

Commencement 2018 - Update for Cabinet  
10/02/2017

Good morning Mike -

Good news and bad news today. It looks like we will be able to secure Citizen's Bank Arena (CBA) for 2018. That is actually the only good news.

Our Friday date is not available again this year, the only viable date is (once again) Father's Day, Sunday, June 17th.

Last year we paid a base fee of \$25,000, which covered most of the expenses, and \$12,500 to buy out the parking. (They actually only invoiced us \$7000 for the parking for some reason, but the quote was \$12,500)

As you can see from the attached quote, we are still paying the \$25,000 base fee, but now nothing is included in that fee, all the cleanup, security, etc is an add-on, this will substantially increase our costs.

The first round of discussion had the parking at \$10.00 per car, we are going to try to negotiate a buyout on this, but if they hold firm at \$10.00 per car, we may need to think about having people pay to park, as 7000 cars would be an additional \$70,000!

There are still some TBAs on this invoice as well. I'm pretty sure that we will want to do the side screens and lighting this year, and use our truck for video, so these items will add a bit as well.

I'm asking for an agreement now that we can take to the Board along with a request to pay the \$5,000 non-refundable deposit to hold the date. Shooting for a November Board item if cabinet agrees that we need to go this way.

I currently have around \$80,000 available for Commencement expense, depending on parking and AV fees our costs could range from \$80,000 to \$160,000 at this point.

Bill Eastham  
Director, Technical Services