

**METROPOLITAN EXPOSITION RECREATION COMMISSION**

**Resolution No. 21-04**

To Approve the Facility Rental Rates for the Fiscal Years 2022 - 2024 at the Portland Expo Center (Expo).

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

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

**BE IT THEREFORE RESOLVED**, that the Commission approves the Expo's facility rental rates for fiscal years 2022 - 2024 as set forth in Exhibit A.

Passed by the Commission on June 2, 2021.

Approved as to form:

Carrie MacLaren, Metro Attorney

By: \_\_\_\_\_

Nathan A. S. Sykes, Deputy Metro Attorney

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Nathan Sykes

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Karis Stoudamire-Phillips

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Secretary/Treasurer

## MERC Staff Report

**Agenda Item:** To Approve the Facility Rental Rates for the Fiscal Years 2022 - 2024 at the Portland Expo Center

**Resolution No.:** 21-04

**Presented By:** Alicia Crawford Loos

**Date:** June 2, 2021

### **Background and Analysis:**

As previously described at the MERC Commission meeting held on April 4, 2018, the Portland Expo Center facility rates undergo full review and evaluation every three years. Our most recent review of industry rental rates of comparable venues has been completed and we have determined that the Expo Center remains very competitive in the region, while still offering a significant value to a diverse group of users, community businesses, groups as well as corporate functions.

In keeping with this methodology, staff has reviewed the previously approved the fiscal years 2020 & 2021 rate detail and has provided a schedule of rental rates for fiscal years 2022 - 2024 for your consideration. Overall, this allows for an average 3 percent increase for exhibit halls and an average 4 percent increase for outdoor exhibition space. It also includes our standard multi-hall discounts. This year, we also completed an analysis of our commercial rental rates for storage agreements for internal and external partners. We feel these rate increases are prudent to drive top sales revenues into the future.

Additionally, the sales department will continue utilizing the standard discount and yield management policies previously approved by the Commission in FY18 in order to support new and developing events as we build back from the COVID-19 Pandemic. There will be a particular focus on promoter development of diverse community event offerings. This ensures that the Expo Center remains competitive while providing high public benefit for promoters, small business owners and community/non-profit groups. These techniques are to be used at the discretion of the Sales & Marketing Manager and with the approval of the Expo Center Executive Director.

Lastly, the Portland Expo Center would like to change the rental policy that allows up to 3 move-in/out days at no charge. We are proposing that the amount of free move-in days be reduced from 3 days to 2 days for all non-premiere clients for FY22-24. This will maximize operational and calendar efficiencies for the facility and account for additional utility recovery for load-in/out days.

**Fiscal Impact:** This action anticipates an overall increase in rental revenues through focused attention on combination hall discounting, multi-year pricing procedures and standard room rental increases of 3-4 percent per year from FY2022 to FY2024. In FY19, these strategies produced over **\$425,000 in new event revenues.**

**Recommendation:** Staff recommends that the Metropolitan Exposition Recreation Commission approve the Portland Expo Center facility rental rates as presented for fiscal years 2022 - 2024.

**Attachments to Resolution and/or Staff Report:** Attachment A Rental Rates and Discount Package.

**Recommendation:** Staff recommends that the Metropolitan Exposition-Recreation Commission adopt Resolution 21-04, Portland Expo Center Rental Rates for fiscal years 2022 and 2024.

## Attachment A

## FY 2022 Facility Rental Rates / Ticketed

Locations	Fiscal Year FY21	Percent Increase <i>Total with Discount</i>	Dollar Increase <i>Total with Discount</i>	Total Without Discount <i>based on rounded total</i>	Total With Discount	Percent Discount <i>Total without Discount</i>	Dollar Discount <i>Total without Discount</i>	Square Footage	Cost Per Square Footage
<b>Combination Exhibit Halls Based on Percent Discount</b>									
ABCDE	21,468	3.06%	656	27,655	22,124	20.00%	5,531	333,000	0.066
ACDE	19,484	3.06%	596	25,100	20,080	20.00%	5,020	292,500	0.069
CDE	18,033	3.06%	552	21,865	18,585	15.00%	3,280	240,000	0.077
ABCD	15,278	3.06%	468	17,495	15,746	10.00%	1,750	216,000	0.073
DE	15,417	3.07%	473	17,655	15,890	10.00%	1,766	180,000	0.088
ABC	9,220	3.04%	280	10,000	9,500	5.00%	500	144,000	0.066
AC	6,864	3.04%	209	7,445	7,073	5.00%	372	108,000	0.065
AB	5,339	3.02%	162	5,790	5,501	5.00%	290	84,000	0.065

Locations	Fiscal Year FY21	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
<b>Exhibit Halls</b>									
A	3,140	3.00%	94	3,234	3,235	3.03%	95	48,000	0.067
B	2,480	3.00%	74	2,554	2,555	3.02%	75	36,000	0.071
C	4,085	3.00%	123	4,208	4,210	3.06%	125	60,000	0.070
D1	3,430	3.00%	103	3,533	3,535	3.06%	105	36,000	0.098
D2	3,430	3.00%	103	3,533	3,535	3.06%	105	36,000	0.098
D	6,860	3.00%	206	7,066	7,070	3.06%	210	72,000	0.098
E1	4,930	3.00%	148	5,078	5,080	3.04%	150	54,000	0.094
E2	4,930	3.00%	148	5,078	5,080	3.04%	150	54,000	0.094
E	9,860	3.00%	296	10,156	10,160	3.04%	300	108,000	0.094
<b>Meeting Rooms</b>									
D101	180	3.00%	5	185	185	2.78%	5	494	0.374
D102	155	3.00%	5	160	160	3.23%	5	330	0.485
D101-2	335	3.00%	10	345	345	2.99%	10	824	0.419
D201	450	3.00%	14	464	465	3.33%	15	1,300	0.358
D202	245	3.00%	7	252	255	4.08%	10	784	0.325
D203	245	3.00%	7	252	255	4.08%	10	812	0.314
D204	245	3.00%	7	252	255	4.08%	10	784	0.325
D205/ Expo Board Room	185	3.00%	6	191	190	2.70%	5	204	0.931
D202-3	490	3.00%	15	505	510	4.08%	20	1,596	0.320
D202-4	735	3.00%	22	757	765	4.08%	30	2,380	0.321
D203-4	490	3.00%	15	505	510	4.08%	20	1,596	0.320
D201-4	1,185	3.00%	36	1,221	1,230	3.80%	45	3,680	0.334
D201-5	1,370	3.00%	41	1,411	1,420	3.65%	50	3,884	0.366
E101	190	3.00%	6	196	195	2.63%	5	525	0.371
E102	220	3.00%	7	227	225	2.27%	5	600	0.375
E101-2	410	3.00%	12	422	420	2.44%	10	1,125	0.373

Locations	Fiscal Year FY21	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
<b>Miscellaneous</b>									
Connector	410	3.00%	12	422	425	3.66%	15	4,500	0.094
East Hall	900	0.00%	-	900	900	0.00%	-	4,400	0.205
A Lobby	540	3.00%	16	556	550	1.85%	10	4,400	0.125
A Lounge	250	0.00%	-	250	250	0.00%	-	1,500	0.167
D Lobby	2,315	3.00%	69	2,384	2,385	3.02%	70	6,400	0.373
D Lounge	640	3.00%	19	659	660	3.13%	20	1,240	0.532
E Lobby	2,610	3.00%	78	2,688	2,700	3.45%	90	7,200	0.375
<b>Parking Lots</b>									
All Parking Lots	18,480			19,285	19,285	4.36%	805	803,556	0.024
Boneyard	400			412	415	3.75%	15	16,000	0.026
Lower Parking Lot 1 East	1,685			1,759	1,760	4.45%	75	73,300	0.024
Lower Parking Lot 1 West	3,190			3,326	3,325	4.23%	135	138,600	0.024
Lower Parking Lot 1	4,875			5,086	5,085	4.31%	210	211,900	0.024
Lower Parking Lot 2	2,255			2,352	2,350	4.21%	95	98,000	0.024
Lower Parking Lot 3	3,380			3,528	3,530	4.44%	150	147,000	0.024
Lower Parking Lot 1-2	7,130			7,438	7,440	4.35%	310	309,900	0.024
Lower Parking Lot 1-2-3	10,510			10,966	10,965	4.33%	455	456,900	0.024
Lower Parking Lot 1W-2	5,440			5,678	5,680	4.41%	240	236,600	0.024
Lower Parking Lot 1W-2-3	8,820			9,206	9,205	4.37%	385	383,600	0.024
Upper Parking Lot 1	1,980			2,064	2,065	4.29%	85	86,000	0.024
Upper Parking Lot 2	995			1,037	1,035	4.02%	40	43,200	0.024
Upper Parking Lot 3	910			950	950	4.40%	40	39,600	0.024
Upper Parking Lot 4	4,090			4,269	4,270	4.40%	180	177,856	0.024
Upper Parking Lot 4 South	480			504	505	5.21%	25	21,000	0.024
Upper Parking Lot 1-2	2,970			3,101	3,100	4.38%	130	129,200	0.024
Upper Parking Lot 2-3	1,905			1,987	1,985	4.20%	80	82,800	0.024
Upper Parking Lot 1-2-3	3,880			4,051	4,050	4.38%	170	168,800	0.024
Upper Parking Lot 1-2-3-4	7,970			8,320	8,320	4.39%	350	346,656	0.024
Upper Parking Lot Plaza	400			415	415	3.75%	15	11,300	0.026

Parking Rate increased to \$.024 per sq. ft. in FY22 due to market analysis.

## FY 22 Facility Rental Rates / Non-Ticketed

Locations	Fiscal Year FY21	Percent Increase <i>Total with Discount</i>	Dollar Increase <i>Total with Discount</i>	Total Without Discount	Total With Discount	Percent Discount <i>Total without Discount</i>	Dollar Discount <i>Total without Discount</i>	Square Footage	Cost Per Square Footage
<b>Combination Exhibit Halls</b>									
<b>Based on Percent Discount</b>									
ABCDE	25,220	3.01%	760	32,475	25,980	20.00%	6,495	333,000	0.078
ACDE	22,920	3.02%	692	29,515	23,612	20.00%	5,903	292,500	0.081
CDE	21,080	3.02%	638	25,550	21,718	15.00%	3,833	240,000	0.090
ABCD	17,546	3.00%	526	20,080	18,072	10.00%	2,008	216,000	0.084
DE	17,964	3.03%	545	20,565	18,509	10.00%	2,057	180,000	0.103
ABC	10,987	2.98%	328	11,910	11,315	5.00%	596	144,000	0.079
AC	8,256	2.99%	247	8,950	8,503	5.00%	448	108,000	0.079
AB	6,389	2.97%	190	6,925	6,579	5.00%	346	84,000	0.078

Locations	Fiscal Year FY21	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
<b>Exhibit Halls</b>									
A	3,850	3.00%	116	3,966	3,965	2.99%	115	48,000	0.083
B	2,875	3.00%	86	2,961	2,960	2.96%	85	36,000	0.082
C	4,840	3.00%	145	4,985	4,985	3.00%	145	60,000	0.083
D1	3,965	3.00%	119	4,084	4,085	3.03%	120	36,000	0.113
D2	3,965	3.00%	119	4,084	4,085	3.03%	120	36,000	0.113
D	7,930	3.00%	238	8,168	8,170	3.03%	240	72,000	0.113
E1	5,810	3.00%	174	5,984	5,985	3.01%	175	54,000	0.111
E2	5,810	3.00%	174	5,984	5,985	3.01%	175	54,000	0.111
E	11,620	3.00%	349	11,969	11,970	3.01%	350	108,000	0.111
<b>Meeting Rooms</b>									
D101	180	3.00%	5	185	185	2.78%	5	494	0.374
D102	155	3.00%	5	160	160	3.23%	5	330	0.485
D101-2	335	3.00%	10	345	345	2.99%	10	824	0.419
D201	450	3.00%	14	464	465	3.33%	15	1300	0.358
D202	245	3.00%	7	252	255	4.08%	10	784	0.325
D203	245	3.00%	7	252	255	4.08%	10	784	0.325
D204	245	3.00%	7	252	255	4.08%	10	784	0.325
D205	185	3.00%	6	191	190	2.70%	5	204	0.931
D202-3	490	3.00%	15	505	510	4.08%	20	1568	0.325
D202-4	735	3.00%	22	757	765	4.08%	30	2352	0.325
D203-4	490	3.00%	15	505	510	4.08%	20	1568	0.325
D201-4	1,185	3.00%	36	1,221	1,230	3.80%	45	3652	0.337
D201-5	1,370	3.00%	41	1,411	1,420	3.65%	50	3856	0.368
E101	190	3.00%	6	196	195	2.63%	5	525	0.371
E102	220	3.00%	7	227	225	2.27%	5	600	0.375
E101-2	410	3.00%	12	422	420	2.44%	10	1125	0.373

Locations	Fiscal Year FY21	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
<b>Miscellaneous</b>									
Connector	410	3.00%	12	422	425	3.66%	15	4,500	0.094
East Hall	900	3.00%	27	927	900	0.00%	-	4,400	0.205
A Lobby	540	3.00%	16	556	550	1.85%	10	4,400	0.125
A Lounge	250	3.00%	8	258	250	0.00%	-	1,500	0.167
D Lobby	2,315	3.00%	69	2,384	2,385	3.02%	70	6,400	0.373
D Lounge	640	3.00%	19	659	660	3.13%	20	1,240	0.532
E Lobby	2,610	3.00%	78	2,688	2,700	3.45%	90	7,200	0.375
<b>Parking Lots</b>									
All Parking Lots	18,480			19,285	19,285	4.36%	805	803,556	0.024
Boneyard	400			412	415	3.75%	15	16,000	0.026
Lower Parking Lot 1 East	1,685			1,759	1,760	4.45%	75	73,300	0.024
Lower Parking Lot 1 West	3,190			3,326	3,325	4.23%	135	138,600	0.024
Lower Parking Lot 1	4,875			5,086	5,085	4.31%	210	211,900	0.024
Lower Parking Lot 2	2,255			2,352	2,350	4.21%	95	98,000	0.024
Lower Parking Lot 3	3,380			3,528	3,530	4.44%	150	147,000	0.024
Lower Parking Lot 1-2	7,130			7,438	7,440	4.35%	310	309,900	0.024
Lower Parking Lot 1-2-3	10,510			10,966	10,965	4.33%	455	456,900	0.024
Lower Parking Lot 1W-2	5,440			5,678	5,680	4.41%	240	236,600	0.024
Lower Parking Lot 1W-2-3	8,820			9,206	9,205	4.37%	385	383,600	0.024
Upper Parking Lot 1	1,980			2,064	2,065	4.29%	85	86,000	0.024
Upper Parking Lot 2	995			1,037	1,035	4.02%	40	43,200	0.024
Upper Parking Lot 3	910			950	950	4.40%	40	39,600	0.024
Upper Parking Lot 4	4,090			4,269	4,270	4.40%	180	177,856	0.024
Upper Parking Lot 4 South	480			504	505	5.21%	25	21,000	0.024
Upper Parking Lot 1-2	2,970			3,101	3,100	4.38%	130	129,200	0.024
Upper Parking Lot 2-3	1,905			1,987	1,985	4.20%	80	82,800	0.024
Upper Parking Lot 1-2-3	3,880			4,051	4,050	4.38%	170	168,800	0.024
Upper Parking Lot 1-2-3-4	7,970			8,320	8,320	4.39%	350	346,656	0.024
Upper Parking Lot Plaza	400			415	415	3.75%	15	11,300	0.026

Parking Rate increased to \$.024 per sq. ft. in FY22 due to market analysis.

## FY 23 Facility Rental Rates / Ticketed

Locations	Fiscal Year FY22	Percent Increase <i>Total with Discount</i>	Dollar Increase <i>Total with Discount</i>	Total Without Discount <i>based on rounded total</i>	Total With Discount	Percent Discount <i>Total without Discount</i>	Dollar Discount <i>Total without Discount</i>	Square Footage	Cost Per Square Footage
<b>Combination Exhibit Halls Based on Percent Discount</b>									
ABCDE	22,124	2.97%	656	28,495	22,796	20.00%	5,699	333,000	0.068
ACDE	20,080	2.97%	596	25,865	20,692	20.00%	5,173	292,500	0.071
CDE	18,585	2.97%	552	22,535	19,155	15.00%	3,380	240,000	0.080
ABCD	15,746	3.03%	477	18,025	16,223	10.00%	1,803	216,000	0.075
DE	15,890	2.98%	473	18,200	16,380	10.00%	1,820	180,000	0.091
ABC	9,500	2.95%	280	10,295	9,780	5.00%	515	144,000	0.068
AC	7,073	2.95%	209	7,665	7,282	5.00%	383	108,000	0.067
AB	5,501	2.93%	161	5,960	5,662	5.00%	298	84,000	0.067

Locations	Fiscal Year FY22	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
<b>Exhibit Halls</b>									
A	3,235	3.00%	97	3,332	3,330	2.94%	95	48,000	0.069
B	2,555	3.00%	77	2,632	2,630	2.94%	75	36,000	0.073
C	4,210	3.00%	126	4,336	4,335	2.97%	125	60,000	0.072
D1	3,535	3.00%	106	3,641	3,645	3.11%	110	36,000	0.101
D2	3,535	3.00%	106	3,641	3,645	3.11%	110	36,000	0.101
D	7,070	3.00%	212	7,282	7,290	3.11%	220	72,000	0.101
E1	5,080	3.00%	152	5,232	5,235	3.05%	155	54,000	0.097
E2	5,080	3.00%	152	5,232	5,235	3.05%	155	54,000	0.097
E	10,160	3.00%	305	10,465	10,470	3.05%	310	108,000	0.097
<b>Meeting Rooms</b>									
D101	185	3.00%	6	191	190	2.70%	5	494	0.385
D102	160	3.00%	5	165	165	3.13%	5	330	0.500
D101-2	345	3.00%	10	355	355	2.90%	10	824	0.431
D201	465	3.00%	14	479	480	3.23%	15	1,300	0.369
D202	255	3.00%	8	263	265	3.92%	10	784	0.338
D203	255	3.00%	8	263	265	3.92%	10	812	0.326
D204	255	3.00%	8	263	265	3.92%	10	784	0.338
D205/ Expo Board Room	190	3.00%	6	196	195	2.63%	5	204	0.956
D202-3	510	3.00%	15	525	530	3.92%	20	1,596	0.332
D202-4	765	3.00%	23	788	795	3.92%	30	2,380	0.334
D203-4	510	3.00%	15	525	530	3.92%	20	1,596	0.332
D201-4	1,230	3.00%	37	1,267	1,275	3.66%	45	3,680	0.346
D201-5	1,420	3.00%	43	1,463	1,470	3.52%	50	3,884	0.378
E101	195	3.00%	6	201	200	2.56%	5	525	0.381
E102	225	3.00%	7	232	230	2.22%	5	600	0.383
E101-2	420	3.00%	13	433	430	2.38%	10	1,125	0.382

Locations	Fiscal Year FY22	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
<b>Miscellaneous</b>									
Connector	425	3.00%	13	438	440	3.53%	15	4,500	0.098
East Hall	900	0.00%	-	900	900	0.00%	-	4,400	0.205
A Lobby	550	3.00%	17	567	565	2.73%	15	4,400	0.128
A Lounge	250	3.00%	8	258	260	4.00%	10	1,500	0.173
D Lobby	2,385	3.00%	72	2,457	2,455	2.94%	70	6,400	0.384
D Lounge	660	3.00%	20	680	680	3.03%	20	1,240	0.548
E Lobby	2,700	3.00%	81	2,781	2,780	2.96%	80	7,200	0.386
<b>Parking Lots</b>									
All Parking Lots	19,285			20,089	20,090	4.17%	805	803,556	0.025
Boneyard	415			416	420	1.20%	5	16,000	0.026
Lower Parking Lot 1 East	1,760			1,833	1,835	4.26%	75	73,300	0.025
Lower Parking Lot 1 West	3,325			3,465	3,465	4.21%	140	138,600	0.025
Lower Parking Lot 1	5,085			5,298	5,300	4.23%	215	211,900	0.025
Lower Parking Lot 2	2,350			2,450	2,450	4.26%	100	98,000	0.025
Lower Parking Lot 3	3,530			3,675	3,675	4.11%	145	147,000	0.025
Lower Parking Lot 1-2	7,440			7,748	7,745	4.10%	305	309,900	0.025
Lower Parking Lot 1-2-3	10,965			11,423	11,425	4.20%	460	456,900	0.025
Lower Parking Lot 1W-2	5,680			5,915	5,915	4.14%	235	236,600	0.025
Lower Parking Lot 1W-2-3	9,205			9,590	9,590	4.18%	385	383,600	0.025
Upper Parking Lot 1	2,065			2,150	2,150	4.12%	85	86,000	0.025
Upper Parking Lot 2	1,035			1,080	1,080	4.35%	45	43,200	0.025
Upper Parking Lot 3	950			990	990	4.21%	40	39,600	0.025
Upper Parking Lot 4	4,270			4,446	4,445	4.10%	175	177,856	0.025
Upper Parking Lot 4 South	505			525	525	3.96%	20	21,000	0.025
Upper Parking Lot 1-2	3,100			3,230	3,230	4.19%	130	129,200	0.025
Upper Parking Lot 2-3	1,985			2,070	2,070	4.28%	85	82,800	0.025
Upper Parking Lot 1-2-3	4,050			4,220	4,220	4.20%	170	168,800	0.025
Upper Parking Lot 1-2-3-4	8,320			8,666	8,665	4.15%	345	346,656	0.025
Upper Parking Lot Plaza	415			416	420	1.20%	5	11,300	0.026

Parking Rate increased to \$.025 per sq. ft. in FY23 due to market analysis.

## FY 23 Facility Rental Rates / Non-Ticketed

Locations	Fiscal Year FY22	Percent Increase <i>Total with Discount</i>	Dollar Increase <i>Total with Discount</i>	Total Without Discount	Total With Discount	Percent Discount <i>Total without Discount</i>	Dollar Discount <i>Total without Discount</i>	Square Footage	Cost Per Square Footage
<b>Combination Exhibit Halls</b>									
<b>Based on Percent Discount</b>									
ABCDE	25,980	3.03%	788	33,460	26,768	20.00%	6,692	333,000	0.080
ACDE	23,612	3.03%	716	30,410	24,328	20.00%	6,082	292,500	0.083
CDE	21,718	3.03%	658	26,325	22,376	15.00%	3,949	240,000	0.093
ABCD	18,072	3.04%	549	20,690	18,621	10.00%	2,069	216,000	0.086
DE	18,509	3.04%	562	21,190	19,071	10.00%	2,119	180,000	0.106
ABC	11,315	3.02%	342	12,270	11,657	5.00%	614	144,000	0.081
AC	8,503	3.01%	256	9,220	8,759	5.00%	461	108,000	0.081
AB	6,579	3.03%	199	7,135	6,778	5.00%	357	84,000	0.081

Locations	Fiscal Year FY22	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
<b>Exhibit Halls</b>									
A	3,965	3.00%	119	4,084	4,085	3.03%	120	48,000	0.085
B	2,960	3.00%	89	3,049	3,050	3.04%	90	36,000	0.085
C	4,985	3.00%	150	5,135	5,135	3.01%	150	60,000	0.086
D1	4,085	3.00%	123	4,208	4,210	3.06%	125	36,000	0.117
D2	4,085	3.00%	123	4,208	4,210	3.06%	125	36,000	0.117
D	8,170	3.00%	245	8,415	8,420	3.06%	250	72,000	0.117
E1	5,985	3.00%	180	6,165	6,165	3.01%	180	54,000	0.114
E2	5,985	3.00%	180	6,165	6,165	3.01%	180	54,000	0.114
E	11,970	3.00%	359	12,329	12,330	3.01%	360	108,000	0.114
<b>Meeting Rooms</b>									
D101	185	3.00%	6	191	190	2.70%	5	494	0.385
D102	160	3.00%	5	165	165	3.13%	5	330	0.500
D101-2	345	3.00%	10	355	355	2.90%	10	824	0.431
D201	465	3.00%	14	479	480	3.23%	15	1,300	0.369
D202	255	3.00%	8	263	265	3.92%	10	784	0.338
D203	255	3.00%	8	263	265	3.92%	10	812	0.326
D204	255	3.00%	8	263	265	3.92%	10	784	0.338
D205	190	3.00%	6	196	195	2.63%	5	204	0.956
D202-3	510	3.00%	15	525	530	3.92%	20	1,596	0.332
D202-4	765	3.00%	23	788	795	3.92%	30	2,380	0.334
D203-4	510	3.00%	15	525	530	3.92%	20	1,596	0.332
D201-4	1,230	3.00%	37	1,267	1,275	3.66%	45	3,680	0.346
D201-5	1,420	3.00%	43	1,463	1,470	3.52%	50	3,884	0.378
E101	195	3.00%	6	201	200	2.56%	5	525	0.381
E102	225	3.00%	7	232	230	2.22%	5	600	0.383
E101-2	420	3.00%	13	433	430	2.38%	10	1,125	0.382

Locations	Fiscal Year FY22	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
<b>Miscellaneous</b>									
Connector	425	3.00%	13	438	440	3.53%	15	4,500	0.098
East Hall	900	0.00%	-	900	900	0.00%	-	4,400	0.205
A Lobby	550	3.00%	17	567	565	2.73%	15	4,400	0.128
A Lounge	250	3.00%	8	258	260	4.00%	10	1,500	0.173
D Lobby	2,385	3.00%	72	2,457	2,455	2.94%	70	6,400	0.384
D Lounge	660	3.00%	20	680	680	3.03%	20	1,240	0.548
E Lobby	2,700	3.00%	81	2,781	2,780	2.96%	80	7,200	0.386
<b>Parking Lots</b>									
All Parking Lots	19,285			20,089	20,090	4.17%	805	803,556	0.025
Boneyard	415			416	420	1.20%	5	16,000	0.026
Lower Parking Lot 1 East	1,760			1,833	1,835	4.26%	75	73,300	0.025
Lower Parking Lot 1 West	3,325			3,465	3,465	4.21%	140	138,600	0.025
Lower Parking Lot 1	5,085			5,298	5,300	4.23%	215	211,900	0.025
Lower Parking Lot 2	2,350			2,450	2,450	4.26%	100	98,000	0.025
Lower Parking Lot 3	3,530			3,675	3,675	4.11%	145	147,000	0.025
Lower Parking Lot 1-2	7,440			7,748	7,745	4.10%	305	309,900	0.025
Lower Parking Lot 1-2-3	10,965			11,423	11,425	4.20%	460	456,900	0.025
Lower Parking Lot 1W-2	5,680			5,915	5,915	4.14%	235	236,600	0.025
Lower Parking Lot 1W-2-3	9,205			9,590	9,590	4.18%	385	383,600	0.025
Upper Parking Lot 1	2,065			2,150	2,150	4.12%	85	86,000	0.025
Upper Parking Lot 2	1,035			1,080	1,080	4.35%	45	43,200	0.025
Upper Parking Lot 3	950			990	990	4.21%	40	39,600	0.025
Upper Parking Lot 4	4,270			4,446	4,445	4.10%	175	177,856	0.025
Upper Parking Lot 4 South	505			525	525	3.96%	20	21,000	0.025
Upper Parking Lot 1-2	3,100			3,230	3,230	4.19%	130	129,200	0.025
Upper Parking Lot 2-3	1,985			2,070	2,070	4.28%	85	82,800	0.025
Upper Parking Lot 1-2-3	4,050			4,220	4,220	4.20%	170	168,800	0.025
Upper Parking Lot 1-2-3-4	8,320			8,666	8,665	4.15%	345	346,656	0.025
Upper Parking Lot Plaza	415			416	420	1.20%	5	11,300	0.026

Parking Rate increased to \$.025 per sq. ft. in FY23 due to market analysis.

FY 24 Facility Rental Rates / Ticketed

Locations	Fiscal Year FY23	Percent Increase <i>Total with Discount</i>	Dollar Increase <i>Total with Discount</i>	Total Without Discount <i>based on rounded total</i>	Total With Discount	Percent Discount <i>Total without Discount</i>	Dollar Discount <i>Total without Discount</i>	Square Footage	Cost Per Square Footage
<b>Combination Exhibit Halls Based on Percent Discount</b>									
ABCDE	22,796	2.88%	657	29,350	23,480	20.00%	5,870	333,000	0.071
ACDE	20,692	2.88%	596	26,640	21,312	20.00%	5,328	292,500	0.073
CDE	19,155	2.88%	552	23,210	19,729	15.00%	3,482	240,000	0.082
ABCD	16,223	3.02%	490	18,570	16,713	10.00%	1,857	216,000	0.077
DE	16,380	2.89%	473	18,745	16,871	10.00%	1,875	180,000	0.094
ABC	9,780	3.01%	294	10,605	10,075	5.00%	530	144,000	0.070
AC	7,282	3.00%	218	7,895	7,500	5.00%	395	108,000	0.069
AB	5,662	3.02%	171	6,140	5,833	5.00%	307	84,000	0.069

Locations	Fiscal Year FY23	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
<b>Exhibit Halls</b>									
A	3,330	3.00%	100	3,430	3,430	3.00%	100	48,000	0.071
B	2,630	3.00%	79	2,709	2,710	3.04%	80	36,000	0.075
C	4,335	3.00%	130	4,465	4,465	3.00%	130	60,000	0.074
D1	3,645	3.00%	109	3,754	3,755	3.02%	110	36,000	0.104
D2	3,645	3.00%	109	3,754	3,755	3.02%	110	36,000	0.104
D	7,290	3.00%	219	7,509	7,510	3.02%	220	72,000	0.104
E1	5,235	3.00%	157	5,392	5,390	2.96%	155	54,000	0.100
E2	5,235	3.00%	157	5,392	5,390	2.96%	155	54,000	0.100
E	10,470	3.00%	314	10,784	10,780	2.96%	310	108,000	0.100
<b>Meeting Rooms</b>									
D101	190	3.00%	6	196	195	2.63%	5	494	0.395
D102	165	3.00%	5	170	170	3.03%	5	330	0.515
D101-2	355	3.00%	11	366	365	2.82%	10	824	0.443
D201	480	3.00%	14	494	495	3.13%	15	1,300	0.381
D202	265	3.00%	8	273	275	3.77%	10	784	0.351
D203	265	3.00%	8	273	275	3.77%	10	812	0.339
D204	265	3.00%	8	273	275	3.77%	10	784	0.351
D205/ Expo Board Room	195	3.00%	6	201	200	2.56%	5	204	0.980
D202-3	530	3.00%	16	546	550	3.77%	20	1,596	0.345
D202-4	795	3.00%	24	819	825	3.77%	30	2,380	0.347
D203-4	530	3.00%	16	546	550	3.77%	20	1,596	0.345
D201-4	1,275	3.00%	38	1,313	1,320	3.53%	45	3,680	0.359
D201-5	1,470	3.00%	44	1,514	1,520	3.40%	50	3,884	0.391
E101	200	3.00%	6	206	205	2.50%	5	525	0.390
E102	230	3.00%	7	237	235	2.17%	5	600	0.392
E101-2	430	3.00%	13	443	440	2.33%	10	1,125	0.391

Locations	Fiscal Year FY23	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
<b>Miscellaneous</b>									
Connector	440	3.00%	13	453	455	3.41%	15	4,500	0.101
East Hall	900	0.00%	-	900	900	0.00%	-	4,400	0.205
A Lobby	565	3.00%	17	582	580	2.65%	15	4,400	0.132
A Lounge	260	3.00%	8	268	270	3.85%	10	1,500	0.180
D Lobby	2,455	3.00%	74	2,529	2,530	3.05%	75	6,400	0.395
D Lounge	680	3.00%	20	700	700	2.94%	20	1,240	0.565
E Lobby	2,780	3.00%	83	2,863	2,865	3.06%	85	7,200	0.398
<b>Parking Lots</b>									
All Parking Lots	20,090			20,089	20,090	0.00%	-	803,556	0.025
Boneyard	420			416	420	0.00%	-	16,000	0.026
Lower Parking Lot 1 East	1,835			1,833	1,835	0.00%	-	73,300	0.025
Lower Parking Lot 1 West	3,465			3,465	3,465	0.00%	-	138,600	0.025
Lower Parking Lot 1	5,300			5,298	5,300	0.00%	-	211,900	0.025
Lower Parking Lot 2	2,450			2,450	2,450	0.00%	-	98,000	0.025
Lower Parking Lot 3	3,675			3,675	3,675	0.00%	-	147,000	0.025
Lower Parking Lot 1-2	7,745			7,748	7,745	0.00%	-	309,900	0.025
Lower Parking Lot 1-2-3	11,425			11,423	11,425	0.00%	-	456,900	0.025
Lower Parking Lot 1W-2	5,915			5,915	5,915	0.00%	-	236,600	0.025
Lower Parking Lot 1W-2-3	9,590			9,590	9,590	0.00%	-	383,600	0.025
Upper Parking Lot 1	2,150			2,150	2,150	0.00%	-	86,000	0.025
Upper Parking Lot 2	1,080			1,080	1,080	0.00%	-	43,200	0.025
Upper Parking Lot 3	990			990	990	0.00%	-	39,600	0.025
Upper Parking Lot 4	4,445			4,446	4,445	0.00%	-	177,856	0.025
Upper Parking Lot 4 South	525			525	525	0.00%	-	21,000	0.025
Upper Parking Lot 1-2	3,230			3,230	3,230	0.00%	-	129,200	0.025
Upper Parking Lot 2-3	2,070			2,070	2,070	0.00%	-	82,800	0.025
Upper Parking Lot 1-2-3	4,220			4,220	4,220	0.00%	-	168,800	0.025
Upper Parking Lot 1-2-3-4	8,665			8,666	8,665	0.00%	-	346,656	0.025
Upper Parking Lot Plaza	420			416	420	0.00%	-	11,300	0.026

Parking Rate maintained at \$.025 per sq. ft. in FY24 due to market analysis.



FY 24 Facility Rental Rates / Non-Ticketed

Locations	Fiscal Year FY23	Percent Increase <i>Total with Discount</i>	Dollar Increase <i>Total with Discount</i>	Total Without Discount	Total With Discount	Percent Discount <i>Total without Discount</i>	Dollar Discount <i>Total without Discount</i>	Square Footage	Cost Per Square Footage
<b>Combination Exhibit Halls</b>									
<b>Based on Percent Discount</b>									
ABCDE	26,768	3.03%	812	34,475	27,580	20.00%	6,895	333,000	0.083
ACDE	24,328	3.03%	736	31,330	25,064	20.00%	6,266	292,500	0.086
CDE	22,376	3.02%	676	27,120	23,052	15.00%	4,068	240,000	0.096
ABCD	18,621	3.04%	567	21,320	19,188	10.00%	2,132	216,000	0.089
DE	19,071	3.02%	576	21,830	19,647	10.00%	2,183	180,000	0.109
ABC	11,657	3.05%	356	12,645	12,013	5.00%	632	144,000	0.083
AC	8,759	3.04%	266	9,500	9,025	5.00%	475	108,000	0.084
AB	6,579	6.21%	408	7,355	6,987	5.00%	368	84,000	0.083

Locations	Fiscal Year FY23	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
<b>Exhibit Halls</b>									
A	4,085	3.00%	123	4,208	4,210	3.06%	125	48,000	0.088
B	3,050	3.00%	92	3,142	3,145	3.11%	95	36,000	0.087
C	5,135	3.00%	154	5,289	5,290	3.02%	155	60,000	0.088
D1	4,210	3.00%	126	4,336	4,335	2.97%	125	36,000	0.120
D2	4,210	3.00%	126	4,336	4,335	2.97%	125	36,000	0.120
D	8,420	3.00%	253	8,673	8,675	3.03%	255	72,000	0.120
E1	6,165	3.00%	185	6,350	6,350	3.00%	185	54,000	0.118
E2	6,165	3.00%	185	6,350	6,350	3.00%	185	54,000	0.118
E	12,330	3.00%	370	12,700	12,700	3.00%	370	108,000	0.118
<b>Meeting Rooms</b>									
D101	190	3.00%	6	196	195	2.63%	5	494	0.395
D102	165	3.00%	5	170	170	3.03%	5	330	0.515
D101-2	355	3.00%	11	366	365	2.82%	10	824	0.443
D201	480	3.00%	14	494	495	3.13%	15	1300	0.381
D202	265	3.00%	8	273	275	3.77%	10	784	0.351
D203	265	3.00%	8	273	275	3.77%	10	784	0.351
D204	265	3.00%	8	273	275	3.77%	10	784	0.351
D205	195	3.00%	6	201	200	2.56%	5	204	0.980
D202-3	530	3.00%	16	546	550	3.77%	20	1568	0.351
D202-4	795	3.00%	24	819	825	3.77%	30	2352	0.351
D203-4	530	3.00%	16	546	550	3.77%	20	1568	0.351
D201-4	1,275	3.00%	38	1,313	1,320	3.53%	45	3652	0.361
D201-5	1,470	3.00%	44	1,514	1,520	3.40%	50	3856	0.394
E101	200	3.00%	6	206	205	2.50%	5	525	0.390
E102	230	3.00%	7	237	235	2.17%	5	600	0.392
E101-2	430	3.00%	13	443	440	2.33%	10	1125	0.391

Locations	Fiscal Year FY23	Percentage Increase	Dollar Increase	Total with Increase	Total Rounded	Percentage Increase	Dollar Increase	Square Footage	Cost Per Square Footage
<b>Miscellaneous</b>									
Connector	440	3.00%	13	453	455	3.41%	15	4,500	0.101
East Hall	900	0.00%	-	900	900	0.00%	-	4,400	0.205
A Lobby	565	3.00%	17	582	580	2.65%	15	4,400	0.132
A Lounge	260	3.00%	8	268	270	3.85%	10	1,500	0.180
D Lobby	2,455	3.00%	74	2,529	2,530	3.05%	75	6,400	0.395
D Lounge	680	3.00%	20	700	700	2.94%	20	1,240	0.565
E Lobby	2,780	3.00%	83	2,863	2,865	3.06%	85	7,200	0.398
<b>Parking Lots</b>									
All Parking Lots	20,090			20,089	20,090	0.00%	-	803,556	0.025
Boneyard	420			416	420	0.00%	-	16,000	0.026
Lower Parking Lot 1 East	1,835			1,833	1,835	0.00%	-	73,300	0.025
Lower Parking Lot 1 West	3,465			3,465	3,465	0.00%	-	138,600	0.025
Lower Parking Lot 1	5,300			5,298	5,300	0.00%	-	211,900	0.025
Lower Parking Lot 2	2,450			2,450	2,450	0.00%	-	98,000	0.025
Lower Parking Lot 3	3,675			3,675	3,675	0.00%	-	147,000	0.025
Lower Parking Lot 1-2	7,745			7,748	7,745	0.00%	-	309,900	0.025
Lower Parking Lot 1-2-3	11,425			11,423	11,425	0.00%	-	456,900	0.025
Lower Parking Lot 1W-2	5,915			5,915	5,915	0.00%	-	236,600	0.025
Lower Parking Lot 1W-2-3	9,590			9,590	9,590	0.00%	-	383,600	0.025
Upper Parking Lot 1	2,150			2,150	2,150	0.00%	-	86,000	0.025
Upper Parking Lot 2	1,080			1,080	1,080	0.00%	-	43,200	0.025
Upper Parking Lot 3	990			990	990	0.00%	-	39,600	0.025
Upper Parking Lot 4	4,445			4,446	4,445	0.00%	-	177,856	0.025
Upper Parking Lot 4 South	525			525	525	0.00%	-	21,000	0.025
Upper Parking Lot 1-2	3,230			3,230	3,230	0.00%	-	129,200	0.025
Upper Parking Lot 2-3	2,070			2,070	2,070	0.00%	-	82,800	0.025
Upper Parking Lot 1-2-3	4,220			4,220	4,220	0.00%	-	168,800	0.025
Upper Parking Lot 1-2-3-4	8,665			8,666	8,665	0.00%	-	346,656	0.025
Upper Parking Lot Plaza	420			416	420	0.00%	-	11,300	0.026

Parking Rate to be maintained at \$.025 per sq. ft. in FY24 due to market analysis.

**Expo Center Storage Rates:**

- Internal Partner Storage Rate:
  - Current Monthly Rate - \$0.31 per sq. ft.
  - Proposed Monthly Rate - \$0.34 per sq. ft.
  
- External Partner Storage Rate:
  - Current Monthly Rate - \$1.00 per sq. ft.
  - Proposed Monthly Rate - \$1.10 per sq. ft.

**Expo Center Discounting Package FY2022 – 2024:**

The following yield-management techniques will be utilized at the discretion of the Sales & Marketing Manager and at the approval of the Expo Center Executive Director in order to maximize revenue at the Portland Expo Center:

- New business booked in the months of December and July – August
  - 25% rental discount for the 1<sup>st</sup> year booked
  - 15% rental discount for 2<sup>nd</sup> year booked
  - 5% rental discount for 3<sup>rd</sup> year booked
  - Discount would go away in the 4<sup>th</sup> year
  
- New business booked on Labor Day or Memorial Day Weekends
  - 30% rental discount in 1<sup>st</sup> year
  - 20% rental discount in 2<sup>nd</sup> year
  - 10 rental discount in 3<sup>rd</sup> year
  - Discount would go away in the 4<sup>th</sup> year
  
- Incentive discount for booking a new consumer/public event – to be used at Executive Director and Expo Sales & Manager’s discretion
  - Same discount as the 1<sup>st</sup> option, but can be applied to any new consumer/public event at any point in the calendar
  - The idea behind this package is based on the idea of diversifying our calendar – example, if comparable venues around the country have a dinosaur show and we don’t, this is how we can entice that type of business to come our way.
  
- Tradeshow incentive rental credit
  - 15% rental credit given for new weekday tradeshow business with food orders over \$30,000 in 1<sup>st</sup> year
  - 10% rental credit given for new weekday tradeshow business with food orders over \$30,000 in 2<sup>nd</sup> year
  - 5% rental credit given for new weekday tradeshow business with food orders over \$30,000 in 3<sup>rd</sup> year
  - Rental credit would go away in 4<sup>th</sup> year