

Memorandum



Date: May 12, 2008

RCA

Agenda Item No. 8(B)

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

From: George M. Burgess
County Manager

A handwritten signature in black ink, appearing to read "Burgess".

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

Attached please find the monthly status report and financials provided from the Adrienne Arsht Center for the Performing Art Center of Miami-Dade County.

Attachments

A handwritten signature in black ink, appearing to read "Alex Muñoz".

Alex Muñoz
Assistant County Manager

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

MEMORANDUM

Date: April 18, 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

Arsht Center management continues to refine and expand programming which will make the Adrienne Arsht Center for the Performing Arts of Miami-Dade County accessible and welcoming to a broader segment of the community. The Arsht Center was recently selected as one of the first recipients of the *Recognizing Best Practices in Access* awards sponsored by the Florida Department of State, Division of Cultural Affairs and VSA Arts of Florida. This award recognizes the Center's initiatives and work improving access to the arts and culture for people with disabilities.

Later this month, the Arsht Center will announce its 2008 summer season, which includes four spectacular main stage productions. This is the first time the Center will offer summer programming.

- Summer begins with the popular Nick Jr. show, *Go, Diego, Go Live!* on June 14 and 15.
- Already a major hit in New York, *CELIA: The Life & Music of Celia Cruz* will kick off its international tour June 18 through July 6 at the Center, with alternating performances in English and Spanish. Featuring a hit parade of her greatest songs, *Celia* takes the audience on an amazing 60-year musical journey.
- *Miami Libre* tells the story in English and Spanish of a musician's search for love and liberty. Featuring Miami's own timba band, Tiempo Libre, the show celebrates Cuban music and the millions who carry it in their hearts. This world premiere runs from July 25 through August 17.
- The internationally acclaimed *Slava's Snowshow* will make its Miami debut on July 24 and run through August 17. A cross between Cirque du Soleil and Blue Man Group, this entertainment phenomenon created by Slava, the original Cirque's clown genius, is an awesome theatrical experience.

- America's Short Play Festival, Summer Shorts returns to the Center's Carnival Studio Theater May 29 through June 22 with a mix of "short" one-act plays.
- Experience some of the best theater from Spain, Latin America and the U.S. at the XXIII International Hispanic Theatre Festival. This award-winning festival of plays, dance and children's theater is the only one of its kind in the U.S.

The budget for summer programming has been included in the revised projection (attachment). The current year projection continues to reflect a year-end balanced budget. Occupancy costs for the year is \$3,461,000, which is currently \$1.3 million below budget.

In order to strengthen the Center's ability to raise sufficient funds to assure organizational growth and stability, there has been a complete restructuring of the Center's private sector fundraising team. Veteran fundraising executive Arthur Hernandez was recently appointed as the Vice President of Development and comes to the Center from the United Way of Miami-Dade with a stellar fundraising record.

Ticket sales and attendance figures in March were the highest realized this fiscal year. Over 53,000 patrons attended performances and events. Sold out performances during March included Bernadette Peters, The Cleveland Orchestra and *Forbidden Broadway*, which set a record as the longest running show so far at The Arsht Center.

Upcoming performances in May include:

- Philharmonia of London presented by the Concert Association of Florida – May 1
- *Twenty Years of Musical HC* presented by New World Symphony – May 3
- Israel's leading international concert and recording artist Noa in concert – May 5
- *Low: Meditation Trilogy, Part One* – May 9 and 10
- Broadway's smash-hit *Avenue Q* – May 13 through May 18

This season's next free community performance *Free Gospel Sundays* is scheduled for May 25 and will include the WMBM "Just Sang" Community Choir.

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												Original 08 Budget Total		
	Oct-07	Nov-07	Dec-07	Jan-08	Feb-08	Mar-08	Apr-08	May-08	Jun-08	Jul-08	Aug-08	Sep-08	Oct-07	Nov-07	Dec-07	Jan-08	Feb-08	Mar-08	Apr-08	May-08	Jun-08	Jul-08	Aug-08	Sep-08			
Ticket Sales	\$321	\$369	\$841	\$511	\$533	\$1,021	\$425	\$875	\$300	\$300	\$1,055	\$1,560	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,956
Rental Revenue	\$287	\$181	\$238	\$235	\$303	\$309	\$300	\$285	\$303	\$303	\$201	\$100	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,984
Facility Chargebacks	\$102	\$98	\$108	\$95	\$184	\$330	\$200	\$200	\$200	\$100	\$69	\$75	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$1,678
Box Office Fees	\$155	\$134	\$266	\$137	\$259	\$308	\$100	\$235	\$110	\$100	\$105	\$100	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$2,650
Parking Revenue	\$44	\$40	\$106	\$53	\$111	\$143	\$116	\$105	\$75	\$75	\$75	\$75	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$1,320
Concessions	\$10	\$21	\$34	\$8	\$25	\$30	\$35	\$35	\$37	\$30	\$40	\$40	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$500
Merchandise Sales	\$3	\$6	\$2	\$1	\$2	\$3	\$5	\$5	\$4	\$4	\$4	\$4	\$3	\$3	\$3	\$3	\$3	\$3	\$3	\$3	\$3	\$3	\$3	\$3	\$3	\$3	\$50
Foundation Subsidy	\$0	\$0	\$500	\$1,292	\$177	\$225	\$169	\$169	\$169	\$169	\$169	\$169	\$159	\$159	\$159	\$159	\$159	\$159	\$159	\$159	\$159	\$159	\$159	\$159	\$159	\$159	\$9,500
Additional Fundraising	\$0	\$0	\$0	\$0	\$0	\$0	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$0
County Funding	\$632	\$536	\$571	\$535	\$538	\$521	\$725	\$725	\$725	\$725	\$725	\$717	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$6,652
Other Revenue	\$3	\$32	\$20	\$30	\$323	\$4	\$15	\$15	\$15	\$15	\$16	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$143
TOTAL REVENUE	\$1,648	\$1,740	\$2,704	\$2,873	\$2,756	\$3,023	\$2,234	\$2,838	\$2,474	\$2,624	\$2,911	\$3,176	\$2,602	\$2,602	\$2,602	\$2,602	\$2,602	\$2,602	\$2,602	\$2,602	\$2,602	\$2,602	\$2,602	\$2,602	\$2,602	\$2,602	\$26,622
EXPENSES:																											
Non-Siegelman's Salaries & Benefits	\$398	\$293	\$397	\$336	\$559	\$401	\$425	\$425	\$425	\$425	\$425	\$431	\$431	\$431	\$431	\$431	\$431	\$431	\$431	\$431	\$431	\$431	\$431	\$431	\$431	\$431	\$5,487
Siegelman's Salaries & Benefits	\$188	\$124	\$71	\$169	\$108	\$342	\$215	\$186	\$125	\$125	\$150	\$210	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$1,185
Marketing & Communication	\$401	\$380	\$691	\$376	\$392	\$842	\$566	\$398	\$800	\$800	\$905	\$1,160	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$4,341
Event Expenses	\$24	\$54	\$20	\$84	\$50	\$60	\$66	\$62	\$69	\$69	\$68	\$64	\$69	\$69	\$69	\$69	\$69	\$69	\$69	\$69	\$69	\$69	\$69	\$69	\$69	\$69	\$630
Professional Services	\$11	\$5	\$5	\$5	\$13	\$9	\$11	\$11	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$102
Fulfillment Costs & Comp Tickets	\$38	\$22	\$105	\$36	\$112	\$65	\$105	\$95	\$70	\$70	\$70	\$70	\$70	\$70	\$70	\$70	\$70	\$70	\$70	\$70	\$70	\$70	\$70	\$70	\$70	\$70	\$1,186
Show/Event Parking Services	\$111	\$66	\$143	\$96	\$122	\$128	\$120	\$120	\$110	\$110	\$110	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$1,056
Administration & Overhead	\$570	\$531	\$570	\$534	\$534	\$521	\$725	\$725	\$725	\$725	\$725	\$717	\$772	\$772	\$772	\$772	\$772	\$772	\$772	\$772	\$772	\$772	\$772	\$772	\$772	\$772	\$9,852
Occupancy Costs	\$0	\$0	\$375	\$0	\$0	\$375	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,500
Miami Dade County Commitment	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$80
Depreciation Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$150
Capital Items	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL EXPENSES	\$1,961	\$1,751	\$2,607	\$1,790	\$2,034	\$5,048	\$2,437	\$2,559	\$2,388	\$2,388	\$2,712	\$3,171	\$2,105	\$2,105	\$2,105	\$2,105	\$2,105	\$2,105	\$2,105	\$2,105	\$2,105	\$2,105	\$2,105	\$2,105	\$2,105	\$2,105	\$26,622
Operating surplus (Deficit)	(\$433)	\$98	\$177	\$1,083	\$723	(\$25)	(\$203)	\$80	(\$414)	(\$88)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	\$0

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