

## VAN WEZEL PERFORMING ARTS HALL

The Van Wezel Performing Arts Hall, owned and operated by the City of Sarasota, is considered the "Jewel in Sarasota's Arts Crown". The Hall is unique from the standpoint that it provides the physical plant and its facilities for community programming. Additionally, as a presenter, Van Wezel takes financial risks to bring a broad variety of programming to the City and the community.

### Budget Overview - 18

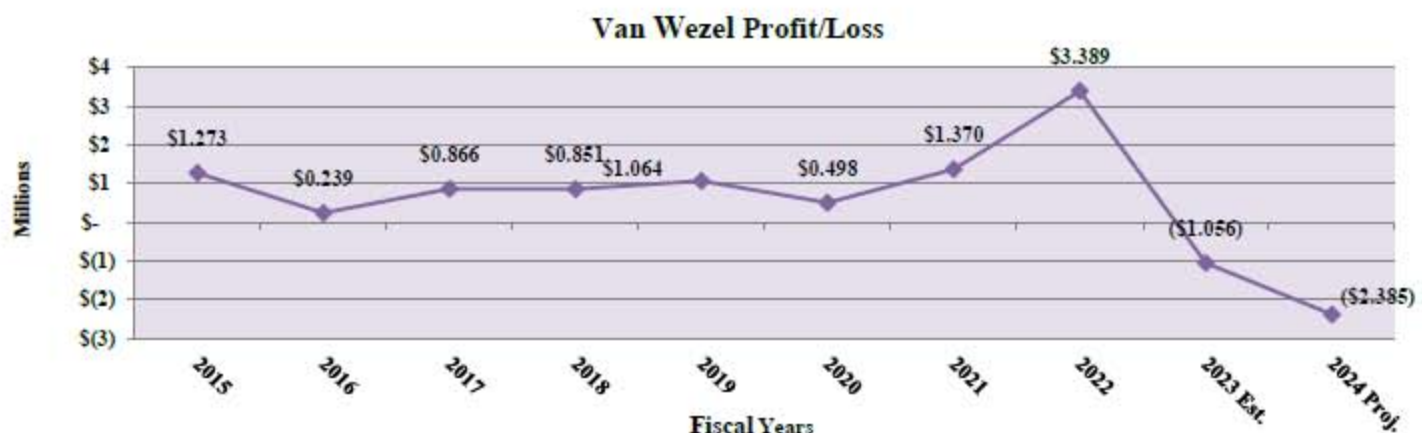
The Van Wezel presents a broad spectrum of local, regional, national, and international performing artists in order to meet the varied cultural needs of all Southwest Florida's residents and to further Sarasota's national and international reputation as the cultural capital of Florida. In addition, the Van Wezel is utilized by other City-based non-profit organizations such as the Sarasota Orchestra, Ringling Town Hall Series, and the Sarasota Concert Association. The Van Wezel continues to make prime dates available to these groups, sometimes years in advance, to allow the community groups to plan their programs. The rates for the hall are tiered so that groups wanting to use the hall during the week pay less than those wanting the prime-time weekends. The mid-week rates are still less than the fixed cost of operating the hall for a day.

The Van Wezel has a significant economic impact on the City. The 1,300 plus annual visiting artists who come from all over the world to work at the Van Wezel stay in hotel rooms, eat at local restaurants, and significantly enhance the retail economy within the City. Patrons who come to the Van Wezel often have a meal before or after the performance at one of the many City restaurants. As in years past, more than half of the attendees come from outside the Sarasota City limits, further illustrating the breadth of the Hall's influence. This includes patrons from other Florida locations, various states, and intercontinental residents. The economic impact of the Van Wezel operation in the community has been estimated at \$57 million per year. Van Wezel has been ranked the Number 1 Performing Arts Hall in North America in its category (2,000 seats) by "Venues Today" the industry journal and Number 3 internationally.

The Van Wezel has a rich programming mix. Programming is focused on shows that have the best risk-reward ratio and will hopefully draw more audience members to the Hall. Subscription campaigns have been instituted for the Broadway Series, Classical Series and Variety Series. The Van Wezel also offers 4 free Friday Fest concerts in the summer. The music ranges from Oldies, to Country, to Motown and to a Latin mix.

The Van Wezel is funded through a combination of ticket sales, other earned income such as concessions and rentals, contributed income, grants and sponsorships.

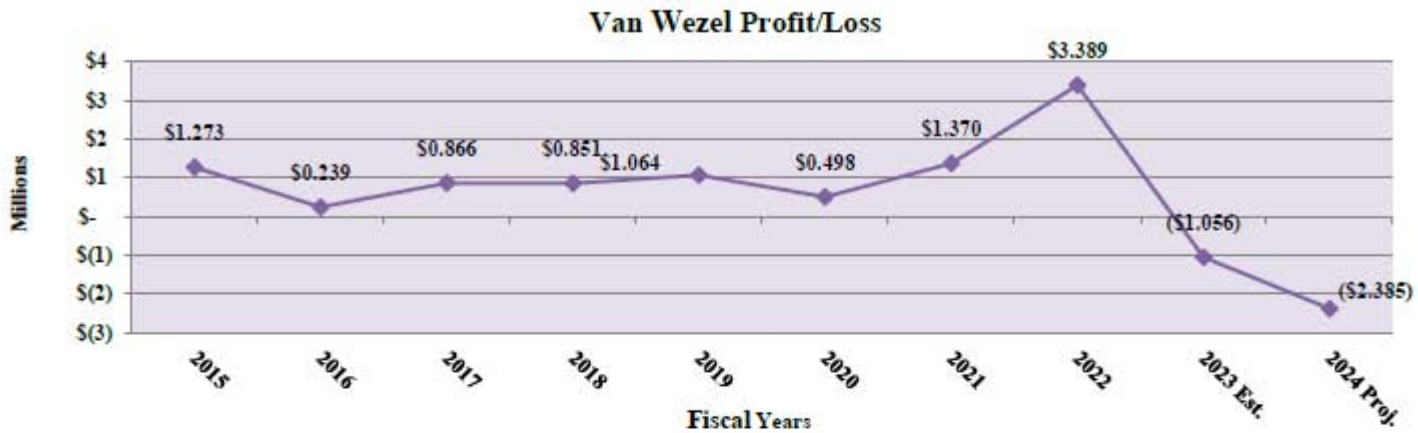
The following graph reflects the actual profit or loss for Van Wezel for the past 10-year period.



For the FY 2022-23, the Hall's revenues are estimated to be \$2,752,698 lower than original budget of \$14,591,697. This is due to less actual shows booked than projected during the re-opening of Van Wezel as the COVID-19 pandemic comes to an end. Operating Expenses are estimated to be \$3,118,264 less than budgeted at September 30, 2023. The estimated fund balance for FY 2022-23 is \$10,583,903.

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Total budgeted revenues for FY 2023-24 are \$17,175,545. Programs and shows are expected to be in full operations FY 2023-24. Budgeted expenses for FY 2023-2 are \$19,560,227. The 2023-24 fiscal year will mark fourteen years in a row that the Hall has not received a subsidy from the General Fund. The aforementioned revenues and expenses establish a projected fund balance at September 30, 2024, of \$8,199,221.

The Van Wezel Capital Surcharge Fund, which is funded from a \$1.00 per ticket capital surcharge and additional transfers from the Van Wezel Operating fund has budgeted revenues and transfers in for FY 2023-24 of \$1,093,514 and an estimated fund balance at September 30, 2024, of \$24,512. Capital improvements for FY 2023-24 are as follows:

Chiller Number One Replacement	\$650,000
Roof Membrane Replacement	240,000

Lower-Level Restroom Upgrades	25,000
Audio System Upgrade	53,000
Lighting System Upgrade	77,000
Security System Camera Upgrades	50,000
<b>Total Capital Expenses:</b>	<b>\$1,095,000</b>

02:05:47 THIS ON JULY 10, SO ALL THESE PROJECTS WERE PRESENTED AT THE  
02:05:50 WORKSHOP ON JULY 10.  
02:05:52 SO ON THE WATER SIDE, MAJOR CAPITAL IMPROVEMENT PROJECTS,  
02:05:56 ROUGHLY TOTAL 46.8 MILLION.  
02:06:00 AND ON THE WASTEWATER SIDE, PROJECTS TOTAL ABOUT 40.8  
02:06:05 MILLION.  
02:06:05 BE HAPPY TO TALK ABOUT ANY OF THOSE PROJECTS IF YOU'D LIKE.  
02:06:12 THE NEXT SLIDE THAT PROVIDES HOW WE KIND OF STACK UP AGAINST  
02:06:19 OTHER UTILITIES IN TERMS OF RATES.  
02:06:21 SO, AGAIN, WE REMAIN IN THE MIDDLE OF THE PACK.  
02:06:25 WE'RE NOT PROPOSING ANY ADDITIONAL RATE INCREASES ABOVE  
02:06:29 THOSE THAT ARE ALREADY CODIFIED FOR FISCAL YEAR '24.

02:06:33 AND WITH THAT, BE MORE THAN HAPPY TO ANSWER ANY QUESTIONS  
02:06:36 THAT YOU ALL MAY HAVE.  
02:06:40 >>Mayor Battie: COMMISSIONER AHEARN-KOCH.  
02:06:42 >>Jen Ahearn-Koch: THANK YOU VERY MUCH.  
02:06:43 I DON'T REALLY HAVE ANY QUESTIONS.  
02:06:45 I JUST WANTED TO SAY THANK YOU FOR THE WORK THAT YOU DO.  
02:06:48 ONCE AGAIN, THE CITY OF SARASOTA WAS HIGHLIGHTED AT THE MOST  
02:06:52 RECENT TIGER BAY WHEN MR. TOMASKO GOT UP AND SAID THAT ASIDE  
02:06:57 FROM DISNEY WE HAVE THE BEST WATER TREATMENT FACILITY IN THE  
02:07:00 STATE AND IF NOT THE COUNTRY, RIGHT?  
02:07:04 >>Marlon Brown: ALMOST DRINKABLE.  
02:07:08 >>Bill Riebe: AND SOME OF US HAVE.  
02:07:13 >>Jen Ahearn-Koch: I JUST WANT TO THANK YOU FOR YOUR GREAT  
02:07:15 WORK AND FOR YOUR FORESIGHT AND TO THE WHOLE TEAM.  
02:07:18 I KNOW YOU'VE SAVED US MILLIONS AND MILLIONS BY DOING THINGS  
02:07:22 IN-HOUSE.  
02:07:23 AND I THINK WE'RE ALL GOING TO MISS YOU VERY MUCH.  
02:07:25 SO CONGRATULATIONS ON YOUR RETIREMENT AS WELL.  
02:07:28 >>Mayor Battie: I'M SURE THOSE SENTIMENTS ARE ECHOED BY THE  
02:07:31 COMMISSION, YOUR LEADERSHIP HERE.  
02:07:33 THANK YOU VERY MUCH, MR. RIEBE, FOR ALL THE WORK THAT YOU'VE  
02:07:35 DONE FOR SARASOTA.  
02:07:36 THANK YOU.  
02:07:38 >>Bill Riebe: THANK YOU.  
02:07:53 >>Kelly Strickland: THE NEXT ENTERPRISE FUND WE'LL BE

02:07:55 TALKING ABOUT IS VAN WEZEL PERFORMING ARTS HALL.  
02:07:57 THAT'S FOUND ON TAB 37.  
02:08:01 THERE ARE 21 FULL-TIME EMPLOYEES, AND I WILL TURN THIS  
02:08:06 DISCUSSION OVER FOR ANY QUESTIONS FOR MS. MARY BENSEL.  
02:08:10 >>Mary BenseL: HI.  
02:08:11 HOW ARE YOU ALL?  
02:08:13 I ALSO HAVE WITH ME OLGA PLINER, WHO IS OUR WONDERFUL NEW  
02:08:17 FINANCE MANAGER, AND I HAVE STU KLEIN HERE AND JERRY  
02:08:20 SHEFFER, OUR FOUNDATION, WHO ALSO WORKS IN OUR BUILDING  
02:08:24 PROGRAM.  
02:08:25 HE, LIKE MR. RIEBE, HAS DONE SO MANY THINGS IN-HOUSE THAT  
02:08:29 HAVE COST SAVED US A LOT.  
02:08:32 HE DOES A FABULOUS JOB.  
02:08:34 YOU'LL SEE THE BEGINNING FUND BALANCE WAS 10,583,903.  
02:08:39 AND THEN WE HAVE OUR REVENUES OF 17,175,545.

02:08:45 I JUST HAD SURGERY WITH MY CATARACTS, SO I'M TRYING VERY  
02:08:49 HARD TO READ EVERYTHING UP THERE FOR YOU.  
02:08:51 AND THEN TOTAL EXPENDITURES OF 19,560,000.  
02:08:56 AND ENDING FUND BALANCE OF 8,199,221.  
02:09:00 I COULD ALSO MENTION THAT WE HAVE A COUPLE OF CAPITAL  
02:09:03 PROJECTS THAT ARE OF A MAJOR INCREASE THAT WAS ADDED INTO  
02:09:07 OUR EXPENSES THIS YEAR WITH NEEDING TO UPDATE THE ROOF AS  
02:09:12 WELL AS THE CHILLER.  
02:09:14 THIS IS THE SECOND CHILLER BECAUSE WE OPERATED THIS YEAR  
02:09:18 ALMOST FOR ABOUT SIX MONTHS WITH ONLY ONE CHILLER IN THE  
  
02:09:22 BUILDING.  
02:09:22 SO IT TAKES ABOUT A YEAR AND A HALF TO BUILD A NEW CHILLER  
02:09:27 AND OUR DIRECTOR, JERRY SHEFFER, HAS RECOMMENDED THAT WE UP  
02:09:30 THAT FOR THIS YEAR FROM OUR PROJECTED USE, WHICH WAS GOING  
02:09:34 TO BE THE FOLLOWING YEAR.  
02:09:36 I'LL BE GLAD TO ANSWER ANY QUESTIONS.  
02:09:41 >>Mayor Battie: ALL RIGHT.  
02:09:42 THANK YOU.  
02:09:45 COMMISSIONER AHEARN-KOCH.  
02:09:45 >>Jen Ahearn-Koch: THANK YOU.  
02:09:46 I JUST HAD A COUPLE OF QUESTIONS.  
02:09:50 I NOTICED THAT THE TICKET SALES PROJECTIONS ARE  
02:09:58 SIGNIFICANTLY HIGHER THAN PREVIOUS YEARS.  
02:10:01 I'M CURIOUS WHAT THAT WAS BASED ON.  
02:10:04 >>Mary Bensel: THAT'S BASED ON THE FACT THAT WE'RE HAVING  
02:10:06 HAMILTON, NUMBER ONE.  
02:10:08 IT IS THE NUMBER ONE SELLING SHOW IN THE WORLD.  
02:10:09 AND WE'VE ALSO ADDED TWO OTHER MAJOR LARGE BROADWAY SHOWS,  
02:10:14 HADESTOWN, WHICH IS A HUGE SHOW COMING TO TOWN, WHICH IS  
02:10:18 ACTUALLY LOCALLY PRODUCED -- WE'RE VERY HAPPY -- FROM TOM  
02:10:22 KIRDAHY, WHO IS A LONGBOAT KEY RESIDENT.  
02:10:29 AND ALSO, AIN'T TOO PROUD, THE TEMPTATION SHOWS.  
02:10:31 WITH THE SHOW COME HIGHER TICKET PRICES, ALSO HIGHER  
02:10:35 EXPENSES, AND THAT'S WHY THE REVENUE IS UP SO MUCH.  
02:10:37 >>Jen Ahearn-Koch: THANK YOU.  
  
02:10:38 I ASSUME THAT THE TICKET SURCHARGE IS ALSO INCREASED BASED  
02:10:41 ON THAT AS WELL.  
02:10:41 >>Mary Bensel: WE'VE ACTUALLY INCREASED THE TICKET SURCHARGE  
02:10:44 THIS YEAR BECAUSE OF LOOKING AT CAPITAL EXPENDITURES.  
02:10:49 AS YOU KNOW, OVER COVID FOR SEVERAL YEARS, WE HAD NO PATRONS  
02:10:52 IN THE BUILDING.  
02:10:53 HENCE THE REPAIRS TO THE BUILDING DIDN'T STOP JUST BECAUSE  
02:10:57 OF COVID.  
02:10:57 THINGS BREAK DOWN AND WEAR OUT.  
02:10:59 SO WE'VE UPPED THAT, AND THAT'S WHY THAT IS INCREASED AS  
02:11:03 WELL AS JUST HAVING MORE TICKET BUYERS IN THE BUILDING.  
02:11:07 >>Jen Ahearn-Koch: THANK YOU.  
02:11:08 AND THEN THIS IS TINY, BUT THERE IS A LINE THAT SAYS CASH  
02:11:22 OVER SHORT.  
02:11:23 YES, THAT'S IT.  
02:11:24 IT HAS \$100 IN IT.  
02:11:30 >> YEAH, WE USUALLY HAVE THIS HUNDRED DOLLARS.

02:11:32 WE HAVE THEM PREVIOUSLY.  
02:11:34 THIS IS FOR THE BOX OFFICE TO COVER IF THE CASHIER GIVES OUT  
02:11:37 MORE CASH THAN THEY SHOULD BE.  
02:11:39 THIS IS WHAT IT IS FOR, FOR THE BOX OFFICE MISCALCULATIONS.  
02:11:44 >>Jen Ahearn-Koch: I DIDN'T KNOW THAT BECAUSE '22 AND '23 --  
02:11:47 WELL, '22 HAS ZERO IN THERE AND I WASN'T SURE.  
02:11:51 >> THIS HAS THE ACTUALS FOR THIS YEAR.  
02:11:54 ALWAYS BUDGET HUNDRED DOLLARS.

02:11:55 USUALLY WE DON'T USE THEM.  
02:11:57 BUT IN CASE THEY ARE NEEDED.  
02:12:00 >>Jen Ahearn-Koch: THANK YOU.  
02:12:00 AND THE CAPITAL INVESTMENTS, THE CHILLER, THE ROOF, WHAT IS  
02:12:14 THE LIFE ON THOSE THAT WE'RE ESTIMATING?  
02:12:17 I'M SURE THEY ARE ALL DIFFERENT FOR EACH OF THEM.  
02:12:21 >>Mary Bensel: THEY ARE DIFFERENT.  
02:12:22 THE ROOF WE'RE ANTICIPATING, I BELIEVE, JERRY, IT WAS 20  
02:12:27 YEARS.  
02:12:29 >>Marlon Brown: YOU CAN'T SPEAK FROM THE AUDIENCE.  
02:12:30 YOU HAVE TO COME UP.  
02:12:31 JUST INTRODUCE YOURSELF, PLEASE.  
02:12:39 >> HELLO.  
02:12:41 I'M JERRY SHEFFER, FACILITY MANAGER AT THE VAN WEZEL  
02:12:44 PERFORMING ARTS HALL.  
02:12:45 THE CHILLERS AND THE ROOF BOTH GENERALLY AROUND 20 YEARS.  
02:12:56 AND THE ROOF IS THREE YEARS PAST THAT, AND WE WERE TRYING TO  
02:12:59 REPLACE IT.  
02:13:01 WE CAN'T, SO WE'RE DOING A ROOF COATING IS WHAT WE'RE DOING.  
02:13:06 >>Jen Ahearn-Koch: THE COATING IS 20 YEARS?  
02:13:08 >> THE COATING WILL GIVE US A GUARANTEE OF TEN YEARS, BUT  
02:13:12 MOST LIKELY ANOTHER 20 YEARS.  
02:13:14 >>Mary Bensel: IF WE DID THE FULL ROOF, IT WOULD BE THE 20  
02:13:17 YEARS.  
02:13:17 BUT THIS IS MUCH MORE PRACTICAL.

02:13:19 >>Jen Ahearn-Koch: AND THE LOWER LEVEL RESTROOMS.  
02:13:23 >>Mary Bensel: YES, THEY RUN OUT.  
02:13:26 THINGS BREAK AND THE BATHROOMS ARE VERY MUCH NEEDED AND IN  
02:13:30 USE ALL THE TIME.  
02:13:32 SO THAT'S WHY WE'RE DOING SOME REPAIRS THERE AS WELL.  
02:13:34 >>Jen Ahearn-Koch: I HAVE NO ISSUE WITH THE REPAIRS.  
02:13:37 JUST CURIOUS HOW LONG --  
02:13:38 >>Mary Bensel: OH, I'M SORRY.  
02:13:40 >> I WOULD SAY ABOUT THE SAME, 20 YEARS.  
02:13:42 >>Jen Ahearn-Koch: EVERYTHING HERE IS ABOUT 20 YEARS.  
02:13:45 OKAY.  
02:13:45 I THOUGHT IT WOULD BE DIFFERENT.  
02:13:46 >>Mary Bensel: THE BATHROOMS THAT WE REPLACED WAS  
02:13:50 APPROXIMATELY TEN YEARS, BUT PARTS -- DIFFERENT PARTS BREAK  
02:13:54 AND THINGS LIKE THAT AT A DIFFERENT RATE AS THEY ARE  
02:13:57 UTILIZED.  
02:13:58 THEY GET A LOT OF WEAR AND TEAR.  
02:14:01 >> IT'S ACTUALLY MORE AESTHETICS.  
02:14:03 IT STARTS TO GET OLD LOOKING.

02:14:05 >>Jen Ahearn-Koch: OKAY.  
02:14:06 THANK YOU.  
02:14:06 THOSE ARE ALL MY QUESTIONS.  
02:14:10 >>Mayor Battie: COMMISSIONER TRICE.  
02:14:12 >>Debbie Trice: HI.  
02:14:12 I NOTICED THAT BOTH THE CURRENT YEAR AND THE NEXT YEAR  
02:14:21 BUDGET REFLECT A DEFICIT, AN OPERATING DEFICIT.  
02:14:26 I HAVE A TWO-PART QUESTION.  
02:14:28 ONE, THE CAUSE OF IT AND WHAT YOU PLAN TO DO ABOUT IT MOVING  
02:14:33 FORWARD.  
02:14:33 BUT I ALSO WANTED TO THROW IN, THERE WAS AN ARTICLE IN THE  
02:14:38 NEW YORK TIMES TODAY ABOUT REGIONAL THEATERS THROUGHOUT THE  
02:14:42 COUNTRY HAVING DIFFICULTY RECOVERING FROM THE PANDEMIC.  
02:14:46 I WANTED TO THROW THAT IN THE MIX, TOO.  
02:14:50 >>Mary Bensel: YEAH, IF I MAY, MARLON, I WILL SAY THAT THE  
02:14:54 THEATER WORLD IS IN CRISIS.  
02:14:56 AS FAR AS THE REGIONAL THEATERS OF WHICH WE ARE NOT ONE,  
02:14:59 THAT IS MORE LIKE THE ASOLO, FLORIDA STUDIO THEATRE, WE'RE A  
02:15:03 PERFORMING ARTS CENTER, CRISIS, THE PUBLIC THEATER IN  
02:15:08 NEW YORK HAS REDUCED ITS STAFF BY 19%.  
02:15:11 BROOKLYN ACADEMY OF MUSIC, IT'S A HUGE PROBLEM RIGHT NOW.  
02:15:15 AUDIENCES HAVE NOT RETURNED AT THE SAME LEVEL.  
02:15:19 I CAN TELL YOU WHILE WE ALL THINK COVID IS OVER, I HAD COVID  
02:15:22 MYSELF IN MAY COMING BACK FROM TRAVELING.  
02:15:25 SO IT IS NOT OVER FOR US.  
02:15:27 AND AUDIENCES HAVE NOT COME BACK AT THE SAME LEVEL.  
02:15:31 BUT THAT IS WHY WE RECEIVED AN \$8.9 MILLION GRANT THAT WE  
02:15:35 PUT IN OUR FUND BALANCE AND IT WAS CALLED SAVE OUR STAGES.  
02:15:39 YOU WEREN'T HERE AT THE TIME, COMMISSIONER TRICE.  
02:15:41 AND THAT MONEY WAS ENTITLED FOR US TO RECOVER FROM THIS  
02:15:47 CRISIS.  
  
02:15:47 SOME PEOPLE HAD TO USE THAT MONEY RIGHT AWAY BECAUSE THEY  
02:15:50 NEEDED IT FOR DAY-TO-DAY EXPENSES.  
02:15:53 FOR US, BECAUSE WE HAD A HEALTHY FUND BALANCE FROM ABOUT TEN  
02:15:56 YEARS OF POSITIVE CASH FLOW FROM THE VAN WEZEL, WE DIDN'T  
02:16:00 HAVE TO USE IT AT THAT RATE.  
02:16:02 SO WE STILL HAVE A LOT OF IT LEFT, THANK GOODNESS, BECAUSE  
02:16:05 WE ARE STILL IN RECOVERY FROM COVID.  
02:16:08 BUT I'M VERY CONFIDENT THIS YEAR WILL BE BETTER.  
02:16:11 BUT THE SITUATION IS IT HAS NOT ABATED YET.  
02:16:17 >>Debbie Trice: THANK YOU.  
02:16:18 >>Mayor Battie: THANK YOU, COMMISSIONER TRICE.  
02:16:22 >>Jen Ahearn-Koch: I HAVE NO MORE QUESTIONS.  
02:16:23 THANK YOU.  
02:16:26 >>Mayor Battie: THANK YOU VERY MUCH.  
02:16:27 APPRECIATE IT.  
02:16:33 >>Kelly Strickland: OUR NEXT ENTERPRISE FUND IS THE SOLID  
02:16:35 WASTE MANAGEMENT.  
02:16:36 THAT CAN BE FOUND ON TAB 38.  
02:16:39 I WOULD JUST LIKE TO POINT OUT THAT THE PERCENT OF  
02:16:44 UNASSIGNED FUND BALANCE TO THE OPERATING EXPENDITURES IS  
02:16:48 4.05 OR LESS THAN ONE MONTH OF OPERATIONS.