Memorandum

MIAMI-DADE COUNTY

Date:	October 10, 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(C)

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

Alex Muñoz
Assistant County Manager

Adrienne Arsht Center
FOR THE PERFORMING ARTS OF MIAMI-DADE COUNTY

MEMORANDUM

Date: September 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

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The Adrienne Arsht Center for the Performing Arts of Miami-Dade County is on its way to becoming a mecca for performing arts nationwide. More than 135,000 patrons visited the Center this summer (compared to a mere 11,000 last summer) and programming generated nearly $3.5 million in revenue.

Continuing the momentum from a successful summer season, the upcoming fall season will offer diverse programming that reflects the composition of the community. The fall season includes an array of family programming, one of the most comprehensive Jazz series in the United States and several world renowned artists.

- More than 25 jazz legends and supers, including Ramsey Lewis, Paquito D' Riviera, Chick Corea, Arturo Sandoval, and Sonny Rollins will grace the stage of the Concert Hall as part of the Center's Jazz Roots series.
- The 2008-2009 Broadway season features all time family favorites, including *Annie The Wizard of Oz, Cats* and *Chicago*, making this the perfect season for turning kids and other newcomers to musicals into lifelong fans.
- The Center will host the South Florida debut of *The Complete Works of William Shakespeare (Abridged)* which takes all 37 of Shakespeare's works and performs them in a 90-minute rollercoaster ride of a comedy.
- The Center launches its new Celebrity Chef series with Giada de Laurentiis, Anthony Bourdain, and the Food Network's Alton Brown. The events will include onstage cooking demonstrations and an opportunity to meet the chefs in person and sample their work.

The Center continues to operate on budget and the current financial projections continue to reflect a year-end balanced budget (see attachment).

- A new record was set during the month of August with over 29,000 patrons attending *Adrienne Arsht Center presents* performances.
- Occupancy costs for the year are $6,593,000 which is currently $1.6 million below budget
- Advance ticket sales for the fall season are going well.

- The third quarterly payment to Miami-Dade County in the amount of $375,000 for the Sunshine State Loan will be paid at the end of September.

On Saturday, October 11 the Center will celebrate the opening of its third season with its "Take Center Stage" gala. The evening will feature the first time all four resident companies will perform on the same stage as well as the Center's own resident artist Jencarlos Canela. Proceeds for the gala will benefit the education and outreach programs of the Center.

Upcoming performances during October:

- Singer Jorge Celedón and accordionist Jimmy Zambrano, two of the most highly acclaimed Columbian Vallenato artists, will perform October 3.
- Legendary Brazilian singer Milton Nascimento will join forces with the Jobim Trio for an October 4 performance.
- The Frost School of Music Passion and Pathos: Gala Opening Night will be held October 9.
- The Center launches its new series of chamber music with the debut of the new Firebird Chamber Orchestra, October 9 - 12
- Miami City Ballet will present its *Program I* October 17 through 19
- The Adrienne Arsht Center will host an evening with best-selling author and celebrated National Public Radio humorist David Sedaris on October 15.
- Miami Symphony Orchestra opens its new season on October 18
- Grammy Award-winning stars of *Playhouse Disney* Dan Zanes and Friends will return to the Center October 19.
- New World Symphony opens its Adrienne Arsht Center season on October 25
- The ever popular Herald Hunt takes place this year largely at the Center on October 26
- The new Broadway season gets under day October 28 with The Wizard of Oz.

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

	Actual											Revised Projection	Revised Projection	Original 08 Budget
REVENUE	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	$841	$511	$533	$1,021	$299	$794	$944	$647	$1,628	$90	$8,008	$4,858
Rental Revenue	$267	$181	$238	$236	$303	$309	$242	$298	$169	$482	$340	$50	$3,115	$3,056
Facility Chargebacks	$102	$99	$106	$65	$184	$350	$77	$190	$90	$168	$2	$17	$1,450	$1,678
Box Office Fees	$156	$134	$266	$137	$259	$308	$59	$280	$187	$176	$259	$79	$2,300	$2,660
Parking Revenue	$44	$40	$106	$58	$111	$143	$55	$82	$62	$51	$73	$25	$850	$1,320
Concessions	$10	$21	$34	$8	$25	$39	$24	$26	$24	$15	$19	$24	$269	$500
Merchandise Sales	$3	$6	$2	$1	$2	$3	$0	$1	$7	$2	$1	$0	$28	$50
In-Kind Contributions	$0	$0	$0	$0	$0	$0	$0	$0	$0	$114	$0	$0	$114	$0
Foundation Subsidy	$0	$292	$500	$1,292	$177	$225	$847	$168	$375	$0	$0	$700	$4,576	$3,500
County Funding	$632	$536	$671	$535	$538	$621	$625	$603	$643	$712	$548	$824	$7,488	$8,852
Other Revenue	$3	$62	$20	$30	$623	$4	-$20	$2	$0	$2	$1	$8	$735	$148
TOTAL REVENUE	$1,548	$1,740	$2,784	$2,873	$2,755	$3,023	$2,208	$2,444	$2,501	$2,369	$2,872	$1,817	$28,934	$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	$503	$401	$347	$387	$343	$395	$564	$429	$4,950	$5,497
Stagehands Salaries & Benefits	$158	$124	$53	$169	$126	$342	$82	$92	$128	$103	$205	$93	$1,675	$1,195
Marketing & Communication	$162	$128	$222	$161	$145	$165	$69	$370	$227	$88	$254	$229	$2,220	$1,341
Event Expenses	$406	$387	$696	$387	$357	$842	$433	$488	$616	$803	$1,401	$116	$6,932	$4,534
Professional Services	$24	$54	$20	$64	$50	$60	$33	$171	$112	$92	$138	$124	$942	$609
Fulfillment Costs & Comp Tickets	$11	$5	$5	$5	$13	$9	$21	$4	$9	$10	$15	$8	$115	$110
Show/Event Parking Services	$38	$22	$105	$36	$112	$95	$70	$64	$66	$44	$78	$20	$750	$1,188
Administration & Overhead	$106	$79	$139	$112	$122	$128	$74	$203	$63	$104	$152	$120	$1,401	$1,055
Occupancy Costs	$632	$531	$608	$535	$534	$621	$632	$597	$640	$715	$548	$895	$7,488	$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	$9	$9	$9	$10	$10	$9	$10	$11	$110	$50
Capital Items	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$42	$42	$691
TOTAL EXPENSES	$1,981	$1,731	$2,646	$1,814	$1,971	$3,047	$1,770	$2,385	$2,588	$2,363	$3,367	$2,462	$28,125	$26,622
Operating Surplus (Deficit)	($433)	$9	$138	$1,059	$784	($24)	$438	$59	($87)	$6	($495)	($645)	$808	$0