



Professional Service Management Agreement for the Corpus Christi Museum of Science & History



**Council Presentation
April 17, 2018**



Management History



Prior to September 2012 – Museum was a City Department

September 1, 2012 – Entered into two-year Public/Private Management Agreement:

- **City** Owns Land, Building & Collections
- **CCMJV, LLC** operates all aspects of the Museum including maintaining certification and accreditations

September 1, 2014 – Amended & Extended Agreement

(extended for three years to September 30, 2017 with option for two additional 1-year extensions)

August 8, 2017 – First of Three Extensions

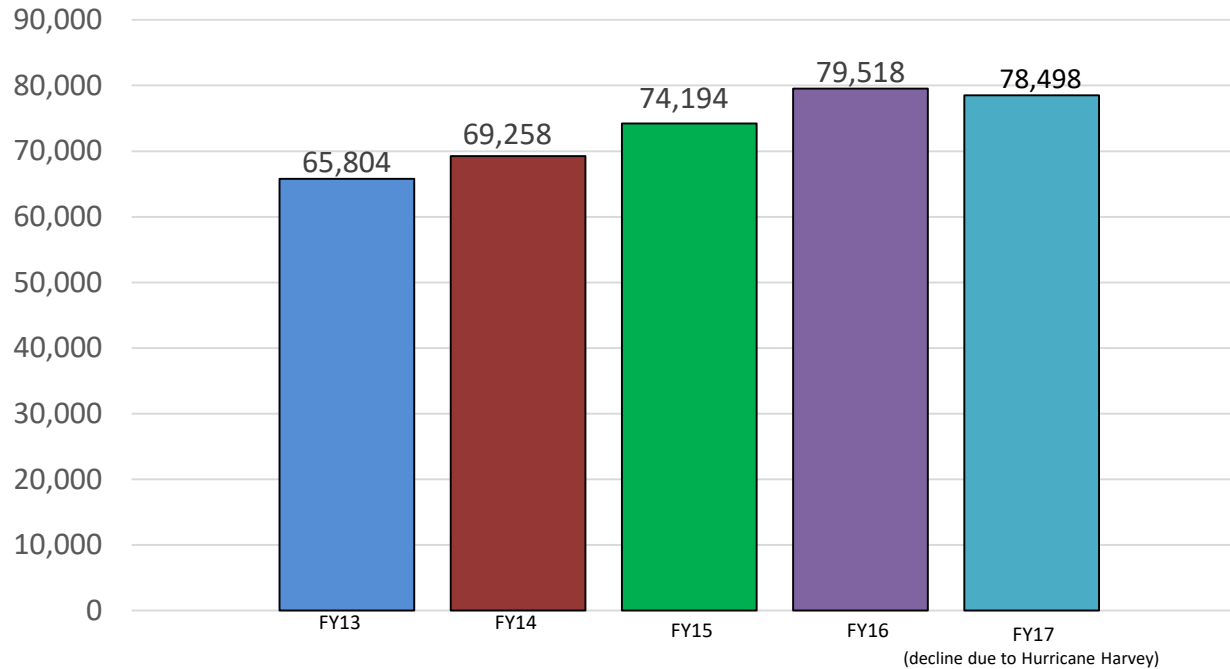
April 30, 2018 – Expiration Date of Extension



Historical Attendance



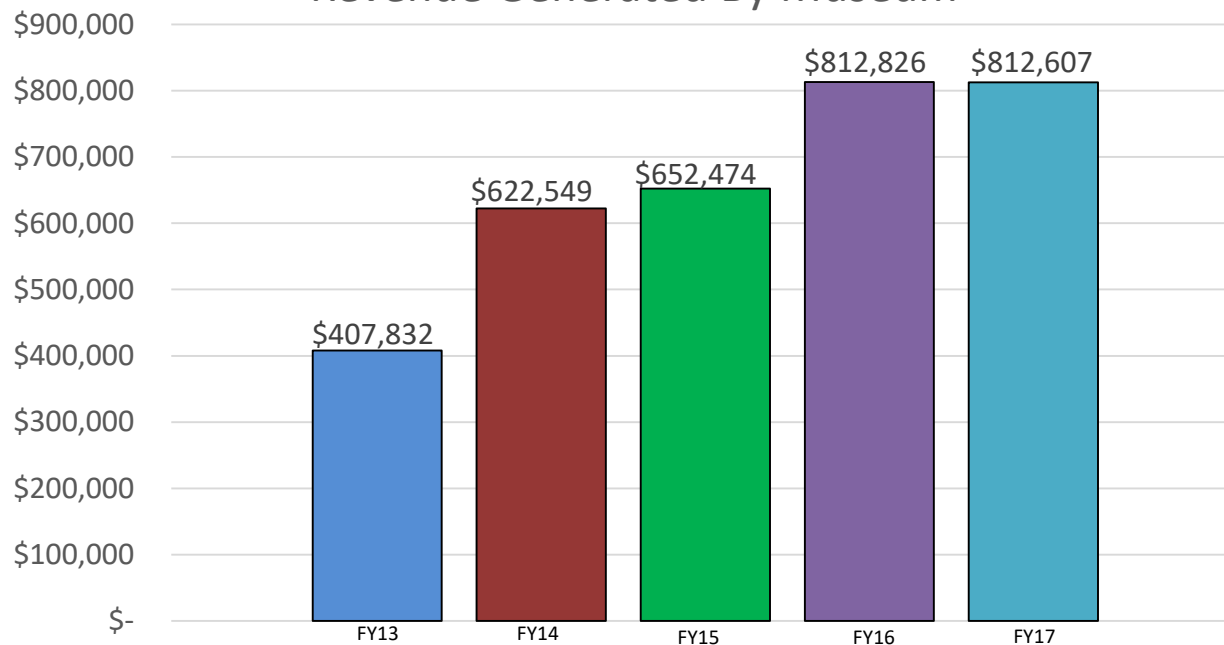
Combined Attendance by Year





Historical Revenues

Revenue Generated By Museum





Accomplishments



- Multiple updates and renovations to the facility
 - Opened Dino Gallery, Guns & Ammo Exhibit, HEB Science Center & Kaboom Playground
 - Expansion of Education Staff and Programing
 - Awards from the Texas Association of Museums Innovation & Excellence
 - Gold Award for McGregor Monday's featuring Doc McGregor's Photo Collection
 - Bronze Award for Chemistry in Action
 - Partnership with Ed Rachal Foundation to create a McGregor Research Center
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Key Contract Terms That Changed



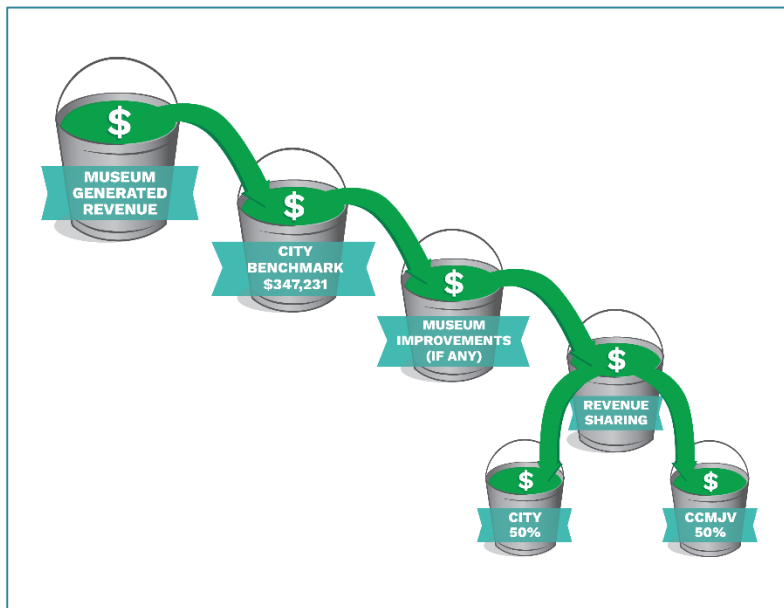
Term	Current Agreement	New Agreement
Operation Support Payment	\$1,209,140	\$936,321 + \$272,819 In-kind (Electricity, IT Allocation, Computer Leases, Telephone & Postage)
City Benchmark	\$347,231	Eliminated
Gift Shop & Camp Revenues	Included as Gross Revenues	Excluded from Gross Revenues
Administrative Fee	None	\$120,000 or 10% of Gross Revenues (whichever is greater)
Revenue Split	50/50 After Benchmark	50/50 After Administrative Fee
Maintenance & Repair of Building & Systems (Facilities Allocation, HVAC, Plumbing, Elevator, Fire Alarm, & Security Alarm)	CCMJV Pays	City Pays



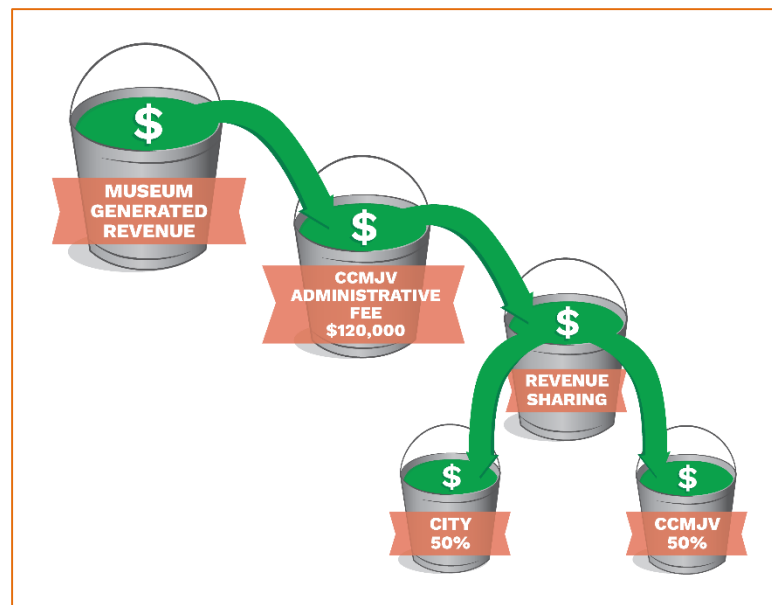
Museum Generated Revenue



Current Agreement



Proposed Agreement





CCMJV Future Plans & Goals



- Develop master plan for exhibits and visitor experience.
- Explore new revenue generating opportunities including the possibility of a motion simulator, 3D cinema, and a restaurant or snack bar.
- Explore new ways to expand educational opportunities through specific lecture series, film events on historical or scientific topics, single day camps, adult oriented programming.
- Critical facility needs addressed by City (per Management Agreement)



Questions ?
