

Memorandum



Date: January 11, 2010

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(B)

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".

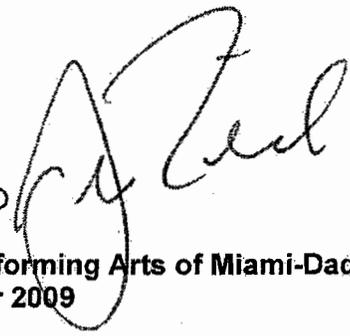
Alex Muñoz
Assistant County Manager

M. John Richard
President & CEO



MEMORANDUM

Date: December 14, 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 – November 2009**



The public-private funding partnership of the Arsht Center took on a new twist. On November 18, 2009, in an unprecedented collaboration, the Adrienne Arsht Center, Miami City Ballet, Florida Grand Opera, and the New World Symphony, America's Orchestral Academy, celebrated a singular fundraising effort for their 2009 Annual Gala. Generously underwritten by the Yachts of Seabourn, and with the support of Carnival Corporation, the overnight cruise treated guests to an evening filled with beautiful vistas, delicious cuisine, and first-class entertainment.

There is a Volkswagen Eos in the Ziff Ballet Opera House. The entire community can still participate in this fundraising collaboration by purchasing a ticket to win this car. The award-winning hardtop convertible from Volkswagen was donated by Esserman Automotive Group and for the next few months will live in the lobby of the Ziff Ballet Opera House. Ticket sales for the drawing will continue through the holidays, with the drawing scheduled to take place on Valentine's Day – February 14, 2010 at the Center.

Over the Thanksgiving holiday weekend, over 3,000 South Floridians found their way to the Adrienne Arsht Center for *The Miami Herald's* annual Herald Hunt. The Hunt was headquartered for the second year in a row at the Center, and featured a festive holiday theme, with Dave Barry proving to be the season's most merrymaking elf.

The December 5th performance of the Batsheva Dance Ensemble marked the opening of the John S. and James L. Knight Masterworks Season, which represents the Center's first full offering of classical music and dance programming: the four-performance Sanford and Dolores Ziff Classical Music Series and the three-part Sanford and Dolores Ziff Dance Series. Sanford and Dolores Ziff are generously supporting Masterworks with a \$500,000 pledge, sponsoring the series over the next five years. With this pledge, they join the Adrienne Arsht Center's *Classical Encore Circle*, a dedicated group of patrons who are committed to assuring that classical music and dance are part of the

Miami community now and for years to come, and matching a \$200,000 Knight Foundation challenge grant.

The Batsheva performance, the opening dance event in the Center's Tel Aviv at 100 Festival of the Arts, also included an important and rare educational component for area dancers. The modern dance movement language developed by Ohad Naharin was introduced in master classes led by members of his Batsheva Ensemble. The first two classes took place at Florida International University with a subsequent class held at the Adrienne Arsht Center.

Adrienne Arsht was honored as Outstanding Philanthropist of 2009 at the National Philanthropy Day 25th Anniversary luncheon hosted by The Association of Fundraising Professionals Greater Miami Chapter. The Outstanding Philanthropist award is presented to an individual with a proven record of exceptional generosity who, through financial support, has demonstrated outstanding civic and charitable responsibility, and whose generosity encourages others to take philanthropic leadership role on a community, nation and/or international level. As Outstanding Philanthropist of 2009 Arsht was recognized for her generosity of spirit and exemplary service to the Miami community. Thriving programming and burgeoning commercial activity reflect the Center's institutional progress. The Arsht gift secured the Center's financial footing and ensured the quality of cultural programming for future generations and the transformation of Miami's cultural scene.

Cavalia, the Adrienne Arsht Center's very first off-site production, will occur January 19 through 31 under the White Big Top in Bicentennial Park. Seen by more than 2.5 million people worldwide, *Cavalia* is a tribute to horses and a celebration of the relationship that horses and humans have enjoyed throughout history. Created by Cirque du Soleil co-founder, Normand Latourelle, *Cavalia* is often compared to Cirque for the way it revolutionizes equestrian and performing arts, much like Cirque revolutionized the circus. This multimedia extravaganza features more than 100 two- and four-legged artists, including beautiful horses of 12 breeds, riders, acrobats, aerialists, dancers and live musicians. It is this combination that sets the mood inside *Cavalia*'s majestic tent, the largest touring White Big Top in the world. This production underlines the Center's commitment to provide world-class diverse programming to Miami-Dade County.

Finance

- Per the current 2010 projections (see attachment) a balanced budget is forecasted.
- There were twenty-seven shows/events in November and nearly 43,000 tickets were sold.
- Earned operating revenues for November are \$349,000 higher than last year primarily due to higher ticket sales. All shows have sold at 68% for the year.

- Occupancy costs for the year are \$1,176,000 which is \$118,000 below budget.
- Operating expenses for November are \$887,000 below budget primarily due to lower than budgeted event expenses.

Private Sector Support

- Over \$1.6 million in private sector funding has been raised during the Center's first fiscal quarter.
- The John S. and James L. Knight Foundation recently awarded the Center a \$200,000 two-year grant for its bimonthly community event, Free Gospel Sundays.
- The PACT Development committee recently launched a seat-naming campaign. A seat can be named in perpetuity for \$1,000.

Upcoming performances

- On December 16 the ***Israel Philharmonic Orchestra***, often named one of the ten best orchestras in the world today, will perform and feature violinist Pinchas Zukerman.
- Miami City Ballet will present George Balachine's ***The Nutcracker***, a holiday favorite, beginning December 18.
- Seraphic Fire and the Firebird Chamber Orchestra return to the Knight Concert Hall to give their critically lauded annual performance of Handel's holiday masterpiece, *Messiah* on December 19.
- ***The 101 Dalmatians Musical***, already being called the best family musical since *Annie*, begins a one-week pre-Broadway run on December 30 in the Ziff Ballet Opera House
- Farah Juste and other international artists will remember some of the musical and political giants who shaped their lives at the Haitian Independence Day Concert: "A Night to Remember" on January 1.
- Celebrate the New Year with "Salute to Vienna" as it returns for another sensational performance on January 2
- The legendary Tony Bennett will perform January 8
- Miami City Ballet returns for their second subscription program the weekend of January 8
- Season 2 of the Center's Celebrity Chef Series ends with a Bam! with Emeril Lagasse on January 9.

Adrienne Arsht Center

FOR THE PERFORMING ARTS OF MIAMI-DADE COUNTY



Operating Projection for Fiscal Year 2010

	Revised Projection												Original 10 Budget Total			
	Actual	Oct 09	Nov 09	Dec 09	Jan 10	Feb 10	Mar 10	Apr 10	May 10	Jun 10	Jul 10	Aug 10		Sep 10	Revised Projection Total	
REVENUE																
Ticket Sales	\$ 948	\$ 377	\$ 1,035	\$ 467	\$ 3,858	\$ 159	\$ 51	\$ 283	\$ 165	\$ 98	\$ 67	\$ 18	\$ 11,965	\$ 11,965	\$ 12,295	
Rental Revenue	\$ 210	\$ 291	\$ 166	\$ 135	\$ 78	\$ 229	\$ 16	\$ 92	\$ 53	\$ 41	\$ 22	\$ 21	\$ 3,134	\$ 3,134	\$ 3,086	
Facility Chargebacks	\$ 201	\$ 145	\$ 381	\$ 226	\$ 536	\$ 148	\$ 148	\$ 266	\$ 154	\$ 142	\$ 113	\$ 117	\$ 2,820	\$ 2,820	\$ 2,900	
Box Office Fees	\$ 42	\$ 29	\$ 132	\$ 62	\$ 203	\$ 74	\$ 43	\$ 74	\$ 43	\$ 25	\$ 17	\$ 5	\$ 753	\$ 753	\$ 800	
Parking Revenue	\$ 12	\$ 26	\$ 41	\$ 34	\$ 20	\$ 63	\$ 4	\$ 23	\$ 13	\$ 8	\$ 5	\$ 2	\$ 251	\$ 251	\$ 250	
Concessions	\$ -	\$ 2	\$ 5	\$ 2	\$ 8	\$ 1	\$ 1	\$ 3	\$ 1	\$ 1	\$ 1	\$ 1	\$ 28	\$ 28	\$ 30	
Merchandise Sales	\$ 25	\$ 50	\$ 150	\$ 633	\$ 634	\$ 633	\$ 633	\$ 634	\$ 634	\$ 633	\$ 633	\$ 634	\$ 7,600	\$ 7,600	\$ 7,600	
Subsidy-Foundation	\$ 574	\$ 602	\$ 647	\$ 647	\$ 647	\$ 647	\$ 647	\$ 647	\$ 646	\$ 647	\$ 647	\$ 652	\$ 7,650	\$ 7,650	\$ 7,650	
Miami-Dade County Funding	\$ 2	\$ 2	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 200	\$ 200	\$ 250	
Other Revenue	\$ 2,043	\$ 1,590	\$ 4,281	\$ 2,385	\$ 6,981	\$ 1,732	\$ 3,191	\$ 2,774	\$ 1,905	\$ 1,755	\$ 1,604	\$ 35,349	\$ 35,349	\$ 35,861		
EXPENSES																
Non-Stagehands Salaries & Benefits	\$ 419	\$ 456	\$ 761	\$ 508	\$ 508	\$ 508	\$ 508	\$ 507	\$ 507	\$ 507	\$ 507	\$ 507	\$ 6,458	\$ 6,458	\$ 6,599	
Stagehands Salaries & Benefits	\$ 102	\$ 63	\$ 401	\$ 138	\$ 707	\$ 229	\$ 29	\$ 229	\$ 144	\$ 56	\$ 38	\$ 10	\$ 2,206	\$ 2,206	\$ 2,368	
Marketing & Communications	\$ 340	\$ 149	\$ 456	\$ 203	\$ 753	\$ 109	\$ 109	\$ 297	\$ 165	\$ 186	\$ 117	\$ 92	\$ 3,212	\$ 3,212	\$ 3,188	
Event Expenses	\$ 708	\$ 445	\$ 1,710	\$ 518	\$ 3,524	\$ 1,02	\$ 1,145	\$ 625	\$ 625	\$ 236	\$ 155	\$ 322	\$ 10,780	\$ 10,780	\$ 10,901	
Professional Services	\$ 14	\$ 39	\$ 79	\$ 80	\$ 105	\$ 80	\$ 80	\$ 79	\$ 79	\$ 80	\$ 80	\$ 79	\$ 900	\$ 900	\$ 1,007	
Fulfillment Costs & Comp. Tickets	\$ 32	\$ 20	\$ 11	\$ 9	\$ 16	\$ 1	\$ 1	\$ 6	\$ 3	\$ 2	\$ 1	\$ 1	\$ 107	\$ 107	\$ 64	
Show/Event Parking	\$ 36	\$ 18	\$ 119	\$ 56	\$ 183	\$ 12	\$ 12	\$ 66	\$ 38	\$ 23	\$ 16	\$ 4	\$ 668	\$ 668	\$ 720	
Administration & Overhead	\$ 136	\$ 117	\$ 97	\$ 96	\$ 97	\$ 96	\$ 96	\$ 96	\$ 103	\$ 89	\$ 103	\$ 89	\$ 1,232	\$ 1,232	\$ 1,154	
Miami-Dade County Commitment	\$ 574	\$ 602	\$ 647	\$ 647	\$ 647	\$ 647	\$ 647	\$ 647	\$ 646	\$ 647	\$ 647	\$ 765	\$ 7,763	\$ 7,763	\$ 7,763	
Occupancy Costs	\$ -	\$ -	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 300	\$ 300	\$ 360	
Capital Expenditures	\$ 21	\$ 13	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 19	\$ 233	\$ 233	\$ 237	
Depreciation Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Total Expenses	\$ 2,382	\$ 1,922	\$ 4,706	\$ 3,443	\$ 2,301	\$ 6,985	\$ 1,834	\$ 3,123	\$ 2,795	\$ 2,130	\$ 1,714	\$ 2,284	\$ 35,349	\$ 35,349	\$ 35,861	
Operating Surplus (Deficit)	\$ (359)	\$ (332)	\$ (423)	\$ 94	\$ 16	\$ 68	\$ 98	\$ 39	\$ (225)	\$ 41	\$ (690)	\$ -	\$ -	\$ -	\$ -	

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