

**Grand Vision Foundation**  
**Summary of Warner Grand Theatre RFP**

- Due Date October 26, 2016 @ 4:00 pm
- City's Goals:
  - to maximize the Warner Grand as a community resource,
  - to use the Warner Grand as a catalyst for economic development and revitalization of the Historic Downtown San Pedro and the LA waterfront, and
  - to ensure that the Warner Grand facility and equipment is maintained and improved so it can continue to be a cultural asset for the San Pedro community and the City.
  - to launch, build, and grow a new program that will cultivate new audience opportunities for the South Bay region.
- Successful Proposers will have:
  - each proposer must have a minimum qualifying experience of providing venue management service, organizing festivals or presenting performances for at least five years.
  - it is preferred that each proposer have venue management experience for concert/theater venues with a minimum seating capacity of one-thousand (1,000) per venue.
- **Scoring will be based on:**
  - Management and Operational Plan (30 possible points)
  - Concession Operation (10 possible points)
  - Capital Improvement Plan (20 possible points)
  - Proposed Event Calendar (10 possible points)
  - Financial Capacity (30 possible points)
- **Operational Management Agreement (Contract) Key Features:**
  - A term of ten (10) years with the option for up to two five (5) year extensions.
  - A Capital Improvement Budget and Plan submission date four (4) months from the date of the Agreement to include building code upgrades, disabled access, historic renovation, upgrades to sound and lighting and other stage equipment and concession stands.
  - An updated Historic Structures Report to be completed within six (6) months from the date of the Agreement.
  - A plan for future revenue sharing with the City if the theater becomes profitable.

- Requirements for the protection and enhancement of the historic elements of the theater, and regular inspections by the Department of Cultural Affairs, or other appropriate City departments, to review the maintenance of those elements.
- Adoption of the Memorandum of Understanding (MOU) with Grand Vision Foundation.
- A procedure for Principal Users to schedule use of the theater. Please note that there are 12 days per year guaranteed to the Grand Vision Foundation through the MOU. DCA
- DCA will have final authority regarding the price setting for the community use, subject to City Council approval if necessary.
- A Parking and Transportation Plan for the theater, to plan for the accommodation of larger audiences, to be submitted within twelve (12) months from the date of the Agreement. The Plan may address the exclusive use of one or more City lots by the theater on event days. It may also address the implementation of a shuttle program from local parking lots to the theater, in conjunction with the local Business Improvement District.
- Control of two storefronts;
- Responsibility for payment of all utilities;
- Performance metrics that will be addressed in the Agreement include:
  - A schedule of major, high profile performances that increases in number over time.
  - A date certain to begin operations.
  - Milestones related to operating revenue.
  - Milestones related to the Capital Improvement Plan.

### **Role of Grand Vision Foundation**

- The Warner Grand Theatre RFP (RFP) states that one of the envisioned terms of the Operational Management Agreement will be “Adoption of the MOU with GVF”. The RFP also attaches the MOU for bidders to review.
- The RFP notes that GVF receives 12 days per year guaranteed for programming.
- GVF will be able to use the WGT for a reduced fee pursuant to the City’s booking policy and with approval of the Council if necessary.
- In addition, the RFP states, that the selected proposer shall have the sole responsibility of all aspects of the operation and maintenance of the theater, except as specified in the MOU with the Grand Vision Foundation. Plans shall include long-term care of the theater that addresses conservation, restoration, and sustainability of the theater.
- Bidders must also describe how they will work with GVF under the MOU that will be binding under the new operator.