



# Cumberland County

142 Federal St  
Portland, ME 04101

## Position Paper

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**File #:** 24-108

**Agenda Date:** 11/18/2024

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**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