

METROPOLITAN EXPOSITION-RECREATION COMMISSION

RESOLUTION NO. 95-45

Approving new rental rates for the Oregon Convention Center commencing July 1, 1996 and effective through June 30, 1999, as attached.

The Metropolitan Exposition-Recreation Commission finds:

1. That current rental rates expire June 30, 1996.
2. That these rates were in effect for a three year period beginning in July of 1988.
3. That a survey has been conducted of similar facilities in competitive markets as well as a solicitation of comments from users regarding the proposed rental rates to help the Convention Center position its rate structure to remain competitive and to maintain the first class quality of facilities and services.
4. That the Commission has the authority to set rental rates for its facilities based upon competition, facility usage and operational requirements.

BE IT THEREFORE RESOLVED that the Metropolitan Exposition-Recreation Commission approves the attached rental rates commencing July 1, 1996 and effective through June 30, 1999, as attached.

Passed by the Commission on September 13, 1995



Chair



Secretary/Treasurer

APPROVED AS TO FORM:
Daniel B. Cooper, General Counsel



By: Mark B. Williams
Senior Assistant Counsel

MERC STAFF REPORT

Agenda Item/Issue: Approving 1996-97, 1997-98 and 1998-99 Rental Rates for the Exhibit Halls, Ballroom and Meeting Room at the Oregon Convention Center.

Resolution No.: 95-45

Date: September 13, 1995

Presented by: Jeffrey A. Blosser

Background Analysis: The Metropolitan Exposition-Recreation Commission approved rental rates for the Oregon Convention Center in April of 1992. These rates were effective for three years through June 30, 1996.

Surveys have been conducted by staff to determine the competitiveness of OCC rates with other facilities throughout the country and specifically the West. These responses were compiled and staff has concluded that the rates at the Oregon Convention Center are very competitive as they relate to our ability to continue to attract convention and trade show business. Rates were then discussed as they relate to annual costs of providing first class services and the draft rate schedule was presented to the OCC Advisory Committee Meeting on July 11, 1995.

Discussion with Advisory Committee/Commission: The proposed rental rates for the next three years were reviewed and discussed by the OCC Advisory Committee. The Committee discussed the process and talked about annual costs and maintaining the facility in a first class condition. The OCC Advisory Committee approved the rate structure with the following provision: "That revenues generated by the Oregon Convention Center through the increased rentals be utilized to maintain the Oregon Convention Center facility and services in a first class condition and that such funds should not be used to offset the operation costs of other MERC facilities".

Fiscal Impact: The increase in rates represents an annual increase of 5.3% for each fiscal year. Expenses are budgeted to increase between 4-5% on an annual basis, so these rates remain competitive and seem reasonable as to stay ahead of inflation costs and expenses of operating the facility.

Recommendation: Staff recommends the Metropolitan Exposition-Recreation Commission adopt Resolution No. 95-45, approving the attached rental rates for the Oregon Convention Center for FY 1996-97, 1997-98 and 1998-99.

DRAFT RENTAL RATES
CONVENTIONS 1996-97

<u>Exhibit Halls</u>	<u>1995-96 Rates</u>	<u>Show</u>	<u>1995-96 Rates</u>	<u>MI/MO</u>
30,000 sq. ft.	\$1,400	\$1,600	\$ 200	\$ 800
60,000 sq. ft.	\$2,800	\$3,200	\$1,400	\$1,600
90,000 sq. ft.	\$4,200	\$4,800	\$2,100	\$2,400
120,000 sq. ft.	\$5,600	\$6,400	\$2,800	\$3,200
150,000 sq. ft.	\$7,000	\$8,000	\$3,500	\$4,000
<u>Ballroom</u>		<u>Show</u>		<u>MI/MO</u>
6,300 sq. ft.	\$ 750	\$ 800	\$ 375	\$ 400
12,600 sq. ft.	\$1,500	\$1,600	\$ 750	\$ 800
18,900 sq. ft.	\$2,250	\$2,400	\$ 1,125	\$1,200
25,200 sq. ft.	\$3,000	\$3,200	\$ 1,500	\$1,600

1997-98

<u>Exhibit Halls</u>		<u>Show</u>		<u>MI/MO</u>
30,000 sq. ft.		\$1,600		\$ 800
60,000 sq. ft.		\$3,200		\$1,600
90,000 sq. ft.		\$4,800		\$2,400
120,000 sq. ft.		\$6,400		\$3,200
150,000 sq. ft.		\$8,000		\$4,000
<u>Ballroom</u>		<u>Show</u>		<u>MI/MO</u>
6,300 sq. ft.		\$ 800		\$ 400
12,600 sq. ft.		\$1,600		\$ 800
18,900 sq. ft.		\$2,400		\$1,200
25,200 sq. ft.		\$3,200		\$1,600

1998-99

<u>Exhibit Halls</u>		<u>Show</u>		<u>MI/MO</u>
30,000 sq. ft.		\$1,700		\$ 850
60,000 sq. ft.		\$3,400		\$1,700
90,000 sq. ft.		\$5,100		\$2,550
120,000 sq. ft.		\$6,800		\$3,400
150,000 sq. ft.		\$8,500		\$4,250

<u>Ballroom</u>	<u>Show</u>	<u>MI/MO</u>
6,300 sq. ft.	\$ 850	\$ 425
12,600 sq. ft.	\$1,700	\$ 850
18,900 sq. ft.	\$2,550	\$1,275
25,200 sq. ft.	\$3,400	\$1,700

CONVENTIONS WITH TRADE SHOWS
(same flat rental with)

.45 & 60	1996-97	.15 net sq. ft. per day
.48 & 64	1997-98	.16 net sq. ft. per day
.51 & 68	1998-99	.16 net sq. ft. per day
(up to 4 MI/MO)		

COMMERCIAL & CONSUMER PUBLIC
(same vs. 15% ticket sales)

NON-CONVENTIONS - MEETINGS
1996-97

<u>EXHIBIT HALLS</u>	<u>1995-96 Rate</u>	<u>NC/MEETINGS</u>	<u>1995-96</u>	<u>MI/MO</u>
30,000 sq. ft.	\$1,750	\$1,800	\$ 875	\$ 900
60,000 sq. ft.	\$3,500	\$3,600	\$ 1,750	\$1,800
90,000 sq. ft.	\$5,300	\$5,400	\$ 2,650	\$2,700
120,000 sq. ft.	\$7,000	\$7,200	\$ 3,500	\$3,600
150,000 sq. ft.	\$8,600	\$9,000	\$ 4,300	\$4,500
<u>Ballroom</u>		<u>NC/MEETINGS</u>		<u>MI/MO</u>
6,300 sq. ft.	\$ 850	\$ 900	\$ 425	\$ 450
12,600 sq. ft.	\$1,700	\$1,800	\$ 850	\$ 900
18,900 sq. ft.	\$2,550	\$2,700	\$ 1,275	\$1,350
25,200 sq. ft.	\$3,400	\$3,600	\$ 1,700	\$1,800

1997-98

EXHIBIT HALLS

30,000 sq. ft.
60,000 sq. ft.
90,000 sq. ft.
120,000 sq. ft.
150,000 sq. ft.

NC/MEETINGS

\$ 1,900
\$ 3,800
\$ 5,700
\$ 7,600
\$ 9,500

MI/MO

\$ 950
\$1,900
\$2,850
\$3,800
\$4,750

Ballroom

6,300 sq. ft.
12,600 sq. ft.
18,900 sq. ft.
25,200 sq. ft.

NC/MEETINGS

\$ 900
\$ 1,800
\$ 2,700
\$ 3,600

MI/MO

\$ 450
\$ 900
\$1,350
\$1,800

1998-99

EXHIBIT HALLS

30,000 sq. ft.
60,000 sq. ft.
90,000 sq. ft.
120,000 sq. ft.
150,000 sq. ft.

NC/MEETINGS

\$ 2,000
\$ 4,000
\$ 6,000
\$ 8,000
\$10,000

MI/MO

\$1,000
\$2,000
\$3,000
\$4,000
\$5,000

Ballroom

6,300 sq. ft.
12,600 sq. ft.
18,900 sq. ft.
25,200 sq. ft.

NC/MEETINGS

\$ 900
\$ 1,800
\$ 2,700
\$ 3,600

MI/MO

\$ 450
\$ 900
\$1,350
\$1,800

1996-97, 1997-98, 1998-99

MEETING ROOMS, SERIES A

A-101
A-102
A-103
A-104
A-103,104
A-105
A-106
A-105,106
A-107
A-108
A-107,108
A-109
A-108,109
A-107,108,109

\$ 50 [50]
\$ 75 [50]
\$ 100 [100]
\$ 125 [100]
\$ 225 [200]
\$ 300 [250]
\$ 325 [275]
\$ 625 [525]
\$ 150 [125]
\$ 125 [100]
\$ 275 [225]
\$ 150 [125]
\$ 275 [225]
\$ 425 [350]

MEETING ROOMS, SERIES C

C-128
C-127
C-126
C-125
C-125,126
C-124
C-123
C-123,124
C-122
C-121
C-121,122
C-120
C-120,121
C-120,122

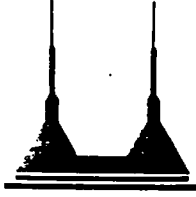
MEETING ROOMS, SERIES B

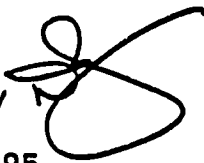
B-110
B-111
B-110,111
B-112
B-111,112
B-110,111,112
B-113
B-114
B-113,114
B-115
B-114,115
B-113,114,115
B-116
B-115,116
B-114,115,116
B-113,114,115,116
B-117
B-118
B-117,118
B-119
B-118,119
B-117,118,119

\$ 125
\$ 125
\$ 275
\$ 175
\$ 300
\$ 450
\$ 275
\$ 200
\$ 475
\$ 200
\$ 400
\$ 700
\$ 275
\$ 475
\$ 675
\$ 950
\$ 175
\$ 125
\$ 300
\$ 125
\$ 275
\$ 450

1995-96 Rates

\$125
\$100
\$225
\$150
\$275
\$375
\$225
\$175
\$400
\$175
\$350
\$575
\$225
\$400
\$575
\$800
\$150
\$100
\$250
\$125
\$225
\$375

**OREGON CONVENTION CENTER**
METRO ER COMMISSION**MEMORANDUM**

TO: Jeff Blosser
FROM: Debra Jeffery 
DATE: August 1, 1995
RE: Rental Rate Survey

Attached is the two page Executive Summary, for your use at the upcoming MERC meeting, and the six page full document.

The Executive Summary encompasses exhibit hall rental comparisons. Please note, the 2nd column (Exhibit Hall sq. ft.)...the square footage listed first for each facility represents their respective largest hall space. Any other square footage listed is for a smaller portion of their hall that represents a close comparison to OCC hall sq. ft. or portion of hall space.

Please let me know if you have any questions or require revisions.

This has been a most enlightening process. I do not wish to see it end here. A few of the facilities sent their Event Planning/Service Manuals that will be shared with Lisa Mercer; these will be useful in the development of same for OCC. Some facilities also sent along equipment, services, etc. rates that will also be shared with Lisa.

Additionally, all of the facility rental schedules had interesting formats, user friendly language (less "buildingese") or other aspects that could be useful in improving OCC's rental schedules. I will be coordinating with the Sales & Marketing staff for their thoughts and input.

copy: Lisa C
Julie D
Lisa G-M
Michael R
Mike S/POVA

OCC RENTAL RATE SURVEY - JUNE 1995
Executive Summary Page 1

FACILITY	EXHIBIT HALL Sq. Ft.	EXHIBIT HALL Minimum Daily Rental			
		Convention & Tradeshow		Consumer/Public	Non-Commercial
OCC Proposed Rates 7/1/96 - 6/30/97 7/1/97 - 6/30/98 7/1/98 - 6/30/99	150,000	<u>Convention</u> \$8,000 \$8,000 \$8,500	<u>Tradeshow</u> Conv. rate vs \$.15/net sf \$.16/net sf \$.17/net sf whichever greater	Conv. rate vs 15% <u>Gross Tax Sales</u> (GTS) which ever greater	\$9,000 \$9,500 \$10,000
Columbus Conv. Center (Ohio)	216,000 118,000	72,000 net = \$32,400 39,000 net = \$17,550 Min Gtd \$.45/net up to 3 show days \$.06/net each additional show day		\$10,800 \$5,900 Minimum vs 12% GTS which ever greater	NOT SENT
Colorado Conv. Center (Denver)	290,000 147,000	90,000 net = \$15,300 45,000 net = \$7,650 Min Gtd \$.17/net/day		NOT SENT	NOT SENT
Long Beach Conv. & Entertainment Center (CA)	223,979 147,940	<u>1995</u> \$18,000 \$12,000	<u>1996</u> \$19,000 \$12,500	Conv. T.S. rate vs 15% GTS, which ever greater	NOT SENT
Meydenbauer Center (Bellevue, WA)	36,000	<u>Conv.</u> \$2,500	<u>Conv. w/T.S.</u> \$2,900	\$4,900 vs 10% GTS which ever greater	\$3,200
Minneapolis Conv. Center (MN)	280,000 178,200	<u>Conv.</u> \$12,750 \$8,250	<u>Conv. w/T.S.</u> 110K net = \$77,000 70K net = \$49,000 Min Gtd @ \$.70 per net 1-4 show days; \$.10/net ea additional show day	\$21,000 \$13,500 + 10% net ticket sales	NOT SENT
Pennsylvania Conv. Center (Philadelphia)	315,000 contig. 180,000 135,000	<u>Conv.</u> \$26,800 \$18,000 \$10,800	<u>Conv. & T.S.</u> 126K net = \$144,900 72K net = \$82,800 54K net = \$62,100 Min Gtd @ \$1.15 per net for 1-4 day show; \$.115/net ea additional show day	\$37,800 \$21,600 \$16,200 vs 15% GTS whichever greater	NOT SENT

OCC RENTAL RATE SURVEY - JUNE 1995
Executive Summary Page 2

FACILITY	EXHIBIT HALL Sq. Ft.	EXHIBIT HALL Minimum Daily Rental				
		Convention & Tradeshow		Consumer/Public	Non-Commercial	
Salt Palace Conv. Center (Salt Lake City, UT)	118,420 - '95 <u>Expan open 1/96</u> 256,000 132,351	<u>1995</u> \$9,100	<u>1996</u> N/A	NOT SENT	NOT SENT	
San Jose Conv. & Cultural Facilities (CA)	143,000	<u>1995</u> \$14,300	<u>1996</u> \$15,850	Conv. & T.S. rate vs 15% GTS whichever greater	NOT SENT	
Tampa Conv. Center (FL)	200,000 125,000	<u>Conv.</u> \$10,000 \$6,500	<u>T.S.</u> Conv. rate vs \$.60/net, whichever greater	Conv. rate vs \$.60/net, vs 12% GTS, whichever greater	NOT SENT	
Vancouver Trade & Conv. Center (B.C.)	91,205	<u>Conv.</u> \$10,500	<u>T.S.</u> \$7,055 vs \$.15/net/day whichever greater	\$14,150	NOT SENT	
Washington State Conv. & Trade Center (Seattle)	100,000	<u>Standard</u> \$8,500*	<u>Exec. rate</u> \$10,500 **	<u>T.S.</u> \$14,750	\$12,750 NO % tax sales	Same as T.S. rates

* Standard Rate includes: House lighting, HVAC during event hours; maintenance of common areas, lobbies, restrooms, uncarpeted aisles in exhibit areas during event hours; 1 thorough cleaning of these areas during non-event hours; 1 mic. per meeting room; show office & press facility space as required and in consideration of other tenants; 1 telephone w/ local access; house phones; 24-hour building perimeter security; 2 comp. parking passes; room water service & event coordination staff

** Executive Rate includes standard rate services PLUS: Admission attendants (entry monitors); transportation attendants (assist w/ vehicle move-in/out @ loading dock); 1 room turn-over and/or cleaning during day; classroom & conference room sets will also be provided w/ table linens, paper pads & pencils; upon request a show office will be furnished w/ a small office copier, cellular phone and fax machine.

RENTAL RATE SURVEY -- July 1995 Page 3

FACILITY	EXHIBIT HALL TOTAL Square Feet	EXHIBIT HALLS Minimum Daily Rental					BALLROOM Minimum Daily Rental			MEETING ROOMS Minimum Daily Rental				
		SQ. FT.	Conv. T.S.		Consumer/ Public	Non- Commercial	SQ. FT.	Conv. T.S.		Commercial- Public	SQ.FT.	Flat Rate		Net Sq. Ft.
MEYDENBAUER CENTER Bellevue, WA current rates	36,000	18K 36K	Conv \$1500 \$2500	Conv w/ TS \$1700 \$2900	Not appl. \$4900 vs 10% GTS	\$1800 \$3200	NOT APPL.	NOT APPL.		NOT APPL.	12,000 = 9 rms 1,000 2,000 3,000 6,000	\$200 \$300-400 \$600 \$900 \$8m-11:59pm \$80/hour additional hrs. Incls 1 rm set/day No \$ for same day banq. set	\$1,000 for all 9 rms	
MINNEAPOLIS CONV. CENTER Minneapolis, MN 7/1/94 - 12/31/96 rates	277,200	79,200 98,000 178,200 277,200	Conv. \$3750 \$4500 \$8250 \$12,750	Conv. w/ TS Min Gtd 25K 30K 70K 110K ⊕ \$1.70/net 1-4 days \$1.10/net add. days	\$6000 \$7500 \$13,500 \$21,000 + 10% net tik sales	NOT SENT	9,500 18,100 28,000	stndrd \$1100 \$2750 \$3850	prefrd \$1325 \$3375 \$4700 Incls: Linens for CL sets; pencil/ pad for CL or Conf sets; ice water station or on tables; 1 + mic & 1 local access phone	NOT SENT	52,850 = 54rms 525 - 600 1050 - 1250 1450 4400 6700 14,950	stndrd \$90 \$180 \$200 \$250 \$720 \$1080 \$2000	prefrd \$100 \$200 \$250 \$800 \$1200 \$2500	# of comps proportionate to hall space leased

RENTAL RATE SURVEY -- July 1995 Page 4

FACILITY	EXHIBIT HALL TOTAL Square Feet	EXHIBIT HALLS Minimum Daily Rental				BALLROOM Minimum Daily Rental			MEETING ROOMS Minimum Daily Rental			
		SQ. FT.	Conv. T.S.		Consumer/ Public	Non-Commercial	SQ. FT.	Conv. T.S.	Commercial- Public	SQ. FT.	Flat Rate	Net Sq. Ft. Rate
PENNSYLVANIA CONV. CENTER Philadelphia, PA 10/14/94 - 12/31/96 rates	316,000 contiguous		Conv.	Conv. & T.S. ● \$1.15 per net	All rates vs 15% GTS whichever greater	NOT SENT	11,620 18,330 29,950	\$2,900 \$4,600 \$7,500	\$2900 vs 15% \$4600 vs 15% \$7487 vs 15%	94,619 = 53 rms 590 825 1400 1450 - 1540 1620 2310 2406 2600 2900 - 3036 3166 3210 3713 5500 6072 6330 7426 9110 11,140	\$100 \$105 \$290 \$300 \$320 \$450 \$480 \$500 \$600 \$630 \$640 \$740 \$1200 \$1200 \$1480 \$1800 \$2225	
	124,000 separate	124K	\$9,400	49.6Knet	\$11,904							
SALT PALACE CONV. CENTER Salt Lake City, UT 1995 rates pre-expansion 1996 rates expansion open	129,000 (118,420 during expanse)	16,200 24,322 32,400 37,420 48,600 49,234 51,361 53,620 64,800 69,820 73,556 81,000 118,420 123,526 132,361 256,000	1995 \$1250 N/A \$2500 \$2800 \$3800 N/A N/A \$4060 \$5060 \$5300 N/A \$6300 \$8300 \$9100 N/A N/A N/A	1996 \$1350 \$2100 \$2700 N/A \$4100 \$4100 \$4200 N/A \$5450 N/A \$6300 \$6800 N/A \$10,400 \$11,000 \$21,400	NOT SENT	NOT SENT	3877 - 3908 (8 sections) 18,226 36,446	\$675/section \$2600 1/2 BR \$5000	NOT SENT	14,830 - 10 rms '95 1421 1791 1300 - 1450 420 52,700 - 43 rms '96 478 - 494 602 - 694 872 - 1066 1028 1300 - 1707 1298 - 1576 1625 - 1707 2104 2383 2538 2724 4224 4595 6244 6526 8501 8891	\$150 \$175 \$185 \$550 \$75 \$100 \$150 \$155 \$200 \$225 \$250 \$300 \$375 \$380 \$400 \$625 \$675 \$825 \$875 \$1250 \$1300	

RENTAL RATE SURVEY -- July 1995 Page 5

FACILITY	EXHIBIT HALL TOTAL Square Feet	EXHIBIT HALLS Minimum Daily Rental					BALLROOM Minimum Daily Rental				MEETING ROOMS Minimum Daily Rental				
		SQ. FT.	Conv. T.S.		Consumer/ Public	Non- Commercial	SQ. FT.	Conv. T.S.		Commercial- Public	SQ. FT.	Flat Rate		Net Sq. Ft. Rate	
SAN JOSE CONV. & CULTURAL FACILITIES San Jose, CA 1995 & 1996 rates	143,000	43K	'95 \$4300	'96 \$4750	Conv./TS rate vs 15% GTS which ever >	NOT SENT	22,000	'95 \$4400	'96 \$4800	Conv./TS rate vs 15% GTS	18,495 = 22 rm 450 - 575	'95 \$125	'96 \$125	# of comps proportionate to hall space leased	
		50K	\$5000	\$5500				700	\$140			\$150			
		83K	\$9300	\$10,250				750	\$150			\$165			
		100K	\$10,000	\$11,100				870	\$175			\$195			
		143K	\$14,300	\$15,850				1300	\$260			\$285			
TAMPA CONV. CENTER Tampa, FL 1994 - 1995 rates	200,000	75K	Conv. \$3500	T.S. Conv. rate vs \$.60/net	Conv. rate vs \$.60/net vs 12% GTS which ever >	NOT SENT	7,200	Conv. \$600	T.S. Conv. rate vs \$1	NOT SENT	27,000 = 18rms 600	\$160	# of comps proportionate to hall space leased		
		100K	\$5000	\$.60/net				10,800	\$900			vs \$1		1200	\$120
		125K	\$6500	which				18,000	\$1200			/net		1800	\$180
		200K	\$10,000	ever >				21,800	\$1800			w/ 1-4		3600	\$360
				for 1-4 days w/ 1-3 In/out				28,800	\$2400			& 1-2 In/out		5400	\$540
VANCOUVER TRADE & CONV. CENTER Vancouver, B.C. Nov. '83 - present rates	81,206	22,684	Conv. \$3500	T.S. \$1,765	\$4250	NOT SENT	5191	Conv. \$1575	T.S. \$395	\$1575	25,429 = 21 rm 491 - 511	\$200	# of comps proportionate to hall space leased		
		29,837	\$3000	\$2280				\$4300	\$1700			\$425		\$1700	\$225
		38,684	\$3500	\$3010				\$5600	\$1750			\$440		\$1750	\$350
		61,368	\$7500	\$4775				\$9850	\$3325			\$835		\$3325	\$375
		68,521	\$7000	\$5290				\$9900	\$3450			\$865		\$3450	\$400
		81,206	\$10,500	\$7055				14,150	\$5000			\$1280		\$4500	\$450
				\$ vs \$.15/net per day which ever >					Above rate vs \$.15 per net			1149		\$450	
												1154		\$475	
												1832		\$650	
												1727		\$700	
												1962		\$850	
												2687		\$1075	
												2855		\$1150	
					3640	\$1450									
					3687	\$1475									
					6495	\$2800									

RENTAL RATE SURVEY - July 1996 Page 6

FACILITY	EXHIBIT HALL TOTAL S.F.	EXHIBIT HALLS Minimum Daily Rental					BALLROOM Minimum Daily Rental					MEETING ROOMS Minimum Daily Rental				
		SQ. FT.	Conv.	T.S.	Consumer/ Public	Non- Commercial	SQ. FT.	Conv.	T.S.	Commercial- Public	SQ. FT.	Flat Rate	Net Sq. Ft. Rate			
WASHINGTON STATE CONV. & TRADE CENTER Seattle, WA 1/1/1993-12/31/1996 rates	100,000	20K	Conv.	T.S.	\$2550	Same as T.S. rates	8352	Stdnd	Exec.	\$1565	\$1400	408 - 784	Stdnd	Exec	# comp proportion to hall space leased	
		40K	\$1700	\$2950	\$5100		9628	\$700	\$865	\$1830		\$1835	602 - 820	\$50		\$80
		60K	\$3400	\$5900	\$7650		10,020	\$820	\$1010	\$1905		\$1705	621 - 762	\$65		\$300
		80K	\$5100	\$8850	\$10,200		11,600	\$850	\$1060	\$2205		\$1970	756 - 783	\$70		\$160
		80K	\$6800	\$11,800	\$12,750		15,048	\$985	\$1220	\$2795		\$2500	783 - 1160	\$75		\$165
		100K	\$8500	\$14,750	NO % Tax Sales		19,952	\$1250	\$1545	\$3770		\$3370	840 - 936	\$80		\$180
							21,228	\$1685	\$2085	\$4035		\$3605	850 - 1456	\$85		\$195
							28,464	\$1805	\$2230	\$5600		\$5005	1008 - 1080	\$90		\$205
							39,484 (T-shaped rm)	\$2505	\$3095	\$7505		\$6710	950 - 1144	\$95		\$215
								\$3355	\$4145				1073 - 1188	\$100		\$230
													1219	\$106		\$235
													1200	\$110		\$245
													1290 - 1350	\$120		\$270
													1537	\$130		\$290
													1696	\$145		\$320
													1840	\$155		\$350
													2000	\$170		\$380

FACILITY	EXHIBIT HALL TOTAL Square Feet	EXHIBIT HALLS Minimum Daily Rental				BALLROOM Minimum Daily Rental				MEETING ROOMS Minimum Daily Rental			
		SQ. FT.	Conv. T.S.		Consumer/ Public	Non- Commercial	SQ. FT.	Conv. T.S.	Non- Conv. Mtg	Commercial- Public	SQ.FT.	Flat Rate	Net Sq. Ft. Rate
OREGON CONVENTION CENTER Proposed rates: 7/1/86 - 6/30/87	150,000	30K 60K 90K 120K 150K	Conv.	T.S.	Conv. rate vs 15% daily GTS	30K \$1800 60K \$3600 90K \$5400 120K \$7200 150K \$9000	6,300 12,600 18,900 25,200	\$800 \$1600 \$2400 \$3200	\$900 \$1800 \$2700 \$3600	Non-Conv. Mtg. rate vs 15% GTS per day	165/263	\$50/\$75	# comps. proportionate to hall space leased
											821	\$100	
											737 - 756	\$125	
											783 - 826	\$150	
											937/1170	\$175/\$200	
											1377	\$225	
											1520 - 1563	\$275	
											1674 - 1874	\$300	
											2231/2340	\$325/\$400	
											2346/2457	\$425/\$450	
											2835/4106	\$475/\$625	
											4006/5670	\$700/\$950	
											OREGON CONVENTION CENTER Proposed rates: 7/1/1987 - 6/30/1988	150,000	
821	\$100												
737 - 756	\$125												
783 - 826	\$150												
937/1170	\$175/\$200												
1377	\$225												
1520 - 1563	\$275												
1674 - 1874	\$300												
2231/2340	\$325/\$400												
2346/2457	\$425/\$450												
2835/4106	\$475/\$625												
4006/5670	\$700/\$950												
OREGON CONVENTION CENTER Proposed rates: 7/1/1988 - 6/30/1988	150,000	30K 60K 90K 120K 150K	Conv.	T.S.	Conv. rate vs 15% daily GTS	30K \$2000 60K \$4000 90K \$6000 120K \$8000 150K \$10,000	6,300 12,600 18,900 25,200	\$850 \$1700 \$2550 \$3400	\$900 \$1800 \$2700 \$3600	Non-Conv. Mtg. rate vs 15% GTS per day			165/263
											821	\$100	
											737 - 756	\$125	
											783 - 826	\$150	
											937/1170	\$175/\$200	
											1377	\$225	
											1520 - 1563	\$275	
											1674 - 1874	\$300	
											2231/2340	\$325/\$400	
											2346/2457	\$425/\$450	
											2835/4106	\$475/\$625	
											4006/5670	\$700/\$950	

RENTAL RATE SURVEY -- July 1995 Page 2

FACILITY	EXHIBIT HALL TOTAL Square Feet	EXHIBIT HALLS Minimum Daily Rental				BALLROOM Minimum Daily Rental				MEETING ROOMS Minimum Daily Rental				
		SQ. FT.	Conv. T.S.		Consumer/ Public	Non- Commercial	SQ. FT.	Conv. T.S.		Commercial- Public	SQ. FT.	Flat Rate		Net Sq. Ft. Rate
COLUMBUS CONV. CENTER Columbus, OH current rates	216,000	98K	Min. Gtd.		Min. \$4,900	NOT SENT	6,250	stdnd \$750	delux \$1125	NOT SENT	58,000 = 54rms		# of comps proportionate to hall space leased	
		118K	35K net	39K net							18,750	delux \$2250		stdnd \$50
		216K	72K net	72K net	\$10,800	25,000	\$2250	\$3375			1,080 - 1,148	\$100	\$150	
			@ \$.45/net up to 3 days		Minimum vs 12% GTS			\$3750			1,950	\$240	\$380	
			\$.06/net ea additional day					Incl. linens, per; pad; water on tble mints			2,483	\$300	\$450	
											3,352	\$425	\$635	
											5,080 - 6,190	\$600	\$900	
											7,306 - 8,706	\$750	\$1075	
											11,922	\$1200	\$1800	
											14,728	\$1500	\$2250	
COLORADO CONV. CENTER Denver, CO current rates 5% increase per year is anticipated	290,000	90K	Min. Gtd.		NOT SENT	NOT SENT	10,658	\$1,103		NOT SENT	58,830 = 46rms		# of comps proportionate to hall space leased	
		95K	30K net	30K net							13,140	\$1,323		783 - 900
		106K	30K net	30K net		17,228	\$1,764				1,144 - 1,320	\$168	\$189	
		143K	45K net	45K net		34,458	\$3,628				1,496	\$220	\$220	
		147K	45K net	45K net							1,711 - 1,769	\$315	\$357	
		290K	90K net	90K net							2,166 - 2,606	\$357	\$504	
			@ \$.17/net/ day								2,816	\$525	\$672	
											3,696	\$1,250	\$1,313	
											4,136			
											5,104			
											9,234			
											10,260			
LONG BEACH CONV. & ENTERTAINMENT CENTER Long Beach, CA '85 & '86 rates	223,979	57,065	95	96	Conv./TS rate vs 15% GTS which ever greater	Same as Conv./TS daily min.	6,441	W/Hall \$350	w/out hall \$750	\$1500	82,383 = 34rms	Rm setup not incl	# of comps. proportionate to hall space leased	
		76,039	\$4750	\$5000										338 - 600
		90,875	\$8250	\$8500		10,155	\$500	\$1000	\$2000	1,093 - 1,320	\$100	\$125		
		133,104	\$7500	\$8000		13,926	\$700	\$1500	\$3000	1,346 - 1,352	\$150	\$175		
		147,940	\$11000	\$11500		20,458	\$1000	\$2000	\$4000	1,547 - 1,881	\$175	\$215		
		223,979	\$12000	\$12500						1,983	\$250	\$300		
			\$18000	\$19000						2,193	\$350	\$425		
										2,827	\$375	\$450		
										2,091 - 3,498	\$400	\$425		
										4,367	\$450	\$500		
										3,965	\$800	\$800		
										4,040 - 4,065	\$1000	\$1000		
										4,385				
										4,641				
										3,890				
										6,317				
										13,102				



OREGON CONVENTION CENTER
METRO ER COMMISSION

**OREGON CONVENTION CENTER
ADVISORY COMMITTEE**

Minutes of Meeting

**Tuesday, July 11, 1995
OCC King Board Room**

Present: Jeffrey Blosser, Oregon Convention Center; Mike Smith, POVA; Carolyn Wence, Oregon State Bar; Ron Miller, Event Productions Northwest, Inc.; Mike Fisher, Update Management; Clayton Hannon, Oregon Association of Nurserymen; Virgil Ovall, Lloyd District Community Association; Pam Erickson, MERC; and Debra Jeffery, OCC.

Absent: Steve Kyle, Harvest Festival; Gary Conkling, MERC Commissioner; Ted Davis, Red Lion; and Dave Hancock, PIP Printing

Jeff Blosser opened the meeting at 3:30 pm and briefly reviewed the meeting agenda with the group.

1. Proposed OCC Rental Rates - 1996-97, 1997-98 and 1998-99

J. Blosser reviewed the schedule of proposed rental rates for OCC, stating the three year schedule was of great benefit to shows when budgeting for events. Blosser stated staff had recently concluded a survey of nation-wide facility rental rates and the results of that survey showed the proposed OCC rates would keep the Center very competitive in the market. Blosser pointed out the exhibit space proposed rates were an increase of approximately 12% and the meeting rooms were a more aggressive increase. Blosser asked the Committee members to call him with any comments on these items within the next 7-10 days.

2. OCC Parking Lot Rate Increase

J. Blosser reported that he intends to seek approval from the MERC Commission to increase the current OCC parking lot rate (\$4 to \$5.00 per space) effective October 1, 1995. He also mentioned that MERC had recently approved a parking increase (to \$4/space) at the Expo. Blosser pointed out the parking rate has never been increased since OCC opening in 1990. He also explained that recently, OCC awarded a three-year parking contract to City Center Parking and the contractual terms give OCC staff more scheduling control which in turn might help alleviate traffic lines by scheduling more parking staff during known peak times. Blosser also noted his intent to introduce bike patrols to the lots and have City Center staff distribute maps of parking options during peak days/times.

There was a general discussion regarding parking lots in the area and the needed cooperation especially with the upcoming Rose Quarter opening and possible OCC expansion. Also noted in the discussion was a consensus in favor of seeing the extension of Fareless Square to include OCC/Lloyd Center.

There was a lengthy discussion related to the use of surplus revenues resulting from the rental increases and parking lot increase, during which all members present felt that any surplus revenues generated should be earmarked for OCC maintenance and operations. All members agreed that they did not favor the idea of any surplus, generated by OCC, being provided to other less financially successful MERC facilities.

It was the consensus of the Committee that the following statement be provided to the MERC Commission at its next meeting.

The Oregon Convention Center Advisory Committee recommends that any and all surplus revenues generated, due to OCC rental rate increases and parking lot rate increase, be dedicated to an Oregon Convention Center Operations/Maintenance fund.

3. OCC Construction Update

J. Blosser reported on the delay of the OCC concession stand remodel project and the new construction schedule providing for a finished product in the Fall of 1995, barring any further delays. Blosser also reviewed the work on the signage project.

4. Advertising Package for OCC

J. Blosser presented the new format of the monthly "Point By Point" event calendar which will now include advertising and distribution will be handled on a paid subscription basis. Staff hopes to generate enough interest so that the income will pay for the production of the piece.

J. Blosser introduced the OCC Banner Advertising Program and explained that OCC had contracted with the City for the rights to install banners on the light poles adjacent to OCC property. Three advertising packages have been developed to present to OCC clients. Staff plans to present this program to major OCC clients soon.

The meeting was adjourned at 4:45pm.