

Memorandum



Date: September 8, 2008

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

From: George M. Burgess
County Manager

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

RCA
Agenda Item No. 8(B)

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

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", written over a horizontal line.

Alex Muñoz
Assistant County Manager



Date: August 13, 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

The 2008 summer season at the Adrienne Arsht Center for the Performing Arts of Miami-Dade County has been a tremendous success. The Center has hosted sold-out, record-breaking runs of *Celia: The Life & Music of Celia Cruz, Go, Diego, Go, Live!* and *Slava's Snowshow*. More than 56,000 patrons have enjoyed performances at the Center so far this summer, and ticket sales have grossed more than \$2.6 million. *Slava's Snowshow* alone has been seen by more than 25,000 people, making it the most successful show this fiscal year in terms of gross ticket sales. In fact, the show was so popular that its original four-week engagement was extended for an additional two weeks. There was such demand for tickets to *Celia: The Life & Music of Celia Cruz* that the Center's programming staff is working to bring it back in a future season.

The world premiere of *Miami Libre* has been well received by the community and the national media. Starring Miami native and recent New World School of the Arts graduate, Jean Carlos Canela, along with the Cuban-born dancer Everlayn Borges, this work is the first major musical conceived and produced at the Center. The show features Miami's own Grammy-nominated timba band Tiempo Libre as well as an array of South Florida dancers, actors, designers, and theater technicians. Converting the Knight Concert Hall into a cabaret-style venue by using our unique Festival Floor was an unqualified success and contributed greatly to the impact made by the production.

The Center continues to operate on budget and the current financial projections continue to reflect a year-end balanced budget. We anticipate that fundraising goals will be achieved by September 30, 2008, and the summer programming will break even as forecast (see attachment).

- This season, the Adrienne Arsht Center presented 69 more shows than last year and sold approximately 33,000 more tickets

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- Occupancy costs for the year are \$5,330,000 which is currently \$1.5 million below budget

Fall programming is shaping up to be truly spectacular. The Center's five-production Broadway musical season will be announced in early September and more than 400 subscription tickets have already been sold for next year's six-concert Jazz Roots, a groundbreaking series of performances that will bring more than 25 jazz legends and pioneers to South Florida. Other season highlights include a Celebrity Chef series that is being presented in partnership with Johnson and Wales University and a Latin pop series that is being presented in collaboration with Sony BMG.

In October, the Center's free programming will resume and will include outdoor family-friendly activities on the first Saturday of each month through May. And last season's popular Free Gospel Sundays series will return the first Sunday of each month through April.

Upcoming Programming

- The third concert in the Cosecha 2008 series will feature Luz Marina on August 30.
- Considered one of the most successful Ballet Festivals in the United States, the XIII International Ballet Festival of Miami will take place on September 13.
- Latin Grammy Award winner and a megastar of Latin American rock and roll, Fito Páez will perform on September 19.

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

Formerly: CARNIVAL CENTER
FOR THE PERFORMING ARTS

Fiscal Year Ending September 30, 2008

	Actual												Revised Projection			Revised Projection		Original	
	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	Total	Total	Total		
REVENUE																			
Ticket Sales	\$331	\$369	\$841	\$511	\$533	\$1,021	\$239	\$794	\$944	\$600	\$257	\$0	\$6,500	\$4,858	\$3,500	\$3,056	\$5,497		
Rental Revenue	\$267	\$181	\$238	\$236	\$303	\$309	\$242	\$298	\$169	\$375	\$375	\$157	\$3,190	\$3,056	\$1,678	\$1,341	\$1,195		
Box Office Chargebacks	\$102	\$99	\$106	\$65	\$184	\$350	\$77	\$190	\$90	\$102	\$85	\$50	\$1,500	\$1,678	\$2,660	\$4,534	\$1,341		
Parking Revenue	\$156	\$134	\$266	\$137	\$259	\$308	\$59	\$280	\$187	\$110	\$110	\$44	\$2,050	\$2,050	\$1,320	\$8,852	\$8,852		
Concessions	\$44	\$40	\$106	\$58	\$111	\$143	\$55	\$82	\$62	\$75	\$75	\$49	\$900	\$900	\$500	\$500	\$809		
Merchandise Sales	\$10	\$21	\$34	\$8	\$25	\$39	\$24	\$26	\$24	\$30	\$30	\$29	\$300	\$300	\$35	\$110	\$110		
Foundation Subsidy	\$3	\$6	\$2	\$1	\$2	\$3	\$0	\$1	\$7	\$4	\$3	\$3	\$35	\$50	\$50	\$110	\$110		
Additional Fundraising	\$0	\$0	\$500	\$1,292	\$177	\$225	\$847	\$168	\$375	\$0	\$220	\$220	\$4,315	\$3,500	\$3,500	\$1,055	\$1,055		
County Funding	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,500	\$1,500		
Other Revenue	\$632	\$536	\$871	\$535	\$538	\$921	\$625	\$603	\$643	\$725	\$725	\$711	\$7,565	\$7,565	\$8,852	\$8,852	\$891		
	\$3	\$82	\$20	\$30	\$623	\$4	-\$20	\$2	\$0	\$9	\$9	\$8	\$750	\$750	\$148	\$148	\$148		
TOTAL REVENUE	\$1,548	\$1,740	\$2,784	\$2,873	\$2,755	\$3,023	\$2,208	\$2,444	\$2,501	\$2,030	\$1,889	\$1,621	\$27,415	\$27,415	\$26,622	\$26,622	\$26,622		
EXPENSES																			
Non-Stagehands Salaries & Benefits	\$436	\$383	\$416	\$336	\$503	\$401	\$347	\$387	\$343	\$393	\$495	\$415	\$4,895	\$4,895	\$1,620	\$1,195	\$1,195		
Stagehands Salaries & Benefits	\$158	\$124	\$53	\$169	\$126	\$342	\$82	\$92	\$128	\$130	\$125	\$91	\$1,620	\$1,620	\$1,195	\$1,195	\$1,195		
Marketing & Communication	\$162	\$128	\$222	\$161	\$145	\$165	\$69	\$370	\$227	\$225	\$150	\$151	\$2,175	\$2,175	\$1,341	\$1,341	\$1,341		
Event Expenses	\$406	\$387	\$686	\$387	\$357	\$842	\$433	\$488	\$591	\$815	\$798	\$1,000	\$6,300	\$6,300	\$4,534	\$4,534	\$4,534		
Occupancy Costs	\$632	\$531	\$808	\$535	\$534	\$621	\$632	\$597	\$640	\$725	\$725	\$785	\$7,565	\$7,565	\$8,852	\$8,852	\$8,852		
Professional Services	\$24	\$54	\$20	\$64	\$50	\$60	\$33	\$171	\$112	\$105	\$105	\$102	\$900	\$900	\$809	\$809	\$809		
Fulfillment Costs & Comp Tickets	\$11	\$5	\$5	\$5	\$13	\$9	\$21	\$4	\$9	\$10	\$10	\$8	\$110	\$110	\$110	\$110	\$110		
Show/Event Parking Services	\$38	\$22	\$105	\$36	\$112	\$95	\$70	\$64	\$66	\$70	\$70	\$47	\$795	\$795	\$1,188	\$1,188	\$1,188		
Administration & Overhead	\$106	\$79	\$139	\$112	\$122	\$128	\$74	\$203	\$87	\$101	\$100	\$100	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500		
Miami Dade County Commitment	\$0	\$0	\$375	\$0	\$0	\$375	\$0	\$0	\$375	\$0	\$0	\$375	\$1,100	\$1,100	\$50	\$50	\$50		
Depreciation Expense	\$8	\$8	\$8	\$9	\$9	\$9	\$9	\$9	\$10	\$10	\$10	\$10	\$110	\$110	\$110	\$110	\$110		
Capital Items	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$75	\$50	\$0	\$125	\$125	\$125	\$125	\$125		
TOTAL EXPENSES	\$1,981	\$1,731	\$2,646	\$1,814	\$1,971	\$3,047	\$1,770	\$2,385	\$2,588	\$2,659	\$2,658	\$2,184	\$27,414	\$27,414	\$26,622	\$26,622	\$26,622		
Consolidated Surplus (Deficit)	(\$433)	\$9	\$138	\$1,059	\$784	(\$24)	\$438	\$89	(\$87)	(\$629)	(\$750)	(\$564)	\$0	\$0	\$0	\$0	\$0		

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