing system was discussed with them in 2010 before the RFP process began and there was common agreement that this would be a good move for all.

In March, 2011 a competitive process was begun and a Request for Proposal for Automated Ticketing Services was issued for commercial shows only at Schnitzer Concert Hall and Keller Auditorium. There were no ticketing companies located in the FOTA area that we were able to identify, nor could we find any certified MWESB companies. Twelve responses were received. Five companies were eliminated as they did not meet the requirement of providing call centers and outlets for ticket sales. While the majority of ticket sales occur over the internet, PCPA feels that as a public agency it has an inherent responsibility to insure strong public access to tickets. At present almost 15% of PCPA's sales are from phone and outlets.

An evaluation committee consisting of representatives from PCPA's box office and marketing staff, Metro's finance department and a former employee of the Oregon Symphony reviewed the proposals and scored the companies according to a scoresheet provided by Metro purchasing with the following criteria: Diversity, understanding of the business requirements, outlet and phone capabilities, system capabilities and ease of use, industry experience, client references, staffing and support and projected cost/revenue opportunities for PCPA.

As the result of this process it was determined that four companies had the best capabilities to meet the ticketing needs of PCPA. These companies were invited to make presentations to the committee. At that time, PCPA contracted with a ticketing consultant to review the RFP and proposals submitted by the four finalists, attend the presentations and assist the committee in evaluating the companies. References on all four companies were checked and at the end of this process, the committee again ranked these companies according to the evaluation criteria that had been established and the highest ranking company-New Era/TicketsWest-was selected and contract negotiations began.

New Era/TicketsWest ranked high in financial return to PCPA. Included is a signing bonus of \$75,000 in year one and \$20,000 each year in the remaining years. PCPA will establish ticket commission fees and pay the Ticket Agent a flat per ticket fee. This allows a greater financial return to PCPA while keeping commission fees lower than is possible under the current ticketing system. After 140,000 tickets are sold the fee to the Ticket Agent is reduced by \$0.50. Based on estimated volume this will increase revenues to PCPA by \$12, 500 a year. Ticket Agent is also providing an investment of approximately \$350,000 worth of ticket selling and bar code scanning equipment.

New Era's parent company is Comcast Spectacor. PCPA will be able to market some of its events through web postings and email communication to their vast database. The Portland Trail Blazers and Rose Garden Arena are also clients of New Era/TicketsWest. This will enable PCPA to maximize ticket sales through cross promotional efforts.

The ticketing website will be exclusively PCPA's brand. No mention of the ticket agent is visible on the website. This allows PCPA to leverage its brand to create a personal ticket buying experience for the customer and establish a stronger relationship with each individual. There are more opportunities for upselling, creating packages, selling sponsorships and linking directly to Facebook and other social media. There are considerably more opportunities to sell sponsorships on the the ticketing website. New Era will be able to access Front Row Marketing-a member of the Comcast parent company-to assist PCPA in selling sponsorships.

PCPA's primary call center is located in down town Portland. PCPA will have a dedicated number so the center employees know the patron is calling about PCPA tickets. As the result of this contract the Ticket Agent will be expanding the number of jobs at this center. Customer service should be excellent at this call center as the workers live and work locally. This is important because 80% of the calls a call center receives are informational. Call center workers will be able to tour our venues, hear presentations about the shows from our clients and better answer questions like where to eat, where to stay, where to park because they work in the area. The local call center is backed up by another call center located in the Pacific Northwest and, if call volume warrants it, can be backed up by other call centers in the East. This network of call centers allows 24/7 access.

New Era/TicketsWest has demonstrated a strong desire to support MERC's FOTA program. They have agreed to give priority consideration to all local call center applicants from FOTA. There are currently 3 outlets at Safeway stores in the FOTA, however Ticket Agent has offered to establish an additional outlet in a small business or community/arts center in the FOTA and desires to work with interested members of the commission in identifying this location. Ticket Agent has a demonstrated interest in bringing in small businesses as outlet providers. Currently they have outlets in small businesses such as Music Millennium, Rudy's Barbershops, the Ace Hotel and the non-profit Travel Lane County which sells tickets at their visitor center's location on I-5

between Eugene and Portland. As PCPA's business on the new system grows we anticipate adding even more small businesses in a variety of communities in the region.

Fiscal Impact:

Assuming an average of 165,000 commercial tickets per year, it is anticipated that revenues will increase by \$240,000. This number does not reflect additional revenue that may come from local non-profits who opt to use this system nor does it include revenues from sponsorships.

Recommendation: Staff recommends that the Metropolitan Exposition-Recreation Commission adopt Resolution12-03, For the Purpose of Approving The Selection of New Era Tickets For Automated Ticketing Services For Events At The Portland Center For The Performing Arts (PCPA) And Authorizing The General Manager of Visitor Venues To Execute The Contract With New Era Tickets/TicketsWest.