



Supplemental Agreement for Upgrades to the Long Beach Sports Arena/Pacific Ballroom

City Council Meeting - August 15, 2023

Supplemental Agreement for Sports Arena Upgrades

What is the Supplemental Agreement

- ASM Global/SMG is the company contracted to operate the Long Beach Convention & Entertainment Center (Center) on behalf of the City of Long Beach (City).
- This Supplemental Agreement provides the operator the authority to contract for and administer the proposed capital improvements on behalf of the City, subject to:
 - No additional compensation.
 - Compliance with procurement and contracting policies, including adhering to prevailing wage laws.
 - Compliance with State Labor Code, insurance, and bond requirement.
- Typically used for Tidelands and Measure B projects proposed at the Center.

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Operator's Capital Contribution

- Under new Management Agreement, ASM Global/SMG contributed \$7M for capital investment. If an option to extend is exercised in 7 years, they would contribute another \$3M.
- The capital items proposed under this agreement are entirely funded by this \$7M contribution.



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Arena and Center Needs

- The most recent facilities assessment report for the Center indicates that there is significant investment needed.
 - HVAC, roofing, flooring and electrical repairs
 - Aged/dated seating and visitor serving amenities
 - Staff across departments are looking at how to address the broader needs of the Center.
- Arena seating is in particularly poor condition and precludes many potential bookings at the Arena.

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Arena Prioritization

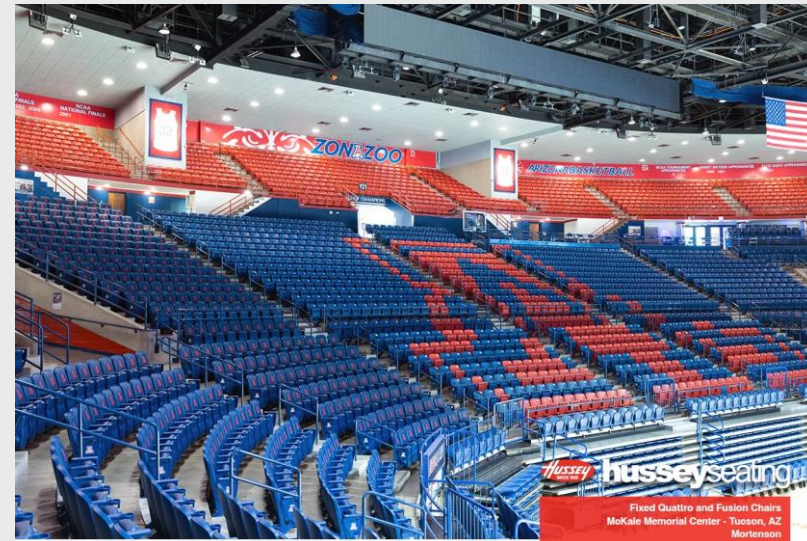
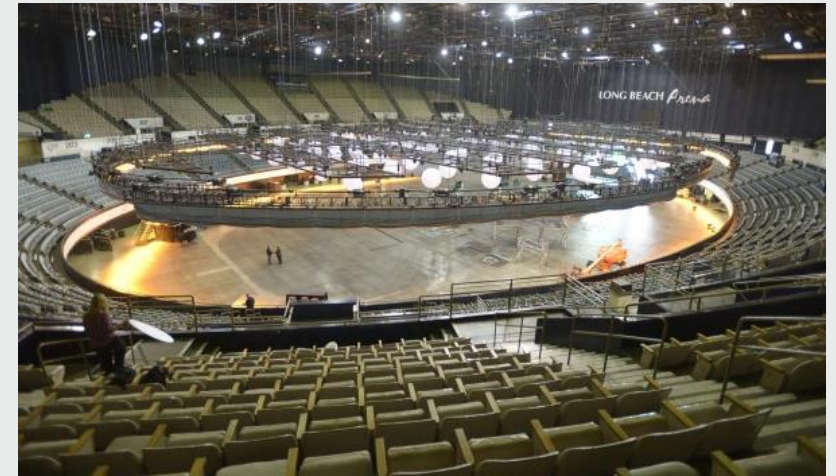
- 2028 Olympics – Sports Arena is expected to host games and other possible uses.
- Feedback from promoters/entertainers that seating is biggest issue with the Arena.
- Council has indicated a desire for more entertainment and sports-oriented activities at the Arena.



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Arena Upgrades

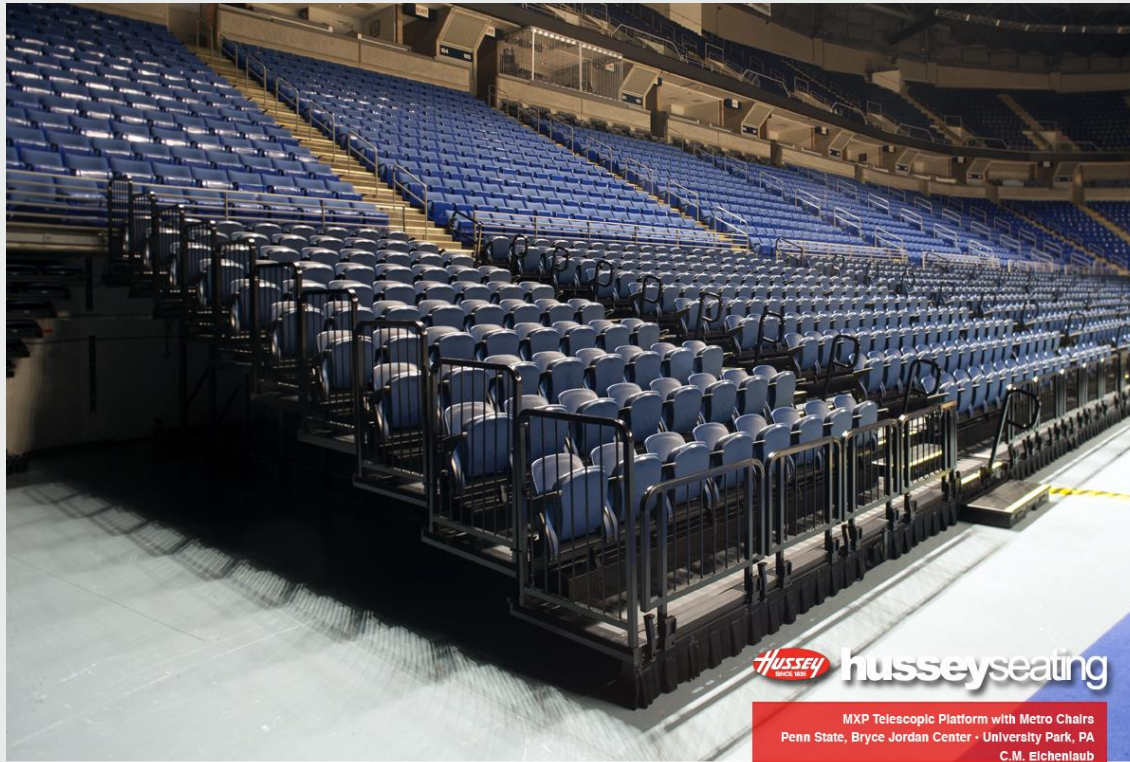
- Existing
 - Arena Grid System/Pacific Ballroom (Lighting, Audio, Decorations, etc.)
- Proposed
 - Telescopic Seating (Approx. \$3,043,127)
 - Fixed Arena Seating (Approx. \$2,556,873)
 - Stage Decking (Approx. \$298,095)
 - Folding Seats (Approx. \$851,000)
 - Sound Console (Approx. \$250,905)



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Arena Upgrades – Telescopic Seating (1,545 Seats)

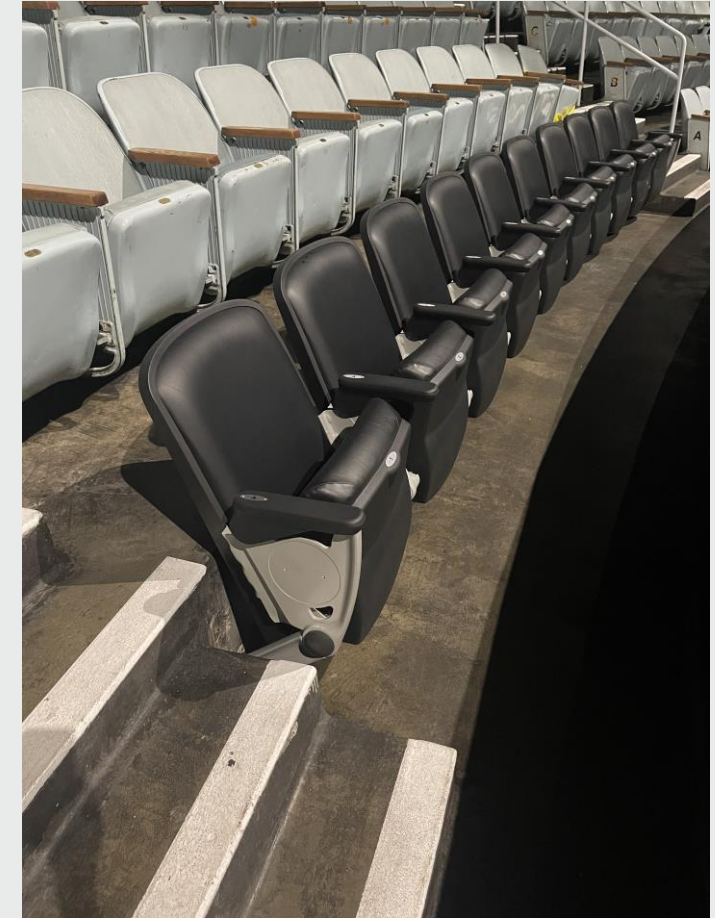
- Manufactured expandable/retractable decking system for the arena with attached seating, handrails, guardrails, vinyl side coverings as well as ADA ramps and decking.



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Arena Upgrades – Fixed Arena Seating (8,690 Seats)

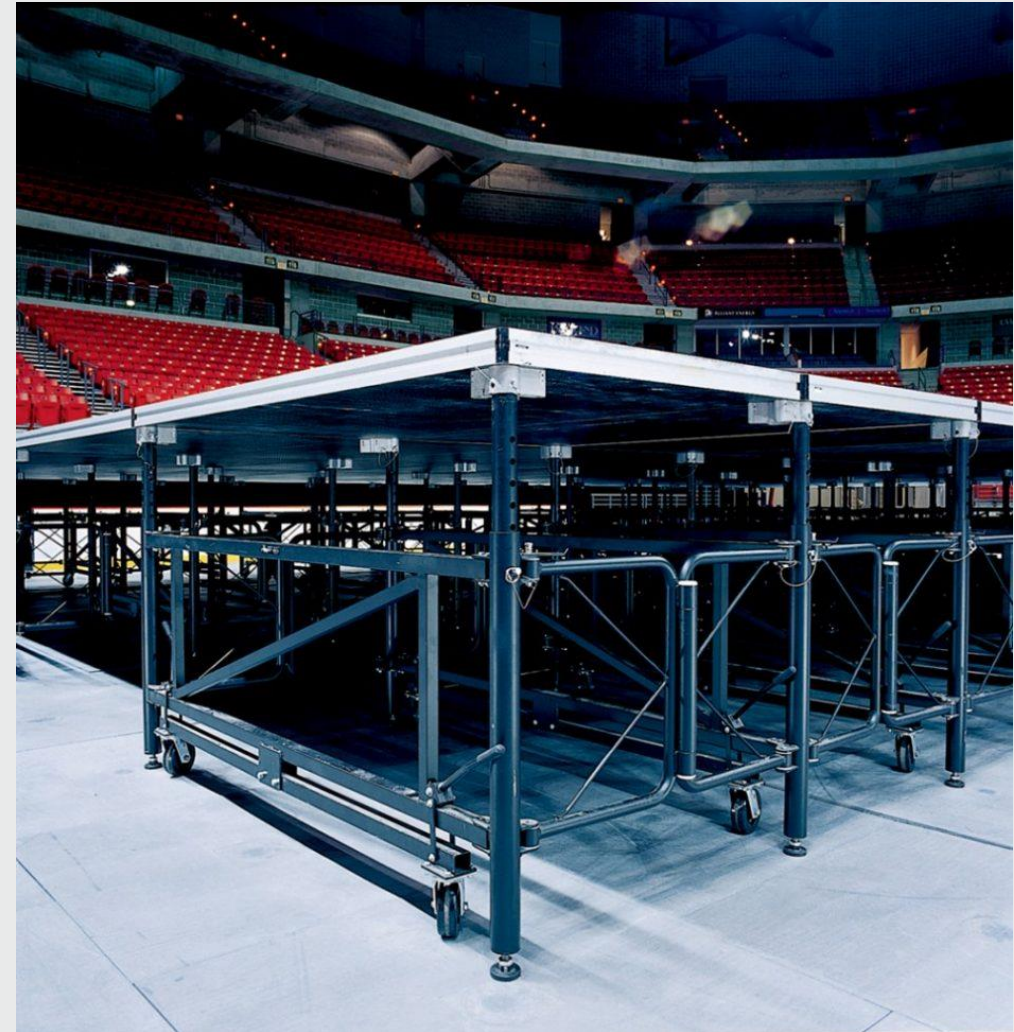
- Remove and recycle all existing fixed seating and replace it with new industry standard seating. Seating will be padded, durable, and include cup holders and double springs for longevity.



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Arena Upgrades – Stage Decking

- The existing decking needs replacement to meet structural and safety standards. A new rolling stage deck system will allow the stage work to be completed without overhead rigging needing to be stalled or paused.



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Arena Upgrades – Folding Seats

- The existing folding seats have deteriorated and have exceeded their expected life cycle. They are also very heavy and cumbersome to use and store. This new seating will provide a standard of comfort expected by visitors for shows and events.



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Arena Upgrades – Sound Console

- Purchase a new sound console capable of supporting a wide variety of shows and events at the Arena. An updated sound console is required to support the needs of artists, promoters and event planners at the Arena.



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Broader Benefits

- Safety
- Cost Savings
- 2028 Olympics
- Appeal to Entertainers/Promoters
- Enhance the Experience of Guests/Customers



Thank you

Johnny Vallejo
Deputy Director