



TO: The Honorable Mayor and City Council Members

FROM: Michael C. Van Milligen, City Manager

SUBJECT: Grand River Center Management Agreement Between the City of Dubuque and Global Spectrum, L.P. d/b/a OVG360 Approval

DATE: March 16, 2023

Leisure Services Manager Marie Ware is recommending approval of the Grand River Center Management Agreement between the City of Dubuque and Global Spectrum, L.P. d/b/a OVG360.

The Grand River Center Conference and Education Center Operations Management Services RFP was released to solicit sealed competitive proposals from qualified professional management firms capable of providing a full range of comprehensive management services with a well-proven track record of services consistent with generally accepted operation of a first-class conference and education center.

The RFP Committee was approved and consists of the following members:

Marie Ware, Leisure Services Manager
Cori Burbach, Assistant City Manager
Jason Lehman, Assistant City Attorney
Keith Rahe, Travel Dubuque
Julie Kronlage, Travel Dubuque
Jared Charland, Project and Facilities Manager

Three firms submitted proposals. The unanimous, highest ranked firm chosen based upon all aspects of the RFP and meeting the City's goals and objectives is OVG360.

OVG360 is a division of Oak View Group (OVG). OVG360 is a full-service venue management and hospitality company. Late last year, OVG completed an acquisition of Spectra, growing their venue management and booking portfolio to over 230 venues, including 59 convention centers, with most of their clients being public entities including cities, counties, and states. In Iowa, OVG has management agreements with three convention centers: the Community Choice Credit Union Convention Center and Hy-Vee Hall at the Iowa Events Center, both in Des Moines, the Waterloo Convention Center at Sullivan Brothers Plaza in Waterloo, and the Tyson Events Center and Orpheum Theatre in Sioux City. They also manage the Xtream Arena and Green State Family Fieldhouse in Coralville, Iowa.

I concur with the recommendation and respectfully request Mayor and City Council approval. Leisure Services Manager Marie Ware will give a presentation.


Michael C. Van Milligen

MCVM:sv

Attachment

cc: Crenna Brumwell, City Attorney
Cori Burbach, Assistant City Manager
Marie Ware, Leisure Services Manager
Jason Lehman, Assistant City Attorney