

Inter Office Memo

To: Board of Directors
From: Laramie Bowron, Manager of Planning
Reviewed By: *LB*

Date: May 19, 2011

SUBJECT: Concord Pavilion Service

SUMMARY OF ISSUES:

For the last 10 years County Connection has provided service from the Concord BART Station to the Concord/Sleeptrain Pavilion for LIVE NATION's annual Summer concert series.

At the May 2010 Board of Directors meeting, the Board signed Resolution No. 2010-027. This gave the General Manager the authority to execute an agreement with LIVE NATION to provide this special service on an ongoing annual basis. The Board agreed that this service should be provided so long as County Connection would not lose money on it. The A&F Committee recommended a premium fare of \$5 per round trip and the final board action set a LIVE Nation price of \$1,600 per concert.

In 2008 the Federal Transit Administration (FTA) revised their Charter Bus Regulations, requiring public transit operators to first notify all private transit providers before entering into an agreement to provide charter service. County Connection has complied with this regulation change and this year a private charter company expressed interest in providing the Pavilion service. Thus County Connection is required to step aside and allow the private provider to negotiate directly with LIVE NATION.

County Connection will be prepared to step in if the private company fails to provide the service. Staff will not proceed with this service without first consulting legal counsel to ensure all regulations are complied with.

BACKGROUND:

County Connection provided 14 concerts during the 2010 summer concert series and after the LIVE NATION payment of \$1,600 per concert and the \$5 round trip fare, County Connection received \$32,940 in revenue for providing the service. After accounting for the \$27,039 in operating costs associated with providing the service, County Connection had a net balance of nearly \$6,000.

2010 Pavilion Service

	Total Hours	Total Passengers	No. of Vehicles Used
April 30 - Sugarland	17.5	182	4
May 25 - Foreigner & Styx	21.8	158	3
May 30 - KBLX Stone Soul Concert	68.5	569	12
June 12 - Sting	37.5	223	8
June 18 - Doobie Brothers & Chicago	30.5	338	5
June 20 - Iron Maiden	50.8	715	8
Aug 1 - Scorpions	30.25	483	6
Aug 13 - Budweiser Superfest	27	440	5
Aug 14 - Mt. Diablo Jazz Festival	55.25	330	6
Aug 25 - Dave Matthews Band	33.5	325	6
Aug 26 - Goo Goo Dolls	19	95	4
Aug 28 - Celtic Woman	11.5	22	3
Oct 23 - Mary J. Blige	21.75	208	4
Oct 26 - Nickelback	25.5	128	6
Total	450.35	4,216	80

Round Trips

2,108

Revenues

LIVE Nation Payments \$ 22,400.00

Fares (\$5/round trip) \$ 10,540.00

Total Revenue \$ 32,940.00

CCCTA Total Cost \$ 27,039.01