

Memorandum



Date: December 7, 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(A)

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

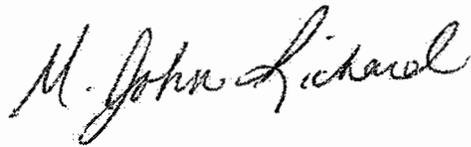
A handwritten signature in black ink, appearing to read "Alex Muñoz".

Alex Muñoz
Assistant County Manager

MEMORANDUM

Date: November 23, 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**

In early October the Adrienne Arsht Center for the Performing Arts of Miami-Dade County began its 4th season. Early indicators are good. This year's first Broadway production *The Color Purple* opened with eight sold out performances making it one of the Center's top selling Broadway shows. More than 17,500 patrons attended which resulted in \$1 million dollars in sales. *Jazz Roots* subscriptions are up 20% compared to last season and Broadway subscriptions are up 10%. Over 6,000 tickets have already been sold to the Center's inaugural John S. and James L. Knight Masterworks Season.

On October 22 the Center's signature restaurant Prelude by Barton G opened to rave reviews and 100% capacity. That same evening the London Philharmonic rehearsed in the Center's Peacock Foundation Studio Theater and Miami City Ballet performed their season opener on the stage of the Ziff Ballet Opera House

Earlier this month President Barack Obama handpicked Performing Arts Center Trust Chairman Ricky Arriola to serve on his Committee on the Arts and Humanities, the nation's preeminent body focused on arts and humanities education, cultural diplomacy and economic revitalization through the arts and humanities. The Committee serves as liaison between The White House and federal cultural agencies, as well as civic, corporate, foundation and private funders that seek to further the nation's investment in arts and humanities. First Lady Michelle Obama serves as the Committee's Honorary Chair.

Finance

FY 2009

- The Center ended the fiscal year with a modest surplus from Operations for the year of \$347,000 (see attached spreadsheet).
- Earned Operating Revenues for the year are projected to be \$1,114,000 or 7.8% higher than budgeted primarily due to higher than expected ticket sales and box office fees.
- The year-end Operating Expenses for the fiscal year are projected to be \$1,100,000 less than budgeted.
- Occupancy costs for the year are projected to be \$7,077,000 which is \$573,000 below budget.
- The 4th payment to Miami-Dade County for the Sunshine State Loan was paid in September for a year-end total of \$1.5 million.
- The Center's independent audit firm, Goldstein Schechter Koch, began the auditing process in early November.

FY 2010

- Earned Operating Revenues for October are \$1,444,000 which is \$659,000 higher than last year primarily due to higher than expected ticket sales and box office fees.
- Occupancy costs for October are \$573,000 which is \$74,000 below budget. The reduced costs are primarily due to initiatives that have been implemented by staff.
- All shows sold at 70% for the month of October.

Recently the PACT Board established an Endowment Committee consisting of four veteran investment professionals Nathan Leight, David Rucker, Rob Barlick and Marko Dimitrijevic. The Committee is charged with

- Authorizing investment guidelines for PACT Board approval
- Recommending asset allocation policies for PACT Board approval
- Recommending Operating Contribution policies (i.e. Spend Policy) for PACT Board approval
- Evaluating Endowment performance

Once the asset allocation policies are established the committee will interview asset managers.

Private Sector Support

The Adrienne Arsht Center, Florida Grand Opera, Miami City Ballet and New World Symphony joined efforts and hosted a 2009 gala aboard the Seabourn Odyssey cruise ship. *Art Odyssey: A collaboration* took place overnight November 13-14 aboard the newest member of The Yachts of Seabourn fleet. Nearly 400 guests attended a magnificent star studded evening featuring Bernadette Peters. Totally underwritten by Yachts of Seabourn, all proceeds will be distributed among the four arts organizations.

The PACT Board Development Committee, led by Ricky Arriola and Evelyn Greer has launched a new Donor Wall Campaign. The Donor Walls in both halls are scheduled to be permanently engraved next fall. The Committee is charged with attracting new donors. Donor Wall gift levels begin at \$10,000.

Strategic Planning

As part of the Center's strategic planning process, The PACT Board recently completed a survey that assesses the Center in five areas.

- Providing access to the arts
- Providing services to guests and users
- Community impact
- Bringing people to Miami-Dade County
- The role of the Board.

The results of the survey will be discussed at a PACT Executive Committee Board workshop that is scheduled for December 14.

Upcoming performances

- Florida Grand Opera will perform *Pagliacci & Suor Angelica* November 14-28
- Brazilian Classical Series presents *Amazon Inspirations – A Tribute to Villa Lobos* on November 20
- One of the most unexpected success stories in Israeli music history, The Idan Raichel Project, will perform November 21 in the Knight Concert Hall, part of the Center's Tel Aviv at 100 Festival of the Arts

- Winner of the 2006, 2008, and 2009 "Parents Choice Awards" Hot Peas and Butter, a unique children's musical group, will perform two shows on November 22
- Julian Marley and the Uprising featuring Stephen Marley and Damian "Jr. Gong" Marley will perform with soulful vocals on November 22
- Grammy and Academy Award-winning composer Dave Grusin, and the Mancini Institute Orchestra, with special guests stars will bring to life Grusin's well-loved movie scores on December 4.
- Batsheva Dance Ensemble, Israel's top dance company and one of its leading cultural ambassadors will perform December 5 and 6.

Adrienne Arsh Center

FOR THE PERFORMING ARTS OF MIAMI-DADE COUNTY



Actual Operations

	Oct 08	Nov 08	Dec 08	Jan 09	Feb 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sep 09	Total	Original 09 Budget Total
REVENUE														
Ticket Sales	\$ 355	\$ 633	\$ 956	\$ 936	\$ 774	\$ 415	\$ 210	\$ 1,345	\$ 1,028	\$ 672	\$ 491	\$ 229	\$ 8,044	\$ 6,674
Rental Revenue	\$ 189	\$ 252	\$ 283	\$ 385	\$ 359	\$ 232	\$ 217	\$ 238	\$ 334	\$ 144	\$ 38	\$ 195	\$ 2,866	\$ 2,893
Facility Chargebacks	\$ 49	\$ 110	\$ 47	\$ 127	\$ 196	\$ 56	\$ 110	\$ 118	\$ -	\$ 46	\$ 179	\$ 29	\$ 1,067	\$ 1,655
Box Office Fees	\$ 150	\$ 185	\$ 264	\$ 330	\$ 256	\$ 203	\$ 248	\$ 286	\$ 351	\$ 152	\$ 72	\$ 183	\$ 2,680	\$ 1,765
Parking Revenue	\$ 27	\$ 61	\$ 71	\$ 103	\$ 70	\$ 56	\$ 56	\$ 82	\$ 41	\$ 21	\$ 14	\$ 7	\$ 35	\$ 950
Concessions	\$ 13	\$ 2	\$ 7	\$ 11	\$ 8	\$ 5	\$ 7	\$ 12	\$ 30	\$ 26	\$ 2	\$ 1	\$ 134	\$ 350
Merchandise Sales	\$ 1	\$ 3	\$ 1	\$ 5	\$ -	\$ 3	\$ 1	\$ 5	\$ 4	\$ 4	\$ 4	\$ 2	\$ 30	\$ 50
Subsidy-Foundation	\$ 325	\$ 200	\$ 200	\$ 1,200	\$ 600	\$ 900	\$ 485	\$ 400	\$ 250	\$ 550	\$ 900	\$ -	\$ 6,010	\$ 7,507
CDT Subsidy	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Revenue	\$ 1	\$ 2	\$ 517	\$ 1	\$ -	\$ 1	\$ 61	\$ 2	\$ -	\$ 1	\$ 7	\$ 82	\$ 1,228	\$ 500
Total Revenue	\$ 1,110	\$ 1,448	\$ 2,346	\$ 3,098	\$ 2,283	\$ 1,871	\$ 1,396	\$ 2,489	\$ 3,296	\$ 1,816	\$ 1,710	\$ 753	\$ 23,364	\$ 22,344

EXPENSES

	Oct 08	Nov 08	Dec 08	Jan 09	Feb 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sep 09	Total	Original 09 Budget Total
Non-Stagendas Salaries & Benefits	\$ 322	\$ 360	\$ 416	\$ 635	\$ 421	\$ 429	\$ 419	\$ 439	\$ 355	\$ 695	\$ 458	\$ 319	\$ 5,268	\$ 6,169
Stagendas Salaries & Benefits	\$ 85	\$ 107	\$ 41	\$ 118	\$ 294	\$ 64	\$ 69	\$ 106	\$ 161	\$ 180	\$ 88	\$ 65	\$ 1,378	\$ 1,621
Marketing & Communications	\$ 418	\$ 111	\$ 216	\$ 347	\$ 186	\$ 280	\$ 217	\$ 273	\$ 279	\$ 207	\$ 192	\$ 265	\$ 2,991	\$ 2,734
Event Expenses	\$ 338	\$ 429	\$ 750	\$ 710	\$ 554	\$ 439	\$ 235	\$ 921	\$ 1,549	\$ 215	\$ 572	\$ 540	\$ 7,252	\$ 7,209
Professional Services	\$ 122	\$ 104	\$ 126	\$ 142	\$ 80	\$ 97	\$ 31	\$ 59	\$ 31	\$ 44	\$ 100	\$ 48	\$ 984	\$ 473
Fulfillment Costs & Comp. Tickets	\$ 22	\$ 6	\$ 27	\$ 10	\$ 16	\$ 21	\$ 15	\$ 11	\$ (38)	\$ 6	\$ -	\$ 6	\$ 102	\$ 86
Show/Event Parking	\$ 14	\$ 50	\$ 57	\$ 89	\$ 65	\$ 47	\$ 47	\$ 65	\$ 38	\$ 20	\$ 25	\$ 10	\$ 527	\$ 840
Administration & Overhead	\$ 170	\$ 121	\$ 129	\$ 161	\$ 90	\$ 129	\$ 152	\$ 122	\$ 175	\$ 124	\$ 83	\$ 229	\$ 1,685	\$ 1,042
Miami-Dade County Commitment	\$ -	\$ -	\$ 375	\$ -	\$ -	\$ 375	\$ -	\$ -	\$ 375	\$ -	\$ -	\$ -	\$ 1,500	\$ 1,500
Settlement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Capital Expenditures	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Depreciation Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Interest Expense	\$ 10	\$ 10	\$ 12	\$ 13	\$ 9	\$ 15	\$ 28	\$ (21)	\$ 11	\$ 12	\$ 13	\$ 13	\$ 131	\$ 100
Total Expenses	\$ 1,501	\$ 1,298	\$ 2,148	\$ 2,225	\$ 1,723	\$ 1,904	\$ 1,222	\$ 1,986	\$ 4,106	\$ 1,503	\$ 1,531	\$ 1,870	\$ 23,018	\$ 22,344

Operating Surplus (Deficit)

	\$ (391)	\$ 150	\$ 197	\$ 873	\$ 540	\$ (33)	\$ 173	\$ 502	\$ (840)	\$ 113	\$ 179	\$ (1,117)	\$ 346	\$ 0
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Miami-Dade County Funding

	\$ 533	\$ 514	\$ 495	\$ 656	\$ 528	\$ 574	\$ 596	\$ 666	\$ 564	\$ 640	\$ 602	\$ 708	\$ 7,078	\$ 7,650
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Occupancy Costs

	\$ 653	\$ 514	\$ 485	\$ 656	\$ 528	\$ 574	\$ 596	\$ 666	\$ 564	\$ 640	\$ 602	\$ 708	\$ 7,078	\$ 7,650
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Occupancy Surplus (Deficit)

	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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Consolidated Surplus (Deficit)

	\$ (391)	\$ 150	\$ 197	\$ 873	\$ 540	\$ (33)	\$ 173	\$ 502	\$ (840)	\$ 113	\$ 179	\$ (1,117)	\$ 346	\$ 0
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Accumulated Reserve Funds as of 9/30/09 is \$2,971,000.

