

# **SANTA CLARA STADIUM AUTHORITY FINANCIAL STATUS REPORT**

**Fiscal Year Ending March 31, 2017**



**May 23, 2017**

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## Introduction

This Santa Clara Stadium Authority (Stadium Authority) Financial Status Report provides information covering the Stadium Authority's 2016-17 fiscal year ended March 31, 2017 as well as comparative data from the prior fiscal year. Revenue and expense information included in the report is unaudited and therefore subject to change as a result of the annual audit conducted by an external auditing firm.

In addition to this report, the Stadium Authority produces annual financial statements within six months of fiscal year-end. These financial statements are audited by an external auditing firm and presented to the Stadium Authority's Audit Committee and Stadium Authority Board. Once presented to the Stadium Authority Board, the financial statements are published on the Stadium Authority's and City of Santa Clara Finance Department's web pages.

The Stadium Authority is structured so that the City of Santa Clara (City) is not liable for the debts or obligations of the Stadium Authority. All services provided by the City to the Forty Niners Stadium Management Company, LLC (Stadium Manager) or the Stadium Authority are reimbursed. All administrative General Fund costs that are incurred during operations are separately tracked using special account codes in the City's financial system and any such costs are billed out for reimbursement. Additionally, General Fund public safety costs for NFL and non-NFL events are separately tracked and all such costs are also billed out for full reimbursement.

## NFL Events

The San Francisco Forty Niners (49ers) played ten (10) NFL games (two pre-season games and eight regular season games) in the 2016-17 fiscal year. The total number of tickets sold to these games were 655,891, an average of 65,589 tickets per game. This average is down 2.1%, as compared to the prior fiscal year. The ticket sales resulted in \$8.2 million of NFL ticket surcharge revenue to the Stadium Authority (based on the 10% NFL ticket surcharge on each ticket sold). This is down 1.2% from the same period in the prior fiscal year. A total of \$230 thousand of Senior and Youth Program Fees were collected and forwarded to the City (down the same 2.1% as the number of tickets sold).

The parking operations changed significantly from the prior year due to the termination of parking operations on the golf course. This resulted in an increase in the number of cars parked in permitted offsite parking lots. The increase amounted to 10,574 cars or 18.5%. The associated offsite parking fee generated \$355 thousand. There were also 5,122 cars that were parked on the City's Tasman lots, a decrease of 1,754 cars or 25.5% from the prior year. The Tasman lot parking fee generated \$26 thousand for the City's General Fund.

For the ten NFL games that were held in the 2016-17 fiscal year, there were \$3.0 million of total NFL event public safety costs (up \$525 thousand or 20.9% from the prior year). Of this amount, \$355 thousand were covered by the offsite parking fees that were collected and the remaining \$2.6 million were invoiced to the Stadium Manager. As of May 2, 2017, \$2.5 million has been paid and \$217 thousand was outstanding.

The statistics for the ten NFL games held at Levi's Stadium in the 2016-17 fiscal year as well as comparative data from the same period in the prior year are shown in the following tables.

**Levi's Stadium  
2016-17 NFL Event Statistics**

	<b>Game 1 vs Texans 08/14/16</b>	<b>Game 2 vs Packers 08/26/16</b>	<b>Game 3 vs Rams 09/12/16</b>	<b>Game 4 vs Cowboys 10/06/16</b>	<b>Game 5 vs Cardinals 10/06/16</b>	<b>Game 6 vs Buccaneers 10/23/16</b>
No. of Tickets Sold	61,256	62,188	65,333	69,385	64,961	65,201
NFL Ticket Surcharge <sup>(1)</sup>	\$ 567,079	\$ 574,594	\$ 1,201,800	\$ 1,302,146	\$ 612,212	\$ 613,515
Senior/Youth Program Fees	\$ 21,440	\$ 21,766	\$ 22,867	\$ 24,285	\$ 22,736	\$ 22,820
Cars Parked at Offsite Lots	5,058	6,367	6,870	9,735	6,171	5,930
City Offsite Parking Fee	\$ 26,504	\$ 33,363	\$ 35,999	\$ 51,011	\$ 32,336	\$ 31,073
Cars Parked on Golf Course	-	-	-	-	-	-
Cars Parked on Tasman Lots	545	514	630	644	482	482
City Golf Course/Tasman Lot Parking Fee	\$ 2,725	\$ 2,570	\$ 3,150	\$ 3,220	\$ 2,410	\$ 2,410
Stadium Public Safety Costs	\$ 240,380	\$ 272,596	\$ 296,482	\$ 313,005	\$ 300,538	\$ 318,348
Golf Course Public Safety Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Event Public Safety Costs	\$ 240,380	\$ 272,596	\$ 296,482	\$ 313,005	\$ 300,538	\$ 318,348
Less: Offsite Parking Fee Credit	\$ (26,504)	\$ (33,363)	\$ (35,999)	\$ (51,011)	\$ (32,336)	\$ (31,073)
Reimbursable Stadium Public Safety Costs	\$ 213,876	\$ 239,233	\$ 260,483	\$ 261,993	\$ 268,202	\$ 287,274
Amount Reimbursed through 5/2/17	\$ 199,491	\$ 224,848	\$ 246,098	\$ 247,608	\$ 253,817	\$ 272,889
Amount Outstanding as of 5/2/17 <sup>(2)</sup>	\$ 14,385	\$ 14,385	\$ 14,385	\$ 14,385	\$ 14,385	\$ 14,385

	<b>Game 7 vs Saints 11/06/16</b>	<b>Game 8 vs Patriots 11/20/16</b>	<b>Game 9 vs Jets 12/11/16</b>	<b>Game 10 vs Seahawks 01/01/17</b>	<b>2016-17 Total</b>
No. of Tickets Sold	65,781	69,120	65,569	67,097	<b>655,891</b>
NFL Ticket Surcharge <sup>(1)</sup>	\$ 623,345	\$ 1,288,638	\$ 620,451	\$ 771,684	<b>\$ 8,175,462</b>
Senior/Youth Program Fees	\$ 23,023	\$ 24,192	\$ 22,949	\$ 23,484	<b>\$ 229,562</b>
Cars Parked at Offsite Lots	7,149	7,680	6,350	6,430	<b>67,740</b>
City Offsite Parking Fee	\$ 37,461	\$ 40,243	\$ 33,274	\$ 33,693	<b>\$ 354,958</b>
Cars Parked on Golf Course	-	-	-	-	-
Cars Parked on Tasman Lots	470	436	450	469	<b>5,122</b>
City Golf Course/Tasman Lot Parking Fee	\$ 2,350	\$ 2,180	\$ 2,250	\$ 2,345	<b>\$ 25,610</b>
Stadium Public Safety Costs	\$ 307,753	\$ 321,435	\$ 325,778	\$ 347,951	<b>\$ 3,044,266</b>
Golf Course Public Safety Costs	\$ -	\$ -	\$ -	\$ -	<b>\$ -</b>
Subtotal Event Public Safety Costs	\$ 307,753	\$ 321,435	\$ 325,778	\$ 347,951	<b>\$ 3,044,266</b>
Less: Offsite Parking Fee Credit	\$ (37,461)	\$ (40,243)	\$ (33,274)	\$ (33,693)	<b>\$ (354,958)</b>
Reimbursable Stadium Public Safety Costs	\$ 270,292	\$ 281,192	\$ 292,504	\$ 314,258	<b>\$ 2,689,308</b>
Amount Reimbursed through 5/2/17	\$ 231,798	\$ 249,600	\$ 278,119	\$ 267,669	<b>\$ 2,471,939</b>
Amount Outstanding as of 5/2/17 <sup>(2)</sup>	\$ 38,494	\$ 31,592	\$ 14,385	\$ 46,589	<b>\$ 217,369</b>

<sup>(1)</sup> NFL Ticket Surcharge is 10% on the price of admission to NFL events, see Glossary for more information.

<sup>(2)</sup> Outstanding invoices can be found at: <http://www.santaclaraca.gov/government/stadium-authority/public-safety-cost-and-reimbursement-summary>

**Levi's Stadium  
2016-17 Comparison of NFL Event Statistics**

	2016-17		2015-16		Change	
	Total	Total	Total	Total	Amount	%
No. of Tickets Sold	655,891	669,826	(13,935)			-2.08%
NFL Ticket Surcharge <sup>(1)</sup>	\$ 8,175,462	\$ 8,273,377	\$ (97,915)			-1.18%
Senior/Youth Program Fees	\$ 229,562	\$ 234,439	\$ (4,877)			-2.08%
Cars Parked at Offsite Lots	67,740	57,166	10,574			18.50%
City Offsite Parking Fee	\$ 354,958	\$ 290,403	\$ 64,554			22.23%
Cars Parked on Golf Course	-	20,090	(20,090)			-100.00%
Cars Parked on Tasman Lots	5,122	6,876	(1,754)			-25.51%
City Golf Course/Tasman Lot Parking Fee	\$ 25,610	\$ 134,830	\$ (109,220)			-81.01%
Stadium Public Safety Costs	\$ 3,044,266	\$ 2,437,902	\$ 606,364			24.87%
Golf Course Public Safety Costs	\$ -	\$ 81,210	\$ (81,210)			-100.00%
Subtotal Event Public Safety Costs	\$ 3,044,266	\$ 2,519,111	\$ 525,155			20.85%
Less: Offsite Parking Fee Credit	\$ (354,958)	\$ (290,403)	\$ (64,554)			22.23%
Reimbursable Stadium Public Safety Costs	\$ 2,689,308	\$ 2,228,708	\$ 460,600			20.67%
Amount Reimbursed through 5/2/17	\$ 2,471,939	\$ 2,228,708				
Amount Outstanding as of 5/2/17 <sup>(2)</sup>	\$ 217,369	\$ -				

<sup>(1)</sup> NFL Ticket Surcharge is 10% on the price of admission to NFL events, see Glossary for more information.

<sup>(2)</sup> Outstanding invoices can be found at: <http://www.santaclaraca.gov/government/stadium-authority/public-safety-cost-and-reimbursement-summary>

## Non-NFL Events

During the current reporting period there were a total of 582,349 tickets sold for the eighteen (18) ticketed non-NFL events that were held, resulting in \$2.3 million in non-NFL event ticket surcharge revenue (from the \$4 per ticket non-NFL event surcharge). This is a decrease in ticket surcharge revenue of \$148 thousand or 6% over the same period in the prior year.

Parking at the permitted offsite parking lots saw an increase over the prior year. There were 60,969 cars parked at these offsite lots, a 9.4% increase over the previous year. Since the Stadium Manager stopped using the golf course for parking as of July 1, 2016, all cars that would otherwise have been parked on the golf course were parked at other locations. This is why the golf course saw a decrease in cars parked, down by 53.7%. The City earned \$314 thousand in offsite parking fees and golf course parking fees of \$48 thousand in the 2016-17 fiscal year.

Total non-NFL event public safety costs were \$3.2 million, an increase of \$40 thousand from the prior year. Of these costs, \$314 thousand were covered by the offsite parking fee and the remaining \$2.9 million were invoiced to the Stadium Manager. As of May 2, 2017, \$198 thousand was outstanding.

There were also 126 smaller special events with 54,176 total attendees. Examples of these special events include corporate events of various sizes, weddings, holiday parties, etc. The number of non-NFL special events went down by 39.1% while the attendance at these events decreased by 48.9% in relation to the prior year. The decrease in attendance is primarily due to one large special corporate event that was held in 2015-16.

Statistics for all non-NFL events are shown in the following tables.

**Levi's Stadium  
2016-17 Non-NFL Ticketed Event Statistics**

	Supercross 04/02/16	Monster Jam 04/19/16	Beyoncé Concert 05/16/16	Copa 1 - USA vs Columbia 06/03/16	Copa 2 - Argentina vs Chile 06/06/16
No. of Tickets Sold	23,638	47,181	43,722	64,829	66,773
Non-NFL Ticket Surcharge <sup>(1)</sup>	\$ 94,552	\$ 188,724	\$ 174,888	\$ 259,316	\$ 267,092
Cars Parked at Offsite Lots	4,660	6,062	2,433	5,733	6,366
City Offsite Parking Fee	\$ 23,674	\$ 30,795	\$ 12,360	\$ 29,124	\$ 32,339
Cars Parked on Golf Course	1,035	1,285	888	1,910	2,052
City Golf Course Parking Fee	\$ 5,175	\$ 6,425	\$ 4,440	\$ 9,550	\$ 10,260
Stadium Public Safety Costs	\$ 239,368	\$ 200,322	\$ 203,196	\$ 259,799	\$ 262,724
Golf Course Public Safety Costs	\$ 4,693	\$ 4,213	\$ 6,062	\$ 6,850	\$ 6,575
Subtotal Event Public Safety Costs	\$ 244,062	\$ 204,535	\$ 209,258	\$ 266,649	\$ 269,299
Less: Offsite Parking Fee Credit	\$ (23,674)	\$ (30,795)	\$ (12,360)	\$ (29,124)	\$ (32,339)
Reimbursable Public Safety Costs	\$ 220,388	\$ 173,740	\$ 196,898	\$ 237,526	\$ 236,960
Amount Reimbursed through 5/2/17	\$ 206,436	\$ 159,788	\$ 182,947	\$ 223,574	\$ 223,008
Amount Outstanding as of 5/2/17 <sup>(2)</sup>	\$ 13,952	\$ 13,952	\$ 13,952	\$ 13,952	\$ 13,952

	Copa 3 - Uruguay vs Jamaica 06/13/16	Copa 4 - Mexico vs Chile 06/18/16	Bay Area Wedding Fair 06/26/16	Wedemeyer High School Football 07/16/16	Champions Cup Soccer 07/30/16
No. of Tickets Sold	38,098	66,957	639	2,634	29,254
Non-NFL Ticket Surcharge <sup>(1)</sup>	\$ 152,392	\$ 267,828	\$ 2,556	\$ 10,536	\$ 117,016
Cars Parked at Offsite Lots	1,686	7,436	-	-	4,496
City Offsite Parking Fee	\$ 8,565	\$ 37,775	\$ -	\$ -	\$ 23,559
Cars Parked on Golf Course	451	1,941	-	-	-
City Golf Course Parking Fee	\$ 2,255	\$ 9,705	\$ -	\$ -	\$ -
Stadium Public Safety Costs	\$ 220,663	\$ 320,242	\$ 1,450	\$ 6,274	\$ 195,274
Golf Course Public Safety Costs	\$ 6,048	\$ 5,463	\$ -	\$ -	\$ -
Subtotal Event Public Safety Costs	\$ 226,712	\$ 325,705	\$ 1,450	\$ 6,274	\$ 195,274
Less: Offsite Parking Fee Credit	\$ (8,565)	\$ (37,775)	\$ -	\$ -	\$ (23,559)
Reimbursable Public Safety Costs	\$ 218,147	\$ 287,930	\$ 1,450	\$ 6,274	\$ 171,715
Amount Reimbursed through 5/2/17	\$ 204,195	\$ 273,978	\$ 1,450	\$ 6,274	\$ 157,764
Amount Outstanding as of 5/2/17 <sup>(2)</sup>	\$ 13,952	\$ 13,952	\$ -	\$ -	\$ 13,952

<sup>(1)</sup> Non-NFL Ticket Surcharge is \$4 per ticket, see Glossary for more information.

<sup>(2)</sup> Outstanding invoices can be found at: <http://www.santaclaraca.gov/government/stadium-authority/public-safety-cost-and-reimbursement-summary>



**Levi's Stadium  
2016-17 Non-NFL Ticketed Event Statistics (cont.)**

	<b>Chesney Concert 08/06/16</b>	<b>Friday Night Lights 08/27/16</b>	<b>Coldplay Concert 09/03/16</b>	<b>Beyoncé Concert 09/17/16</b>	<b>Bay Area Wedding Fair 10/16/16</b>
No. of Tickets Sold	37,258	3,172	52,190	42,197	784
Non-NFL Ticket Surcharge <sup>(1)</sup>	\$ 149,032	\$ 12,688	\$ 208,760	\$ 168,788	\$ 3,136
Cars Parked at Offsite Lots	5,235	-	6,552	5,072	-
City Offsite Parking Fee	\$ 27,431	\$ -	\$ 34,332	\$ 26,577	\$ -
Cars Parked on Golf Course	-	-	-	-	-
City Golf Course Parking Fee	\$ -	\$ -	\$ -	\$ -	\$ -
Stadium Public Safety Costs	\$ 265,301	\$ 5,893	\$ 257,626	\$ 250,741	\$ -
Golf Course Public Safety Costs	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Event Public Safety Costs	\$ 265,301	\$ 5,893	\$ 257,626	\$ 250,741	\$ -
Less: Offsite Parking Fee Credit	\$ (27,431)	\$ -	\$ (34,332)	\$ (26,577)	\$ -
Reimbursable Public Safety Costs	\$ 237,869	\$ 5,893	\$ 223,294	\$ 224,164	\$ -
Amount Reimbursed through 5/2/17	\$ 223,918	\$ 5,893	\$ 209,342	\$ 210,212	\$ -
Amount Outstanding as of 5/2/17 <sup>(2)</sup>	\$ 13,952	\$ -	\$ -	\$ 13,952	\$ -

	<b>Pac12 Championship 12/02/16</b>	<b>Foster Farms Bowl 12/28/16</b>	<b>Bacon &amp; Beer Classic 02/25/17</b>	<b>Non-NFL Ticketed Event Totals</b>
No. of Tickets Sold	34,401	25,332	3,290	<b>582,349</b>
Non-NFL Ticket Surcharge <sup>(1)</sup>	\$ 137,604	\$ 101,328	\$ 13,160	<b>\$ 2,329,396</b>
Cars Parked at Offsite Lots	4,671	567	-	<b>60,969</b>
City Offsite Parking Fee	\$ 24,476	\$ 2,971	\$ -	<b>\$ 313,978</b>
Cars Parked on Golf Course	-	-	-	<b>9,562</b>
City Golf Course Parking Fee	\$ -	\$ -	\$ -	<b>\$ 47,810</b>
Stadium Public Safety Costs	\$ 267,185	\$ 180,573	\$ 9,251	<b>\$ 3,145,883</b>
Golf Course Public Safety Costs	\$ -	\$ -	\$ -	<b>\$ 39,905</b>
Subtotal Event Public Safety Costs	\$ 267,185	\$ 180,573	\$ 9,251	<b>\$ 3,185,788</b>
Less: Offsite Parking Fee Credit	\$ (24,476)	\$ (2,971)	\$ -	<b>\$ (313,978)</b>
Reimbursable Public Safety Costs	\$ 242,709	\$ 177,602	\$ 9,251	<b>\$ 2,871,810</b>
Amount Reimbursed through 5/2/17	\$ 228,757	\$ 156,643	\$ -	<b>\$ 2,674,179</b>
Amount Outstanding as of 5/2/17 <sup>(2)</sup>	\$ 13,952	\$ 20,958	\$ 9,251	<b>\$ 197,631</b>

<sup>(1)</sup> Non-NFL Ticket Surcharge is \$4 per ticket, see Glossary for more information.

<sup>(2)</sup> Outstanding invoices can be found at: <http://www.santaclaraca.gov/government/stadium-authority/public-safety-cost-and-reimbursement-summary>

**Levi's Stadium  
2016-17 Non-NFL Special Event Statistics**

	<b>Non-NFL Special Event Totals</b>
No. of Events	126
No. of Attendees	54,176
Reimbursable Stadium Public Safety Costs	\$ 57,590
Amount Reimbursed through 5/2/17	\$ 57,278
Amount Outstanding as of 5/2/17	\$ 313

**Levi's Stadium**  
**2016-17 Comparison of Non-NFL Event Statistics<sup>(1)</sup>**

	2016-17		2015-16		Change	
	Total	Total	Total	Total	Amount	%
No. of non-NFL Ticketed Events	18	17	1			5.88%
No. of Tickets Sold	582,349	629,004	(46,655)			-7.42%
Non-NFL Ticket Surcharge <sup>(2)</sup>	\$ 2,329,396	\$ 2,477,084	\$ (147,688)			-5.96%
No. of Non-NFL Special Events	126	207	(81)			-39.13%
Non-NFL Special Event Attendees	54,176	105,997	(51,821)			-48.89%
Cars Parked at Offsite Lots	60,969	55,720	5,249			9.42%
City Offsite Parking Fee	\$ 313,978	\$ 278,703	\$ 35,275			12.66%
Cars Parked on Golf Course	9,562	20,661	(11,099)			-53.72%
City Golf Course Parking Fee	\$ 47,810	\$ 103,305	\$ (55,495)			-53.72%
Stadium Public Safety Costs	\$ 3,203,473	\$ 3,083,668	\$ 119,805			3.89%
Golf Course Public Safety Costs	\$ 39,905	\$ 119,842	\$ (79,936)			-66.70%
Subtotal Event Public Safety Costs	\$ 3,243,378	\$ 3,203,510	\$ 39,869			1.24%
Less: Offsite Parking Fee Credit	\$ (313,978)	\$ (278,703)	\$ (35,275)			12.66%
Reimbursable Public Safety Costs	\$ 2,929,400	\$ 2,924,807	\$ 4,593			0.16%
Amount Reimbursed through 5/2/17	\$ 2,731,457	\$ 2,924,807				
Amount Outstanding as of 5/2/17 <sup>(3)</sup>	\$ 197,943	\$ -				

<sup>(1)</sup> Includes non-NFL special events.

<sup>(2)</sup> Non-NFL Ticket Surcharge is \$4 per ticket, see Glossary for more information.

<sup>(3)</sup> Outstanding invoices can be found at: <http://www.santaclaraca.gov/government/stadium-authority/public-safety-cost-and-reimbursement-summary>

## Discretionary Fund

One-half of the non-NFL ticket surcharge, that was noted previously, funds the discretionary fund. To date, the discretionary fund has only been used to cover NFL public safety costs that were above the public safety cost threshold (see the Glossary for additional information about the discretionary fund). The following table shows the life-to-date activity in the discretionary fund which currently has a balance of \$1.7 million.

As described in the NFL Events section of this report, the NFL public safety costs total \$3 million for the current fiscal year. The public safety threshold for the 2016-17 fiscal year is \$1.8 million. Additionally, the Stadium Manager agreed to pay for the added costs associated with paying the police officers double-time for working the NFL game held on New Year's Day. This incremental cost amounted to \$32 thousand and is not subject to the \$1.8 million public safety threshold. The total NFL public safety costs above the threshold and incremental New Years Day costs is \$1.2 million. This amount can be covered by the discretionary fund.

Discretionary Fund				
Fiscal Year	Beginning Balance	50% of Non-NFL Ticket Surcharge	Expenses	Ending Balance
2014-15	\$ -	\$ 715,770	\$ -	\$ 715,770
2015-16	715,770	1,238,542	714,028	1,240,284
2016-17	1,240,284	1,164,698	699,129	1,705,853

## Stadium Builder Licenses

The total principal value of currently active Stadium Builder Licenses (SBLs) is \$538.7 million and, as of March 31, 2017, 75.9% of the total principal value of all SBLs sold (i.e., \$408.6 million) had been collected. SBL holders that finance their purchase pay an annual interest rate of 8.5% and payments are due by March 1<sup>st</sup> each year. The vast majority of SBL holders make their payments on time. For those that do not pay on time, SBL service staff working for the Stadium Manager on the Stadium Authority's behalf, contact the SBL holders and attempt to collect the full amounts owed. Ultimately, an SBL can be defaulted for non-payment. Once an SBL is defaulted, the SBL holder in default loses their right to buy season tickets as well as their priority rights to tickets to non-NFL events, and forfeits any money they had invested in the SBL. Defaulted SBLs are then available for resale.

There are a total of 62,307 currently active SBLs, or 94.6% of the 65,877 total sellable SBL seats. For the fiscal year ended March 31, 2017 there were a total of 929 new SBL

sales and 2,627 defaults. New and resale SBLs continue to be sold for full price with up to ten year financing at an annual interest rate of 8.5% per year.

Additional details regarding currently active SBLs are noted in the table below.

## Santa Clara Stadium Authority

### Currently Active Stadium Builder License (SBL) Summary <sup>(1)</sup>

SBL Value	Total Seats <sup>(2)</sup>	Less: ADAs & Temporary Seats	SBL Seats Available	Through March 31, 2017			
				SBL Seats Sold	SBL Value	SBL Collected <sup>(3)</sup>	% SBL Principal Collected
250,000 <sup>(4)</sup>	98	-	98	98	\$ 13,856,398	\$ 10,660,481	76.94%
80,000	942	(4)	938	928	74,240,000	59,202,043	79.74%
40,000	2	-	2	2	80,000	55,349	69.19%
30,000	4,903	(34)	4,869	4,647	139,410,000	110,496,354	79.26%
20,000	3,471	(76)	3,395	2,993	59,860,000	45,850,585	76.60%
15,000	7	-	7	7	105,000	48,296	46.00%
12,000	2,168	(1)	2,167	2,129	25,548,000	20,065,469	78.54%
10,000	9	-	9	9	90,000	55,157	61.29%
6,000	20,932	(313)	20,619	20,110	120,660,000	84,710,508	70.21%
5,000	14,297	-	14,297	13,385	66,925,000	49,306,597	73.67%
4,000	970	(53)	917	913	3,652,000	3,005,969	82.31%
3,000	98	-	98	98	294,000	179,784	61.15%
2,500	49	-	49	49	122,500	81,188	66.28%
2,000	19,129	(762)	18,367	16,894	33,788,000	24,817,923	73.45%
1,000	45	-	45	45	45,000	30,464	67.70%
<b>Total</b>	<b>67,120</b>	<b>(1,243)</b>	<b>65,877</b>	<b>62,307</b>	<b>\$ 538,675,898</b>	<b>\$ 408,566,167</b>	<b>75.85%</b>
<b>Plus: Interest on financed SBLs</b>						<b>36,459,599</b>	
<b>Total Principal &amp; Interest</b>						<b>\$ 445,025,766</b>	

<sup>(1)</sup> This report does not include the approximately \$9 million that has been collected from defaulted SBL holders.

<sup>(2)</sup> Total seats excludes 3,808 suite seats.

<sup>(3)</sup> The final reconciliation of the split between principal and interest is still pending.

<sup>(4)</sup> SBL value and SBL collected amounts for Owner SBLs only includes the SBL value.

## Santa Clara Stadium Authority Budget Status Reports

### *Operating Budget*

The total operating revenues for the 2016-17 fiscal year were \$87.3 million representing 107% of the overall budget for revenues. Stadium rent collected from StadCo totaled \$24.5 million. Net revenues from 2015-16 non-NFL events were \$369 thousand or 6% over the budget of \$5.7 million. This is primarily due to having more non-NFL events at Levi's Stadium than anticipated. The Stadium Authority has also collected \$39.1 million in SBL proceeds, 116% of the current year's estimate. This is due to the timing of when the SBL proceeds were paid to the Stadium Authority. In April 2016, \$11.4 million of SBL proceeds were collected by the Stadium Authority that were related to the prior fiscal year. All SBL proceeds are transferred to the debt service fund where they are used for debt service.

Total operating expenses are \$19.4 million as of March 31, 2017, or 96% of the annual budget. The shared stadium manager expenses are 99% of the \$10.4 million budgeted amount. Most of the variances within the shared stadium manager expenses as well as the SBL Sales and Service and Utilities lines are due to the annual true-up of prior year expenses. The exception is the stadium management fee; the reason for the 22% overage in that line is due to the incentive fee that is paid to the Stadium Manager when net revenues from non-NFL events is higher than the annual target. See the glossary for additional information regarding the stadium management fee. Discretionary fund expenses were 70% of the budgeted amount of \$1 million. These funds were used to cover NFL event public safety costs over the public safety cost threshold in 2015-16.

Overall, the Stadium Authority operating fund ended the 2016-17 fiscal year with a fund balance of \$20.5 million. Included in that amount is a \$10.6 million operating reserve and a \$1.7 million discretionary fund.

# Santa Clara Stadium Authority

## Operating Budget Status Report

For the Years Ending March 31, 2017 and 2016

	Year Ending March 31, 2017				Year Ending March 31, 2016			
	Final Budget	Year-end Actuals	Balance	% Used	Final Budget	Year-end Actuals	Balance	% Used
<b>Beginning Balances</b>	<b>\$ 17,159,000</b>	<b>\$ 18,211,404</b>	<b>\$ (1,052,404)</b>		<b>\$ 46,556,000</b>	<b>\$ 49,929,433</b>	<b>\$ (3,373,433)</b>	
<b>Resources</b>								
<b>Revenues</b>								
NFL Ticket Surcharge	8,452,000	8,175,462	276,538	97%	8,366,000	8,273,378	92,622	99%
SBL Proceeds	33,804,000	39,068,783	(5,264,783)	116%	31,096,000	21,767,743	9,328,257	70%
Interest	-	125,593	(125,593)	N/A	-	18,359	(18,359)	N/A
Net Revenues from Non-NFL Events	5,710,000	6,079,016	(369,016)	106%	5,000,000	5,207,553	(207,553)	104%
Naming Rights	6,181,000	6,180,910	91	100%	6,000,883	6,000,883	-	100%
Sponsorship Revenue (STR)	717,000	567,517	149,483	79%	541,414	822,573	(281,159)	152%
Rent	24,500,000	24,500,000	-	100%	24,500,000	25,625,002	(1,125,002)	105%
Senior & Youth Program Fees	242,000	229,562	12,438	95%	239,000	234,439	4,561	98%
Fanwalk Revenue	-	7,811	(7,811)	N/A	112,600	43,625	68,975	39%
Non-NFL Event Ticket Surcharge	2,000,000	2,350,664	(350,664)	118%	2,194,000	3,053,324	(859,324)	139%
<b>Revenues Subtotal</b>	<b>81,606,000</b>	<b>87,285,318</b>	<b>(5,679,318)</b>	<b>107%</b>	<b>78,049,897</b>	<b>71,046,879</b>	<b>7,003,018</b>	<b>91%</b>
Net Transfers	(60,728,000)	(65,561,078)	4,833,078	108%	(86,365,000)	(84,573,900)	(1,791,100)	98%
<b>Total Resources</b>	<b>38,037,000</b>	<b>39,935,644</b>	<b>(1,898,644)</b>	<b>105%</b>	<b>38,240,897</b>	<b>36,402,413</b>	<b>1,838,484</b>	<b>95%</b>
<b>Expenses</b>								
<b>Shared Stadium Manager Expenses</b>								
Stadium Operations	3,370,000	3,278,125	91,875	97%	3,416,000	3,416,565	(565)	100%
Engineering	1,524,000	1,468,625	55,375	96%	1,493,000	1,492,862	138	100%
Guest Services	895,000	771,246	123,754	86%	852,000	852,070	(70)	100%
Groundskeeping	155,000	144,553	10,447	93%	113,000	112,771	229	100%
Security	1,545,000	1,686,925	(141,925)	109%	1,556,000	1,555,633	367	100%
Insurance	2,705,000	2,705,000	-	100%	2,626,996	2,626,500	496	100%
Stadium Management Fee	212,000	258,631	(46,631)	122%	206,000	216,378	(10,378)	105%
<b>Shared Stadium Mngr Exps Subtotal</b>	<b>10,406,000</b>	<b>10,313,105</b>	<b>92,895</b>	<b>99%</b>	<b>10,262,996</b>	<b>10,272,778</b>	<b>(9,782)</b>	<b>100%</b>
<b>Other Operating Expenses</b>								
SBL Sales and Service	1,945,000	1,659,654	285,346	85%	1,574,000	1,573,765	236	100%
Senior & Youth Fees (paid to City)	242,000	229,562	12,438	95%	239,000	234,439	4,561	98%
Ground Rent (paid to City)	250,000	250,000	-	100%	215,000	215,000	-	100%
Performance Rent (paid to City)	2,932,000	2,937,197	(5,197)	100%	2,509,000	2,508,588	412	100%
Measure J Compliance Audit	200,000	151,406	48,594	0%	-	-	-	0%
Discretionary Fund Expense	1,000,000	699,129	300,871	70%	715,000	714,028	972	100%
Utilities	1,473,000	1,646,124	(173,124)	112%	1,527,492	1,409,466	118,026	92%
Use of StadCo Tenant Improvements	250,000	245,820	4,180	98%	303,593	313,218	(9,625)	103%
Stadium Authority G&A	1,448,840	1,171,704	277,136	81%	824,004	819,092	4,912	99%
Other Expenses	123,000	133,588	(10,588)	109%	131,000	130,636	364	100%
<b>Other Operating Expenses Subtotal</b>	<b>9,863,840</b>	<b>9,124,184</b>	<b>750,244</b>	<b>93%</b>	<b>8,038,089</b>	<b>7,918,231</b>	<b>119,494</b>	<b>99%</b>
<b>Total Expenses</b>	<b>20,269,840</b>	<b>19,437,289</b>	<b>843,139</b>	<b>96%</b>	<b>18,301,085</b>	<b>18,191,009</b>	<b>109,712</b>	<b>99%</b>
<b>Ending Balances</b>	<b>\$ 17,767,160</b>	<b>\$ 20,498,355</b>	<b>\$ (2,741,783)</b>		<b>\$ 19,939,812</b>	<b>\$ 18,211,404</b>	<b>\$ 1,728,772</b>	
Operating Reserve	10,609,000	10,609,000	-		10,300,000	10,300,000	-	
Discretionary Fund	799,016	1,705,853	(906,837)		799,016	1,229,650	(430,634)	
Operations and Maintenance Reserve	6,359,144	8,183,502	(1,834,946)		8,840,796	6,681,754	2,159,406	
<b>Ending Balances</b>	<b>\$ 17,767,160</b>	<b>\$ 20,498,355</b>	<b>\$ (2,741,783)</b>		<b>\$ 19,939,812</b>	<b>\$ 18,211,404</b>	<b>\$ 1,728,772</b>	

### ***Debt Service Budget***

The Stadium Authority's 2016-17 debt service revenue budget of \$3.4 million represents anticipated contributions from the Community Facilities District (CFD). During the course of the fiscal year \$3.6 million was contributed by the CFD. Net transfers of \$66.2 million were received by the debt service fund, 115% of the budget of \$57.5 million.

Total Stadium Authority debt service expenses for the current reporting period are \$60.4 million, 86% of the budgeted amount. Debt service payments were made on the CFD Advance (\$3.6 million), the Term A Loan (\$14.1 million) and the StadCo Subordinated Loan (\$42.7 million).

The Stadium Authority debt service fund ended the fiscal year with a fund balance of \$46.3 million which includes \$11.5 million in the debt service reserve account.

As of March 31, 2017, the total outstanding amount of Stadium Authority debt had declined to \$429.8 million. This is a reduction of \$34.9 million from the March 31, 2016 outstanding debt amount of \$464.7 million.

# Santa Clara Stadium Authority

## Debt Service Budget Summary

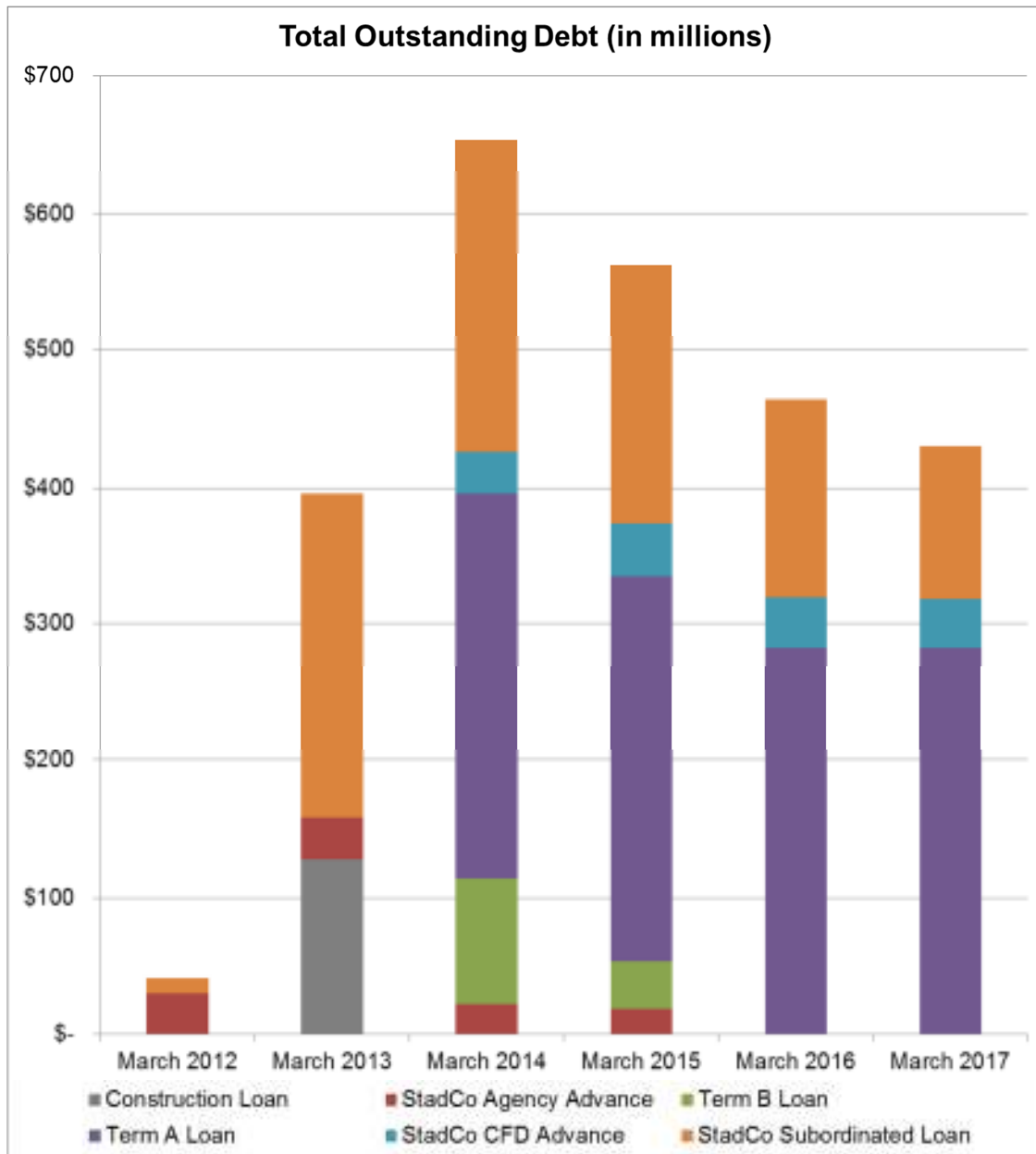
For the Years Ending March 31, 2017 and 2016

	Year Ending March 31, 2017				Year Ending March 31, 2016			
	Final Budget	Year-end Actuals	Balance	% Used	Final Budget	Year-end Actuals	Balance	% Used
<b>Beginning Balances</b>	\$ 28,063,000	\$ 36,891,573	\$ (8,828,573)		\$ 8,115,000	\$ 19,651,943	\$ (11,536,943)	
<b>Resources</b>								
<b>Revenues</b>								
Contribution from Successor Agency	-	-	-	N/A	18,547,333	18,546,637	696	100%
Contribution from CFD	3,400,000	3,573,523	(173,523)	105%	3,330,160	3,329,821	339	100%
<b>Revenues Subtotal</b>	<b>3,400,000</b>	<b>3,573,523</b>	<b>(173,523)</b>	<b>105%</b>	<b>21,877,493</b>	<b>21,876,458</b>	<b>1,035</b>	<b>100%</b>
Net Transfers	57,545,000	66,223,783	(8,678,783)	115%	70,937,000	90,882,795	(19,945,795)	128%
<b>Total Resources</b>	<b>89,008,000</b>	<b>106,688,880</b>	<b>(17,680,880)</b>	<b>120%</b>	<b>100,929,493</b>	<b>132,411,196</b>	<b>(31,481,703)</b>	<b>131%</b>
	<hr/>							
	<b>Final Budget</b>	<b>Year-end Actuals</b>	<b>Balance</b>	<b>% Used</b>	<b>Final Budget</b>	<b>Year-end Actuals</b>	<b>Balance</b>	<b>% Used</b>
<b>Expenses</b>								
Agency Advance	-	-	-	N/A	18,547,333	18,546,637	696	100%
CFD Advance	3,400,000	3,573,523	(173,523)	105%	3,330,160	3,329,821	339	100%
Term A Loan	14,140,000	14,139,705	295	100%	14,139,700	14,139,705	(5)	100%
Term B Loan	-	-	-	N/A	35,442,300	35,442,000	300	100%
StadCo Subordinated Loan	52,288,000	42,678,366	9,609,634	82%	24,062,000	24,061,459	541	100%
<b>Total Expenses</b>	<b>69,828,000</b>	<b>60,391,594</b>	<b>9,436,406</b>	<b>86%</b>	<b>95,521,493</b>	<b>95,519,622</b>	<b>1,871</b>	<b>100%</b>
<b>Ending Balances</b>	<b>\$ 19,180,000</b>	<b>\$ 46,297,286</b>	<b>\$ (27,117,286)</b>		<b>\$ 5,408,000</b>	<b>\$ 36,891,573</b>	<b>\$ (31,483,573)</b>	
Debt Service Reserve	11,536,235	11,536,235	-		5,408,000	11,536,235	(6,128,235)	
Debt Service Balance	7,643,765	34,761,051	(27,117,286)		-	25,355,338	(25,355,338)	
<b>Ending Balances</b>	<b>\$ 19,180,000</b>	<b>\$ 46,297,286</b>	<b>\$ (27,117,286)</b>		<b>\$ 5,408,000</b>	<b>\$ 36,891,573</b>	<b>\$ (31,483,573)</b>	



**Santa Clara Stadium Authority**  
**Debt Summary Report**  
For the Fiscal Year Ending March 31, 2017

Type of Indebtedness	Interest Rates	Outstanding as of		Outstanding as of
		March 31, 2016	Net Change	March 31, 2017
Stadium Funding Trust Loan:				
Term A Loan	5.00%	\$ 282,794,108	\$ -	\$ 282,794,108
StadCo CFD Advance	5.73%	35,986,692	(1,571,793)	34,414,899
StadCo Subordinated Loan	5.50%	145,939,046	(33,374,736)	112,564,310
<b>Total</b>		<b>\$ 464,719,846</b>	<b>\$ (34,946,529)</b>	<b>\$ 429,773,317</b>



### Capital Improvement Project Budget

During the 2016-17 fiscal year, the Stadium Authority has completed the visitor locker room carpeting, smoke evacuation system, site concrete, and seat cover projects. As of March 31, 2017 the following projects are in progress: (1) LED service tunnel lighting, (2) water treatment, and (3) fire alarm. A total of \$385 thousand has been spent to date which equals 12% of the \$3.30 million CIP budget. The remaining balance of \$2.9 million will be rolled forward into the 2017-18 budget.

## Santa Clara Stadium Authority Capital Expense Budget Summary

For the Years Ending March 31, 2017 and 2016

	Year Ending March 31, 2017				Year Ending March 31, 2016			
	Final Budget	Year-end Actuals	Balance	% Used	Final Budget	Year-end Actuals	Balance	% Used
<b>Beginning Balances</b>	\$ 6,090,000	\$ 6,090,000	\$ -		\$ 2,700,000	\$ 3,000,000	\$ (300,000)	
<b>Resources</b>								
Net Transfers from Operating Budget	3,183,000	3,182,700	300	100%	3,090,000	3,090,000	-	100%
<b>Total Resources</b>	<b>9,273,000</b>	<b>9,272,700</b>	<b>300</b>	<b>100%</b>	<b>5,790,000</b>	<b>6,090,000</b>	<b>(300,000)</b>	<b>105%</b>
<b>Expenses</b>								
Construction	3,025,000	137,722	2,887,278	5%	3,025,000	-	3,025,000	0%
Equipment	275,000	247,760	27,240	90%	275,000	-	275,000	0%
Contingency	-	-	-	N/A	-	-	-	N/A
<b>Total Expenses</b>	<b>3,300,000</b>	<b>385,482</b>	<b>2,914,518</b>	<b>12%</b>	<b>3,300,000</b>	<b>-</b>	<b>3,300,000</b>	<b>0%</b>
<b>Ending Balances</b>	<b>\$ 5,973,000</b>	<b>\$ 8,887,218</b>	<b>\$ (2,914,218)</b>		<b>\$ 2,490,000</b>	<b>\$ 6,090,000</b>	<b>\$ (3,600,000)</b>	

## **City of Santa Clara Net General Fund Benefit**

The stadium has had a positive impact on the City's finances. This section of the report provides information on General Fund revenue and expenditure impacts resulting from the stadium.

### ***Public Safety and Administrative Cost Reimbursement***

As described in earlier sections of this report, costs incurred by the City on individual NFL and non-NFL events are tracked and billed to the Stadium Manager. Reimbursement is monitored and reported in this report and on the Stadium Authority NFL and non-NFL event web pages. A total of \$3 million in public safety costs were incurred in support of the NFL games held in the 2016-17 fiscal year. Additionally, \$3.2 million in public safety costs were incurred in support of the non-NFL events that were held at Levi's Stadium in the same period. The City received reimbursements during this period totaling \$6.2 million. Due to timing, some of the reimbursements that were received by the City were related to events that occurred in the prior fiscal year. These reimbursements came from a combination of payments from the Stadium Manager, the Stadium Authority, and the parking fees that were collected.

In addition to public safety costs, overall administrative costs are also tracked and billed to the Stadium Authority. These include the cost of providing overall stadium management, financial services, human resource services, legal services, and other services to the Stadium Authority. In the 2016-17 fiscal year, a total of \$393 thousand of administrative costs were incurred by the General Fund. Administrative cost reimbursements of \$400 thousand were paid to the City. Similar to the public safety costs, due to timing of the payments, some of the reimbursements that were paid in the current fiscal year were related to costs in a prior fiscal year.

### ***Rents and Senior and Youth Fee***

During the current reporting period the City collected ground rent (\$250 thousand) and performance rent (\$2.9 million) from the Stadium Authority. See the Glossary for more information on these revenues and how they are calculated. Senior and Youth Fees of \$230 thousand were also paid to the City. Lastly the City also received \$26 thousand for the Tasman lots parking fee for cars parked there during NFL games.

### ***Other Revenue Impacts***

Although not included in the table in this section, General Fund sales tax, property tax, and transient occupancy tax (TOT) collections have benefited from the direct and indirect economic activity related to stadium events.

Food and beverage concession sales and merchandise sales at Levi's Stadium are taxable resulting in a significant amount of sales tax collections for the City. The

Michael Mina Bourbon Steak and Pub restaurant has also been very successful, both during stadium events and throughout the year (note that in accordance with State law, individual taxpayer information is confidential and cannot be publicly disclosed). The most recent quarter of sales tax collections indicates that sales transactions that took place at Levi's Stadium generated \$221 thousand of sales tax for the City (transactions that took place in the fourth quarter of calendar year 2016). The last four quarters of sales tax collections from Levi's Stadium transactions generated \$748 thousand for the City's General Fund. In addition to the direct sellers at the stadium, other businesses in Santa Clara are benefiting from the influx of people coming into town to attend one or more events at Levi's Stadium, resulting in more sales tax collections for the General Fund.

In accordance with State Law, StadCo must pay possessory interest property tax based on their lease of Levi's Stadium from the Stadium Authority. This revenue is collected by the county and placed into the Redevelopment Property Tax Trust Fund (RPTTF). Amounts remaining in the RPTTF after paying any enforceable obligations of the Successor Agency are distributed to taxing entities in the same proportion as secured property taxes.

Many stadium events bring travelers into the region resulting in hotel stays which generate TOT collections for the City's General Fund. Although it is impossible to say exactly what portion of our TOT collections is due to the stadium, it is clear that hotels both inside and outside the City have benefited, resulting in increases in TOT tax collections in Santa Clara and in our neighboring cities.

# City of Santa Clara

## Net General Fund Benefit <sup>(1)</sup>

For Years Ending March 31, 2017 & 2016

### General Fund Revenues <sup>(2)</sup>

	March 31, 2017	March 31, 2016
Public Safety Cost Reimbursement		
NFL Public Safety Cost Reimbursement <sup>(3)</sup>	\$ 2,737,619	\$ 1,976,897
Non-NFL Event Public Safety Cost Reimbursement <sup>(3)</sup>	2,833,055	3,901,902
City Offsite Parking Fees	662,272	613,916
	<hr/>	<hr/>
Subtotal Public Safety Cost Reimbursement	6,232,946	6,492,716
Administrative Cost Reimbursement	400,019	403,363
Ground Rent	250,000	215,000
Performance Rent	2,937,197	2,508,588
Senior and Youth Fee	229,562	234,439
Tasman Lots Parking Fee	25,610	34,380
	<hr/>	<hr/>
<b>Total General Fund Revenues</b>	<b>10,075,335</b>	<b>9,888,486</b>

### General Fund Expenditures

Public Safety Costs		
NFL Event Public Safety Costs	3,044,266	2,519,111
Non-NFL Event Public Safety Costs	3,243,378	3,203,510
	<hr/>	<hr/>
Subtotal Reimbursable Public Safety Costs	6,287,644	5,722,621
Administrative Costs	393,116	376,456
	<hr/>	<hr/>
<b>Total General Fund Expenditures</b>	<b>6,680,760</b>	<b>6,099,076</b>

### General Fund Benefit

<b>Net General Fund Benefit</b>	<b>\$ 3,394,574</b>	<b>\$ 3,789,409</b>
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<sup>(1)</sup> This table shows General Fund revenue received and expenditures made during the current Stadium Authority reporting period (i.e., April 1, 2016 through March 31, 2017).

<sup>(2)</sup> General Fund benefit does not include additional sales tax, property tax, and transient occupancy tax flowing to the General Fund due the impacts of Levi's Stadium.

<sup>(3)</sup> The reimbursement amounts differ from the schedules in this report due to receiving reimbursements for prior year events in the current fiscal year.

## Glossary

This section of the report provides details behind key terms that are used in the body of this report.

**Discretionary Fund** – The Amended and Restated Stadium Lease Agreement describes the non-NFL event ticket surcharge which is imposed by the Stadium Authority. All promoters or sponsors of ticketed non-NFL events are required to collect a non-NFL ticket surcharge of \$4 per ticket on behalf of the Stadium Authority. One-half of these proceeds are used to cover Stadium Authority operating and maintenance costs. The other one-half of the proceeds are deposited in the Stadium Authority's discretionary fund. Among other things, the discretionary fund can be used to cover NFL public safety costs above the public safety cost threshold and/or capital expenditures. If at any time the discretionary fund balance exceeds \$1 million, then in consultation with the Stadium Manager, the Stadium Authority will determine if provision has been made for replacement and improvement of capital improvements contemplated under the public safety plan. If not, then funds will be reserved in the discretionary fund for such purposes. If adequate provision has been made for these items and the balance of the discretionary fund still exceeds \$1 million, then up to half of the amount over \$1 million can be transferred to the General Fund, in which event an equal amount will also be transferred from the discretionary fund to the Stadium Authority operating fund and will be included as revenue available to pay Stadium Authority expenses.

**Golf Course Parking Fees** – The Additional Parking Rights Agreement allows for parking on the golf course during NFL and non-NFL events held at Levi's Stadium. The fee that the City collects is \$5 for each car that is parked. At the end of each lease period, the City is made whole by comparing golf course net income for the period with net income received in the same period in fiscal year 2012-13. This agreement was terminated by the Stadium Manager on July 20, 2016.

**Ground Lease** – The Ground Lease Agreement has an initial term of 40 years commencing on the date of substantial completion which was July 31, 2014. The amount of annual base ground rent that is payable by the Stadium Authority to the City is noted in the chart below.

Lease Year(s)	Annual Fixed Ground Rent
1	\$180,000
2	\$215,000
3	\$250,000
4	\$285,000
5	\$320,000
6	\$355,000
7	\$390,000
8	\$425,000
9	\$460,000
10	\$495,000
11-15	\$1,000,000
16-20	\$1,100,000
21-25	\$1,200,000
26-30	\$1,300,000
31-35	\$1,400,000
36-40	\$1,500,000

**Net non-NFL Event Revenue** – Net non-NFL event revenue is remitted by the Stadium Manager to the Stadium Authority on a yearly basis after the conclusion of each fiscal year. While City staff have access to and reviews detailed information on each non-NFL event with the Stadium Manager, most individual event information (e.g., the terms of the agreement between the Stadium Manager and the event promoter, and the financial results from any individual event) is considered proprietary information. For this reason, non-NFL event net income is reported annually for the prior fiscal year.

**NFL Event Public Safety Costs Threshold** – The Amended and Restated Stadium Lease Agreement describes the public safety costs threshold. If the public safety costs associated with NFL games held at Levi’s Stadium exceed this threshold, the performance rent payable to the City shall be reduced by the amount of public safety costs above the threshold. The public safety costs threshold was set at \$170 thousand per NFL game in the first year of Stadium operations (fiscal year 2014-15). This threshold goes up by 4% each year and the 2016-17 threshold is \$184 thousand per NFL game. To avoid a reduction in performance rent, the Stadium Authority can pay for any public safety costs over the threshold with its discretionary fund.

**NFL Ticket Surcharge** – The Amended and Restated Non-Relocation Agreement states that the Team will collect a 10% NFL ticket surcharge on the price of admission to all NFL games on behalf of Stadium Authority.

**Non-NFL Event Ticket Surcharge** – The Stadium Lease Agreement requires that the promoter or sponsor of any non-NFL event collect a non-NFL event ticket surcharge of \$4 per ticket. The Lease Agreement sets aside one-half of the non-NFL ticket surcharge for stadium operating and maintenance costs and one-half for discretionary expenses of the Stadium Authority.

**Offsite Parking Fees** – Parking lot operators who wish to operate a parking lot for sports or entertainment venues are required to go through the City’s permitting process. If approved, per the City’s Municipal Fee Schedule, these operators remit an offsite parking fee for each car that is parked for sports or entertainment events. This fee was designed to recover the public safety costs associated with these permitted offsite parking lots. Therefore, when invoicing for NFL or non-NFL public safety costs for a particular event held at Levi’s Stadium, the offsite parking fee that is collected for said event partly offsets the total public safety costs owed for that event. In the City’s 2016-17 fiscal year the offsite parking fee is \$5.24.

**Performance-Based Rent** - The Amended and Restated Stadium Lease Agreement and the Ground Lease Agreement both describe the performance-based rent that is due to the City. It is calculated as 50% of the net income from non-NFL events less performance-based rent credits. Among other things, the performance-based rent credits include (1) 50% of the fixed ground rent for the current lease year and (2) the amount by which the public safety costs for NFL events exceed the public safety costs threshold.

**Public Safety Costs** – For each NFL and non-NFL event held at Levi’s Stadium, a public safety plan is developed and implemented. Costs associated with public safety include staffing, materials, and supplies in the Police, Fire, and Public Works Departments. The services are provided through a combination of City General Fund staff and outside contracts that the Police Department has with other agencies including the California Highway Patrol, County Sheriff’s Office, and City of Sunnyvale.

The Amended and Restated Stadium Lease Agreement states that the tenant is responsible for reimbursing the City for the public safety costs attributed to events at Levi’s Stadium. Therefore the cost of providing these services are tracked through the City’s financial system and invoices are sent to the Stadium Manager and/or the Stadium Authority. All of these costs are reimbursed to the City of Santa Clara.



**Senior and Youth Program Fees** – The Amended and Restated Stadium Lease Agreement between the Stadium Authority and the Forty Niners SC Stadium Company LLC (StadCo) requires that StadCo collect a Senior and Youth Program Fee of \$0.35 per NFL ticket sold on behalf of the Stadium Authority. The Stadium Authority then remits this fee to the City as additional rent to support senior and youth programs in the City.

**Stadium Management Fee** – The Stadium Manager receives an annual base management fee to manage Levi's Stadium. The fee was \$400,000 in the first lease year and increases by 3% annually. This annual base management fee is split 50/50 between StadCo and the Stadium Authority since the Stadium Manager manages the stadium year-round for both entities. In addition to the base management fee, the Stadium Manager also receives a stadium marketing and booking fee (incentive fee) which is based on a percentage of the amount that the net income from non-NFL events exceeds the marketing and booking fee benchmark. The marketing and booking fee benchmark was \$5 million in the first lease year and also increases by 3% annually.

**Tasman Lots Parking Fees** – The City collects a fee of \$5 per space for all cars that are parked on the Tasman surface lots during NFL events.