


DENVER
ARTS & VENUES

EXECUTIVE SUMMARY

The image shows the Colorado Convention Center, a modern building with a glass facade. A large, blue, low-poly sculpture of a bear's head is visible on the left side of the building. The building's entrance features a sign that reads "COLORADO CONVENTION" and "14th STREET".

MISSION

Arts & Venues enriches and advances Denver's quality of life and economic vitality through the advancement of arts, cultural, and entertainment opportunities for all.



Resolution Request RR22-0214: Amendment to Contract CE93004/THTRS-202261807

- Resolution request RR22-0214 is to add \$23,000,000 of contract capacity to agreement CE93004/THTRS-202261807.
- Agreement is set to expire on December 31, 2023.
- A competitive bid process to issue a new RFP is underway late this year or early 2023.
- Currently, less than \$1,000,000 can be expended under the current agreement.

Background

- In 2006, determined that City charter did not appear to be authorized to collectively bargain with the stagehand union (IATSE).
- Stagehand work is part time and on-call by nature. Historically this led to complications with CSA rules.
- At all DAV facilities, a single consistent set of rules for services provided by IATSE members was required.
- Using an outside service (i.e., contract) reduced administrative costs such as worker's comp claims and streamlined the union processing (e.g., labor calls) and communication interactions.



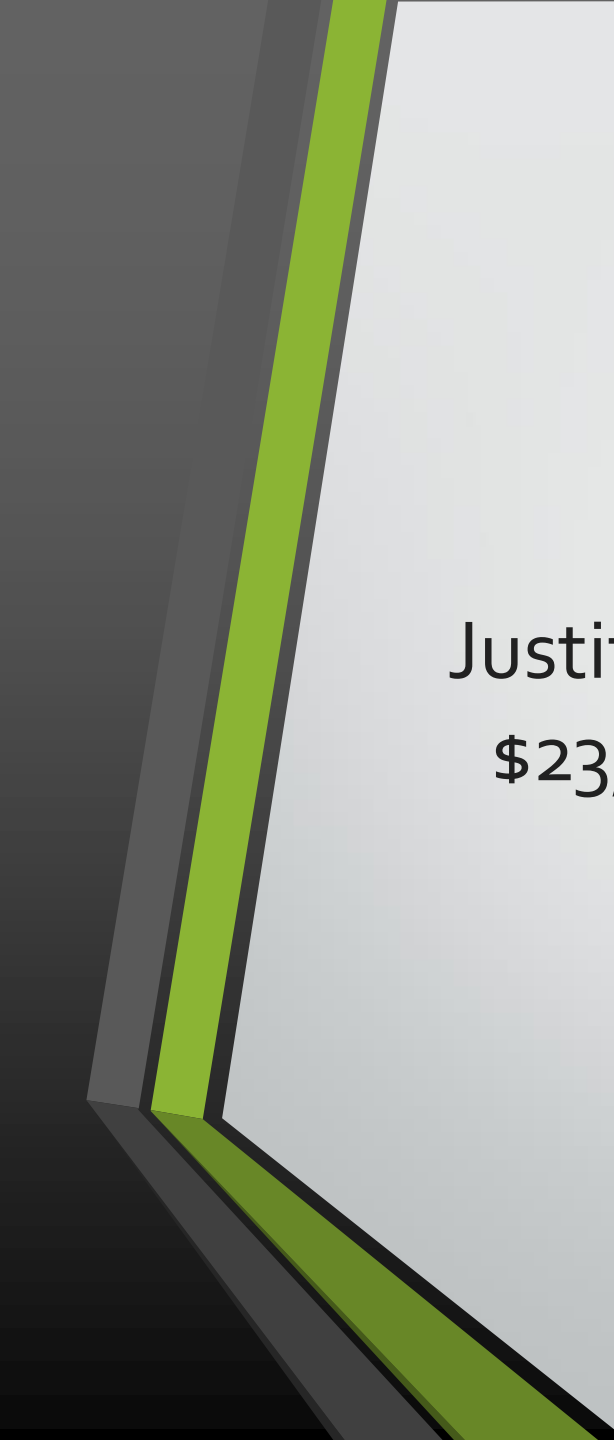
Agreement in General

- Denver Arts & Venues (DAV) uses this contractor to provide the following services:
 - Provide management and scheduling services for the scheduled show events requiring union labor.
 - Facilitate Payroll for individual union stagehands.
 - Negotiate collective bargaining agreement with Stagehand Union (IATSE).
 - Generally, expenses, i.e., stagehands, are “pass-through” expenses and are billed back to the promoters or producers of the event held at various DAV locations.



Stagehand Services and Historical Expenses

- Stagehands services are used at the CCC, the Performing Arts Complex theaters, the Denver Coliseum, and Red Rocks Amphitheatre.
- Examples of services include loading and off-loading show equipment in trucks, erecting and hanging scenery, hanging lighting, rigging, minor electrical, and installing, de-installing and operating audio and video equipment.
- Stagehand expenses represent one of the major costs to DAV annually.
- Weekly expenses (i.e., multiple show events) have historically reached as high as \$400,000 per week.
- Annual costs in 2018 and 2019 averaged over \$7,000,000.



Justification of \$23,000,000

- Expectation of labor service rates (pursuant to the CBA) increase through the end of the contract life.
- Public demand for performances, concerts and events is substantial after inactivity due to the Covid-19 pandemic.
- Additional performances and bookings result in additional stagehand service needs.
- Record number of Red Rocks bookings. The show season has lengthened to include all of April, October and the first half of November (previously, May through September).