

METROPOLITAN EXPOSITION-RECREATION COMMISSION

Resolution No. 15-18

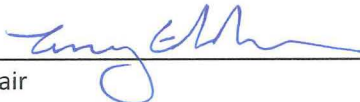
For The Purpose of Approving Facility Rental Rates for the Fiscal Years of 2016-17, 2017-18, and 2018-19 at the Portland Expo Center (Expo).

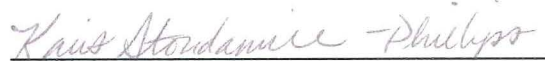
WHEREAS, the Metropolitan Exposition Recreation Commission (Commission) sets the rental rates for Commission facilities; and

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

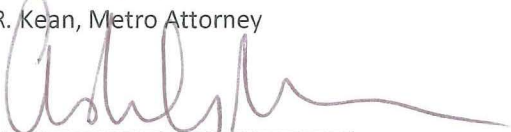
BE IT THEREFORE RESOLVED that the Commission approves the Expo's facility rental rates for fiscal years 2016-17, 2017-18, 2018-19 as set forth in Exhibit A.

Passed by the Commission on October 7, 2015.


Chair


Secretary-Treasurer

Approved As To Form:
Alison R. Kean, Metro Attorney

By: 
Ashley McCarron, Senior Attorney

MERC Staff Report

Agenda Item/Issue: Approval of Portland Expo Center (Expo) facility rental rates for the fiscal years of 2016-17, 2017-18, and 2018-19.

Resolution No.: 15-18

Date: October 7, 2015

Presented by: Matthew P. Rotchford

Background: As previously described at MERC Commission meetings held on January 4, 2012 and again on April 3, 2013, the Expo Center facility rates have undergone a lengthy review and evaluation. This process included a “re-set” of facility rates in keeping with their original intentions for multiple-use hall discounting as well as industry rate reviews. In addition, staff is implementing specific recommendations made in the Hunden Report (2014) that create a set of standard discount and yield management methods for the sales team to utilize with new and developing events.

During the development of the FY16 budget, with increased revenue enhancement as a core goal, staff formulated these recommendations to attract new business to the Expo Center during off-peak times. These techniques are to be used at the discretion of the sales manager and at the approval of the Expo Center Director. Staff completed an in-depth survey of facility rental rates at several other venues and determined that the Expo Center remains very competitive in the region while still offering a significant value for a myriad of customers.

At the prior MERC Commission meetings mentioned, the Commission took steps for corrective reduction of discounts and for staff to develop a multi-year rental rate recommendation. These efforts have proven very successful for qualified events that are both 180,000 square feet or larger and with clients who have been with MERC facilities for 15 continuous years or longer. Having multiple year agreements in place has saved many hours of staff time, allowing the sales team to focus on bringing new business to Expo and allowing Expo to plan advance marketing campaigns for the benefit of its clients and the facility.

In keeping with this methodology, staff has reviewed the previously approved 2013-2016 rate detail and has provided a schedule of rental rates for fiscal years 2017-2019 for your consideration. Overall, this allows for standard 3% increases for individual areas and modest increases in outdoor exhibition space, plus the new package of discounts. This also secures the Expo’s major client base while focusing sales efforts on developing new business.

Fiscal impact: This action anticipates an overall increase in rental revenues through focused attention on the combination of hall discounting, multi-year pricing procedures and standard room rental increases of 3% per fiscal year from 2017-2019. The prior 3-year agreement effort produced over **\$3 million** in rental revenues during that time period.

Recommendation: Staff recommends that the Metropolitan Exposition Recreation Commission approve the Portland Expo Center Facility rental rates as presented for fiscal years 2017-2019.

Locations	Fiscal Year FY16	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
Exhibit Halls									
A	2,710	3.00%	81	2,791	2,790	2.95%	80	48,000	0.058
B	2,140	3.00%	64	2,204	2,205	3.04%	65	36,000	0.061
C	3,525	3.00%	106	3,631	3,630	2.98%	105	60,000	0.061
D1	2,875	3.00%	86	2,961	2,960	2.96%	85	36,000	0.082
D2	2,875	3.00%	86	2,961	2,960	2.96%	85	36,000	0.082
D	5,750	3.00%	173	5,923	5,920	2.96%	170	72,000	0.082
E1	4,250	3.00%	128	4,378	4,380	3.06%	130	54,000	0.081
E2	4,250	3.00%	128	4,378	4,380	3.06%	130	54,000	0.081
E	8,500	3.00%	255	8,755	8,760	3.06%	260	108,000	0.081
Meeting Rooms									
A101	220	3.00%	7	227	225	2.27%	5	700	0.321
D101	155	3.00%	5	160	160	3.23%	5	494	0.324
D102	130	3.00%	4	134	135	3.85%	5	330	0.409
D101-2	285	3.00%	9	294	295	3.51%	10	824	0.358
D201	395	3.00%	12	407	405	2.53%	10	1,300	0.312
D202	220	3.00%	7	227	225	2.27%	5	784	0.287
D203	220	3.00%	7	227	225	2.27%	5	812	0.277
D204	220	3.00%	7	227	225	2.27%	5	784	0.287
D205	160	3.00%	5	165	165	3.13%	5	204	0.809
D202-3	440	3.00%	13	453	450	2.27%	10	1,596	0.282
D202-4	660	3.00%	20	680	675	2.27%	15	2,380	0.284
D203-4	440	3.00%	13	453	450	2.27%	10	1,596	0.282
D201-4	1,055	3.00%	32	1,087	1,087	3.03%	32	3,680	0.295
D201-5	1,215	3.00%	36	1,251	1,245	2.47%	30	3,884	0.321
E101	165	3.00%	5	170	170	3.03%	5	525	0.324
E102	195	3.00%	6	201	200	2.56%	5	600	0.333
E101-2	360	3.00%	11	371	370	2.78%	10	1,125	0.329

Locations	Fiscal Year FY16	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
Miscellaneous									
Connector	360	3.00%	11	371	370	2.78%	10	4,500	0.082
East Hall	680	3.00%	20	700	700	2.94%	20	4,400	0.159
A Lobby	435	3.00%	13	448	450	3.45%	15	4,400	0.102
A Lounge	205	3.00%	6	211	210	2.44%	5	1,500	0.140
D Lobby	1,910	3.00%	57	1,967	1,970	3.14%	60	6,400	0.308
D Lounge	560	3.00%	17	577	580	3.57%	20	1,240	0.468
E Lobby	2,140	3.00%	64	2,204	2,205	3.04%	65	7,200	0.306
Parking Lots									
All Parking Lots	17,675	0.00%	-	17,678	17,675	0.00%	-	803,556	0.022 *
Boneyard	360	3.00%	10	370	370	2.78%	10	16,000	0.023
Lower Parking Lot 1 East	1,615	0.00%	-	1,613	1,615	0.00%	-	73,300	0.022 *
Lower Parking Lot 1 West	3,050	0.00%	-	3,049	3,050	0.00%	-	138,600	0.022 *
Lower Parking Lot 1	4,660	0.00%	-	4,662	4,660	0.00%	-	211,900	0.022 *
Lower Parking Lot 2	2,155	0.00%	-	2,156	2,155	0.00%	-	98,000	0.022 *
Lower Parking Lot 3	3,233	0.00%	-	3,234	3,233	0.00%	-	147,000	0.022 *
Lower Parking Lot 1-2	6,820	0.00%	-	6,818	6,820	0.00%	-	309,900	0.022 *
Lower Parking Lot 1-2-3	10,050	0.00%	-	10,052	10,050	0.00%	-	456,900	0.022 *
Lower Parking Lot 1W-2	5,205	0.00%	-	5,205	5,205	0.00%	-	236,600	0.022 *
Lower Parking Lot 1W-2-3	8,440	0.00%	-	8,439	8,440	0.00%	-	383,600	0.022 *
Upper Parking Lot 1	1,890	0.00%	-	1,892	1,890	0.00%	-	86,000	0.022 *
Upper Parking Lot 2	950	0.00%	-	950	950	0.00%	-	43,200	0.022 *
Upper Parking Lot 3	870	0.00%	-	871	870	0.00%	-	39,600	0.022 *
Upper Parking Lot 4	3,915	0.00%	-	3,913	3,915	0.00%	-	177,856	0.022 *
Upper Parking Lot 4 South	460	0.00%	-	462	460	0.00%	-	21,000	0.022 *
Upper Parking Lot 1-2	2,840	0.00%	-	2,842	2,840	0.00%	-	129,200	0.022 *
Upper Parking Lot 2-3	1,820	0.00%	-	1,822	1,820	0.00%	-	82,800	0.022 *
Upper Parking Lot 1-2-3	3,715	0.00%	-	3,714	3,715	0.00%	-	168,800	0.022 *
Upper Parking Lot 1-2-3-4	7,625	0.00%	-	7,626	7,625	0.00%	-	346,656	0.022 *
Upper Parking Lot Plaza	360	3.00%	11	371	370	2.78%	10	11,300	0.033

FY 17 Facility Rental Rates / Non-Ticketed

Exhibit A to Resolution 15-18

Locations	Fiscal Year FY16	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
Exhibit Halls									
A	3,325	3.00%	100	3,425	3,425	3.01%	100	48,000	0.071
B	2,480	3.00%	74	2,554	2,555	3.02%	75	36,000	0.071
C	4,175	3.00%	125	4,300	4,300	2.99%	125	60,000	0.072
D1	3,420	3.00%	103	3,523	3,525	3.07%	105	36,000	0.098
D2	3,420	3.00%	103	3,523	3,525	3.07%	105	36,000	0.098
D	6,840	3.00%	205	7,045	7,050	3.07%	210	72,000	0.098
E1	5,010	3.00%	150	5,160	5,160	2.99%	150	54,000	0.096
E2	5,010	3.00%	150	5,160	5,160	2.99%	150	54,000	0.096
E	10,020	3.00%	301	10,321	10,320	2.99%	300	108,000	0.096
Meeting Rooms									
A101	220	3.00%	7	227	225	2.27%	5	700	0.321
D101	155	3.00%	5	160	160	3.23%	5	494	0.324
D102	130	3.00%	4	134	135	3.85%	5	330	0.409
D101-2	285	3.00%	9	294	295	3.51%	10	824	0.358
D201	395	3.00%	12	407	410	3.80%	15	1300	0.315
D202	220	3.00%	7	227	225	2.27%	5	784	0.287
D203	220	3.00%	7	227	225	2.27%	5	784	0.287
D204	220	3.00%	7	227	225	2.27%	5	784	0.287
D205	160	3.00%	5	165	165	3.13%	5	204	0.809
D202-3	440	3.00%	13	453	450	2.27%	10	1568	0.287
D202-4	660	3.00%	15	675	675	2.27%	15	2352	0.287
D203-4	440	3.00%	13	453	450	2.27%	10	1568	0.287
D201-4	1,055	3.00%	32	1,087	1,085	2.84%	30	3652	0.297
D201-5	1,215	3.00%	36	1,251	1,250	2.88%	35	3856	0.324
E101	165	3.00%	5	170	170	3.03%	5	525	0.324
E102	195	3.00%	6	201	200	2.56%	5	600	0.333
E101-2	360	3.00%	11	371	370	2.78%	10	1125	0.329

Locations	Fiscal Year FY16	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
Miscellaneous									
Connector	360	3.00%	11	371	370	2.78%	10	4,500	0.082
East Hall	780	3.00%	23	803	800	2.56%	20	4,400	0.182
A Lobby	465	3.00%	14	479	480	3.23%	15	4,400	0.109
A Lounge	220	3.00%	7	227	225	2.27%	5	1,500	0.150
D Lobby	2,000	3.00%	60	2,060	2,060	3.00%	60	6,400	0.322
D Lounge	560	3.00%	17	577	575	2.68%	15	1,240	0.464
E Lobby	2,250	3.00%	68	2,318	2,320	3.11%	70	7,200	0.322
Parking Lots									
All Parking Lots	16,875	4.74%	800	17,678	17,675	4.74%	800	803,556	0.022 *
Boneyard	360	3.00%	11	371	370	2.78%	10	16,000	0.023
Lower Parking Lot 1 East	1,540	4.87%	75	1,613	1,615	4.87%	75	73,300	0.022 *
Lower Parking Lot 1 West	2,910	4.81%	140	3,049	3,050	4.81%	140	138,600	0.022 *
Lower Parking Lot 1	4,450	4.72%	210	4,662	4,660	4.72%	210	211,900	0.022 *
Lower Parking Lot 2	2,060	4.61%	95	2,156	2,155	4.61%	95	98,000	0.022 *
Lower Parking Lot 3	3,085	4.80%	148	3,234	3,233	4.80%	148	147,000	0.022 *
Lower Parking Lot 1-2	6,510	4.76%	310	6,818	6,820	4.76%	310	309,900	0.022 *
Lower Parking Lot 1-2-3	9,595	4.74%	455	10,052	10,050	4.74%	455	456,900	0.022 *
Lower Parking Lot 1W-2	4,970	4.73%	235	5,205	5,205	4.73%	235	236,600	0.022 *
Lower Parking Lot 1W-2-3	8,055	4.78%	385	8,439	8,440	4.78%	385	383,600	0.022 *
Upper Parking Lot 1	1,805	4.71%	85	1,892	1,890	4.71%	85	86,000	0.022 *
Upper Parking Lot 2	905	4.97%	45	950	950	4.97%	45	43,200	0.022 *
Upper Parking Lot 3	830	4.82%	40	871	870	4.82%	40	39,600	0.022 *
Upper Parking Lot 4	3,735	4.82%	180	3,913	3,915	4.82%	180	177,856	0.022 *
Upper Parking Lot 4 South	440	4.55%	20	462	460	4.55%	20	21,000	0.022 *
Upper Parking Lot 1-2	2,710	4.80%	130	2,842	2,840	4.80%	130	129,200	0.022 *
Upper Parking Lot 2-3	1,740	4.60%	80	1,822	1,820	4.60%	80	82,800	0.022 *
Upper Parking Lot 1-2-3	3,545	4.80%	170	3,714	3,715	4.80%	170	168,800	0.022 *
Upper Parking Lot 1-2-3-4	7,280	4.74%	345	7,626	7,625	4.74%	345	346,656	0.022 *
Upper Parking Lot Plaza	360	3.00%	11	371	370	2.78%	10	11,300	0.033

Locations	Fiscal Year FY17	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
Exhibit Halls									
A	2,790	3.00%	84	2,874	2,875	3.05%	85	48,000	0.060
B	2,205	3.00%	66	2,271	2,270	2.95%	65	36,000	0.063
C	3,630	3.00%	109	3,739	3,740	3.03%	110	60,000	0.062
D1	2,960	3.00%	89	3,049	3,050	3.04%	90	36,000	0.085
D2	2,960	3.00%	89	3,049	3,050	3.04%	90	36,000	0.085
D	5,920	3.00%	178	6,098	6,100	3.04%	180	72,000	0.085
E1	4,380	3.00%	131	4,511	4,510	2.97%	130	54,000	0.084
E2	4,380	3.00%	131	4,511	4,510	2.97%	130	54,000	0.084
E	8,760	3.00%	263	9,023	9,020	2.97%	260	108,000	0.084
Meeting Rooms									
A101	225	3.00%	7	232	230	2.22%	5	700	0.329
D101	160	3.00%	5	165	165	3.13%	5	494	0.334
D102	135	3.00%	4	139	140	3.70%	5	330	0.424
D101-2	295	3.00%	9	304	305	3.39%	10	824	0.370
D201	405	3.00%	12	417	420	3.70%	15	1,300	0.323
D202	225	3.00%	7	232	230	2.22%	5	784	0.293
D203	225	3.00%	7	232	230	2.22%	5	812	0.283
D204	225	3.00%	7	232	230	2.22%	5	784	0.293
D205	165	3.00%	5	170	170	3.03%	5	204	0.833
D202-3	450	3.00%	14	464	460	2.22%	10	1,596	0.288
D202-4	675	3.00%	20	695	690	2.22%	15	2,380	0.290
D203-4	450	3.00%	14	464	460	2.22%	10	1,596	0.288
D201-4	1,080	3.00%	32	1,112	1,110	2.78%	30	3,680	0.302
D201-5	1,245	3.00%	37	1,282	1,280	2.81%	35	3,884	0.330
E101	170	3.00%	5	175	175	2.94%	5	525	0.333
E102	200	3.00%	6	206	205	2.50%	5	600	0.342
E101-2	370	3.00%	11	381	380	2.70%	10	1,125	0.338

Locations	Fiscal Year FY17	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
Miscellaneous									
Connector	370	3.00%	11	381	380	2.70%	10	4,500	0.084
East Hall	700	3.00%	21	721	825	17.86%	125	4,400	0.188
A Lobby	450	3.00%	14	464	495	10.00%	45	4,400	0.113
A Lounge	210	3.00%	6	216	235	11.90%	25	1,500	0.157
D Lobby	1,970	3.00%	59	2,029	2,120	7.61%	150	6,400	0.331
D Lounge	580	3.00%	17	597	590	1.72%	10	1,240	0.476
E Lobby	2,205	3.00%	66	2,271	2,390	8.39%	185	7,200	0.332
Parking Lots									
All Parking Lots	17,675	4.55%	805	18,482	18,480	4.55%	805	803,556	0.023 *
Boneyard	370	3.00%	11	381	380	2.70%	10	16,000	0.024
Lower Parking Lot 1 East	1,615	4.33%	70	1,686	1,685	4.33%	70	73,300	0.023 *
Lower Parking Lot 1 West	3,050	4.59%	140	3,188	3,190	4.59%	140	138,600	0.023 *
Lower Parking Lot 1	4,660	4.61%	215	4,874	4,875	4.61%	215	211,900	0.023 *
Lower Parking Lot 2	2,155	4.64%	100	2,254	2,255	4.64%	100	98,000	0.023 *
Lower Parking Lot 3	3,233	4.55%	147	3,381	3,380	4.55%	147	147,000	0.023 *
Lower Parking Lot 1-2	6,820	4.55%	310	7,128	7,130	4.55%	310	309,900	0.023 *
Lower Parking Lot 1-2-3	10,050	4.58%	460	10,509	10,510	4.58%	460	456,900	0.023 *
Lower Parking Lot 1W-2	5,205	4.51%	235	5,442	5,440	4.51%	235	236,600	0.023 *
Lower Parking Lot 1W-2-3	8,440	4.50%	380	8,823	8,820	4.50%	380	383,600	0.023 *
Upper Parking Lot 1	1,890	4.76%	90	1,978	1,980	4.76%	90	86,000	0.023 *
Upper Parking Lot 2	950	4.74%	45	994	995	4.74%	45	43,200	0.023 *
Upper Parking Lot 3	870	4.60%	40	911	910	4.60%	40	39,600	0.023 *
Upper Parking Lot 4	3,915	4.47%	175	4,091	4,090	4.47%	175	177,856	0.023 *
Upper Parking Lot 4 South	460	4.35%	20	483	480	4.35%	20	21,000	0.023 *
Upper Parking Lot 1-2	2,840	4.58%	130	2,972	2,970	4.58%	130	129,200	0.023 *
Upper Parking Lot 2-3	1,820	4.67%	85	1,904	1,905	4.67%	85	82,800	0.023 *
Upper Parking Lot 1-2-3	3,715	4.44%	165	3,882	3,880	4.44%	165	168,800	0.023 *
Upper Parking Lot 1-2-3-4	7,625	4.52%	345	7,973	7,970	4.52%	345	346,656	0.023 *
Upper Parking Lot Plaza	370	3.00%	11	381	380	2.70%	10	11,300	0.034

FY18 Facility Rental Rates / Non-Ticketed

Exhibit A to Resolution 15-18

Locations	Fiscal Year FY17	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
Exhibit Halls									
A	3,425	3.00%	103	3,528	3,525	2.92%	100	48,000	0.073
B	2,555	3.00%	77	2,632	2,630	2.94%	75	36,000	0.073
C	4,300	3.00%	129	4,429	4,430	3.02%	130	60,000	0.074
D1	3,525	3.00%	106	3,631	3,630	2.98%	105	36,000	0.101
D2	3,525	3.00%	106	3,631	3,630	2.98%	105	36,000	0.101
D	7,050	3.00%	212	7,262	7,260	2.98%	210	72,000	0.101
E1	5,160	3.00%	155	5,315	5,315	3.00%	155	54,000	0.098
E2	5,160	3.00%	155	5,315	5,315	3.00%	155	54,000	0.098
E	10,320	3.00%	310	10,630	10,630	3.00%	310	108,000	0.098
Meeting Rooms									
A101	225	3.00%	7	232	230	2.22%	5	700	0.329
D101	160	3.00%	5	165	165	3.13%	5	494	0.334
D102	135	3.00%	4	139	140	3.70%	5	330	0.424
D101-2	295	3.00%	9	304	305	3.39%	10	824	0.370
D201	410	3.00%	12	422	420	2.44%	10	1300	0.323
D202	225	3.00%	7	232	230	2.22%	5	784	0.293
D203	225	3.00%	7	232	230	2.22%	5	784	0.293
D204	225	3.00%	7	232	230	2.22%	5	784	0.293
D205	165	3.00%	5	170	170	3.03%	5	204	0.833
D202-3	450	3.00%	14	464	460	2.22%	10	1568	0.293
D202-4	675	3.00%	20	695	690	2.22%	15	2352	0.293
D203-4	450	3.00%	14	464	460	2.22%	10	1568	0.293
D201-4	1,085	3.00%	33	1,118	1,110	2.30%	25	3652	0.304
D201-5	1,250	3.00%	38	1,288	1,280	2.40%	30	3856	0.332
E101	170	3.00%	5	175	175	2.94%	5	525	0.333
E102	200	3.00%	6	206	205	2.50%	5	600	0.342
E101-2	370	3.00%	11	381	380	2.70%	10	1125	0.338
Locations	Fiscal Year FY17	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
Miscellaneous									
Connector	370	3.00%	11	381	380	2.70%	10	4,500	0.084
East Hall	800	3.00%	24	824	825	3.13%	25	4,400	0.188
A Lobby	480	3.00%	14	494	495	3.13%	15	4,400	0.113
A Lounge	230	3.00%	7	237	235	2.17%	5	1,500	0.157
D Lobby	2,060	3.00%	62	2,122	2,120	2.91%	60	6,400	0.331
D Lounge	575	3.00%	17	592	590	2.61%	15	1,240	0.476
E Lobby	2,320	3.00%	70	2,390	2,390	3.02%	70	7,200	0.332
Parking Lots									
All Parking Lots	17,675	4.55%	805	18,482	18,480	4.55%	805	803,556	0.023 *
Boneyard	370	3.00%	11	360	380	2.70%	10	16,000	0.024
Lower Parking Lot 1 East	1,615	4.33%	70	1,686	1,685	4.33%	70	73,300	0.023 *
Lower Parking Lot 1 West	3,050	4.59%	140	3,188	3,190	4.59%	140	138,600	0.023 *
Lower Parking Lot 1	4,660	4.61%	215	4,874	4,875	4.61%	215	211,900	0.023 *
Lower Parking Lot 2	2,155	4.64%	100	2,254	2,255	4.64%	100	98,000	0.023 *
Lower Parking Lot 3	3,233	4.55%	147	3,381	3,380	4.55%	147	147,000	0.023 *
Lower Parking Lot 1-2	6,820	4.55%	310	7,128	7,130	4.55%	310	309,900	0.023 *
Lower Parking Lot 1-2-3	10,050	4.58%	460	10,509	10,510	4.58%	460	456,900	0.023 *
Lower Parking Lot 1W-2	5,205	4.51%	235	5,442	5,440	4.51%	235	236,600	0.023 *
Lower Parking Lot 1W-2-3	8,440	4.50%	380	8,823	8,820	4.50%	380	383,600	0.023 *
Upper Parking Lot 1	1,890	4.76%	90	1,978	1,980	4.76%	90	86,000	0.023 *
Upper Parking Lot 2	950	4.74%	45	994	995	4.74%	45	43,200	0.023 *
Upper Parking Lot 3	870	4.60%	40	911	910	4.60%	40	39,600	0.023 *
Upper Parking Lot 4	3,915	4.47%	175	4,091	4,090	4.47%	175	177,856	0.023 *
Upper Parking Lot 4 South	460	4.35%	20	483	480	4.35%	20	21,000	0.023 *
Upper Parking Lot 1-2	2,840	4.58%	130	2,972	2,970	4.58%	130	129,200	0.023 *
Upper Parking Lot 2-3	1,820	4.67%	85	1,904	1,905	4.67%	85	82,800	0.023 *
Upper Parking Lot 1-2-3	3,715	4.44%	165	3,882	3,880	4.44%	165	168,800	0.023 *
Upper Parking Lot 1-2-3-4	7,625	4.52%	345	7,973	7,970	4.52%	345	346,656	0.023 *
Upper Parking Lot Plaza	370	3.00%	11	381	380	2.70%	10	11,300	0.034

Locations	Fiscal Year FY18	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
Exhibit Halls									
A	2,875	3.00%	86	2,961	2,960	2.96%	85	48,000	0.062
B	2,270	3.00%	68	2,338	2,340	3.08%	70	36,000	0.065
C	3,740	3.00%	112	3,852	3,850	2.94%	110	60,000	0.064
D1	3,050	3.00%	92	3,142	3,140	2.95%	90	36,000	0.087
D2	3,050	3.00%	92	3,142	3,140	2.95%	90	36,000	0.087
D	6,100	3.00%	183	6,283	6,280	2.95%	180	72,000	0.087
E1	4,510	3.00%	135	4,645	4,645	2.99%	135	54,000	0.086
E2	4,510	3.00%	135	4,645	4,645	2.99%	135	54,000	0.086
E	9,020	3.00%	271	9,291	9,290	2.99%	270	108,000	0.086
Meeting Rooms									
A101	230	3.00%	7	237	235	2.17%	5	700	0.336
D101	165	3.00%	5	170	170	3.03%	5	494	0.344
D102	140	3.00%	4	144	145	3.57%	5	330	0.439
D101-2	305	3.00%	9	314	315	3.28%	10	824	0.382
D201	420	3.00%	13	433	430	2.38%	10	1,300	0.331
D202	230	3.00%	7	237	235	2.17%	5	784	0.300
D203	230	3.00%	7	237	235	2.17%	5	812	0.289
D204	230	3.00%	7	237	235	2.17%	5	784	0.300
D205	170	3.00%	5	175	175	2.94%	5	204	0.858
D202-3	460	3.00%	14	474	470	2.17%	10	1,596	0.294
D202-4	690	3.00%	21	711	705	2.17%	15	2,380	0.296
D203-4	460	3.00%	14	474	470	2.17%	10	1,596	0.294
D201-4	1,110	3.00%	33	1,143	1,135	2.25%	25	3,680	0.308
D201-5	1,280	3.00%	38	1,318	1,310	2.34%	30	3,884	0.337
E101	175	3.00%	5	180	180	2.86%	5	525	0.343
E102	205	3.00%	6	211	210	2.44%	5	600	0.350
E101-2	380	3.00%	11	391	390	2.63%	10	1,125	0.347

Locations	Fiscal Year FY17	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
Miscellaneous									
Connector	380	3.00%	11	391	390	2.63%	10	4,500	0.087
East Hall	825	3.00%	25	850	850	3.03%	25	4,400	0.193
A Lobby	495	3.00%	15	510	510	3.03%	15	4,400	0.116
A Lounge	235	3.00%	7	242	240	2.13%	5	1,500	0.160
D Lobby	2,120	3.00%	64	2,184	2,185	3.07%	65	6,400	0.341
D Lounge	590	3.00%	18	608	610	3.39%	20	1,240	0.492
E Lobby	2,390	3.00%	72	2,462	2,460	2.93%	70	7,200	0.342
Parking Lots									
All Parking Lots	18,480	0.00%	-	18,482	18,480	0.00%	-	803,556	0.023 *
Boneyard	380	3.00%	11	391	390	2.63%	10	16,000	0.024
Lower Parking Lot 1 East	1,685	0.00%	-	1,686	1,685	0.00%	-	73,300	0.023 *
Lower Parking Lot 1 West	3,190	0.00%	-	3,188	3,190	0.00%	-	138,600	0.023 *
Lower Parking Lot 1	4,875	0.00%	-	4,874	4,875	0.00%	-	211,900	0.023 *
Lower Parking Lot 2	2,255	0.00%	-	2,254	2,255	0.00%	-	98,000	0.023 *
Lower Parking Lot 3	3,380	0.00%	-	3,381	3,380	0.00%	-	147,000	0.023 *
Lower Parking Lot 1-2	7,130	0.00%	-	7,128	7,130	0.00%	-	309,900	0.023 *
Lower Parking Lot 1-2-3	10,510	0.00%	-	10,509	10,510	0.00%	-	456,900	0.023 *
Lower Parking Lot 1W-2	5,440	0.00%	-	5,442	5,440	0.00%	-	236,600	0.023 *
Lower Parking Lot 1W-2-3	8,820	0.00%	-	8,823	8,820	0.00%	-	383,600	0.023 *
Upper Parking Lot 1	1,980	0.00%	-	1,978	1,980	0.00%	-	86,000	0.023 *
Upper Parking Lot 2	995	0.00%	-	994	995	0.00%	-	43,200	0.023 *
Upper Parking Lot 3	910	0.00%	-	911	910	0.00%	-	39,600	0.023 *
Upper Parking Lot 4	4,090	0.00%	-	4,091	4,090	0.00%	-	177,856	0.023 *
Upper Parking Lot 4 South	480	0.00%	-	483	480	0.00%	-	21,000	0.023 *
Upper Parking Lot 1-2	2,970	0.00%	-	2,972	2,970	0.00%	-	129,200	0.023 *
Upper Parking Lot 2-3	1,905	0.00%	-	1,904	1,905	0.00%	-	82,800	0.023 *
Upper Parking Lot 1-2-3	3,880	0.00%	-	3,882	3,880	0.00%	-	168,800	0.023 *
Upper Parking Lot 1-2-3-4	7,970	0.00%	-	7,973	7,970	0.00%	-	346,656	0.023 *
Upper Parking Lot Plaza	380	3.00%	11	391	390	2.63%	10	11,300	0.035

FY19 Facility Rental Rates / Non-Ticketed

Exhibit A to Resolution 15-18

Locations	Fiscal Year FY18	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
Exhibit Halls									
A	3,525	3.00%	106	3,631	3,630	2.98%	105	48,000	0.076
B	2,630	3.00%	79	2,709	2,710	3.04%	80	36,000	0.075
C	4,430	3.00%	133	4,563	4,560	2.93%	130	60,000	0.076
D1	3,630	3.00%	109	3,739	3,740	3.03%	110	36,000	0.104
D2	3,630	3.00%	109	3,739	3,740	3.03%	110	36,000	0.104
D	7,260	3.00%	218	7,478	7,480	3.03%	220	72,000	0.104
E1	5,315	3.00%	159	5,474	5,475	3.01%	160	54,000	0.101
E2	5,315	3.00%	159	5,474	5,475	3.01%	160	54,000	0.101
E	10,630	3.00%	319	10,949	10,950	3.01%	320	108,000	0.101
Meeting Rooms									
A101	230	3.00%	7	237	230	0.00%	-	700	0.329
D101	165	3.00%	5	170	165	0.00%	-	494	0.334
D102	140	3.00%	4	144	140	0.00%	-	330	0.424
D101-2	305	3.00%	9	314	305	0.00%	-	824	0.370
D201	420	3.00%	13	433	420	0.00%	-	1300	0.323
D202	230	3.00%	7	237	230	0.00%	-	784	0.293
D203	230	3.00%	7	237	230	0.00%	-	784	0.293
D204	230	3.00%	7	237	230	0.00%	-	784	0.293
D205	170	3.00%	5	175	170	0.00%	-	204	0.833
D202-3	460	3.00%	14	474	460	0.00%	-	1568	0.293
D202-4	690	3.00%	21	711	690	0.00%	-	2352	0.293
D203-4	460	3.00%	14	474	460	0.00%	-	1568	0.293
D201-4	1,110	3.00%	33	1,143	1,110	0.00%	-	3652	0.304
D201-5	1,280	3.00%	38	1,318	1,280	0.00%	-	3856	0.332
E101	175	3.00%	5	180	175	0.00%	-	525	0.333
E102	205	3.00%	6	211	205	0.00%	-	600	0.342
E101-2	380	3.00%	11	391	380	0.00%	-	1125	0.338

Locations	Fiscal Year FY17	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
Miscellaneous									
Connector	380	3.00%	11	391	380	0.00%	-	4,500	0.084
East Hall	825	3.00%	25	850	825	0.00%	-	4,400	0.188
A Lobby	495	3.00%	15	510	495	0.00%	-	4,400	0.113
A Lounge	235	3.00%	7	242	235	0.00%	-	1,500	0.157
D Lobby	2,120	3.00%	64	2,184	2,120	0.00%	-	6,400	0.331
D Lounge	590	3.00%	18	608	590	0.00%	-	1,240	0.476
E Lobby	2,390	3.00%	72	2,462	2,390	0.00%	-	7,200	0.332
Parking Lots									
All Parking Lots	18,480	0.00%	-	18,482	18,480	0.00%	-	803,556	0.023 *
Boneyard	380	3.00%	11	360	380	0.00%	-	16,000	0.024
Lower Parking Lot 1 East	1,685	0.00%	-	1,686	1,685	0.00%	-	73,300	0.023 *
Lower Parking Lot 1 West	3,190	0.00%	-	3,188	3,190	0.00%	-	138,600	0.023 *
Lower Parking Lot 1	4,875	0.00%	-	4,874	4,875	0.00%	-	211,900	0.023 *
Lower Parking Lot 2	2,255	0.00%	-	2,254	2,255	0.00%	-	98,000	0.023 *
Lower Parking Lot 3	3,380	0.00%	-	3,381	3,380	0.00%	-	147,000	0.023 *
Lower Parking Lot 1-2	7,130	0.00%	-	7,128	7,130	0.00%	-	309,900	0.023 *
Lower Parking Lot 1-2-3	10,510	0.00%	-	10,509	10,510	0.00%	-	456,900	0.023 *
Lower Parking Lot 1W-2	5,440	0.00%	-	5,442	5,440	0.00%	-	236,600	0.023 *
Lower Parking Lot 1W-2-3	8,820	0.00%	-	8,823	8,820	0.00%	-	383,600	0.023 *
Upper Parking Lot 1	1,980	0.00%	-	1,978	1,980	0.00%	-	86,000	0.023 *
Upper Parking Lot 2	995	0.00%	-	994	995	0.00%	-	43,200	0.023 *
Upper Parking Lot 3	910	0.00%	-	911	910	0.00%	-	39,600	0.023 *
Upper Parking Lot 4	4,090	0.00%	-	4,091	4,090	0.00%	-	177,856	0.023 *
Upper Parking Lot 4 South	480	0.00%	-	483	480	0.00%	-	21,000	0.023 *
Upper Parking Lot 1-2	2,970	0.00%	-	2,972	2,970	0.00%	-	129,200	0.023 *
Upper Parking Lot 2-3	1,905	0.00%	-	1,904	1,905	0.00%	-	82,800	0.023 *
Upper Parking Lot 1-2-3	3,880	0.00%	-	3,882	3,880	0.00%	-	168,800	0.023 *
Upper Parking Lot 1-2-3-4	7,970	0.00%	-	7,973	7,970	0.00%	-	346,656	0.023 *
Upper Parking Lot Plaza	380	3.00%	11	391	380	0.00%	-	11,300	0.034

Portland Expo Center Discounting Package: FY17-19

Per the Hunden Report, the following yield-management techniques will be utilized at the discretion of the sales manager and at the approval of the Expo Center director in order to maximize revenue at the Portland Expo Center:

- New business booked in the months of December and July – August
 - 25% rental discount for the 1st year booked
 - 15% rental discount for 2nd year booked
 - 5% rental discount for 3rd year booked
 - Discount would sunset in the 4th year booked
- New business booked on Labor Day or Memorial Day Weekends
 - 30% rental discount in 1st year booked
 - 20% rental discount in 2nd year booked
 - 10% rental discount in 3rd year booked
 - Discount would sunset in the 4th year booked
- Incentive discount for booking ANY new consumer/public event – this discount applies to events not currently represented in Expo's current calendar
 - 25% rental discount for the 1st year booked
 - 15% rental discount for 2nd year booked
 - 5% rental discount for 3rd year booked
 - Discount would sunset in the 4th year booked
- Tradeshow incentive rental credit
 - 15% rental credit given for new weekday tradeshow business with food orders over \$30,000 in 1st year booked
 - 10% rental credit given for new weekday tradeshow business with food orders over \$30,000 in 2nd year booked
 - 5% rental credit given for new weekday tradeshow business with food orders over \$30,000 in 3rd year booked
 - Rental credit would sunset in 4th year booked