



## Legislation Text

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**File #:** 18-0204R, **Version:** 1

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RESOLUTION AUTHORIZING AN AGREEMENT WITH THE DULUTH ENTERTAINMENT CONVENTION CENTER AUTHORITY TO PRODUCE, PROMOTE, COORDINATE, AND MANAGE EVENTS AT BAYFRONT FESTIVAL PARK IN 2018 FOR \$60,000.

### CITY PROPOSAL:

RESOLVED, that the proper city officials are hereby authorized to execute an agreement with the Duluth Entertainment Convention Center Authority, substantially the same as the agreement attached as Exhibit 1, to produce, promote, coordinate, and manage events at Bayfront Festival Park in 2018 for a base fee of \$60,000. Funds shall be payable from Fund 258- 030-531 0 (Tourism Taxes, Finance, Contract Services).

STATEMENT OF PURPOSE: This resolution authorizes an agreement with the Duluth Entertainment Convention Center Authority ("DECC") for the continued production, promotion, coordination, and management of events at Bayfront Festival Park for a base fee of \$60,000. If approved, this agreement will be deemed to have commenced on January 1, 2018 and continue through December 31, 2018.

The DECC's primary duty under the agreement is to provide professional entertainment management services, which include booking, operating, marketing, and related services for events. The DECC has nation-wide relationships with a wide range of act promoters and will use those relationships to attract and book events at Bayfront Festival Park. Additionally, the DECC has extensive experience in attracting strong events and managing and supporting the entire event process.

The DECC will also be responsible to manage the parking lots around Bayfront Festival Park, including collecting fees for use of the parking lots. The parking fees shall be charged in amounts established by the city council. DECC shall either (a) retain the parking fees, which revenue shall be exclusively used for the promotion, management and production of events; or (b) in the case in which a third-party promoter is involved, DECC may negotiate to share parking fees in total or in part with the third-party promoter.

In consideration of the DECC's management and related services, the City shall pay the DECC a base fee of \$60,000 (the "Base Fee"). The City shall pay the Base Fee in equal quarterly installments throughout 2018.