Background:
Calendar year 2018 submittals consisting of: 1) a proposed scope of services, 2) a board of directors list, and 3) a proposed budget for: Houston Arts Alliance, The Houston Museum District Association, Miller Theatre Advisory Board, Inc., and Theater Dist. Improvement, Inc. In accordance with the contract for the support advancement and promotion of the arts.

A wide body of economic, educational, and social research has identified the benefits of the arts and cultural investment in cities and the ability to create a unique identity and globally Houston is increasingly recognized as a premier arts city in Texas, the United States, and around the world. The City of Houston has a number of strategies to invest in arts and culture for the benefit of the City's residents and to attract visitors. This recommendation is related to the tourism aspect of the City's cultural development.

The Texas Tax Code allows municipalities to spend up to a maximum of 19.3 percent of Hotel Occupancy Tax (HOT) revenues for the support of arts with the specific purpose to promote tourism and advance the convention industry. The City has utilized this mechanism to invest in arts for 38 years.

In 2013, the City entered into a five-year service contract (January 1, 2014 – December 31, 2018) with the four organizations below for the support, advancement, and promotion of the arts to directly enhance and promote tourism and the convention and hotel industry by providing ongoing support for the City's artists and cultural institutions and providing technical assistance and support to artists and cultural arts organizations, and to further the arts environment through the development of new initiatives.

On October 14, 2015, City Council adopted the Arts and Cultural Plan for the City of Houston (Motion 2015-0716) and implementation is underway. While this recommendation focuses on the tourism aspect of the City's cultural development, the organizations that utilize HOT revenues dedicated to the arts also deploy other significant private, State, and even Federal funds to deliver programs and services beneficial to residents including arts education programs and community outreach. Houston has more than 500 nonprofit organizations devoted to the arts, science, and history in the Houston area. Grants and distributions through this contract are made to 230 – 260 of these groups each year. Annually, visits by adults and children to nonprofit cultural organizations may well exceed 10 million. To better understand the full picture of community impact by Houston's nonprofit cultural sector, the Mayor's Office of Cultural Affairs is working with the contractors to develop new reporting metrics in line with the recommendations of the Arts and Cultural Plan. The Mayor's Office of Cultural Affairs also dedicated staff responsibilities to increase oversight and ensure a fair and equitable process for grant applicants and expanding coordination efforts to highlight neighborhoods as destinations, as recommended in the Arts and Cultural Plan.

Based on the contract agreement, each contract organization will receive quarterly payments of a specified percentage of the Allocated HOT Revenue for services described in the business plans. Because the annual distribution is based on actual receipts tallied at the end of the calendar year, the dollar amount above is an estimate only. The Finance Department will disperse HOT funds received for this purpose as outlined by the contract agreement. The breakdown and use is as follows:

Houston Arts Alliance (39.5%)
HAA will continue to administer a competitive grants program, based on a peer review process, to provide general operating, support grants as well as several other grant categories including City initiatives. Grants to about 240 non-profit arts and cultural organizations, individual artists and special arts projects. HAA's board will administer a variety of outreach and support services including the Capacity Building program targeted at small non-profit arts organizations, Arts & Business Council, Arts Database Management Program, and over 1.5 million names and Artsource.com. HAA's management of City civic art projects is provided through separate contracts.

The Houston Museum District Association (18%)
Marketing and tourism support for 19 museums within a 1.5 mile radius that provide rich experiences in art, history, culture, nature and science. The 11 members of HMDO who receive HOT funds from the Association include Children's Museum of Houston, Houston Museum of Natural Science, The Jung Center, The Menil Collection, Rice Gallery, Contemporary Arts Museum Houston, Holocaust Museum Houston, Houston Zoo, The Health Museum, Lawdella Art Center, and the Museum of Fine Arts Houston. The Houston Museum District Association is projecting 3.9 million visits in 2016. The 19 museums create more than 2,300 jobs. The museums are accessible to everyone. 20 museums are free every day of the year and the other 9 offer dedicated free times. The Association also hosts quarterly events to leverage the largest walkable cultural district in the United States.
Support for the only outdoor protocenm theatre in the United States that offers, totally free of charge, to the public, an annual season of more than 150 artistically excellent and culturally diverse performances. Since 1923, Miller Outdoor Theatre in Hermann Park has been Houston’s venue for free outdoor performances and Miller is now the most attended amphitheater in the country. Miller leverages the annual distribution of HOT funds to maximize ROI ($4.15 per person in 2015) for the City of Houston.

Theater District Improvement, Inc. (24%)
Tourism marketing for the Houston Symphony, Houston Grand Opera, Houston Ballet, Alley Theatre, Theatre Under The Stars, Society for the Performing Arts and Da Camera of Houston. Each year, the Theater District attracts over 2 million visitors by people from all over the world to its performances. In addition, our resident companies regularly perform on the world stage, representing Houston as a City of International Culture. TDI also provides performing arts-based content for the Downtown magazine and DowntownHouston.org and hosts an annual Open District that converts attendees into ticket holders.

City’s Initiative Grant Program (2.5%)
Administered by HAA with final approval from the Mayor’s office, the program provides small grants, usually ranging from $1,000 to $10,000, to take advantage of special programmatic opportunities.

Oleg M. Markov
Director, Mayor’s Office of Cultural Affairs

Prior Council Action:
2015-0105 Feb. 4, 2015
2013-1146 Dec. 11, 2013

Amount of Funding:
Other
($15,313,000.00 (estimated) Hotel Occupancy Tax (HOT) arts allocation for Calendar Year 2016)

Contact Information:
Valerie Berry
Assistant Director, Mayor’s Office Finance, 832-393-8510

Nicolette Irvin
Cultural Tourism Officer, 832-393-1097
MOTION NO. 2016-0058

MOTION by Council Member Laster that the recommendation of the Director of the Mayor’s Office of Cultural Affairs, for approval of Calendar Year 2016 Business Plans, Budgets and Board Member lists submitted by the Houston Arts Alliance, the Houston Museum District Association, Miller Theatre Advisory Board, Inc. and Theater District Improvement, Inc., be adopted, and the 2016 2016 Business Plans, Budgets and Board Member lists for support, advancement and promotion of the arts, are hereby approved by the City Council.

Seconded by Council Member Green and carried.

Mayor Turner, Council Members Stardig, Davis, Cohen, Boykins, Martin, Le, Travis, Cisneros, Gallegos, Laster, Green, Knox, Robinson, Kubosh, Edwards and Christie voting aye
Nays none

PASSED AND ADOPTED this 3rd day of February, 2016.

Pursuant to Article VI, Section 6 of the City Charter, the effective date of the foregoing motion is February 9, 2016.

City Secretary
HOTEL OCCUPANCY TAX
FUNDING FOR THE ARTS
CALENDAR YEAR 2016

HOUSTON ARTS ALLIANCE

BUSINESS PLAN
BUDGET
BOARD MEMBERS
HOUSTON ARTS ALLIANCE

Houston Arts Alliance exists to enhance the quality of life and tourism in the Houston region by supporting and promoting the arts through programs, initiatives and alliances.

2016 OBJECTIVES

- Award approximately 225 grants through competitive review process. Categories are: general operating/expansion; project; Council District project; individual artist; capacity building; marketing; and city initiative. Strive to provide funding in all Council districts, reflective of geographic, cultural and ethnic diversity.

- Build the capacity of Houston’s small- and mid-sized arts/culture organizations by providing programs and services that strengthen administrative expertise, expand and diversify audiences, and enhance tourism.

- Using the City’s cultural plan, assess impact of Capacity Building and Grant Programs. Measure economic impact of the non-profit arts sector through field assessment.

STRATEGIES

- Manage applications for more than 250 applicants. Conduct 12 application workshops. Coordinate 15 review panels, utilizing 70 panelists, identified through an open call, and invited based on discipline, expertise, and diversity by age, gender, ethnicity, etc. Applications are reviewed in panel, where leadership from approximately 50% of applicant organizations attend and demonstrate capacity. Review criteria include artistic/cultural merit; community outreach; cultural tourism impact; board diversity and administrative ability. Grant amounts are calculated based on budget size and panel score. To encourage the largest number of awards, maximum eligibility award amount decreases as the size of the budget increases. Eligible culturally-specific organizations receive general operating expansion grants, which allow for a larger grant. Convene monthly meetings of Grants Committee to review policies/procedures, city initiative applications and panel recommendations.

- Administer HAA’s Arts Incubator, a 3-year resident program for 5 artistically-promising organizations. Conduct 12 board/staff training sessions in financial and software management, fundraising, strategic planning and audience development. Coordinate 15 expert-lead workshops in board leadership, financial literacy, arts marketing, strategic planning and professional development.

- Convene Capacity Building Committee. Commission outside assessment for long-term impact recommend revised metrics. Utilize Grants Committee to review Grant Program for priorities for use of HOT grants. Coordinate research for national arts & economic impact study, in partnership with Americans for the Arts. Gather at least 1600 audience surveys from 90 events.

ACTION PLANS

- Provide to 225 active grantees. Monitor quarterly reports and disseminate quarterly payments, and monitor extensive final reports. Conduct one-on-one meetings with grantees as necessary. Conduct at least 3 Council District-based workshops to encourage diversity in application pool and communitywide impact.

- Administer final year of resident incubator program, including final assessment of participants by end of third quarter. Assist in locating new office spaces, etc. Garner Board approval of new 3-year class of Incubator organizations by end of third quarter for start in 4th quarter calendar year.

- Deliver Capacity Building assessment and Grants Program category review/recommendations to HAA Board/Executive Committee by 4th quarter. Produce 400 surveys quarterly, for completion by end of 4th quarter.
EXHIBIT "B-1"

HOUSTON ARTS ALLIANCE (HAA)
Calendar Year 2018 - HOT Revenues Budget
HAA HOT Grant Awards
City's Initiative Grant Awards

Revenue
HAA H.O.T. Allocation (39.5%) + City's Initiative Grant Awards (2.5%) $6,344,310

Expenses
HAA H.O.T. Grant Awards: **
General Operating Support Grants $2,185,813
General Operating Support Expansion Grants $662,305
Project Grants $327,812
Project Grants - District Outreach $36,424
Individual Artist Grants $236,840
Capacity Building Grants $110,352
Arts Marketing Grants $141,301

Subtotal - HAA H.O.T. Grant Awards $3,700,847
City's Initiative Grant Awards $377,638

Subtotal - HAA H.O.T. Grant Awards + CI Grant Awards $4,078,485 *

Other (H.O.T.) Expenses:
Personnel Costs $1,479,237 *
Program Expenses $133,876 $133,876
Operating Expenses $196,193 $196,193
Marketing/Community Outreach $47,556 $47,556
Computer/IT Support/Equipment Purchases $31,629 $31,629
Indirect Costs (Overhead) $377,334 ** $123,186

Subtotal - Other Expenses $2,265,825
Total Expenses $6,344,310 $532,440

NOTES:
* - Exempt from MWDBE calculations per contract
** - $254,148 specific exemptions from MWDBE calculations for Indirect Costs include: occupancy, telephone, postage, insurance, dues & subscriptions, memberships
(Actual MWDBE Goal achieved for fiscal year-to-date is 17.11%)
*** - Total Budgeted Amount based on HOT Revenue Projections of $83,220M

MWDBE
Compliance Basis

$31,946 (6%) MWDBE Goal
FY 2016 BOARD OF DIRECTORS

Marc Melcher, Chairman of the Board
Philamena Baird, Vice Chair
Suresh Raghavan, Treasurer
Leigh Smith, Secretary
Lauren Anderson*
Nancy Allen
Laura Bellows
Brad Bucher*
Michael Cordúa
Jon Deal
M. Kaye DeWalt
Diedra Fontaine
Regina Garcia
Roland Garcia
John Guess, Jr.
Karen Hartnett
Scott Hill
David LaDuca*
Craig Massey
Fatima Mawji
Debbie McNulty
Adán Medrano
Sharon Murphy*
Gigi Myung*
Judy Nyquist
Randhir Sahni
Richard Schechter
Lynda Transier
J. Michael Treviño
Louise Upshaw-McClenny
Mike Waterman
Fabéné J. Welch, Emeritus
David Wuthrich

Partner Liaisons:
TBA - Houston Museum District
Cissy Segall Davis - Miller Outdoor Theatre
Kathryn McNeil - Houston Theater District
Dawn Ullrich – Houston First Corporation

* - Mayoral Appointees
HOTEL OCCUPANCY TAX
FUNDING FOR THE ARTS
CALENDAR YEAR 2016

HOUSTON MUSEUM DISTRICT ASSOCIATION

BUSINESS PLAN
BUDGET
BOARD MEMBERS
The Houston Museum District Association is committed to making cultural arts accessible to all and creating unparalleled opportunities for education, inspiration and recreation.

Museum District Member Organizations

2016 OBJECTIVES
- Administrate HOT funded allocations to 11 District Museums
- Use HMDA HOT fund allocation to promote member organizations’ activities
- Host 4 quarterly Museum Experience events for tourists and residents to explore walk-able zones of the District
- Attract a diverse audience of 6.9 million visits per year to 19 District institutions

STRATEGIES
- Promote member organizations and activities via HMDA website, calendar, and social media
- Produce and distribute printed map guide of the district (brochure) and digital map on-line
- Assist zones with Museum Experience promotion
- Maintain a PR and Marketing Committee that drives visibility of member organizations
- Sustain collaborative relationships with colleagues such as Greater Houston Convention and Visitors Bureau, Houston First, City of Houston Office of Cultural Affairs, and Theater District to attract visitors to Houston
- Educate City Council members and state legislators on the impact of HOT funding to attract tourism and provide a rich cultural experience for Houston’s residents

ACTION PLANS
- On the last Saturday of each calendar quarter, present Museum Experience to expose visitors to 4 walk-able zones within the district
- Gather data from members for HOT fund reporting and impact on a quarterly basis
- Promote member museums through production and distribution of a map guide/brochure with a minimum print run of 225,000 each year
- Maintain web calendar of member events and ‘5 Best Things to Do’ eblast
- Submit annual business plan to Mayor’s Office of Cultural Affairs in January, 2016
- Submit prior year HOT Fund expenditures to Mayor’s Office of Cultural Affairs in March, 2016
- Submit quarterly reports on HOT Fund expenditures to Mayor's Office of Cultural Affairs
- Submit quarterly reports on Pay or Play compliance to Mayor's Office of Cultural Affairs
- Submit quarterly reports on MWBE compliance to Mayor's Office of Cultural Affairs
Houston Museum District Association  
FY 2016 Budget  
Hotel Occupancy Tax Revenues

**Revenue**

Hotel Occupancy Tax ................................................................. $2,718,990.00

**Expenses**

<table>
<thead>
<tr>
<th>Item</th>
<th>MWBE Compliance Basis</th>
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<tr>
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<tr>
<td>Salaries/Benefits</td>
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<td>Printing</td>
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</table>

**Total Expenses** ........................................................... $2,718,990.00

*Exempt from MWBE calculations per contract*
Houston Museum District Association
Board of Directors
2016

Bill Arning,
Contemporary Arts Museum Houston

Tammie Kahn
Vice President
The Children's Museum of Houston

Joel Bartsch
Houston Museum of Natural Science

Bonna Kol
Asia Society Texas Center

Kimberly Davenport
Treasurer
Rice University Art Gallery

Captain Paul Matthews
Executive Committee at large
Buffalo Soldiers National Museum

Xandra Eden
DiverseWorks

Perry Price
Houston Center for Contemporary Craft

Lee Ehmke
Houston Zoo, Inc.

Effie Rosene
Czech Center Museum Houston

Julie Farr
Houston Museum District Association

Linda Shearer
Houston Center for Photography

Sean Fitzpatrick
The Jung Center of Houston

Gary Tinterow
President
Museum of Fine Arts, Houston

John Guess
Houston Museum of African American Culture

Stephanie Mitchell
Lawndale Art Center

Tom Rhodes
The Menil Collection

David Leslie
The Rothko Chapel

Melanie Johnson
Secretary
The Health Museum

Dr. Kelly Zuniga
Marketing Committee Chair
Holocaust Museum Houston
HOTEL OCCUPANCY TAX
FUNDING FOR THE ARTS
CALENDAR YEAR 2016

THEATER DISTRICT IMPROVEMENT, INC.

BUSINESS PLAN
BUDGET
BOARD MEMBERS
Mission
Theater District Improvement, Inc. (TDI) exists to enhance the quality of life and tourism in the Houston region by supporting and promoting the Theater District programs, initiatives and communication efforts. TDI seeks to:

- Position the Theater District as a vital attraction to residents and visitors to Houston by creating initiatives and programs that publicize Theater District performances and organizations
- Serve as the marketing hub for information about Theater District performances and organizations
- Grant Hotel Occupancy Taxes to the Alley Theatre, Da Camera of Houston, Houston Ballet, Houston Grand Opera, Houston Symphony, Society for the Performing Arts, and Theatre Under The Stars for the purposes designated by the Hotel Occupancy Tax ordinances

2016 OBJECTIVES

- Create new events to attract audience and awareness into downtown to promote the district as a destination.
- Produce and manage annual Theater District Open House to showcase performing arts organizations.
- Contribute performing arts-based content for Downtown Magazine, published by Downtown District on a quarterly basis, as well as the site DowntownHouston.org. Current distribution for the magazine is 240,000 annually, while the site received 569,000 unique visitors in 2015.

STRATEGIES

- Work with Houston First to promote the venues utilized in Open House, as well as capitalize on their marketing reach; highlight the ease of use and ubiquity of Houston METRO transportation; showcase Houston Parks and Recreation’s Sesquicentennial Park as well as Buffalo Bayou Park to cross-promote resources available to residents and tourists coming to Houston. Interface with local visual and performing artists as well as vendors to allow a broader engagement of the cultural district. Implement a multifaceted marketing strategy to follow the lead of 2015’s reach.
- Collaborate with Downtown District to produce content for Downtown Magazine as well as capitalize on Market Square programming enable creative placemaking.
- Market Theater District as the “one stop shop” for events, performances, and special offers.

ACTION PLANS

- Maintain quarterly reporting of MWBE compliance of 6% or greater of distributed funds; continuing timely reporting schedule as maintained in CY2015. Reporting will be completed on or before the first week of February, March, August, and November of 2016, approximately two weeks after City HOT payment has been received.
- Maintain compliant quarterly filing of HOT reporting to the City of Houston, working directly with the Mayor’s Office of Cultural affairs to include cultural impact data and accommodate other requests. Filing will be submitted no less than one week after HOT payment has been processed, and can be expected the last week of January, October, July, and April of 2016.
- Maintain compliant quarterly Pay or Play reporting, working directly with the Office of Business Opportunity. Reporting will be completed on or before the first week of February, March, August, and November of 2016, approximately two weeks after City HOT payment has been received.
- Implement marketing strategy for Theater District Open House beginning the first of August and ending with a flurry of activity before the event itself in August 28th, 2016.
- Contribute performing arts-based content for Downtown Magazine, published by Downtown District on a quarterly basis, as well as the site DowntownHouston.org. Use these platforms to serve as a tool to promote Theater District events and news to residents and travelers to Houston. Current distribution for the magazine is 240,000 annually, while the site received 569,000 unique visitors in 2015.
- Expand social media engagement by doubling Theater District Houston Facebook and Twitter followers (from 3,000 to 6,000) and Instagram from 200 to 400 followers.
Revenue

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<tr>
<th>Hotel Occupancy Tax</th>
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Expenses

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<td>Houston Young People for the Arts</td>
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</tbody>
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* exempt from MWBE calculations per contract
Theater District Improvement
Board of Directors 2016

John Breckenridge, Chairman
Theatre Under The Stars
800 Bagby, Suite 200
Houston, TX 77002
Phone: (713) 558-2604
Fax: (713) 558-2650
john@tuts.com
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Assistant Phone: (713) 558-2800
Assistant email: rlb@tuts.com

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Assistant: Angela Bufkin
Assistant phone: 713.632.8116
Assistant email: abufkin@spahouston.org

Dean Gladden
Alley Theatre
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Assistant Phone: (713) 315-3372
assistant email: chernandez@alleytheatre.org

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pleech@hgo.org
Assistant: Alyson Robben
Assistant Phone: (713) 546-0289
Assistant email: arobbenhgo.org

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Assistant phone: (713) 658-8938
Assistant email: cmigliori@theaterdistricthouston.org

Mario Ariza
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Assistant: Amy Tang
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Assistant E-mail: idorn@houstonballet.org

Sarah Rothenberg
Da Camera of Houston
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srothenberg@dacamera.com
Assistant: Charlotte Craff
Assistant email: ccruf@dacamera.com
HOTEL OCCUPANCY TAX
FUNDING FOR THE ARTS
CALENDAR YEAR 2016

MILLER THEATRE ADVISORY BOARD, INC.

BUSINESS PLAN
BUDGET
BOARD MEMBERS
MILLER THEATRE ADVISORY BOARD

The Miller Theatre Advisory Board (MTAB) acts as a steward of public and private funds to provide professional-caliber performances, free to the public, at the Miller Outdoor Theatre for the cultural enrichment of Houston’s diverse communities and the visitors to this great city.

2016 OBJECTIVES

- Leverage annual distribution of HOT funds to maximize ROI ($4.13 per person in 2015) for the City of Houston
- Curate a series of 130 to 140 culturally and artistically diverse professional-quality performances for presentation at Miller Outdoor Theatre, all free of charge to the public
- Increase diversity of applicant organizations
- Attract a diverse audience of approximately 425,000 Houstonians and visitors
- Maintain and engage a diverse advisory board of 21 community members
- Raise $300,000 from foundations, corporations and individuals to engage nationally and internationally significant programs to augment the offerings from Houston-based groups

STRATEGIES

- Work with Mayor’s Office of Cultural Affairs to implement related recommendations from the City’s Arts and Cultural Plan, including developing criteria for increasing oversight, transparency and accountability
- Work with Mayor’s Office of Boards & Commissions to fill all 21 positions on the Miller Theatre Advisory Board
- Select performances for the Miller stage from 30 or more qualified performing arts and community organizations by conducting an open application process in alignment MTAB’s Core Values (#1 QUALITY is our foremost consideration; #2 serve Houston’s DIVERSE communities #3 performances with BROAD, POPULAR APPEAL #4 expectation of ACCOUNTABILITY #5 COST-EFFECTIVE in audience reach).
- Investigate alternative distribution methods which could increase grantee diversity
- Develop an aggressive marketing plan to promote the season of free performances: leverage advertising and public relations expenditures to increase exposure three-fold; grow social media presence on Facebook by 20,000; Twitter by 10,000 followers; by 1,500 on Instagram and add applicable new platforms as identified; increase newsletter subscribers to 30,000 with high open rate of 25%; secure broadcast and print media partners; distribute 240,000 brochures including to the Texas Medical Center and Houston Concierge Association members; advertise in statewide publications to attract visitors; schedule media interviews to promote the season and individual performances.
- Work with the Board to solicit grants from foundations, corporations and individuals

ACTION PLANS

- Develop 2016 Marketing Plan for Board approval February 24, 2016
- Notify current and potential grantees of 2017 Grant Application Process in May, 2016
- Submit 2017 funding recommendations for board approval on October 26 and December 14
- Issue Letters of Intent to 2017 grantees by December 31, 2016
- Track 2016 HOT distribution, grant awards, expenditures and attendance to determine ROI and submit to Mayor’s Office of Cultural Affairs in January, 2017
- Fulfill reporting requirements in HOT agreement including monthly MWDBE utilization report; quarterly HOT expenditures and list of grantees; submit annual audit by September 30.
Miller Theatre Advisory Board, Inc.
FY 2016 Budget
Hotel Occupancy Tax Revenues

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<tr>
<th>Revenue</th>
<th>01-12/2016</th>
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<tbody>
<tr>
<td>Hotel Occupancy Tax</td>
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<table>
<thead>
<tr>
<th>Expenses</th>
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<tr>
<td>HOT Grants/Performances &amp; Programming Expenses</td>
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<td>Miller Presents Production Expenses</td>
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<td>Postage/Delivery</td>
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<td>Dues/Memberships</td>
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<td>Storage</td>
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**Total Expenses**  $ 2,400,000

*Exempt from MWBE calculations per contract*
MILLER THEATRE ADVISORY BOARD, INC.
BOARD OF DIRECTORS*

June Deadrick
Chair

Rodney Nathan
Immediate Past Chair

Miriam Meyers
Vice Chair

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*Subject to change pending City Council Agenda Item for updating and amending Chapter 32 of the Code of Ordinances, Houston, TX