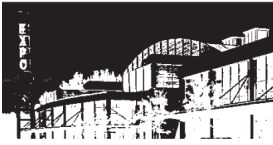

MERC Commission Meeting

August 6, 2014
12:30 pm

Oregon Convention Center
777 NE Martin Luther King Jr. Blvd.
Room C121/122

Revised 8/5/2014



600 NE Grand Ave.
Portland, OR 97232
503-797-1780

www.oregonmetro.gov

**Revised
8/5/2014**

 **Metro** | *Exposition Recreation Commission*

Agenda

Meeting: Metro Exposition Recreation Commission Meeting
Date: Wednesday, August 6, 2014
Time: 12:30 -2:30 p.m.
Place: Oregon Convention Center, Rooms C121-122

CALL TO ORDER

- 12:30 1. QUORUM CONFIRMED**

- 12:35 2. OPPORTUNITY FOR PUBLIC COMMENT ON NON-AGENDA ITEMS**

- 12:40 3. COMMISSION/COUNCIL LIAISON COMMUNICATIONS** Terry Goldman

- 12:45 4. METRO DEPUTY COO COMMUNICATIONS** Scott Robinson
4.1 JUNE 2014 FINANCIAL REPORT, page 2-16

- 12:55 5. FIRST CLOSE FISCAL YEAR 13-14 REPORT** Tim Collier

- 1:05 6. VENUE BUSINESS REPORTS** Matthew P. Rotchford
Robyn Williams
Scott Cruickshank

- 1:20 7. ARAMARK YEAR-END FY14 REPORT** Ed Strong

- 1:40 8. CONSENT AGENDA**
June 4, 2014 Record of MERC Actions, page 18-21
July 9, 2014 Record of MERC Actions, page 22-24
Approval of Ethics Authorization Form for Travel Portland FAM/CAB Event

- 1:45 9. ACTION AGENDA**
9.1 RESOLUTION 14- 24 For the purpose of approving a Second Amendment of the Food and Beverages Operations Agreement with ARAMARK/Giacometti Joint Venture Partnership (Aramark) for the MERC Facilities, page 25-31 Scott Cruickshank

ADJOURN

MERC Commission Meeting

August 6, 2014
12:30 pm

4.1 Financial Report

Date: August 6, 2014

To: Commissioner Terry Goldman, Chair
 Commissioner Cynthia Haruyama, Vice Chair
 Commissioner Judie Hammerstad
 Commissioner Karis Stoudamire-Phillips
 Commissioner Chris Erickson
 Commissioner Elisa Dozono
 Commissioner Ray Leary

From: Ben Rowe – MERC Finance Manager

Re: MERC Financial Information June 2014

MERC Venues Events & Attendance

Total annual MERC Venue events and performances, including Cirque, are down 5% (81), and attendance is down 2% (36,553) compared to FY 2013. Total MERC events and attendance, including Cirque, are both down 19% in the month of June compared to June 2013.

Cirque 2014 included 46 performances, almost 97,000 attendees, and over \$630,500 in gross revenue. Total FY 2014 annual events and attendance are 7% and 9% respectively below the two-year (FYs 12-13) historical average. The Cirque event alone boosted the number of events and attendance in FY 2014 2% and 5% respectively higher than they would have been compared to the two-year historical average.

	2013		2014		Change from Prior Year	
	Events	Attendance	Events	Attendance	Events	Attendance
Total MERC Venues						
Year to Date*	1,660	1,827,521	1,533	1,694,364	(127) (8%)	(133,157) (8%)
Year to Date w/ Cirque	1,660	1,827,521	1,579	1,790,968	(81) (5%)	(36,553) (2%)
First Quarter	283	264,137	225	189,996	(58) (20%)	(74,141) (28%)
Second Quarter	493	497,360	476	527,364	(17) (3%)	30,004, 6%
Third Quarter*	418	621,745	407	563,978	(11) (3%)	(57,767) (9%)
Fourth Quarter*	466	444,279	425	413,026	(41) (10%)	(31,253) (8%)
June	122	94,358	99	76,373	(23) (19%)	(17,985) (19%)

*Excluding Cirque

MERC Venues Revenues & Expense (1st Close)

Total MERC Venue YTD revenues, at 1st close, are 3%, (\$1,440,000) above and total MERC Venue YTD expenses are 6% (\$2,885,000) below budget projections. YTD TLT revenues are \$160,000 (2%) over the prior year and \$123,000 (1%) over budget projections. We expect over \$1 million in additional TLT revenues in July and August as we work through year-end close procedures. MERC revenues are 1% below the prior year to date. MERC revenues are 9% and expenses 5% above the three-year historical average.

Food & Beverage

Food and beverage revenues are \$690,000 (5%) over budget projections, and \$1.7 million (11%) below prior year to date commensurate with YTD attendance. YTD Food & Beverage margins are 4% below the three-year historical average and 6% below the prior YTD. One element influencing this dynamic is that FY 2013 Food & Beverage sales at the Venues were higher than average, most notably at OCC.

Net Operations

Total MERC YTD net operations are \$1.9 million (90%) greater than the three-year historical average, however, \$1.2 million or 23% less than the prior year.

Historical Actual Comparison FY 2011-2013 to FY 2014

	Fiscal Year:	2011	2012	2013	2014	2011-13	% Diff.	% Diff.
Revenues		YTD	YTD	YTD	YTD	Average	Average	2013
Food & Beverage		13,509,066	13,625,011	15,784,720	14,050,438	14,306,265	-2%	-11%
Charges for Services		18,117,087	19,135,691	20,818,578	20,817,961	19,357,119	8%	0%
Lodging Tax		9,044,449	9,627,880	10,243,940	10,403,397	9,638,756	8%	2%
Other		2,995,143	3,206,728	4,746,799	5,898,512	3,649,557	62%	24%
Total Revenue		43,665,745	45,595,311	51,594,036	51,170,307	46,951,697	9%	-1%
Expenses								
Food & Beverage		11,054,172	11,675,824	12,774,024	12,223,867	11,834,673	3%	-4%
Personnel Services		17,212,892	17,202,907	16,558,158	16,320,536	16,991,319	-4%	-1%
Materials & Services		9,728,308	10,157,243	11,782,522	13,500,445	10,556,024	28%	15%
Other		4,370,751	6,722,000	5,289,297	5,111,009	5,460,683	-6%	-3%
Total Expenses		42,366,124	45,757,973	46,404,001	47,155,857	44,842,699	5.2%	1.6%
Net Operations		1,299,621	(162,662)	5,190,035	4,014,451	2,108,998	90%	-23%
Food & Beverage Margins		18%	14%	19%	13%	17%	-4%	-6%

Oregon Convention Center

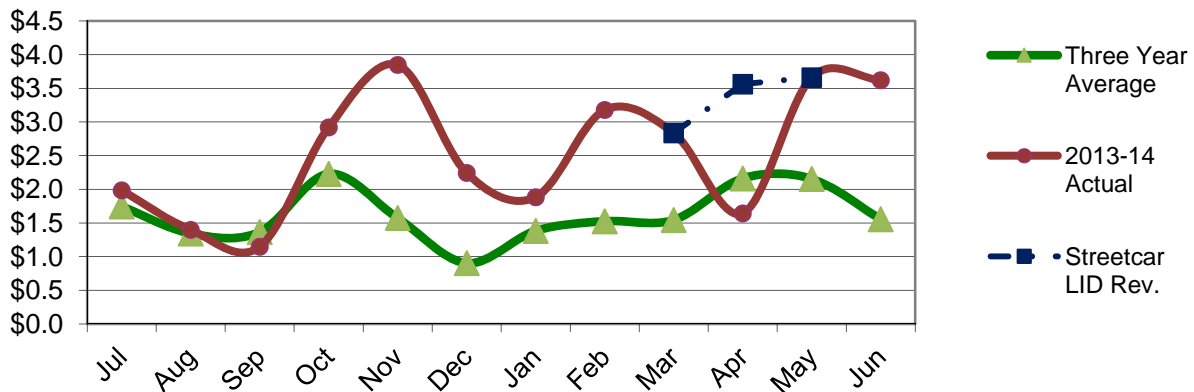
There were 18 less events at OCC in June 2014 than in June 2013. Attendance was 8,500 less in June 2014 over 2013. YTD attendance is 31,500 (5%) less than the prior year. OCC events are 10% and attendance 5% below the two-year historical average. OCC revenues are 3% over and expenses 8% under YTD budget projections. Excluding the Street Car revenue and expense, OCC revenues are \$2.8 million (8.5%) below, and expenses \$1.9 million (7%) below the prior year. OCC June revenues are more than twice the month of June three-year historical average; due to the sizable influx of TLT and VDF allocations. OCC expenditures in June are 30% below the June three-year historical average. OCC received a \$1.9 million inter-fund loan from the General Fund in April and made a corresponding \$1.9 million Portland Street Car Local Improvement District (LID) assessment payment in April as indicated in the graph below. OCC will repay this loan over ten years. OCC Food and Beverage margins are 20% for the month of June and 11.5% YTD, 8% less than the prior year.

Highest Grossing Events

Event	Gross Revenue	% of June Revenue
American Society of Echocardiography 25 th Annual Sessions	\$393,107	32%
2014 Collaborate Marketplace	305,147	25%
EWRI's World Water & Environmental Congress	170,352	14%
Intel Design & Test Technology Conference 2014	64,123	5%
All other Events	296,087	24%
Total	\$1,228,817	100%

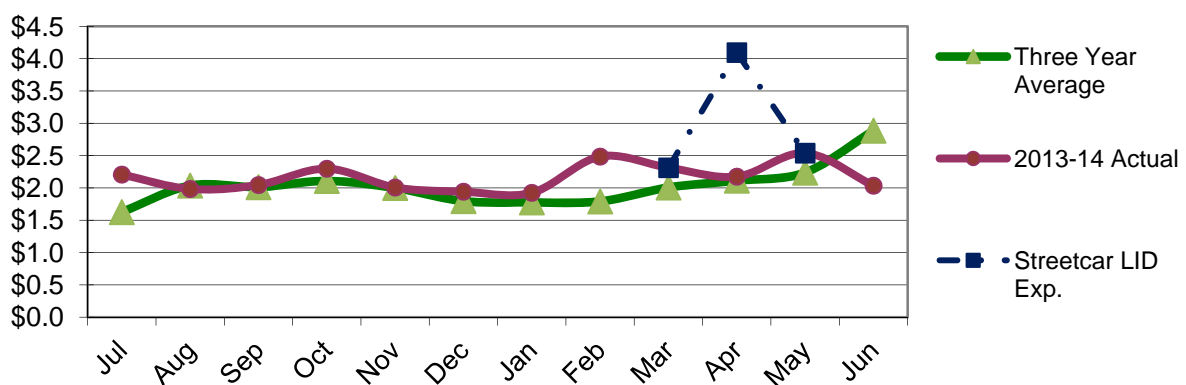
OCC Program Revenues by Month

Shown in Millions



OCC Program Expense by Month

Shown in Millions



Portland's Centers for the Arts

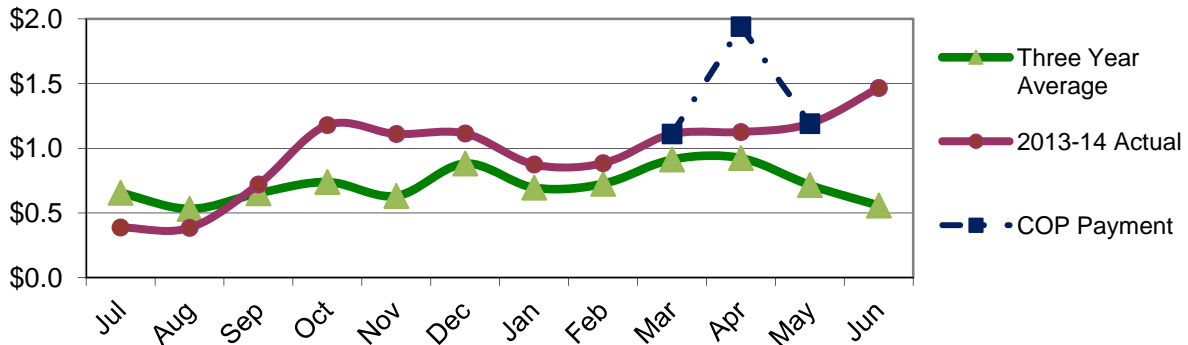
There were 7 less events and 12,000 less attendance at the Portland's Centers for the Arts in June 2014 than in June 2013. Portland's YTD events are 5% and attendance 15% below the previous year. Portland's events are 11% and attendance 20% lower than the two-year historical average. Portland's YTD revenues are 8% above, and expenses 1% above budget projections. Portland's revenues and expenses are 3% above the prior year. Portland's June revenues are 62% and expenses 7% above the month of June three-year historical averages. In April, Portland's received it's approximately \$815,000 annual contribution from the City of Portland (COP) for facility maintenance as indicated in the graph below. Portland's Food and Beverage margins are 19% for the month of June and 18% YTD, 2% lower than the previous year to date.

Highest Grossing Events

Event	Gross Revenue	% of June Revenue
Once	\$230,105	29%
Ira Glass	42,475	5%
Brit Floyd	38,962	5%
Theresa Caputo	37,306	5%
All other Events	446,195	56%
Total	\$795,042	100%

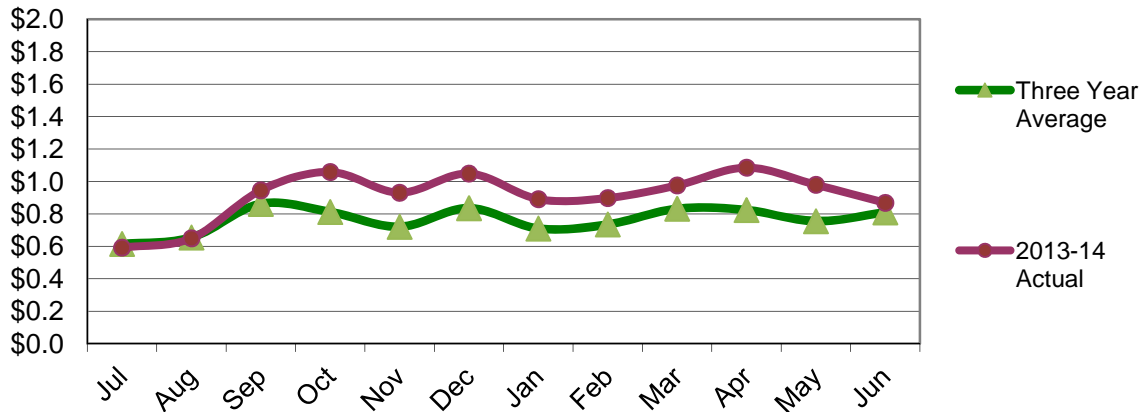
P5CA Program Revenue by Month

Shown in Millions



P5CA Program Expense by Month

Shown in Millions



Portland Expo Center

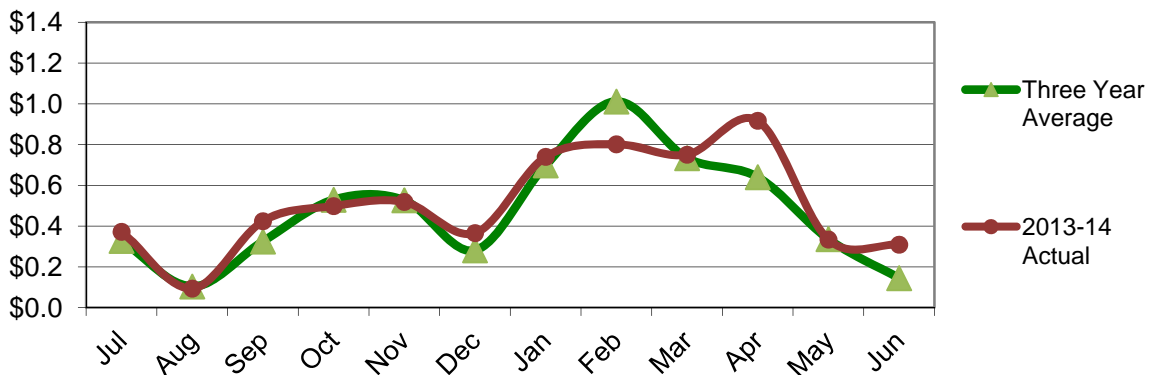
There were 2 more events and 2,600 more attendees at Expo in June than the prior year. Excluding Cirque, total YTD events at Expo was the same as the previous year, and attendance was 60,000 less. Including Cirque, 2014 YTD Expo events were 27% (42) higher than the two-year historical average. However attendance in FY 2014 was 1% (7,000) below the two-year historical average. Expo's June revenues are 41% above the three-year historical average for the month and expenses 18% above the three-year historical June average. Excluding Cirque, Expo revenues are 6% below prior year to date and 4% below the three-year historical average due in large part to the weather events in February. Including Cirque, Expo revenues are 7% above the three-year historical average, however, 7% below YTD budget projections. YTD expenses are 8% below budget projections, 5% higher than the previous year to date, and 15% higher than the three-year historical average. Expo makes its annual debt service payments (\$1.2 million combined) for Hall D in November and May as shown in the graph below. Expo's YTD Food & Beverage margin has dramatically picked up, thanks in large part to Cirque, and is a healthy 15.4% YTD. Expo's Food & Beverage margin for the month of June is 38%.

Highest Grossing Events

Event	Gross Revenue	% of June Revenue
Vans Warped Tour 2014	\$101,908	40%
Collectors West Gun & Knife Show	40,885	16%
Totem by Cirque du Soleil	33,842	13%
Paul Evert's RV County	23,283	9%
All other Events	57,327	22%
Total	\$257,244	100%

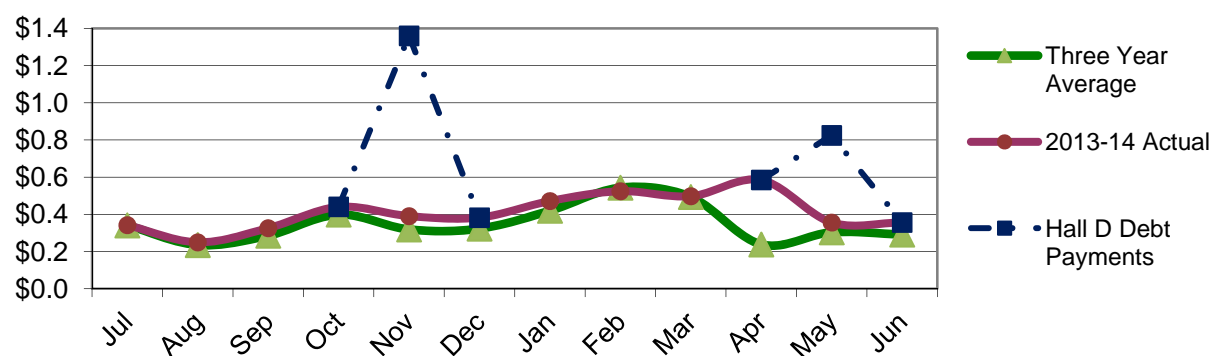
Expo Program Revenue by Month

Shown in Millions



Expo Program Expense by Month

Shown in Millions



MERC Statement of Activity with Annual Budget

Metropolitan Exposition-Recreation Commission

All Departments

June 2014

	Current Month Actual	Current Year to Date Actual	Prior Year to Date Actual	% of Prior Year	Annual Budget	% of Annual Budget
Operations						
Charges for Services	1,386,751	20,817,961	20,818,578	100.00%	19,076,002	109.13%
Contributions from Governments	-	814,794	798,035	102.10%	816,020	99.85%
Enhanced Marketing VDF	450,000	450,000	441,358	101.96%	455,268	98.84%
Food and Beverage Revenue	910,409	14,050,438	15,784,720	89.01%	13,360,725	105.16%
Grants	-	32,422	12,073	268.55%	-	0.00%
Interest Earnings	(32,996)	82,827	99,479	83.26%	76,142	108.78%
Interfund Loans	-	1,919,916	-	0.00%	2,200,000	87.27%
Lodging Tax	619,988	10,403,397	10,243,940	101.56%	10,280,593	101.19%
Miscellaneous Revenue	5,292	95,120	114,815	82.85%	81,805	116.28%
Transfers-R	-	418,633	568,633	73.62%	418,633	100.00%
Visitor Development Fund Alloc	2,084,800	2,084,800	2,712,406	76.86%	2,965,634	70.30%
Total Revenues	5,424,244	51,170,307	51,594,036	99.18%	49,730,822	102.89%
Capital Outlay	-	-	298,992	0.00%	25,000	0.00%
Food & Beverage Services	716,593	12,223,867	12,774,024	95.69%	11,389,704	107.32%
Materials and Services	1,112,648	13,500,445	11,782,522	114.58%	14,408,405	93.70%
Personnel Services	1,269,085	16,320,536	16,558,158	98.56%	17,741,183	91.99%
Transfers-E	240,500	4,661,009	4,548,947	102.46%	5,131,804	90.83%
Visitor Development Marketing	450,000	450,000	441,358	101.96%	1,344,719	33.46%
Total Expenditures	3,788,826	47,155,857	46,404,001	101.62%	50,040,815	94.23%
Net Operations	1,635,418	4,014,451	5,190,035		(309,993)	
Capital						
Contributions from Private Sources	-	85,000	75,000	113.33%	75,000	113.33%
Grants	-	229,460	410,072	55.96%	494,003	46.45%
Lodging Tax	-	-	1,066,283	0.00%	-	0.00%
Miscellaneous Revenue	-	-	10,986	0.00%	-	0.00%
Other Financing Sources	-	5,190	-	0.00%	-	0.00%
Transfers-R	-	-	-	0.00%	-	0.00%
Total Revenues	-	319,650	1,562,340	20.46%	569,003	56.18%
Capital Outlay	751,620	3,483,791	2,499,727	139.37%	5,802,617	60.04%
Total Expenditures	751,620	3,483,791	2,499,727	139.37%	5,802,617	60.04%
Net Capital	(751,620)	(3,164,141)	(937,387)		(5,233,614)	
	883,798	850,310	4,252,649		(5,543,607)	

MERC Statement of Activity with Annual Budget

Metropolitan Exposition-Recreation Commission

Convention Center Operating Fund

June 2014

	Current Month Actual	Current Year to Date Actual	Prior Year to Date Actual	% of Prior Year	Annual Budget	% of Annual Budget
Operations						
<u>Charges for Services</u>	608,026	8,674,381	9,549,810	90.8%	7,749,264	111.9%
<u>Enhanced Marketing VDF</u>	450,000	450,000	441,358	102.0%	455,268	98.8%
<u>Food and Beverage Revenue</u>	628,519	9,972,528	11,727,208	85.0%	9,300,000	107.2%
<u>Grants</u>	-	20,739	-	0.0%	-	0.0%
<u>Interest Earnings</u>	(13,495)	30,541	31,130	98.1%	23,890	127.8%
<u>Interfund Loans</u>	-	1,919,916	-	0.0%	2,200,000	87.3%
<u>Lodging Tax</u>	562,205	9,433,807	8,981,106	105.0%	8,978,088	105.1%
<u>Miscellaneous Revenue</u>	(389)	19,378	23,422	82.7%	11,000	176.2%
<u>Transfers-R</u>	(53,505)	(223,432)	(223,367)	100.0%	(223,432)	100.0%
<u>Visitor Development Fund Alloc</u>	1,439,800	1,439,800	2,081,895	69.2%	2,315,251	62.2%
Total Revenues	3,621,161	31,737,659	32,612,563	97.3%	30,809,329	103.0%
Capital Outlay						
<u>Food & Beverage Services</u>	503,494	8,828,391	9,386,663	94.1%	8,050,225	109.7%
<u>Materials and Services</u>	715,066	8,929,037	7,752,806	115.2%	9,351,393	95.5%
<u>Personnel Services</u>	676,245	8,562,331	8,531,668	100.4%	9,674,777	88.5%
<u>Transfers-E</u>	140,884	1,999,993	1,934,976	103.4%	2,470,795	80.9%
<u>Visitor Development Marketing</u>	-	-	441,358	0.0%	1,330,719	0.0%
Total Expenditures	2,035,689	28,319,752	28,324,156	100.0%	30,877,909	91.7%
Net Operations	1,585,472	3,417,907	4,288,406		(68,580)	
Capital						
<u>Grants</u>	-	-	406,640	0.0%	60,000	0.0%
<u>Miscellaneous Revenue</u>	-	-	10,986	0.0%	-	0.0%
<u>Transfers-R</u>	-	-	90,000	0.0%	615,000	0.0%
Total Revenues	-	-	507,626	0.0%	675,000	0.0%
<u>Capital Outlay</u>	419,063	2,179,452	1,473,754	147.9%	3,424,814	63.6%
Total Expenditures	419,063	2,179,452	1,473,754	147.9%	3,424,814	63.6%
Net Capital	(419,063)	(2,179,452)	(966,129)		(2,749,814)	
12 Month Fund Balance Increase	1,166,409	1,238,455	3,322,277		(2,818,394)	

MERC Statement of Activity with Annual Budget

Metropolitan Exposition-Recreation Commission
Portland's 5 Centers for the Arts Fund

	Current Month Actual	Current Year to Date Actual	Prior Year to Date Actual	% of Prior Year	Annual Budget	% of Annual Budget
Operations						
<u>Charges for Services</u>	599,691	8,087,199	7,405,258	109.2%	6,969,394	116.0%
<u>Contributions from Governments</u>	-	814,794	798,035	102.1%	816,020	99.8%
<u>Food and Beverage Revenue</u>	203,677	2,091,446	2,154,102	97.1%	1,911,562	109.4%
<u>Grants</u>	-	-	12,073	0.0%	-	0.0%
<u>Interest Earnings</u>	(13,352)	37,482	48,489	77.3%	39,420	95.1%
<u>Lodging Tax</u>	57,783	969,590	1,262,834	76.8%	1,302,505	74.4%
<u>Miscellaneous Revenue</u>	5,410	57,720	72,049	80.1%	50,260	114.8%
<u>Transfers-R</u>	(32,384)	(388,603)	(463,750)	83.8%	(388,603)	100.0%
<u>Visitor Development Fund Alloc</u>	645,000	645,000	630,511	102.3%	650,383	99.2%
Total Revenues	1,465,824	12,314,628	11,919,601	103.3%	11,350,941	108.5%
<u>Food & Beverage Services</u>	164,226	1,715,092	1,727,447	99.3%	1,647,214	104.1%
<u>Materials and Services</u>	204,968	2,960,399	2,644,325	112.0%	2,821,985	104.9%
<u>Personnel Services</u>	421,582	5,504,710	5,437,387	101.2%	5,623,884	97.9%
<u>Transfers-E</u>	77,368	1,145,041	1,119,634	102.3%	1,145,036	100.0%
Total Expenditures	868,144	11,325,242	10,928,793	103.6%	11,238,119	100.8%
Net Operations	597,680	989,386	990,808		112,822	
Capital						
<u>Contributions from Private Sources</u>	-	85,000	75,000	113.3%	75,000	113.3%
<u>Grants</u>	-	35,000	3,432	1019.9%	-	0.0%
Total Revenues	-	120,000	78,432	153.0%	75,000	160.0%
<u>Capital Outlay</u>	71,283	407,381	493,423	82.6%	916,000	44.5%
Total Expenditures	71,283	407,381	493,423	82.6%	916,000	44.5%
Net Capital	(71,283)	(287,381)	(414,991)		(841,000)	
12 Month Fund Balance Increase	526,397	702,005	575,817		(728,178)	

MERC Statement of Activity with Annual
Budget
Metropolitan Exposition-Recreation Commission
Expo Fund
June 2014

	Current Month Actual	Current Year to Date Actual	Prior Year to Date Actual	% of Prior Year	Annual Budget	% of Annual Budget
Operations						
Charges for Services	179,042	4,056,364	3,863,510	105.0%	4,357,344	93.1%
Food and Beverage Revenue	78,213	1,986,464	1,903,409	104.4%	2,149,163	92.4%
Grants	-	11,683	-	0.0%	-	0.0%
Interest Earnings	(3,301)	11,072	12,484	88.7%	9,082	121.9%
Miscellaneous Revenue	272	17,867	19,344	92.4%	20,545	87.0%
Transfers-R	(9,323)	(111,875)	(119,249)	93.8%	(111,875)	100.0%
Total Revenues	244,902	5,971,574	5,679,498	105.1%	6,424,259	93.0%
Capital Outlay						
Food & Beverage Services	48,873	1,680,384	1,659,914	101.2%	1,692,265	99.3%
Materials and Services	130,487	1,370,040	1,156,463	118.5%	1,692,146	81.0%
Personnel Services	107,660	1,512,726	1,484,027	101.9%	1,655,148	91.4%
Transfers-E	22,248	1,515,975	1,494,337	101.4%	1,515,973	100.0%
Visitor Development Marketing	-	-	-	0.0%	14,000	0.0%
Total Expenditures	309,269	6,079,125	5,817,048	104.5%	6,594,532	92.2%
Net Operations	(64,367)	(107,550)	(137,549)		(170,273)	
Capital						
Grants	-	194,460	-	0.0%	434,003	44.8%
Other Financing Sources	-	5,190	-	0.0%	-	0.0%
Transfers-R	-	-	270,000	0.0%	165,000	0.0%
Total Revenues	-	199,650	270,000	73.9%	599,003	33.3%
Capital Outlay	20,882	618,827	472,332	131.0%	1,169,003	52.9%
Total Expenditures	20,882	618,827	472,332	131.0%	1,169,003	52.9%
Net Capital	(20,882)	(419,177)	(202,332)		(570,000)	
12 Month Fund Balance Increase	(85,249)	(526,727)	(339,881)		(740,273)	

MERC Statement of Activity with Annual Budget

Metropolitan Exposition-Recreation Commission
MERC Admin Sub Fund
June 2014

	Current Month Actual	Current Year to Date Actual	Prior Year to Date Actual	% of Prior Year	Annual Budget	% of Annual Budget
Operations						
<u>Charges for Services</u>	-	25	(0)	-6578.9%	-	0.0%
<u>Interest Earnings</u>	(2,848)	3,731	7,376	50.6%	3,750	99.5%
<u>Miscellaneous Revenue</u>	-	155	-	0.0%	-	0.0%
<u>Transfers-R</u>	95,212	1,142,543	1,374,999	83.1%	1,142,543	100.0%
Total Revenues	92,364	1,146,454	1,382,375	82.9%	1,146,293	100.0%
Materials and Services						
<u>Materials and Services</u>	41,545	220,388	228,927	96.3%	542,881	40.6%
<u>Personnel Services</u>	63,598	740,768	1,105,077	67.0%	787,374	94.1%
Total Expenditures	105,142	961,156	1,334,004	72.1%	1,330,255	72.3%
Net Operations						
	(12,778)	185,298	48,371		(183,962)	
Capital						
<u>Lodging Tax</u>	-	-	1,066,283	0.0%	-	0.0%
<u>Transfers-R</u>	-	-	(360,000)	0.0%	(780,000)	0.0%
Total Revenues	-	-	706,283	0.0%	(780,000)	0.0%
<u>Capital Outlay</u>	240,391	278,131	60,218	461.9%	292,800	95.0%
Total Expenditures	240,391	278,131	60,218	461.9%	292,800	95.0%
Net Capital						
	(240,391)	(278,131)	646,065		(1,072,800)	
12 Month Fund Balance Increase						
	(253,170)	(92,833)	694,436		(1,256,762)	

MERC Visitor Venues
Events-Performances-Attendance
FY 2013-14

OCC	June 2013		June 2014		Net Change from Prior Year		June 2014	
	Events	Attendance	Events	Attendance	Events	Attendance	Revenue	% of Rev.
Tradeshows/Conventions	9	9,710	7	8,440	(2)	(1,270)	1,049,952	85%
Consumer Public Shows	3	4,790	1	750	(2)	(4,040)	10,667	1%
Miscellaneous					-	-		0%
Miscellaneous -In-House	15	408	8	126	(7)	(282)	78,343	6%
Meetings	15	7,344	13	6,905	(2)	(439)	70,487	6%
Catering	7	2,887	2	351	(5)	(2,536)	19,369	2%
Totals	49	25,139	31	16,572	(18)	(8,567)	\$ 1,228,818	100%

Expo Center	June 2013		June 2014		Net Change from Prior Year		June 2014	
	Events	Attendance	Events	Attendance	Events	Attendance	Revenue	% of Rev.
Consumer Public Shows	2	3,243	3	6,233	1	2,990	73,625	29%
<i>Cirque Du Soleil</i>	-	-	-	-	-	-		0%
Miscellaneous	3	13,507	3	13,102	-	(405)	183,237	71%
Meetings	-	-	1	30	1	30	382	0%
Catering	-	-	-	-	-	-		0%
Tradeshows/Conventions	-	-	-	-	-	-		0%
Totals	5	16,750	7	19,365	2	2,615	\$ 257,244	100%
Totals w/Cirque du Soleil	5	16,750	7	19,365	2	2,615	\$ 257,244	100%

Portland '5	June 2013		June 2014		Net Change from Prior Year		June 2014	
	Performances	Attendance	Performances	Attendance	Performances	Attendance	Revenue	% of Rev.
Commercial (Non-Broadway)	24	16,399	24	13,773	-	(2,626)	278,500	35%
Broadway	12	19,799	8	16,437	(4)	(3,362)	259,717	33%
Resident Company	8	7,446	2	375	(6)	(7,071)	8,180	1%
Student	-	-	-	-	-	-		0%
Non-Profit	21	8,377	25	8,339	4	(38)	226,064	28%
Miscellaneous	3	448	2	1,512	(1)	1,064	22,581	3%
Totals	68	52,469	61	40,436	(7)	(12,033)	\$ 795,042	100%

MERC Visitor Venues
Events-Performances-Attendance
FY 2013-14

	4th quarter 12-13		4th quarter 13-14		Net Change from Prior Year	
	Events	Attendance	Events	Attendance	Events	Attendance
OCC						
Tradeshows/Conventions	26	53,510	17	45,153	(9)	(8,357)
Consumer Public Shows	13	48,502	15	59,666	2	11,164
Miscellaneous	-	-	-	-	-	-
Miscellaneous -In-House	40	868	26	513	(14)	(355)
Meetings	53	16,768	48	21,009	(5)	4,241
Catering	32	14,816	27	12,576	(5)	(2,240)
Totals	164	134,464	133	138,917	(31)	4,453

	4th quarter 12-13		4th quarter 13-14		Net Change from Prior Year	
	Events	Attendance	Events	Attendance	Events	Attendance
Expo Center						
Consumer Public Shows	13	70,817	14	57,624	1	(13,193)
<i>Cirque Du Soleil</i>	-	-	40	82,150	40	82,150
Miscellaneous	5	15,758	7	15,665	2	(93)
Meetings	4	106	4	98	-	(8)
Catering	1	1,275	2	1,210	1	(65)
Tradeshows/Conventions	2	15,546	2	3,730	-	(11,816)
Totals	25	103,502	29	78,327	4	(25,175)
Totals w/Cirque du Soleil	25	103,502	69	160,477	44	56,975

	4th quarter 12-13		4th quarter 13-14		Net Change from Prior Year	
	Performances	Attendance	Performances	Attendance	Performances	Attendance
PCPA						
Commercial (Non-Broadway)	39	38,626	47	33,182	8	(5,444)
Broadway	27	45,661	16	32,428	(11)	(13,233)
Resident Company	74	56,632	66	67,008	(8)	10,376
Student	57	32,732	51	27,494	(6)	(5,238)
Non-Profit	73	31,461	77	33,786	4	2,325
Miscellaneous	7	1,201	6	1,884	(1)	683
Totals	277	206,313	263	195,782	(14)	(10,531)

**MERC Visitor Venues
Events-Performances-Attendance
FY 2013-14**

OCC	Annual		Annual		Net Change from Prior Year	
	Events	Attendance	Events	Attendance	Events	Attendance
Tradeshows/Conventions	91	182,246	78	136,223	(13)	(46,023)
Consumer Public Shows	79	300,113	69	330,579	(10)	30,466
Miscellaneous	-	-	-	-	-	-
Miscellaneous -In-House	183	22,516	131	2,535	(52)	(19,981)
Meetings	164	60,828	155	64,969	(9)	4,141
Catering	83	46,928	86	46,889	3	(39)
Totals	600	612,631	519	581,195	(81)	(31,436)

Expo Center	Annual		Annual		Net Change from Prior Year	
	Events	Attendance	Events	Attendance	Events	Attendance
Consumer Public Shows	49	375,786	53	324,279	4	(51,507)
<i>Cirque Du Soleil</i>	-	-	46	96,604	46	96,604
Miscellaneous	32	25,602	27	27,789	(5)	2,187
Meetings	16	514	17	489	1	(25)
Catering	2	2,214	2	1,210	-	(1,004)
Tradeshows/Conventions	9	25,497	9	15,842	-	(9,655)
Totals	108	429,613	108	369,609	-	(60,004)
Totals w/Cirque du Soleil	108	429,613	154	466,213	46	36,600

PCPA	Annual		Annual		Net Change from Prior Year	
	Performances	Attendance	Performances	Attendance	Performances	Attendance
Commercial (Non-Broadway)	136	135,341	141	133,724	5	(1,617)
Broadway	83	152,563	53	105,035	(30)	(47,528)
Resident Company	265	274,214	223	271,536	(42)	(2,678)
Student	184	96,549	165	94,724	(19)	(1,825)
Non-Profit	249	118,043	286	128,547	37	10,504
Miscellaneous	35	8,567	38	9,994	3	1,427
Totals	952	785,277	906	743,560	(46)	(41,717)

MERC Food and Beverage Margins

June 2014

	Current Month Actual	Current Year to Date	Prior Year to Date Actual	Annual Budget
Convention Center Operating Fund				
Food and Beverage Revenue	628,519	9,972,528	11,727,208	9,300,000
Food & Beverage Services	503,494	8,828,391	9,386,663	8,050,225
Food and Beverage Gross Margin	125,025	1,144,137	2,340,545	1,249,775
Food and Beverage Gross Margin %	19.89%	11.47%	19.96%	13.44%
Portland'5 Centers for the Arts Fund				
Food and Beverage Revenue	203,677	2,091,446	2,154,102	1,911,562
Food & Beverage Services	164,226	1,715,092	1,727,447	1,647,214
Food and Beverage Gross Margin	39,451	376,353	426,655	264,348
Food and Beverage Gross Margin %	19.37%	17.99%	19.81%	13.83%
Expo Fund				
Food and Beverage Revenue	78,213	1,986,464	1,903,409	2,149,163
Food & Beverage Services	48,873	1,680,384	1,659,914	1,692,265
Food and Beverage Gross Margin	29,340	306,080	243,496	456,898
Food and Beverage Gross Margin %	37.51%	15.41%	12.79%	21.26%
MERC Fund Total				
Food and Beverage Revenue	910,409	14,050,438	15,784,720	13,360,725
Food & Beverage Services	716,593	12,223,867	12,774,024	11,389,704
Food and Beverage Gross Margin	193,816	1,826,571	3,010,696	1,971,021
Food and Beverage Gross Margin %	21.29%	13.00%	19.07%	14.75%

MERC Statement of Fund Balances and Reserves

June 2014

	Current Year to Date Actual	Prior Year to Date Actual	Annual Budget
<u>Oregon Convention Center</u>			
Beginning Fund Balance	14,415,732	11,058,549	10,467,977
Fund Balance Inc (Dec)	1,238,455	3,322,277	(2,318,394)
Ending Fund Balance	15,654,187	14,380,826	8,149,583
Contingency - Operating			1,346,726
Contingency - New Capital-Business Strategy			1,415,078
Contingency - Renewal & Replacement			2,584,922
Unappropriated Balance - Stabilization Reserve			260,000
Unappropriated Balance - Renewal & Replacement Reserve			2,542,857
Ending Fund Balance			8,149,583
<u>Portland'5 Centers for the Arts</u>			
Beginning Fund Balance	9,020,155	8,445,301	7,971,363
Fund Balance Inc (Dec)	702,005	575,817	(728,178)
Ending Fund Balance	9,722,160	9,021,118	7,243,185
Contingency - Operating			300,000
Contingency - New Capital-Business Strategy			2,039,685
Contingency - Renewal & Replacement			
Unappropriated Balance - Stabilization Reserve			174,500
Unappropriated Balance - Renewal & Replacement Reserve			4,729,000
Ending Fund Balance			7,243,185
<u>Expo</u>			
Beginning Fund Balance	3,935,352	4,310,142	3,831,492
Fund Balance Inc (Dec)	(526,727)	(339,881)	(736,008)
Ending Fund Balance	3,408,625	3,970,261	3,095,484
Contingency - Operating			364,000
Contingency - New Capital-Business Strategy			2,185,404
Unappropriated Balance - Stabilization Reserve			186,000
Unappropriated Balance - Renewal & Replacement Reserve			360,000
Ending Fund Balance			3,095,404
<u>MERC Administration</u>			
Beginning Fund Balance	3,043,123	2,347,725	1,940,725
Fund Balance Inc (Dec)	92,833	694,436	(1,256,762)
Ending Fund Balance	3,135,956	3,042,161	683,963
Contingency - Operating			(88,627)
Contingency - Other			254,605
Unappropriated Balance - Renewal & Replacement Reserve			517,985
Ending Fund Balance			683,963

MERC Commission Meeting

August 6, 2014
12:30 pm

8.0 Consent Agenda

**Metropolitan Exposition Recreation Commission
Record of MERC Commission Actions**

June 4, 2014
Portland Expo Center, Room D202/203

Present:	Judie Hammerstad (Chair), Chris Erickson, Terry Goldman, Ray Leary
Absent:	Elisa Dozono, Cynthia Haruyama, Karis Stoudamire-Phillips (all excused)
	A regular meeting of the Metropolitan Exposition Recreation Commission was called to order by Chair Judie Hammerstad at 12:35 p.m. at the Portland Expo Center.
1.0	QUORUM CONFIRMED A quorum of Commissioners was present.
2.0	OPPORTUNITY FOR PUBLIC COMMENT ON NON-AGENDA ITEMS <ul style="list-style-type: none"> • None
3.0	COMMISSIONER , COUNCIL LIAISON COMMUNICATIONS <ul style="list-style-type: none"> • Commissioner Erickson thanked the Expo staff for the successful Cirque du Soleil event.
4.0	METRO DEPUTY COO COMMUNICATIONS <ul style="list-style-type: none"> • Scott Robinson reported on the MWESB Open House held at Metro on May 20, 2014 • Robinson updated the Commission on progress being made on the accreditation of the Columbia River levee system for peninsulas 1 (on which Expo resides) and 2. <ul style="list-style-type: none"> • Commissioner Leary inquired if the Inter-Governmental Agreement funds one comprehensive study. • Robinson replied affirmatively. • Leary asked about the timeline for completion. • Robinson replied that it will take approximately 12 months. • Robinson reported that the City of Portland street fee decision has been postponed until November. • Robinson and the Commission offered thanks to Chair Hammerstad for her service as Chair for the past year.
5.0	FINANCIAL REPORT MERC Finance Director, Ben Rowe, presented the April, 2014 Financial report. <ul style="list-style-type: none"> • Commissioner Erickson noted that Transient Lodging Tax revenues are expected to be strong for several years to come. • Brian McCartin of Travel Portland added that demand for Portland hotel rooms will remain strong as well.
6.0	MERC VENUE BUSINESS REPORTS <ul style="list-style-type: none"> • Lori Leyba Kramer of Portland’s Centers for the Arts, Scott Cruickshank of the Oregon Convention Center, and Matthew P. Rotchford of Portland Expo Center provided monthly updates to the Commission. Cruickshank also updated the Commission on the Convention Center hotel project. <ul style="list-style-type: none"> • Chair Hammerstad inquired if and how FAM events are evaluated. • Brian McCartin of Travel Portland replied affirmatively and added that 60% of FAM attendees ultimately book an event in Portland. • Commissioner Goldman inquired if the SGMP and the Collaborate events were also tracked. • McCartin replied that these are much larger groups and between 30-50% result in bookings. • Commissioner Leary inquired whether there is a community engagement or a Good Neighbor agreement associated with the development of the hotel project. • Cruickshank replied that Mortenson Development has opened a Portland office and is offering outreach to neighboring communities. He added that Mortenson will adhere to PDC’s Business and Workforce Equity program and Hyatt is committed to MERC’s FOTA hiring. He and Teri Dresler have also provided outreach to the local community.

7.0	<p>2014 CIRQUE DU SOLEIL REPORT</p> <ul style="list-style-type: none"> Matthew P. Rotchford updated the Commission on the results of the 2014 Cirque Du Soleil booking at the Expo Center. <ul style="list-style-type: none"> Commissioner Goldman asked if Cirque du Soleil was pleased with the outcome. Rotchford replied affirmatively.
8.0	<p>CONSENT AGENDA</p> <ul style="list-style-type: none"> A motion was made by Commissioner Goldman and seconded by Commissioner Leary to approve the May 7, 2014 MERC record of actions. <p>VOTING: Aye: 4 (Hammerstad, Erickson, Goldman, Leary) Nay: 0 Motion passed</p>
9.0 9.1	<p>ACTION AGENDA</p> <p>Resolution 14-09 For the purpose of approving and transmitting to the Metro Council a budget amendment to the Metropolitan Exposition Recreation Commission (MERC) Fund for current fiscal year 2013-14.</p> <ul style="list-style-type: none"> Benjamin Rowe presented the resolution to the Commission. <ul style="list-style-type: none"> Commissioner Leary inquired about the impact the amendments have on the contingency fund. Rowe replied that the contingency account is specifically for these types of projects. A motion was made by Commissioner Leary and seconded by Commissioner Erickson to approve MERC Resolution No. 14-09 as presented. <p>VOTING: Aye: 4 (Hammerstad, Erickson, Goldman, Leary) Nay: 0 Motion passed</p> <p>9.2</p> <p>Resolution 14-10 For the purpose of approving and transmitting to the Metro Council budget amendments to the Metropolitan Exposition Recreation Commission (MERC) Fund Approved Budget for fiscal year 2014-15, and requesting amendment of the Capital Improvement Plan FY 2014-15 (CIP).</p> <ul style="list-style-type: none"> Benjamin Rowe presented the resolution to the Commission. A motion was made by Commissioner Goldman and seconded by Commissioner Erickson to approve MERC Resolution No. 14-10 as presented. <p>VOTING: Aye: 4 (Hammerstad, Erickson, Goldman, Leary) Nay: 0 Motion passed</p> <p>9.3</p> <p>Resolution 14-11 For the purpose of approving the extension of the National Sales, Marketing and Convention Services Agreement for the Oregon Convention Center with Travel Portland.</p> <ul style="list-style-type: none"> Scott Cruickshank presented the resolution to the Commission. <ul style="list-style-type: none"> Commissioner Leary inquired whether, since this is the final extension allowed in the contract, Travel Portland can continue this work with the MERC venues. Cruickshank replied that when the extension term is up, an RFP will be issued and Travel Portland is allowed to respond. They would have same chance of being selected as any responder to the RFP. Commissioner Leary noted that he is pleased with Travel Portland’s extra effort put into minority outreach in the past year adding that it shows the organization’s commitment. Commissioner Erickson agreed and added that Tamara Kennedy-Hill and her work on minority and MWESB outreach is a great addition to the Travel Portland staff. A motion was made by Commissioner Erickson and seconded by Commissioner Leary to approve MERC Resolution No. 14-11 as presented.

VOTING: Aye: 4 (Hammerstad, Erickson, Goldman, Leary)
Nay: 0
Motion passed

9.4 Resolution 14-12 For the purpose of approving an amendment to the Food and Beverages Operations Agreement.

- Scott Cruickshank presented the resolution to the Commission.
- A motion was made by Commissioner Goldman and seconded by Commissioner Erickson to approve MERC Resolution No. 14-12 as presented.

VOTING: Aye: 4 (Hammerstad, Erickson, Goldman, Leary)
Nay: 0
Motion passed

9.5 Resolution 14-13 For the purpose of approving rental rates at the Oregon Convention Center for Fiscal Years 2016-2017, 2017-2018, 2018-2019 and 2019-2020.

- Scott Cruickshank presented the resolution to the Commission.
 - Commissioner Leary inquired about the time span of the rates.
 - Cruickshank replied that it is common to set rates at least three years in advance adding that the timing of the rate increases for after the convention center hotel is built is strategic since it is possible that, during construction, there could be fewer convention bookings. Some clients may want to wait until after the hotel is constructed. Once the new hotel opens, rates will be reviewed again.
- A motion was made by Commissioner Goldman and seconded by Commissioner Erickson to approve MERC Resolution No. 14-13 as presented.

VOTING: Aye: 4 (Hammerstad, Erickson, Goldman, Leary)
Nay: 0
Motion passed

9.6 Resolution 14-14 For the purpose of selecting HydroTemp Mechanical, Inc. for the Antoinette Hatfield Hall – “Boiler Replacement” and authorizing the Metro Deputy COO to execute a contract with HydroTemp Mechanical.

- Josh Lipscomb presented the resolution to the Commission.
 - Commissioner Goldman inquired whether the electrical portion of the contract which was pulled out, will be bid on by MWESB and FOTA firms.
 - Lipscomb replied that the electrical contract will be smaller, thus it will fall into the sheltered market category and can only be bid on MWESB and/or FOTA firms.
- A motion was made by Commissioner Goldman and seconded by Commissioner Erickson to approve MERC Resolution No. 14-14 as presented.

VOTING: Aye: 4 (Hammerstad, Erickson, Goldman, Leary)
Nay: 0
Motion passed

9.7 Resolution 14-15 For the purpose of adopting changes to the MERC Personnel Policies.

- Mary Rowe presented the resolution to the Commission.
- A motion was made by Commissioner Leary and seconded by Commissioner Erickson to approve MERC

<p>9.8</p> <p>9.9</p> <p>9.10</p>	<p>Resolution No. 14-15 as presented. VOTING: Aye: 4 (Hammerstad, Erickson, Goldman, Leary) Nay: 0 Motion passed</p> <p>Resolution 14-16 For the purpose of approving the contract amendment for the Metropolitan Exposition Recreation Commission (MERC) contract 202003 with Starplex Corporation for the purchase of security services through December, 31, 2014.</p> <ul style="list-style-type: none"> • Tim Collier presented the resolution to the Commission. • A motion was made by Commissioner Leary and seconded by Commissioner Erickson to approve MERC Resolution No. 14-16 as presented. <p>VOTING: Aye: 4 (Hammerstad, Erickson, Goldman, Leary) Nay: 0 Motion passed</p> <p>Resolution 14-17 For the purpose of selecting Colton Construction Company for the Portland Expo Center - “Greenwall Stormwater Improvements” and authorizing the Metro Deputy Chief Operating Officer to execute a contract with Colton Construction Company.</p> <ul style="list-style-type: none"> • Matthew P. Rotchford presented the resolution to the Commission. • A motion was made by Commissioner Leary and seconded by Commissioner Erickson to approve MERC Resolution No. 14-17 as presented. <p>VOTING: Aye: 4 (Hammerstad, Erickson, Goldman, Leary) Nay: 0 Motion passed</p> <p>Resolution 14-18 For the Purpose of Electing MERC Commission Officers for Fiscal Year 2014-15.</p> <ul style="list-style-type: none"> • Chair Hammerstad presented the resolution to the Commission. • Commissioner Goldman noted that the Secretary-Treasurer will be elected at the July MERC meeting. • A motion was made by Commissioner Leary and seconded by Commissioner Erickson to approve MERC Resolution No. 14-18 as presented. <p>VOTING: Aye: 4 (Hammerstad, Erickson, Goldman, Leary) Nay: 0 Motion passed</p>
	<p>As there was no further business to come before the Commission, the meeting adjourned at 2:15 p.m.</p>

**Metropolitan Exposition Recreation Commission
Record of MERC Commission Actions**

July 9, 2014

Portland Expo Center, Room D202/203

Present:	Terry Goldman (Chair), Chris Erickson, Ray Leary, Elisa Dozono, Karis Stoudamire-Phillips, Judie Hammerstad, Cynthia Haruyama
Absent:	None
	A regular meeting of the Metropolitan Exposition Recreation Commission was called to order by Chair Terry Goldman at 12:35 p.m. at the Portland Expo Center.
1.0	QUORUM CONFIRMED A quorum of Commissioners was present.
2.0	OPPORTUNITY FOR PUBLIC COMMENT ON NON-AGENDA ITEMS <ul style="list-style-type: none"> • None
3.0	COMMISSIONER , COUNCIL LIAISON COMMUNICATIONS <ul style="list-style-type: none"> • Commissioner Leary offered thanks to the MERC Commission for its support of Roosevelt H.S. over the years and thanked the commission and Aramark for their support at the recent memorial service for Roosevelt H.S. student and Aramark employee, Taishawn Millage.
4.0	METRO DEPUTY COO COMMUNICATIONS <ul style="list-style-type: none"> • Scott Robinson updated the Commission on the following: <ul style="list-style-type: none"> • Transit Lodging Tax revenues have already met and exceeded budget projections and are expected to be about 16% over budget. • Chair Goldman offered thanks to Travel Portland for their marketing efforts. • August MERC meeting will move to August 6 and will not be a joint MERC/Metro Council session. • Sustainability wall panels have been installed in Gingkobery Lane at OCC. • United Airlines magazine, Hemispheres, featured Portland in a cover story which included a photo of the OCC towers on the cover. • Hunden Strategies will present preliminary results on its Expo study to Matthew P. Rotchford this week; it will be presented at an upcoming MERC meeting. • Ground has been broken for the Expo Stormwater Greenwall • Portland’5 won the IAVM 2014 Venue of Excellence Award. It will be presented at the IAVM annual conference which will be held in Portland later this month. • Metro Council has approved the OCC Hotel Development Agreement, Room Block Agreement and bonding authority. The agreement has been signed by all parties. Next step is design process and review. Mortenson Development is gearing up with local staff and has hired Mike McCullough to help guide them through the design review process. • Commissioner Hammerstad inquired when ground breaking for the hotel is expected. • Robinson replied that it is scheduled for fall of 2015. Grand Opening is currently scheduled for fall of 2017. • Commissioner Leary asked whether a local architectural firm had been hired to partner with Mortenson. • Robinson responded that Ankrom Moisan of Portland has been hired for design work. • Commissioner Dozono inquired about scheduled litigation. • Deputy Metro Attorney, Nathan Sykes responded that the hearing on the discovery is set for Monday, July 14 and a hearing on the opponent’s motion to dismiss the Multnomah County case is tomorrow.
5.0	TRAVEL PORTLAND THIRD QUARTER 2013-14 REPORT <ul style="list-style-type: none"> • Jeff Miller and Tamara Kennedy-Hill of Travel Portland presented the report to the Commission.

	<p>(Commissioner Stoudamire-Phillips arrived at 1:17 p.m.)</p> <ul style="list-style-type: none"> • Chair Goldman inquired why the community economic impact goal is lower than what had been achieved in the past few years. • Miller responded that this goal works in tandem with VDF goal. • Commissioner Erickson suggested to Kennedy-Hill that products resulting from the culturally relevant marketing partnership with SuPublico be made available to hoteliers to help guests find restaurants or other Portland points of cultural interest.
<p>6.0 6.1</p>	<p>ACTION AGENDA</p> <p>Resolution 14-19 For the Purpose of Electing the Metropolitan Exposition Recreation Commission (MERC) Secretary-Treasurer for Fiscal Year 2014-15.</p> <ul style="list-style-type: none"> • Chair Goldman nominated Commissioner Hammerstad for the office of MERC Secretary-Treasurer. • A motion was made by Commissioner Dozono and seconded by Commissioner Erickson to approve MERC Resolution No. 14-19 as presented. <p>VOTING: Aye: 7 (Hammerstad, Erickson, Goldman, Leary, Stoudamire-Phillips, Haruyama, Dozono) Nay: 0 Motion passed</p> <p>6.2</p> <p>Resolution 14-20 For the purpose of selecting Anderson Roofing Company, Inc. for the Portland Expo Center - "Hall E Lobby Roof Repairs" and authorizing the Metro Deputy COO to execute a contract with Anderson Roofing Company, Inc.</p> <ul style="list-style-type: none"> • Matthew P. Rotchford presented the resolution to the Commission. <ul style="list-style-type: none"> • Commissioner Dozono inquired why it was decided to advertise in El Hispanic News rather than in all local minority newspapers • Deputy COO Robinson responded that Metro Procurement rotates the advertising among minority news outlets adding that there would be a financial impact if it was decided to advertise in all minority outlets for all contracts. • Commissioner Goldman noted that the same question came up in the MERC Officers Meeting and added that it might be good idea to explore. He requested of the Metro Deputy COO a report on the fiscal impact of advertising in all of the minority newspapers. • A motion was made by Commissioner Dozono and seconded by Commissioner Hammerstad to approve MERC Resolution No. 14-20 as presented. <p>VOTING: Aye: 7 (Hammerstad, Erickson, Goldman, Leary, Stoudamire-Phillips, Haruyama, Dozono) Nay: 0 Motion passed</p> <p>6.3</p> <p>Resolution 14-21 For the purpose of selecting D&R Masonry Restoration, Inc, for the Arlene Schnitzer Concert Hall, "Exterior Façade Maintenance Repairs" and authorizing the Metro Deputy Chief Operating Officer to execute a contract with D&R Masonry Restoration, Inc.</p> <ul style="list-style-type: none"> • Robyn Williams presented the resolution to the Commission. <ul style="list-style-type: none"> • Commissioner Dozono inquired about the multiple prices that were noted. • Josh Lipscomb of Metro's Construction Project Management Office responded that they were for alternative projects that could be added to the contract if the bid allowed them. Since the winning bid came in at significantly less than the amount expected, all of the options listed in addition to the base bid were able to be included in the project. • Commissioner Dozono inquired if there will be a phase III in upcoming years. • Lipscomb replied affirmatively. • A motion was made by Commissioner Erickson and seconded by Commissioner Leary to approve MERC

<p>6.4</p> <p>6.5</p>	<p>Resolution No. 14-21 as presented. VOTING: Aye: 7 (Hammerstad, Erickson, Goldman, Leary, Stoudamire-Phillips, Haruyama, Dozono) Nay: 0 Motion passed</p> <p>Resolution 14-22 For the purpose of approving a contract with Cosco Fire Protection for fire and life safety systems maintenance and repair services at the Portland Expo Center.</p> <ul style="list-style-type: none"> Matthew P. Rotchford presented the resolution to the Commission. A motion was made by Commissioner Dozono and seconded by Commissioner Erickson to approve MERC Resolution No. 14-22 as presented. <p>VOTING: Aye: 7 (Hammerstad, Erickson, Goldman, Leary, Stoudamire-Phillips, Haruyama, Dozono) Nay: 0 Motion passed</p> <p>Resolution 14-23 For the purpose of approving and transmitting to the Metro Council a budget amendment to the Metropolitan Exposition Recreation Commission (MERC) Fund for current fiscal year 2014-15.</p> <ul style="list-style-type: none"> Metro Finance and Regulatory Services Director, Tim Collier, presented the resolution to the Commission. A motion was made by Commissioner Dozono and seconded by Commissioner Erickson to approve MERC Resolution No. 14-23 as presented. <p>VOTING: Aye: 7 (Hammerstad, Erickson, Goldman, Leary, Stoudamire-Phillips, Haruyama, Dozono) Nay: 0 Motion passed</p>
	<p>As there was no further business to come before the Commission, the meeting adjourned at 1:25 p.m.</p>

**Authorization to Represent MERC/METRO
on Trade-Promotion Mission; Fact-Finding Mission;
Economic Development Activity; or Negotiation
(Food Travel, Lodging Expenses Approved in Advance- exception (H))**

In accordance with ORS 244.020(5)(b)(H), the following public officials: **all current MERC Commissioners and current Metro Councilors** are hereby authorized to represent Metro/MERC in an official capacity; and

The MERC Commission and Metro Council hereby approves in advance, the receipt of reasonable expenses for food, travel, and lodging for the above-named public officials and his/her accompanying relative, household member, or staff member, for attendance at (*check one*):

- trade-promotion mission;**
- fact-finding mission;**
- economic development activity; OR**
- negotiation;**

as follows (*describe date and type of event*):

Portland familiarization tours ("fam tours") and activities related to the Travel Portland Customer Advisory Board where meals will be paid for by Travel Portland, to familiarize potential meeting planners and association executives with Portland and with the Oregon Convention Center, and to facilitate Oregon and Portland tourism and economic development, which activity(ies) take place in Portland on **August 20-22, 2014**.

Being approved by the MERC Commission, at its regular meeting on Aug. 6, 2014, the above activities are hereby officially sanctioned by MERC.

MERC Commission Chair

Being approved by the Metro Council, at its regular meeting on _____, the above activity is hereby officially sanctioned by Metro.

Metro Council President

MERC Commission Meeting

August 6, 2014
12:30 pm

9.0 Action Agenda

**Metropolitan Exposition Recreation Commission
Resolution No. 14-24**

For the purpose of approving a Second Amendment of the Food and Beverages Operations Agreement (Agreement) with ARAMARK/Giacometti Joint Venture Partnership (Aramark) for the MERC Facilities.

WHEREAS, the Agreement expired on June 30, 2014, and MERC approved an additional sixty days for the completion of the negotiations for an additional five year term and other changes to the Agreement; and

WHEREAS, MERC and ARAMARK desire to extend the term of the Agreement that is scheduled to expire on August 31, 2014, for a period of five years with additional terms addressing FOTA/MWESB requirements, Joint Venture participation, financial reporting and capital contributions; and

WHEREAS, MERC and ARAMARK entered into the Food & Beverage Operations Agreement Addendum on February 1, 2011, for the creation of the Leg-Up Program. The parties now desire to replace the Leg-Up Program with a FOTA/MWESB Subcontractor Qualifying Process as described in the revised Exhibit 11; and

WHEREAS, Aramark has committed to \$2,500,000 in capital investments with an additional \$250,000 contingent upon the initiation of construction of a headquarters hotel;

BE IT THEREFORE RESOLVED, that the Metropolitan Exposition Recreation Commission:

1. Approves the Second Amendment to the Food and Beverage Operations Agreement in a form substantially similar to Attachment A;
2. Delegates authority to the Metro Deputy COO to execute the Second Amendment on behalf of MERC.

Passed by the Commission on August 6, 2014.

Chair

Secretary Treasurer

Approved As to Form:
Alison R. Kean, Metro Attorney

By: _____
Nathan A. S. Sykes
Deputy Metro Attorney

MERC Staff Report

Agenda Item/Issue: For the purpose of approving a Second Amendment of the Food and Beverages Operations Agreement (Agreement) with ARAMARK/Giacometti Joint Venture Partnership (Aramark) for the MERC Facilities.

Resolution No.: 14-24

Presented By: Scott Cruickshank

Date: August 6, 2014

Background and Analysis: In November 2009, the Metropolitan Exposition Recreation Commission (MERC) approved a Food and Beverage Operations Agreement with ARAMARK/Giacometti Joint Venture Partnership (Aramark). This contract ran from November 5, 2009, to June 30, 2014.

MERC staff has been pleased with the performance of the Aramark team operating at the MERC venues and favorably acknowledges recent efforts by Aramark senior management to respond to venue requests to place greater emphasis on financial operations. Customer feedback on the food and beverage program is exceptional.

Terms of the original contract allowed a five year extension. Staff provided Aramark the required 60 day notice of intent to extend the contract but was unable to negotiate terms by June 30, 2014. Commission approved a 60 day extension to fully negotiate the terms of an amendment extending the term of the Agreement scheduled to expire on August 31, 2014 for a period of five years.

Key components to the new contract address Aramark's FOTA/MWESB requirements, Joint Venture participation, financial reporting and capital contributions. Additionally, the parties have replaced the Leg-Up Program with a FOTA/MWESB Subcontractor Qualifying Process. Guidelines specify Giacometti Joint Venture partner's outreach efforts, goals and reporting in these areas.

The new agreement also addresses additional fiscal oversight. The Aramark Regional Finance Director will conduct annual audits of Aramark operations at MERC Facilities. The District Manager shall conduct biannual audits of Aramark operations at MERC Facilities. In addition, Aramark's District Manager and Regional Vice-President will meet quarterly with the General Manager of Visitor Venues and the Venue Directors.

Fiscal Impact: Aramark shall deposit a total of \$2,500,000 in specified increments into a segregated account. MERC will control the funds for the purpose of agreed upon capital investments. An additional payment of \$250,000 will be deposited in 2017 contingent upon the initiation of construction of a headquarters hotel making a total possible investment of \$2,750,000.

Recommendation: Staff recommends that the Metropolitan Exposition Recreation Commission approve a Second Amendment to the Food and Beverage Operations Agreement with MERC and ARAMARK/Giacometti Joint Venture Partnership and authorizes the Metro Deputy COO to execute the Second Amendment.

SECOND AMENDMENT TO THE FOOD AND BEVERAGE OPERATIONS AGREEMENT

This Second Amendment to the Food and Beverage Operations Agreement (“Second Amendment”) is entered into on this ____ day of _____, 2014, by and between the Metropolitan Exposition Recreation Commission (“MERC” or “Commission”), and ARAMARK/Giacometti Joint Venture Partnership (“Contractor” or “ARAMARK”), a joint venture partnership formed under the laws of the State of Oregon between ARAMARK Sports & Entertainment Services, LLC and Giacometti Partners, Ltd., an Oregon corporation.

BACKGROUND

- A. MERC and ARAMARK entered into the Food and Beverage Operations Agreement (“Agreement”) on November 5, 2009 that expired on June 30, 2014. The parties extended the term of the Agreement to August 30, 2014 in order to continue negotiations for a five year extension.
- B. MERC and ARAMARK entered into the Food & Beverage Operations Agreement Addendum on February 1, 2011 for the creation of the Leg-Up Program. The parties now desire to replace the Leg-Up Program with a FOTA/MWESB Subcontractor Qualifying Process.
- C. MERC and ARAMARK desire to extend the term of the Agreement that is scheduled to expire on August 31, 2014, for a period of five (5) years with additional terms as described below.

AGREEMENT

In consideration of the mutual promises and covenants set forth herein, the Parties hereby agree as follows:

- 1. Defined Term(s). All capitalized terms used and not otherwise defined in this Second Amendment shall have the meanings ascribed to them in the Agreement.
- 2. Definitions. Section 1 shall be amended as follows:

The following language shall be added to the end of Definition 1(L) “including any modifications to the existing FOTA program by the Commission.”
The following language shall be added to the end of Definition 1(Q) “or other Facilities as agreed to by the Commission and Aramark.”
- 3. Extension of Term. Pursuant to Section 2 of the Agreement, the term of the Agreement is hereby extended for a period of five (5) years terminating on June 30, 2019.
- 4. Duties of Contractor. Section 5 shall be amended as follows:

Section 5(BB) shall include the following language: The Aramark Regional Finance Director will conduct an annual audit of Aramark operations at MERC Facilities. The District Manager shall conduct biannual audits of Aramark operations at MERC Facilities.

The District Manager and Regional Vice-President shall meet, in person, with the MERC Venue Directors on a pre-scheduled basis, at a minimum of, four times per year.

The last two sentences of Subsection CC shall be deleted and replaced with:
Aramark will create an FOTA/MWESB Subcontractor Qualifying Process as described in the revised Exhibit 11 that is attached to this Second Amendment and will replace the current Exhibit 11 and the Leg-Up Program. The Food and Operations Addendum shall no longer apply to the Agreement as the parties have mutually agreed to terminate the Leg-Up program except that the indemnification obligations described in paragraph 7 shall remain in effect. Aramark will provide quarterly reports to MERC which shall include financial performance, minority contracting and employment performance against targets, joint venture partner activity and updates on the FOTA/MWESB Subcontractor Qualifying Process. The Giacometti Joint Venture partner will participate in the FOTA/MWESB Subcontractor Qualifying Process, organize and actively participate in no less than 2 FOTA targeted Job Fairs each year in partnership with Aramark, and work directly with Aramark Human Resources and management to oversee and manage Aramark's Affirmative Action Plan. The Giacometti Joint Venture partner must identify three potential new FOTA vendors per calendar year which shall be reviewed at quarterly meetings with MERC and both parties to the Joint Venture.

5. Contractor's Payment of Facilities Capital Investment. Section 8 shall be amended as follows:
C. Within ten days of the execution of the Second Amendment, Aramark shall deposit the sum of \$1,000,000.00 (One Million Dollars) in a segregated account controlled by MERC for capital investments proposed by Contractor or MERC that are mutually agreed upon. MERC shall be the sole owner of these funds. By July 1, 2015, Aramark shall deposit \$750,000.00 (Seven Hundred and Fifty Thousand Dollars) into this same account for the same purpose. By July 1, 2016 Aramark shall deposit \$750,000.00 (Seven Hundred and Fifty Thousand Dollars) into this same account for the same purpose. By January 1, 2017, Aramark shall deposit \$250,000.00 (Two Hundred and Fifty Thousand Dollars) into this same account for the same purpose contingent upon the initiation of construction of a headquarters hotel. The deposits, taken together, shall be referred to as the "Renewal Investment."
6. Powers Reserved to MERC. Section 7(O) shall be amended as follows:
MERC will approve any management postings prior to formal recruitment.
7. Business Practice of the Parties. Section 10 shall be amended as follows:
O. Aramark agrees to provide all accounting reporting to MERC in accordance with MERC's accounting practices and fiscal calendar.
8. Termination Accounting. Section 15 shall be amended as follows:
D.6. Upon termination, MERC shall reimburse Contractor for the undepreciated value of the Renewal Investment paid by the Contractor. Each tranche of the Renewal Investment will be depreciated using simple straight line depreciation beginning on the date the payment is made and continuing through June 30, 2019.

9. Conflicting Terms. In the event a conflict arises between this Second Amendment and the terms and conditions of the Agreement, the terms and conditions of this Second Amendment shall control. Except as specifically set forth herein to the contrary, all of the terms and conditions of the Agreement are in full force and effect, shall continue in full force and effect throughout the term and are hereby ratified and confirmed by the parties.

In Witness Whereof, the parties have executed this Amendment as of the date set forth below.

**ARAMARK/Giacometti Joint Venture
Partnership**

**METROPOLITAN EXPOSITION
RECREATION COMMISSION**

By: Aramark Sports and Entertainment Services,
LLC

By: _____

By: _____
Mark Adams
CFO and Vice President, Finance

Scott Robinson
Metro Deputy Chief Operating Officer and
Interim General Manager of Metro Visitor
Venues

Date: _____

Date: _____

EXHIBIT 11

FOTA/MWESB Subcontractor Qualifying Process

- The intent of the qualifying process is to solicit FOTA/MWESB subcontractors to be utilized at the MERC Facilities. A solicitation process through a formal Request for Bids (RFB) in accordance with MERC contracting rules will take place annually starting in April, and selected Subcontractors would begin business operations on July 1. Aramark will enter into 1 year contracts with selected subcontractors.
 - Both JV Partners will participate in the scoring and selection of subcontractors that respond to the RFP
 - Both JV Partners will establish criteria for subcontractor selection/RFP
 - Aramark will place ads in no less than 3 community based newspapers , including, but not limited to the Skanner and ORPIN, soliciting advertising bids for FOTA/MWESB Subcontractor opportunities.
 - Both JV Partners will review applications and select applicants for presentations as part of the RFB process
 - Both JV Partners and MERC will select no less than 2 subcontractors based on a 20 Point Scoring System
 - Experience 5pts
 - Business Plan 3pts
 - Proposal 2pts
 - Presentation 2pts
 - Technical Requirments (Liceneses, Permits, etc.) 3pts
 - FOTA 3pts
 - MWESB 2pts
- Subcontractors will be subject to annual evaluations. Subcontractors that do not have a successful evaluation based on pre-determined scoring will need to rebid during the annual process to remain a subcontractor.

FOTA Hiring Practices/Community Outreach:

- The JV Partners will continue its existing partnership with Roosevelt High School – I AM ACADEMY
- The JV Partners will identify and develop at least one additional partnership with organizations such as Goodwill Industry, Catholic Charities, New Initiatives, Central City, Dress for Success job placement programs or other identified organizations.
- The JV Partners will work with the PCC Cascade Campus as follows:
 - Participate in Internship Program
 - Preferred Hiring for PCC Students
 - Partner with PCC Culinary Assistant Certification Program
- ARAMARK HR will partner with METRO HR as follows:
 - Utilize FOTA hiring processes


- Participate in METRO sponsored Job Fairs
 - Post opportunities on METRO Website
 - Preferential Hiring for FOTA Applicants
- ARAMARK's target is to increase FOTA spending by 5% each year, based on 2014 as a baseline. FOTA spending will be reviewed during the qualitative review process with each venue.

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

FY 2014 Review

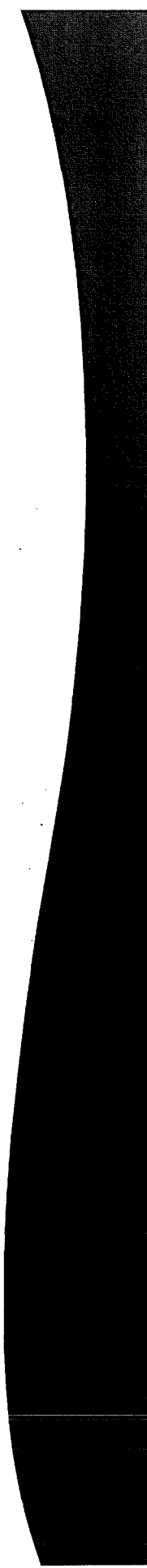
Oregon Convention Center
Portland Expo Center
Portland's 5 Centers for the Arts

August 6, 2014



Agenda

- Financials & Highlights
 - OCC
 - P5
 - Expo
- Team
- Aramark
- Q&A



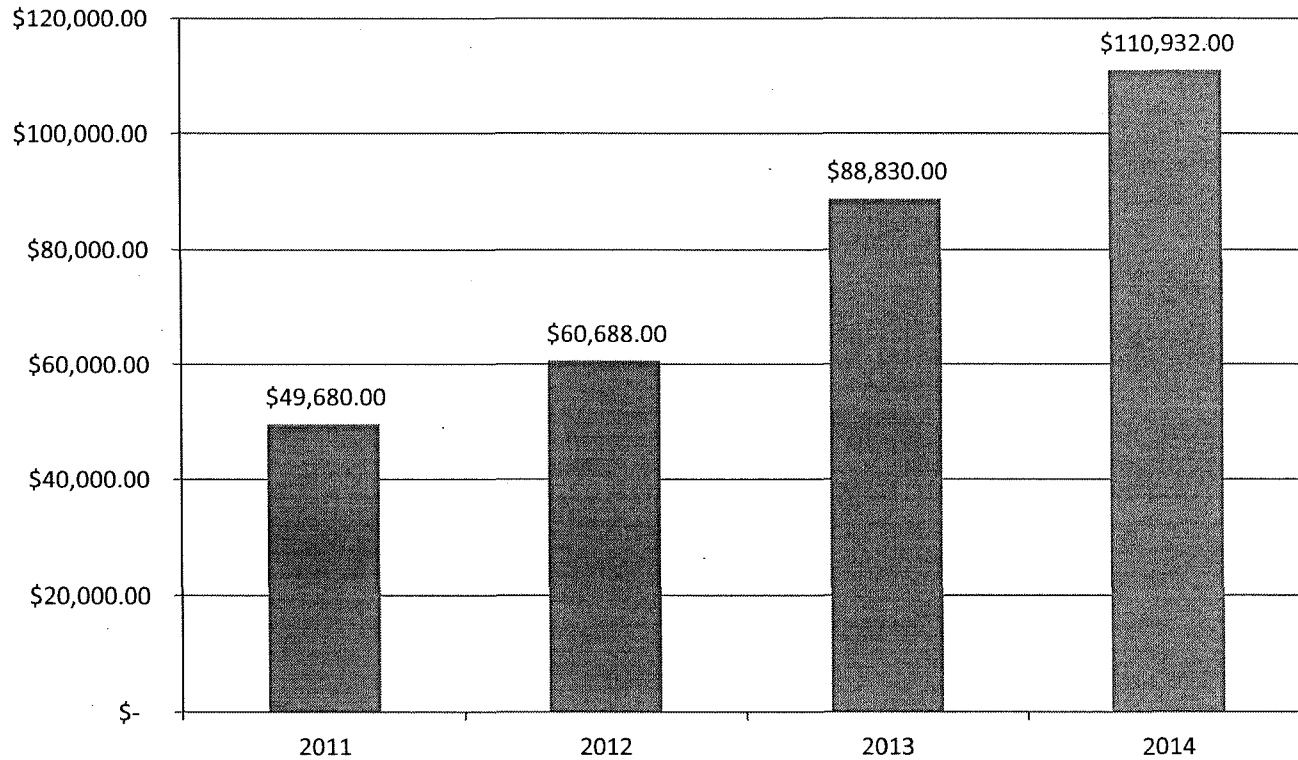


Oregon Convention Center

	2014 – 2nd Close	2014 - Budget	2013 – PY
Revenues	\$9,972,528	\$9,300,000	\$11,727,208
Expenses	\$8,840,144	\$8,050,225	\$ 9,386,663
MERC Margin	\$1,132,384 11.4%	\$1,249,775 13.4%	\$ 2,340,545 19.9%

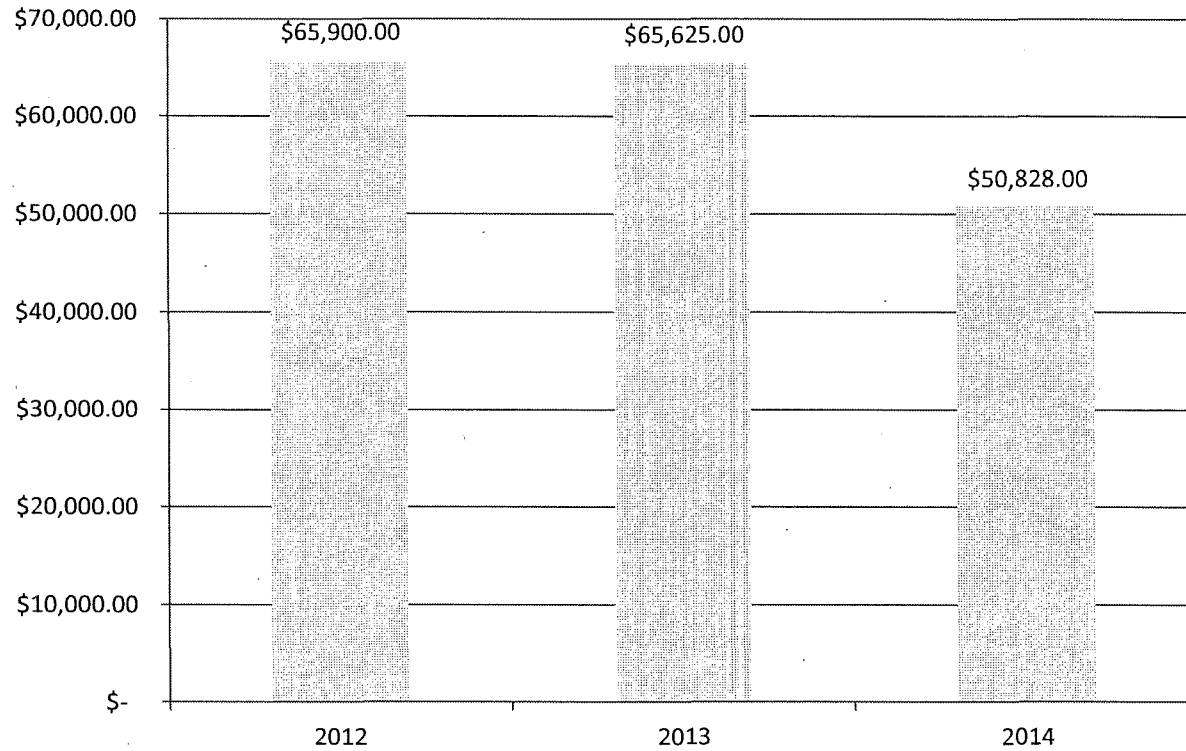


Stir Bistro – FY 2014



**24.9%
Growth**

Hoyt Street Café – FY 2014



2014 OCC Highlights

- Executive Chef Allan Wambaa
 - Pro Chef III Certified
- 6 Roosevelt High School Students Hired
- Union Contract Ratified
- Dragon Boat Grill Remodel
- Record Retail Sales
 - TESOL \$100K
 - Comicon \$130K
 - CEVA \$170K

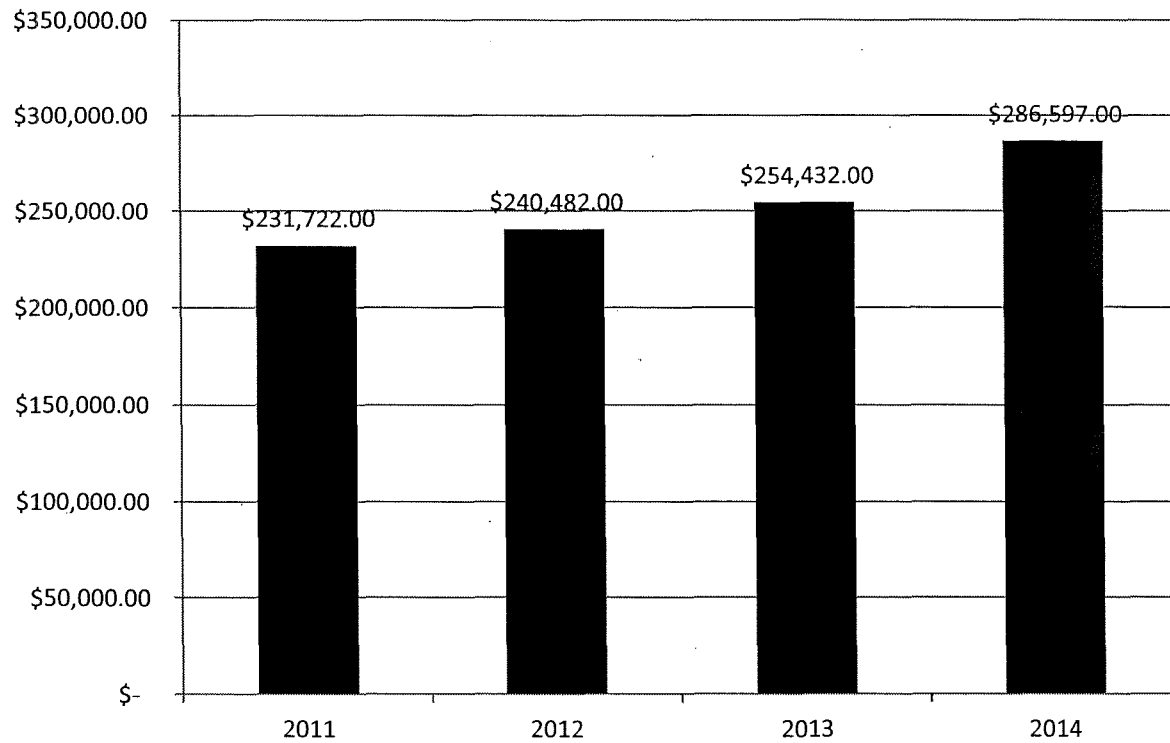


Portland'5 Centers for the Arts

	2014 – 2nd Close	2014 - Budget	2013 – PY
Revenues	\$2,091,446	\$1,911,562	\$2,154,102
Expenses	\$1,718,060	\$1,647,214	\$1,727,447
MERC Margin	\$373,386 17.8%	\$264,348 13.8%	\$426,655 19.8%



ArtBar Bistro – FY 2014



ArtBar
& BISTRO

12.7%
Growth



2014 P5 Highlights

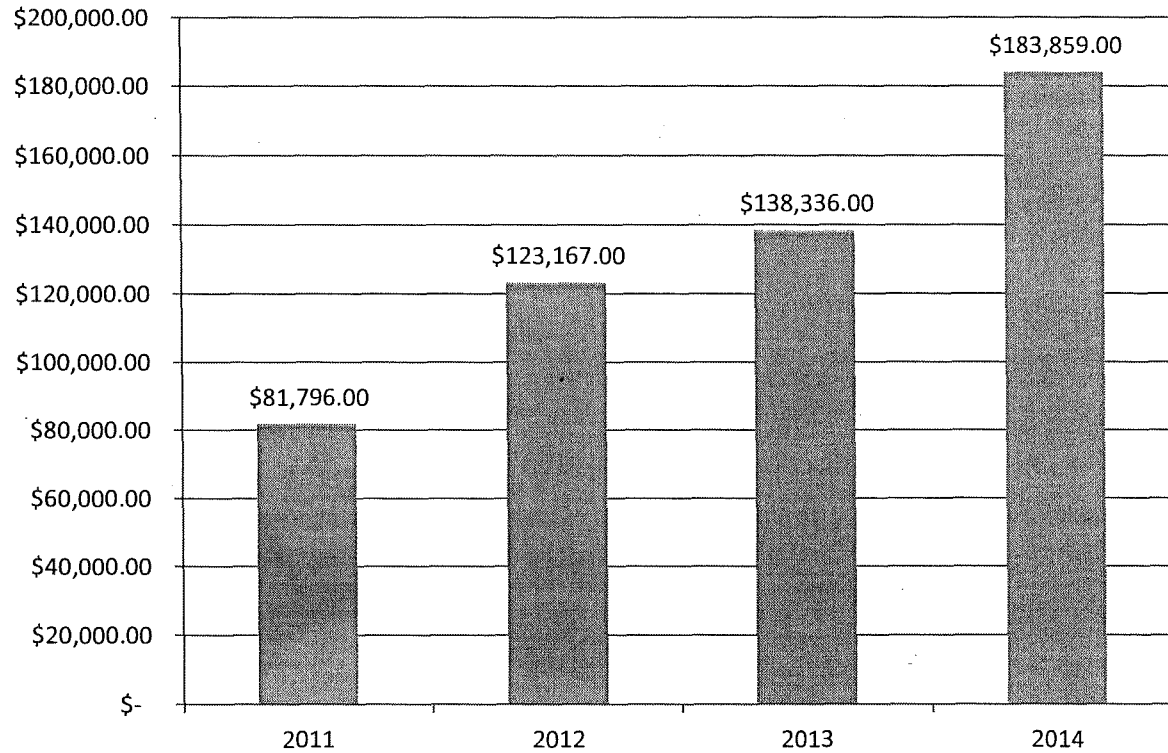
- Chef de Cuisine Shannon Wisner
 - Pro Chef I Certified
- Music on Main
 - \$35.1k, per cap \$10.09
- Record Retail Sales
 - Widespread Panic \$38.4k, \$14.34 per cap
 - Chelsea Handler \$26.1k, \$9.02 per cap



Portland Expo Center

	2014 – 2nd Close	2014 - Budget	2013 – PY
Revenues	\$1,986,464	\$2,149,633	\$1,903,409
Expenses	\$1,685,922	\$1,692,265	\$ 1,659,914
MERC Margin	\$ 300,080 15.1%	\$ 456,898 21.2%	\$ 243,496 12.7%

West Delta Bar & Grill – FY 2014



32.9%
Growth




2014 Expo Highlights

- New West Delta BBQ Portable
- Record Retail Sales
 - Cirque : TOTEM \$277K
 - Warped Tour \$75K



Team



OCC

- Promotions
 - Bill Green, Director of Operations
 - Chris Purdue, Chef de Cuisine
 - Deb Dow, Retail Foods Manager
 - Susan Ma, Payroll & Administrator
 - Anthony Banegas, Executive Steward
- New Hires
 - Kyle Butler, Controller
 - Virginia Williams, Sales Manager
 - Sadonna Downs, Retail Foods Supervisor

P5 / Expo

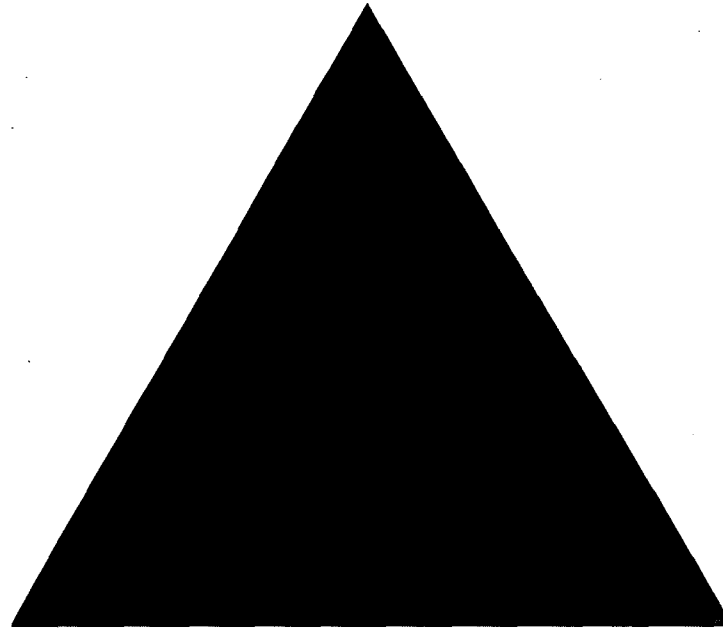
- Promotions P5
 - Dave Woodman, General Manager
- New Hires P5
 - Sheridan Thompson, Sales Manager
 - Jill Appleton, Retail Foods Supervisor
- New Hires Expo
 - Alta Fleming, F&B Director
 - Sheridan Thompson, Sales Manager
 - Mike Murphy, Retail Food Supervisor

ARAMARK

- Publicly Traded (ARMK) – December 2013
- 2nd Annual Employee Appreciation Day
– April 10, 2014
- New Brand/Logo
- New President Sports & Entertainment
– Carl Mittleman

Our Brand Identity and Promise

Deliver experiences that
enrich and nourish lives.



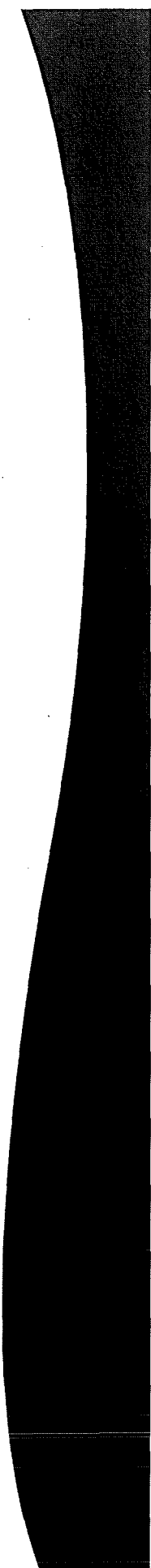
WE DREAM.

WE DO.



Video

- <http://vimeopro.com/user24805624/presentations>



Q&A



Portland Expo Center Study Summary

Hunden Strategic Partners' (HSP) Team is composed of HSP, design firm HKS and independent consultant and former facility manager Barry Strafacci. Combined, the group brings dozens of years of experience on all facets of public assembly facilities, including market analysis, financial analysis, design, operations, marketing, sales and competitiveness factors. The HSP Team has reviewed the situation at the Portland Expo Center (PEC) to determine where it fits in the Portland market for events, how its physical structure is aging and performing, issues related to governance and operations, trends in the industry and examples of other facilities, recommendations for future success and projections of how the various scenarios will play out in terms of demand and financial performance.

The report is to be laid out as follows:

Chapter 1: Economic and Demographic Analysis of Portland and the Metro Area.

The size and character of the local market plays a key role in the number and types of shows that will be successful in a market. A small market or one with lower income levels will support fewer events. Large and/or growing markets, especially those with higher incomes can support more shows, but the types of shows may differ.

Chapter 2: Industry Trends and Comparable Facilities. This chapter contains two major sections that interrelate. The first is a full profile and education of the convention, tradeshow, consumer show and meeting/conference market. It will provide the latest information on trends in the industry, from demand for different types of space, planner/producer preferences, trends in show/space types, governance and other info. The second part of the chapter is a profile of comparable facilities as well as overall profiles of two markets to understand how consumer shows are split up amongst local venues. The chapter includes profiles of the Seattle and Salt Lake City markets and their show venues as well as a stand-alone profile of comparable facility Dulles Expo outside of Washington, DC. Lessons and implications from these are provided.

Chapter 3: Physical & Demand Profile of the PEC. This chapter will review the history and current state of the physical offerings onsite, including strengths and weaknesses and overall concerns from a market and user perspective. Given that the OCC will be more competitive for conventions with a new hotel, this will likely begin to push consumer events from the OCC to the PEC. Can the PEC handle these? What demand is occurring now? How are different parts of the building performing?

Chapter 4: Governance, Operating & Financial Profile of the PEC. This chapter will provide an overview of the governance structure, financial history, history of funding projects, operating realities (catering, promotion, event service, parking, etc.). Strength, weaknesses, opportunities and threats will be discussed throughout with discussion of how other markets and facilities handle similar issues that may be instructive for MERC and the PEC.

Chapter 5: Interviews. This chapter will summarize the interviews with PEC users, management, stakeholders, government officials and others. This provides color commentary to the balance of the analysis.

Chapter 6: Competitive Market Analysis. This chapter profiles the facilities that compete with the PEC for events, primarily in the metro area, but some that are in other markets as well. Their competitive attributes put pressure on the PEC to excel and their challenges give the PEC opportunities to shine. These are discussed for each facility.

Chapter 7: Hotel Market Analysis. While hotels are not as critical for the PEC as they are for convention centers like the OCC, recognizing the value of proximate, quality hotels is important. The local hotel situation will be profiled. In addition, if the PEC adds ballroom and meeting space, it may eventually compete with several area hotels for business. Knowing the market situation is key.

Chapter 8: Implications, Recommendations, Drawings & Budgets. Considering all the information gathered, this chapter provides several recommended scenarios for improving the facility, operations and other aspects of the PEC business model. Some will be dependent on physical improvements, while others are industry practices that may serve the PEC's goals. The rationale for the scenarios will be provided, as well as concept drawings and budgets for each.

Chapter 9: Demand & Financial Projections. The chapter presents HSP's estimate of the impact of the four potential scenarios. Two scenarios involve a renovation and two are raze and replace scenarios. Future demand and financial results for ten years post-construction are provided.

We expect to have a preliminary draft to David and Matthew by this weekend to begin reviewing.

Metro Equitable Housing Development Program

Program Purpose and Need

Over the past three decades, the Metro 2040 Growth Concept has led to investments that have made communities throughout the region into livable and thriving places, yet many residents in the region struggle to access the benefits of these investments. Too many people struggle with the basic need for housing choices and affordable options that allow them to have access to the services, amenities, and opportunities that exist in communities around the region. Providing affordable access to education, transportation, and employment is fundamental to accomplishing the region's shared vision.

For low-income families, the ability to live in an affordable home near good public transportation translates into improved access to healthcare, education and employment opportunities, and reduced commuting costs. On average, working families spend 57 percent of their incomes on housing and transportation. Locating affordable housing near transit can significantly reduce this financial burden.

Metro has historically played a role in affordable housing policy and development in partnership with community members, local governments, and housing developers. We have worked to advance key policy objectives and expand the region's toolbox for building a wide range of housing types and income levels. Metro also has a key role in partnering with communities to link affordable housing development to other key investments in transportation, parks and natural areas, and other community services.

Equitable Transit Oriented Development is a national best practice focused on creating equal opportunities for people of all incomes to capture the benefits of transit oriented locations. Communities around the country have worked to bring leaders from the business, government, nonprofit and philanthropic sectors together to collaborate on building and preserving affordable housing in neighborhoods where transportation investments are being made, to develop mixed income communities that allow for multi-generational access, and to advance best practices for funding and financing development projects in a wide range of market conditions.

The Portland Metropolitan Region continues to be a national leader in providing housing choices and affordable access to transportation and transit that other communities look to follow. Now, Metro has an opportunity to engage a wider range of partners to advance equitable housing development around the region from a policy, funding, and development framework.

Program Objectives

Build Partnerships- connect and enhance the region's network of philanthropic and community based organizations with business and government partners to promote information and access to a common base of knowledge of equitable TOD tools and resources.

Build Solutions- collaborate to create corridor-wide strategies and goals that allow for communities to customize strategies that respond to specific demographic and economic conditions and that can be implemented by multiple involved partners.

Build Projects- convene funding partners to leverage investments that advance the outcomes of shared goals and strategies.

Metro Equitable Housing Development Program

Program Scope and Deliverables

Two Year Pilot Program: July 2014-July 2016

I. Implementation of Best Practices:

- Develop partnership, funding, and organizational model linking public, nonprofit, business, and philanthropic sectors in funders collaborative focused on promoting equitable TOD throughout the region.

II. Resource Development

- Identify opportunities to ensure community led investment strategies include effective equitable TOD elements that allow the adjoining neighborhoods, residents and businesses broadly share in the benefits of public and private investment.
- Provide recommendations for further implementation and partnership when pilot program concludes.

III. State and Local Policy

- The Equitable Housing Development Program will focus on funding and development and will coordinate closely with legislative affairs and the RISE team on related policy elements.

Program Stakeholder Engagement

Equitable TOD strategies are most effective when created through partnerships that incorporate community-led planning and include participation by government, business, advocates, foundations, educational and institutional partners.

To accomplish the deliverables of the pilot program, a stakeholder group will be convened, led by a Metro Council liaison.

Program Resources

1 FTE Senior Development Project Manager (Development Center)

This is a current and funded position in the Development Center that is currently vacant. Resources proposed in the budget amendment will be focused on two major program areas.

\$100,000 Partnership and Collaboration: professional services contracts to establish partnerships

\$100,000 Solutions and Investments: program funds awarded to successful competitive proposals

MERC 2013-14 Draft Financial Results

MERC Meeting August 6, 2014

Overview

FY 2013-14 Overall MERC Results

Operating Results

	FY 2013-14	FY 2012-13	Year over Year Difference	13-14 Budget Variance
Operating Revenues	\$39,245,146	\$41,350,097	(5.1%)	5.4%
Operating Expenditures	45,156,561	44,917,877	0.5%	(3.2%)
TLT	10,403,397	10,243,940	1.6%	1.2%
Net operating income Including TLT	\$4,491,982	\$6,676,159	(32.7%)	413.4%
Food And Beverage Margin	13%	19%	(6%)	(1.89%)

OCC

	FY 2013-14	FY 2012-13	Year over Year Difference	13-14 Budget Variance
Operating Revenues	\$20,770,534	\$23,631,457	(12.1%)	5.8%
Operating Expenditures	27,876,838	28,324,156	(1.6%)	(9.7%)
TLT	9,433,807	8,981,106	5.0%	(8.2%)
Net operating income Including TLT	\$2,327,503	\$4,288,406	(45.7%)	202.6%
Food And Beverage Margin	11%	20%	(9%)	(2%)

Portland's 5 Centers for the Arts

	FY 2013-14	FY 2012-13	Year over Year Difference	13-14 Budget Variance
Operating Revenues	\$11,356,488	\$10,656,767	6.6%	13%
Operating Expenditures	11,387,818	10,928,793	4.2%	1.3
TLT	969,590	1,262,834	(23.2%)	(25.6%)
Net operating income Including TLT	\$938,260	\$990,808	(5.3%)	731.6%
Food And Beverage Margin	18%	20%	(2%)	4%

Expo

	FY 2013-14	FY 2012-13	Year over Year Difference	13-14 Budget Variance
Operating Revenues	\$5,971,670	\$5,679,498	5.1%	(7.0%)
Operating Expenditures	4,931,213	\$4,629,916	6.5%	(8.8%)
TLT	-	-	0.0%	0.0%
Net operating income Including TLT	\$1,040,458	\$1,049,583	(0.9%)	2.5%
Food And Beverage Margin	15%	13%	2%	(6%)

MERC Capital

	FY 2013-14	FY 2012-13	FY 2013-14 Budget	Percentage expended
OCC	\$2,616,341	\$1,473,754	\$3,424,814	76%
P'5	636,535	493,423	916,000	69%
Expo	962,510	472,332	1,169,003	82%
Admin	286,959	60,218	292,800	98%
TOTAL	\$4,502,345	\$2,499,727	\$5,802,617	78%

MERC Fund Balances

	<u>OCC</u>	<u>P'5</u>	<u>Expo</u>	<u>Admin</u>	<u>TOTAL</u>
Beginning Balance	\$14,415,732	\$9,020,155	\$3,935,352	\$3,043,123	\$30,414,362
FY 2013-14 Inc (Dec)	326,732	421,725	(699,903)	(884,847)	(836,293)
FY 2013-14 Ending Balance (est)	\$14,742,464	\$9,441,880	\$3,235,449	\$2,158,276	\$29,578,069

August

AS OF: 8/7/2014 10:35

		Tentative calendar for the month of					Tentative calendar for the month of	
		SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
ASCH		31					AEG Productions The Voice 7:30pm	2
KA								
NMK								
WIN								
AHH								
OCC	EXPO	Roman Pentecostals						
ASCH		3	4	5	6	7	8	9
KA								
NMK		Showtime Management Queen It's A Kinda Magic 7:00pm					OCT OCT Acting Academy 11:00am and 2:30pm	
WIN		Raskia Private Dance Recital 4:00pm					OCT OCT Acting Academy 11:00am and 2:30pm	
AHH					Noontime Showcase Pickled Peppers 12pm Music on Main St. Morning Ritual 5:00pm		OCT OCT Acting Academy 11:00am and 2:30pm BT	
OCC	EXPO	ASCE Pipelines Conf Discover the Dinosaurs	ASCE Pipelines Conf Annual Storm Conf	ASCE Pipelines Conf Annual Storm Conf	ASCE Pipelines Conf Annual Storm Conf			Beatriz Adriana Concert
ASCH		10	Monqui Presents Broken Bells 8:00pm	11	12	13	14	15
KA					AEG Live Counting Crows 7:00pm			Alli Sports Dew Tour 8:00am
NMK								
WIN								
AHH					Noontime Showcase Train River 12:00pm Music on Main St. Melao de Cuba 5:00pm			Alli Sports Dew Tour 8:00am Rotunda Lobby Main Street
OCC	EXPO					Int'l. Quilt Festival	Int'l. Quilt Festival	Int'l. Quilt Festival John Edward Group WrestleSport Pro Wrestling
ASCH		Alli Sports Dew Tour 8:00am	18	19	20	21	22	23
KA								
NMK							Pendulum Aerial Arts High Art 7:30pm	Pendulum Aerial Arts High Art 7:30pm
WIN								Rasika Rasika 7:00pm
AHH		Alli Sports Dew Tour 8:00am Rotunda Lobby Main Street			Noontime Showcase The Beat Goes On 12pm Music on Main St. Swan Sovereign 5:00pm			
OCC	EXPO			Farwest Nursery Show		Farwest Nursery Show	Farwest Nursery Show Collectors West Gun Show Valdivia Mkt Grp Concert	Farwest Nursery Show Collectors West Gun Show
ASCH		24	25	26	27	28	29	30
KA								
NMK		Pendulum Aerial Arts High Art 2:00pm					OCOM Graduation 2:00pm	
WIN								
AHH					Noontime Showcase Anandi 12:00pm Music on Main St. Obo Addy's Okropong 5:00pm		OCOM Graduation 4:00pm Reception	
OCC	EXPO	Collectors West Gun Show						Roman Pentecostals
							Roman Pentecostals	

NOTE: ALL LISTED EVENTS ARE SUBJECT TO CHANGE WITHOUT NOTICE

ASCH = Arlene Schnitzer Concert Hall KA = Keller Auditorium NMK = Newmark Theatre WIN = Dolores Winningstad Theatre OCC = Oregon Convention Center R = Rotunda BH = Brunish Hall

September

AS OF: 8/7/2014 10:35

		Tentative calendar for the month of					Tentative calendar for the month of				
		SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY			
ASCH			1	2	3	4	5	6	OSO Special Brandi Carlile 7:30pm		
KA											
NMK						Anima Mundi Prod Canticle Black Madonna 7:30pm Open Rehearsal	Anima Mundi Prod Canticle Black Madonna 7:30pm	Anima Mundi Prod Canticle Black Madonna 7:30pm			
WIN					Portland's All-Staff Meeting 6:00pm		Amer Music Program Fundraiser w/Thara Memory 8:00pm				
AHH					MERC Commission Meeting 12:30pm BT						
OCC	EXPO					Oncology Nurses	Oncology Nurses		RC Gun & Knife Show		
ASCH		7	8	9	10	11	12	13	OSO Special Bela Fleck 7:30pm		
KA									Paul Mercks Concerts Yanni 7:30pm		
NMK		Anjali School of Dance Anjali School of Dance 5:00pm	Qiuling Ruan On Wings of Song 7:30pm	Live Wire Radio Live Wire Radio 8:00pm	AEG Live Productions Tim and Eric 8:00pm		Square Peg Concerts Anjelah Johnson 7:00pm and 10:00pm	Anjali School of Dance Anjali School of Dance 6:00pm			
WIN							PICA PICA 2014 TBA Festival 8:00pm	PICA PICA 2014 TBA Festival 8:00pm			
AHH					A Rock or Something The Telling Project 7:30pm BT	A Rock or Something The Telling Project 7:30pm BT	A Rock or Something The Telling Project 7:30pm BT	A Rock or Something The Telling Project 7:30pm BT			
OCC	EXPO								Cannabis Conference		
ASCH		RC Gun & Knife Show				Ptld Fall RV & Van Show	Ptld Fall RV & Van Show	Ptld Fall RV & Van Show	OSO Special Ben Folds 7:30pm		
KA		OSO Special Tchaikovsky 2:00pm		Seattle Theatre Grp Neil deGrasse Tyson 7:30pm	Seattle Theatre Grp Neil deGrasse Tyson 7:30pm				Steve Litman Presents Australian Pink Floyd 8:00pm		
NMK							Pixie Dust Productions La Cage Aux Folles 7:30pm	Pixie Dust Productions La Cage Aux Folles 7:30pm			
WIN		PICA PICA 2014 TBA Festival 8:00pm	PICA PICA 2014 TBA Festival 8:00pm	PICA PICA 2014 TBA Festival 8:00pm							
AHH									Staged Musical Theatre Parade 2:00pm Open Rehearsal 7:30pm BT		
OCC	EXPO	Cannabis Conference			NW Apparel/Footwear	NW Apparel/Footwear	Comic Con/RM Auction Silver Car Auction JBF Clothing Sale	Comic Con Silver Car Auction JBF Clothing Sale	Comic Con Silver Car Auction JBF Clothing Sale		
ASCH		OSO Presentation Herbie Hancock 7:30pm			True West Old Crow Medicine Show 7:30pm				OSO Classical #1 Nadja Salerno-Sonnenberg 7:30pm		
KA											
NMK		Pixie Dust Productions La Cage Aux Folles 2:00pm					Pixie Dust Productions La Cage Aux Folles 7:30pm	Pixie Dust Productions La Cage Aux Folles 7:30pm			
WIN					Third Rail Repertory Middletown 7:30pm Open Rehearsal	Third Rail Repertory Middletown 7:30pm	Third Rail Repertory Middletown 7:30pm	Third Rail Repertory Middletown 7:30pm			
AHH		Staged Musical Theatre Parade 2:00pm BT				Staged Musical Theatre Parade 7:30pm BT	Staged Musical Theatre Parade 7:30pm BT	Staged Musical Theatre Parade 7:30pm BT			
OCC	EXPO	Comic Con OR Health Care Conv JBF Clothing Sale	OR Health Care Conv	Viewpoint Construction	Viewpoint Construction	Viewpoint Construction	NW Quilting Expo	NW Quilting Expo	Chldrn's Cancer Gala VegFest NW Quilting Expo		
ASCH		OSO Classical #1 Nadja Salerno-Sonnenberg 7:30pm	OSO Classical #1 Nadja Salerno-Sonnenberg 8:00pm								
KA		Premier Productions Bill Gaitther 3:00pm									
NMK		Pixie Dust Productions La Cage Aux Folles 2:00pm									
WIN		Third Rail Repertory Middletown 2:00pm									
AHH		Staged Musical Theatre Parade 2:00pm BT									
OCC	EXPO	VegFest Geothermal Resource	Geothermal Resource	Geothermal Resource							

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**Authorization to Represent MERC/METRO
on Trade-Promotion Mission; Fact-Finding Mission;
Economic Development Activity; or Negotiation
(Food Travel, Lodging Expenses Approved in Advance- exception (H))**

In accordance with ORS 244.020(5)(b)(H), the following public officials: **all current MERC Commissioners and current Metro Councilors** are hereby authorized to represent Metro/MERC in an official capacity; and

The MERC Commission and Metro Council hereby approves in advance, the receipt of reasonable expenses for food, travel, and lodging for the above-named public officials and his/her accompanying relative, household member, or staff member, for attendance at (check one):

trade-promotion mission;
 fact-finding mission;
 economic development activity; OR
 negotiation;

as follows (describe date and type of event):

Portland familiarization tours ("fam tours") and activities related to the Travel Portland Customer Advisory Board where meals will be paid for by Travel Portland, to familiarize potential meeting planners and association executives with Portland and with the Oregon Convention Center, and to facilitate Oregon and Portland tourism and economic development, which activity(ies) take place in Portland on **August 20-22, 2014.**

Being approved by the MERC Commission, at its regular meeting on Aug. 6, 2014, the above activities are hereby officially sanctioned by MERC.



MERC Commission Chair

Being approved by the Metro Council, at its regular meeting on Aug. 7, 2014, the above activity is hereby officially sanctioned by Metro.



Metro Council President