

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

**Quarter Ending September 30, 2017**



**November 14, 2017**

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## Introduction

This Santa Clara Stadium Authority (Stadium Authority) Financial Status Report provides information covering the Stadium Authority's 2017-18 quarter ended September 30, 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 after the end of the current fiscal year.

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 website. The 2016-17 audited financial statements were presented to the Stadium Authority Board on September 19, 2017.

The Stadium Authority also prepares a detailed budget prior to the beginning of the new fiscal year. A joint study session for the 2017-18 budget was held on March 7, 2017 and the final budget was presented and adopted at the Stadium Authority Board meeting on March 21, 2017.

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 four NFL games (two pre-season games and two regular season games) in the second quarter of the 2017-18 fiscal year. There were a total of 249,408 tickets sold to these four games, an average of 62,352 per game. This average is slightly lower than the 62,926 that was reported in the same period in the prior fiscal year. The ticket sales resulted in \$2.54 million of NFL ticket surcharge revenue to the Stadium Authority. This is up by 8.6% from the same period in the prior fiscal year. The increase of NFL ticket surcharge is primarily due to holding an additional NFL game in the current period when compared to the prior fiscal year. A total of \$87 thousand of Senior and Youth Program Fees were collected through the second quarter. This was up by \$21 thousand or 32.1% due to the timing of holding four NFL games in the current period in comparison to three in the prior fiscal year.

A total of 21,442 cars were parked in the permitted offsite parking lots generating \$116 thousand in offsite parking fees. The Tasman lot parking fee generated \$12 thousand for the General Fund through the second quarter. This is up from the prior year \$3 thousand.

For the first four games in the 2017-18 fiscal year, there were \$976 thousand of total NFL event public safety costs. This is up \$166 thousand or 20.5% from the prior year due to the timing of the additional NFL game that was held in the current period. Of this amount, \$116 thousand were covered by the offsite parking fees that were collected and the remaining \$859 thousand were invoiced to the Stadium Manager. The majority of the \$417 thousand that was outstanding as of October 31, 2017 will be due on November 19, 2017.

Statistics for the first four NFL games held at Levi's Stadium in the 2017-18 fiscal year as well as comparative data from the same period in the prior year are shown in the following tables.

**Levi's Stadium**  
**2017-18 NFL Event Statistics**  
**As of September 30, 2017**

	Game 1 vs Broncos 08/19/17	Game 2 vs Chargers 08/31/17	Game 3 vs Panthers 09/10/17	Game 4 vs Rams 09/21/17	Game 5 vs Cowboys 10/22/17	Game 6 vs Cardinals 11/05/17
No. of Tickets Sold	61,278	59,295	64,307	64,528		
NFL Ticket Surcharge <sup>(1)</sup>	\$ 557,568	\$ 553,588	\$ 854,183	\$ 579,381		
Senior/Youth Program Fees	\$ 21,447	\$ 20,753	\$ 22,507	\$ 22,585	\$ -	\$ -
Cars Parked at Offsite Lots	5,534	3,113	6,778	6,017		
City Offsite Parking Fee	\$ 29,994	\$ 16,872	\$ 36,737	\$ 32,612	\$ -	\$ -
Cars Parked on Tasman Lots	495	915	452	495		
City Tasman Lot Parking Fee	\$ 2,475	\$ 4,575	\$ 2,260	\$ 2,475	\$ -	\$ -
Stadium Public Safety Costs	\$ 256,783	\$ 242,297	\$ 234,162	\$ 242,332		
Less: Offsite Parking Fee Credit	\$ (29,994)	\$ (16,872)	\$ (36,737)	\$ (32,612)	\$ -	\$ -
Reimbursable Stadium Public Safety Costs	\$ 226,788	\$ 225,425	\$ 197,426	\$ 209,720	\$ -	\$ -
Amount Reimbursed through 10/31/17	\$ 218,962	\$ 223,775	\$ -	\$ -		
Amount Outstanding as of 10/31/17 <sup>(2)</sup>	\$ 7,826	\$ 1,650	\$ 197,426	\$ 209,720	\$ -	\$ -

	Game 7 vs Giants 11/12/17	Game 8 vs Seahawks 11/26/17	Game 9 vs Titans 12/17/17	Game 10 vs Jaguars 12/24/17	2017-18 YTD Total
No. of Tickets Sold					249,408
NFL Ticket Surcharge <sup>(1)</sup>					\$ 2,544,721
Senior/Youth Program Fees	\$ -	\$ -	\$ -	\$ -	\$ 87,293
Cars Parked at Offsite Lots					21,442
City Offsite Parking Fee	\$ -	\$ -	\$ -	\$ -	\$ 116,216
Cars Parked on Tasman Lots					2,357
City Tasman Lot Parking Fee	\$ -	\$ -	\$ -	\$ -	\$ 11,785
Stadium Public Safety Costs					\$ 975,574
Less: Offsite Parking Fee Credit	\$ -	\$ -	\$ -	\$ -	\$ (116,216)
Reimbursable Stadium Public Safety Costs	\$ -	\$ -	\$ -	\$ -	\$ 859,359
Amount Reimbursed through 10/31/17					\$ 442,737
Amount Outstanding as of 10/31/17 <sup>(2)</sup>	\$ -	\$ -	\$ -	\$ -	\$ 416,621

<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**  
**2017-18 Comparison of NFL Event Statistics**  
**As of September 30, 2017**

	2017-18	2016-17	Change	
	YTD Total	YTD Total	Amount	%
No. of Tickets Sold	249,408	188,777	60,631	32.12%
NFL Ticket Surcharge <sup>(1)</sup>	\$ 2,544,721	\$ 2,343,472	\$ 201,249	8.59%
Senior/Youth Program Fees	\$ 87,293	\$ 66,072	\$ 21,221	32.12%
Cars Parked at Offsite Lots	21,442	18,295	3,147	17.20%
City Offsite Parking Fee	\$ 116,216	\$ 95,866	\$ 20,350	21.23%
Cars Parked on Tasman Lots	2,357	1,689	668	39.55%
City Tasman Lot Parking Fee	\$ 11,785	\$ 8,445	\$ 3,340	39.55%
Stadium Public Safety Costs	\$ 975,574	\$ 809,458	\$ 166,116	20.52%
Less: Offsite Parking Fee Credit	\$ (116,216)	\$ (95,866)	\$ (20,350)	21.23%
Reimbursable Stadium Public Safety Costs	\$ 859,359	\$ 713,592	\$ 145,767	20.43%
Amount Reimbursed through 10/31/17	\$ 442,737	\$ 713,592		
Amount Outstanding as of 10/31/17 <sup>(2)</sup>	\$ 416,621	\$ -		

<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 210,157 tickets sold for the seven ticketed non-NFL events that were held, resulting in \$841 thousand 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 \$1.2 million or 59.5% over the same period in the prior year. The primary reason for the large decrease is due to the total number of non-NFL events dropping from fourteen for the first six months of the prior fiscal year to seven in the current reporting period.

Parking at the permitted offsite parking lots saw a decrease over the prior year due to fewer events. There were 19,466 cars parked at these offsite lots, a 65.1% decrease from the previous year. The City earned \$104 thousand in related offsite parking fees.

Total non-NFL event public safety costs were \$1 million, a decrease of \$1.7 million or 61.5% from the prior year. As noted previously, this decrease in cost is due to fewer events held this year when compared to the prior year. Of these costs, \$104 thousand were covered by the offsite parking fee and the remaining \$931 thousand were invoiced to the Stadium Manager. As of October 31, 2017, \$9 thousand was outstanding and will be due on November 15, 2017.

There were also 42 smaller special events with 23,726 total attendees. Examples of these special events include corporate events of various sizes, weddings, holiday parties, high school dances, etc. The number of non-NFL special events went down by 20.8% while the attendance at these events increased by 32.1% in relation to the prior year.

Statistics for the first seven non-NFL events held at Levi's Stadium in the 2017-18 fiscal year as well as comparative data from the same period in the prior year are shown in the following tables.

**Levi's Stadium**  
**2017-18 Non-NFL Ticketed Event Statistics**  
**As of September 30, 2017**

	<b>Monster Jam 04/22/17</b>	<b>U2 Concert 05/17/17</b>	<b>Wedding Fair 05/21/17</b>	<b>Wedemeyer High School Football 06/24/17</b>	<b>Champions Cup Soccer 07/23/17</b>
No. of Tickets Sold	38,805	49,489	401	1,761	58,294
Non-NFL Ticket Surcharge <sup>(1)</sup>	\$ 155,220	\$ 197,956	\$ 1,604	\$ 7,044	\$ 233,176
Cars Parked at Offsite Lots	4,022	3,917	-	-	6,072
City Offsite Parking Fee	\$ 21,075	\$ 20,525	\$ -	\$ -	\$ 32,910
Stadium Public Safety Costs	\$ 169,789	\$ 260,988	\$ 1,624	\$ 8,013	\$ 234,475
Less: Offsite Parking Fee Credit	\$ (21,075)	\$ (20,525)	\$ -	\$ -	\$ (32,910)
Reimbursable Public Safety Costs	\$ 148,714	\$ 240,463	\$ 1,624	\$ 8,013	\$ 201,565
Amount Reimbursed through 10/31/17	\$ 148,714	\$ 240,463	\$ 1,624	\$ 8,013	\$ 201,565
Amount Outstanding as of 10/31/17 <sup>(2)</sup>	\$ -	\$ -	\$ -	\$ -	\$ -

	<b>Gold Cup Final 07/26/17</b>	<b>High School Football 09/23/17</b>	<b>Coldplay Concert 10/04/17</b>	<b>Wedding Fair 10/15/17</b>	<b>Pac 12 Championship 12/01/17</b>
No. of Tickets Sold	57,728	3,679	-	-	-
Non-NFL Ticket Surcharge <sup>(1)</sup>	\$ 230,912	\$ 14,716	\$ -	\$ -	\$ -
Cars Parked at Offsite Lots	5,455	-	-	-	-
City Offsite Parking Fee	\$ 29,566	\$ -	\$ -	\$ -	\$ -
Stadium Public Safety Costs	\$ 257,775	\$ 9,063	\$ -	\$ -	\$ -
Less: Offsite Parking Fee Credit	\$ (29,566)	\$ -	\$ -	\$ -	\$ -
Reimbursable Public Safety Costs	\$ 228,209	\$ 9,063	\$ -	\$ -	\$ -
Amount Reimbursed through 10/31/17	\$ 228,209	\$ -	\$ -	\$ -	\$ -
Amount Outstanding as of 10/31/17 <sup>(2)</sup>	\$ -	\$ 9,063	\$ -	\$ -	\$ -

	<b>Foster Farms Bowl 12/27/17</b>	<b>2017-18 YTD Total</b>
No. of Tickets Sold	-	<b>210,157</b>
Non-NFL Ticket Surcharge <sup>(1)</sup>	\$ -	<b>\$ 840,628</b>
Cars Parked at Offsite Lots	-	<b>19,466</b>
City Offsite Parking Fee	\$ -	<b>\$ 104,077</b>
Stadium Public Safety Costs	\$ -	<b>\$ 941,728</b>
Less: Offsite Parking Fee Credit	\$ -	<b>\$ (104,077)</b>
Reimbursable Public Safety Costs	\$ -	<b>\$ 837,651</b>
Amount Reimbursed through 10/31/17	\$ -	<b>\$ 828,588</b>
Amount Outstanding as of 10/31/17 <sup>(2)</sup>	\$ -	<b>\$ 9,063</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**  
**2017-18 Non-NFL Special Event Statistics**  
**As of September 30, 2017**

	Non-NFL Special Event YTD Total
No. of Events	42
No. of Attendees	23,726
Reimbursable Stadium Public Safety Costs	\$ 93,561
Amount Reimbursed through 10/31/17	\$ 93,561
Amount Outstanding as of 10/31/17 <sup>(3)</sup>	\$ -

**Levi's Stadium**  
**2017-18 Comparison of Non-NFL Event Statistics<sup>(1)</sup>**  
**As of September 30, 2017**

	2017-18		2016-17		Change	
	YTD Total		YTD Total		Amount	%
No. of non-NFL Ticketed Events	7	14			(7)	-50.00%
No. of Tickets Sold	210,157	518,542			(308,385)	-59.47%
Non-NFL Ticket Surcharge <sup>(2)</sup>	\$ 840,628	\$ 2,074,168			\$ (1,233,540)	-59.47%
No. of Non-NFL Special Events	42	53			(11)	-20.75%
Non-NFL Special Event Attendees	23,726	17,959			5,767	32.11%
Cars Parked at Offsite Lots	19,466	55,731			(36,265)	-65.07%
City Offsite Parking Fee	\$ 104,077	\$ 286,531			\$ (182,454)	-63.68%
Cars Parked on Golf Course	-	9,562			(9,562)	-100.00%
City Golf Course Parking Fee	\$ -	\$ 47,810			\$ (47,810)	-100.00%
Stadium Public Safety Costs	\$ 1,035,289	\$ 2,688,874			\$ (1,653,585)	-61.50%
Golf Course Public Safety Costs	\$ -	\$ 39,905			\$ (39,905)	-100.00%
Subtotal Event Public Safety Costs	\$ 1,035,289	\$ 2,728,780			\$ (1,693,491)	-62.06%
Less: Offsite Parking Fee Credit	\$ (104,077)	\$ (286,531)			\$ 182,454	-63.68%
Reimbursable Public Safety Costs	\$ 931,212	\$ 2,442,248			\$ (1,511,036)	-61.87%
Amount Reimbursed through 10/31/17	\$ 922,149	\$ 2,442,248				
Amount Outstanding as of 10/31/17 <sup>(3)</sup>	\$ 9,063	\$ -				

<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 revenues and expenses in the discretionary fund since Fiscal Year 2014-15. The current balance is \$945 thousand.

The total NFL public safety costs above the threshold for the 2016-17 fiscal year was \$1.2 million. This amount was paid by the Stadium Authority's discretionary fund in the current reporting period.

Discretionary Fund				
Fiscal Year	Beginning Balance	Revenue	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
2017-18 through Q2	1,705,853	412,956	1,173,342	945,467

## Stadium Builder Licenses

The total principal value of currently active Stadium Builder Licenses (SBLs) is \$527.9 million and, as of September 30, 2017, 76.9% of the total principal value of all SBLs sold (i.e., \$405.9 million) had been collected. This is down \$2.6 million when compared to the March 31, 2017 Financial Status Report due to defaulted SBLs being removed from the Active SBL Summary.

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 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 59,979 currently active SBLs, or 91% of the 65,877 total sellable SBL seats. This is down by 2,328 from the total active SBLs at the end of the prior fiscal year (March 31, 2017). The main reason for the reduction is due to SBLs that have been defaulted over the first six months of the current fiscal year. The customer

seat upgrade program also resulted in a net reduction in SBLs. This program allows customers to trade in their SBLs in return for fewer SBLs as long as the total face value of the new seats is equal to or greater than the original seats. The defaults and net customer seat upgrades were both offset by new SBL sales.

During the first six months of the current fiscal year ending September 30, 2017, 376 SBLs were sold for a total face value of \$2.5 million. The customer seat upgrade program resulted in an increase of \$1.6 million to the SBL face value, while netting 488 fewer SBLs. There were also 2,216 SBLs defaulted during the same period with a total face value of \$14.8 million. Of the \$14.8 million, approximately 41.9% or \$6.2 million has already been collected.

The 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>

Through September 30, 2017									
Seat Value	SBL Seats Available	SBL Seats Sold as of 3/31/17	New SBL Sales	Net SBL Upgrades	SBL Defaults	SBL Seats Sold	SBL Value	SBL Collected <sup>(3)</sup>	% SBL Principal Collected
250,000 <sup>(2)</sup>	98	98	-	-	-	98	\$ 13,856,398	\$ 10,656,105	76.90%
80,000	938	928	2	-	(10)	920	73,600,000	59,061,675	80.25%
40,000	2	2	-	-	-	2	80,000	55,349	69.19%
30,000	4,869	4,647	6	28	(118)	4,563	136,890,000	109,786,153	80.20%
20,000	3,395	2,993	19	28	(92)	2,948	58,960,000	45,828,941	77.73%
15,000	7	7	-	-	-	7	105,000	49,445	47.09%
12,000	2,167	2,129	26	(11)	(74)	2,070	24,840,000	19,707,581	79.34%
10,000	9	9	-	-	(1)	8	80,000	52,148	65.19%
6,000	20,619	20,110	141	348	(697)	19,902	119,412,000	85,191,305	71.34%
5,000	14,297	13,385	80	(6)	(370)	13,089	65,445,000	48,967,083	74.82%
4,000	917	913	-	6	(10)	909	3,636,000	3,022,844	83.14%
3,000	98	98	-	1	(3)	96	288,000	182,512	63.37%
2,500	49	49	-	(1)	(2)	46	115,000	79,270	68.93%
2,000	18,367	16,894	102	(881)	(836)	15,279	30,558,000	23,231,551	76.02%
1,000	45	45	-	-	(3)	42	42,000	28,545	67.96%
<b>Total</b>	<b>65,877</b>	<b>62,307</b>	<b>376</b>	<b>(488)</b>	<b>(2,216)</b>	<b>59,979</b>	<b>\$ 527,907,398</b>	<b>\$ 405,900,507</b>	<b>76.89%</b>
<b>Plus: Interest on financed SBLs</b>								<b>36,324,935</b>	
<b>Total Principal &amp; Interest</b>								<b>\$ 442,225,442</b>	

<sup>(1)</sup> This report does not include what has been collected from defaulted SBL holders.

<sup>(2)</sup> SBL value and SBL collected amounts for Owner SBLs only includes the SBL portion.

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

## Santa Clara Stadium Authority Budget Status Reports

### *Operating Budget*

The total operating revenues for the first two quarters of the 2017-18 fiscal year were \$30.2 million representing 40% of the overall budget for revenues. Stadium rent collected from StadCo totaled \$10.1 million which does not include a 2017-18 rent prepayment of \$1.1 million that was made in the 2016-17 fiscal year. Net revenues from 2016-17 non-NFL events were \$5.3 million. During the current reporting period, the Stadium Authority has also collected \$7.8 million in SBL proceeds. This line item is trailing behind at 28% of the budget due to the fact that most SBL holders make their annual payments in the last quarter of the fiscal year. All SBL proceeds are transferred to the debt service fund.

Total operating expenses were \$12.6 million as of September 30, 2017, or 59% of the annual budget. Similar to last year, insurance expense is at 92% of the budgeted amount due to an uneven payment schedule. The shared stadium manager expenses are 57% of the \$10.8 million budgeted amount. SBL Sales & Service expenses are only 13% of the budget due to a large true-up from 2016-17 fiscal year. There were significant savings due to lower staff costs and commissions paid on sales of SBLs. Discretionary fund expenses were 102% of the budgeted amount of \$1.2 million. These funds were used to cover 2016-17 NFL event public safety costs over the public safety cost threshold. Lastly, Stadium Authority G&A costs are \$558 thousand higher than last year due to an increase in legal fees.

Overall, the Stadium Authority operating fund ended the second quarter of the 2017-18 fiscal year with a fund balance of \$27 million. Included in that amount is a \$10.6 million operating reserve and a \$945 thousand discretionary fund.

# Santa Clara Stadium Authority

## Operating Budget Status Report

For the Period Ending September 30, 2017 and 2016

	Period Ending September 30, 2017						Period Ending September 30, 2016			
	Final Budget	Q1 Actuals	Q2 Actuals	YTD Actuals	Balance	% Received	Final Budget	YTD Actuals	Balance	% Received
<b>Beginning Balances</b>	\$ 20,147,800	\$ 20,498,355	\$ 21,784,841	\$ 20,498,355	\$ (350,555)		\$ 17,159,000	\$ 18,211,404	\$ (1,052,404)	
<b>Resources</b>										
<b>Revenues</b>										
NFL Ticket Surcharge	8,258,000	-	2,544,721	2,544,721	5,713,279	31%	8,452,000	2,343,476	6,108,524	28%
SBL Proceeds	28,056,000	-	7,822,277	7,822,277	20,233,723	28%	33,804,000	16,010,090	17,793,910	47%
Interest	280,000	88,107	79,167	167,275	112,725	60%	-	37,166	(37,166)	
Net Revenues from Non-NFL Events	5,305,000	5,316,894	-	5,316,894	(11,894)	100%	5,710,000	6,079,016	(369,016)	106%
Naming Rights	6,366,000	-	3,136,127	3,136,127	3,229,874	49%	6,181,000	3,044,783	3,136,217	49%
Sponsorship Revenue (STR)	406,000	95,040	81,250	176,290	229,710	43%	717,000	405,017	311,983	56%
Rent	24,500,000	3,375,000	6,750,000	10,125,000	14,375,000	41%	24,500,000	10,125,000	14,375,000	41%
Senior & Youth Program Fees	231,000	-	87,293	87,293	143,707	38%	242,000	66,033	175,967	27%
Non-NFL Event Ticket Surcharge	2,000,000	361,824	464,088	825,912	1,174,088	41%	2,000,000	1,428,616	571,384	71%
<b>Revenues Subtotal</b>	<b>75,402,000</b>	<b>9,236,865</b>	<b>20,964,923</b>	<b>30,201,788</b>	<b>45,200,212</b>	<b>40%</b>	<b>81,606,000</b>	<b>39,539,196</b>	<b>42,066,804</b>	<b>48%</b>
Net Transfers	(54,817,000)	-	(11,080,387)	(11,080,387)	(43,736,613)	20%	(60,728,000)	(14,469,842)	(46,258,158)	24%
<b>Total Resources</b>	<b>40,732,800</b>	<b>29,735,220</b>	<b>31,669,377</b>	<b>39,619,756</b>	<b>1,113,044</b>	<b>97%</b>	<b>38,037,000</b>	<b>43,280,759</b>	<b>(5,243,759)</b>	<b>114%</b>
<b>Expenses</b>										
<b>Shared Stadium Manager Expenses</b>										
Stadium Operations	3,613,000	903,198	733,881	1,637,079	1,975,921	45%	3,370,000	1,685,330	1,684,670	50%
Engineering	1,636,000	408,914	507,570	916,484	719,516	56%	1,524,000	761,921	762,079	50%
Guest Services	848,000	211,891	64,771	276,663	571,337	33%	895,000	447,535	447,465	50%
Groundskeeping	246,000	61,545	56,768	118,313	127,687	48%	155,000	77,344	77,656	50%
Security	1,498,000	374,541	268,130	642,672	855,328	43%	1,545,000	772,499	772,501	50%
Insurance	2,787,000	451,545	2,103,240	2,554,784	232,216	92%	2,705,000	2,453,000	252,000	91%
Stadium Management Fee	219,000	620	-	620	218,380	0%	212,000	46,451	165,549	22%
<b>Shared Stadium Mngr Exps Subtotal</b>	<b>10,847,000</b>	<b>2,412,255</b>	<b>3,734,361</b>	<b>6,146,615</b>	<b>4,700,385</b>	<b>57%</b>	<b>10,406,000</b>	<b>6,244,080</b>	<b>4,161,920</b>	<b>60%</b>
<b>Other Operating Expenses</b>										
SBL Sales and Service	2,095,000	535,875	(260,507)	275,368	1,819,632	13%	1,945,000	1,312,340	632,660	67%
Senior & Youth Fees (paid to City)	231,000	-	64,708	64,708	166,292	28%	242,000	66,033	175,967	27%
Ground Rent (paid to City)	285,000	-	285,000	285,000	-	100%	250,000	250,000	-	100%
Performance Rent (paid to City)	2,528,000	2,533,447	-	2,533,447	(5,447)	100%	2,932,000	2,932,008	(8)	100%
Measure J Compliance Audit	-	-	-	-	-	0%	200,000	-	200,000	0%
Discretionary Fund Expense	1,150,000	1,173,342	-	1,173,342	(23,342)	102%	1,000,000	699,129	300,871	70%
Utilities	1,434,000	747,000	143,012	890,012	543,988	62%	1,473,000	980,000	493,000	67%
Use of StadCo Tenant Improvements	245,000	-	(3,940)	(3,940)	248,940	-2%	250,000	-	250,000	0%
Stadium Authority G&A	2,370,000	548,461	715,733	1,264,194	1,105,806	53%	1,448,840	706,437	742,403	49%
Other Expenses	76,000	-	(4,149)	(4,149)	80,149	-5%	123,000	59,371	63,629	48%
<b>Other Operating Expenses Subtotal</b>	<b>10,414,000</b>	<b>5,538,124</b>	<b>939,857</b>	<b>6,477,982</b>	<b>3,936,018</b>	<b>62%</b>	<b>9,863,840</b>	<b>7,005,318</b>	<b>2,858,522</b>	<b>71%</b>
<b>Total Expenses</b>	<b>21,261,000</b>	<b>7,950,379</b>	<b>4,674,218</b>	<b>12,624,597</b>	<b>8,636,403</b>	<b>59%</b>	<b>20,269,840</b>	<b>13,249,398</b>	<b>7,020,442</b>	<b>65%</b>
<b>Ending Balances</b>	<b>\$ 19,471,800</b>	<b>\$ 21,784,841</b>	<b>\$ 26,995,159</b>	<b>\$ 26,995,159</b>	<b>\$ (7,523,359)</b>		<b>\$ 17,767,160</b>	<b>\$ 30,031,360</b>	<b>\$ (12,264,200)</b>	
Operating Reserve	10,927,270	10,609,000	10,609,000	10,609,000	318,270		10,609,000	10,300,000	309,000	
Discretionary Fund	624,677	713,423	945,467	945,467	(320,790)		1,705,853	774,677	931,176	
Operations and Maintenance Reserve	7,919,853	10,462,418	15,440,692	15,440,692	(7,520,839)		5,452,307	18,956,683	(13,504,376)	
<b>Ending Balances</b>	<b>\$ 19,471,800</b>	<b>\$ 21,784,841</b>	<b>\$ 26,995,159</b>	<b>\$ 26,995,159</b>	<b>\$ (7,523,359)</b>		<b>\$ 17,767,160</b>	<b>\$ 30,031,360</b>	<b>\$ (12,264,200)</b>	

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

The Stadium Authority's 2017-18 debt service revenue budget of \$3.6 million represents anticipated contributions from the Community Facilities District (CFD). During the course of the first two quarters \$1.8 million was contributed by the CFD.

Total Stadium Authority debt service expenses for the current reporting period were \$36.5 million, 76% of the budgeted amount. Debt service payments were made on the CFD Advance (\$1.8 million), the Term A Loan (\$7.1 million) and the StadCo Subordinated Loan (\$27.7 million).

The Stadium Authority debt service fund ended the current quarter with a fund balance of \$22.6 million which includes \$11.5 million in the debt service reserve account. The remaining \$11.1 million is to be used towards future debt payments.

As of September 30, 2017, the total outstanding amount of Stadium Authority debt had declined to \$402.4 million. This is a reduction in principal of \$27.4 million from the March 31, 2017 outstanding debt amount of \$429.8 million.

# Santa Clara Stadium Authority

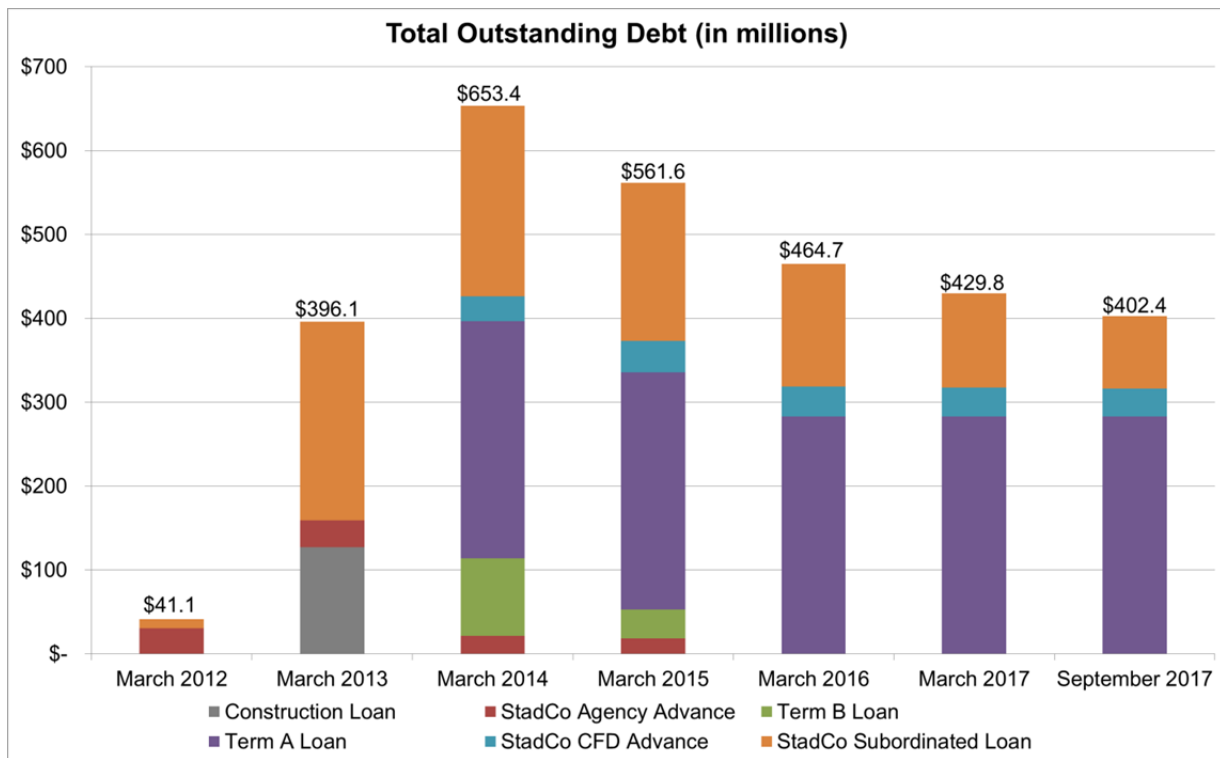
## Debt Service Budget Status Report

For the Period Ending September 30, 2017 and 2016

	Period Ending September 30, 2017						Period Ending September 30, 2016			
	Final Budget	Q1 Actuals	Q2 Actuals	YTD Actuals	Balance	% Received	Final Budget	YTD Actuals	Balance	% Received
<b>Beginning Balances</b>	\$ 42,887,813	\$ 46,297,286	\$ 11,536,235	\$ 46,297,286	\$ (3,409,473)		\$ 28,063,000	\$ 36,891,573	\$ (8,828,573)	
<b>Resources</b>										
<b>Revenues</b>										
Contribution from CFD	3,600,000	854,660	909,445	1,764,105	1,835,895	49%	3,400,000	1,875,336	1,524,664	55%
<b>Revenues Subtotal</b>	<b>3,600,000</b>	<b>854,660</b>	<b>909,445</b>	<b>1,764,105</b>	<b>1,835,895</b>	<b>49%</b>	<b>3,400,000</b>	<b>1,875,336</b>	<b>1,524,664</b>	<b>55%</b>
Net Transfers	51,539,000	-	11,080,387	11,080,387	40,458,613	21%	57,545,000	14,469,842	43,075,158	25%
<b>Total Resources</b>	<b>98,026,813</b>	<b>47,151,945</b>	<b>23,526,067</b>	<b>59,141,777</b>	<b>38,885,036</b>	<b>60%</b>	<b>89,008,000</b>	<b>53,236,751</b>	<b>35,771,249</b>	<b>60%</b>
<b>Expenses</b>										
CFD Advance	3,600,000	854,660	909,445	1,764,105	1,835,895	49%	3,400,000	1,875,336	1,524,664	55%
Term A Loan	14,140,000	7,069,853		7,069,853	7,070,147	50%	14,140,000	7,069,853	7,070,147	50%
StadCo Subordinated Loan	30,469,340	27,691,198		27,691,198	2,778,142	91%	52,288,000	18,285,485	34,002,515	35%
<b>Total Expenses</b>	<b>48,209,340</b>	<b>35,615,710</b>	<b>909,445</b>	<b>36,525,155</b>	<b>11,684,185</b>	<b>76%</b>	<b>69,828,000</b>	<b>27,230,674</b>	<b>42,597,326</b>	<b>39%</b>
<b>Ending Balances</b>	<b>\$ 49,817,473</b>	<b>\$ 11,536,235</b>	<b>\$ 22,616,622</b>	<b>\$ 22,616,622</b>	<b>\$ 27,200,851</b>		<b>\$ 19,180,000</b>	<b>\$ 26,006,077</b>	<b>\$ (6,826,077)</b>	
Debt Service Reserve	11,536,235	11,536,235	11,536,235	11,536,235	-		11,536,235	11,536,235	-	
Debt Service Balance	38,281,238	-	11,080,387	11,080,387	27,200,851		7,643,765	14,469,842	(6,826,077)	
<b>Ending Balances</b>	<b>\$ 49,817,473</b>	<b>\$ 11,536,235</b>	<b>\$ 22,616,622</b>	<b>\$ 22,616,622</b>	<b>\$ 27,200,851</b>		<b>\$ 19,180,000</b>	<b>\$ 26,006,077</b>	<b>\$ (6,826,077)</b>	

## Santa Clara Stadium Authority Debt Summary Report For the Period Ending September 30, 2017

Type of Indebtedness	Interest Rates	Outstanding as of March 31, 2017	Net Change	Outstanding as of September 30, 2017
Stadium Funding Trust Loan:				
Term A Loan	5.00%	\$ 282,794,108	\$ -	\$ 282,794,108
StadCo CFD Advance	5.73%	34,414,899	(999,387)	33,415,512
StadCo Subordinated Loan	5.50%	112,564,310	(26,401,398)	86,162,912
<b>Total</b>		<b>\$ 429,773,317</b>	<b>\$ (27,400,785)</b>	<b>\$ 402,372,532</b>





### ***Capital Improvement Project Budget***

As part of the CapEx plan the following projects are currently in progress: (1) LED service tunnel lighting, (2) water treatment/softener system, (3) fire alarm, (4) restroom stall vacancy signage, and (5) aesthetic improvements. A total of \$488 thousand has been spent through the first two quarters of the current fiscal year in relation to the CapEx plan.

In addition to the funds that had been appropriated as part of the CapEx plan, \$1.9 million was carried forward into the 2017-18 fiscal year from the original Levi's Stadium construction project. The source of these funds are SBL proceeds that have been set aside in the Stadium Authority Bank of America construction account. These funds are reserved to cover costs related to warranty items that come up in the first few years of operations. Of the \$1.9 million carried forward as a warranty reserve, \$198 thousand has been spent. This includes work related to (1) shattered glass panels, (2) accordion door issues, and (3) expansion joint waterproofing.

A total of \$686 thousand, which includes capital expense projects and warranty related work, has been spent on stadium capital expenses or 14% of the \$4.8 million budget.

# Santa Clara Stadium Authority

## CIP Budget Status Report

For the Period Ending September 30, 2017 and 2016

	Period Ending September 30, 2017						Period Ending September 30, 2016			
	Final Budget	Q1 Actuals	Q2 Actuals	YTD Actuals	Balance	% Received	Final Budget	YTD Actuals	Balance	% Received
<b>Beginning Balances</b>	\$ 8,528,701	\$ 8,887,218	\$ 8,700,667	\$ 8,887,218	\$ (358,517)		\$ 6,090,000	\$ 6,090,000	\$ -	
<b>Resources</b>										
Net Transfers from Operating Budget	3,278,000	-	-	-	3,278,000	0%	3,183,000	-	3,183,000	0%
Net Transfers from Stadium Development	1,851,000		1,851,000	1,851,000	-	100%	-	-	-	0%
<b>Total Resources</b>	<b>13,657,701</b>	<b>8,887,218</b>	<b>10,551,667</b>	<b>10,738,218</b>	<b>2,919,483</b>	<b>79%</b>	<b>9,273,000</b>	<b>6,090,000</b>	<b>3,183,000</b>	<b>66%</b>
	<b>Final Budget</b>	<b>Q1 Actuals</b>	<b>Q2 Actuals</b>	<b>YTD Actuals</b>	<b>Balance</b>	<b>% Used</b>	<b>Final Budget</b>	<b>YTD Actuals</b>	<b>Balance</b>	<b>% Used</b>
<b>Expenses</b>										
Construction	1,766,517	186,551	301,581	488,132	1,278,385	28%	3,025,000	-	3,025,000	0%
Stadium Warranty Related Construction	1,851,000	-	197,729	197,729	1,653,271	11%	-	-	-	0%
Equipment	1,022,000	-	-	-	1,022,000	0%	275,000	121,413	153,588	44%
Contingency	122,000	-	-	-	122,000	0%	-	-	-	0%
<b>Total Expenses</b>	<b>4,761,517</b>	<b>186,551</b>	<b>499,310</b>	<b>685,861</b>	<b>4,075,656</b>	<b>14%</b>	<b>3,300,000</b>	<b>121,413</b>	<b>3,178,588</b>	<b>4%</b>
<b>Ending Balances</b>	<b>\$ 8,896,184</b>	<b>\$ 8,700,667</b>	<b>\$ 10,052,357</b>	<b>\$ 10,052,357</b>	<b>\$ (1,156,173)</b>		<b>\$ 5,973,000</b>	<b>\$ 5,968,588</b>	<b>\$ 4,413</b>	

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

Levi's 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 \$2 million in public safety costs were incurred in support of the non-NFL events and NFL games that were held at Levi's Stadium in the first two quarters of the current fiscal year. The City received reimbursements during this period totaling \$1 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 offsite 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 current reporting period, a total of \$232 thousand of administrative costs were incurred by the General Fund. Administrative cost reimbursements of \$234 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***

The City collected performance rent (\$2.5 million) and ground rent (\$285 thousand) from the Stadium Authority. Additionally, the Senior and Youth Fee generated \$65 thousand which was forwarded to the City in support of senior and youth programs. The Tasman Lot Parking Fee associated with the first four NFL games was received in the third quarter and will be included in the next quarterly report. See the Glossary for more information on these revenues and how they are calculated.

### ***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 \$122 thousand of sales tax for the City (transactions that took place in the second quarter of calendar year 2017). The last four quarters of sales tax collections from Levi's Stadium transactions generated \$600 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 Impact <sup>(1)</sup>

For Period Ending September 30, 2017 & 2016

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

	September 30, 2017	September 30, 2016
Public Safety Cost Reimbursement		
NFL Public Safety Cost Reimbursement <sup>(3)</sup>	\$ 517,278	\$ 525,006
Non-NFL Event Public Safety Cost Reimbursement <sup>(3)</sup>	438,606	1,566,578
City Offsite Parking Fees	85,677	258,273
	<hr/>	<hr/>
Subtotal Public Safety Cost Reimbursement	1,041,562	2,349,857
Administrative Cost Reimbursement	234,368	232,450
Ground Rent	285,000	250,000
Performance Rent	2,533,447	2,932,008
Senior and Youth Fee	64,708	66,033
Tasman Lots Parking Fee	-	5,295
	<hr/>	<hr/>
<b>Total General Fund Revenues</b>	<b>4,159,085</b>	<b>5,835,643</b>

### General Fund Expenditures

Public Safety Costs		
NFL Event Public Safety Costs	975,574	809,458
Non-NFL Event Public Safety Costs	1,035,289	2,728,780
	<hr/>	<hr/>
Subtotal Reimbursable Public Safety Costs	2,010,863	3,538,237
Administrative Costs	232,152	227,181
	<hr/>	<hr/>
<b>Total General Fund Expenditures</b>	<b>2,243,015</b>	<b>3,765,419</b>

### General Fund Impact

<b>Net General Fund Impact</b>	<b>\$ 1,916,069</b>	<b>\$ 2,070,224</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, 2017 through September 30, 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 the timing of when reimbursements are received.

**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.

**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 2017-18 threshold is \$191 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 (July 1, 2016 through June 30, 2017) the offsite parking fee was \$5.24 and it increased to \$5.42 in the City's 2017-18 fiscal year.

**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. The performance rent calculations for the two most recent fiscal years is noted in the chart below.

**City of Santa Clara**  
**Stadium Authority Performance Rent Calculation**

	2016-17 <sup>(1)</sup>	2015-16 <sup>(1)</sup>
Ground Rent	\$ 250,000	\$ 215,000
Non-NFL Event Revenue	52,238,762	89,754,081
Non-NFL Event Expense	(46,921,868)	(83,675,065)
<b>Net Non-NFL Event Revenue</b>	<b>\$ 5,316,894</b>	<b>\$ 6,079,016</b>
50% of Net Non-NFL Event Revenue	\$ 2,658,447	\$ 3,039,508
Performance Based Rent Credits		
50% of Fixed Ground Rent	(125,000)	(107,500)
Public Safety Costs Over Threshold	-	-
Received PIT	-	-
Disproportionate Taxes	-	-
<b>Total Performance Based Rent</b>	<b>\$ 2,533,447</b>	<b>\$ 2,932,008</b>

<sup>(1)</sup> This data is related to events occurring in the fiscal years noted above, however the cash payment of the performance rent is received by the City in the following fiscal years.

**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 as detailed in the table below. 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 as detailed in the table below. The annual stadium management fee for each of the first ten lease years are noted in the chart below.

Fiscal Year	Lease Year	Annual Base Stadium Management Fee (SCSA Share)	Stadium Marketing and Booking Fee Benchmark	Actual Net Income from Non-NFL Events	Actual Stadium Marketing and Booking Fee	Total Stadium Management Fee
2014-15	1	\$ 200,000	\$ 5,000,000	\$ 5,207,553	\$ 10,378	\$ 210,378
2015-16	2	206,000	5,150,000	6,079,016	46,451	252,451
2016-17	3	212,180	5,304,500	5,316,894	620	212,800
2017-18	4	218,545	5,463,635	To be determined		
2018-19	5	225,101	5,627,544			
2019-20	6	231,854	5,796,370			
2020-21	7	238,810	5,970,261			
2021-22	8	245,974	6,149,369			
2022-23	9	253,353	6,333,850			
2023-24	10	260,954	6,523,866			

**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.