

**PALM BEACH COUNTY**  
**BOARD OF COUNTY COMMISSIONERS**  
**AGENDA ITEM SUMMARY**

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<b>Meeting Date:</b> 7/7/2015	<input checked="" type="checkbox"/>	<b>Consent</b>	<input type="checkbox"/>	<b>Regular</b>
	<input type="checkbox"/>	<b>Workshop</b>	<input type="checkbox"/>	<b>Public Hearing</b>

**Department**

**Submitted By:** PURCHASING DEPARTMENT

**Submitted For:** TOURIST DEVELOPMENT COUNCIL

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**I. EXECUTIVE BRIEF**

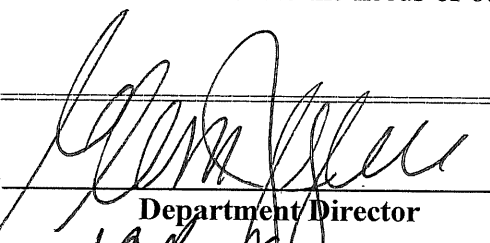

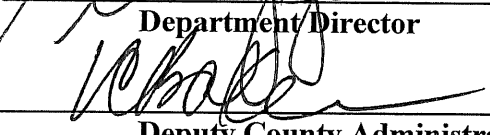
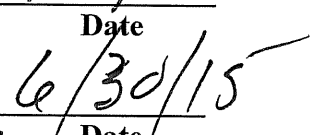
**Motion and Title:** Staff recommends motion to approve: Payment to StageRight Corporation in the amount of \$598,302.00 via the emergency purchase process for elevated riser seating to be incorporated into the exhibit hall seating offering at the Palm Beach County Convention Center.

**Summary:** In anticipation of a major sporting event at the Palm Beach County Convention Center ("Convention Center"), Global Spectrum, L.P ("Global") operator of the Palm Beach County Convention Center sought to secure through a formal RFP process elevated riser seating. The Sports Commission of Palm Beach County had secured a spectator event for the Convention Center in June 2015. The risers were received at the Convention Center on June 1<sup>st</sup> and were first used on June 13<sup>th</sup>, 14<sup>th</sup> and 15<sup>th</sup> for the Sports Commission's Florida Sunshine State Games generating 1,200 hotel room nights from this event. Although Global conducted an RFP process for the purchase of these risers, staff supports the purchase as an emergency since the purchase process was expedited in order to accommodate the major sporting event at the Convention Center and avoid renting the risers for the four day event. There is a proven demand from room night oriented business from sporting events in our community. The Palm Beach County Convention Center lacked the riser seating requirement to elevate the viewing audience that is normally supplied by the host Sports Commission for most regional, national and international events. The TDC Board approved the purchase of risers. (TDC) Countywide (DW)

**Background and Justification:** Global and the Palm Beach County Sports Commission over the past years have clearly identified several large sporting events and other community events that require a riser seating system to elevate audience viewing rather than the flat configuration. The cost of renting these alternative systems on average would require expending approximately thirty-thousand dollars (\$30,000.00) per event to meet the event promoter bid requirements. This cost of riser rental was cost prohibitive in submitting a bid for large sporting events that could have generated significant hotel room nights and economic impact. The investment in this convention center asset to be used for attracting raised theater style seating events will provide a break-even pay-back after appropriately twenty-two (22) sporting or tradeshow and meeting events.

The RFP performed by Global included site visits to comparative venues to identify the best and yet most affordable equipment that could be properly stored and easily assembled utilizing the convention center existing chair inventory. This product not only will be instrumental in helping to secure large sporting events but will also accommodate the needs of other local events such as graduations and spectator events.

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<b>Recommended by:</b>			
	<b>Department Director</b>	<b>Date</b>	
<b>Approved by:</b>			
	<b>Deputy County Administrator</b>	<b>Date</b>	

II. FISCAL IMPACT ANALYSIS

A. Five Year Summary of Fiscal Impact:


Fiscal Years	2015	2016	2017	2018	2019
Capital Expenditures	\$598,302.00				
Operating Costs					
External Revenues					
Program Income (County)					
In-Kind Match (County)	\$598,302.00				
NET FISCAL IMPACT					

# ADDITIONAL FTE  
POSITIONS (Cumulative

Is Item Included In Current Budget? Yes X No.

Budget Account No.: Fund 1450 Agency 710 Org.7420 Object 6401  
Reporting Category

B. Recommended Sources of Funds/Summary of Fiscal Impact:  
Funding from operating Reserves

C. Department Fiscal Review: 

III. REVIEW COMMENTS

A. OFMB Fiscal and/or Contract Administration Comments:

   
OFMB 6/26 6/29 6/29  
Contract Dev. and Control 6/29/15 B.W. White

B. Approved as to form and Legal Sufficiency:

  
Assistant County Attorney 6/30/15

C. Other Department Review:

Department Director