

METROPOLITAN EXPOSITION-RECREATION COMMISSION

Resolution No. 03-20

For The Purpose Of Approving Additional Terms For The Amendment To The Broadway Series Agreement, Authorizing The General Manager To Prepare An Amendment Containing The Approved Terms, And Authorizing The General Manager To Sign The Amendment On Behalf Of The Commission.

WHEREAS, in Resolution 97-56, the Commission approved the Broadway Series Agreement between MERC and the joint venture of the Portland Opera Association, Jujamcyn Productions Company, and PACE Theatrical Group, Inc.; and

WHEREAS, the original term of the Broadway Series Agreement expires at the conclusion of the 2002-03 presentation year; and

WHEREAS, the Broadway Series Agreement provides that the agreement may be extended for three additional subscription seasons by mutual agreement of the parties, subject to renegotiation of financial terms and conditions; and

WHEREAS, PCPA staff negotiated the financial terms and conditions of an extension of the Broadway Series Agreement with the Portland Opera Association, Jujamcyn Productions Company, and PACE Theatrical Group, Inc.; and

WHEREAS, in Resolution No. 03-19, the Commission approved the terms of the extension of the Broadway Series Agreement; and

WHEREAS, the Broadway Series promoter wishes to offer a series of family shows, and the PCPA staff has negotiated the financial terms and conditions governing the family shows; and

WHEREAS, the terms governing the family shows will be included in the Amendment in addition to the terms approved by the Commission in Resolution No. 03-19; and

WHEREAS, PCPA staff recommends these additional terms relating to family shows as terms and conditions that meet PCPA's business objectives and goals.

BE IT THEREFORE RESOLVED AS FOLLOWS:

1. The Metropolitan Exposition-Recreation Commission approves the terms and conditions contained in the attached Exhibit "A" for inclusion in the amendment to the Broadway Series Agreement; and

2. The Metropolitan Exposition-Recreation Commission authorizes the General Manager to negotiate the language of an amendment that contains these approved terms in addition to the terms approved in Resolution No. 03-19; and
3. The Metropolitan Exposition-Recreation Commission authorizes the General Manager to sign the amendment on behalf of the Commission.

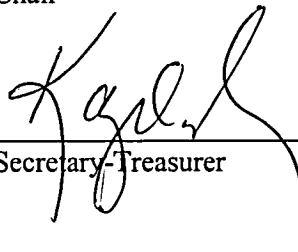
Passed by the Commission on April 23, 2003.



Chair

Approved as to Form:
Daniel B. Cooper, Metro Attorney

By:



Secretary-Treasurer

MERC Staff Report

Agenda Item/Issue: Approval of additional terms and conditions for an amendment to the Broadway Series Agreement and authorizing General Manager to prepare an amendment containing the approved terms and conditions and authorizing General Manager to sign amendment on behalf of the Commission.

Resolution No.: 03-20

Presented by: Robyn Williams

Date: April 23, 2003

Background and analysis: On September 10, 1997, the Commission approved selection of a joint venture group (Portland Opera Association and what is currently known as Clear Channel Entertainment) to present a single Broadway Series at PCPA beginning in the 1998-99 season. Under the agreement, the presenter has the exclusive right to present Broadway Series at PCPA, scheduling priority equal to that of Principal Tenants, and the right of first refusal for the presentation of other Broadway Theater that should present itself to PCPA. The initial term of the Agreement was 5 years, with extension options for three additional subscription seasons by mutual agreement of the parties, subject to renegotiation of financial terms and conditions.

On March 26, 2003 the Commission approved new financial terms and conditions for the next 5 seasons, which begin in the 2003/04.

Proposal: The Broadway Series promoters wish to offer a series of family shows in conjunction with their Broadway season. A family show is defined as a show approximately 1 ½ hours in length, with subject matter appealing primarily to children and with a maximum ticket price of \$35. PCPA staff have negotiated terms and conditions to govern family shows that reflect the goals as set forth in the PCPA strategic plan, help promote more family show type business at PCPA facilities and work towards keeping ticket pricing at the lowest price point possible.

Financial Impact: Approximately \$30,000 in rent and user fees annually-assuming 3 family shows a year and an average of 5 performances per show. This does not include ancillary revenue such as food and beverage or merchandising.

Recommendation: Staff recommends approval of the Broadway Series terms and conditions as reflected in Exhibit A and authorization of the General Manager to prepare an amendment with the approved terms and conditions and sign on behalf of the Commission.

Resolution 03-20
Exhibit A

FAMILY SHOWS PROPOSAL

RENT:

One performance day	\$2,800
Two performance day	\$4,000
Three performance day	\$5,800
Load-In/rehearsal day:	\$2,000

There is an annual season CPI increase not to exceed 3%.

USER'S FEE:

Year 1, 2 and 3

Under \$20	\$1.00
\$20-\$25	\$1.25
\$25-\$30	\$1.50
\$30-\$35	\$1.75

User fee capped at \$1.75.

Year 4 and 5

Under \$20	\$1.25
\$20-\$25	\$1.50
\$25-\$30	\$1.75
\$30-\$35	\$2.00

User fee capped at \$2.00

Family show is defined as a show approximately 1¹/₂ hours in length, with subject matter appealing primarily to children and with a ticket price that does not exceed \$35.

HOUSE PACKAGE

House package includes: Admissions staff, house manager, stage door security, engineer, custodial cleanup, extra charges such as spotlights, gels, etc. (excepting phones).

- One performance: \$1,900
- Two-performance day: \$3,800
- Three-performance day: \$5,700

Annual cost increase of CPI, not to exceed 3%.