

Memorandum



Date: March 17, 2008

RCA
Agenda Item No. 7(A)

To: Honorable Chairman Bruno A. Barreiro and Members,
Board of County Commissioners

From: George M. Burgess
County Manager

A handwritten signature in black ink, appearing to read "G. Burgess", written over the printed name of the County Manager.

Subject: Adrienne Arsht Center Monthly Status Report - February 2008

Attached please find the monthly status report and financials provided from the Adrienne Arsht Center for the Performing Arts, formerly known as the Carnival Center for the Performing Arts.

A handwritten signature in black ink, appearing to be a stylized name, written above a horizontal line.

Assistant County Manager

Attachments

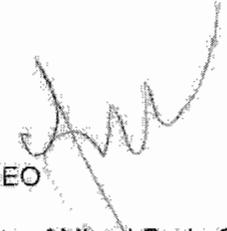
MEMORANDUM

Date: February 15, 2008

To: George Burgess, County Manager

From: Lawrence J. Wilker, Interim President and CEO

Subject: Adrienne Arsht Center for the Performing Arts of Miami-Dade County Status Report



Ticket sales at the Adrienne Arsht Center for the Performing Arts of Miami-Dade County (Arsht Center) continue to improve.

- For shows presented by the Arsht Center through January, tickets sold were 6% above budget and 22% higher than for the same period last year.
- The Center's Flamenco Festival was a tremendous success. More than 6,000 people attended the three sold out performances, almost 300 individuals enjoyed the Paella cook-off on the Thomson Plaza for the Arts and approximately 400 people participated in the Sevillana and Flamenco dance classes.
- The Gilberto Santa Rosa's February 14 concert marked the Center's second Valentine's Day sellout.

The attached spreadsheet reflects the Center's current year projections.

- The year-to-date excess revenues for FY2007-2008 is \$833,000.
- January produced excess revenues of \$1,083,000 over expenses. The year-to-date excess is primarily due to receiving an accelerated subsidy from the Performing Arts Center Foundation.
- Occupancy costs for the month of January was \$535,000, which is 38% lower than originally budgeted.

The FY 2006-2007 audit is complete and has been accepted by the Trust's Audit Committee. The audit will be presented to the Trust Board at the March meeting and a copy of the audit after approval will be given to the Office of Strategic Business Management.

Management continues to reassess and restructure the Arsht Center's programming.

- Beginning on March 25, the Arsht Center will present the Miami premiere of *Forbidden Broadway*. This limited engagement of New York's longest-running off-Broadway musical comedy features the New York cast in a special spring break edition and is specially designed for Miami audiences.

MEMO – George Burgess – Status Report
February 15, 2008
Page Two

- We are continuing to fulfill the Arsht Center's mission to commission new works. Staff is working towards producing an original Cuban music and dance show entitled *Miami Libre*. This performance will be a celebration of Cuban music featuring Miami's own sizzling timba band, Tiempo Libre. Performances are scheduled to begin in mid-July.
- Other upcoming performances for the month of March include multi-Grammy Award winning artist Juan Luis Guerra; American Ballet Theatre's *The Sleeping Beauty*; four world premiere dance and theater works created by Miami artists in our Here and Now festival; comedian Martin Short; Broadway hit *Monty Python's Spamalot* and Tony Award-winning star Bernadette Peters.

The Arsht Center continues to be committed to building a stronger community by providing free events to the public.

- Despite inclement weather, more than 1,000 individuals attended February's multicultural music gathering, TargetGlobal Beat. There were more than 200 participants for onsite classes and more than 300 viewed the Black History Month exhibit *Overtown Rhythm and Soul*. TargetGlobal Beat is scheduled the second Saturday for the next two months on March 8 and April 12.
- The monthly series *Free Gospel Sundays* will launch on Sunday, February 24. The lineup will include the Florida Memorial University Ambassador Chorale; Pastor Avery Jones and the Spirit of Life Choir; New Jerusalem Primitive Baptist Church and solo artist Johnny Sanders.
- On March 12 the Arsht Center will celebrate our nation's brave troops with a free performance by the Army Field Band and Soldier's Chorus. Residents of Miami-Dade County who are members of the military, including active forces, Junior ROTC and veterans groups, are encouraged to attend in uniform.

Embracing our role to nurture upcoming arts professionals, this summer the Center will once again participate in the Smithsonian Latino Center Young Ambassadors summer intern program. The Young Ambassadors is a national leadership development program for high school seniors that aims to cultivate the next generation of Latino leaders in the arts.

The Adrienne Arsht Center for the Performing Arts of Miami-Dade County

Formerly: CARNIVAL CENTER
FOR THE PERFORMING ARTS

Fiscal Year Ending September 30, 2008

REVENUE	Actual				Revised Projection								Revised Projection	Original 08 Budget
	Oct-07	Nov-07	Dec-07	Jan-08	Feb-08	Mar-08	Apr-08	May-08	Jun-08	Jul-08	Aug-08	Sep-08	Total	Total
Ticket Sales	\$331	\$369	\$941	\$511	\$537	\$1,070	\$101	\$679	\$121	\$0	\$0	\$0	\$4,560	\$4,858
Rental Revenue	\$267	\$181	\$238	\$236	\$310	\$365	\$305	\$395	\$125	\$200	\$100	\$135	\$2,857	\$3,056
Facility Chargebacks	\$102	\$99	\$106	\$65	\$125	\$200	\$200	\$200	\$100	\$100	\$75	\$100	\$1,472	\$1,678
Box Office Fees	\$156	\$134	\$266	\$137	\$150	\$300	\$100	\$250	\$84	\$55	\$50	\$50	\$1,732	\$2,660
Parking Revenue	\$44	\$40	\$106	\$58	\$80	\$125	\$110	\$105	\$50	\$50	\$50	\$50	\$868	\$1,320
Concessions	\$10	\$21	\$34	\$8	\$40	\$50	\$45	\$45	\$40	\$35	\$30	\$30	\$388	\$500
Merchandise Sales	\$3	\$6	\$2	\$1	\$3	\$9	\$4	\$8	\$4	\$2	\$2	\$2	\$45	\$50
County Funding	\$632	\$536	\$671	\$535	\$725	\$800	\$750	\$750	\$700	\$675	\$675	\$551	\$8,000	\$8,852
Foundation Subsidy	\$0	\$292	\$500	\$1,292	\$177	\$177	\$177	\$177	\$177	\$177	\$177	\$177	\$3,500	\$3,500
Additional Fundraising	\$0	\$0	\$0	\$0	\$102	\$102	\$102	\$102	\$102	\$102	\$102	\$102	\$816	\$0
Other Revenue	\$3	\$62	\$20	\$30	\$441	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$661	\$148
TOTAL REVENUE	\$1,548	\$1,740	\$2,784	\$2,873	\$2,690	\$3,218	\$1,009	\$2,726	\$1,518	\$1,411	\$1,276	\$1,212	\$24,899	\$26,622
EXPENSES	Oct-07	Nov-07	Dec-07	Jan-08	Feb-08	Mar-08	Apr-08	May-08	Jun-08	Jul-08	Aug-08	Sep-08	Total	
Non-Stagehands Salaries & Benefits	\$436	\$393	\$416	\$336	\$400	\$424	\$475	\$475	\$475	\$475	\$475	\$485	\$5,265	\$5,497
Stagehands Salaries & Benefits	\$158	\$124	\$53	\$169	\$140	\$175	\$100	\$145	\$85	\$50	\$50	\$50	\$1,299	\$1,195
Marketing & Communication	\$162	\$128	\$222	\$161	\$155	\$185	\$111	\$120	\$60	\$50	\$50	\$50	\$1,454	\$1,341
Event Expenses	\$406	\$387	\$696	\$387	\$475	\$881	\$325	\$626	\$196	\$75	\$50	\$30	\$4,534	\$4,534
Professional Services	\$24	\$54	\$20	\$64	\$75	\$72	\$46	\$44	\$43	\$42	\$38	\$43	\$565	\$609
Fulfillment Costs & Comp Tickets	\$11	\$5	\$5	\$5	\$9	\$10	\$10	\$10	\$10	\$7	\$5	\$7	\$95	\$110
Show/Event Parking Services	\$38	\$22	\$105	\$36	\$70	\$110	\$100	\$90	\$45	\$45	\$45	\$45	\$751	\$1,188
Administration & Overhead	\$106	\$79	\$139	\$88	\$92	\$92	\$92	\$96	\$89	\$87	\$82	\$83	\$1,125	\$1,055
Occupancy Costs	\$532	\$531	\$570	\$535	\$725	\$800	\$750	\$750	\$700	\$675	\$675	\$657	\$8,000	\$8,852
Miami Dade County Commitment	\$0	\$0	\$375	\$0	\$0	\$375	\$0	\$0	\$375	\$0	\$0	\$375	\$1,500	\$1,500
Depreciation Expense	\$8	\$8	\$8	\$9	\$8	\$8	\$8	\$8	\$8	\$9	\$9	\$9	\$100	\$50
Capital Items	\$0	\$0	\$0	\$0	\$61	\$0	\$0	\$50	\$0	\$50	\$50	\$0	\$211	\$691
TOTAL EXPENSES	\$1,981	\$1,731	\$2,608	\$1,780	\$2,210	\$3,132	\$2,017	\$2,414	\$2,087	\$1,565	\$1,530	\$1,834	\$24,899	\$26,622
Operating Surplus/(Deficit)	(\$433)	\$99	\$176	\$1,083	\$480	\$91	(\$108)	\$312	(\$569)	(\$154)	(\$254)	(\$623)	\$0	\$0