



Justin Elicker
Mayor

City of New Haven
Office of the Economic Development Administrator
165 Church Street
New Haven, Connecticut 06510



Michael Piscitelli
Economic Development
Administrator

November 20, 2023

The Honorable Tyisha Walker-Myers
President, New Haven Board of Alders
City of New Haven
165 Church Street
New Haven, CT 06510

RE: AN ORDER AUTHORIZING THE CITY OF NEW HAVEN, ACTING THROUGH ITS ECONOMIC DEVELOPMENT ADMINISTRATION, TO NEGOTIATE FEES FOR AN EXTENDED DURATION EVENT WITH THE LONG WHARF THEATER AT THE CANAL DOCK BOATHOUSE

Dear Honorable President Walker-Myers:

Enclosed for the Board of Alders' ("BOA") consideration is an Order requesting approval to amend the fee schedule for the Canal Dock Boathouse ("the Boathouse") that will enable the City of New Haven (the "City") to negotiate an agreement for a six ("6")-week residency with the Long Wharf Theatre (the "Theatre") at the Boathouse. The currently approved fee schedule only considers costs and fees for one day events.

As you know, at present the Theatre is itinerant. Its first show of the 2023-24 season is moving between private homes in the region, institutional spaces like colleges/universities and public libraries as well as not for profits like the Jewish Community Center and ConnCAT.

For the second show of the season, and first of 2024, the Theater has approached the City about the possibility of a 6-week, 30 performance "residency" of "A View From The Bridge" taking place at the Boathouse between January 29, 2024 and March 11, 2024. We think this is an exciting proposal that would assist a strong partner cultural institution as it reimagines itself while bringing needed activation and attention to the Boathouse during a time when it is often "dark". Further, this would also strengthen the partnership between the Theatre, the City's Arts and Culture team and the Boathouse at a time when we are contemplating how the future operation of the Boathouse will look.

In addition to increasing attention to the Boathouse and raising revenue during the winter months, the Theater's residency would bring an additional 6,000 people to the Boathouse while providing the usual free student matinee performances as well as free tickets for all K-12 students.

However the BOA-approved fee schedule for the Boathouse does not contemplate long term residencies and even at a discounted day rate, the City's quote to the Theatre was well over \$80,000. For a full year this would come out to approximately \$700,000 in rent. The Theatre's budget can reasonably support \$25,000 for venue costs for this production (the total production cost is approximately \$500,000) and for the reasons given, the City's Economic Development Administration ("EDA") believes that this request should be supported.

The EDA has already submitted a proposed ordinance amendment to the fee schedule for the Boathouse to allow the City to negotiate extended duration agreements for events similar to the Theatre's proposed residency, which are more in line with market rates for longer term events. This proposed ordinance amendment was submitted on November 9, 2023 and is already in committee.

The proposed order regarding the Theatre's 6-week residency at the Boathouse is being submitted with a request for Unanimous Consent at the November 20, 2023 meeting so we can assure all necessary agreements between and the City and the Theatre are completed well in advance of their proposed residency dates. This also ensures the Theatre has ample time to promote the residency at the Boathouse to the public.

Thank you for your timely consideration of this matter, please do not hesitate to contact me with further questions or concerns.

Sincerely,

Carlos Eyzaguirre
Deputy Economic Development Administrator

CC:
Barbara Montalvo, Legislative Liaison to Board of Alders
Albert Lucas, Director, Office of Legislative Services
Michael Piscitelli, EDA
Erika Flowers, Event Manager, Canal Dock Boathouse