



MONONA TERRACE COMMUNITY AND CONVENTION CENTER

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MONONA TERRACE JOINT SERVICES WITH ALLIANT ENERGY CENTER OF DANE COUNTY 2014 ANNUAL REPORT April 1, 2015

Background

As specified in the Monona Terrace Agreement between the City and the County, the Monona Terrace Board Bylaws, and in Section 3.19 (13) of the City of Madison General Ordinances, the Monona Terrace Board “. . . shall participate in joint services with Alliant Energy Center of Dane County when and where economically feasible and in the best interest of both parties.” This agreement also states that the Board shall at least annually issue a report analyzing opportunities for increasing efficiency through joint services and operations.

Monona Terrace Board members and staff participated in a joint study committee in 2004, which was formed by the Mayor and County Executive to study the feasibility of a collaborative or joint operation of Monona Terrace and Alliant Energy Center. After a lengthy study, the committee concluded in their final report, dated September 13, 2004, that “research should be pursued regarding the creation of a local exposition district, similar to the Wisconsin Center District, consisting of the facilities of the AEC only.” This conclusion was based on many factors, as detailed in the committee’s report.

Joint Services

Monona Terrace and Alliant Energy Center work closely together in promoting Madison as a destination and ultimately, which venue is best suited to host the event.

One of the greatest resources that Monona Terrace and Alliant Energy Center share is our professional expertise. There is a rich history of venue types, geographical backgrounds, and governance structures within both senior management staffs. Management from each facility meet regularly to discuss trends in our industry, and local issues regarding our facilities. Staff from Overture Center, and the University of Wisconsin also participate in these meetings.

Additionally, the Executive Director of the Alliant Energy Center sits on the Monona Terrace Board of Directors. Conversely, the Executive Director of Monona Terrace sits on the Alliant Energy Center Task Force, whose charge is to study and provide direction for future development and enhancement of the property. Staff participated in the sub-committee to select a consultant to complete a comprehensive analysis of the operation of Alliant Energy Center, its land uses and the exhibition industry. Finally, we view each other as resources and talk frequently about on-going issues.

Finally, staff from Monona Terrace and Alliant Energy Center often share information regarding policies, procedures, contracts and various other industry related matters. We also share equipment and other items specific to our industry, typically for last-minute set-up requests or changes. Monona Terrace clients utilize the Alliant Energy Center parking lot for overflow parking during our larger events, such as Wisconsin Music Educators Association, Ironman Wisconsin, and the Wisconsin Manufacturer's and Commerce's Business Day in Madison. This parking lot is also used as a staging area for our larger exhibit shows. The use of the parking lot is always arranged through Alliant Energy Center staff.

Our sales departments work together by referring potential business to the other facility when we cannot accommodate a particular event within our own facility, or cannot meet the client's specifications.

Barriers To Joint Services

Labor agreements, governmental jurisdictions, and vendor contracts currently limit the scope of additional coordinated activities between the two facilities.

Summary

Monona Terrace and Alliant Energy Center continue to work together for the betterment of our clients and the citizens of Madison and Dane County. We are proud of the relationship we have built with the Alliant Energy Center staff, and will continue to seek opportunities to share resources and knowledge to enhance the services we provide and increase our efficiencies.