

**METROPOLITAN EXPOSITION-RECREATION COMMISSION**

**RESOLUTION NO. 99-12**

Authorizing the Oregon Convention Center Director to execute a three-year extension to the Oregon Convention and Visitors Services Network, Inc., to provide specialized minority marketing of the Oregon Convention Center commencing July 1, 1999 and ending June 30, 2002; and, to continue assignment of contractual management and oversight of this extension to the Portland Oregon Visitors Association (POVA).

The Metropolitan Exposition-Recreation Commission finds:

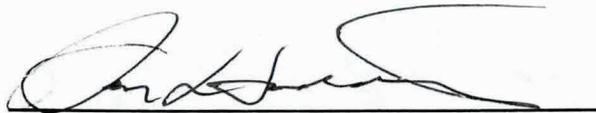
1. That in June of 1996, the Metropolitan Exposition Recreation Commission entered into a contract with the Oregon Convention & Visitors Services Network, Inc., to provide ethnic minority marketing of the Oregon Convention Center for an initial period of 3 years, with two three-year extensions.
2. That the Metropolitan Exposition Recreation Commission, in December of 1996, approved assignment of contractual management and oversight of the Oregon Convention and Visitor Services Network, Inc. (OCVSN) Minority Marketing contract to the Portland Oregon Visitors Association (POVA) for the term of the contract.
3. That staff recommends extension of this contract as the most effective and efficient way to combine all talents and expertise to achieve the goals in each contract, work assignments, goals, developed relationships and marketing plans.

**BE IT THEREFORE RESOLVED** that the Metropolitan Exposition-Recreation Commission approves the extension to the Oregon Convention and Visitor Services Network, Inc. Agreement for ethnic minority marketing of the Oregon Convention Center for a period three (3) years, commencing July 1, 1999 and ending June 30, 2002; that the Metropolitan Exposition Recreation Commission directs the Oregon Convention Center Director to execute such an extension of this agreement on behalf of the Metropolitan Exposition-Recreation Commission; and further to continue in this extension the assignment of management and oversight of the OCVSN Agreement extension to the Portland Oregon Visitors Association, as outlined in each Agreement.

Passed by the Commission on April 7, 1999.

Approved as to Form:  
Daniel B. Cooper, General Counsel

  
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By: Kathleen Pool  
Senior Assistant Counsel

  
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Chair  
  
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Secretary/Treasurer

## MERC Staff Report

**Agenda Item/Issue:** Authorize the Oregon Convention Center Director to execute a three-year extension to the Oregon Convention and Visitors Services Network, Inc. to provide specialized minority marketing of the Oregon Convention Center commencing July 1, 1999 and ending June 30, 2000; and to continue assignment of contractual management and oversight of this extension to the Portland Oregon Visitors Association (POVA) for the term of the extension.

**Resolution No.:** 99-12

**Presented By:** Jeffrey A. Blosser

**Date:** April 7, 1999

**Background and Analysis:** In June of 1996, MERC entered into a contract with the Oregon Convention & Visitors Services Network, inc. to provide ethnic minority marketing of the Oregon Convention Center. The initial contract term was three years with two three-year extensions. In December of 1996, MERC assigned contractual management and oversight of the Oregon Convention and Visitors Services Network, Inc. Agreement to the Portland Oregon visitors Association (POVA) for the term of the contact.

Staff has been very pleased with the efforts of the contractor who has worked effectively with POVA to blend and merge marketing efforts so that Portland is fully represented in the market.

<b><u>Fiscal Impact:</u></b>	1999-00 - \$255,000	
	2000-01 - \$260,000	2001-02 - \$265,000

**Recommendation:** Staff recommends that the Metropolitan Exposition Recreation Commission authorize the Oregon Convention Center Director to execute a three-year extension to the Oregon Convention and Visitors Services Network, Inc. to provide specialized minority marketing of the Oregon Convention Center commencing July 1, 1999 and ending June 30, 2000; and to continue assignment of contractual management and oversight of this extension to the Portland Oregon Visitors Association (POVA) for the term of the extension.