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# **MERC Commission Meeting**

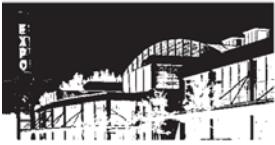
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August 3, 2016  
12:30 pm

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Oregon Convention Center  
777 NE Martin Luther King Jr. Blvd.  
Room A107-108

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

[www.oregonmetro.gov](http://www.oregonmetro.gov)



# Metro | *Exposition Recreation Commission*

## Agenda

Meeting: Metro Exposition Recreation Commission Meeting  
Date: Wednesday, August 3, 2016  
Time: 12:30 – 2:30 p.m.  
Place: Oregon Convention Center, Rooms A107-A108

### CALL TO ORDER

- |              |            |   |  |
|--------------|------------|---|--|
| <b>12:30</b> | <b>1.</b>  | <b>QUORUM CONFIRMED</b>   |  |
| <b>12:35</b> | <b>2.</b>  | <b>OPPORTUNITY FOR PUBLIC COMMENT ON NON-AGENDA ITEMS</b>   |  |
| <b>12:40</b> | <b>3.</b>  | <b>COMMISSION/COUNCIL LIAISON COMMUNICATIONS</b>  | <b>Elisa Dozono, Sam Chase</b>                                 |
| <b>12:45</b> | <b>4.</b>  | <b>METRO COO COMMUNICATIONS</b>   | <b>Martha Bennett</b>  |
| <b>12:55</b> | <b>5.</b>  | <b>GM COMMUNICATIONS</b>  | <b>Teri Dresler</b>  |
| <b>1:05</b>  | <b>6.</b>  | <b>CONSENT AGENDA</b>   |  |
|              |            | <ul style="list-style-type: none"> <li>• Record of MERC Actions, July 6, 2016, pages 4-6</li> </ul> |  |
| <b>1:10</b>  | <b>7.</b>  | <b>FINANCIAL REPORT, pages 9-23</b>   | <b>Ben Rowe</b>  |
| <b>1:15</b>  | <b>8.</b>  | <b>VENUE BUSINESS REPORTS</b>   | <b>Robyn Williams, Matthew P. Rotchford, Scott Cruickshank</b> |
| <b>1:35</b>  | <b>9.</b>  | <b>OCC LANDSCAPE AND ENTRANCES REDESIGN</b>   | <b>Scott Cruickshank</b>                                       |
| <b>1:50</b>  | <b>10.</b> | <b>ARAMARK QUARTERLY REPORT, pages 25-41</b>  | <b>Ed Strong</b>   |

**ADJOURN**

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# **MERC Commission Meeting**

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August 3, 2016  
12:30 pm

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6.0 Consent Agenda

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**Metropolitan Exposition Recreation Commission**  
**Record of MERC Commission Actions**  
 July 6, 2016  
 Oregon Convention Center Rooms A107-108

<b>Present:</b>	Elisa Dozono, Damien Hall, Deidra Kryz-Rusoff, Ray Leary, Karis Stoudamire-Phillips, Council Liaison Sam Chase
<b>Absent:</b>	Judie Hammerstad (Excused), Terry Goldman (Excused)
	A regular meeting of the Metropolitan Exposition-Recreation Commission was called to order by Chair Elisa Dozono at 12:45 p.m. Dozono welcomed Metro Council President, Tom Hughes, who joined the meeting for a design update for the Hyatt Regency at the Oregon Convention Center Hotel. Dozono also welcomed members of the Metro Council including Kathryn Harrington, Carlotta Collette, Craig Dirksen, Bob Stacey and Shirley Craddick who were seated in the audience to view the design presentation.
<b>1.0</b>	<b>QUORUM CONFIRMED</b> A quorum of Commissioners was present.
<b>2.0</b>	<b>OPPORTUNITY FOR PUBLIC COMMENT ON NON-AGENDA ITEMS</b> None
<b>3.0</b>	<b>OCC HOTEL UPDATE/DESIGN UPDATE</b> OCC Hotel Project Manager, Hillary Wilton with Tom Lander of Mortenson Development, presented the package of designs for the Hyatt Regency Portland at the Oregon Convention Center. The package will be submitted for a Design Review Commission hearing to be held in August. <ul style="list-style-type: none"> <li>• Commissioner Dozono inquired whether the parking structure’s offices would be available for use by the hotel.              Lander responded that the parking structure and office space is a Portland Development Commission project and although parking will be available to the hotel, PDC has control over the building including the office space.</li> <li>• Commissioner Leary questioned whether there a timeline has been set for when the office space would be added.              Lander responded that Mortenson will build the parking structure and will include foundations and columns to carry a building including the office space however until the office tenant is identified and is ready to go ahead, the office portion won’t be completed. The parking spaces, however, will be available at the hotel opening.</li> <li>• Commissioner Leary stated that he hoped the economic impact of the project would be recognized by the community.</li> <li>• Commissioner Dozono asked how many parking spaces would be included in the parking structure.              Lander responded that approximately 375 spaces will be dedicated to the hotel.</li> <li>• Commissioner Kryz Rusoff inquired about the largest challenges the project still faces.              Lander replied that there continue to be economic challenges.</li> <li>• Councilor Craig Dirksen inquired whether a new Oregon-centric wood product technology – a strand board product and cross-laminated timbers – could be used in the building.              Lander responded that incorporating the product in the lobby stairs and public spaces is being considered.</li> </ul>
<b>4.0</b>	<b>COMMISSION/COUNCIL LIAISON COMMUNICATIONS</b> <ul style="list-style-type: none"> <li>• Metro Council Liaison, Sam Chase, stated that a renewal of the open space levy extending the program for another five years will be on the ballot in November. Chase also noted that the Metro Equity Strategy Plan was adopted by Council and offered gratitude to MERC for its input</li> </ul>

	<p>on the plan.</p> <ul style="list-style-type: none"> <li>• Metro Council President Hughes added that the Equity Strategy grew out of the discussion on how to improve the First Opportunity Project (FOTA) and that the decision to approach equity through a racial equity lens was one of the most important decisions made.</li> <li>• Commissioner Leary noted that the workforce equity project is an important next step.</li> </ul> <p><i>Council President Hughes departed the meeting at 1:20 p.m.</i></p>
<b>5.0</b>	<p><b>GM of VISITOR VENUES COMMUNICATIONS</b></p> <p>Teri Dresler provided updates to the Commission:</p> <ul style="list-style-type: none"> <li>• Dresler extended an invitation to commissioners to attend Hyatt Day activities planned for July 19 and reminded commissioners that an Unconscious Bias Training including Metro Council will be offered at noon on July 21.</li> <li>• Dresler invited Robyn Williams to introduce the three interns working at Portland’s during the summer. They include: Haley Flannery, Carelle Namegabe, and Justine Vanderveen.</li> <li>• Dresler offered a brief FOTA update noting that the new financial criteria and the extension of the boundaries are making it easier to connect with people of color providing a more consistent outcome.</li> </ul>
<b>6.0</b>	<p><b>CONSENT AGENDA</b></p> <p>Includes:</p> <ul style="list-style-type: none"> <li>• Record of MERC Actions, June 1, 2016</li> </ul> <p>A motion was made by Commissioner Krys-Rusoff and seconded by Commissioner Stoudamire-Phillips to approve the Consent Agenda.</p> <p>VOTING:    AYE: 5 (Dozono, Hall, Leary, Krys-Rusoff, Stoudamire-Phillips)                    NAY: 0                    MOTION PASSED</p>
<b>7.0</b>	<p><b>FINANCIAL REPORT</b></p> <p>MERC Finance Manager, Ben Rowe, updated the Commission on MERC finances.</p>
<b>8.0</b>	<p><b>VENUE BUSINESS REPORTS</b></p> <p>The Venue Directors updated the MERC Commission on recent venue business.</p> <p><i>Council Liaison Chase departed the meeting at 2:00 p.m.</i></p>
<b>9.0</b>	<p><b>CLASSIFICATION/COMPENSATION STUDY</b></p> <p>Mary Rowe introduced Ning Fisher of Metro’s Human Resources department who provided an overview of the process, timeline and challenges involved in the classification/compensation study which will be conducted this fall for the MERC venues. Fisher noted that the study will be done for full time and part time non-represented employees at the venues and will be performed in collaboration with the consulting firm, LGPI (Local Government Personnel Institute). She stated that it is expected that findings and a recommendation will be presented at the November MERC meeting. The study should be final by the end of December.</p> <ul style="list-style-type: none"> <li>• Commissioner Dozono inquired whether the study will look at incentives, performance and bonuses. Fisher responded that the study is planned to look at total compensation.</li> <li>• Commissioner Krys-Rusoff inquired about the cost for the study. Rowe responded that it will cost \$40,000.</li> </ul>
<b>10.0</b> 10.1	<p><b>ACTION AGENDA</b></p> <p><b>Resolution 16-20:</b> For the purpose of approving the National Sales, Marketing and Convention Services Agreement for the Oregon Convention Center with Travel Portland.</p> <p>Scott Cruickshank presented the resolution to the Commission.</p> <ul style="list-style-type: none"> <li>• Commissioner Dozono noted that, since this is such a large contract, it might be prudent to consider requesting an audit. She also suggested adding a pre-dispute resolution clause to the contract.</li> </ul>

10.2	<p>Nathan Sykes replied that he would look into adding a conflict resolution clause.</p> <ul style="list-style-type: none"> <li>Dozono noted that there were no Asian businesses were on Travel Portland’s minority business outreach list.</li> </ul> <p>Tamara Kennedy-Hill, of Travel Portland, replied that her new position will focus on building and expanding convention business outreach.</p> <ul style="list-style-type: none"> <li>Steve Faulstick of Travel Portland announced that Tamara Kennedy-Hill was recently promoted to Vice President of Diversity and Community Relations at Travel Portland.</li> </ul> <p>A motion was made by Commissioner Leary and seconded by Commissioner Krys-Rusoff to approve the Resolution as presented.</p> <p>VOTING: AYE: 5 (Dozono, Hall, Leary, Krys-Rusoff, Stoudamire-Phillips) NAY: 0 MOTION PASSED</p> <p><b>Resolution 16-21:</b> For the purpose of approving rental rates at the Oregon Convention Center (OCC) for Fiscal Years 2020-2021, 2021-2022 and 2022-2023.</p> <p>Scott Cruickshank presented the resolution to the Commission.</p> <ul style="list-style-type: none"> <li>Commissioner Krys-Rusoff inquired if the rates could be adjusted downward if needed in order to remain competitive.</li> </ul> <p>Cruickshank responded affirmatively.</p> <p>A motion was made by Commissioner Krys-Rusoff and seconded by Commissioner Stoudamire-Phillips to approve the Resolution as presented.</p> <p>VOTING: AYE: 5 (Dozono, Hall, Leary, Krys-Rusoff, Stoudamire-Phillips) NAY: 0 MOTION PASSED</p>
10.3	<p><b>Resolution 16-22:</b> For the purpose of ratifying the collective bargaining agreement with the Theatrical Stage Employees of the International Alliance of Theatrical Stage Employees, Moving Pictures Technicians, Artists and Allied Crafts of the United States, its Territories and Canada (IATSE), Local 28.</p> <p>Mary Rowe and Mikki Nutt from Metro’s HR Department presented the resolution to the Commission.</p> <ul style="list-style-type: none"> <li>Dozono questioned the percentage increase for the IATSE health and welfare national fund noted in the contract.</li> <li>Rowe stated that there were no changes in these rates and we would review the document for errors and see that the item is corrected. Nathan Sykes added that the rate is actually set by the trust.</li> </ul> <p>A motion was made by Commissioner Hall and seconded by Commissioner Krys-Rusoff to approve the Resolution as presented.</p> <p>VOTING: AYE: 5 (Dozono, Hall, Leary, Krys-Rusoff, Stoudamire-Phillips) NAY: 0 MOTION PASSED</p>
11.0	<p><b>EXECUTIVE SESSION for the purpose of conducting deliberations with persons designated by Metro/MERC to carry on labor negotiations under ORS 192.660(2)(e).</b></p> <p>Chair Dozono directed the Commission into executive session at 2:25 p.m.</p> <p>The Executive Session concluded at 2:47 p.m. and the Chair reconvened the regular MERC Commission meeting.</p> <p>As there was no further business to come before the Commission, the meeting was adjourned at 2:50p.m.</p>

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# **MERC Commission Meeting**

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August 3, 2016  
12:30 pm

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7.0 Financial Report

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JUNE 2016

FINANCIAL INFORMATION

*For Management Purposes only*



**OREGN**

Oregon  
Convention  
Center





Date: August 3, 2016

To: Commissioner Elisa Dozono, Chair  
 Commissioner Karis Stoudamire-Phillips, Vice Chair  
 Commissioner Judie Hammerstad, Secretary-Treasurer  
 Commissioner Ray Leary  
 Commissioner Terry Goldman  
 Commissioner Deidra Krys-Rusoff  
 Commissioner Damien Hall

From: Ben Rowe – MERC Finance Manager

Re: MERC Financial Information for the month of June, and first close Fiscal Year 2015-16

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**MERC Venues Events & Attendance**

The venues closed the year hosting 33 (2%) more events over the prior year and 66,000 (3%) more attendees. Events and attendance in FY 2015-16 are 4% and 8% above the three-year historical average respectively.

	2015		2016		Change from Prior Year	
	Events	Attendance	Events	Attendance	Events	Attendance
<b>Total MERC Venues</b>						
1st Quarter	269	280,679	293	329,836	24, 9%	49,157, 18%
2nd Quarter	460	467,296	462	497,534	2, 0%	30,238, 6%
3rd Quarter	440	684,450	437	678,686	(3), (-1%)	(5,764), (-1%)
4th Quarter	438	461,126	447	451,427	28, 7%	68,978, 17%
April	176	185,267	201	203,765	25, 14%	18,498, 10%
May	170	206,645	146	143,877	(24), (-14%)	(62,768), (-30%)
June	92	69,214	99	103,765	7, 7%	34,551, 45%
<b>Total Annual</b>	<b>1,607</b>	<b>1,893,551</b>	<b>1,640</b>	<b>1,959,679</b>	<b>33, 2%</b>	<b>66,128, 3%</b>

**MERC Venues Revenues & Expense**

Each of the three venues achieved new record setting gross revenues including Cirque years! Preliminary FY 2015-16 event revenues (rent and food and beverage) closed 17.2% (\$7.3 million) over FY 2014-15, 31.5% above the three-year historical average, and 22% above budget projections. Total venue expenses closed 15.8% over FY 2014-15, 22.7% above the three-year historical average, and only 2.4% over budget projections.

**Food & Beverage**

Food & Beverage operations also set a new gross revenues record of \$20.2 million, \$2.8 million and 16.1% over the prior record set in FY 2014-15. The total MERC venues food and beverage margin for FY 2015-16 is \$4.8 million or 24%, 4% over the prior year and 6.7% over the three-year historical average. The venues sales and Pacificwild teams performed admirably this year and deserve recognition.

**Transient Lodging Tax**

The TLT Pooled Account has already received \$3.0 million to date and we expect to receive two more payments for June and July which will be accrued to FY 2015-16. If the current TLT revenue trend continues, the Pooled Capital Account is forecasted to receive a total of \$5 to \$7 million by the close of the fiscal year, bringing the total Pooled Capital Account balance to \$11 to \$13 million.

## Net Operations

Preliminary fiscal year 2015-16 MERC net operations is \$7.0 million after OCC's transfer of \$3.4 million to the Hotel Project. Excluding this one-time transfer, Net operations for the year would have been \$10.4 million. Current net operations is \$1.2 million greater than FY 2014-15, and \$1.7 million (32%) greater than the three-year historical average.

## Historical Actual Comparison FY 2013-2015 to FY 2016

	Fiscal Year:	2013	2014	2015	2016	2012-14	% Diff.	% Diff.
Revenues		YTD	YTD	YTD	YTD	Average	Average	2015
Food & Beverage		15,784,720	14,052,840	17,383,250	20,181,201	15,740,270	28.2%	16.1%
Charges for Services		20,818,578	20,873,669	25,334,609	29,885,055	22,342,285	33.8%	18.0%
Lodging Tax		10,243,940	10,904,188	10,830,714	11,526,677	10,659,614	8.1%	6.4%
Other		4,746,799	6,386,351	5,168,497	5,372,791	5,433,883	-1.1%	4.0%
<b>Total Revenue</b>		<b>51,594,036</b>	<b>52,217,048</b>	<b>58,717,071</b>	<b>66,965,724</b>	<b>54,176,052</b>	<b>23.6%</b>	<b>14.0%</b>
<b>Expenses</b>								
Food & Beverage		12,774,024	12,298,206	13,946,162	15,331,479	13,006,131	17.9%	9.9%
Personnel Services		16,558,158	16,296,492	17,696,716	19,182,514	16,850,455	13.8%	8.4%
Materials & Services		11,782,522	14,255,752	14,240,191	16,420,458	13,426,155	22.3%	15.3%
Other		5,289,297	5,551,793	5,876,872	8,994,887	5,572,654	61.4%	53.1%
<b>Total Expense</b>		<b>46,404,001</b>	<b>48,402,241</b>	<b>51,759,941</b>	<b>59,929,338</b>	<b>48,855,394</b>	<b>22.7%</b>	<b>15.8%</b>
<b>Net Operations</b>		<b>5,190,035</b>	<b>3,814,807</b>	<b>6,957,131</b>	<b>7,036,386</b>	<b>5,320,658</b>	<b>32.2%</b>	<b>1.1%</b>
<b>Food &amp; Beverage Margin</b>		<b>19.1%</b>	<b>12.5%</b>	<b>19.8%</b>	<b>24.0%</b>	<b>17.4%</b>	<b>6.7%</b>	<b>4.3%</b>

### Oregon Convention Center

OCC produced the highest gross revenue on record in FY 2015-16, generating over \$40 million for the first time! This is 14% and \$5 million over the prior record set in FY 2014-15. OCC's total June gross revenues closed 16% above average. In FY 2015-16 OCC hosted 41 (8%) more events and 52,000 (6%) more attendees than the three-year historical annual average. June events and attendance are respectively 13% and 33% above the prior year, and 4% and 34% above the three-year historical monthly average. Preliminary FY 2015-16 expenses are 19% above the prior year due to the one-time \$3.4 million transfer to the Hotel Project, and 2% above budget projections. Excluding the one-time \$3.4 million transfer, OCC's expenses are 8% over the prior year. OCC's FY 2015-16 food and beverage margin is 24% and its net operations are \$3.8 million. Excluding the one-time \$3.4 million transfer to the Hotel Project, net operations would have been \$7.2 million, \$2.3 million or 48% greater than FY 2014-15.

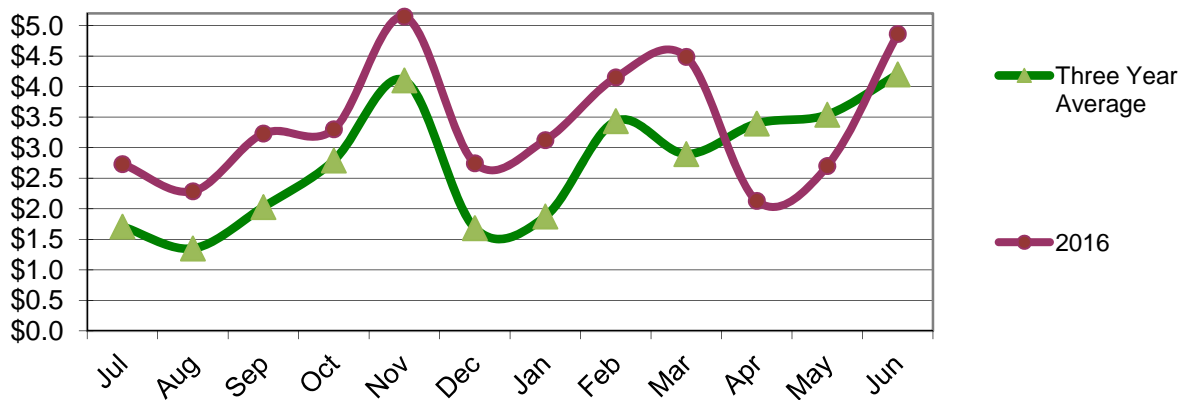
### Highest Grossing Events

Event*	Gross Event Revenue	% of June Event Revenue
222 <sup>nd</sup> General Assembly of the Presbyterian Church	\$743,150	34%
43 <sup>rd</sup> Photovoltaic Specialists Conference	277,290	13%
PyCon	241,184	11%
Oregon Health & Science University Graduation Ceremonies	233,521	11%
All other Events	712,171	32%
<b>Total</b>	<b>\$2,207,316</b>	<b>100%</b>

\*Note: revenue reported in this section reflects event receipts in month only and not total gross event revenue.

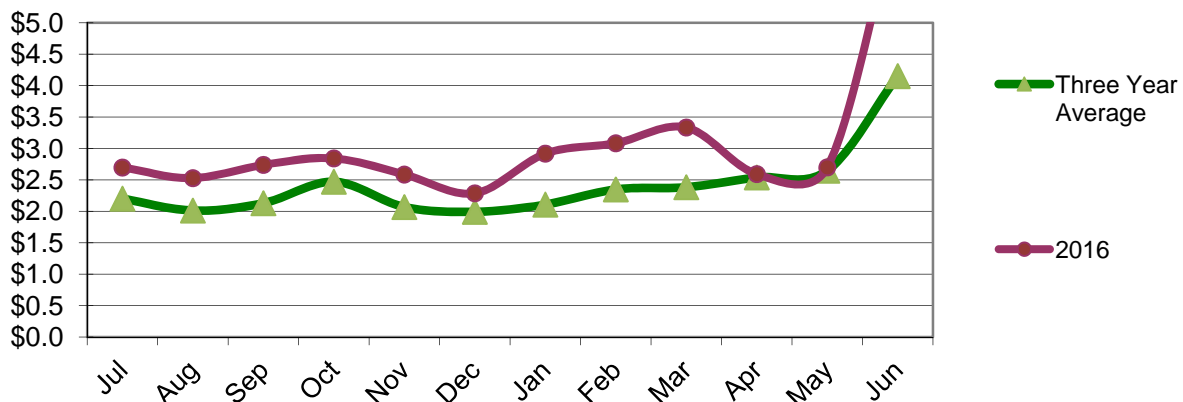
### OCC Program Revenues by Month

Shown in Millions



### OCC Program Expense by Month

Shown in Millions



### Portland's Centers for the Arts

Portland's produced the highest gross revenue on record in FY 2015-16, 19% and \$3 million over the prior record set in FY 2014-15. Portland's preliminary FY 2015-16 close numbers are 40% above the three-year historical average and 20% over budget projections. In FY 2015-16 Portland's hosted 22 (2%) more events and 125,000 (16%) more attendees than the three-year historical average. In June, Portland's hosted 24% fewer performances, however 20% more attendees than the three year historical monthly average. Preliminary FY 2015-16 expenses are 15% above the prior year and 7% above budget projections. Portland's food and beverage margin for the year is 26.7%, slightly above the prior year, and 5% above the three-year historical average. Portland's net operations are \$3.1 million 49% above the prior year and twice the three-year historical average.

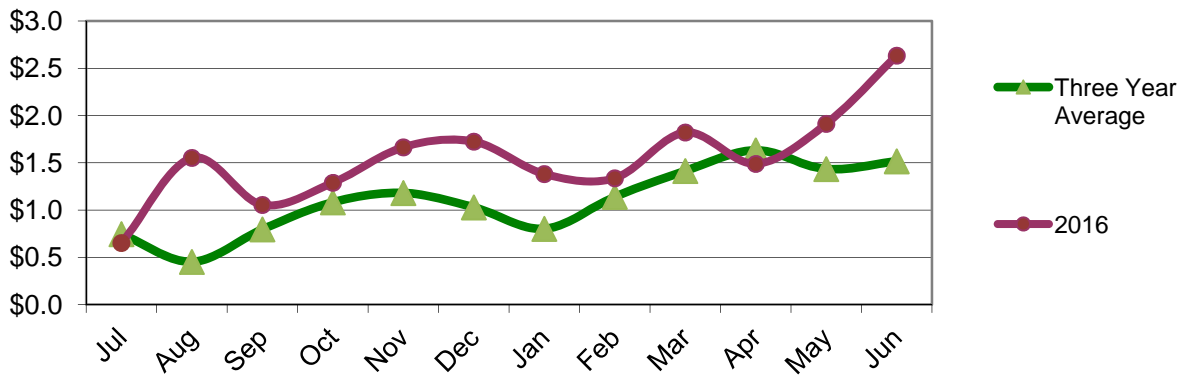
### Highest Grossing Events

Event*	Gross Event Revenue	% of June Event Revenue
Motown the Musical	\$283,319	20%
Wicked	126,744	9%
Sweeney Todd	109,360	8%
Flight of the Conchords	95,497	7%
All other Events	832,891	58%
<b>Total</b>	<b>\$1,447,812</b>	<b>100%</b>

\*Note: revenue reported in this section reflects direct event receipts in month only and not total gross revenue.

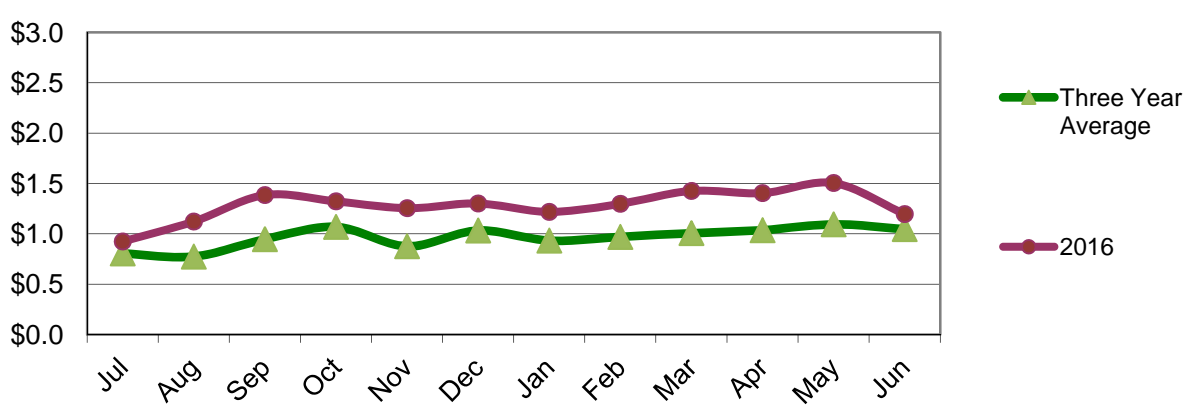
### P5CA Program Revenue by Month

Shown in Millions



### P5CA Program Expense by Month

Shown in Millions



### Portland Expo Center

Expo staff produced gross revenues in FY 2015-16 4% over the prior year and the three-year historical average and 2% over their highest grossing year in FY 2011-12, which included hosting Cirque du Soleil. In FY 2015-16 Expo hosted 9 (8%) more events and 17,500 (5%) more attendees over the prior year. Expo event and attendance are 9% and 1% over the three-year historical average respectively. In June, Expo hosted 5 (83%) more events and 11,000 (141%) more attendees than the prior year. Expo's preliminary annual expenses are 3% over the prior year and 6% over the three-year historical average. Expo's FY 2015-16 food & beverage margin 17.7%, 6% over the prior year and 5% over the three-year historical average. Expo's net operations are 13% below average.

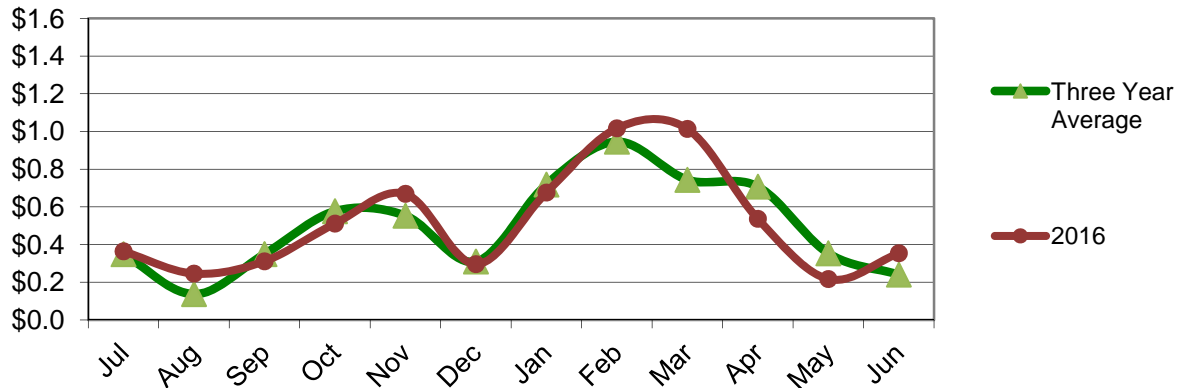
### Highest Grossing Events

Event*	Gross Event Revenue	% of June Event Revenue
Mecum Auto Auction	\$187,995	62%
Paul Evert's RV Country	36,006	12%
Collector's West Gun & Knife Show	28,914	9%
Oregon Hemp Convention	25,463	8%
All other Events	27,206	9%
<b>Total</b>	<b>\$305,583</b>	<b>100%</b>

\*Note: revenue reported in this section reflects direct event receipts in month only and not total gross revenue.

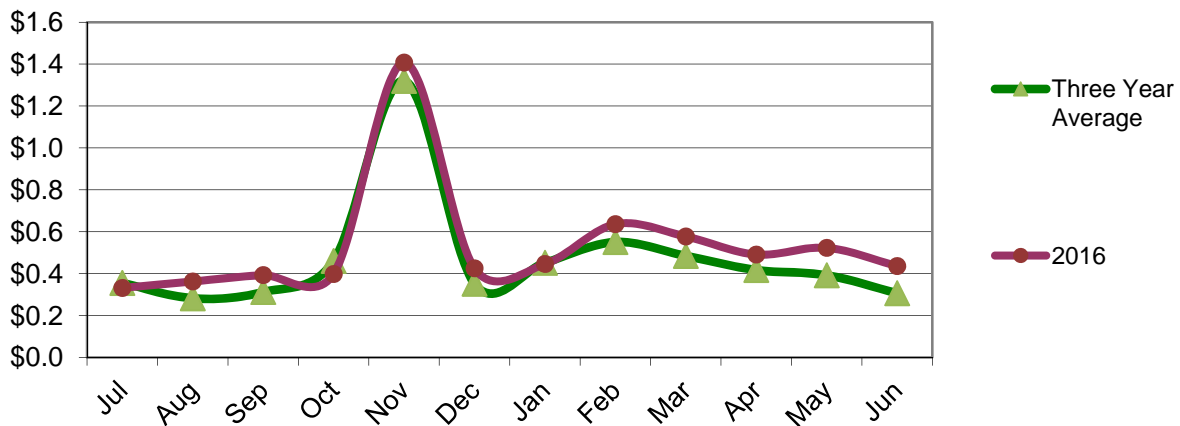
### Expo Program Revenue by Month

Shown in Millions



### Expo Program Expense by Month

Shown in Millions



# MERC Statement of Activity with Annual Budget

Metropolitan Exposition-Recreation Commission

All Departments

June 2016

	Current Month Actual	Prior Year Month Actual	Current Year to Date Actual	Prior Year to Date Actual	Current Year Budget	% of Prior Year	% of Annual
<b>Operations</b>							
Charges for Services	2,173,845	1,790,629	29,885,055	25,334,609	24,711,900	117.96%	120.93%
Contributions from Governments	856,873	-	856,873	837,608	853,950	102.30%	100.34%
Contributions from Private Sources	-	-	-	-	15,000	0.00%	0.00%
Enhanced Marketing VDF	473,139	462,694	473,139	462,694	472,781	102.26%	100.08%
Food and Beverage Revenue	1,499,844	1,179,835	20,181,201	17,383,250	16,325,143	116.10%	123.62%
Grants	(22,951)	12,873	(20,750)	12,873	-	-161.19%	0.00%
Interest Earnings	63,191	15,551	316,567	211,752	91,000	149.50%	347.88%
Lodging Tax	-	-	11,526,677	10,830,714	11,443,458	106.43%	100.73%
Miscellaneous Revenue	27,651	24,925	323,892	159,784	95,477	202.71%	339.24%
Transfers-R	299,432	939,108	789,432	1,138,263	1,054,432	69.35%	74.87%
Visitor Development Fund Alloc	2,633,638	2,345,524	2,633,638	2,345,524	2,215,901	112.28%	118.85%
<b>Total Revenues</b>	<b>8,004,662</b>	<b>6,771,139</b>	<b>66,965,724</b>	<b>58,717,071</b>	<b>57,279,042</b>	<b>114.05%</b>	<b>116.91%</b>
Capital Outlay	-	(17,985)	-	-	-	0.00%	0.00%
Food & Beverage Services	1,448,130	1,393,365	15,331,479	13,946,162	13,694,997	109.93%	111.95%
Materials and Services	1,629,063	2,075,195	16,420,458	14,240,191	15,484,426	115.31%	106.04%
Personnel Services	1,532,506	1,461,537	19,182,514	17,696,716	19,860,619	108.40%	96.59%
Transfers-E	3,841,684	502,617	8,994,887	5,414,178	9,001,335	166.14%	99.93%
Visitor Development Marketing	-	462,694	-	462,694	472,781	0.00%	0.00%
<b>Total Expenditures</b>	<b>8,451,383</b>	<b>5,877,423</b>	<b>59,929,338</b>	<b>51,759,941</b>	<b>58,514,158</b>	<b>115.78%</b>	<b>102.42%</b>
<b>Net Operations</b>	<b>(446,721)</b>	<b>893,716</b>	<b>7,036,386</b>	<b>6,957,131</b>	<b>(1,235,116)</b>		
<b>Capital</b>							
Contributions from Private Sources	193,750	50,000	387,500	200,000	372,501	193.75%	104.03%
Grants	-	31,192	30,980	243,149	-	12.74%	0.00%
Lodging Tax	1,386,933	4,407,138	3,028,230	5,241,751	-	57.77%	0.00%
Miscellaneous Revenue	-	-	137,626	14,633	-	940.52%	0.00%
Other Financing Sources	-	-	-	3,125	-	0.00%	0.00%
Transfers-R	-	-	110,000	-	110,000	0.00%	100.00%
<b>Total Revenues</b>	<b>1,580,683</b>	<b>4,488,330</b>	<b>3,694,336</b>	<b>5,702,658</b>	<b>482,501</b>	<b>64.78%</b>	<b>765.66%</b>
Capital Outlay	56,875	482,548	1,782,521	4,353,906	8,483,500	40.94%	21.01%
Materials and Services	51,417	(16,946)	79,632	-	-	0.00%	0.00%
<b>Total Expenditures</b>	<b>108,292</b>	<b>465,602</b>	<b>1,862,152</b>	<b>4,353,906</b>	<b>8,483,500</b>	<b>42.77%</b>	<b>21.95%</b>
<b>Net Capital</b>	<b>1,472,391</b>	<b>4,022,727</b>	<b>1,832,184</b>	<b>1,348,752</b>	<b>(8,000,999)</b>		
<b>12 Month Fund Balance Increase</b>	<b>1,025,670</b>	<b>4,916,443</b>	<b>8,868,570</b>	<b>8,305,883</b>	<b>(9,236,115)</b>		

MERC Statement of Activity with Annual Budget  
Metropolitan Exposition-Recreation Commission  
Convention Center Operating Fund  
June 2016

	Current Month Actual	Prior Year Month Actual	Current Year to Date Actuals	Prior Year to Date Actual	Current Year Budget	% of Prior Year to Date	% of Annual Budget
<b>Operations</b>							
Charges for Services	1,122,376	937,675	13,573,000	11,548,219	10,236,686	117.5%	132.6%
Contributions from Governments	-	-	-	-	-	0.0%	0.0%
Enhanced Marketing VDF	473,139	462,694	473,139	462,694	472,781	102.3%	100.1%
Food and Beverage Revenue	1,177,271	941,228	14,868,481	12,485,252	11,750,000	119.1%	126.5%
Grants	(6,151)	6,878	(3,950)	6,878	-	-57.4%	0.0%
Interest Earnings	27,308	8,957	126,304	75,938	30,000	166.3%	421.0%
Lodging Tax	-	-	10,185,853	9,519,489	10,097,485	107.0%	100.9%
Miscellaneous Revenue	6,030	8,589	50,854	44,722	16,000	113.7%	317.8%
Transfers-R	107,612	595,397	(331,242)	93,756	(66,242)	-353.3%	500.0%
Visitor Development Fund Alloc	1,955,473	1,682,329	1,955,473	1,682,329	1,548,281	116.2%	126.3%
<b>Total Revenues</b>	<b>4,863,059</b>	<b>4,643,747</b>	<b>40,897,914</b>	<b>35,919,277</b>	<b>34,084,991</b>	<b>113.9%</b>	<b>120.0%</b>
Food & Beverage Services	1,136,052	1,095,700	11,255,601	10,058,470	9,815,867	111.9%	114.7%
Materials and Services	1,071,200	1,449,796	9,613,329	8,723,286	9,153,855	110.2%	105.0%
Personnel Services	841,700	792,483	10,179,386	9,279,349	10,737,796	109.7%	94.8%
Transfers-E	3,704,975	256,215	6,033,996	2,530,963	6,040,444	238.4%	99.9%
Visitor Development Marketing	-	462,694	-	462,694	472,781	0.0%	0.0%
<b>Total Expenditures</b>	<b>6,753,927</b>	<b>4,056,888</b>	<b>37,082,313</b>	<b>31,054,761</b>	<b>36,220,743</b>	<b>119.4%</b>	<b>102.4%</b>
<b>Net Operations</b>	<b>(1,890,868)</b>	<b>586,859</b>	<b>3,815,601</b>	<b>4,864,515</b>	<b>(2,135,752)</b>		
<b>Capital</b>							
Contributions from Private Sources	121,094	31,250	242,188	125,000	242,188	193.8%	100.0%
Grants	-	-	-	-	-	0.0%	0.0%
Miscellaneous Revenue	-	-	2,455	14,633	-	16.8%	0.0%
Transfers-R	-	763,000	650,000	1,123,000	650,000	57.9%	100.0%
<b>Total Revenues</b>	<b>121,094</b>	<b>794,250</b>	<b>894,643</b>	<b>1,262,633</b>	<b>892,188</b>	<b>70.9%</b>	<b>100.3%</b>
Capital Outlay	34,118	281,375	628,640	2,322,780	3,966,400	27.1%	15.8%
Materials and Services	428	(16,946)	28,643	-	-	0.0%	0.0%
<b>Total Expenditures</b>	<b>34,545</b>	<b>264,430</b>	<b>657,283</b>	<b>2,322,780</b>	<b>3,966,400</b>	<b>28.3%</b>	<b>16.6%</b>
<b>Net Capital</b>	<b>86,549</b>	<b>529,820</b>	<b>237,360</b>	<b>(1,060,147)</b>	<b>(3,074,212)</b>		
<b>12 Month Fund Balance Increase</b>	<b>(1,804,320)</b>	<b>1,116,679</b>	<b>4,052,961</b>	<b>3,804,368</b>	<b>(5,209,964)</b>		

# MERC Statement of Activity with Annual Budget

Metropolitan Exposition-Recreation Commission

Portland's Centers for the Arts Fund

June 2016

	Current Month Actual	Prior Year Month Actual	Current Year to Date Actuals	Prior Year to Date Actual	Current Year Budget	% of Prior Year to Date	% of Annual Budget
<b>Operations</b>							
Charges for Services	829,886	743,352	12,350,678	9,957,385	10,091,678	124.0%	122.4%
Contributions from Governments	856,873	-	856,873	837,608	853,950	102.3%	100.3%
Food and Beverage Revenue	225,976	208,158	3,315,673	2,989,218	2,663,978	110.9%	124.5%
Grants	(6,000)	5,995	(6,000)	5,995	-	-100.1%	0.0%
Interest Earnings	22,699	3,117	125,579	100,967	31,000	124.4%	405.1%
Lodging Tax	-	-	1,340,824	1,311,226	1,345,973	102.3%	99.6%
Miscellaneous Revenue	16,356	14,297	233,102	81,962	56,227	284.4%	414.6%
Transfers-R	10,499	(35,701)	(382,213)	(428,413)	(382,213)	89.2%	100.0%
Visitor Development Fund Alloc	678,165	663,195	678,165	663,195	667,620	102.3%	101.6%
<b>Total Revenues</b>	<b>2,634,453</b>	<b>1,602,413</b>	<b>18,512,680</b>	<b>15,519,144</b>	<b>15,328,213</b>	<b>119.3%</b>	<b>120.8%</b>
Food & Beverage Services	213,130	235,848	2,431,360	2,196,910	2,243,543	110.7%	108.4%
Materials and Services	388,242	420,869	5,259,648	3,967,386	4,368,968	132.6%	120.4%
Personnel Services	497,416	485,069	6,445,578	5,975,182	6,494,395	107.9%	99.2%
Transfers-E	97,371	333,350	1,219,558	1,255,121	1,219,558	97.2%	100.0%
<b>Total Expenditures</b>	<b>1,196,159</b>	<b>1,475,135</b>	<b>15,356,145</b>	<b>13,394,599</b>	<b>14,326,464</b>	<b>114.6%</b>	<b>107.2%</b>
<b>Net Operations</b>	<b>1,438,294</b>	<b>127,278</b>	<b>3,156,536</b>	<b>2,124,545</b>	<b>1,001,749</b>		
<b>Capital</b>							
Contributions from Private Sources	43,594	11,250	87,188	45,000	58,125	193.8%	150.0%
Grants	-	31,192	30,980	113,899	-	27.2%	0.0%
Miscellaneous Revenue	-	-	135,171	-	-	0.0%	0.0%
<b>Total Revenues</b>	<b>43,594</b>	<b>42,442</b>	<b>253,339</b>	<b>158,899</b>	<b>58,125</b>	<b>159.4%</b>	<b>435.9%</b>
Capital Outlay	10,976	145,374	939,121	1,498,685	3,156,100	62.7%	29.8%
<b>Total Expenditures</b>	<b>10,976</b>	<b>145,374</b>	<b>939,121</b>	<b>1,498,685</b>	<b>3,156,100</b>	<b>62.7%</b>	<b>29.8%</b>
<b>Net Capital</b>	<b>32,617</b>	<b>(102,932)</b>	<b>(685,783)</b>	<b>(1,339,786)</b>	<b>(3,097,975)</b>		
<b>12 Month Fund Balance Increase</b>	<b>1,470,912</b>	<b>24,347</b>	<b>2,470,753</b>	<b>784,759</b>	<b>(2,096,226)</b>		



# MERC Statement of Activity with Annual Budget

## Metropolitan Exposition-Recreation Commission

### Expo Fund

June 2016

	Current Month Actual	Prior Year Month Actual	Current Year to Date Actuals	Prior Year to Date Actual	Current Year Budget	% of Prior Year to Date	% of Annual Budget
<b>Operations</b>							
Charges for Services	221,583	92,218	3,961,376	3,811,599	4,383,536	103.9%	90.4%
Contributions from Private Sources	-	-	-	-	15,000	0.0%	0.0%
Food and Beverage Revenue	96,596	30,449	1,997,047	1,908,780	1,911,165	104.6%	104.5%
Grants	(10,800)	-	(10,800)	-	-	0.0%	0.0%
Interest Earnings	4,291	1,640	20,649	17,414	18,000	118.6%	114.7%
Miscellaneous Revenue	5,266	2,039	39,935	33,100	23,250	120.7%	171.8%
Transfers-R	37,055	274,446	203,997	213,330	203,997	95.6%	100.0%
<b>Total Revenues</b>	<b>353,992</b>	<b>400,791</b>	<b>6,212,205</b>	<b>5,984,222</b>	<b>6,539,948</b>	<b>103.8%</b>	<b>94.8%</b>
Capital Outlay	-	(17,985)	-	-	-	0.0%	0.0%
Food & Beverage Services	98,949	61,817	1,644,518	1,690,782	1,635,587	97.3%	100.5%
Materials and Services	163,553	173,820	1,317,554	1,252,238	1,482,018	105.2%	88.9%
Personnel Services	134,450	121,641	1,725,626	1,668,415	1,797,467	103.4%	96.0%
Transfers-E	39,338	(86,948)	1,741,333	1,616,094	1,741,333	107.7%	100.0%
<b>Total Expenditures</b>	<b>436,290</b>	<b>252,345</b>	<b>6,429,031</b>	<b>6,227,529</b>	<b>6,656,405</b>	<b>103.2%</b>	<b>96.6%</b>
<b>Net Operations</b>	<b>(82,298)</b>	<b>148,447</b>	<b>(216,826)</b>	<b>(243,307)</b>	<b>(101,457)</b>		
<b>Capital</b>							
Contributions from Private Sources	29,063	7,500	58,125	30,000	72,188	193.8%	80.5%
Grants	-	-	-	129,250	-	0.0%	0.0%
Miscellaneous Revenue	-	-	-	-	-	0.0%	0.0%
Other Financing Sources	-	-	-	3,125	-	0.0%	0.0%
Transfers-R	-	-	280,000	360,000	280,000	77.8%	100.0%
<b>Total Revenues</b>	<b>29,063</b>	<b>7,500</b>	<b>338,125</b>	<b>522,375</b>	<b>352,188</b>	<b>64.7%</b>	<b>96.0%</b>
Capital Outlay	11,781	1,799	214,759	478,441	1,361,000	44.9%	15.8%
Materials and Services	50,989	-	50,989	-	-	0.0%	0.0%
<b>Total Expenditures</b>	<b>62,770</b>	<b>1,799</b>	<b>265,748</b>	<b>478,441</b>	<b>1,361,000</b>	<b>55.5%</b>	<b>19.5%</b>
<b>Net Capital</b>	<b>(33,707)</b>	<b>5,701</b>	<b>72,377</b>	<b>43,934</b>	<b>(1,008,812)</b>		
<b>12 Month Fund Balance Increase</b>	<b>(116,005)</b>	<b>154,148</b>	<b>(144,449)</b>	<b>(199,372)</b>	<b>(1,110,269)</b>		

# MERC Statement of Activity with Annual Budget

Metropolitan Exposition-Recreation Commission

MERC Admin Sub Fund

June 2016

	Current Month Actual	Prior Year Month Actual	Current Year to Date Actuals	Prior Year to Date Actual	Current Year Budget	% of Prior Year to Date	% of Annual Budget
<b>Operations</b>							
Charges for Services	-	17,384	-	17,406	-	0.0%	0.0%
Interest Earnings	8,892	1,837	44,035	17,433	12,000	252.6%	367.0%
Transfers-R	144,266	104,966	1,298,890	1,259,590	1,298,890	103.1%	100.0%
<b>Total Revenues</b>	<b>153,158</b>	<b>124,187</b>	<b>1,342,925</b>	<b>1,294,428</b>	<b>1,310,890</b>	<b>103.7%</b>	<b>102.4%</b>
<b>Capital</b>							
Capital Outlay	-	-	-	-	-	0.0%	0.0%
Materials and Services	6,068	30,711	229,926	297,282	479,585	77.3%	47.9%
Personnel Services	58,940	62,344	831,923	773,769	830,961	107.5%	100.1%
Transfers-E	-	-	-	12,000	-	0.0%	0.0%
<b>Total Expenditures</b>	<b>65,007</b>	<b>93,056</b>	<b>1,061,849</b>	<b>1,083,051</b>	<b>1,310,546</b>	<b>98.0%</b>	<b>81.0%</b>
<b>Net Operations</b>	<b>88,150</b>	<b>31,131</b>	<b>281,075</b>	<b>211,377</b>	<b>344</b>		
<b>Capital</b>							
Lodging Tax	1,386,933	4,407,138	3,028,230	5,241,751	-	57.8%	0.0%
Transfers-R	-	(763,000)	(820,000)	(1,483,000)	(820,000)	55.3%	100.0%
<b>Total Revenues</b>	<b>1,386,933</b>	<b>3,644,138</b>	<b>2,208,230</b>	<b>3,758,751</b>	<b>(820,000)</b>	<b>58.7%</b>	<b>-269.3%</b>
Capital Outlay	-	54,000	-	54,000	-	0.0%	0.0%
<b>Total Expenditures</b>	<b>-</b>	<b>54,000</b>	<b>-</b>	<b>54,000</b>	<b>-</b>	<b>0.0%</b>	<b>0.0%</b>
<b>Net Capital</b>	<b>1,386,933</b>	<b>3,590,138</b>	<b>2,208,230</b>	<b>3,704,751</b>	<b>(820,000)</b>		
<b>12 Month Fund Balance Increase</b>	<b>1,475,083</b>	<b>3,621,269</b>	<b>2,489,305</b>	<b>3,916,129</b>	<b>(819,656)</b>		

**MERC Visitor Venues**  
**Events-Performances-Attendance**  
**FY 2015-16**

	June 2014		June 2015		June 2016		Net Change from Prior Year		June 2014	
<b>OCC</b>	Events	Attendance	Events	Attendance	Events	Attendance	Events	Attendance	Revenue	% of Rev.
Tradeshows/Conventions	7	8,440	5	11,343	7	9,708	2	(1,635)	1,693,755	77%
Consumer Public Shows	1	750	2	1,365	4	8,815	2	7,450	82,054	4%
Miscellaneous							-	-		0%
Miscellaneous -In-House	8	126	10	245	13	136	3	(109)	1,797	0%
Meetings	13	6,905	15	12,364	11	11,032	(4)	(1,332)	302,762	14%
Catering	2	351	4	783	5	1,810	1	1,027	126,948	6%
<b>Totals</b>	<b>31</b>	<b>16,572</b>	<b>36</b>	<b>26,100</b>	<b>40</b>	<b>31,501</b>	<b>4</b>	<b>5,401</b>	<b>\$ 2,207,316</b>	<b>100%</b>

	June 2014		June 2015		June 2016		Net Change from Prior Year		June 2014	
<b>Expo Center</b>	Events	Attendance	Events	Attendance	Events	Attendance	Events	Attendance	Revenue	% of Rev.
Consumer Public Shows	3	6,233	2	7,085	5	16,351	3	9,266	295,162	97%
<i>Cirque Du Soleil</i>	-	-	-	-	-	-	-	-		0%
Miscellaneous	3	13,102	2	26	3	2,504	1	2,478	1,684	1%
Meetings	1	30	2	740	3	86	1	(654)	8,737	3%
Catering	-	-	-	-	-	-	-	-		0%
Tradeshows/Conventions	-	-	-	-	-	-	-	-		0%
<b>Totals</b>	<b>7</b>	<b>19,365</b>	<b>6</b>	<b>7,851</b>	<b>11</b>	<b>18,941</b>	<b>5</b>	<b>11,090</b>	<b>\$ 305,583</b>	<b>100%</b>
<b>Totals w/Cirque du Soleil</b>	<b>7</b>	<b>19,365</b>	<b>6</b>	<b>7,851</b>	<b>11</b>	<b>18,941</b>	<b>5</b>	<b>11,090</b>	<b>\$ 305,583</b>	<b>100%</b>

	June 2014		June 2015		June 2016		Net Change from Prior Year		June 2014	
<b>Portland '5</b>	Performances	Attendance	Performances	Attendance	Performances	Attendance	Performances	Attendance	Revenue	% of Rev.
Commercial (Non-Broadway)	24	13,773	29	22,575	23	19,410	(6)	(3,165)	802,299	55%
Broadway	8	16,437	-	-	8	19,147	8	19,147	366,848	25%
Resident Company	2	375	4	4,675	4	7,532	-	2,857	136,052	9%
Non-Profit	25	8,339	10	6,811	7	5,000	(3)	(1,811)	96,778	7%
Promoted/ Co-Promoted			5	672	3	1,350	(2)	678	35,204	2%
Student	-	-	-	-	1	499	1	499	6,649	0%
Miscellaneous	2	1,512	2	530	2	385	-	(145)	3,982	0%
<b>Totals</b>	<b>61</b>	<b>40,436</b>	<b>50</b>	<b>35,263</b>	<b>48</b>	<b>53,323</b>	<b>(2)</b>	<b>18,060</b>	<b>\$ 1,447,812</b>	<b>100%</b>

<b>MERC Total</b>	<b>99</b>	<b>76,373</b>	<b>92</b>	<b>69,214</b>	<b>99</b>	<b>103,765</b>	<b>7</b>	<b>34,551</b>		
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**MERC Visitor Venues**  
**Events-Performances-Attendance**  
**FY 2015-16**

OCC	4th quarter 13-14		4th quarter 14-15		4th quarter 15-16		Net Change from Prior Year	
	Events	Attendance	Events	Attendance	Events	Attendance	Events	Attendance
Tradeshows/Conventions	17	45,153	15	31,941	18	31,544	(2)	(13,212)
Consumer Public Shows	15	59,666	17	88,360	14	62,541	2	28,694
Miscellaneous	-	-	-	-	-	-	-	-
Miscellaneous -In-House	26	513	36	985	35	724	10	472
Meetings	48	21,009	40	19,817	47	29,186	(8)	(1,192)
Catering	27	12,576	22	11,006	25	9,740	(5)	(1,570)
<b>Totals</b>	<b>133</b>	<b>138,917</b>	<b>130</b>	<b>152,109</b>	<b>139</b>	<b>133,735</b>	<b>(3)</b>	<b>13,192</b>

Expo Center	4th quarter 13-14		4th quarter 14-15		4th quarter 15-16		Net Change from Prior Year	
	Events	Attendance	Events	Attendance	Events	Attendance	Events	Attendance
Consumer Public Shows	14	57,624	14	54,839	14	52,606	-	(2,233)
<i>Cirque Du Soleil</i>	40	82,150	-	-	-	-	-	-
Miscellaneous	7	15,665	5	1,347	10	5,639	5	4,292
Meetings	4	98	4	810	7	196	3	(614)
Catering	2	1,210	-	-	-	-	-	-
Tradeshows/Conventions	2	3,730	2	3,600	4	5,138	2	1,538
<b>Totals</b>	<b>29</b>	<b>78,327</b>	<b>25</b>	<b>60,596</b>	<b>35</b>	<b>63,579</b>	<b>10</b>	<b>2,983</b>
<b>Totals w/Cirque du Soleil</b>	<b>69</b>	<b>160,477</b>	<b>25</b>	<b>60,596</b>	<b>35</b>	<b>63,579</b>	<b>10</b>	<b>2,983</b>

PCPA	4th quarter 13-14		4th quarter 14-15		4th quarter 15-16		Net Change from Prior Year	
	Performances	Attendance	Performances	Attendance	Performances	Attendance	Performances	Attendance
Commercial (Non-Broadway)	47	33,182	43	44,559	36	45,439	(4)	11,377
Broadway	16	32,428	24	60,310	24	57,866	8	27,882
Resident Company	66	67,008	76	69,061	76	71,420	10	2,053
Non-Profit	77	33,786	69	33,958	63	35,729	(8)	172
Promoted/Co-Promoted			9	1,343	11	7,411	9	1,343
Student	51	27,494	60	38,660	61	35,863	9	11,166
Miscellaneous	5	1,720	2	530	2	385	(3)	(1,190)
<b>Totals</b>	<b>262</b>	<b>195,618</b>	<b>283</b>	<b>248,421</b>	<b>273</b>	<b>254,113</b>	<b>21</b>	<b>52,803</b>

<b>MERC Total</b>	<b>464</b>	<b>495,012</b>	<b>438</b>	<b>461,126</b>	<b>447</b>	<b>451,427</b>	<b>28</b>	<b>68,978</b>
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**MERC Visitor Venues  
Events-Performances-Attendance  
FY 2015-16**

OCC	FY 2014 Annual		FY 2015 Annual		FY 2016 Annual		Net Change from Prior Year	
	Events	Attendance	Events	Attendance	Events	Attendance	Events	Attendance
Tradeshows/Conventions	65	116,991	75	135,950	74	162,526	(1)	26,576
Consumer Public Shows	62	320,670	69	389,561	57	352,551	(12)	(37,010)
Miscellaneous	-	-	-	-	-	-	-	-
Miscellaneous -In-House	117	2,116	153	3,177	193	4,384	40	1,207
Meetings	149	58,689	154	62,596	151	69,706	(3)	7,110
Catering	85	47,035	75	41,763	80	43,656	5	1,893
<b>Totals</b>	<b>478</b>	<b>545,501</b>	<b>526</b>	<b>633,047</b>	<b>555</b>	<b>632,823</b>	<b>29</b>	<b>(224)</b>

Expo Center	FY 2014 Annual		FY 2015 Annual		FY 2016 Annual		Net Change from Prior Year	
	Events	Attendance	Events	Attendance	Events	Attendance	Events	Attendance
Consumer Public Shows	53	324,279	56	350,698	50	330,882	(6)	(19,816)
<i>Cirque Du Soleil</i>	46	96,604	-	-	-	-	-	-
Miscellaneous	27	27,789	29	14,109	33	25,848	4	11,739
Meetings	17	489	17	1,244	22	1,239	5	(5)
Catering	2	1,210	1	52	2	437	1	385
Tradeshows/Conventions	9	15,842	9	15,066	14	40,299	5	25,233
<b>Totals</b>	<b>108</b>	<b>369,609</b>	<b>112</b>	<b>381,169</b>	<b>121</b>	<b>398,705</b>	<b>9</b>	<b>17,536</b>
<b>Totals w/Cirque du Soleil</b>	<b>154</b>	<b>466,213</b>	<b>112</b>	<b>381,169</b>	<b>121</b>	<b>398,705</b>	<b>9</b>	<b>17,536</b>

PCPA	FY 2014 Annual		FY 2015 Annual		FY 2016 Annual		Net Change from Prior Year	
	Performances	Attendance	Performances	Attendance	Performances	Attendance	Performances	Attendance
Commercial (Non-Broadway)	141	133,724	129	166,796	105	165,256	(24)	(1,540)
Broadway	53	105,035	81	199,203	102	247,429	21	48,226
Resident Company	223	271,536	247	303,178	249	276,754	2	(26,424)
Non-Profit	286	128,547	303	103,518	280	111,764	(23)	8,246
Promoted/Co-Promoted	4	347	36	6,717	50	23,350	14	16,633
Student	165	94,724	161	96,395	167	102,477	6	6,082
Miscellaneous	33	9,483	12	3,528	11	1,121	(1)	(2,407)
<b>Totals</b>	<b>905</b>	<b>743,396</b>	<b>969</b>	<b>879,335</b>	<b>964</b>	<b>928,151</b>	<b>(5)</b>	<b>48,816</b>

<b>MERC Total</b>	<b>1,537</b>	<b>1,755,110</b>	<b>1,607</b>	<b>1,893,551</b>	<b>1,640</b>	<b>1,959,679</b>	<b>33</b>	<b>66,128</b>
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## MERC Food and Beverage Margins

June 2016

	Current Month Actual	Prior Year Month Actual	Current Year to Date Actual	Prior Year to Date Actual	Annual Budget		
<b>Convention Center Operating Fund</b>							
Food and Beverage Revenue	1,177,271	941,228	14,868,481	12,485,252	11,750,000		
Food & Beverage Services	1,136,052	1,095,700	11,255,601	10,058,470	9,815,867		
Food and Beverage Gross Margin	41,219	(154,472)	3,612,880	2,426,783	1,934,133		
Food and Beverage Gross Margin %	3.50%	-16.41%	24.30%	19.44%	16.46%		
<b>Portland'5 Centers for the Arts Fund</b>							
Food and Beverage Revenue	225,976	208,158	3,315,673	2,989,218	2,663,978		
Food & Beverage Services	213,130	235,848	2,431,360	2,196,910	2,243,543		
Food and Beverage Gross Margin	12,846	(27,689)	884,313	792,308	420,435		
Food and Beverage Gross Margin %	5.68%	-13.30%	26.67%	26.51%	15.78%		
<b>Expo Fund</b>							
Food and Beverage Revenue	96,596	30,449	1,997,047	1,908,780	1,911,165		
Food & Beverage Services	98,949	61,817	1,644,518	1,690,782	1,635,587		
Food and Beverage Gross Margin	(2,352)	(31,368)	352,529	217,997	275,578		
Food and Beverage Gross Margin %	-2.44%	-103.02%	17.65%	11.42%	14.42%		
<b>MERC Fund Total</b>							
Food and Beverage Revenue	1,499,844	1,179,835	20,181,201	17,383,250	16,325,143	2,797,951	16.10%
Food & Beverage Services	1,448,130	1,393,365	15,331,479	13,946,162	13,694,997	1,385,317	9.93%
Food and Beverage Gross Margin	51,713	(213,530)	4,849,722	3,437,088	2,630,146	1,412,634	41.10%
Food and Beverage Gross Margin %	3.45%	-18.10%	24.03%	19.77%	16.11%		

# MERC Statement of Fund Balances and Reserves

June 2016

	FY 2016 Through June	FY 2015 Through June	FY 2015 Through June	FY 2016 Annual Budget
<b><u>Oregon Convention Center</u></b>				
Beginning Fund Balance	18,574,045	14,769,677	14,769,677	14,174,771
Fund Balance Inc (Dec)	4,052,961	3,804,368	3,804,368	(3,553,564)
<b>Ending Fund Balance</b>	<b>22,627,006</b>	<b>18,574,045</b>	<b>18,574,045</b>	<b>10,621,207</b>
<i>Contingency - Operating</i>				1,500,000
<i>Contingency - New Capital-Business Strategy</i>				1,274,078
<i>Contingency - Renewal &amp; Replacement</i>				7,847,129
<b>Ending Fund Balance</b>				<b>10,621,207</b>
<b><u>Portland'5 Centers for the Arts</u></b>				
Beginning Fund Balance	10,622,451	9,837,692	9,837,692	8,789,652
Fund Balance Inc (Dec)	2,470,753	784,759	784,759	(1,380,726)
<b>Ending Fund Balance</b>	<b>13,093,204</b>	<b>10,622,451</b>	<b>10,622,451</b>	<b>7,408,926</b>
<i>Contingency - Operating</i>				600,000
<i>Contingency - New Capital-Business Strategy</i>				1,957,300
<i>Contingency - Renewal &amp; Replacement</i>				4,851,626
<b>Ending Fund Balance</b>				<b>7,408,926</b>
<b><u>Expo</u></b>				
Beginning Fund Balance	3,167,865	3,367,237	3,367,237	3,039,644
Fund Balance Inc (Dec)	(144,449)	(199,372)	(199,372)	(610,969)
<b>Ending Fund Balance</b>	<b>3,023,416</b>	<b>3,167,865</b>	<b>3,167,865</b>	<b>2,428,675</b>
<i>Contingency - Operating</i>				350,000
<i>Contingency - New Capital-Business Strategy</i>				2,078,675
<i>Contingency - Renewal &amp; Replacement</i>				-
<b>Ending Fund Balance</b>				<b>2,428,675</b>
<b><u>MERC Administration</u></b>				
Beginning Fund Balance	8,001,481	4,085,353	4,085,353	4,349,393
Fund Balance Inc (Dec)	2,489,305	3,916,129	3,916,128	(858,956)
<b>Ending Fund Balance</b>	<b>10,490,786</b>	<b>8,001,482</b>	<b>8,001,481</b>	<b>3,490,437</b>
<i>Contingency - Operating</i>				65,000
<i>Contingency - Renewal &amp; Replacement</i>				811,772
<i>Contingency - TLT Pooled Capital</i>				2,613,665
<b>Ending Fund Balance</b>				<b>3,490,437</b>
<b><u>MERC Fund</u></b>				
Beginning Fund Balance	40,365,842	32,059,959	32,059,959	30,353,460
Fund Balance Inc (Dec)	8,868,570	8,305,885	8,305,883	(6,404,215)
<b>Ending Fund Balance</b>	<b>49,234,412</b>	<b>40,365,844</b>	<b>40,365,842</b>	<b>23,949,245</b>

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# **MERC Commission Meeting**

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August 3, 2016  
12:30 pm

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10.0 Aramark  
Quarterly Report

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# 4<sup>th</sup> Quarter Review - 2016

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Portland Expo Center  
Portland's Centers for the Arts  
Oregon Convention Center

August 3, 2016

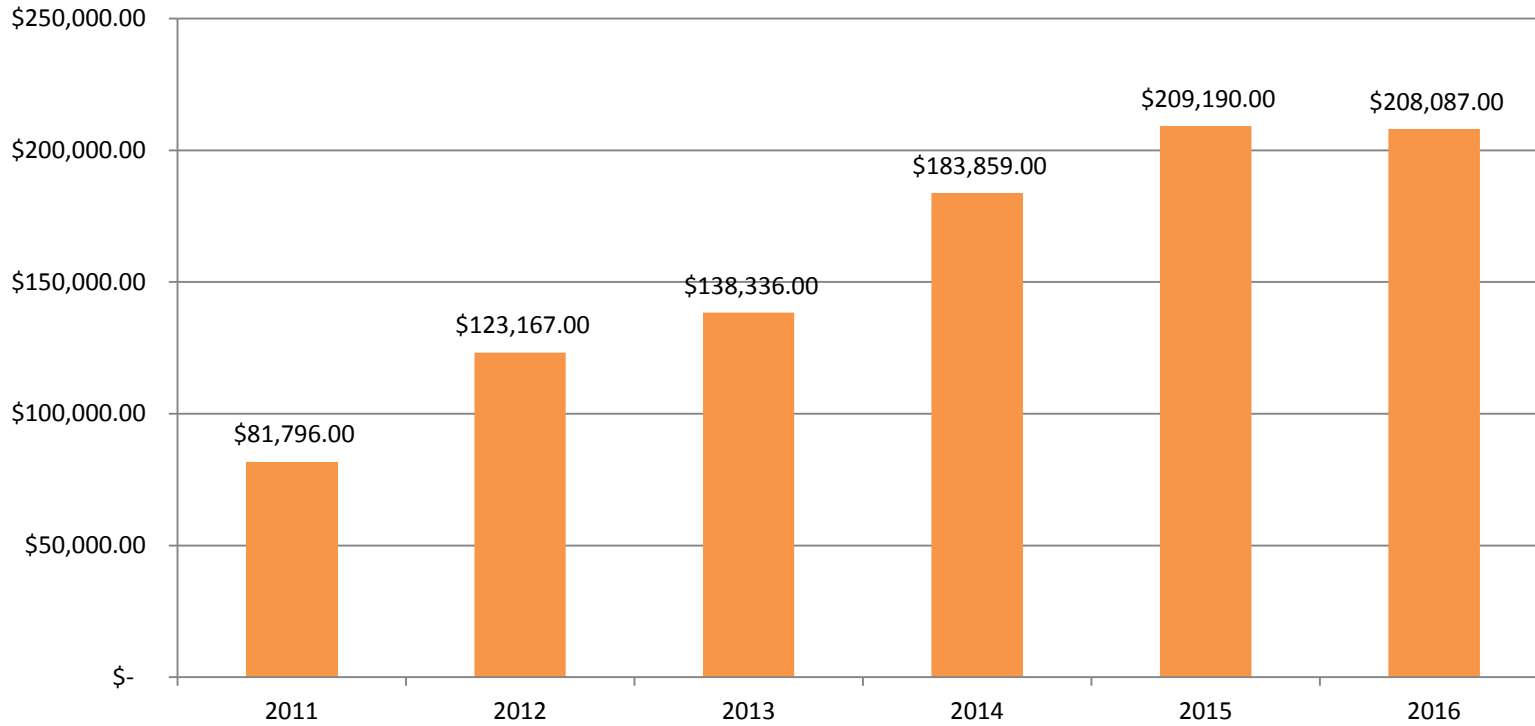
Financials | 4<sup>th</sup> Quarter Highlights | Hiring | Purchasing | Aramark

# Portland Expo Center

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	2016		2015		2016 Budget				
<b>Net Gross Receipts</b>	\$	1,997,047	\$	1,908,780	\$	1,911,165			
<b>Cost of Sales</b>	\$	394,318	25.8%	\$	411,900	27.6%	\$	430,465	26.8%
<b>Labor</b>	\$	703,682	35.2%	\$	729,374	38.2%	\$	746,096	39.0%
<b>Margin</b>	\$	352,529	17.7%	\$	217,997	11.4%	\$	275,578	14.4%

# West Delta – 2016



# 2016 Expo 4<sup>th</sup> Quarter Highlights

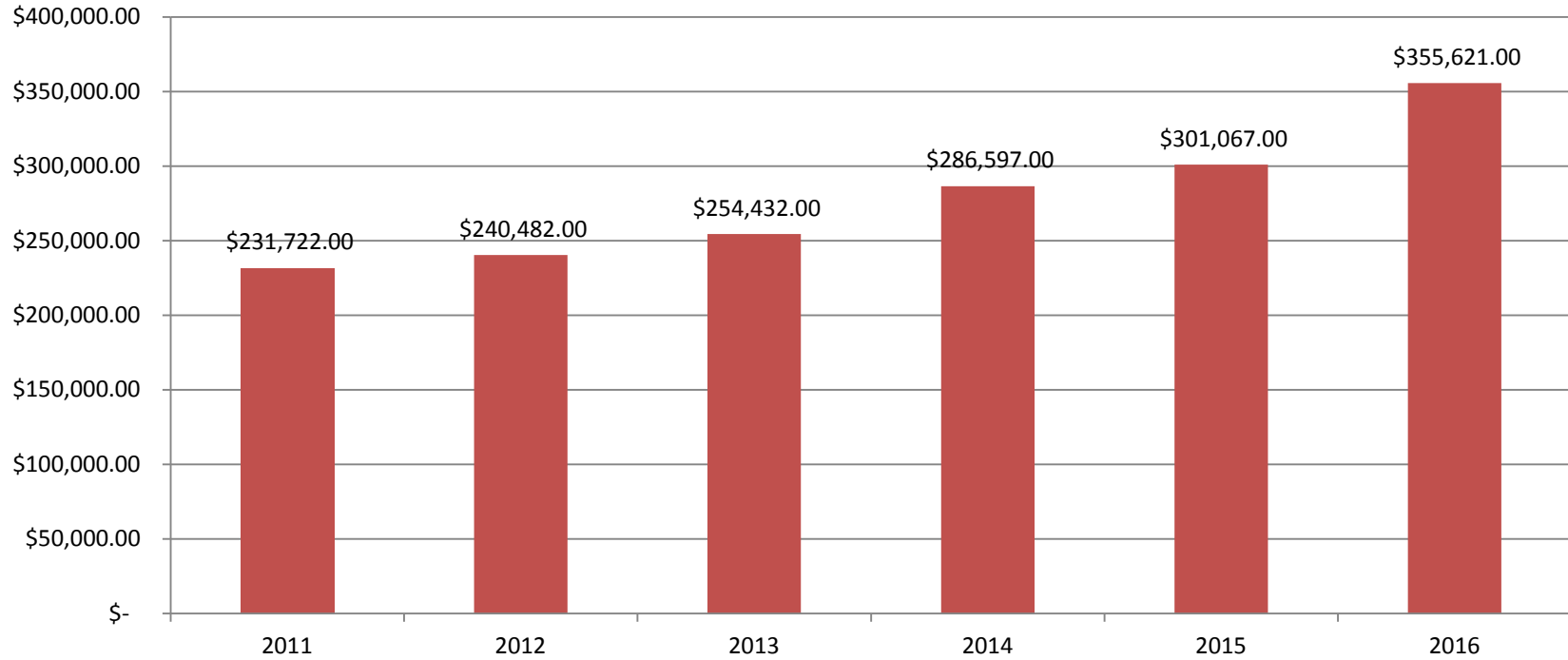
- Top 5 Events
  - Auto Swap Meet \$188K
  - MECUM \$ 90K
  - NW Fire & Rescue \$ 28K
  - Performance WHSE \$ 28K
  - CABA Classic \$ 13K

# Portland'5 Centers for the Arts

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	2016		2015		2016 Budget				
<b>Net Gross Receipts</b>	\$	3,315,673	\$	2,989,218	\$	2,663,978			
<b>Cost of Sales</b>	\$	606,597	<b>19.0%</b>	\$	536,030	<b>18.9%</b>	\$	550,294	<b>21.4%</b>
<b>Labor</b>	\$	1,156,701	<b>34.9%</b>	\$	1,090,900	<b>36.5%</b>	\$	1,223,345	<b>45.9%</b>
<b>Margin</b>	\$	884,313	<b>26.7%</b>	\$	792,308	<b>26.5%</b>	\$	420,435	<b>15.8%</b>

# ArtBar Bistro – 2016



**ArtBar**  
& BISTRO

# 2016 P5 4<sup>th</sup> Quarter Highlights

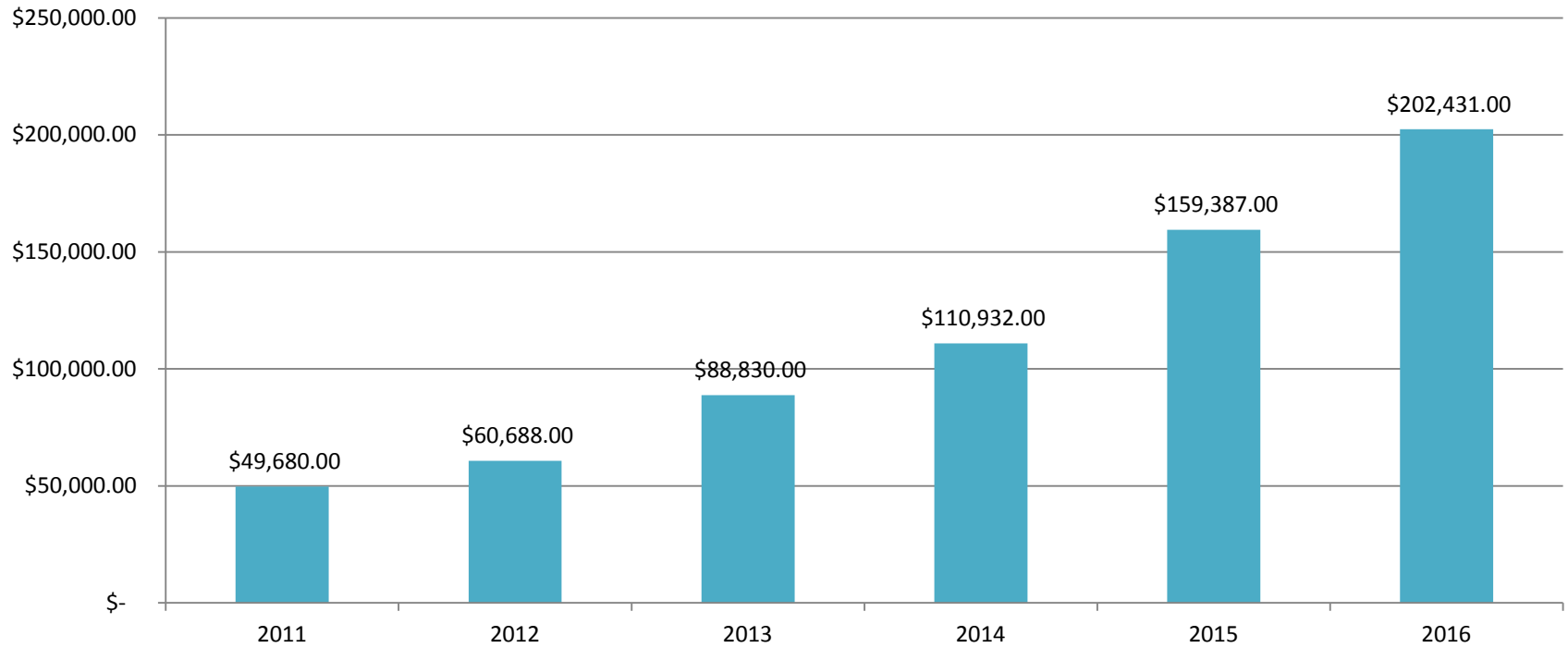
- Top 5 Events
  - Motown the Musical \$82K
  - The Newsies \$81K
  - Annie \$69K
  - The Lumineers \$23K
  - Leon Bridges \$21K

# Oregon Convention Center

	2016		2015		2016 Budget				
<b>Net Gross Receipts</b>	\$	14,868,481	\$	12,485,252	\$	11,750,000			
<b>Cost of Sales</b>	\$	2,610,005	21.0%	\$	2,342,002	22.6%	\$	2,405,363	24.5%
<b>Labor</b>	\$	6,347,608	42.7%	\$	5,576,299	44.7%	\$	5,486,007	46.7%
<b>Margin</b>	\$	3,612,880	24.3%	\$	2,426,783	19.4%	\$	1,934,133	16.5%



# Stir Bistro – 2016



# 2016 OCC 4<sup>th</sup> Quarter Highlights

- Top 5 Events
  - Pycon \$701K
  - Methodist \$693K
  - Presbyterian \$379K
  - IEEE \$188K
  - CTA Expo \$157K

# Community Employment Partners

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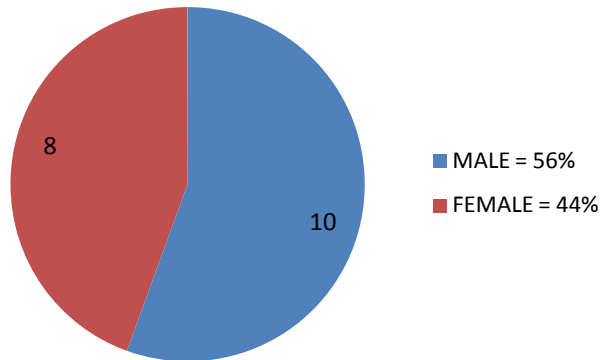
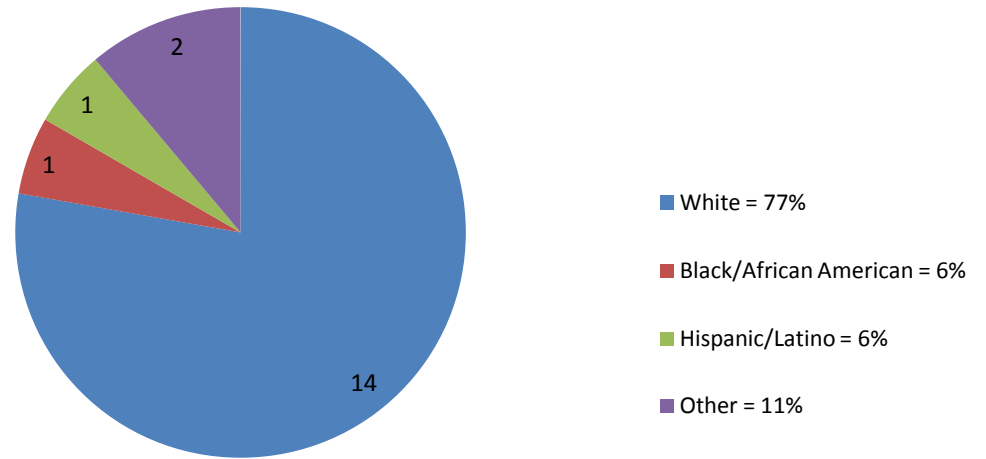
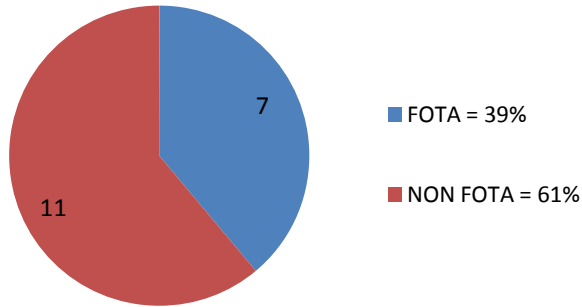
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- SE Worksource
- Dirkse
- SCARS
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- Cascadia
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- Albertina Kerr
- UCP, Timothy Holt

# Community Outreach

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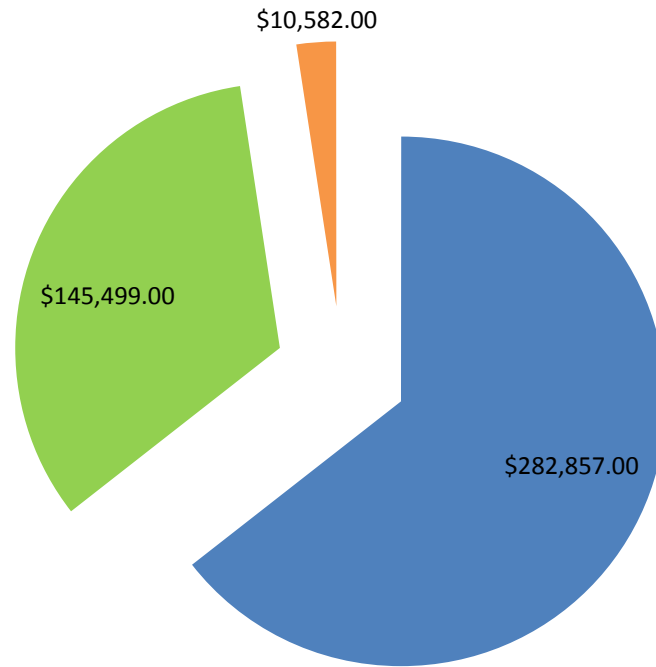
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- 5/3 Tapping Fresh Talent Job Fair
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- 6/16 New Avenues for Youth Celebration Event

# 18 PT Employees Hired – 4<sup>th</sup> Quarter



# 2016 Expo Purchasing

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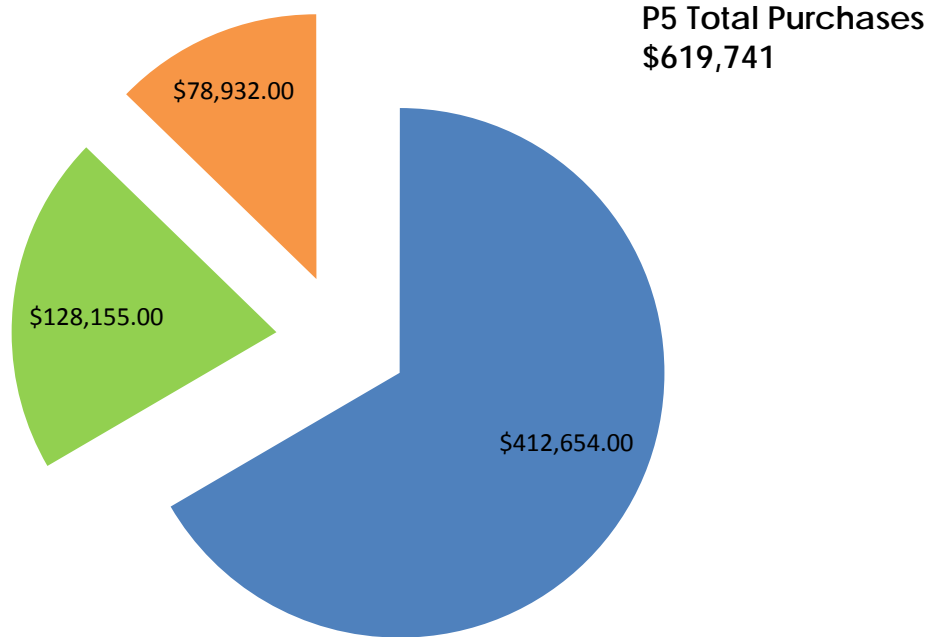


**Expo Total Purchases**  
**\$438,938**

- Other Purchases = 64.5%
- Local Purchases = 33.1%
- FOTA Purchases = 2.4%

# 2016 P5 Purchasing

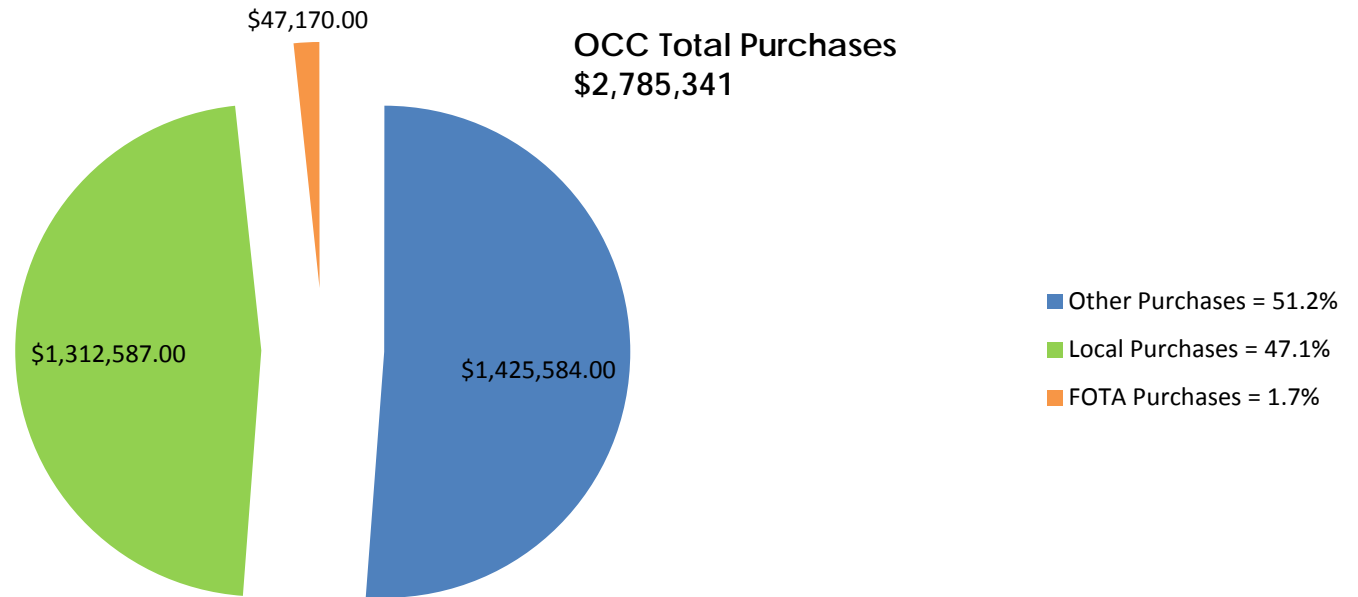
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- Other Purchases = 66.6%
- Local Purchases = 20.7%
- FOTA Purchases = 12.7%

# 2016 OCC Purchasing

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# Aramark

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## Promotions

Riley Hartman

OCC Catering Sales Manager ---> **Expo Food Service Director**

Lindsay Pearson

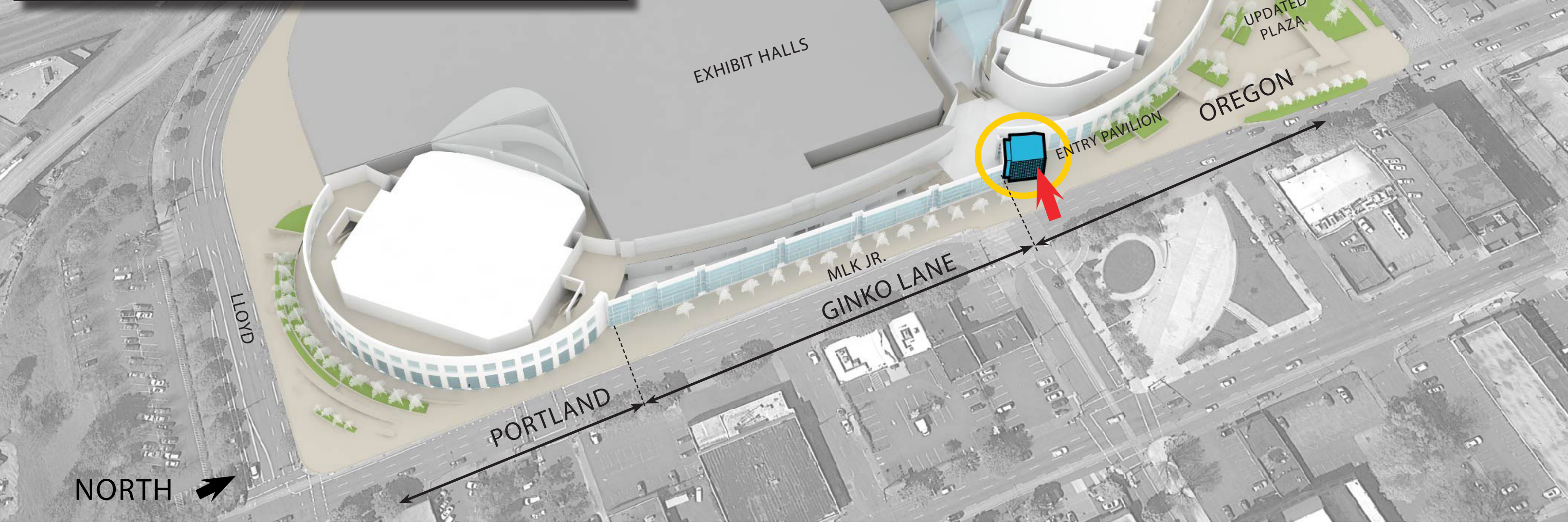
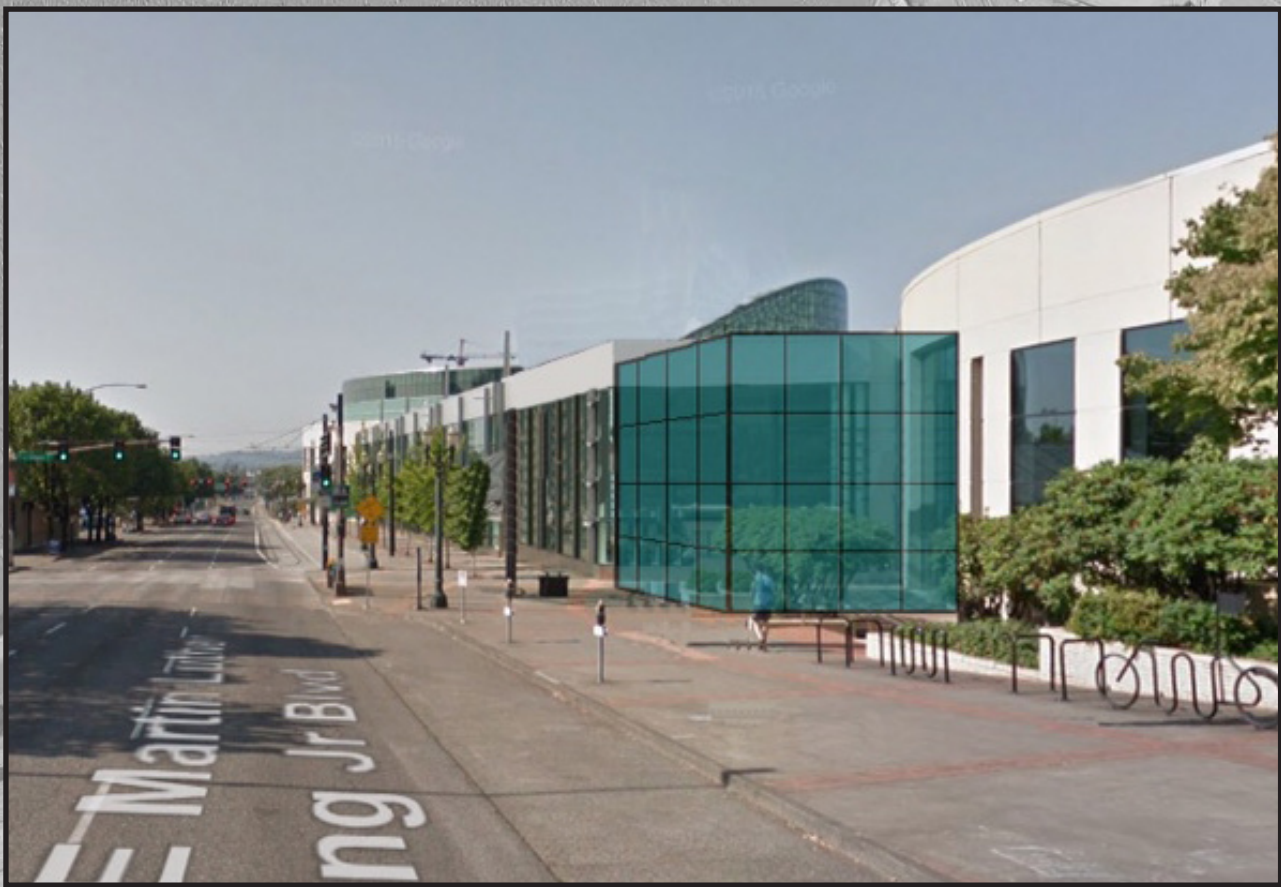
OCC Catering Sales Manager ---> **OCC Assistant Director of Sales**

Susan Ma

OCC Catering Sales Coordinator ---> **OCC Catering Sales Manager**

**Materials following this page are  
attachments to the public record.**

# OREGON ENTRY PAVILIONS & LANDSCAPE



# 4<sup>th</sup> Quarter Review - 2016

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Portland Expo Center  
Portland's 5 Centers for the Arts  
Oregon Convention Center

August 3, 2016

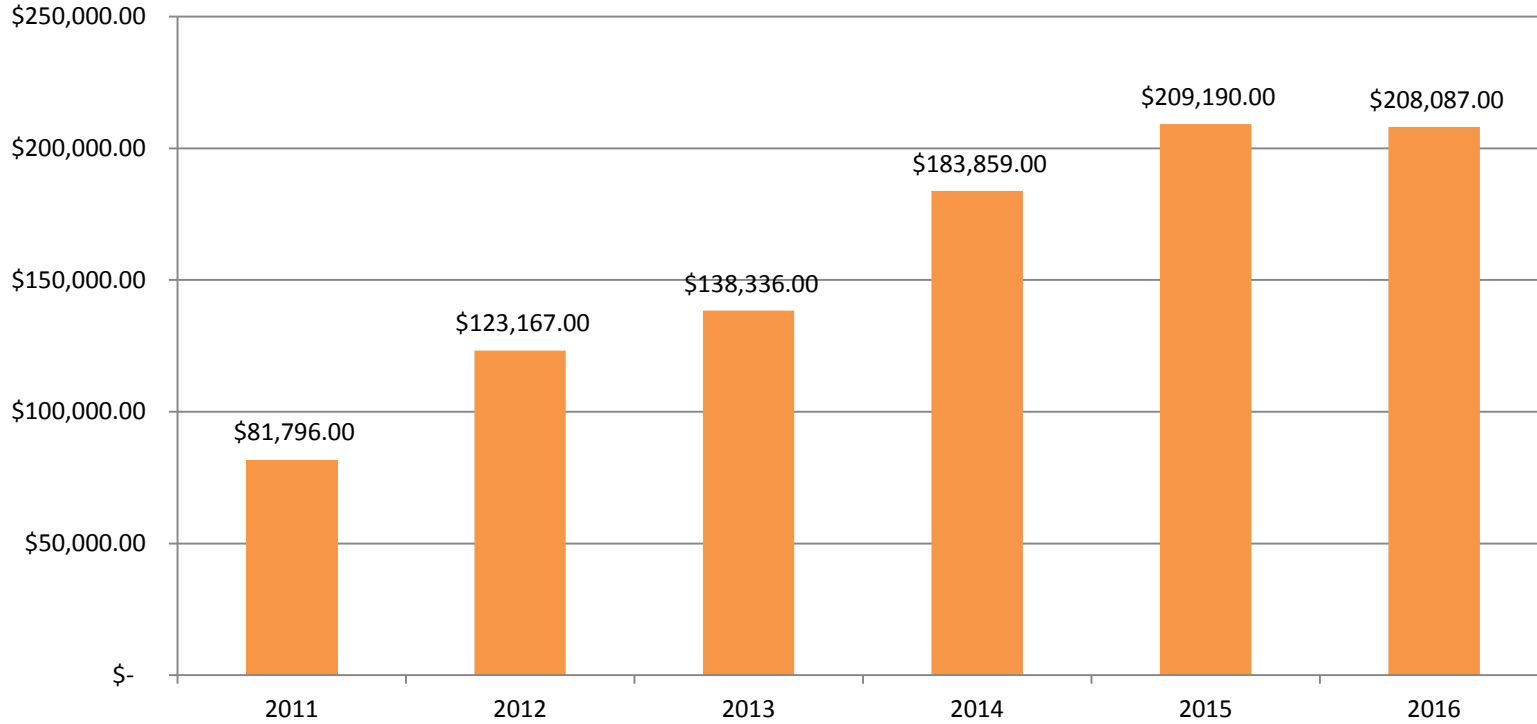
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# Portland Expo Center

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# West Delta – 2016



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# Portland'5 Centers for the Arts

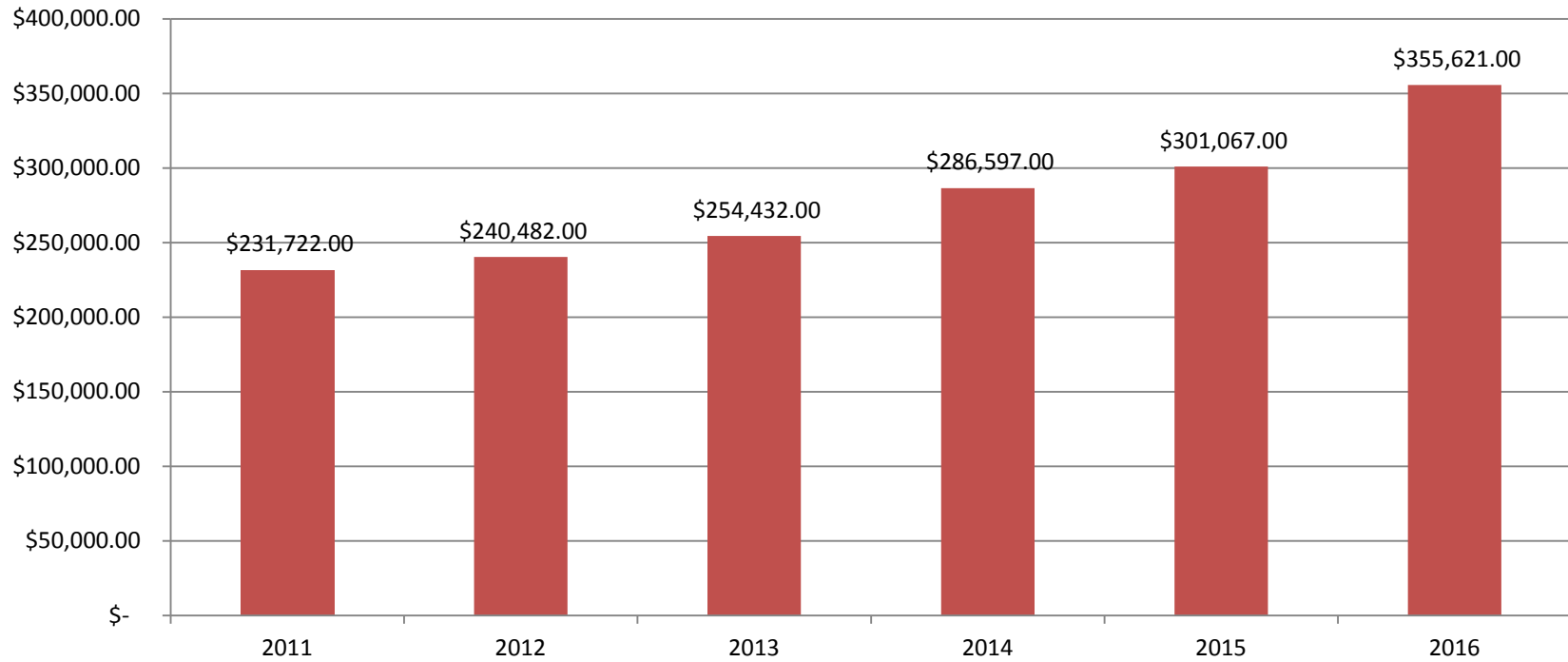
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# ArtBar Bistro – 2016

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**ArtBar**  
& BISTRO

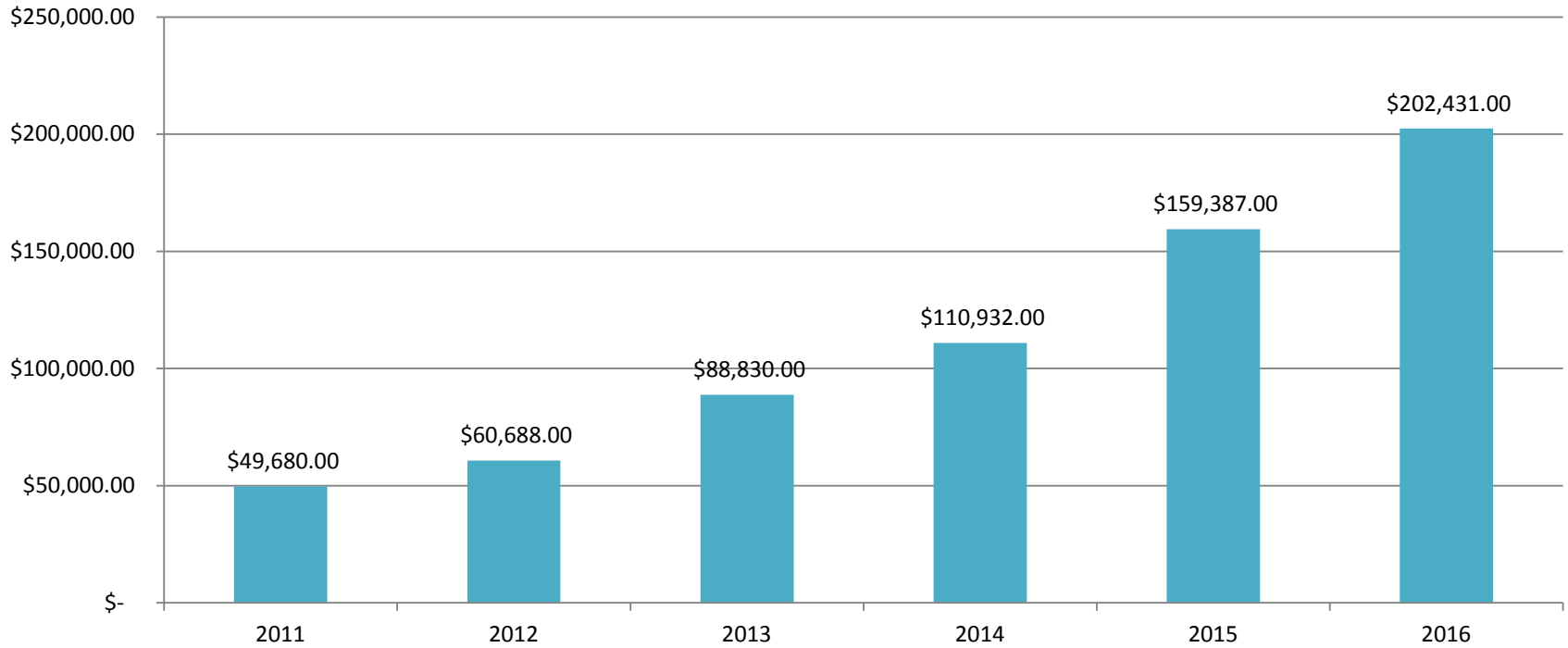
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# Community Employment Partners

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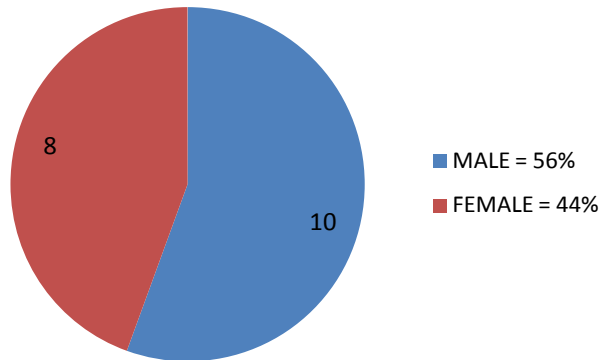
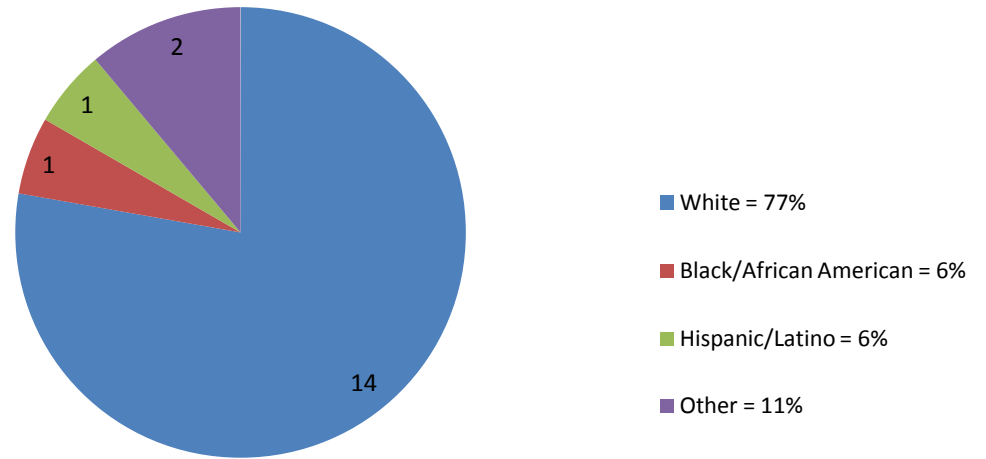
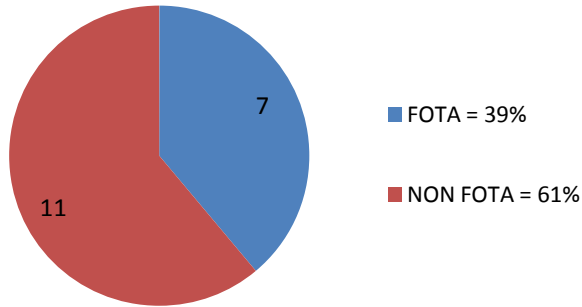
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# Community Outreach

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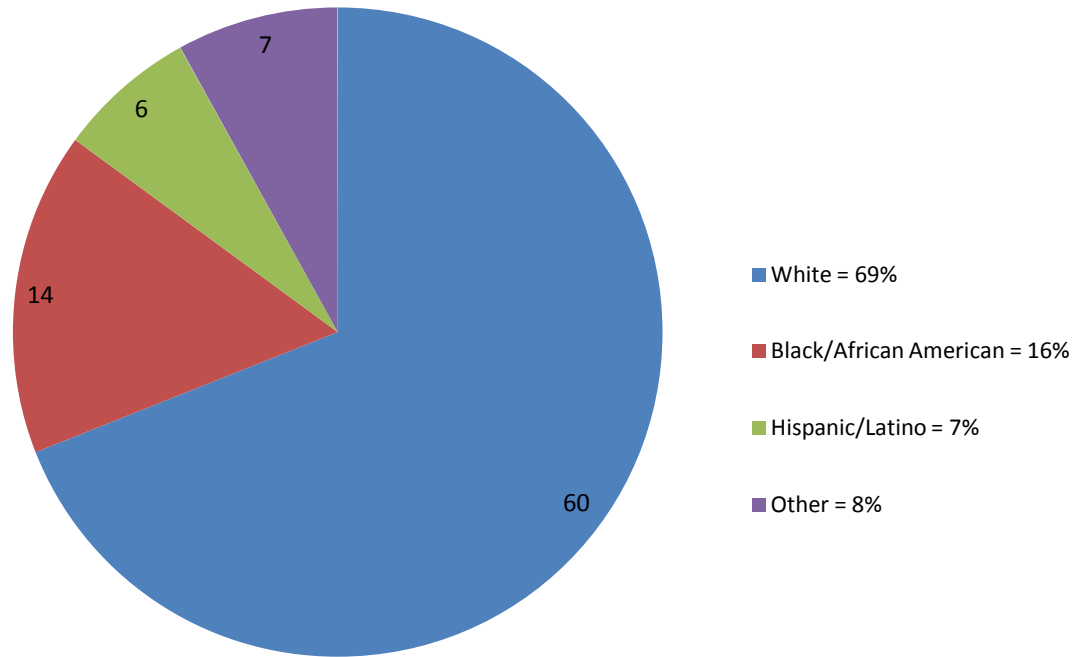
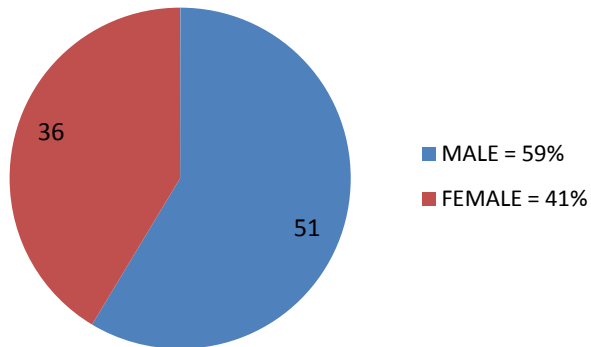
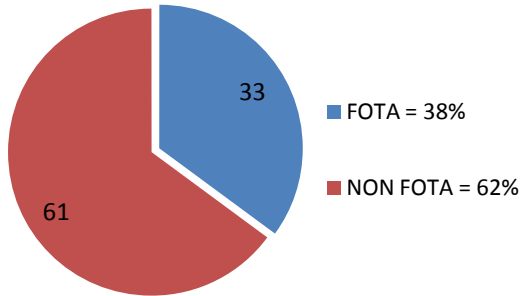
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- 6/16 New Avenues for Youth Celebration Event

# 18 PT Employees Hired – 4<sup>th</sup> Quarter





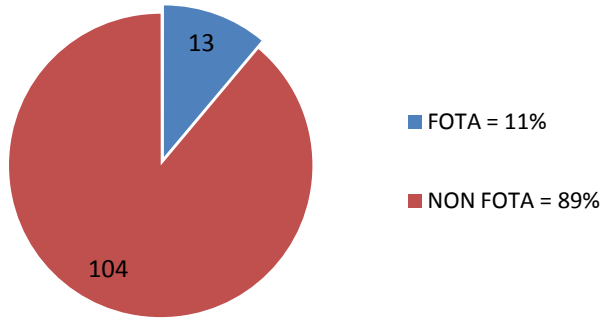
# 2016 YTD FOTA & Diversity



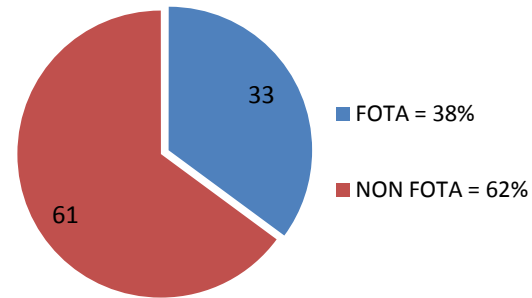
# 2017 FOTA GOAL

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2015



2016



2017 FOTA HIRING GOAL = 45%

# Job Fair

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August 16 – 17, 2017

10:00am – 3:00pm

Oregon Convention Center

Room D 129-130

## Positions Available:

Stand Worker

Prep Cook

Restaurant Cook

Concession Runner

Banquet Line Cook

Dishwasher

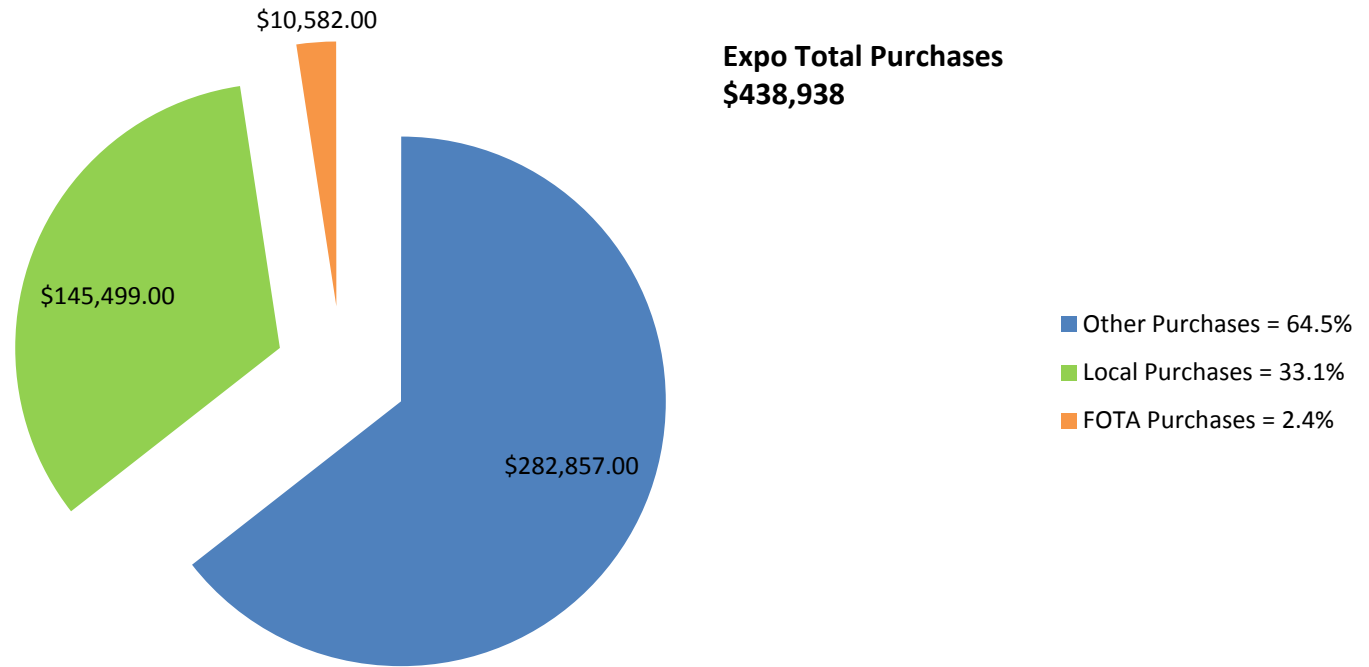
Barista

Concession Cook

Restaurant Server

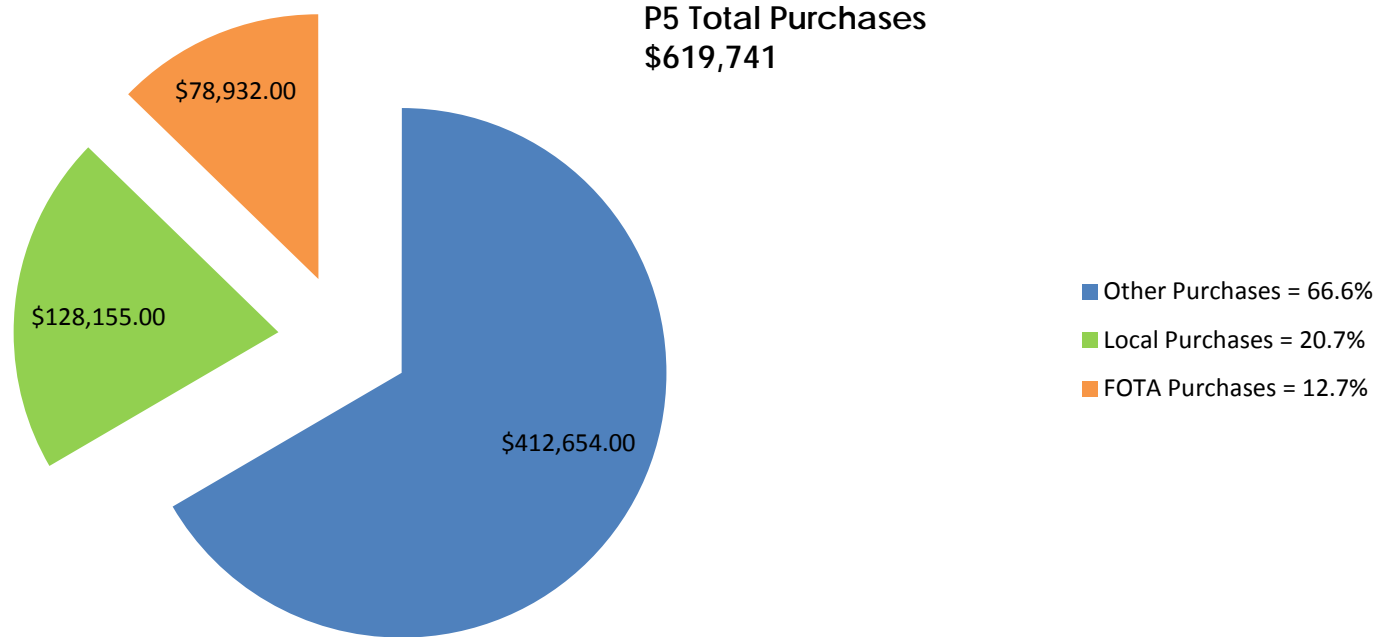
Apply online prior to the fair at: [www.aramark.com](http://www.aramark.com)

# 2016 Expo Purchasing



Local Purchases up 3.6% vs. 2015  
FOTA Purchases up 1.0% vs. 2015

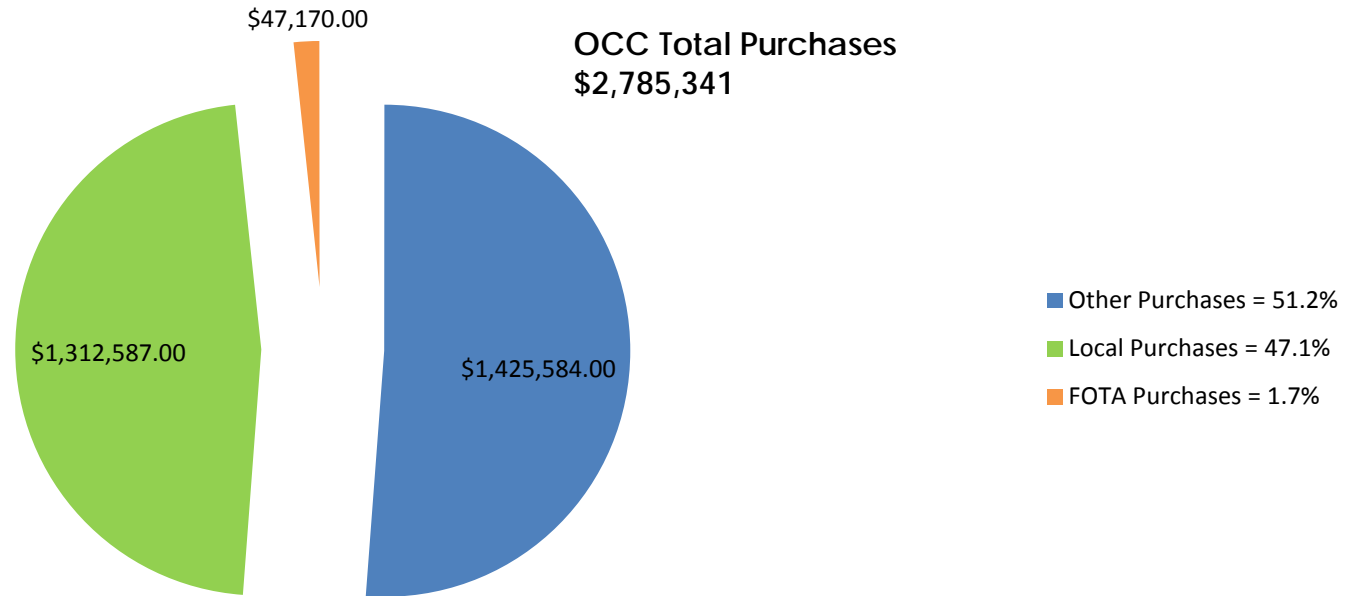
# 2016 P5 Purchasing



Local Purchases up 1.3% vs. 2015  
FOTA Purchases up 1.3% vs. 2015

# 2016 OCC Purchasing

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Local Purchases up 5.4% vs. 2015  
FOTA Purchases down .1% vs. 2015

# Contracting

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## 2016 Food Truck Partnership

Ash Wood Fire Pizza	\$18,491
Dump Truck	\$18,394
Top O Hill	\$11,105
Ramy's Lamb Shack	\$10,437
El Taco Yucateco	\$8,000
Bro-Dogs	\$7,304
Thrive NW	\$3,119
Voodoo Doughnuts	\$2,959
Scoop	\$2,621
Fishbox	\$ 434
Churros Locos	\$ 406
<b>Total</b>	<b>\$83,270</b>

## 2017 FOTA/MWESB Subcontractor Goals

### Timeline

September 2016	Write RFB
October 2016	Issue RFB
November 2016	Review Proposals Interview Finalists
December 2016	Award 2 Contracts
January 2017	Partnership Begins

# Aramark

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## Promotions

Riley Hartman

OCC Catering Sales Manager ---> **Expo Food Service Director**

Lindsay Pearson

OCC Catering Sales Manager ---> **OCC Assistant Director of Sales**

Susan Ma

OCC Catering Sales Coordinator ---> **OCC Catering Sales Manager**



PDX

# DRIVE-IN MOVIE SPECTACULAR



GATES OPEN AT 6:30 P.M.  
SHOWS START AT DUSK!

LIVE MUSIC · FOOD CARTS  
CAR CLUBS · BEER GARDEN

Drive-in movies return to Portland! Come to the Expo Center to relive the fun!

WEDNESDAY · AUG. 24

THE GROOVE 🎵

THURSDAY · AUG. 25

BIG YELLOW TAXI 🎵

FRIDAY · AUG. 26

PEASANT REVOLUTION BAND 🎵

**TWISTER**

**PSYCHO**

**CLOSE  
ENCOUNTERS OF  
THE THIRD KIND**

SATURDAY · AUG. 27

LOVE YOU ORCHESTRA 🎵

SUNDAY · AUG. 28

THE TOUCHABLES 🎵

**SMOKEY AND  
THE BANDIT**

**THE BIG  
LEBOWSKI**

GET YOUR TICKETS NOW!  
[expodrive-in.com](http://expodrive-in.com)

Presale tickets for cars are available online and are \$13.00 (plus service charge) for carloads up to six people. Tickets day-of event are \$15 per carload. Those walking, riding their bicycles or taking MAX, the entry fee is \$5 per person or \$15 for parties of 3 or more.

THANKS TO SPONSORS



HELP  
**PAINT PAUL**  
[www.paintpaulpdx.org](http://www.paintpaulpdx.org)



**TicketsWest**  
*Jantzen Beach*  
BAR & GRILL



PORTLAND  
ROASTING  
Coffee

# AUGUST

AS OF: 8/5/2016 9:17

Tentative calendar for the month of		Tentative calendar for the month of						
		SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
ASCH			1	2	3	4	5	6
KA							BTM Music Co Pepe Aguilar 8:00pm	
NMK						POA Italian Girl in Algiers 7:30pm		POA Italian Girl in Algiers 7:30pm
WIN			OCT Acting Academy Camp 9:00am	OCT Acting Academy Camp 9:00am	OCT Acting Academy Camp 9:00am Brunish 9:00am	OCT Acting Academy Camp 9:00am 5:00pm Event	OCT Acting Academy 11:00am, 11:30am, 2:30pm, 3:00pm	
AHH			OCT Acting Academy Camp 9:00am Brunish	OCT Acting Academy Camp 9:00am Brunish	Noontime Showcase Marti Mendenhall 12:00pm Main Street Music on Main Street Eyelids 5:00pm	OCT Acting Academy Camp 9:00am Brunish	OCT Acting Academy 11:00am and 2:30pm Brunish Theatre	
OCC	EXPO					Stamp Show	Stamp Show	Stamp Show
ASCH		7	8	9	10	11	12	13
KA					Broadway Across America The Lion King 7:30pm	Broadway Across America The Lion King 1:00pm and 7:30pm	Broadway Across America The Lion King 7:30pm	Broadway Across America The Lion King 2:00pm and 7:30pm
NMK								Chris Guillebeau World Domination Summit 8:00am
WIN						Chris Guillebeau World Domination Summit 8:00am	Chris Guillebeau World Domination Summit 1:00pm	Chris Guillebeau World Domination Summit 8:00am
AHH					Noontime Showcase Rhythm Jerks 12:00pm Main Street Music on Main Street The Yachtsmen 5:00pm		Chris Guillebeau World Domination Summit Main Street 8:00am	Chris Guillebeau World Domination Summit Main Street 9:00am
OCC	EXPO	Stamp Show						
ASCH		14	15	16	17	18	19	20
KA		Broadway Across America The Lion King 1:00pm and 6:30pm		Broadway Across America The Lion King 7:30pm	Broadway Across America The Lion King 7:30pm	Broadway Across America The Lion King 7:30pm	Broadway Across America The Lion King 7:30pm	Broadway Across America The Lion King 2:00pm and 7:30pm
NMK		Chris Guillebeau World Domination Summit 8:00am						Float On Float Conference 9:00am
WIN		Chris Guillebeau World Domination Summit 8:00am	Chris Guillebeau World Domination Summit 8:00am					
AHH		Chris Guillebeau World Domination Summit Main Street 9:00am			Noontime Showcase Smut City Jellyroll 12:00pm Main Street Music on Main Street Mary Flower & the BBQ Boys 5:00pm			Float On Float Conference Main Street 8:00am
OCC	EXPO				World Wide Group		Valdivia Marketing Grp	Hot Import Nights
ASCH		21	22	23	24	25	26	27
KA		Broadway Across America The Lion King 1:00pm and 6:30pm		Broadway Across America The Lion King 7:30pm	Broadway Across America The Lion King 7:30pm	Broadway Across America The Lion King 7:30pm	Broadway Across America The Lion King 7:30pm	Broadway Across America The Lion King 2:00pm and 7:30pm
NMK		Float On Float Conference 9:00am						
WIN								
AHH		Float On Float Conference Main Street 8:00am			Noontime Showcase The Beat Goes On 12:00pm Main Street Music on Main Street Red Baraat 5:00pm			
OCC	EXPO	Signature Equipo		Farwest	Farwest	Farwest	Farwest	Farwest
ASCH		28	29	30	31			
KA		Broadway Across America The Lion King 1:00pm and 6:30pm		Broadway Across America The Lion King 7:30pm	Broadway Across America The Lion King 7:30pm			
NMK								
WIN								
AHH					Noontime Showcase Ft. Lewis Band 12:00pm Main Street Music on Main Street Redray Frazier & Mic Crenshaw 5:00pm			
OCC	EXPO			NW Apparel/Footwear	NW Apparel/Footwear			

NOTE: ALL LISTED EVENTS ARE SUBJECT TO CHANGE WITHOUT NOTICE

ASCH = Arlene Schnitzer Concert Hall    KA = Keller Auditorium    NMK = Newmark Theatre    WIN = Dolores Winningstad Theatre    AHH = Antoinette Hatfield Hall    BT = Brunish Theatre

# September

AS OF: 8/5/2016 9:17

		Tentative calendar for the month of				Tentative calendar for the month of			
		SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	
ASCH						1	2	3	
KA						Broadway Across America The Lion King 7:30pm	Broadway Across America The Lion King 7:30pm	Broadway Across America The Lion King 2:00pm and 7:30pm	
NMK									
WIN									
AHH									
OCC	EXPO								
ASCH		4	5	6	7	8	9	10	
KA		Broadway Across America The Lion King 1:00pm and 6:30pm			OSO Presentation Shanghai Acrobats 7:30pm			OSO Special Renee Fleming 7:30pm	
NMK								Rocklands Entertainment Red Green 7:00pm	
WIN							PICA TBA Festival 15 Songs From My Shows 8:30pm	PICA TBA Festival Faithful Disco/Songs 6:30pm and 8:30pm	
AHH					Summer Arts 11:00am Noontime Showcase VanPort Jazz 12:00pm Music on Main Pepe & The Bottle Blondes 5:00pm				
OCC	EXPO	PDX Taco Festival Rose City Gun/Knife					Comic Con	Comic Con PDX Taco Festival Rose City Gun/Knife	
ASCH		11	12	13	14	15	16	17	
KA				OSO Special Boyz II Men 7:30pm				OSO Special The Legend of Zelda 7:30pm	
NMK		Double Tee Joey Alexander 7:30pm							
WIN		PICA TBA Festival New Faithful Disco 6:30pm				PICA TBA Festival Leila's Death 6:30pm	PICA TBA Festival Leila's Death 6:30pm	PICA TBA Festival Leila's Death 8:30pm	
AHH									
OCC	EXPO	Comic Con			ION GNSS	ION GNSS	ION GNSS	R. McDonald Auction	
ASCH		18	19	20	21	22	23	24	
KA			Seattle Theatre Group Neil deGrasse Tyson 7:30pm	Seattle Theatre Group Neil deGrasse Tyson 7:30pm	Goldenvoice LLC Sigur Ros 8:30pm	Live Nation Wanda Sykes 7:30pm		OSO Classical #1 Bluebeard's Castle 7:30pm	
NMK					KP Saward Lecture Sonia Shah 7:30pm			Innovation Arts Wild Kratts 1:00pm and 5:00pm	
WIN							Domestic Violence Dialogue Conversation w/Denise Brown 6:30pm	Goodsmack Productions Whose Live Anyway? 8:00pm	
AHH								Christopher Mitchell Chris Mitchell 8:00pm	
OCC	EXPO	OR Health Care Fall RV & Van Show	OR Health Care	Parkinson Congress	Parkinson Congress Multifamily Tradeshow	Parkinson Congress Multifamily Tradeshow NW Quilt Expo	Parkinson Congress NW Quilt Expo	Wonderball NW Quilt Expo	
ASCH		25	26	27	28	29	30		
KA		OSO Classical #1 Bluebeard's Castle 7:30pm	OSO Classical #1 Bluebeard's Castle 7:30pm		WME Entertainment The Together Tour 6:30pm	OSO Special Music of David Bowie 7:30pm	Live Nation Trevor Noah 7:30pm		
NMK							Premier Productions Bill Gaither 7:00pm		
WIN		Educate Ya Modela Miss Int'l Queen Look 6:00pm				AEG Live Bianco Del Rio 8:00pm	Portland'5 Presents Nat'l Geo Kobie Boykins 7:30pm		
AHH						Stumptown Stages Jekyll & Hyde 7:30pm BT	Stumptown Stages Jekyll & Hyde 7:30pm BT		
OCC	EXPO			Bravo	Bravo	Deepak Chopra	GWCO		
				Timber Processing Expo	Timber Processing Expo	Timber Processing Expo			

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