



Administration and Human Services
Committee
Standing Committee Meeting Agenda
Monday, December 17, 2012
5:45 PM

Location:

Municipal Office Building
701 N 7th Street
Kansas City, Kansas 66101
6th Floor Training Room

<u>Name</u>	<u>Absent</u>
<input type="text" value="Commissioner John Mendez, Chair"/>	<input type="checkbox"/>
<input type="text" value="Commissioner Ann Brandau-Murguia"/>	<input type="checkbox"/>
<input type="text" value="Commissioner Angela Markley"/>	<input type="checkbox"/>
<input type="text" value="Commissioner Tom Cooley"/>	<input type="checkbox"/>
<input type="text" value="Commissioner Butch Ellison"/>	<input type="checkbox"/>

I. **Call to Order / Roll Call**

II. **Approval of standing committee minutes from November 13, 2012.**

III. **Committee Agenda**

Item No. 1 - COMMUNICATION: CRICKET WIRELESS AMPHITHEATER

Synopsis:

Communication regarding the multiyear contract with Chris Fritz and New West Presentations for the operation of Cricket Wireless Amphitheater (formerly known as Sandstone), submitted by Gary Ortiz, Assistant County Administrator.

For information only.

Tracking #: 120343

IV. **Adjourn**

**ADMINISTRATION AND HUMAN SERVICES
STANDING COMMITTEE MINUTES
Tuesday, November 13, 2012**

The meeting of the Administration and Human Services Standing Committee was held on Tuesday, November 13, 2012, at 5:30 p.m., in the 6th Floor Human Resources Training Room of the Municipal Office Building. The following members were present: Commissioner Mendez, Chairman; Commissioners Ellison, McKiernan for Commissioner Cooley, and Murguia. Commissioner Markley was absent.

Chairman Mendez called the meeting to order. Roll call was taken and all members were present as shown above.

Approval of standing committee minutes for October 15, 2012. **On motion of Commissioner Ellison, seconded by Commissioner Murguia, the minutes were approved.** Motion carried unanimously.

Committee Agenda:

Item No. 1 – 120292... Grant application to Kansas Action for Children for a five-year project in the amount of \$418,250 for Fetal Infant Mortality Review (FIMR), submitted by Joe Connor, Director of Public Health.

Joe Connor, Director of Public Health, stated what we have before you is a five-year grant application to the Kansas Action for Children. It is actually funded by the Kansas Health Foundation. They want to take a statewide look at infant mortality in the state of Kansas. They've targeted certain areas in the state that they want to see this implemented. Wyandotte is one of those places. We've been invited to apply for this grant.

The infant mortality review is a review of hopefully every infant death that happens in your community. In our case, since 2006, there is an average of 24 that would fall into this category every year. What that is it's a total case review of the persons medical and social service history. You do family interviews. You look at their environment; anything that contributes to paint a picture for that particular case or incident. What comes out of that is it's

actually planning. We hope that through these interviews, we'll have things we can add to our Healthy Communities Wyandotte, a review of our community and things we need to continue to work on. This will be at a very individual level. Again, there is an average of 24. We hope to get 100% compliance but we understand there's going to be some families that just don't want to relive that and don't want go through that again. We hope to get the vast majority of those every year once we get started. Again, this is a great way to tell a story, a great way to collect data and add to what our needs in the community are and we can continually update those.

About the budget for this grant, it does have more at the beginning and it shrinks as you go along. Our challenge is to look for additional funding in years three, four and five especially. The way we are setting this up is we are going to have two existing RNs to do some of the staff work on this. At this point, we probably will see the need for additional funds. We don't think we'll have to have it for staffing at this point unless our grant changes or something else changes. We want to try to do this within the funds that we have allocated, both general funds and grants. We think we can do that. The problem would be, I guess, if our infant mortality go by double or something, but we wouldn't be able to interview everybody happening. We've got a good coalition in place. It includes Children's Mercy, Providence Medical Center, and a physician over at KU as well. We've got our teams in place and we feel pretty confident about our grant and hopefully it will be approved.

Action: **Commissioner Murguia made a motion, seconded by Commissioner Ellison, to approve.** Roll call was taken and there were four "Ayes," Ellison, McKiernan, Murguia, Mendez.

Goals and Objectives:

Item No. 1 – 120153... **The Unified Government Commission conducted a strategic planning process resulting in specific goals and objectives adopted by the commission on May 17, 2012. Commission has directed that the goals and objectives appear monthly on respective standing committee agendas to assure follow-up and action toward implementation.**

a. Education/Workforce Development. Maintain a collaborative working relationship with the various

educational institutions and the business community to maximize community resources and enhance learning, college readiness, and career pathway opportunities in our community.

b. Tax sales and local resident preference

c. Customer service

d. UGTV

Gary Ortiz, Assistant County Administrator, stated there were a variety of people that showed up at the October meeting, Brett Deichler and Sharon McMillan, and they did an update on these goals and objectives so there is nothing further to report.

Action: No action taken.

Adjourn

Chairman Mendez adjourned the meeting at 5:35 p.m.

tk



Staff Request for Commission Action

Tracking No. 120343

- Revised
 On Going

Type: Standard

Committee: Administration and Human Services Committee

Date of Standing Committee Action: 12/17/2012

(If none, please explain):

Proposed for the following Full Commission Meeting Date:

Confirmed Date: 1/10/2013

1/10/2013

Changes Recommended By Standing Committee (New Action Form required with signatures)

Date:	Contact Name:	Contact Phone:	Contact Email:	Ref:	Department / Division:
12/12/2012	Gary Ortiz	573-5017	gortiz@wycokck.org		Administration

Item Description:

Commission approved a multi-year contract with Chris Fritz and New West Presentations for the operation of Cricket Wireless Amphitheater (formerly known as Sandstone).
 2012 Season ending revenue underperformed. Operator requesting to count capital investment made to improve the facility in 2012 against contractual cash obligation to UG.

Action Requested:

For information only...Review with Commission special consideration relative to the 2012 season at Cricket wireless.

Publication Required

Budget Impact: (if applicable)

Amount: \$

Source:

- Included In Budget The 2012 amended and 2013 budgets estimate \$55,000/year in revenue from the Sandstone contract.
 Other (explain)

			<input type="button" value="File Attachment"/>

MEMORANDUM

To: Gary Ortiz, Assistant County Administrator
From: Rico B Aguayo, Budget Office Intern
Date: November 1, 2012
Subject: Event Summary – Cricket Wireless Amphitheater (Sandstone)

New West, the operator of the amphitheater, provided a cost and revenue summary for each event in 2012. A total of 10-events/concerts have taken place at the Cricket Wireless Amphitheater from May to September 2012.

The total attendance for all events was 65,395. Attendance is based on paid and complimentary tickets. Total paid-tickets were 34,524 (53%) and complimentary tickets, 30,871 (47%). Comp attendance totals for three events (Y'Allapalooza, Monsters of Mock and Rock N Rage) were not included in the New West settlement reports. The total complimentary tickets distributed to attendees is significantly high. For example, Country Throwdown and Rock N Roll Dream Concert provided over 12,000 complimentary tickets for each event. If the comp tickets were actual paid attendees, the three events would have secured an additional \$292,068.63.

The net revenue per event is listed below. For all ten events, New West demonstrated a loss of \$18,030.45. For full details of each event, please see the attached excel spreadsheet.

<u>Event</u>	<u>Net Revenue</u>	<u>Agency</u>
1. Country Throwdown	\$ (18,741.23)	Mammoth, Inc.
2. Warped Tour	\$ 84,525.38	Mammoth, Inc.
3. Rock N Roll Dream Concert	\$ 53,970.00	Mammoth, Inc.
4. Mayhem	\$ (134,796.00)	Mammoth, Inc.
5. Summer Car Jam	\$ (19,024.96)	Mammoth, Inc.
6. UPROAR	\$ (39,721.25)	Mammoth, Inc.
7. 311	\$ (40,090.19)	Mammoth, Inc.
8. Y'Allapalooza	\$ 42,568.03	New West Presentations
9. Monsters of Mock	\$ 44,403.89	New West Presentations
10. Rock N Rage	\$ <u>8,876.42</u>	New West Presentations
Net Revenue	\$ (18,030.45)	

Mammoth, Inc. was involved seven events in which two were profitable in the amount of \$138,495.38 and New West profits from their three events totaled \$93,085.23. Based on the event settlements provided by New West and Mammoth, Inc., five of the 10-events were profitable.

In conclusion, all revenues and expenditures reported by New West show a loss of \$18,030.45 for 2012.¹

¹ The 2012 Cricket Wireless Amphitheater balance sheets dated 10/5/2012 and 10/10/2012 provided by New West show different net losses. The balance sheets include all revenues and expenditures associated with the operation of the amphitheater. The 10/5 balance sheet net loss is \$275,794.32 and the 10/10 net loss is \$480,760.16. Further discussions for September and October 2012 revenues and expenses may be needed for accurate totals.

SANDSTONE AMPHITHEATER, 2012 CONCERT SEASON, SUMMARY STATISTICS											
Concert	Date	Paid Attend.	Comp Attend.	Total Attend.	Gross Ticket Rev.	Net Ticket Rev.	Ticket Rev. Per Paid Attend.	Total Expenses	Profit/Loss	Other Revenue	Net Revenue
Country Throwdown	05/20/12	1,639	12,659	14,298	\$ 30,501.56	\$ 25,817.51	\$ 18.61	\$ 85,881.53	\$ (60,064.02)	\$ 41,322.79	\$ (18,741.23)
Warped Tour	07/09/12	8,797	696	9,493	\$ 295,723.63	\$ 244,598.24	\$ 33.62	\$ 252,550.57	\$ (7,952.33)	\$ 92,477.71	\$ 84,525.38
Rock N Roll Dream Concert	07/14/12	184	12,969	13,153	\$ 2,329.00	\$ 1,871.62	\$ 12.66	\$ 57,505.17	\$ (55,633.55)	\$ 109,604.11	\$ 53,970.56
Mayhem	07/17/12	5,071	1,179	6,250	\$ 153,409.98	\$ 126,728.09	\$ 30.25	\$ 354,885.81	\$ (228,157.72)	\$ 93,361.18	\$ (134,796.54)
Summer Car Jam	08/04/12	231	1,010	1,241	\$ 6,936.00	\$ 6,268.68	\$ 29.59	\$ 72,040.37	\$ (65,771.69)	\$ 46,746.73	\$ (19,024.96)
UPROAR	08/17/12	7,197	1,179	8,376	\$ 243,677.31	\$ 203,655.49	\$ 33.86	\$ 404,871.87	\$ (201,216.38)	\$ 161,495.13	\$ (39,721.25)
311	08/18/12	6,498	1,179	7,677	\$ 111,875.00	\$ 84,714.35	\$ 17.22	\$ 248,181.27	\$ (163,466.92)	\$ 123,376.73	\$ (40,090.19)
Y Allapaloza	09/08/12	2,882		2,882	\$ -	\$ -	\$ -	\$ 60,888.86	\$ (60,888.86)	\$ 103,456.89	\$ 42,568.03
Monsters of Mock		252		252	\$ -	\$ 1,331.00	\$ 5.28	\$ 60,465.88	\$ (59,134.88)	\$ 103,538.77	\$ 44,403.89
Rock N Rage		1,773		1,773	\$ -	\$ 11,174.00	\$ 6.30	\$ 57,929.96	\$ (46,755.96)	\$ 55,632.38	\$ 8,876.42
		34,524	30,871	65,395	\$ 844,352.48	\$ 706,158.98		\$ 1,655,201.29	\$ (900,286.35)	\$ 931,012.42	\$ (18,029.89)

Mower Purchase	\$2,550.00
Asphalt Repair & Seal Coat	\$5,300.00
Fencing Supplies Purchase & Labor Fee	\$2,800.00
Signage & Installation Fee (KDOT & Venue)	\$15,800.00
Water Heater Replacement/Repairs	\$850.00
VIP Furniture/Repair Work	\$2,800.00
Electrical Work	\$2,600.00
Barricade Repair	\$5,400.00
Plumbing Work	\$4,300.00
Tent Purchases	\$4,000.00
Landscaping	\$1,500.00
Carpet Cleaning/Tile Installation/Floor Strip & Wax	\$1,850.00
A/C Repair Work	\$400.00
Forklift Radiator Repair/Tire Replacement	\$860.00
Fire Sprinkler Inspection & Repair	\$1,000.00
Fall Arrest Systems for Stage & Spot Towers	\$2,000.00
Venue Improvement Supplies (paint, stain, etc.)	\$10,000.00
Venue Labor (fence staining, painting, backstage remodel, & other various venue work)	\$30,000.00
TOTAL	\$94,010.00

New West Presentations 2013 Operating Plan

BUDGET	
2013 Venue Operating Budget	\$280,000
2013 New West Presentations Overhead	\$145,000
2013 Payment to Unified Government	\$85,000
Total	\$510,000

REVENUE STREAMS	
Sponsorship/VIP Program	\$195,000
Venue Rentals	\$25,000
Self-booked shows (Dream Concert, Monsters of Mock, Rock n' Rage)	\$130,000
Total	\$350,000

2013 Season Goals and Objectives:

1. **Risk Management** – In lieu of only working with one partner as we have in the past (e.g., Mammoth), New West Presentations will be changing its strategy to more of a venue operator role and therefore, dramatically decreasing its level of risk.
2. **Strategic Partnerships** – New West Presentations' goal is to align itself with additional concert promoters, thereby expanding the likelihood of more, better quality bookings at the venue.
3. **Leveraging Our Current Partnerships** – e.g., Mammoth, Sponsors, Event Rentals, etc.
4. **The Launch of a Major, 2-Day Country Music Festival** – Sandstone Music Festival

Summary:

With these new goals and objectives, we are confident we will not only be able to cover the \$160,000 deficit, but make the 2013 season and beyond a profitable one for New West Presentations.