
MERC Commission Meeting

August 3, 2022
12:30 pm

Zoom Virtual Meeting

Metro respects civil rights

Metro fully complies with Title VI of the Civil Rights Act of 1964 and related statutes that ban discrimination. If any person believes they have been discriminated against regarding the receipt of benefits or services because of race, color, national origin, sex, age or disability, they have the right to file a complaint with Metro. For information on Metro's civil rights program, or to obtain a discrimination complaint form, visit www.oregonmetro.gov/civilrights or call 503-813-7514. Metro provides services or accommodations upon request to persons with disabilities and people who need an interpreter at public meetings. If you need a sign language interpreter, communication aid or language assistance, call 503-797-1890 or TDD/TTY 503-797-1804 (8 a.m. to 5 p.m. weekdays) 5 business days before the meeting. All Metro meetings are wheelchair accessible. For up-to-date public transportation information, visit TriMet's website at www.trimet.org.

Thông báo về sự Metro không kỳ thị của

Metro tôn trọng dân quyền. Muốn biết thêm thông tin về chương trình dân quyền của Metro, hoặc muốn lấy đơn khiếu nại về sự kỳ thị, xin xem trong www.oregonmetro.gov/civilrights. Nếu quý vị cần thông dịch viên ra dấu bằng tay, trợ giúp về tiếp xúc hay ngôn ngữ, xin gọi số 503-797-1890 (từ 8 giờ sáng đến 5 giờ chiều vào những ngày thường) trước buổi họp 5 ngày làm việc.

Повідомлення Metro про заборону дискримінації

Metro з повагою ставиться до громадянських прав. Для отримання інформації про програму Metro із захисту громадянських прав або форми скарги про дискримінацію відвідайте сайт www.oregonmetro.gov/civilrights або Якщо вам потрібен перекладач на зборах, для задоволення вашого запиту зателефонуйте за номером 503-797-1890 з 8.00 до 17.00 у робочі дні за п'ять робочих днів до зборів.

Metro 的不歧视公告

尊重民權。欲瞭解Metro民權計畫的詳情，或獲取歧視投訴表，請瀏覽網站 www.oregonmetro.gov/civilrights。如果您需要口譯方可參加公共會議，請在會議召開前5個營業日撥打503-797-1890（工作日上午8點至下午5點），以便我們滿足您的要求。

Ogeysiiska takooris la'aanta ee Metro

Metro waxay ixtiraamtaa xuquuqda madaniga. Si aad u heshid macluumaad ku saabsan barnaamijka xuquuqda madaniga ee Metro, ama aad u heshid warqadda ka cabashada takoorista, booqo www.oregonmetro.gov/civilrights. Haddii aad u baahan tahay turjubaan si aad uga qaybqaadatid kullan dadweyne, wac 503-797-1890 (8 gallinka hore illaa 5 gallinka dambe maalmaha shaqada) shan maalmo shaqa ka hor kullanka si loo tixgaliyo codsashadaada.

Metro의 차별 금지 관련 통지서

Metro의 시민권 프로그램에 대한 정보 또는 차별 항의서 양식을 얻으려면, 또는 차별에 대한 불만을 신고 할 수 www.oregonmetro.gov/civilrights. 당신의 언어 지원이 필요한 경우, 회의에 앞서 5 영업일 (오후 5시 주중에 오전 8시) 503-797-1890를 호출합니다.

Metroの差別禁止通知

Metroでは公民権を尊重しています。Metroの公民権プログラムに関する情報について、または差別苦情フォームを入手するには、www.oregonmetro.gov/civilrights。までお電話ください。公開会議で言語通訳を必要とされる方は、Metroがご要請に対応できるよう、公開会議の5営業日前までに503-797-1890（平日午前8時～午後5時）までお電話ください。

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ការគោរពសិទ្ធិពលរដ្ឋរបស់ ។ សំរាប់ព័ត៌មានអំពីកម្មវិធីសិទ្ធិពលរដ្ឋរបស់ Metro
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www.oregonmetro.gov/civilrights។
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Metro یشعار بعلیه مېیز من

تحتزم Metro الحقوق المدنية. للمزيد من المعلومات حول برنامج Metro لحقوق ووقال مدنية أو لإبداء شكوى
ضالت مېيزي رجي زيارة الموقع الإلكتروني www.oregonmetro.gov/civilrights. إن كنت بحاجة
إلى مساعدة في اللغة، يجب عليك الاتصال مقدم بربرق لهاتف 503-797-1890 من الساعة 8 صباحاً حتى
الساعة 5 مساءً، أيام الاثنين إلى الجمعة قبل خمسة (5) أيام عمل من موعد الاجتماع.

Paunawa ng Metro sa kawalan ng diskriminasyon

Iginagalang ng Metro ang mga karapatang sibil. Para sa impormasyon tungkol sa programa ng Metro sa mga karapatang sibil, o upang makakuha ng porma ng reklamo sa diskriminasyon, bisitahin ang www.oregonmetro.gov/civilrights. Kung kailangan ninyo ng interpreter ng wika sa isang pampublikong pulong, tumawag sa 503-797-1890 (8 a.m. hanggang 5 p.m. Lunes hanggang Biyernes) lima araw ng trabaho bago ang pulong upang mapagbigyan ang inyong kahilingan. Notificación de no discriminación de Metro.

Notificación de no discriminación de Metro

Metro respeta los derechos civiles. Para obtener información sobre el programa de derechos civiles de Metro o para obtener un formulario de reclamo por discriminación, ingrese a www.oregonmetro.gov/civilrights. Si necesita asistencia con el idioma, llame al 503-797-1890 (de 8:00 a. m. a 5:00 p. m. los días de semana) 5 días laborales antes de la asamblea.

Уведомление о недопущении дискриминации от Metro

Metro уважает гражданские права. Узнать о программе Metro по соблюдению гражданских прав и получить форму жалобы о дискриминации можно на веб-сайте www.oregonmetro.gov/civilrights. Если вам нужен переводчик на общественном собрании, оставьте свой запрос, позвонив по номеру 503-797-1890 в рабочие дни с 8:00 до 17:00 и за пять рабочих дней до даты собрания.

Avizul Metro privind nediscriminarea

Metro respectă drepturile civile. Pentru informații cu privire la programul Metro pentru drepturi civile sau pentru a obține un formular de reclamație împotriva discriminării, vizitați www.oregonmetro.gov/civilrights. Dacă aveți nevoie de un interpret de limbă la o ședință publică, sunați la 503-797-1890 (între orele 8 și 5, în timpul zilelor lucrătoare) cu cinci zile lucrătoare înainte de ședință, pentru a putea să vă răspunde în mod favorabil la cerere.

Metro txoj kev ntxub ntxaug daim ntauw ceeb toom

Metro tributes cai. Rau cov lus qhia txog Metro txoj cai kev pab, los yog kom sau ib daim ntauw tsis txaus siab, mus saib www.oregonmetro.gov/civilrights. Yog hais tias koj xav tau lus kev pab, hu rau 503-797-1890 (8 teev saww ntxov txog 5 teev tsaun ntu) weekdays) 5 hnub ua hauj lwu ua ntej ntauw lub rooj sib tham.





Metropolitan Exposition Recreation Commission



Meeting Agenda

August 3, 2022
12:30 to 2:30 p.m.
Zoom | Webinar ID: 862 6226 6378

Karis Stoudamire-Phillips
Chair

John Erickson
Vice chair

Deidra Krys-Rusoff
Secretary-treasurer

Damien Hall

Dañel Malán

David Martinez

Deanna Palm

12:30 p.m. Call to Order and Roll Call

12:35 Citizen Communication

12:40 Commission / Council Liaison Communications

12:45 General Manager Communications
Steve Faulstick

12:55 Metro COO Communications
Marissa Madrigal

1:05 Financial Update
Will Norris

1:10 p.m. Venue Business Reports
Matthew P. Rotchford, Craig Stroud, Robyn Williams

1:30 Consent Agenda

- Record of MERC Actions June 1, 2022

1:35 p.m. Expo Development Opportunity Study Update
Giyen Kim and Jaime Mathis

MERC Commission Meeting

August 3, 2022
12:30 pm

Financial Report

Memorandum

Date: August 3rd, 2022
To: Commissioner Karis Stoudamire-Phillips, Chair
Commissioner John Erickson, Vice Chair
Commissioner Deidra Kryz-Rusoff, Secretary-Treasurer
Commissioner Damien Hall
Commissioner Dañel Malán
Commissioner David Martinez
Commissioner Deanna Palm
Councilor Christine Lewis
From: Will Norris, MERC Venues Financial Manager
Subject: July 2022 Financial Update

Preliminary Fiscal Year 2022 actuals are now available with only a small number of yearend accruals left to process. Two months of lodging tax remittances attributable to FY2022 stays are yet to be received from the City of Portland and recorded. These tax receipts constitute the biggest difference between Year-to-Date actuals and Forecast Full Year revenues in the attached reports. While existing data provides a high-level of confidence for yearend expectations, it is important to note all figures remain “unaudited” and subject to change.

Additional venue specific information is below:

Oregon Convention Center -

OCC posted a solid fourth quarter for Charges for Services that exceeded prior monthly forecasts. This contributed to total yearend sales of \$17.6 Million. This is a substantial increase from the prior year, but still only 55% of pre-pandemic (FY2019) Charges for Services. OCC Management is quickly rebuilding capacity to meet current demand while remaining cognizant of the volatile revenue environment COVID-19 variants create as well as the growing potential for recession in the next two to three years.

The FY2022 OCC Ending Fund Balance also benefited from a one-time balance transfer of \$2.1 Million from to the closure of the MERC Admin Sub-fund.

Portland's Performing Arts Venues -

P5 similarly experienced a moderate Q4 improvement in Charges for Services as compared to the previous month's forecast. Improvements to operating revenues were overshadowed by the receipt of \$10 Million from a Shuttered Venue Operators Grant. These grant funds are a one-time reimbursement for pandemic operating expenditures. Similar grant funding is not anticipated for future Fiscal Years.



Portland Expo Center -

Actual FY2022 figures tracked closely with prior forecasts. Minor improvements in both Q4 revenues and expenses combined to generate a projected net increase in Ending Fund Balance of \$256 Thousand

MERC Statement of Activity with Annual Budget

Metropolitan Exposition-Recreation Commission

Oregon Convention Center

June 2022

	YTD Actuals		Annual Budget	Year-End Projection				
	June 2022	Year to Date		Q1 - Actuals	Q2 - Actuals	Q3 - Actuals	Q4 - Forecast	Full Year
Operations								
Charges for Services	3,291,633	17,651,011	14,162,411	1,346,268	3,719,840	4,033,262	8,551,641	17,651,011
Local Government Shared Revenues	2,105,249	10,319,898	9,991,245	1,018,918	3,339,561	2,250,242	4,704,647	11,313,369
Contributions from Governments	-	-	-	-	-	-	-	-
Contributions from Private Sources	-	200,000	-	-	-	200,000	-	200,000
Other Financing Sources	-	-	-	-	-	-	-	-
Grants	-	2,640	-	1,000	300	1,340	-	2,640
Interest Earnings	17,691	100,016	160,000	20,660	24,576	22,156	32,624	100,016
Miscellaneous Revenue	6,709	116,588	9,331	69,641	18,701	5,437	22,810	116,588
Transfers-R	-	2,128,592	-	-	-	2,128,592	-	2,128,592
Total Revenues	5,421,283	30,518,746	24,322,987	2,456,486	7,102,978	8,641,029	13,311,723	31,512,217
Personnel Services	1,044,955	7,812,055	9,380,055	1,452,202	2,110,278	1,897,284	2,352,292	7,812,055
Materials and Services	1,822,514	10,871,618	14,321,726	1,429,566	2,516,298	2,250,217	4,940,538	11,136,618
Capital Outlay	-	-	-	-	-	-	-	-
Transfers-E	444,994	5,339,565	5,339,565	1,334,883	1,334,883	1,334,883	1,334,916	5,339,565
Total Expenditures	3,312,463	24,023,238	29,041,346	4,216,650	5,961,458	5,482,383	8,627,746	24,288,238
Net Operations	2,108,820	6,495,508	(4,718,359)	(1,760,164)	1,141,520	3,158,646	4,683,977	7,223,978
Capital								
Revenues	-	-	2,250,000	-	-	-	-	-
Expenses	12,079	94,092	660,000	-	-	73,710	20,382	94,092
Net Capital	(12,079)	(94,092)	1,590,000	-	-	(73,710)	(20,382)	(94,092)
Change in Fund Balance	2,096,741	6,401,416	(3,128,359)	(1,760,164)	1,141,520	3,084,936	4,663,595	7,129,887
Beginning Fund Balance		12,541,183	8,721,708	12,541,183	10,781,019	11,922,539	15,007,475	12,541,183
Ending Fund Balance		18,942,599	5,593,349	10,781,019	11,922,539	15,007,475	19,671,070	19,671,070

MERC Statement of Activity with Annual Budget

Metropolitan Exposition-Recreation Commission

Portland'5 Centers for the Arts

June 2022

	YTD Actuals		Annual Budget	Year-End Projection				
	June 2022	Year to Date		Q1 - Actuals	Q2 - Actuals	Q3 - Actuals	Q4 - Forecast	Full Year
Operations								
Charges for Services	1,431,300	12,974,618	11,592,646	419,233	3,244,159	4,167,345	5,143,881	12,974,618
Local Government Shared Revenues	476,243	1,534,785	1,332,846	111,722	524,002	246,733	761,260	1,643,717
Contributions from Governments	499,470	1,148,941	1,006,827	-	499,471	150,000	499,470	1,148,941
Contributions from Private Sources	-	-	139,350	-	-	-	-	-
Other Financing Sources	-	-	-	-	-	-	-	-
Grants	10,000,000	10,000,000	-	-	-	-	10,000,000	10,000,000
Interest Earnings	24,779	153,837	71,000	23,285	34,517	46,307	49,729	153,837
Miscellaneous Revenue	3,287	6,916	21,523	4,117	4,419	(64)	(1,556)	6,916
Transfers-R	-	136,794	290,000	72,498	-	64,296	-	136,794
Total Revenues	12,435,078	25,955,892	14,454,192	630,855	4,306,568	4,674,617	16,452,783	26,064,823
Personnel Services	1,090,008	7,319,307	7,526,833	1,104,430	2,067,577	1,825,942	2,321,359	7,319,307
Materials and Services	667,349	6,170,980	6,193,947	1,101,337	2,098,822	1,169,561	1,801,259	6,170,980
Capital Outlay	-	-	-	-	-	-	-	-
Transfers-E	210,834	2,529,964	2,529,964	632,490	632,490	632,490	632,494	2,529,964
Total Expenditures	1,968,191	16,020,251	16,250,744	2,838,257	4,798,889	3,627,993	4,755,111	16,020,251
Net Operations	10,466,888	9,935,641	(1,796,552)	(2,207,403)	(492,321)	1,046,624	11,697,672	10,044,572
Capital								
Revenues	-	726	500,000	310	416	-	-	726
Expenses	306,370	1,219,797	2,360,000	310,569	270,633	368,263	270,333	1,219,797
Net Capital	(306,370)	(1,219,797)	(1,860,000)	(310,259)	(270,217)	(368,263)	(270,333)	(1,219,071)
Change in Fund Balance	10,160,518	8,715,844	(3,656,552)	(2,517,661)	(762,538)	678,361	11,427,339	8,825,501
Beginning Fund Balance		5,786,867	8,721,708	5,786,867	3,269,206	2,506,668	3,185,029	5,786,867
Ending Fund Balance		14,502,711	5,065,156	3,269,206	2,506,668	3,185,029	14,612,368	14,612,368

MERC Statement of Activity with Annual Budget

Metropolitan Exposition-Recreation Commission

Portland Expo Center

June 2022

	YTD Actuals		Annual Budget	Year-End Projection				
	June 2022	Year to Date		Q1 - Actuals	Q2 - Actuals	Q3 - Actuals	Q4 - Forecast	Full Year
Operations								
Charges for Services	379,956	4,522,260	4,075,557	592,189	853,868	1,757,217	1,318,987	4,522,260
Local Government Shared Revenues	287,500	287,500	287,500	-	-	-	287,500	287,500
Contributions from Governments	-	-	-	-	-	-	-	-
Contributions from Private Sources	-	-	-	-	-	-	-	-
Other Financing Sources	-	-	-	-	-	-	-	-
Grants	-	-	-	-	-	-	-	-
Interest Earnings	1,905	13,339	10,000	3,704	3,935	2,171	3,529	13,339
Miscellaneous Revenue	333	84,722	24,946	608	35,094	24,136	24,884	84,722
Transfers-R	54,174	671,432	820,000	332,498	(7,502)	183,930	162,506	671,432
Total Revenues	723,868	5,579,253	5,218,003	928,999	885,394	1,967,454	1,797,406	5,579,253
Personnel Services	142,912	1,363,847	1,858,270	226,408	361,052	399,398	376,989	1,363,847
Materials and Services	277,147	1,927,186	2,390,218	334,100	519,848	500,042	573,197	1,927,186
Capital Outlay	-	-	-	-	-	-	-	-
Transfers-E	67,519	1,831,562	1,831,562	202,539	1,182,439	202,539	244,045	1,831,562
Total Expenditures	487,578	5,122,595	6,080,050	763,047	2,063,339	1,101,978	1,194,231	5,122,595
Net Operations	236,290	456,658	(862,047)	165,952	(1,177,945)	865,476	603,175	456,658
Capital								
Revenues	-	-	540,000	-	-	-	-	-
Expenses	4,020	200,457	350,000	-	-	196,437	4,020	200,457
Net Capital	(4,020)	(200,457)	190,000	-	-	(196,437)	(4,020)	(200,457)
Change in Fund Balance	232,271	256,202	(672,047)	165,952	(1,177,945)	669,040	599,155	256,202
Beginning Fund Balance - Operating		1,807,172	987,561	1,807,172	1,973,124	795,179	1,464,219	1,807,172
Ending Fund Balance		2,063,374	315,514	1,973,124	795,179	1,464,219	2,063,374	2,063,374

MERC Commission Meeting

August 3, 2022
12:30 pm

Consent Agenda

Metropolitan Exposition Recreation Commission
Record of MERC Commission Actions
June 1, 2022
Virtual Zoom Meeting

Present:	Karis Stoudamire-Phillips, John Erickson, Deidra Krys-Rusoff, Damien Hall, Dañel Malán, David Martinez, Deanna Palm
Absent:	Stoudamire-Phillips was excused for the last half of the meeting.
	A regular meeting of the Metropolitan Exposition Recreation Commission was called to order by Chair Stoudamire-Phillips at 12:32.
1.0	Quorum Confirmed A quorum of Commissioners was present.
2.0	Opportunity for Public Comment on Agenda and Non-Agenda items <ul style="list-style-type: none"> • N/A
3.0	Commission and Council Communications <ul style="list-style-type: none"> • Chair Stoudamire-Phillips shared an update on Expo and the Safe Rest proposal. MERC, Metro and the City are in continued discussions on the topic and MERC remains committed to the process. MERC has received responses to the questions they submitted to the City and are meeting with Metro staff to review them. It was emphasized that this is not a quick decision to make as there are numerous factors to consider. MERC is doing their due diligence, as they are tasked with the economic prosperity and upkeep of our venues. • Chair Stoudamire-Phillips also noted the Expo DOS RFEI will be released later this week. It was highlighted that this project was agreed to over 2 years ago and MERC remains deeply committed that process as well. • Commissioner Malán referred to a recent article stating MERC did not discuss the Expo DOS project at their last May meeting and clarified that the topic was in fact discussed by the Commission. • Commissioner Krys-Rusoff shared that it was wonderful to see OCC full of people inside and out and how important that is to our community. • Councilor Lewis thanked the Chair for her comments on the Safe Rest proposal and noted Councilors continue to hear from constituents and media on the process, and highlighted the urgency they are feeling. Councilor also noted the importance of considering all of the logistics involved in this type of project. Council is currently working on final adoption of the budget, and are currently in the public input section for the regional flexible funds applications for investments in transportation. The 3rd quarter report for the supportive housing services is now available and all 3 counties are on track or surpassing goals.
4.0	GM Communications Steve Faulstick provided the following updates: <ul style="list-style-type: none"> • We have completed second round interviews for the MERC finance manager position, and are working on initial interviews for the venues communications position. • The venues visioning project has been budgeted for FY23 and we are beginning work on the process. The Keller study has been released and we are working with stakeholders to identify the initial scope. • Thanked MERC and venues staff for their continued participation in the Safe Rest conversations.
5.0	Financial Report Brian Kennedy presented an abbreviated financial update. <ul style="list-style-type: none"> • Commissioner Krys-Rusoff requested some additional time on an upcoming agenda to do a deeper dive on the past year's numbers. Kennedy responded that September would be an ideal time to present. • Commissioner Krys-Rusoff requested an update on the TLT. Kennedy responded that we will not know full report details until September, but it appears we are on track with our forecast.

6.0	<p>Venue Business Reports Matthew P. Rotchford, Craig Stroud and Robyn Williams reported on business at the venues during the past month.</p> <ul style="list-style-type: none"> • Commissioner Erickson thanked the directors for their work.
7.0	<p>Consent Agenda</p> <ul style="list-style-type: none"> • Record of MERC Actions, May 4, 2022 <p>A motion was made by Commissioner Palm and seconded by Commissioner Malán, to approve the Consent Agenda.</p> <p>VOTING: AYE: 6 (Erickson, Krys-Rusoff, Hall, Malán, Martinez and Palm) NAY: 0</p> <p>MOTION PASSED</p>
	<p>Action Agenda</p> <ul style="list-style-type: none"> • Resolution 22-06 For the Purpose of Electing Metropolitan Exposition Recreation Commission Officers for Fiscal Year 2022-23. <p>A motion was made by Commissioner Malán, and seconded by Commissioner Palm to approve the Resolution 22-06.</p> <p>VOTING: AYE: 6 (Erickson, Krys-Rusoff, Hall, Malán, Martinez and Palm) NAY: 0</p> <p>Resolution 22-06 APPROVED</p>
	<p>Travel Portland Quarterly Report James Jesse, Angela Nelson and Jeff Miller</p> <ul style="list-style-type: none"> • Commissioner Krys-Rusoff noted future bookings at OCC are down from previous years and asked if that is industry wide or specific to Portland. Jesse responded that the loss of pace is industry wide but noted especially on the west coast. • Commissioner Krys-Rusoff suggested bringing in food carts during larger conventions to off-set some of the closures around the venue, and to possibly reach out to Tri Met for increased security around the center during conventions. • Commissioner Krys-Rusoff asked Miller about discussing the livability buckets and how they may be creating hardships for the venues. • Commissioner Martinez shared appreciation the intentional DEI work and noted the importance of the assessment aspect of that work. On site venue workers were commended for their hard work in building back. • Commissioner Erickson asked how the pick-up by conventions on their original bookings are. Jesse responded that pick-ups are improving but still at about 70-75% of the original level of bookings. • Commissioner Erickson asked about the timeline of hotel openings and how they might affect future bookings. Jesse noted that all hotels are open and currently above the 10,000 rooms mark with an additional 250 rooms on board next year with the completion of the Ritz.
8.0	<p>Expo Development Opportunity Study update Paul Slyman and Giyen Kim</p> <ul style="list-style-type: none"> • No questions were asked.
	<p>As there was no further business to come before the Commission, the meeting was adjourned at 1:59 p.m.</p>

Minutes submitted by Amy Nelson.

MERC Commission Meeting

August 3, 2022
12:30 pm

Expo Development Opportunity
Study Update

Date: July 25, 2022
To: MERC Commissioners
From: Paul Slyman, Project Sponsor
Giyen Kim, Development Project Manager
Subject: Expo Futures: Expo Development Opportunity Study Monthly Update

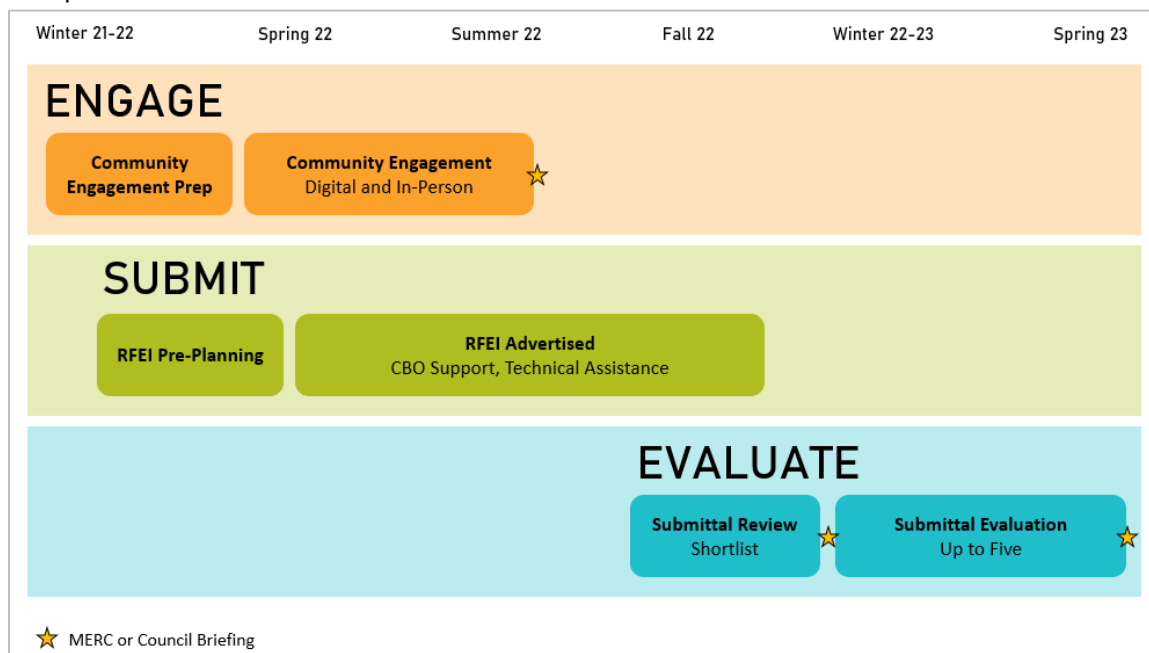
Chair Stoudamire-Phillips, MERC Commissioners, and Councilor Lewis:

July was focused on RFEI process implementation. Giyen, alongside our consultants and our partners at Expo, have been busy meeting with potential developer partners and hosting multiple onsite tours. A special thanks to Expo's Alicia Crawford for being so generous with her time over the past few weeks. We're pleased to share the following progress updates –

Project Staffing Changes

While the core project team remains the same, I wanted to inform you of some transitions on Metro's communications team. Neil Simon, Metro's communications director, has decided to pursue other opportunities at the end of July. Lia Waiwaiole, Metro's internal communications manager, will serve as interim director and guide the communications for this project moving forward. In addition, as you've certainly heard, the new venues communication manager, Carolyn Holcomb, has been hired and will report to Steve Faulstick.

I am pleased to say these changes will not impact the Expo Futures project. Over the past two months, Giyen has been overseeing the work with Jaime Mathis, a strategic communications consultant, to implement the Expo communications plan. We will continue to work with Jaime through the end of the RFEI period.



Project Timeline Progress

1. Engage the community and potential partners

The project team is midway through an 18-week communications strategy with the aim a) to elevate the RFEI opportunity in our region and b) to encourage Metro residents to fill out a public survey that will help us understand what the broader community hopes to see.

As part of our strategy to elevate the RFEI opportunity in our region, Metro is sponsoring the Portland Business Journal's Transformer Awards. During the August 3rd event, Chair Stoudamire-Phillips will get to address an audience of 250 developers and real estate industry professionals to generate additional interest and awareness. As part of this sponsorship, we have also have a full page ad in the event's marketing collateral and real estate journal.

In addition, we've had great success with our online community survey. Our goal was to engage 300 survey participants by the end of August, and we are exceeding our goal by over 50% with still another month to go. The team has been monitoring our social media and outreach strategy each week, pivoting to make gains in underrepresented areas. Jaime's efforts to adjust the plan to ensure a greater diversity of survey respondents have been largely successful. As a result, our demographics have started to shift from more traditional respondents (white women over 40 with incomes over \$100K) – with average age and income trending lower and respondents representing communities of color trending upwards. The online public engagement survey closes on August 30th.

Here are our current engagement metrics:

6854	1683	486	16	13,993
(3652)	(831)	(194)	(9)	(12,256)
Total Website Visits	Unique Website Visitors	# Survey Respondents	Social Media Posts	Social Media Reach

Parenthesis indicates last month's reported numbers.

2. Submit quality proposals for review

As part of the RFEI process, our consulting partners, Cascadia Partners (CP) and the Metro project team, are working in parallel to accomplish three things – a) inform potential partners and developers about RFEI opportunity, b) ensure proposal teams have the tools and technical assistance they need to submit a proposal and c) provide opportunities for proposal teams to partner, especially community-based organizations.

Most of July has been spent engaging with individual developers and proposal teams. Giyen and our consultants, Cascadia Partners, have spoken with 14 potential RFEI respondents. At this juncture, we are seeing trends in proposal types, including upcycling, logistics and industrial, environmentally friendly construction materials, film and events, and sports-related organizations.

In addition, the project team has also engaged with several community-based organizations (CBO) as part of our strategy to identify potential CBOs who may wish to participate as part of the RFEI process. We intend to pair them with developer partners who may be better capitalized and assist with making connections. Given feedback from our initial meetings with a handful of CBOs, we are adjusting our process as we better respond to their needs. As a result, we are currently pivoting to a process that provides more relationship-building and technical assistance. These changes will not impact the overall project budget.

3. **Evaluate** the proposals with Guiding Principles

As you know, our Expo DOS Community Review Process has been established, beginning with a **Completeness Review** by Metro Staff, then a **Financial Review**. Submissions that are complete and contain viable financial information will then be passed to the **Community Review** Committee. We will also seek review of top submittals through our local **Government Partners**, and finally, submittals will be made available to **Tribal Governments** that do not submit an RFEI to get the benefit of their review and feedback.

Giyen continues conducting one-on-one meetings with committee members. In addition, we hosted two review committee tours in July, and it was wonderful to see the members connect with each other and the Expo Center. Given our committee member's summer schedules, we will host another September tour to account for those who could not make one of the July tours.

Giyen also met with Metro Tribal Affairs Advisor Katie McDonald to discuss the Tribal government outreach plan leading up to the close of the RFEI. Our tribal partners have been informed about our RFEI process and opportunity but have not yet articulated the intent to review the proposals.

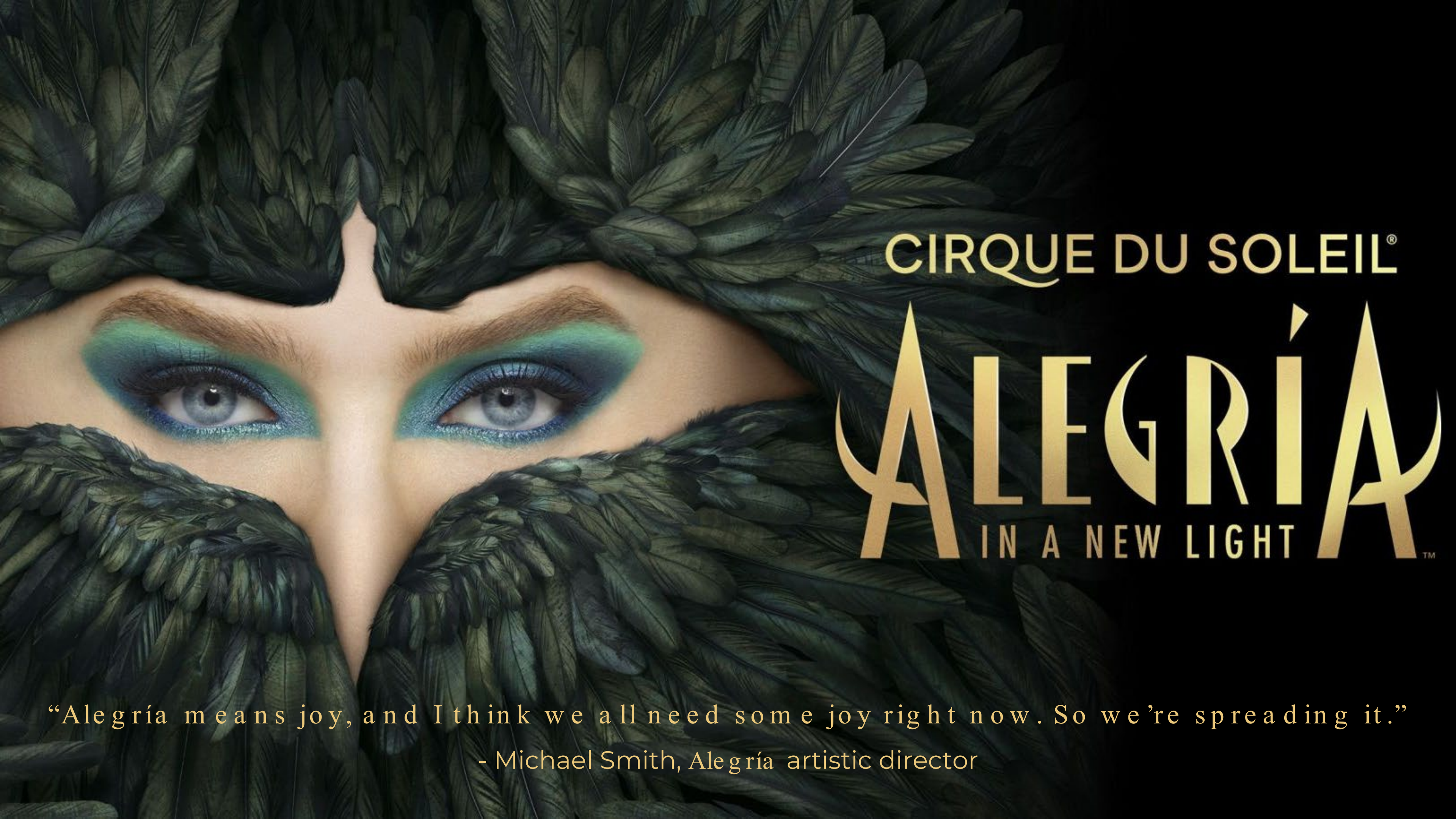
Other Updates

As you know, we adjusted our project schedule slightly earlier this year and as of this writing the project remains on budget. However, we have made some slight adjustments to our scope based on some emerging needs.

In addition, Giyen will be meeting with our partners at the Urban Land Institute at the end of July to start shaping how their work can benefit the Expo Futures project. The initial meeting will be focused on how the Expo DOS project conducted its early engagement strategy and also planning next steps.

Thanks again for your ongoing involvement and interest in this work and please do not hesitate to reach out to us or any members of our Steering Committee or Project Team if you have any questions.

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



CIRQUE DU SOLEIL®

ALEGRÍA™

IN A NEW LIGHT

“Alegría means joy, and I think we all need some joy right now. So we’re spreading it.”

- Michael Smith, Alegría artistic director

INTERMISSION IS OVER

Cirque du Soleil returned to Portland for the first time since 2017 for 40 performances of their iconic show *Alegría*, revamped for a new generation.



WHAT WAS SAID



"Alegría is more than just a suite of impressive tricks: it's a story, and a powerful one at that. Go check it out - you might be surprised."

-The Oregonian



"This production absolutely ruled. I loved it, my child loved it, and I'm planning to buy tickets to go again."

- Portland Mercury



ALEGRÍA BY NUMBERS

7,500



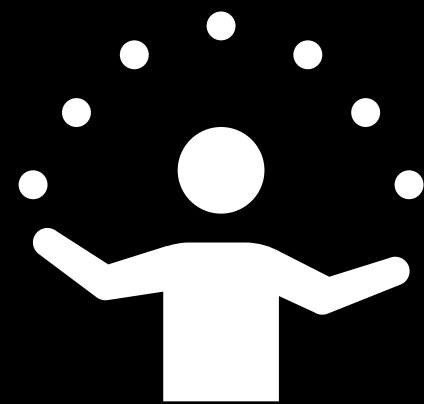
Cans of Ecliptic LIGO IPA Sold

80,000



Attendees during their
Portland Residency

125



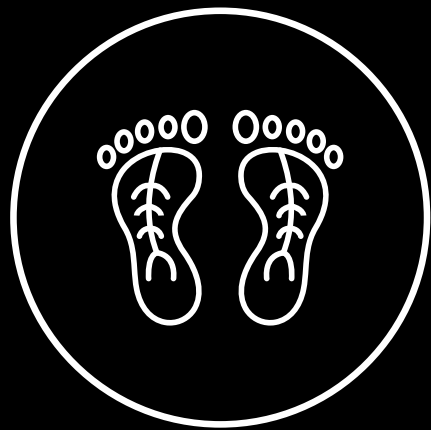
Permanent cast &
crew Members

20



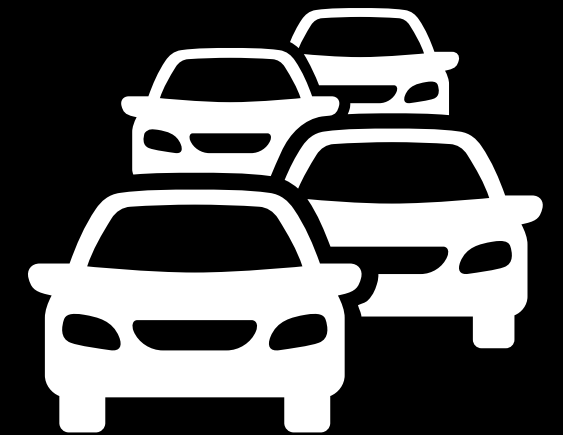
Nationalities
Represented

31%



Reduction in GHG emissions
by connecting directly to
Expo's shore power grid

26,000



Cars Parked at the
Expo Center

EXPO REVENUE

Estimated gross revenue for Cirque du Soleil's

Alegría totaled over \$900,000



\$ 3 6 7 , 0 0 0
PARKING REVENUE



\$ 3 0 2 , 0 0 0
ALCOHOL SALES

\$ 1 8 1 , 0 0 0
FACILITY RENTAL



\$ 9 0 , 0 0 0
BUYOUTS & OTHER
REVENUE



ECONOMIC IMPACT

Cirque du Soleil has an impressive economic impact every time it comes to Portland. The production generates revenue for local businesses such as hotels, restaurants and tourist attractions over its 5 week run.



\$7,000,000
CITY-WIDE
ECONOMIC IMPACT



3,000+
Room Nights for
Cirque employees



12+
LOCAL BUSINESSES
CIRQUE CONTRACTED
WITH DIRECTLY FOR ON
SITE SERVICES



150
LOCALS HIRED TO
SUPPORT
PRODUCTION

COMMUNITY IMPACT

Local partnerships are the backbone of our contract with Cirque du Soleil. During the run of Alegria, we worked closely with Travel Portland, Ecliptic Brewing and Parkside Restaurant to promote local brands.

Additionally, the Expo Center donated 50 tickets to Albertina Kerr, the Dougy Center and the Jeremy Wilson Foundation. Donating tickets has been an important negotiation point in our contract with Cirque in order to give back to our community.



THANK YOU FOR YOUR SUPPORT

We want to thank everyone for their support of bringing Cirque du Soleil back to Portland. Events like these benefit not only the Expo Center and Metro, but local hotels, service providers, restaurants and our entire community.

