

**San Francisco 49ers
Backup for Stadium Authority
Income Statement
December 14, 2007**

Recap of Potential Stadium Emploeyss

<u>Area</u>	<u>Full Time</u>	<u>Part Time</u>
Operations & Maintenance		
Administration	2	
Accounting	2	
Marketing/Sales	5	
Operations		
Director/Asst	2	
Maintenance	13	
IT/Sound	3	
Grounds Keeper	7	
Janitorial	6	
Security		
Non Game	10	10
Game day		330
Police and Fire		
Traffic		49
In Stadium		90
Fire		
Other Game Day		
First Aid	1	22
Suite Operatiосn	1	1
Guest Services		2
Usher/Tickets Takers		394
Video Boards/Sound		26
Janitorial		80
Food & Beverage	14	720
Locker room attendants		29
GRAND TOTAL	<u>66</u>	<u>1753</u>

**Detail of Base Operating Expenses
for Stadium in Santa Clara**

Operations and Maintenance

Area	Position/Detail		Full Time Employee Count
Administration	General Manager		1
	Asst General Manager		1
	Finance Manager		1
	Accounting Support		1
	Subtotal	\$ 662,163	
Event Management & Sales	Sales Director		1
	Event Director		1
	Event Managers (3)		3
	Advertising Expense		
	Subtotal	\$ 608,326	
Operations	Director		1
	Assistant Director		1
	Subtotal	\$ 147,823	
Maintenance Staff	Electrician (2)		2
	Carpenter (2)		2
	Plumber (2)		2
	HVAC (5)		5
	Painter		1
	General		1
	Subtotal	\$ 1,143,654	
IT/Sound Staff	IT/Sound (3)	\$ 237,247	3
Groundskeepers	Ground Keeper		1
	Assistant (6)		6
	Subtotal	\$ 569,394	
Grounds Supplies	Supplies	\$ 243,331	
Janitorial	Houskeepers (6)	\$ 364,996	6
Gen Bld Maint	Repairs & Maintenance		
	Phone & equipment		
	General Supplies		
	Elevators & Escalators		
	Other Contracts		
		\$ 790,824	
Other	Other costs of non-NFL events	\$ 784,887	
			- Assumes 1/3 of incremental Operating expenses from non-NFL events are not recouped from event sponsor.
Grand Total Operations & Maintenance		<u>\$ 5,552,645</u>	<u>40</u>

**Detail of Base Operating Expenses
for Stadium in Santa Clara**

Security - Non Game Day

Area	Position/Detail	Full Time Employee Count	Part Time Employee Count
Security	Full Time shifts - weekdays		
	Supervisor	9	
	3 people/3 shifts per day	1	
	Part Time Shifts - weekends		9
	3 people/3 shifts per day		
	One Swing Person		1
	Total	<u>10</u>	<u>10</u>
		<u>\$ 656,993</u>	

Detail of Base Operating Expenses
for Stadium in Santa Clara

Utilities

Area	Position/Detail	Cost
Utilities	Electric	\$ 2,153,548
	Gas	\$ 189,819
	Water	\$ 344,637
	Total	<u>\$ 2,688,004</u>

Based on Estimates from Stadium consultants and review of local rates.

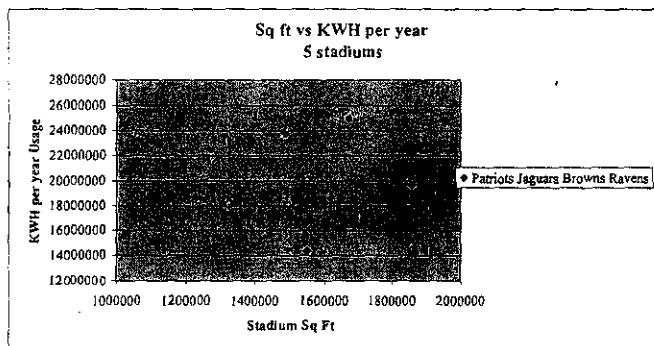
SVP 2006 Rate Summary

CB-1 (large industrial user)

monthly use of energy exceeds 8,000 kwh

			2006 Annual Cost	2012 Annual Cost
Meter Charge	\$47.03 per meter	2 meters	\$1,128.72 (12 months)	\$ 1,428
Demand Charge (all kw of billing demand)	\$5.69 per kw	7,500 kw	waived (12 months)	waived
Energy Charge (all kwh)	\$0.07555 per kwh	19,710,000 kwh	\$1,489,090.50 (annual usage per FA&K)	\$ 1,884,175
Total for above Charges			\$1,490,219.22	\$ 1,885,603
				\$ 267,945
				<u>\$ 2,153,548</u>

	kwh/yr	sq ft	kwh/sf
Patriots	25,000,000	1,672,000	14.95215311
Jaguars	23,766,474	1,490,000	15.95065369
Browns	18,651,778	1,620,000	11.51344321
Ravens	14,358,225	1,550,000	9.263370968
New 49ers	19,710,000	1,858,804	10.60359242
McAfee	8,089,463		
Monster Park		985,000	



**Detail of Base Operating Expenses
for Stadium in Santa Clara**

Insurance

**Based on Discussions with Stadium Consultants and
and Insurance Brokers**

Property Liability	
Quake	
<u>\$ 6,191,591</u>	Total

Detail of NFL Event Costs (Game Day)
for Stadium in Santa Clara

Police & Fire Services

Police	
Traffic	36
Santa Clara PD	3
Sunnyvale	4
San Jose	4
County Sheriff	4
CHP	2
Other	2
Total	49

\$ 501,634

-Assumed need 28 officers to handle the 1576 intersections. Add 3 sergeants to supervise, plus one lieutenant. So a total of 36 SCPD for each game.

Staff	Hours	Number
Santa Clara	36	9
Hours		324
Sunnyvale pd		
Lawrence	2	9
adobe w/llie	1	9
San Jose		
north first	2	8
Isman	2	9
Starffs		
Tasman VTA	4	9
CHP	2	9

In Stadium	Number
C-62 Lieutenant	1
C-62 Sergeants	2
C-62 Sergeants	2
C-4 Officers	63
1-C-52 (Admin)	2
Dispatchers	12
C-4 Officers	2
Total	90

\$ 764,162

Receipt --	Police	Traffic	\$ 501,634
	Police	In Stadium	\$ 764,162
	Fire Services	4 Inspections	\$ 48,838
			\$ 1,312,634

**Detail of Other Event Expenses
for Stadium in Santa Clara**

Security - Game Day

Area	Position/Detail		Part Time Employee Count
Security	Contract Security Compnay Game day security	\$ 650,423	330
	Total	<u>\$ 650,423</u>	

**Detail of Other Event Expenses
for Stadium in Santa Clara**

Other Game Day Expenses

<u>Area</u>	<u>Position/Detail</u>		<u>Full Time Employee Count</u>	<u>Part Time Employee Count</u>
First Aid	Medical/Disaster Coordinator		1	
	Ambulances			6
	Nurses			6
	Doctors			2
	X Ray			2
	First Aid Officer			6
	Subtotal	\$ 236,031	<u>1</u>	<u>22</u>
Suite Operations	Suites Coordinator		1	
	Suites Administrator			1
	Subtotal	\$ 103,415		
Guest Services	Guest Services Supervisor			1
	Guest Services Assistant			1
	Subtotal	\$ 12,167		<u>2</u>
Ushers/Ticket Takers	Director of Ushers			1
	Director of Ticket Takers			1
	Assistant to Ushers/Ticket Takers			2
	Supervisors			20
	Ushers			225
	Ticket Takers			100
	Parking Lot Directors			45
	Subtotal	\$ 428,262		<u>394</u>
Entertainment	Jumbotron Operation			20
	Sound on Stage			6
	Jumbotron Coordination - Expense			
	Animation - Expense			
	Subtotal	\$ 208,048		<u>26</u>
Janitorial	Janitorial			80
	Subtotal	\$ 486,661		
Food & Beverage	Note - Cost of employees are the responsibility of Concessionaire Shown Here for Information			
	Concessions		9	630
	Restaurants & Bars		5	90
Locker Room	Cost not reflected in total - Amount is minimal Attendants			29
Grand Total Game Day Costs		<u>\$ 1,474,583</u>	<u>16</u>	<u>1274</u>

All amounts are per game and net of operating costs

Parking Revenue	Tax Rev	Split to Owner	Split to SCSA	Total for SCSA / City	Total for Others
On Site					
Stalls in garage	1,600				
stalls in Centennial lot	1,800				
Other stalls (Great America)	1,100				
On site	<u>4,500</u>				
Offsite					
Total Offsite	<u>11,500</u>				
Grand Total	<u>16,000</u>	96,000	144,000	64,000	98,700
Per Season	<u>960,000</u>	<u>1,440,000</u>	<u>640,000</u>	<u>987,000</u>	<u>1,093,000</u>

Concession Revenue

	2012	2013	2014	2015	2016
Concessions					
Per Capita					
General Seating					
Club Seats					
Suites					
Gross Revenues					
General Seating					
Club Seats					
Suites					
Total	\$ 10,148,323	\$ 10,554,255	\$ 10,976,426	\$ 11,415,483	\$ 11,872,102
Commission Rates					
General Seating					
Club Seats					
Suites					
Net Revenues					
General Seating					
Club Seats					
Suites					
Net Commissions	\$ 4,964,125	\$ 5,162,690	\$ 5,369,198	\$ 5,583,965	\$ 5,807,324
Taxes	\$ 378,328	\$ 393,461	\$ 409,200	\$ 425,568	\$ 442,591
Net Commissions	\$ 4,585,797	\$ 4,769,229	\$ 4,959,998	\$ 5,158,398	\$ 5,364,734