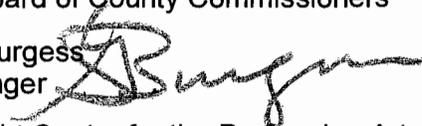


Memorandum



Date: May 11, 2009

To: Honorable Chairman Dennis C. Moss and
Members, Board of County Commissioners

From: George M. Burgess
County Manager 

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

RCT
Agenda Item No. 8(F)

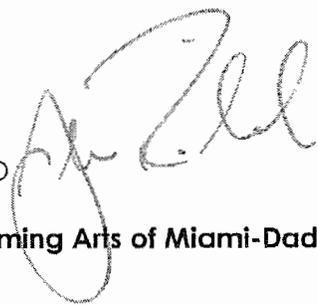
Attached please find the monthly status report and financials provided from the Adrienne Arsht Center for the Performing Art Center of Miami-Dade County.

Attachments



Alex Muñoz
Assistant County Manager

MEMORANDUM

Date: April 20, 2009
To: George Burgess, County Manager
From: M. John Richard, President and CEO 
Subject: **Adrienne Arsht Center for the Performing Arts of Miami-Dade
County Status Report**

As we hit the mid point of our third season, the Adrienne Arsht Center for the Performing Arts of Miami-Dade County is well on its way to becoming one of the preeminent performing arts centers in the United States. Our strength is in the diversity of our audiences, our ability to attract world-class artists, and in the way we are embracing our community. At the same time, we continue to enjoy success at the organizational level: ticket sales are exceeding expectations, occupancy costs are below budget, and we anticipate completing the year with a balanced budget.

The Center celebrated an exciting milestone on the opening night of Alvin Ailey American Dance Theater when we welcomed our one millionth patron through our doors. If there is one word to describe the Center's mission, it is "inclusion."

The Arsht Center's highlight accomplishment was to rescue the remaining 12 programs of the Concert Association of Florida. The outcome, while facing considerable financial risk, was achieved with a very modest surplus. The community response was stunning.

April programming highlights

- On April 10 internationally revered violinist and conductor, Vladimir Spivakov conducted the National Philharmonic of Russia. Composed of Russia's leading symphonic virtuosos, the orchestra presented an electrifying performance. Since the unfortunate closing of the Concert Association of Florida's doors, the Adrienne Arsht Center has made the commitment to keep classical music alive and well in Miami-Dade County. The Center plans to inaugurate its own classical series next season.
- Juan de Marcos & Afro-Cuban All Stars brought a sizzling night of Cuban music to the Adrienne Arsht Center on the last stop of their 40-city tour. The internationally recognized ensemble performed an eclectic, provocative mix of bolero, rumba, salsa, guajira and cha-cha while the audience literally danced in the aisles.

- The Center proudly co-presented Alvin Ailey American Dance Theater's 50th Anniversary celebration at the Sanford and Dolores Ziff Ballet Opera House from April 16-19. The Ailey Company's extraordinary dances included three Miami-Dade County natives and more than 10,000 tickets were sold in six short weeks which included two sold-out performances. In celebration of Ailey's 50th Anniversary, the Center's Green Room Society hosted a spectacular opening night after-party in the Carnival Studio Theater with more than 300 guests in attendance.
- As part of the Center's dedication to provide high-quality performing arts experiences for students of Miami-Dade County, over 50 students from Coral Reef Senior High, South Miami Senior High and Dr. Michael Krop Senior High attended an Ailey Master Class that was conducted at the Center by Ailey dancer Linda Celeste Sims.
- Nearly 2,000 patrons took part in an inspirational and glorious afternoon of gospel music at the April Free Gospel Sundays concert. Gospel singing sensation Helen Baylor headlined the afternoon performance that also featured Miami Garden's Voices of Antioch Choir along with the Free Gospel Sundays Mass Choir. This series was awarded a \$100,000 Knight Foundation grant as part of the community-wide initiative to fund the best arts ideas in South Florida.

Summer lineup

- The international hit *Fuerza Bruta*, a non-stop collision of dynamic music, jaw-dropping acrobatics and kinetic aerial imagery will headline the Adrienne Arsht Center's 2009 Summer season. This cutting-edge performance wowed audiences in New York, London, Argentina, Colombia and Brazil. The Lynn Wolfson Stage of the Sanford and Dolores Ballet Opera House will be transformed into an alternate universe with flying dancers, pumping beats and a multidimensional swimming pool above the heads of the audience.
- The Center will host the return of the hit *Celia: The Life & Music of Celia Cruz*. The Center's run of show last summer drew more than 20,000 attendees and was the launching point for the show's international tour. Although the show is performed entirely in Spanish at most performances, selected performances do contain dialogue in both English and Spanish in order to make the hit musical accessible to a wider audience.
- City Theater's Summer Shorts Festival will take place May 28 through June 21. Tagged as "America's Short Play Festival," the summer run will include Signature Shorts, Undershorts and Shorts 4 Kids and promises to be more festive than ever. These one-act plays run 5- 20 minutes and feature hilarious comedies as well as heartfelt dramas.

- XXIV International Hispanic Theater Festival is a Miami theatrical tradition that takes up residence in the Carnival Studio Theater July 8 – 26. Always featuring the finest Spanish-language productions from around the world, this summer's lineup includes productions from Colombia, Spain, Mexico and Miami's own Teatro Avante.

Programming highlights for next season:

- Following a sell-out debut season, the Center's highly successful JAZZ ROOTS series will return next season. An exclusive series produced by the Adrienne Arsht Center and legendary record/television producer Larry Rosen. This year's season outperformed expectations by drawing more than 10,000 patrons to five sell-out performances. The new season begins in November 2009 and will include blues legend Buddy Guy, multi-Grammy Award winning pianist and composer Dave Grusin with Jon Secada, Arturo Sandoval, Nestor Torres and Mancini Institute Orchestra, a vocal jazz feast with Manhattan Transfer, The New York Voices and Jon Hendricks; a tribute to Black History Month with the incomparable Al Jarreau and jazz master Ramsey Lewis; a tribute to Frank Sinatra with Michael Feinstein and John Pizzarelli; and a scintillating evening of Latin Jazz piano with maestros Eddie Palmieri and Michel Camilo. Beyond the six performances, the Jazz Roots series will continue to include an educational component that will welcome 900 Miami-Dade County jazz students to participate in artist Q & A sessions and master classes.
- In a powerful lineup of one of the strongest theatrical seasons Miami has seen in years, Tony Award winners *Oprah Winfrey Presents The Color Purple*, *Wicked*, and *Spring Awakening* will be the centerpieces of the five-show Broadway Across America-Miami Subscription Series. *Mama Mia!* and the lighthearted family show, *101 Dalmatians the Musical*, round out the subscription season.

March financial report

- The year-end projection continues to call for a balanced budget (see attached document).
- Adrienne Arsht Center presents shows have sold at 68% for the year compared to a budget of 60%.
- Occupancy costs for the year are \$3,300,000, which is \$522,000 below budget.
- The second quarterly payment in the amount of \$375,000 was paid at the end of March to the County for the Sunshine State Loan.

FY 2010 budget

- The budget for fiscal year 2010 was approved by the PACT Board of Directors at its March meeting and calls for total revenues of \$36 million dollars. This is almost \$4.7 million higher than the current fiscal year's

projection and is primarily due to the increased Broadway season for next year.

- Next year's overhead and administrative costs have been reduced by over \$300,000 from this year's projection.
- The budget for private fundraising has been increased by \$100,000.
- Total events for next season are budgeted at 500 events which is 25 more than this fiscal year.
- The Broadway season is budgeted for 72 performances which is almost double this year's offering.
- Over 500,000 guests are expected to attend events at the Center next season.
- The Center's request for occupancy costs from the County is approximately \$7.6 million.

Upcoming Programming in May

- Florida Grand Opera presents Puccini's *Madama Butterfly* April 25 through May 9 which has already received tremendous critical praise from *The Miami Herald* and *El Nuevo Herald*.
- Haitian-American composer/musician Daniel Bernard Roumain will perform May 1, kicking off Haitian Heritage Month. The concert will also feature the queen of Haitian pop, Emeline Michel, as a special guest.
- This season's final *Family Fest* will take place on May 2 on the Thomson Plaza for the Arts. This free series makes the performing arts attractive and accessible to all Miami-Dade County families.
- On May 2 and 3, Michael Tilson Thomas and the New World Symphony perform two of Tchaikovsky's finest creations: the Fifth Symphony, a triumphant take on human fate, and, with the help of star pianist Vladimir Feltsman, the invigorating First Piano Concerto.
- Dade County student poets will rap their award-winning poems to two-piano music performed by acclaimed Dutch artists Jeroen and Maarten van Veen on May 5.
- Geoff Emerick will discuss his book *Here, There & Everywhere: My Life Recording the Music of THE BEATLES* on May 7 in the Carnival Studio Theater.
- Join us for an evening of laughs with two of today's funniest comics Erin Foley and Gloria Bigelow on May 8.
- Arriving direct from New York's Broadway Theater *Cirque Dreams Jungle Fantasy* soars into the Sanford and Dolores Ziff Ballet Opera House May 12-May 17. A Miami-Dade student has been chosen to perform a special role in which he will also sing a bilingual song especially created for his role in the Miami run.
- *Chicago*, a razzle-dazzle tabloid tale that won six Tony Awards, will close the Center's Broadway season May 26-31, starring the popular Hispanic film and television star Sofia Vergara as Mama Morton.

Projection for Fiscal Year 2009

	Actual												Revised Projection												Original 09 Budget Total	
	Oct 08	Nov 08	Dec 08	Jan 09	Feb 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sept 09	Oct 08	Nov 08	Dec 08	Jan 09	Feb 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sept 09		
REVENUE																										
Ticket Sales	\$ 355	\$ 633	\$ 959	\$ 936	\$ 774	\$ 415	\$ 235	\$ 330	\$ 1,952	\$ 475	\$ 682	\$ 939	\$ 50	\$ 189	\$ 252	\$ 283	\$ 385	\$ 359	\$ 359	\$ 385	\$ 359	\$ 385	\$ 359	\$ 385	\$ 359	
Rental Revenue	\$ 49	\$ 110	\$ 47	\$ 127	\$ 196	\$ 36	\$ 75	\$ 150	\$ 175	\$ 150	\$ 150	\$ 150	\$ 50	\$ 189	\$ 252	\$ 283	\$ 385	\$ 359	\$ 359	\$ 385	\$ 359	\$ 385	\$ 359	\$ 385	\$ 359	
Facility Chargebacks	\$ 150	\$ 185	\$ 264	\$ 330	\$ 256	\$ 203	\$ 132	\$ 160	\$ 275	\$ 150	\$ 150	\$ 150	\$ 20	\$ 150	\$ 185	\$ 264	\$ 330	\$ 256	\$ 203	\$ 132	\$ 160	\$ 150	\$ 150	\$ 20	\$ 150	
Box Office Fees	\$ 27	\$ 81	\$ 71	\$ 103	\$ 70	\$ 56	\$ 5	\$ 80	\$ 125	\$ 80	\$ 80	\$ 80	\$ 27	\$ 81	\$ 81	\$ 71	\$ 103	\$ 70	\$ 56	\$ 5	\$ 80	\$ 80	\$ 80	\$ 27	\$ 81	
Parking Revenue	\$ 13	\$ 2	\$ 7	\$ 11	\$ 8	\$ 5	\$ 2	\$ 3	\$ 3	\$ 3	\$ 3	\$ 3	\$ 3	\$ 2	\$ 2	\$ 7	\$ 11	\$ 8	\$ 5	\$ 2	\$ 3	\$ 3	\$ 3	\$ 3	\$ 2	
Concessions	\$ 1	\$ 3	\$ 1	\$ 5	\$ 5	\$ 3	\$ 3	\$ 3	\$ 3	\$ 3	\$ 3	\$ 3	\$ 3	\$ 1	\$ 3	\$ 1	\$ 5	\$ 5	\$ 3	\$ 3	\$ 3	\$ 3	\$ 3	\$ 3	\$ 1	
Merchandise Sales	\$ 325	\$ 200	\$ 200	\$ 1,200	\$ 600	\$ 900	\$ 675	\$ 675	\$ 675	\$ 675	\$ 675	\$ 675	\$ 705	\$ 200	\$ 200	\$ 200	\$ 1,200	\$ 600	\$ 900	\$ 675	\$ 675	\$ 675	\$ 675	\$ 705	\$ 200	
Subsidy-Foundation	\$ 533	\$ 514	\$ 495	\$ 656	\$ 528	\$ 574	\$ 725	\$ 725	\$ 725	\$ 725	\$ 725	\$ 725	\$ 725	\$ 514	\$ 514	\$ 495	\$ 656	\$ 528	\$ 574	\$ 725	\$ 725	\$ 725	\$ 725	\$ 725	\$ 514	
Miami-Dade County Funding	\$ 1	\$ 2	\$ 2	\$ 1	\$ 1	\$ 1	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 2	\$ 2	\$ 2	\$ 1	\$ 1	\$ 1	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 2	
Other Revenue	\$ 1,853	\$ 1,982	\$ 2,834	\$ 3,784	\$ 2,781	\$ 2,445	\$ 2,175	\$ 2,716	\$ 4,350	\$ 2,650	\$ 2,628	\$ 2,684	\$ 1,848	\$ 1,853	\$ 1,982	\$ 2,834	\$ 3,784	\$ 2,781	\$ 2,445	\$ 2,175	\$ 2,716	\$ 4,350	\$ 2,628	\$ 1,848	\$ 1,853	
Total Revenue	\$ 2,034	\$ 3,812	\$ 5,644	\$ 7,561	\$ 5,251	\$ 4,778	\$ 4,212	\$ 5,219	\$ 8,216	\$ 4,216	\$ 4,884	\$ 5,526	\$ 3,162	\$ 3,891	\$ 5,197	\$ 6,733	\$ 5,440	\$ 4,840	\$ 4,340	\$ 5,440	\$ 6,733	\$ 8,216	\$ 4,884	\$ 3,162	\$ 3,891	
EXPENSES																										
Non-Stagehands Salaries & Benefits	\$ 322	\$ 107	\$ 416	\$ 116	\$ 294	\$ 421	\$ 473	\$ 170	\$ 475	\$ 195	\$ 118	\$ 148	\$ 60	\$ 322	\$ 107	\$ 416	\$ 116	\$ 294	\$ 421	\$ 473	\$ 170	\$ 475	\$ 195	\$ 118	\$ 60	
Stagehands Salaries & Benefits	\$ 418	\$ 111	\$ 216	\$ 347	\$ 186	\$ 280	\$ 138	\$ 149	\$ 378	\$ 173	\$ 251	\$ 253	\$ 60	\$ 418	\$ 111	\$ 216	\$ 347	\$ 186	\$ 280	\$ 138	\$ 149	\$ 378	\$ 173	\$ 251	\$ 253	
Marketing & Communications	\$ 338	\$ 429	\$ 750	\$ 710	\$ 554	\$ 439	\$ 298	\$ 691	\$ 1,718	\$ 645	\$ 975	\$ 1,217	\$ 475	\$ 338	\$ 429	\$ 750	\$ 710	\$ 554	\$ 439	\$ 298	\$ 691	\$ 1,718	\$ 645	\$ 975	\$ 1,217	
Event Expenses	\$ 122	\$ 104	\$ 128	\$ 142	\$ 80	\$ 97	\$ 54	\$ 60	\$ 60	\$ 60	\$ 60	\$ 60	\$ 60	\$ 122	\$ 104	\$ 128	\$ 142	\$ 80	\$ 97	\$ 54	\$ 60	\$ 60	\$ 60	\$ 60	\$ 60	
Professional Services	\$ 22	\$ 6	\$ 27	\$ 10	\$ 16	\$ 21	\$ 14	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 22	\$ 6	\$ 27	\$ 10	\$ 16	\$ 21	\$ 14	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	
Fulfillment Costs & Comp. Tickets	\$ 14	\$ 50	\$ 57	\$ 89	\$ 65	\$ 47	\$ 46	\$ 75	\$ 115	\$ 75	\$ 75	\$ 75	\$ 27	\$ 14	\$ 50	\$ 57	\$ 89	\$ 65	\$ 47	\$ 46	\$ 75	\$ 115	\$ 75	\$ 27	\$ 14	
Show/Event Parking	\$ 170	\$ 121	\$ 129	\$ 161	\$ 90	\$ 129	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 170	\$ 121	\$ 129	\$ 161	\$ 90	\$ 129	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	
Administration & Overhead	\$ 533	\$ 514	\$ 495	\$ 656	\$ 528	\$ 574	\$ 725	\$ 725	\$ 725	\$ 725	\$ 725	\$ 725	\$ 725	\$ 533	\$ 514	\$ 495	\$ 656	\$ 528	\$ 574	\$ 725	\$ 725	\$ 725	\$ 725	\$ 725	\$ 533	
Occupancy Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Miami-Dade County Commitment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Capital Expenditures	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Depreciation Expense	\$ 10	\$ 10	\$ 12	\$ 13	\$ 9	\$ 8	\$ 14	\$ 14	\$ 15	\$ 15	\$ 15	\$ 15	\$ 15	\$ 10	\$ 10	\$ 12	\$ 13	\$ 9	\$ 8	\$ 14	\$ 14	\$ 15	\$ 15	\$ 15	\$ 10	
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Expenses	\$ 2,034	\$ 3,812	\$ 5,644	\$ 7,561	\$ 5,251	\$ 4,778	\$ 4,212	\$ 5,219	\$ 8,216	\$ 4,216	\$ 4,884	\$ 5,526	\$ 3,162	\$ 3,891	\$ 5,197	\$ 6,733	\$ 5,440	\$ 4,840	\$ 4,340	\$ 5,440	\$ 6,733	\$ 8,216	\$ 4,884	\$ 3,162	\$ 3,891	
Operating Surplus (Deficit)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

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