



Legislation Details (With Text)

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In control: Urban Renewal Agency

On agenda: 2/24/2020 **Final action:** 2/24/2020

Title: Extension of the Salem Convention Center Management Agreement.

Ward(s): Ward 1
 Board Member(s): Kaser
 Neighborhood(s): CANDO
 Result Area(s): Strong and Diverse Economy

Sponsors:

Indexes:

Code sections:

Attachments: 1. Agreement, 2. SCC Amendment to term of Agreement

Date	Ver.	Action By	Action	Result
2/24/2020	1	Urban Renewal Agency	approved	

TO: Urban Renewal Agency Board

THROUGH: Steve Powers, Executive Director

FROM: Kristin Retherford, Urban Development Director

SUBJECT:

Extension of the Salem Convention Center Management Agreement.

Ward(s): Ward 1
 Board Member(s): Kaser
 Neighborhood(s): CANDO
 Result Area(s): Strong and Diverse Economy

ISSUE:

Should the Agency Board authorize the extension of Convention Center Management Agreement through September 3, 2020?

RECOMMENDATION:

Authorize the Executive Director to execute the attached Amendment to the Convention Center Management Agreement to extend the term through September 3, 2020.

SUMMARY:

The current agreement terminates March 3, 2020. The Urban Renewal Agency and The Salem Group, LLC (Manager) have been negotiating terms for a new agreement but are not able to complete negotiations prior to the expiration date. An extension of the Agreement through September 3, 2020 will allow time to finalize negotiations and revisions to a new agreement for consideration by the Urban Renewal Agency Board.

FACTS AND FINDINGS:

The Convention Center has operated successfully in the black since beginning operations in March 2003 and has been a benefit to the City and downtown. The Urban Renewal Agency's partnership with the Manager and the Manager's operation of the Convention Center support a new agreement between the Urban Renewal Agency and the Manager.

BACKGROUND:

In July 2003 the Urban Renewal Agency and the Manager entered into a management agreement (Attachment 1) for the Salem Convention Center. Staff recommends the Agreement be amended (Attachment 2) to allow additional time to complete negotiations and drafting of a new agreement.

Kristin Retherford
Urban Development Director

Attachments:

1. Agreement
2. Amendment to Extend the Term of the Agreement