



Item Details

File Number: 24-108

File ID:	24-108	Version:	2	Status:	Approved
File Created:	10/28/2024	Entered by:	gailey@cumberlandcounty.org		
Department:		File Type:	Order		
Assigned to:	Board of Commissioners			Final Action:	11/18/2024
Agenda Date:	11/18/2024			Enactment #:	
Related Files:	BT 24-013				

Agenda Item Request:

Authorize the County Manager to submit payment to Oak View Group for the 2023/2024 Management Fee Incentive.

Background and Purpose of Request:

Requestor: James H. Gailey, County Manager

Since 2014, the County has contracted the management oversight of the Cross Insurance Arena to an outside national management company. Oak View Group/Global Spectrum is the current contractor. The management agreement provides for an annual incentive based on three categories: finance, food and beverage and qualitative. Through the use of a pre-determined formula-based approach, the management company is scored on their service delivery. The 2023/2024 fiscal year was one of the best years the arena has seen in over twenty years. The arena made a profit of over \$700,000.00 through the variety and diversity of the events the arena hosted.

The attached memo goes into a little more information on the incentive fee calculation.

Presentation: No

Funding Amount and Source: \$118,643.00 2024/2025 Civic Center Operational Account

HISTORY OF LEGISLATIVE FILE

Date:	Acting Body:	Action:	Sent To:
11/18/2024	Board of Commissioners	APPROVED	
Action Text:	A motion was made by Vice Chair Gorden, seconded by Commissioner Smith, that the Order be APPROVED. The motion carried by the following vote:		
	Yes: 5 Commissioner Jamieson, Commissioner Witonis, Vice Chair Gorden, Commissioner Smith, and Chair Cloutier		
	No: 0		

Attachments: Position Paper, 2023-2024 Financial Incentive Packet Sept 2024, 2023-2024 OVG360 Incentive Invoice Oct 2024