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**DEPARTMENT OF PARKS  
AND COMMUNITY SERVICES**

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SACRAMENTO, CA  
95814-2977

916-449-5200

October 29, 1991

RECEIVED  
BY THE CITY COUNCIL

OCT 29 1991

OFFICE OF THE  
CITY CLERK

DIVISIONS:  
CROCKER ART MUSEUM  
GOLF  
METROPOLITAN ARTS  
MUSEUM AND HISTORY  
PARKS  
RECREATION  
ZOO

City Council  
Sacramento, CA 95814

Honorable Members in Session:

**SUBJECT:** Authorize FY1991-92 Contract with Sacramento Symphony Association

**LOCATION AND COUNCIL DISTRICT**

City. District 1.

**SUMMARY**

This report provides information on the status of the FY1990-91 agreement between the City of Sacramento and the Sacramento Symphony Association and recommends approval of a second year agreement for continued services for FY1991-92.

**RECOMMENDATION**

It is recommended that the City Council approve the FY1991-92 agreement between the City of Sacramento and the Sacramento Symphony Association. Approval of this agreement is contingent upon a report back to the City Council by the Symphony on its overall fiscal situation.

**BACKGROUND**

In FY1990-91 the City Council approved agreement (#90-241) with the Sacramento Symphony Association for the purpose of working to improve its financial condition and quality of services to the citizens of Sacramento. The Department of Parks and Community Services, through the Metropolitan Arts Division, is responsible for administration of the agreement. The terms of the agreement is for one year with the possibility for renewal for four additional one year terms provided terms and conditions are met to the satisfaction of the City.

In FY1991-92 the City approved an allocation of \$200,000 from the Transient Occupancy Tax Fund for the Sacramento Symphony Association. In August 1991, the Symphony completed eight outdoor concerts in the parks as part of this year's agreement.

The Symphony Association is required to provide a Business Plan. The Business Plan included the Association's financial and programmatic goals and objectives. Quarterly financial reports submitted by the Association were reviewed against the plan. City staff primarily responsible for this review include: Jack Crist, Betty Masuoka, Mike McGrane, Tom Friery, and Geri McBeth.

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FINANCIAL DATA

Based on the Association's third quarter report (ending April 30, 1991) the following describes deviations of five percent or greater between the budget and actual results of revenue and expenditures:

- 1. **Income:** Total single ticket income has exceeded the budget by 11.5% due to increased marketing/public relations activities. Symphony relates this to selling more tickets and increasing their audience.

Total contributed income is 10% below the budgeted amount. Symphony relates this to a number of events: (a) the generally poor economic period has impacted many California non-profits hence diminished corporate giving; (b) FY1990-91 annual fund drive which was projected to grow is now expected to remain status quo with FY1989-90 figures; (c) Symphony League fund raising events lower than expected and (d) Foundation interest is lower due to the timing of the receipt of interest.

- 2. **Expenses:** Are over budget due to the following reasons: (a) thirty (30%) increase in Workmen's Compensation Insurance which resulted in a permanent variance of approximately \$25,000; (b) seventeen (17%) increase in health insurance rates on January 1, 1991; (c) additional unanticipated \$10,000 increase in stage hands expense due to 13 summer park concerts; (d) truck repairs and (e) expenses related to closing of Cadillac Drive box office in October 1990.

To date City has not received the Symphony's fourth quarter report (ending July 31, 1991).

POLICY CONSIDERATIONS

It is appropriate that the City of Sacramento support the Sacramento Symphony Association to help ensure that its citizens are afforded an opportunity to enjoy the cultural benefits it provides.

MBE/WBE

None.

Respectfully submitted,

*Geri McBeth*  
Geri McBeth  
Acting Director

RECOMMENDATION APPROVED:

*Walter J. Slife*  
WALTER J. SLIFE  
City Manager

APPROVED

*fn - S. Eiling Lenz*  
ROBERT P. THOMAS  
Director of Parks & Community  
Services Department

Contact Person:  
Geri McBeth  
Acting Director  
Metro Arts Division  
449-5972

October 29, 1991  
All Districts

Attachment

gm/ss

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**RESOLUTION NO. 91-860**

ADOPTED BY THE SACRAMENTO CITY COUNCIL

ON DATE OF \_\_\_\_\_

**RESOLUTION AUTHORIZING THE CITY MANAGER  
TO EXECUTE AN AGREEMENT BETWEEN  
THE CITY OF SACRAMENTO AND THE  
SACRAMENTO SYMPHONY ASSOCIATION**

**APPROVED**  
BY THE CITY COUNCIL  
081 29 1991  
OFFICE OF THE  
CITY CLERK

BE IT RESOLVED BY THE COUNCIL OF THE CITY OF SACRAMENTO:

- 1. THAT THE CITY MANAGER IS HEREBY AUTHORIZED TO EXECUTE AN AGREEMENT BETWEEN THE CITY OF SACRAMENTO AND THE SACRAMENTO SYMPHONY ASSOCIATION IN THE AMOUNT OF \$200,000 TO HELP IMPROVE ITS FINANCIAL CONDITION AND TO PROVIDE QUALITY SERVICES TO THE CITIZENS OF SACRAMENTO.

\_\_\_\_\_  
MAYOR

ATTEST:

\_\_\_\_\_  
City Clerk

**FOR CITY CLERK USE ONLY**

RESOLUTION NO.: \_\_\_\_\_

DATE ADOPTED: \_\_\_\_\_

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OFFICE OF THE  
CITY CLERK

VALERIE A. BURROWES, CMC/AAE  
CITY CLERK

OPERATIONAL SERVICES

November 1, 1991

CITY OF SACRAMENTO  
CALIFORNIA

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915 I STREET  
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PH 916-449-5426  
FAX 916-449-8672

Sacramento Symphony  
77 Cadillac Drive Suite 101  
Sacramento CA 95825

On October 29, 1991, the Sacramento City Council adopted Resolution No. 91-860 authorizing the execution of Agreement No. 90-241 amendment number one regarding second year funding.

Enclosed, for your records, is one fully certified copy of said agreement and authorizing resolution.

Sincerely,

Valerie A. Burrowes  
City Clerk

mls/4.3

Enclosures

cc: Parks and Community Services  
Risk Management