

Item No. 7b Supp

Date of Meeting August 9, 2011

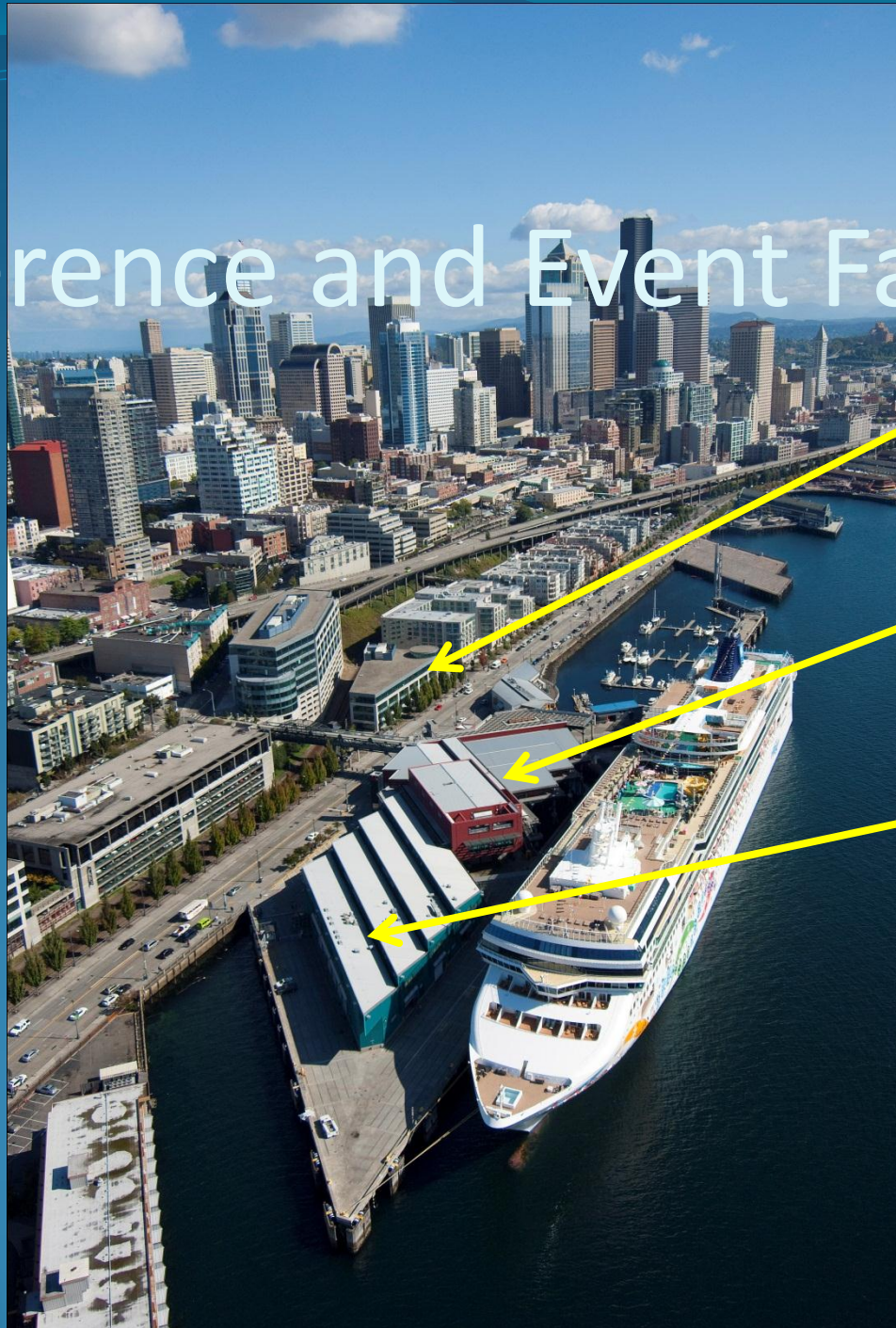
# Conference and Event Centers Management Agreement

Staff Briefing  
August 9, 2011

# Background and History



# Conference and Event Facilities



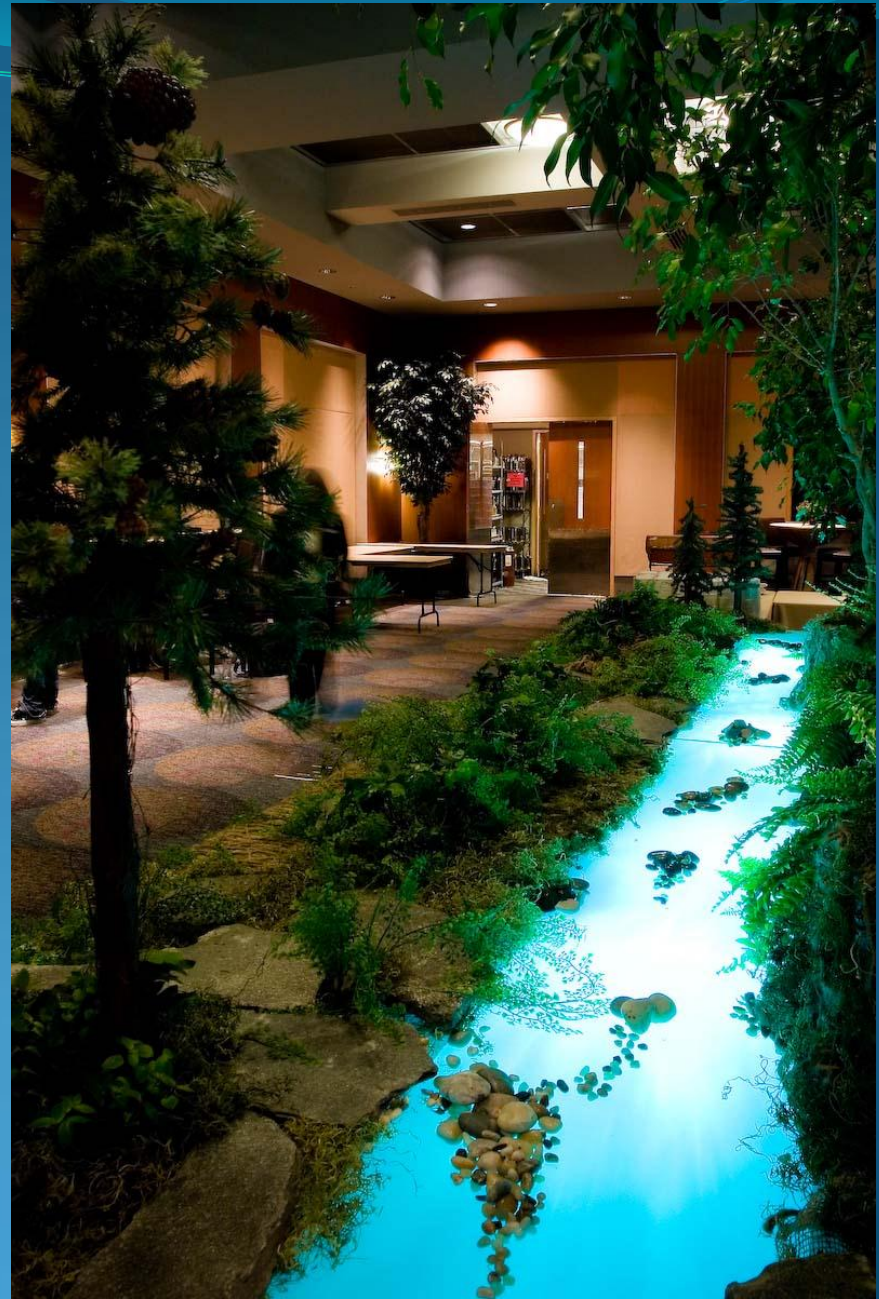
World Trade Center

International  
Conference Center

Cruise Terminal

## Smith Cove Cruise Terminal













# Major Government Events



# The Industry and the Agreement

- Current and Future State of the Industry
- Nationwide Request for Qualifications/Request for Proposal
- Selection Process
  - Conference Center Consulting Group support
  - Agreement Structures Considered
    - Leases
    - Multiple Management Agreements
    - Single Comprehensive Management Agreement
  - Category III Personal Services Agreement

# Proposed Major Business Terms

- Ten Years with One Ten-Year Renewal Option
- Management Fee between 4% to 7% of gross revenue
- Facilities included
- Option to Add Temporary Space
- Option to Reduce Space
- Port Investment for Improvements
- Manager's Employees
- Revenue and Expenses
- Rebates and Discounts
- Related-Party Transactions
- Manager Termination

# Next Steps

- Request Commission authorization to execute new Conference and Event Center Management Agreement at subsequent meeting