

# **Attachment 9**

December 1, 2020 Letter  
regarding FY2019/20 Non-  
NFL Event Documentation



December 1, 2020

Mr. Scott Sabatino, Chief Financial Officer  
Forty Niners Stadium Management Company  
4900 Marie P. DeBartolo Way  
Santa Clara, CA 95054

**SUBJECT: FY 2019/20 Net Non-NFL Document Review**

Dear Mr. Sabatino:

Stadium Authority staff have been working on reviewing the source documents provided by your office for the FY2019/20 Non-NFL events. Below is a list of initial questions that have arisen based on this review. There will be additional questions as the review progresses.

**Monster Jam Event held April 13, 2019**

- Mission Trail Waste Systems Invoice 0000428296
  - Provide detail behind the calculation of costs attributable to the event
- Schindler Elevator Corporation Invoice 7152919794
  - Provide detail how this relates to Monster Jam
- Teen Challenge Monterey Bay Inc. Invoice 24703a
  - Provide the contract for these services
  - Provide detail on services provided, specifically for services before and after the event
  - The rates are billed at minimum wage and salary only. Can you confirm whether we should be billed other required pay beyond salary?
- USBank "Parking Fees"
  - These appear to be monthly fees. Can you explain how these are event related?

**Bay Area Wedding Fair Event held April 28, 2019**

- Mission Trail Waste Systems Invoice 0000428296
  - Provide detail behind the calculation of costs attributable to the event

**US Women's Soccer Event held May 12, 2019**

- Various Travel Charges
  - Provide the purpose for travel

- Mission Trail Waste Systems Invoice 0000429515
  - Provide detail behind the calculation of costs attributable to the event
- Teen Challenge Monterey Bay Inc. Invoice 24863a
  - Provide detail on services provided, specifically for services before the event
  - The rates are billed at minimum wage. Can you confirm whether we should be billed other required pay beyond salary?
- FedEx Advertising costs
  - Provide explanation how these costs are event-specific

#### **ICC Soccer Event held July 20, 2019**

- Mission Trail Waste Systems Invoice 0000430418
  - Provide detail behind the calculation of costs attributable to the event

#### **Rolling Stones Event held August 18, 2019**

- ABM Invoice (No invoice number provided)
  - This invoice is for services provided through April 24, 2019. Provide explanation how these costs relate to the Rolling Stones event as the services were provided four months prior to the event
- United Site Services Invoice 114-9060274
  - The installation services were provided 8/29/19 – 8/30/19. The dates of service do not align with the event. Provide explanation how these costs relate to the Rolling Stones event
- Golden State Communications, Inc. Invoice R113582
  - Provide the contract for these services
  - The services were provided 8/10/19. The dates of service do not align with the event. Provide explanation how these costs relate to the Rolling Stones event
- Mission Trail Waste Systems Invoice 0000431526
  - Provide detail behind the calculation of costs attributable to the event
- ABM Invoice (No invoice number provided)
  - There are no service dates on this invoice. Provide explanation how these costs relate to the Rolling Stones event
- Nelson Invoices 6292135, 6294798, 6293097, 6293859
  - Provide the contract for these services
  - Provide detail on services provided
- Riddell Invoice 950782136
  - Provide detail of the purchase and how these costs relate to the Rolling Stones event

#### **High School Football Series held September 6, 2019**

- ABM Invoice (No invoice number provided)

- There are no service dates on this invoice. Provide explanation how these costs relate to the High School Football Series
- Mission Trail Waste Systems Invoice 0000433668
  - Provide detail behind the calculation of costs attributable to the event

#### **PAC-12 Championship Game held December 6, 2019**

- Golden State Communications, Inc. Invoice RI14798
  - The dates of service do not align with the event. Are the charges from 2018 accurate and charged appropriately to the PAC-12 game held in December 2019?
- Mission Trail Invoice 0000437041
  - Provide detail behind the calculation of costs attributable to the event
- Golden State Communications, Inc. Invoice RI14872
  - The sale date on the invoice is 12/23/19. Provide explanation how these costs relate to the PAC-12 event
- United Site Services Invoice 114-9666615
  - The installation services were provided 12/21/19. Provide explanation how these costs relate to the PAC-12 event
- United Site Services Invoice 114-9624078
  - The installation services were provided 12/15/19. Provide explanation how these costs relate to the PAC-12 event
- Herc Rentals Invoice 31180632-002
  - The rental start date is 11/24/19. Provide explanation how these costs relate to the PAC-12 event as there is another Herc Rentals invoice with a rental start date of 12/6/19
- Professional Services Allocation
  - The provided support is a spreadsheet with allocations to various events. Please provide detail of the costs being allocated and methodology of allocation.

#### **RedBox Bowl held December 30, 2019**

- Mission Trail Invoice 0000438068
  - Provide detail behind the calculation of costs attributable to the event
- Mission Trail Invoice 0000437041
  - Provide detail behind the calculation of costs attributable to the event
- Golden State Communications, Inc. Invoice RI15024
  - The sale date on the invoice is 1/20/20. Provide explanation how these costs relate to the Redbox Bowl event
- Professional Services Allocation
  - The provided support is a spreadsheet with allocations to various events. Please provide detail of the costs being allocated and methodology of allocation.

Mr. Scott Sabatino, Chief Financial Officer

Re: FY2019/20 Net Non-NFL Loss

December 1, 2020

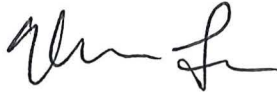
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- Bay Print Solutions Invoice 5310
  - This invoice is dated 4/29/19; several months in advance of the event. Please provide detail of the purchase and sample, if available.
- Bay Print Solutions Invoice 9747
  - Please provide detail of the purchase and sample, if available.

As a reminder, Section 4.1 of the Stadium Management Agreement requires that accurate books and records relating to Net Income from Non-NFL Events are maintained. The records provided to date do not meet this requirement.

Please feel free to contact me if you have any questions.

Sincerely,



Kenn Lee  
Treasurer

CC: Deanna J. Santana, Executive Director  
Brian Doyle, Counsel  
Mr. Jim Mercurio, Stadium Manager