

# **Attachment 7**

February 25, 2020 Stadium Authority  
Budget  
Submittal Questions  
and  
March 11, 2020 and March 18, 2020  
ManagementCo Responses to  
Questions



February 25, 2020

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

**SUBJECT: Stadium Authority (SCSA) Budget**

Dear Mr. Sabatino:

We are in receipt of the budget submittal provided on February 14, 2020. After having reviewed your submittal, we have comprised the attached 1) Budget Questions on SCSA CapEx Budget Submittal and 2) Budget Questions on SCSA Operating Budget Submittal.

Section 4.6 of the Management Agreement states that the Stadium Manager will prepare an annual operating budget for the Stadium for each Fiscal Year (the "Stadium Operations Budget") to meet the scope of services and objectives under this Agreement; such Stadium Operations Budget may include such other information as may be requested by StadCo and the Stadium Authority. As such, please provide responses to the attached questions by close of business Tuesday, March 3, 2020, for consideration and inclusion in the Adopted Budget. As a reminder, the Budget Study Session is scheduled for March 5, 2020, and the Budget Adoption is scheduled for March 24, 2020.

Please feel free to contact me if you wish to discuss the SCSA budget.

Sincerely,

A handwritten signature in blue ink, appearing to read "Kenn Lee", is positioned below the word "Sincerely,".

Kenn Lee  
Treasurer

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



**Questions for the Stadium Manager  
in reference to the  
2020/21 SCSA Budget**

*Per Article 4 of the Management Agreement, RECORDS, ACCOUNTS, BUDGETS AND REPORTS, Section 4.6 states that the Stadium Manager will prepare an annual operating budget for the Stadium for each Fiscal Year (the “Stadium Operations Budget”) to meet the scope of services and objectives under this Agreement; such Stadium Operations Budget may include such other information as may be requested by StadCo and the Stadium Authority.*

*As a result of the City’s revocation of the Executive Director’s authority to procure goods and services on behalf of the SCSA, as of November 8, 2019, the Stadium Manager must now seek approval from the Board and demonstrate that the Stadium Manager has properly and legally procured goods and services before Stadium Authority contracts may be executed.*

Note: SCSA may ask additional questions once the information requested below is provided.

**Facility Rent**

- StadCo’s 2019/20 projection and 2020/21 budget are in accordance with the rent reset. SCSA does not have any questions.

**NFL Ticket Surcharge** (10% of NFL Ticket Revenue)

NFL Ticket Surcharge			
	2018/19	2019/20	2020/21
SCSA Final Budget	\$ 8,031,000	\$ 8,142,000	
SCSA Actuals/Projections	\$ 8,076,510	\$ 8,412,000	
StadCo Projection		\$ 8,412,000	
StadCo Proposed Budget			\$ 8,665,000

- All FY2019/20 NFL Games have been completed with total surcharge of \$8.4M. SCSA does not have any questions.

## **Stadium Builder License (SBL) Receivables**

<b>SBL Receivables</b>			
	<b>2018/19</b>	<b>2019/20</b>	<b>2020/21</b>
SCSA Final Budget	\$ 27,214,000	\$ 25,416,000	
SCSA Actuals/Projections	\$ 26,750,973	\$ 31,694,795	
StadCo Projection		\$ 25,900,000	
StadCo Proposed Budget			\$ 24,213,000

- StadCo's 2019/20 projection is \$25,900,000; however, SCSA projects SBL receivables to be closer to \$31,700,000.
- March is the biggest month for SBL receipts due to the March 1<sup>st</sup> annual due date for SBL holders who financed their SBL.

<b>SCSA SBL Receipts in March</b>	
March 2016	\$ 21,767,743
March 2017	\$ 22,496,106
March 2018	\$ 23,450,012
March 2019	\$ 17,340,039
Average March SBL Receipts (2016-2019)	\$ 21,263,475
StadCo's Projected March 2020 SBL Receipts	\$ 15,468,680

- Based on what has been collected by SCSA to date and the average of what has been received in March for the past four years, SCSA projects 2019/20 SBL receivables to be \$31,700,000 see table below:

<b>SCSA 2019/20 SBL Receivable Projection</b>	
2019/20 SBL Receipts Through December 2019	\$ 10,431,320
March 2020 SCSA Projected SBL Receivables	\$ 21,263,475
SCSA 2019/20 Projected SBL Receivables	\$ 31,694,795

1. Please explain your assumptions on why the March SBL receivables are projected to be \$5.8 million lower than what has been collected on average in the past four years. This information is important in order for the SCSA to calculate total transfers to debt service as well as the prepayment offering to Term A in 2020/21 based on excess SBL revenue.

- StadCo's 2020/21 proposed budget for SBLs is \$24,213,000 which is \$1,687,000 lower than StadCo's 2019/20 projection and \$7,482,000 lower than SCSA's 2019/20 projection.
  2. Since the annual payments related to financed SBLs is flat over the 10-year term please provide an explanation and all of the assumptions that were factored into the 2020/21 reduced budget.
  3. Please provide details on defaulted SBLs and SBL seat relocations to date. This information is important to understand the current year projections as well as next year's proposed budget.

**STR Marketplace** (This is an online marketplace where SBL owners can sell their SBLs directly to 3<sup>rd</sup> parties. Based on an agreement with STR, SCSA receives a portion of these transactions with a minimum \$325,000 annual fee due to SCSA).

- StadCo's FY 2019/20 projection of \$325,000 is in line with SCSA's projection based on FY 2019/20 average Monthly STR Fees. SCSA does not have any questions.

STR Marketplace			
	2018/19	2019/20	2020/21
SCSA Final Budget	\$ 545,000	\$ 345,000	
SCSA Actuals/Projections	\$ 387,203	\$ 325,000	
StadCo Projection		\$ 325,000	
StadCo Proposed Budget			\$ 392,000

### **Non-NFL Events (Net)**

Note: StadCo provided a cash-based budget (which is required for the Trust), therefore, the 2019/20 projection and 2020/21 budget (not provided) are related to the 2018/19 and 2019/20 Non-NFL Events, respectively.

4. Please provide the projected Non-NFL Event activity at the gross level (revenues and expenses) for the events that were held in the Stadium Authority's 2019/20 Fiscal Year (April 1, 2019 – March 31, 2020).
5. Please provide the budgeted Non-NFL Event activity at the gross level (revenues and expenses) for the Stadium Authority's 2020/21 Fiscal Year (events that will occur April 1, 2020 – March 31, 2021).
6. For the SCSA to better understand FY 2020/21 potential for Non-NFL event revenue and expenditure, please provide event contracts for FY



**2020/21, including but not limited to Monster Jam, Justin Bieber, and BTS.**

**Non-NFL Ticket Surcharge** (\$4 per ticket sold)

<b>Non-NFL Ticket Surcharge</b>			
	<b>2018/19</b>	<b>2019/20</b>	<b>2020/21</b>
SCSA Final Budget	\$ 1,800,000	\$ 1,232,000	
SCSA Actuals/Projections	\$ 1,592,588	\$ 735,000	
StadCo Projection		\$ 736,000	
StadCo Proposed Budget			\$ 612,000

- StadCo's 2019/20 projection is \$736,000 and corresponds to the known ticketed events that are complete for FY 2019/20 and associated ticket surcharge. See table below for summary by event.

<b>2019/20 Projected Non-NFL Ticket Surcharge by Event</b>				
<b>Date</b>	<b>Event</b>	<b># of Tickets</b>	<b>Non-NFL Ticket Surcharge</b>	
4/13/2019	Monster Jam	37,891	\$	151,564
4/28/2019	Wedding Fair	381	\$	1,524
5/12/2019	USWNT Soccer Game	20,195	\$	80,780
7/20/2019	ICC Soccer: Benfica vs Chivas	14,945	\$	59,780
8/18/2019	Rolling Stones Concert	48,544	\$	194,176
9/6/2019	HS Football Series	4,754	\$	19,016
12/6/2019	PAC-12 Championship Game	27,012	\$	108,048
12/30/2019	Redbox Bowl	30,152	\$	120,608
<b>SCSA Projected Non-NFL Ticket Surcharge</b>			<b>\$</b>	<b>735,496</b>

- StadCo's FY 2020/21 proposed budget is \$612,000, a reduction of \$124,000 compared to FY 2019/20 projection and \$980,000 reduction compared to FY 2018/19 surcharge received.

**7. Please provide the detailed assumptions by event category used to calculate this number. These assumptions should tie to the Marketing Plan.**



### **Naming Rights**

- StadCo's FY 2019/20 projection and FY 2020/21 budget are in accordance with Naming Rights Contract. SCSA does not have any questions.

### **Senior/Youth Fee** (\$0.35 per NFL ticket sold)

- StadCo's 2019/20 projection ties to what was received by SCSA. The FY 2020/21 budget reflects \$230,000 and is in line with an average attendance of 66,000 for 10 NFL games.

### **Interest Income**

<b>Interest Income</b>			
	<b>2018/19</b>	<b>2019/20</b>	<b>2020/21</b>
SCSA Final Budget	\$ 794,000	\$ 938,000	
SCSA Actuals/Projections	\$ 1,001,640	\$ 1,023,632	
StadCo Projection		\$ 974,000	
StadCo Proposed Budget			\$ 896,000

- StadCo's 2019/20 projection is \$974,000 however SCSA's projection for interest is closer to \$1,024,000. See table below:

<b>2019/20 SCSA Projected Interest Income</b>				
<b>Month</b>	<b>Cash Balance</b>	<b>Interest</b>	<b>Effective Interest Rate</b>	
April-19	\$ 49,618,914	\$ 77,691	1.88%	
May-19	50,630,296	81,187	1.92%	
June-19	59,429,975	75,326	1.52%	
July-19	60,237,300	81,388	1.62%	
August-19	61,040,323	84,297	1.66%	
September-19	70,200,366	81,721	1.40%	
October-19	66,783,999	74,349	1.34%	
November-19	71,930,387	71,137	1.19%	
December-19	76,529,844	74,018	1.16%	
January-20	78,173,844	99,041	1.52% *	
February-20	78,851,742	99,900	1.52% *	
March-20	97,540,348	123,577	1.52% *	
<b>SCSA Projected Interest Income</b>		<b>\$ 1,023,632</b>		

\*Used estimated cash balances and 1.52% as interest rate assumption for January 2020 through March 2020 calculations

**8. Please provide details and assumptions on how the projection of \$974,000 was developed.**

- StadCo's FY 2020/21 proposed budget is \$896,000.

**9. Please provide assumptions and calculations used to determine the interest income budgeted amount of \$896,000.**

**SCSA Stadium Manager Shared Expenses**

<b>Stadium Manager Shared Expenses</b>			
	<b>2018/19</b>	<b>2019/20</b>	<b>2020/21</b>
SCSA Final Budget	\$ 8,076,000	\$ 8,716,000	
SCSA Actuals/Projections	\$ 7,433,507		
StadCo Projection		\$ 7,264,000	
StadCo Proposed Budget			\$ 8,848,000





- StadCo's 2019/20 projection is \$7,264,000. During the 2019/20 budget process ManCo provided a detailed breakout of the current year projected expenses.

**10. Please provide the detailed breakout for the 2019/20 projection in the same manner as the SCSA Annual Shared Stadium Expense Budget (by department and expense type).**

**11. Please provide an organizational chart and position classification list for each department (Security, Stadium Ops, Engineering, Guest Services, and Groundskeeping).**

**12. For staffing costs, please provide the individual positions within each department, their actual hours charged to Shared Expenses, their hourly rate, and all records with respect to charges for the salaries, benefits, and related costs.**

**13. Total compensation increased by about 4.6% or \$208,059, but the FTE decreased by 3 (from 61 to 58). Please provide a description of the new position in Stadium Ops as well as the reasons for adding these positions.**

**14. For Outside Services cost, please provide the details supporting each expense, including payments, contracts, and invoices.**

**15. Please explain the procurement plan for any contracted services.**

- StadCo's 2020/21 budget is \$8,848,000 which is \$132,745 higher than the 2019/20 budget. The table below shows the differences between the 2020/21 budget and the 2019/20 budget at the department level.

**Stadium Manager**  
**2019/20 to 2020/21 Change in Budgeted Shared Stadium Expenses**  
**Change in Santa Clara Stadium Authority Proportionate Share of Stadium Expenses**

	Security		Stadium Operations		Engineering		Guest Services		Groundskeeping		Total	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Total Compensation	\$ (56,759)	-12%	\$ 290,967	14%	\$ 85,371	6%	\$ (103,849)	-21%	\$ (7,671)	-9%	\$ 208,059	5%
Travel, Meals & Entertainment	(1,093)	-100%	(2,550)	-1%	-	0%	4,377	12%	(963)	-32%	(230)	0%
Outside Services	(28,635)	-3%	46,914	5%	(248,821)	-36%	(6,650)	-89%	249,277	1538%	12,099	0%
General Supplies	(37,594)	-96%	1,850	3%	78,000	0%	12,599	18%	(1,986)	-3%	52,868	23%
Telephone	(2,857)	-36%	52,501	23%	-	0%	(744)	-14%	36	9%	48,936	19%
Equipment	(87,516)	-92%	(50,502)	-18%	12,250	78%	(6,752)	-10%	(6,336)	-73%	(138,857)	-30%
Uniforms	(121)	-2%	-	0%	250	20%	(9,219)	-11%	(186)	-20%	(9,276)	-10%
Other	(3,278)	-100%	(5,500)	-11%	(3,750)	-75%	(28,323)	-49%	-	0%	(40,853)	-35%
<b>Subtotal</b>	<b>\$(217,853)</b>	<b>-13%</b>	<b>\$ 333,680</b>	<b>8%</b>	<b>\$ (76,700)</b>	<b>-4%</b>	<b>\$ (138,561)</b>	<b>-17%</b>	<b>\$ 232,171</b>	<b>131%</b>	<b>\$ 132,745</b>	<b>2%</b>

**16. Please provide an explanation for the changes between department budgets that changed by more than 5%.**

## Utilities

- StadCo's FY 2019/20 projection is on target and the FY 2020/21 proposed budget is an increase of 3%. SCSA does not have any questions.

## SBL Sales and Service

<b>SBL Sales and Service Expenses</b>			
	<b>2018/19</b>	<b>2019/20</b>	<b>2020/21</b>
SCSA Final Budget	\$ 2,324,000	\$ 2,221,000	
SCSA Actuals/Projections	\$ 1,771,307		
StadCo Projection		\$ 3,217,000	
StadCo Proposed Budget			\$ 3,610,000

- StadCo's 2019/20 projection is \$3,217,000, over budget by \$1,000,000.
- 17. Please provide a detailed breakout for this projection similar to Stadium Manager Expenses (Compensation, Travel, Outside Services, General Supplies, etc.).**
  - 18. Please provide an organizational chart and position classification list for the employees included in the SBL Sales and Service departments.**
  - 19. Please provide an explanation for the \$1,000,000 projection over the adopted budget of \$2,221,000**
- StadCo's 2020/21 proposed budget of \$3,610,000 is \$393,000 (or 12%) higher than the FY 2019/20 projection and \$1,389,000 (or 63%) higher than the adopted FY 2019/20 budget.
- 20. Please provide a detailed breakout for this budget similar to Stadium Manager Expenses (Compensation, Travel, Outside Services, General Supplies, etc.).**
  - 21. Please describe the increase in this line item.**

**Use of StadCo Tenant Improvements** (based on Exhibit R to the Stadium Lease the Stadium Authority is charged for the use of StadCo assets during Non-NFL events)

<b>Use of StadCo Tenant Improvements</b>			
	<b>2018/19</b>	<b>2019/20</b>	<b>2020/21</b>
SCSA Final Budget	\$ 236,000	\$ 182,000	
SCSA Actuals/Projections	\$ 256,263	\$ 197,000	
StadCo Projection		\$ 182,000	
StadCo Proposed Budget			\$ 73,000

- StadCo's 2019/20 projection is \$182,000, however SCSA's projection is approximately \$197,000 based on 8 "major events" and 50 "smaller events".

**22. Please provide calculations and assumptions behind the \$182,000 projection.**

- StadCo's 2020/21 budget is \$73,000.

**23. Please provide calculations and assumptions behind the budgeted amount of \$73,000.**

**Stadium Authority G&A Costs**

<b>Stadium Authority General and Administrative Costs (G&amp;A)</b>			
	<b>2018/19</b>	<b>2019/20</b>	<b>2020/21</b>
SCSA Final Budget	\$ 1,685,000	\$ 2,480,000	
SCSA Actuals/Projections	\$ 1,556,580	\$ 1,880,000	
StadCo Projection		\$ 2,480,000	
StadCo Proposed Budget			\$ 3,781,000

- StadCo's 2020/21 proposed budget of \$3,781,000 does not match SCSA's submittal of \$4,851,000.

**24. Please provide assumptions behind the budgeted amount of \$3,781,000.**

**Management Co Base Fee**

- StadCo's FY 2019/20 projection of \$232,000 is based on the Management Agreement. No questions.
- StadCo's FY 2020/21 proposed budget of \$246,000 is not based on the Management Agreement of 3% increase.

**25. Please describe the increase in this line item.**

**Non-NFL Ticket Fee \$2 Discretionary Fund Deposit**

- StadCo's FY 2019/20 projection and FY 2020/21 budget is the full \$2 per non-NFL event ticket that is deposited into the discretionary fund, not the actual discretionary fund expense.
- The FY 2019/20 discretionary fund expense is projected to be approximately \$0.
- The FY 2020/21 discretionary fund expense budget is \$250,000.

**26. Once the questions noted under Non-NFL Ticket Surcharge are answered, additional questions about the discretionary fund expense may follow.**

**Ground Rent – Base**

- StadCo's FY 2019/20 projection and FY 2020/21 budget are both based on Ground Lease Agreement. No questions.

**Ground Rent – Performance**

**27. Once the questions noted under the Non-NFL Events (net) section are addressed, additional questions on the performance rent may follow.**

**Senior/Youth Fee Expense**

- StadCo's 2019/20 projection ties to what was received by SCSA. The FY 2020/21 budget reflects \$230,000 and is in line with an average attendance of 66,000 for 10 NFL games.

**Capital Expenditures**

- Please see separate document with questions related to Capital Expenditures.

**Insurance Expense**

- StadCo's FY 2019/20 projection and 2020/21 budget are both based on Stadium Lease Agreement.

**28. Please provide insurance documents for all Stadium-related policies with supporting invoices.**

## Naming Rights

- StadCo's FY 2020/21 proposed budget is \$30,000.

**29. Please confirm the proposed budget is for the Naming Rights Commission.**

**30. Please indicate if the liquidated damages amount payable to the Stadium Authority and subsequent payment to Levi's has been included in the submitted budget. In addition, provide the calculation for liquidated damages.**

## Other Expenses

Other Expenses			
	2018/19	2019/20	2020/21
SCSA Final Budget	\$ 105,000	\$ 110,000	
SCSA Actuals/Projections	\$ (33,900)		
StadCo Projection		\$ 100,000	
StadCo Proposed Budget			\$ 1,400,000

- StadCo's FY 2020/21 proposed budget is an increase of \$1,300,000 or 1300% from the FY 2019/20 projection of \$100,000. Footnote states that this is for additional Manager Operating Expenses for additional services requested by SCSA.

**31. Please provide a detailed explanation of this line item and why it increased by 1300%.**

## Debt Service

- Term A Interest: StadCo's 2019/20 projection of \$12,877,000 and 2020/21 budget of \$12,208,000 is in line with SCSA calculations. No questions.
- Term A Principal
  - StadCo's 2019/20 projection of \$12,876,000 is \$124,000 higher than SCSA calculation of \$12,752,000 (\$12,718,000 scheduled payment and \$34,000 accepted prepayment).

- StadCo's 2020/21 proposed budget of \$14,022,000 is \$668,000 higher than the \$13,354,000 scheduled principal payment.

**32. Please explain the differences from the amortization schedule. Is this a timing issue?**

- Lender Required Reserve deposit/withdrawal: there is a footnote that states "Pending status of NFL CBA, additional debt reserve funding of ~\$11.5M may be required".

**33. When will the issue of additional debt reserve funding be resolved and what is the potential impact on SCSA?**

- Subloan Scheduled Principal: StadCo's 2019/20 projection and 2020/21 budget do not match the schedule noted in the original agreement and reference a ledger credit.

**34. Please explain why these do not match the original amortization schedule.**

- Subloan Current Interest: StadCo's 2019/20 projection of \$2,146,000 is in agreement with SCSA calculations. StadCo's 2020/21 proposed budget of \$1,591,000 is higher than the SCSA calculation of \$1,207,000.

**35. Please provide assumptions and calculations that support the 2020/21 budgeted interest amount.**

**CapEx Reserve**

- StadCo's FY 2019/20 projection and 2020/21 budget are based on the annual \$1,000,000 (plus 3% annual inflator) increase to the CapEx reserve described in Article 14 of the Stadium Lease for use of excess revenues for the purposes of the trust cash flow. No questions.

**Operating Reserve**

- StadCo's FY 2019/20 projection and 2020/21 budget are based on the annual 3% increase to the Operating Reserve noted in Article 14 of the Stadium Lease for use of excess revenues for the purposes of the trust cash flow. No questions.



## **Questions for the Stadium Manager in reference to the 2020/21 CapEx Budget**

*Per Article 4 of the Management Agreement, RECORDS, ACCOUNTS, BUDGETS AND REPORTS, Section 4.8 states that the Draft Capital Expenditure Plan (a) shall contain the Stadium Manager's proposed Capital Repairs to be made to the Premises during the upcoming Fiscal Year, (b) shall describe in reasonable detail any material discrepancies between the Stadium Manager's proposed Capital Expenditures for such Fiscal Year and the five (5) year projection of anticipated Capital Expenditures included in the previous year's Capital Expenditure Plan, and (c) shall include any Capital Expenditures for public safety that the Stadium Manager proposes be made consistent with the then approved Public Safety Plan.*

*As a result of the City's revocation of the Executive Director's authority to procure goods and services on behalf of the SCSA, as of November 8, 2019, the Stadium Manager must now seek approval from the Board and demonstrate that the Stadium Manager has properly and legally procured goods and services before Stadium Authority contracts may be executed.*

Note: SCSA may ask additional questions once the information requested below is provided.

### **Capital Expenditures**

- The five-year CIP plan submitted for during the development of the FY 2019/20 totaled \$8.9 million for FY 2020/21 through FY 2023/24. The submittal for FY 2020/21 through FY 2023/24 totals \$13.2 million.
- 1. **The Financial Management System (\$270,000) was included in your CapEx submittal. There were numerous discussions around this item and, the Stadium Authority agreed to fund this project through the General and Administrative budget in the Operating Fund (Subject to subsequent court rulings on cost allocation). We have listed the Financial Management System in the Capital Projects with a note that the funding source is the Operating Fund.**
- 2. **Please provide a description for the change in approach and/or reasons which resulted in the \$4.3 million or nearly 50% increase in the five-year plan.**
  - a. **Provide a detailed list of all of the projects included in the 2019/20 five-year CapEx plan and the 2020/21 five-year CapEx plan.**
- 3. **While the FY 2021/22 through FY 2023/24 budgets average \$2.6 million, FY 2024/25's budget increases to \$10.4 million, which is a \$7.7 million increase**

(nearly 300%). Please explain what items are anticipated for FY 2024/25 that would result in such a large increase.

4. For the FY 2020/21 proposed CapEx plan and the projects that are being carried over from prior years, please provide a prioritization matrix identifying the needs for the projects such as health and safety, revenue generation, aesthetics/customer experience, cost savings etc. and additional narrative and justification to further understand the need and importance of the proposed projects. If ManCo expects cost savings and/or other financial impacts, please provide this information so that SCSA understands the return on investment for the proposed capital projects.
5. Given the carryover of capital funds from FY 2019/20 to 2020/21 because funded projects could not be procured or completed, please describe ManCo's plan to procure and substantially complete the projects during the next fiscal year which are proposed for funding for FY 2020/21. What is the timeline for project completion for all carryover projects and new projects?
6. Two projects (Small Cooler and Ice Pack - \$250 and Mass Decontamination Hydrant Nozzles - \$1,608) not included in CapEx submittal. Were these incorporated into other projects? If not included, please explain why.
7. Please provide pictures for the Replace Furniture for BNY Field Clubs, United, Levi's 501 & Yahoo clubs and Special Event Spaces project.
8. Please provide plans for both the Concession Signage and Stadium Event Signage.
  - a. What types of signage recommended by fire marshal?
  - b. ManCo recently included Levy in a capital improvement presentation at the Quarterly coordination meeting. As part of the meeting, ManCo stated that improvements made by Levy, including concession signage would have no cost to the Stadium Authority. Is the Concession Signage in the proposed project related to the proposal made by Levy's in this Quarterly Meeting?
9. Please provide additional detail and justification for the Asphalt project (Slurry Coat – visitor parking on Tasman, Gold 4 & 5 parking lots and South Access Road).
10. Stationary Electric Pressure Washers – clarify that the demo stations proposed to be installed are like pilot/test stations to determine benefits to Stadium?
11. CO2 Monitoring & Sensors for Code Compliance – this is currently categorized under "Food and Beverage," is this accurate or should this be moved to Life Safety/Fire?
12. The following projects were included in FY 2019/20 CapEx budget; however, are not in the FY 2020/21 Proposed CapEx budget and have no actuals through



February. Please explain why these are not included in FY 2020/21 CapEx (i.e. completed, re-prioritized, combined with other projects):

- a. Escalator Covered Canopy Lighting
- b. Fire Sprinkler System (2018/19 carryover)
- c. Loading Dock Security & Safety (2018/19 carryover)
- d. Miscellaneous (2018/19 carryover)
- e. Premium Areas/Special Event Assets (2018/19 carryover)
- f. Hot Water Additions for Sump Pump (2018/19 carryover)
- g. Enhance Stadium Security Perimeter
- h. Access Control System (2018/19 carryover)
- i. Security Cameras (2018/19 carryover)
- j. Security Fencing (Gate C Escalator)
- k. Community Room Build Out (2018/19 carryover)
- l. Concession Signage
- m. Carbon Dioxide (CO2) Alarms





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- All FY2019/20 NFL Games have been completed with total surcharge of \$8.4M. SCSA does not have any questions.

## **Stadium Builder License (SBL) Receivables**

<b>SBL Receivables</b>			
	<b>2018/19</b>	<b>2019/20</b>	<b>2020/21</b>
SCSA Final Budget	\$ 27,214,000	\$ 25,416,000	
SCSA Actuals/Projections	\$ 26,750,973	\$ 31,694,795	
StadCo Projection		\$ 25,900,000	
StadCo Proposed Budget			\$ 24,213,000

- StadCo's 2019/20 projection is \$25,900,000; however, SCSA projects SBL receivables to be closer to \$31,700,000.
- March is the biggest month for SBL receipts due to the March 1<sup>st</sup> annual due date for SBL holders who financed their SBL.

<b>SCSA SBL Receipts in March</b>	
March 2016	\$ 21,767,743
March 2017	\$ 22,496,106
March 2018	\$ 23,450,012
March 2019	\$ 17,340,039
Average March SBL Receipts (2016-2019)	\$ 21,263,475
StadCo's Projected March 2020 SBL Receipts	\$ 15,468,680

- Based on what has been collected by SCSA to date and the average of what has been received in March for the past four years, SCSA projects 2019/20 SBL receivables to be \$31,700,000 see table below:

<b>SCSA 2019/20 SBL Receivable Projection</b>	
2019/20 SBL Receipts Through December 2019	\$ 10,431,320
March 2020 SCSA Projected SBL Receivables	\$ 21,263,475
SCSA 2019/20 Projected SBL Receivables	\$ 31,694,795

**Please explain your assumptions on why the March SBL receivables are projected to be \$5.8 million lower than what has been collected on average in the past four years. This information is important in order for the SCSA to calculate total transfers to debt service as well as the prepayment offering to Term A in 2020/21 based on excess SBL revenue.**

Stadium Manager's Response:

Every year there are prepayments made by SBL holders that impact the amortization schedule. Taking the average over the previous four years is not an accurate way to project SBL receipts and is analyzing with no prior context.

We have also included a downward adjustment of \$188k as an allowance for customer refunds due to the SCSA failure to execute SBL contracts in a timely manner. Many of those contracts have now been voided because of the SCSA administrative inaction, and certain of the customer payments will need to be refunded.

Please note the updated projections.

- StadCo's 2020/21 proposed budget for SBLs is \$24,213,000 which is \$1,687,000 lower than StadCo's 2019/20 projection and \$7,482,000 lower than SCSA's 2019/20 projection.

**Since the annual payments related to financed SBLs is flat over the 10-year term please provide an explanation and all of the assumptions that were factored into the 2020/21 reduced budget.**

Stadium Manager's Response:

- 1,122 new SBLs sold at \$5.9k average SBL price, for a total new revenue of \$6.6M
- 3% gross default rate (on all outstanding payments)
- New SBLs are assumed to be financed 90% of the time at the existing 10-year / 8.5% financing terms
- These assumptions are consistent with prior year budgeting

**Please provide details on defaulted SBLs and SBL seat relocations to date. This information is important to understand the current year projections as well as next year's proposed budget.**

Stadium Manager's Response:

Please see the quarterly update that was submitted to Rachel Copes on Wednesday, January 29, 2020.

**STR Marketplace** (This is an online marketplace where SBL owners can sell their SBLs directly to 3<sup>rd</sup> parties. Based on an agreement with STR, SCSA receives a portion of these transactions with a minimum \$325,000 annual fee due to SCSA).

- StadCo's FY 2019/20 projection of \$325,000 is in line with SCSA's projection based on FY 2019/20 average Monthly STR Fees. SCSA does not have any questions.

STR Marketplace			
	2018/19	2019/20	2020/21
SCSA Final Budget	\$ 545,000	\$ 345,000	
SCSA Actuals/Projections	\$ 387,203	\$ 325,000	
StadCo Projection		\$ 325,000	
StadCo Proposed Budget			\$ 392,000

### **Non-NFL Events (Net)**

Note: StadCo provided a cash-based budget (which is required for the Trust), therefore, the 2019/20 projection and 2020/21 budget (not provided) are related to the 2018/19 and 2019/20 Non-NFL Events, respectively.

**Please provide the projected Non-NFL Event activity at the gross level (revenues and expenses) for the events that were held in the Stadium Authority's 2019/20 Fiscal Year (April 1, 2019 – March 31, 2020).**

#### **Stadium Manager's Response:**

Please review the quarterly reports that were saved on the SCSA laptop on February 26, 2020. These show known revenues and expenses at the gross level for Non-NFL events during the 2019/20 Fiscal Year, but as noted on the quarterly reports they are not yet complete. The net figure for the 2019/20 fiscal year is still TBD as several adjustments to 2019/20 Non-NFL event expenses, including charges from the City and review of SCSA's expense classifications, are still pending (see footnote \*\* on 2/14/2020 budget submission).

While we are unable to provide a figure for the 2019/20 fiscal year due to the several adjustments/charges to Non-NFL events, the estimated range for 2019/20 Non-NFL events is a net shortfall of between (\$1.7M - \$2M), inclusive of Non-NFL event staff time and public safety cost invoices received for prior fiscal years.

This range includes:

- Estimates for the charges from the City of Santa Clara for ticketed and catered events, which are up significantly YoY. Although we are still waiting for invoices for a number of events, we are estimating total charges from the City to be in the range of \$1.4M. The charges from the City for ticketed events are up significantly. Comparing the Rolling Stones show in 2019 to the Beyonce show in 2018, the charges from the City are up by 57%, which is an increase of \$110,000 for a single event.

Both events had similar attendance and an identical number of calls for service.

- A reduction in Catered Events estimates for the current year based on recent public health issues. Most of the events that were scheduled for March 2020 have been postponed. The estimated gross revenue from these events is \$750k.
- In reviewing prior year catered events with the City's auditors, JS Held, we noted that a number of events were previously incorrectly recorded as SCSA events. These events fall into two categories:
  - Events that were hosted in Tenant Exclusive Areas. These events are StadCo revenue year-round pursuant to Section 4.3.1(a) of the Stadium Lease.
  - Events that were hosted for sponsors of the 49ers during the Tenant Season. These events are StadCo revenue pursuant to Section 4.8.2(b) of the Stadium Lease.
  - We have properly classified these events to StadCo revenue for the year ending 3.31.20.
- Please note that we are still awaiting your response to my email dated 2.11.20 and the documents requested with respect to your worker's comp invoices. Accordingly, there is no adjustment available nor any reflected for those costs relating to non-NFL events.

As a reminder, the proposed budget for 2020/21 is on a cash basis. The SCSA's recent meeting materials and other publications misstate the information you are being provided with. The TBD listed for 2020/21 relates to Non-NFL events for the 2019/20 year. See response to question 5 for 2020/21 non-NFL events.

**Please provide the budgeted Non-NFL Event activity at the gross level (revenues and expenses) for the Stadium Authority's 2020/21 Fiscal Year (events that will occur April 1, 2020 – March 31, 2021).**

Stadium Manager's Response:

Although we have explained this to your predecessors, there still appears to be some confusion at City Hall over this issue. In addition to the lengthy record of correspondence on this topic detailing the reasons why detailed revenue and expense assumptions for ticketed events are not provided, please note that the majority of "event revenue" from ticketed events is not



SCSA revenue. That revenue is typically remitted to the Promoters/Artists. This is the case for nearly every major touring concert. The SCSA revenue from these events is typically in the form of F&B commissions, ticket surcharges, and ancillary revenues. It is therefore incorrect for you to budget event ticket revenue as SCSA revenue.

The situation with respect to Catered Events is a bit different. For those events, the SCSA revenue typically includes facility rent and F&B commissions. The event customers may also request specific outside services for their event, such as speakers or entertainers, but those costs are paid by the customers not the SCSA. If you would like us to provide additional budget detail with respect to Catered Events, we can do that.

We reviewed your annual budget for the Santa Clara Convention Center, which is a single page showing "Operating Income" of \$7.5M and "Net Income" of \$54,000. We can use that as a template for the Catered Event budget. Please provide us with the supporting detail for the individual line items.

If you have a different budget template in mind, please provide us with a sample budget from another comparable entertainment venue that provides the level of detail you would like to see.

It will take us a bit more time to produce this level of budget detail, but we are happy to do it if you find the information useful. We had discussed with Ms. Kraetsch the cost/benefit of the additional reporting costs that are layering on top of this business segment, but apparently you have studied that issue and concluded that the additional cost is worthwhile.

When projecting events for 2020/21, we will continue to monitor the evolving Coronavirus (COVID-19) situation and consult with regional health authorities and medical experts to ensure the safety of our employees and guests. At this time, there are no plans to cancel or postpone future ticketed events but as you are aware the situation is very fluid.

We estimate 2020/21 Non-NFL events to net a profit in the range of \$1.5M - \$2M. On a cash basis, this will be reflected in the 2021/22 budget.



**Non-NFL Ticket Surcharge** (\$4 per ticket sold)

Non-NFL Ticket Surcharge				
		2018/19	2019/20	2020/21
SCSA Final Budget	\$	1,800,000	\$ 1,232,000	
SCSA Actuals/Projections	\$	1,592,588	\$ 735,000	
StadCo Projection			\$ 736,000	
StadCo Proposed Budget				\$ 612,000

- StadCo's 2019/20 projection is \$736,000 and corresponds to the known ticketed events that are complete for FY 2019/20 and associated ticket surcharge. See table below for summary by event.

<b>2019/20 Projected Non-NFL Ticket Surcharge by Event</b>				
<b>Date</b>	<b>Event</b>	<b># of Tickets</b>	<b>Non-NFL Ticket Surcharge</b>	
4/13/2019	Monster Jam	37,891	\$	151,564
4/28/2019	Wedding Fair	381	\$	1,524
5/12/2019	USWNT Soccer Game	20,195	\$	80,780
7/20/2019	ICC Soccer: Benfica vs Chivas	14,945	\$	59,780
8/18/2019	Rolling Stones Concert	48,544	\$	194,176
9/6/2019	HS Football Series	4,754	\$	19,016
12/6/2019	PAC-12 Championship Game	27,012	\$	108,048
12/30/2019	Redbox Bowl	30,152	\$	120,608
<b>SCSA Projected Non-NFL Ticket Surcharge</b>			<b>\$</b>	<b>735,496</b>

- StadCo's FY 2020/21 proposed budget is \$612,000, a reduction of \$124,000 compared to FY 2019/20 projection and \$980,000 reduction compared to FY 2018/19 surcharge received.

**Please provide the detailed assumptions by event category used to calculate this number. These assumptions should tie to the Marketing Plan.**

**Stadium Manager's Response:**

See the list below for the "sold ticket" assumptions by event category used in budgeting the Non-NFL Ticket Surcharge for 2020/21.

Concerts (3): 107,000  
Other (1): 36,000

This corresponds to the Marketing Plan of four ticketed events. Please note the updated projection in the attached 2020/21 Budget.

### Interest Income

Interest Income			
	2018/19	2019/20	2020/21
SCSA Final Budget	\$ 794,000	\$ 938,000	
SCSA Actuals/Projections	\$ 1,001,640	\$ 1,023,632	
StadCo Projection		\$ 974,000	
StadCo Proposed Budget			\$ 896,000

StadCo's 2019/20 projection is \$974,000 however SCSA's projection for interest is closer to \$1,024,000. See table below:

2019/20 SCSA Projected Interest Income			
Month	Cash Balance	Interest	Effective Interest Rate
April-19	\$ 49,618,914	\$ 77,691	1.88%
May-19	50,630,296	81,187	1.92%
June-19	59,429,975	75,326	1.52%
July-19	60,237,300	81,388	1.62%
August-19	61,040,323	84,297	1.66%
September-19	70,200,366	81,721	1.40%
October-19	66,783,999	74,349	1.34%
November-19	71,930,387	71,137	1.19%
December-19	76,529,844	74,018	1.16%
January-20	78,173,844	99,041	1.52% *
February-20	78,851,742	99,900	1.52% *
March-20	97,540,348	123,577	1.52% *
SCSA Projected Interest Income		\$ 1,023,632	

\*Used estimated cash balances and 1.52% as interest rate assumption for January 2020 through March 2020 calculations

**Please provide details and assumptions on how the projection of \$974,000 was developed.**

Stadium Manager's Response:

The projected actuals were conservative in nature and based on actuals through December with an average run rate of estimated cash balances for the remaining months. The budget has been amended to reflect your \$1,023,632 as the projected interest income for FY 2019/20.

- StadCo's FY 2020/21 proposed budget is \$896,000.

**Please provide assumptions and calculations used to determine the interest income budgeted amount of \$896,000.**

Stadium Manager's Response:

The assumptions were an average of 2% interest on projected capex, operating, and debt service reserve balances, and assumes interest on the waterfall accounts is roughly flat year over year. If there are different interest rates and average balances that you prefer to be used for the 2020/21 budget, please advise.

### **SCSA Stadium Manager Shared Expenses**

<b>Stadium Manager Shared Expenses</b>			
	<b>2018/19</b>	<b>2019/20</b>	<b>2020/21</b>
SCSA Final Budget	\$ 8,076,000	\$ 8,716,000	
SCSA Actuals/Projections	\$ 7,433,507		
StadCo Projection		\$ 7,264,000	
StadCo Proposed Budget			\$ 8,848,000

- StadCo's 2019/20 projection is \$7,264,000. During the 2019/20 budget process ManCo provided a detailed breakout of the current year projected expenses.

**Please provide the detailed breakout for the 2019/20 projection in the same manner as the SCSA Annual Shared Stadium Expense Budget (by department and expense type).**

Stadium Manager's Response:

Please see the attached file.



**Please provide an organizational chart and position classification list for each department (Security, Stadium Ops, Engineering, Guest Services, and Groundskeeping).**

Stadium Manager's Response:

Please see the attached file.

**Total compensation increased by about 4.6% or \$208,059, but the FTE decreased by 3 (from 61 to 58). Please provide a description of the new position in Stadium Ops as well as the reasons for adding these positions.**

Stadium Manager's Response:

The new positions are (1) Vice President, Stadium Operations & Strategic Planning and (2) Procurement Manager. These positions were added to assist in operations and procurement.

**For Outside Services cost, please provide the details supporting each expense, including payments, contracts, and invoices.**

Stadium Manager's Response:

There is a separate process for providing copies of contracts, invoices, etc. for prior year expenses.

**Please explain the procurement plan for any contracted services.**

Stadium Manager's Response:

We have attempted on several occasions to meet with the SCSA staff to discuss this matter, specifically with Mark Giovannetti. In May 2019, Mr. Giovannetti told us that he would be happy to meet with us to discuss the City's new procurement procedures, but those requests were later denied by Ms. Santana on June 6, 2019. We will send another letter to Mr. Giovannetti requesting that meeting.

- StadCo's 2020/21 budget is \$8,848,000 which is \$132,745 higher than the 2019/20 budget. The table below shows the differences between the 2020/21 budget and the 2019/20 budget at the department level.



## Stadium Manager

### 2019/20 to 2020/21 Change in Budgeted Shared Stadium Expenses Change in Santa Clara Stadium Authority Proportionate Share of Stadium Expenses

	Security		Stadium Operations		Engineering		Guest Services		Groundskeeping		Total	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Total Compensation	\$ (56,759)	-12%	\$ 290,967	14%	\$ 85,371	6%	\$ (103,849)	-21%	\$ (7,671)	-9%	\$ 208,059	5%
Travel, Meals & Entertainment	(1,093)	-100%	(2,550)	-1%	-	0%	4,377	12%	(963)	-32%	(230)	0%
Outside Services	(28,635)	-3%	46,914	5%	(248,821)	-36%	(6,650)	-89%	249,277	1538%	12,099	0%
General Supplies	(37,594)	-96%	1,850	3%	78,000	0%	12,599	18%	(1,986)	-3%	52,868	23%
Telephone	(2,857)	-36%	52,501	23%	-	0%	(744)	-14%	36	9%	48,936	19%
Equipment	(87,516)	-92%	(50,502)	-18%	12,250	78%	(6,752)	-10%	(6,336)	-73%	(138,857)	-30%
Uniforms	(121)	-2%	-	0%	250	20%	(9,219)	-11%	(186)	-20%	(9,276)	-10%
Other	(3,278)	-100%	(5,500)	-11%	(3,750)	-75%	(28,323)	-49%	-	0%	(40,853)	-35%
<b>Subtotal</b>	<b>\$ (217,853)</b>	<b>-13%</b>	<b>\$ 333,680</b>	<b>8%</b>	<b>\$ (76,700)</b>	<b>-4%</b>	<b>\$ (138,561)</b>	<b>-17%</b>	<b>\$ 232,171</b>	<b>131%</b>	<b>\$ 132,745</b>	<b>2%</b>

**Please provide an explanation for the changes between department budgets that changed by more than 5%.**

#### Stadium Manager's Response:

- **Security**
  - Director of Security and Security Coordinator positions eliminated
  - Savings in general supplies, outside services, and other equipment
- **Stadium Operations**
  - Procurement Manager and Vice President, Stadium Operations & Strategic Planning positions added
  - Shift of Guest Services Coordinator to Stadium Operations Coordinator
  - Increased stadium cleaning and medical services costs
  - Savings on computer equipment and other software
- **Guest Services**
  - Shift of Guest Services Coordinator to Stadium Operations Coordinator
  - Savings in Part Time Wages for Guest Services Staff
  - Training cost savings for service partners and hiring costs
- **Groundskeeping**
  - Change in field replacement methodology
  - Reduced equipment purchases

Please note the amended budget to reflect an additional allowance for Public Health initiatives to combat the COVID-19 situation, and adjusted part time wages.

## **SBL Sales and Service**

<b>SBL Sales and Service Expenses</b>			
	<b>2018/19</b>	<b>2019/20</b>	<b>2020/21</b>
SCSA Final Budget	\$ 2,324,000	\$ 2,221,000	
SCSA Actuals/Projections	\$ 1,771,307		
StadCo Projection		\$ 3,217,000	
StadCo Proposed Budget			\$ 3,610,000

- StadCo's 2019/20 projection is \$3,217,000, over budget by \$1,000,000.

**Please provide a detailed breakout for this projection similar to Stadium Manager Expenses (Compensation, Travel, Outside Services, General Supplies, etc.).**

Stadium Manager's Response:

Please see the detailed breakout attached.

**Please provide an organizational chart and position classification list for the employees included in the SBL Sales and Service departments.**

Stadium Manager's Response:

Please see the organizational chart attached.

**Please provide an explanation for the \$1,000,000 projection over the adopted budget of \$2,221,000.**

Stadium Manager's Response:

The adopted budget neglected to include the BNY catering costs.

- StadCo's 2020/21 proposed budget of \$3,610,000 is \$393,000 (or 12%) higher than the FY 2019/20 projection and \$1,389,000 (or 63%) higher than the adopted FY 2019/20 budget.

**Please provide a detailed breakout for this budget similar to Stadium Manager Expenses (Compensation, Travel, Outside Services, General Supplies, etc.).**

Stadium Manager's Response:

Please see the detailed breakout attached.

**Please describe the increase in this line item.**

**Stadium Manager's Response:**

This increase is primarily driven by forecasted sales commissions on a higher SBL revenue goal YoY (\$6.6M vs. \$4.8M) and an increase in prospecting events that have been beneficial for new SBL sales.

**Use of StadCo Tenant Improvements** (based on Exhibit R to the Stadium Lease the Stadium Authority is charged for the use of StadCo assets during Non-NFL events)

Use of StadCo Tenant Improvements			
	2018/19	2019/20	2020/21
SCSA Final Budget	\$ 236,000	\$ 182,000	
SCSA Actuals/Projections	\$ 256,263	\$ 197,000	
StadCo Projection		\$ 182,000	
StadCo Proposed Budget			\$ 73,000

- StadCo's 2019/20 projection is \$182,000, however SCSA's projection is approximately \$197,000 based on 8 "major events" and 50 "smaller events".

**Please provide calculations and assumptions behind the \$182,000 projection.**

**Stadium Manager's Response:**

Ticketed: \$142k  
Catered: \$40k

- StadCo's 2020/21 budget is \$73,000.

**Please provide calculations and assumptions behind the budgeted amount of \$73,000.**

**Stadium Manager's Response:**

Ticketed: \$39k  
Catered: \$34k

## Stadium Authority G&A Costs

Stadium Authority General and Administrative Costs (G&A)				
		2018/19	2019/20	2020/21
SCSA Final Budget	\$	1,685,000	\$ 2,480,000	
SCSA Actuals/Projections	\$	1,556,580	\$ 1,880,000	
StadCo Projection			\$ 2,480,000	
StadCo Proposed Budget				\$ 3,781,000

- StadCo's 2020/21 proposed budget of \$3,781,000 does not match SCSA's submittal of \$4,851,000.

**Please provide assumptions behind the budgeted amount of \$3,781,000.**

### Stadium Manager's Response:

As this budget is on a cash basis, the SCSA submitted projected actuals for FY19 of \$1.88M versus a \$2.48M budget. Since the full \$2.48M budgeted cash amount has already been received by the SCSA in the current year, this \$600k difference will be trued up in FY20 (the \$600k cash received but not used by the SCSA will be applied to 2020/21 expenses). Another \$200k for SCSA audit services of Non-NFL events has been reclassified and shifted to Non-NFL event expenses. Lastly, the \$270k Financial Management System project is budgeted in CapEx per the SCSA's original request.

## Management Co Base Fee

- StadCo's FY 2019/20 projection of \$232,000 is based on the Management Agreement. No questions.
- StadCo's FY 2020/21 proposed budget of \$246,000 is not based on the Management Agreement of 3% increase.

**Please describe the increase in this line item.**

### Stadium Manager's Response:

Thank you for the note. The budget has been amended to reflect \$239,000 as the Management Co Base Fee.

## Insurance Expense





- StadCo's FY 2019/20 projection and 2020/21 budget are both based on Stadium Lease Agreement.

**Please provide insurance documents for all Stadium-related policies with supporting invoices.**

Stadium Manager's Response:

As discussed with your predecessor, the Stadium Authority's rates are fixed per Section 8.3.1 of the Stadium Lease that states the Stadium Authority Insurance Share shall be calculated as follows: (i) for the first lease year the Stadium Authority Insurance Share shall equal two million five hundred fifty thousand dollars (\$2,550,000) and (ii) on the commencement of the second and each succeeding lease year, the insurance shall be increased by three percent (3%). This fixed rate for insurance was included in the Facility Rent calculation as part of Exhibit J.

Each year the SCSA receives a summary of insurance coverages (see attached) and certificates of coverage. If you would like copies of policies, we are happy to provide those as well.

### **Naming Rights**

- StadCo's FY 2020/21 proposed budget is \$30,000.

**Please confirm the proposed budget is for the Naming Rights Commission.**

Stadium Manager's Response:

Confirmed. The proposed budget is for commissions due October of 2020.

**Please indicate if the liquidated damages amount payable to the Stadium Authority and subsequent payment to Levi's has been included in the submitted budget. In addition, provide the calculation for liquidated damages.**

Stadium Manager's Response:

The Naming Rights Agreement provides that if in any three-year period there are fewer than 36 major non-NFL Events then the Naming Rights Sponsor is

entitled to a credit toward future years naming rights payments equal to \$15,000 times the difference between 36 and the actual number of major events. The first three-year would commence on March 1, 2015. Major Events are defined as events with an attendance of at least 25,000 people and includes any NFL games played by a team other than the 49ers. Since ManagementCo, pursuant to the Management Agreement is responsible for booking non-NFL events, ManagementCo has agreed to an amendment to the Management Agreement to require ManagementCo to reimburse Stadium Authority for any reduction in naming rights payment resulting from the 36 major event threshold not being met. There is no net cost to the Stadium Authority for this item.

A footnote has been added to the attached amended budget.

### **Other Expenses**

<b>Other Expenses</b>		<b>2018/19</b>	<b>2019/20</b>	<b>2020/21</b>
SCSA Final Budget	\$	105,000	\$ 110,000	
SCSA Actuals/Projections	\$	(33,900)		
StadCo Projection			\$ 100,000	
StadCo Proposed Budget				\$ 1,400,000

- StadCo's FY 2020/21 proposed budget is an increase of \$1,300,000 or 1300% from the FY 2019/20 projection of \$100,000. Footnote states that this is for additional Manager Operating Expenses for additional services requested by SCSA.

**Please provide a detailed explanation of this line item and why it increased by 1300%.**

Stadium Manager's Response:

Your math is a bit off. The projection for 2020/21 is actually \$2.4M, which is the sum of the \$1.3M estimate for next year, combined with the \$1M for the 2019/20 year reflected in the footnote.

The 2019/20 estimate of \$100K is the amount actually funded by the SCSA during the current fiscal year.

We expect the actual charges for this line item for 2019/20 will be in the range of \$1M, which will be invoiced to you in the coming months.

We provided this to you as a footnote to the Annual Budget Draft Submission:

\*\*\*\*\* Excludes additional Manager Operating Expenses for services requested by Stadium Authority in 2019 (~\$1M).

For 2019/20 these charges represent wages, benefits and overhead for Stadium Manager staff responding to requests for additional services by the Stadium Authority. Such services include: stadium document compliance, accounting, finance and human resources support for the SCSA.

For 2020/21, it is difficult for us to predict what additional services will be requested by the Stadium Authority; however, based on the significant 85% increase in Stadium Authority Overhead expenses, we would expect our administrative activity to increase dramatically in the upcoming fiscal year. New accounting headcount requested by the Stadium Authority to implement and manage the new SCSA financial management information system is also included in this line item.

### **Debt Service**

- Term A Interest: StadCo's 2019/20 projection of \$12,877,000 and 2020/21 budget of \$12,208,000 is in line with SCSA calculations. No questions.
- Term A Principal
  - StadCo's 2019/20 projection of \$12,876,000 is \$124,000 higher than SCSA calculation of \$12,752,000 (\$12,718,000 scheduled payment and \$34,000 accepted prepayment).
  - StadCo's 2020/21 proposed budget of \$14,022,000 is \$668,000 higher than the \$13,354,000 scheduled principal payment.

**Please explain the differences from the amortization schedule. Is this a timing issue?**

Stadium Manager's Response:

StadCo's projection for the Term A Principal payment is actually \$13,388,000 versus the \$12,876,000 stated above. The differences listed are due to timing.

- Lender Required Reserve deposit/withdrawal: there is a footnote that states “Pending status of NFL CBA, additional debt reserve funding of ~\$11.5M may be required”.

**When will the issue of additional debt reserve funding be resolved and what is the potential impact on SCSA?**

**Stadium Manager’s Response:**

CBA negotiations between the NFL and the NFLPA are ongoing. The potential impact to the SCSA is approximately \$11.5M and will be determined by the end of the fiscal year.

- Subloan Scheduled Principal: StadCo’s 2019/20 projection and 2020/21 budget do not match the schedule noted in the original agreement and reference a ledger credit.

**Please explain why these do not match the original amortization schedule.**

**Stadium Manager’s Response:**

The original amortization schedule was developed before the Subloan was adjusted in 2017. These adjustments were agreed upon and finalized with Angie Kraetsch.

- Subloan Current Interest: StadCo’s 2019/20 projection of \$2,146,000 is in agreement with SCSA calculations. StadCo’s 2020/21 proposed budget of \$1,591,000 is higher than the SCSA calculation of \$1,207,000.

**Please provide assumptions and calculations that support the 2020/21 budgeted interest amount.**

**Stadium Manager’s Response:**

- Scheduled StadCo Subloan principal payment of ~\$2.1M
- Additional StadCo Subloan principal payment of ~\$8M from net cash flows
- 5.5% interest rate on an estimated StadCo Subloan balance of \$29M

**FY2020 Annual Stadium Authority Draft Budget (CONFIDENTIAL)**  
DRAFT

	Budget	Proj Actuals		Budget
\$ in 000s	FY19 B	FY19	BvA	FY20 B
<b>REVENUE</b>				
Facility Rent	24,762	24,762	0	24,762
Ticket Surcharge @10%	8,142	8,412	270	8,665
SBL Receivables*	25,880	26,246	366	24,213
STR Marketplace	345	325	(20)	392
Non-NFL events (Net)**	750	19	(731)	TBD
Non-NFL Ticket Surcharge	1,232	736	(496)	572
Naming Rights***	6,754	6,754	0	6,957
Senior / Youth Fee	230	250	20	230
Interest Income	846	1,024	178	896
<b>Total Revenue</b>	<b>68,941</b>	<b>68,527</b>	<b>(413)</b>	<b>66,686</b>
<b>EXPENSES</b>				
SCSA Stadium Manager Shared Expenses - Paid to ManCo	8,716	1,452	7,264	8,993
SCSA Stadium Manager Shared Expenses - Withheld by SCSA	0	6,321	(6,321)	0
Utilities	1,551	1,490	61	1,597
SBL Sales & Service	3,439	3,217	222	3,610
Use of StadCo Tenant Improvements - Paid to ManCo	182	0	182	73
Use of StadCo Tenant Improvements - Withheld by SCSA	0	182	(182)	0
Stadium Authority Overhead ****	2,480	2,480	0	3,781
Management Co Base Fee (50% Share)	232	232	0	239
Non-NFL Ticket Fee \$2 Discretionary Fund Deposit*****	616	368	248	286
Ground Rent - Base	355	355	0	390
Ground Rent - Performance	215	0	215	0
Senior Youth Fee	230	250	(20)	230
Capital Expenditures	2,319	2,319	0	2,388
Insurance (Liability, Prop, Erthqk)	2,956	2,956	0	3,045
Naming Rights Expense	0	0	0	30
Other *****	929	66	863	1,400
<b>Total Expense Before Debt</b>	<b>24,219</b>	<b>21,687</b>	<b>2,532</b>	<b>26,062</b>
<b>Net Cash Flow Available For Debt</b>	<b>44,722</b>	<b>46,840</b>	<b>2,119</b>	<b>40,624</b>
<b>DEBT SERVICE</b>				
Bonds/Notes Interest (Term A Loan)	12,877	12,876	2	12,208
Bonds/Notes Principal (Term A Loan)	13,354	13,388	(34)	14,022
Lender required Reserve deposit / (withdrawal)*****	215	215	0	0
<b>Subtotal Takeout Debt Service &amp; Lender Reserves</b>	<b>26,447</b>	<b>26,479</b>	<b>(32)</b>	<b>26,230</b>
<b>Net Cash Flow Available for Subordinated Loan</b>	<b>18,275</b>	<b>20,361</b>	<b>2,086</b>	<b>14,394</b>
<u>StadCo Subordinated Loan</u>				
Scheduled Principal (subject to ledger credit)	2,128	2,128	0	2,245
Less: Principal Payment Reductions via Ledger Credit	0	0	0	0
Current Interest	2,146	2,146	0	1,575
<b>Subordinated Loan Principal + Current interest</b>	<b>4,273</b>	<b>4,273</b>	<b>0</b>	<b>3,820</b>
<b>Net Cash Flow After Mandatory Debt Service</b>	<b>14,001</b>	<b>16,087</b>	<b>2,086</b>	<b>10,574</b>
ManCo Line of Credit	0	6,323	(6,323)	0
Operating Reserve	338	338	0	348
Capex Reserve	1,159	1,159	0	1,194
<b>Net Cash Flow After Capex &amp; Opex Reserves</b>	<b>12,504</b>	<b>8,268</b>	<b>(4,236)</b>	<b>9,032</b>

\* ManCo has sold over 700 new SBLs since July 1, for a value of over \$4M to the SCSA. However, a number of these contracts were not signed by a representative of the SCSA.

Due to the SCSA's inaction, many of the contracts are now void. We will need to contact the customers and determine if they wish to execute new contracts, or if the initial deposits must be refunded.

\*\* Pending adjustments to 2019 Non-NFL event expenses including charges from the City and review of SCSA's expense classifications.

\*\*\* Naming Rights Partner may choose to reduce their payment, and in such case this reduction would be reimbursed by ManCo.

\*\*\*\* Represents budget proposed by SCSA staff net of projected true-up per SCSA.

\*\*\*\*\* Assumes that Public Safety Costs in excess of the Public Safety Cost Threshold will be reimbursed from the Discretionary Fund pursuant to Section 7.5.3 of the Stadium lease.

\*\*\*\*\* Excludes additional Manager Operating Expenses for services requested by Stadium Authority in 2019 (~\$1M).

\*\*\*\*\* Pending status of NFL CBA, additional debt reserve funding of ~\$11.5M may be required.

SCSA Annual Shared Stadium Expense Budget  
FY19 Budget, FY20 Draft Budget + 5-Yr Forecast

**FY19 Budget**

Category	Security	Stadium Ops	Engineering	Guest Services	Grounds	Total
Total Compensation	482,914	2,142,979	1,317,411	495,572	88,586	4,527,461
Travel, Meals & Entertainment	1,093	206,538	6,000	36,613	3,018	253,261
Outside Services	1,020,713	1,034,086	698,208	7,450	16,211	2,776,667
General supplies	39,202	60,000	0	70,056	58,968	228,226
Telephone	7,957	227,499	10,200	5,208	396	251,260
Equipment	95,610	283,690	15,750	64,752	8,736	468,538
Uniforms	5,245	0	1,250	87,319	936	94,750
Other	3,278	49,650	5,000	57,573	0	115,501
<b>Total</b>	<b>1,656,011</b>	<b>4,004,441</b>	<b>2,053,818</b>	<b>824,542</b>	<b>176,851</b>	<b>8,715,664</b>

Compensation Breakout:	Security	Stadium Ops	Engineering	Guest Services	Grounds	Total
FT Wages	370,246	1,297,191	856,315	230,878	61,565	2,816,194
PT Wages	0	433,232	0	154,804	0	588,036
Benefits	112,668	412,557	461,096	109,890	27,021	1,123,231
<b>Total Compensation</b>	<b>482,914</b>	<b>2,142,979</b>	<b>1,317,411</b>	<b>495,572</b>	<b>88,586</b>	<b>4,527,461</b>

# of FT Headcount	10	27	15	6	3	61
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**FY20 Draft Budget**

Category	Security	Stadium Ops	Engineering	Guest Services	Grounds	Total
Total Compensation	426,155	2,555,821	1,402,782	391,723	80,915	4,857,396
Travel, Meals & Entertainment	0	203,988	6,000	40,990	2,055	253,033
Outside Services	992,078	1,091,000	449,387	800	265,488	2,798,753
General supplies	1,608	61,850	78,000	102,655	56,982	301,095
Telephone	5,100	280,000	10,200	4,464	432	300,196
Equipment	8,094	225,688	28,000	58,000	2,400	322,182
Uniforms	5,124	0	1,500	78,100	750	85,474
Other	0	44,150	1,250	29,250	0	74,650
<b>Total</b>	<b>1,438,159</b>	<b>4,462,496</b>	<b>1,977,119</b>	<b>705,982</b>	<b>409,022</b>	<b>8,992,778</b>

Compensation Breakout:	Security	Stadium Ops	Engineering	Guest Services	Grounds	Total
FT Wages	320,746	1,637,150	876,330	191,644	60,602	3,086,472
PT Wages	0	366,317	79,842	106,638	0	552,797
Benefits	105,408	552,355	446,609	93,441	20,313	1,218,128
<b>Total Compensation</b>	<b>426,155</b>	<b>2,555,821</b>	<b>1,402,782</b>	<b>391,723</b>	<b>80,915</b>	<b>4,857,396</b>

# of FT Headcount	8	28	14	5	3	58
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**5-Yr Forecast**

Category	FY21	FY22	FY23	FY24	FY25
Total Compensation	5,003,118	5,153,212	5,307,808	5,467,042	5,631,054
Travel, Meals & Entertainment	260,623	268,442	276,495	284,790	293,334
Outside Services	2,882,716	2,969,197	3,058,273	3,150,021	3,244,522
General supplies	310,128	319,432	329,015	338,885	349,052
Telephone	309,202	318,478	328,032	337,873	348,009
Equipment	331,847	341,802	352,056	362,618	373,497
Uniforms	88,038	90,679	93,400	96,202	99,088
Other	76,890	79,196	81,572	84,019	86,540
<b>Total</b>	<b>9,262,562</b>	<b>9,540,438</b>	<b>9,826,652</b>	<b>10,121,451</b>	<b>10,425,095</b>

Compensation Breakout:	FY21	FY22	FY23	FY24	FY25
FT Wages	3,179,066	3,274,438	3,372,671	3,473,852	3,578,067
PT Wages	569,380	586,462	604,056	622,177	640,843
Benefits	1,254,671	1,292,312	1,331,081	1,371,013	1,412,144
<b>Total Compensation</b>	<b>5,003,118</b>	<b>5,153,212</b>	<b>5,307,808</b>	<b>5,467,042</b>	<b>5,631,054</b>

Table 9  
**Santa Clara Stadium Authority**  
**Currently Active Stadium Builder License (SBL) Summary<sup>(1)</sup>**

Through September 30, 2019										
Seat Value	SBL Seats Available	SBL Seats Sold as of 3/31/19	New SBL Sales	Net SBL Relocations	SBL Defaults	SBL Seats Sold	SBL Value	SBL Collected	% SBL Principal Collected	
141,392	100	100	-	-	-	100	\$ 14,082,625	\$ 11,966,318	85.0%	
80,000	938	930	-	7	(13)	924	73,920,000	63,952,301	86.5%	
40,000	2	2	-	-	-	2	80,000	61,976	77.5%	
30,000	4,869	4,554	6	3	(57)	4,506	135,180,000	117,010,112	86.6%	
20,000	3,395	2,965	12	(22)	(68)	2,887	57,740,000	49,065,304	85.0%	
15,000	7	7	-	-	(1)	6	90,000	59,499	66.1%	
12,000	2,167	2,118	7	12	(28)	2,109	25,308,000	21,438,998	84.7%	
10,000	9	7	-	-	-	7	70,000	57,422	82.0%	
6,000	20,623	20,441	86	60	(483)	20,104	120,624,000	96,192,406	79.7%	
5,000	14,301	13,164	63	20	(297)	12,950	64,750,000	53,041,175	81.9%	
4,000	917	913	3	4	(4)	916	3,664,000	3,254,731	88.8%	
3,000	94	94	-	-	(4)	90	270,000	206,822	76.6%	
2,500	45	45	-	-	(1)	44	110,000	87,211	79.3%	
2,000	18,373	14,881	57	(54)	(607)	14,277	28,554,000	23,999,107	84.0%	
1,000	39	38	-	(1)	(2)	35	35,000	28,469	81.3%	
<b>Total</b>	<b>65,879</b>	<b>60,259</b>	<b>234</b>	<b>29</b>	<b>(1,565)</b>	<b>58,957</b>	<b>\$ 524,477,625</b>	<b>\$ 440,421,849</b>	<b>84.0%</b>	
<b>Plus: Interest on financed SBLs</b>								<b>50,559,791</b>		
<b>Total Principal &amp; Interest</b>								<b>\$ 490,981,640</b>		

<sup>(1)</sup> This table does not include \$26.6 million that has been collected life-to-date from defaulted SBL holders.

**Ticketed Events Quarterly Report**  
**Event Flash Report**  
**For Events through 6/30/19**  
**Draft & Confidential**

	<b>Monster Jam</b> 4/13/2019	<b>Bay Area Wedding Fair</b> 4/21/2019	<b>USWNT vs South Africa</b> 5/12/2019	<b>Quarter 1 Totals</b>
<b>Statistical Data</b>				
Event Type	Motor Sport	Other	Soccer	
Tickets Sold	37,891	381	20,195	58,467
Scanned Attendance	39,701	781	20,464	60,946
Patron Parking - Main Lot	-	N/A	1,275	1,275
Patron Parking - Other	4,700	N/A	1,996	6,696
Total Parking	4,700	-	3,271	7,971

**Financial Data (see Important Note below)**

*Revenue (see Important Note below)*

Seating Bowl Revenue	1,152,329	22,431	5,730	1,180,490
TM Fees	-	-	-	-
Suite Ticket Revenue	20,844	-	19,296	40,140
F & B Revenue	203,773	6	108,984	312,763
Parking Revenue	176,110	-	132,170	308,280
Rent	-	-	-	-
Sponsorship	-	-	-	-
Merchandise	-	-	-	-
Other Revenue	2,189	-	-	2,189
<b>Total Revenue</b>	<b>1,555,246</b>	<b>22,436</b>	<b>266,180</b>	<b>1,843,862</b>

*Expenses (see Important Note below)*

Guest Service Representatives	63,516	3,531	35,839	102,886
Public Safety Cost	191,502	-	99,277	290,779
Security	124,603	3,058	68,662	196,323
Janitorial / Maintenance	25,733	5,580	79,102	110,415
Field Conversion / Replacement	368,638	-	-	368,638
Other Stadium Operations	54,049	3,044	49,246	106,340
Utilities	17,405	-	15,809	33,213
Other Gameday Staff	192,435	5,327	59,101	256,863
Transportation	45,000	-	25,288	70,288
Parking Operations	133,541	157	94,873	228,572
Parking - 3rd Party Lot Rental	23,455	-	11,860	35,315
Credit Card Fees	5,330	1,247	(357)	6,220
Catering	34,258	594	26,758	61,610
Partner Payments & Guarantees	679,107	-	-	679,107
Ticket Sales Commissions	1,454	-	-	1,454
Marketing Expense	-	-	14	14
Bowl Committee Expenses	-	-	-	-
Partner Reimbursement	-	-	(506,018)	(506,018)
<b>Total Expense</b>	<b>1,960,028</b>	<b>22,538</b>	<b>59,451</b>	<b>2,042,017</b>

<b>Net Revenue (see Important Note below)</b>	<b>\$ (404,782)</b>	<b>\$ (101)</b>	<b>\$ 206,729</b>	<b>\$ (198,155)</b>
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Non-NFL Ticket Surcharge	\$ 151,564	\$ 1,524	\$ 80,780	\$ 233,868
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**Net Revenue + Surcharge (see Important Note below)**

<b>\$ (253,218)</b>	<b>\$ 1,423</b>	<b>\$ 287,509</b>	<b>\$ 35,714</b>
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**Important Note:** All Revenue and Expenses presented includes actual data known to date, but is not complete. Invoices and other expense data are periodically updated as actual amounts become known. As such, the Net revenue amounts will change and are not final until all event Revenue and Expenses are known.



**Non-Ticketed Events Quarterly Report**  
**Event Flash Report**  
**For Events through 6/30/19**  
**Draft & Confidential**

	April	May	June	Quarter 1 Totals
<b>Statistical Data</b>				
Number of Events	7	5	8	20
Number of Attendees	2,560	1,293	1,884	5,737
<b>Financial Data (see Important Note below)</b>				
<i>Revenue (see Important Note below)</i>				
Revenue	389,249	150,491	272,058	811,798
Sales Tax	(6,894)	(3,105)	(6,932)	(16,931)
Food & Beverage Commissions	52,611	14,894	20,352	87,857
<b>Total Revenue</b>	<b>434,966</b>	<b>162,279</b>	<b>285,478</b>	<b>882,724</b>
<i>Expenses (see Important Note below)</i>				
Guest Service Representatives	9,217	5,401	16,125	30,743
Audio/Visual Event Day	2,253	5,401	3,821	11,476
Audio/Visual Rental	-	-	-	-
Nelson Event Staffing	9,534	3,645	12,957	26,135
Nelson Stage Staffing	2,710	1,637	10,596	14,943
Food & Beverage	182,711	57,237	72,940	312,889
Food & Beverage Bill Labor	20,150	5,350	4,925	30,425
Food & Beverage Sales Tax	22,412	6,828	8,588	37,828
Food & Beverage Service Charge	46,163	13,280	17,554	76,996
Linens	3,533	1,086	1,693	6,312
Game Rental	-	-	-	-
Other Rental	-	487	1,063	1,550
Security	11,000	5,043	4,478	20,522
Public Safety	6,305	5,586	-	11,891
Cleaning	11,269	4,551	9,217	25,037
Recycling	691	412	937	2,040
Janitorial Supplies	1,152	582	848	2,582
Entertainment	3,585	6,420	-	10,005
Parking	1,025	-	-	1,025
Signage	-	-	-	-
Other Food & Beverage	193	65	-	258
Credit Card Fees	14,010	5,090	969	20,068
Miscellaneous	1,949	454	1,007	3,409
<b>Total Expense</b>	<b>349,864</b>	<b>128,555</b>	<b>167,717</b>	<b>646,136</b>
<b>Net Revenue (see Important Note below)</b>	<b>\$ 85,102</b>	<b>\$ 33,725</b>	<b>\$ 117,761</b>	<b>\$ 236,588</b>

**Important Note:** All Revenue and Expenses presented includes actual data known to date, but is not complete. Invoices and other expense data are periodically updated as actual amounts become known. As such, the Net revenue amounts will change and are not final until all event Revenue and Expenses are known.

**Ticketed Events Quarterly Report**  
**Event Flash Report**  
**For Events through 9/30/19**  
**Draft & Confidential**

	ICC: Chivas vs Benfica 7/20/2019	Rolling Stones: No Filter Tour 8/18/2019	High School Football Series 9/16/2019	Quarter 2 Totals
<b>Statistical Data</b>				
Event Type	Soccer	Concert	High School Football	
Tickets Sold	14,945	48,558	4,754	68,257
Scanned Attendance	15,575	47,442	4,625	67,642
Patron Parking - Main Lot	306	1,587	N/A	1,893
Patron Parking - Other	1,216	4,152	N/A	5,368
Total Parking	1,522	5,739	-	7,261
<b>Financial Data (see Important Note below)</b>				
<i>Revenue (see Important Note below)</i>				
Seating Bowl Revenue	974,905	9,902,028	99,154	10,976,087
TM Fees	82,040	569,282	-	651,322
Suite Ticket Revenue	26,967	176,350	510	203,827
F & B Revenue	90,431	371,063	7,720	469,213
Parking Revenue	63,765	264,116	16,705	344,586
Rent	-	-	-	-
Sponsorship	-	-	-	-
Merchandise	-	-	-	-
Other Revenue	918	51,020	-	51,938
<b>Total Revenue</b>	<b>1,239,025</b>	<b>11,333,859</b>	<b>124,089</b>	<b>12,696,973</b>
<i>Expenses (see Important Note below)</i>				
Guest Service Representatives	58,840	95,724	9,177	163,741
Public Safety Cost	298,724	296,331	14,250	609,305
Security	124,108	267,630	18,935	410,674
Janitorial / Maintenance	105,200	138,999	14,314	258,513
Field Conversion / Replacement	-	60,475	-	60,475
Other Stadium Operations	59,159	158,269	2,192	219,620
Utilities	17,201	20,997	45	38,243
Other Gameday Staff	62,118	495,048	16,879	574,045
Transportation	51,355	75,253	-	126,608
Parking Operations	107,040	132,402	7,259	246,701
Parking - 3rd Party Lot Rental	21,010	35,042	-	56,052
Credit Card Fees	3,487	512	520	4,519
Catering	68,597	109,547	2,963	181,107
Partner Payments & Guarantees	384,000	8,570,860	6,615	8,961,475
Ticket Sales Commissions	750	-	-	750
Marketing Expense	708	4,996	-	5,704
Bowl Committee Expenses	-	-	-	-
Partner Reimbursement	-	-	-	-
<b>Total Expense</b>	<b>1,362,298</b>	<b>10,462,082</b>	<b>93,151</b>	<b>11,917,531</b>
<b>Net Revenue (see Important Note below)</b>	<b>\$ (123,273)</b>	<b>\$ 871,777</b>	<b>\$ 30,938</b>	<b>\$ 779,443</b>
Non-NFL Ticket Surcharge	\$ 59,780	\$ 194,232	\$ 19,016	\$ 273,028
<b>Net Revenue + Surcharge (see Important Note below)</b>	<b>\$ (63,493)</b>	<b>\$ 1,066,009</b>	<b>\$ 49,954</b>	<b>\$ 1,052,471</b>

**Important Note:** All Revenue and Expenses presented includes actual data known to date, but is not complete. Invoices and other expense data are periodically updated as actual amounts become known. As such, the Net revenue amounts will change and are not final until all event Revenue and Expenses are known.

**Non-Ticketed Events Quarterly Report**  
**Event Flash Report**  
**For Events through 9/30/19**  
**Draft & Confidential**

	July	August	September	Quarter 2 Totals
<b>Statistical Data</b>				
Number of Events	2	3	3	8
Number of Attendees	255	660	1,100	2,015
<b>Financial Data (see Important Note below)</b>				
<i>Revenue (see Important Note below)</i>				
Revenue	44,692	192,882	130,355	367,930
Sales Tax	(990)	(2,777)	(4,061)	(7,828)
Food & Beverage Commissions	3,658	23,274	9,519	36,450
<b>Total Revenue</b>	<b>47,360</b>	<b>213,379</b>	<b>135,813</b>	<b>396,552</b>
<i>Expenses (see Important Note below)</i>				
Guest Service Representatives	1,348	4,508	5,329	11,185
Audio/Visual Event Day	218	1,098	1,299	2,615
Audio/Visual Rental	-	-	-	-
Nelson Event Staffing	2,315	6,620	7,702	16,637
Nelson Stage Staffing	-	7,765	6,256	14,021
Food & Beverage	20,331	88,936	35,970	145,236
Food & Beverage Bill Labor	600	5,660	3,625	9,885
Food & Beverage Sales Tax	2,302	10,302	4,366	16,970
Food & Beverage Service Charge	4,649	19,867	8,420	32,936
Linens	-	1,048	1,314	2,362
Game Rental	-	-	-	-
Other Rental	-	-	-	-
Security	579	1,961	2,016	4,556
Public Safety	-	-	-	-
Cleaning	869	2,304	4,536	7,710
Recycling	103	97	336	536
Janitorial Supplies	115	297	495	907
Entertainment	-	-	-	-
Parking	-	-	-	-
Signage	-	-	-	-
Other Food & Beverage	-	-	-	-
Credit Card Fees	535	1,092	2,846	4,472
Miscellaneous	-	499	539	1,038
<b>Total Expense</b>	<b>33,964</b>	<b>152,053</b>	<b>85,049</b>	<b>271,066</b>
<b>Net Revenue (see Important Note below)</b>	<b>\$ 13,396</b>	<b>\$ 61,327</b>	<b>\$ 50,764</b>	<b>\$ 125,486</b>

**Important Note:** All Revenue and Expenses presented includes actual data known to date, but is not complete. Invoices and other expense data are periodically updated as actual amounts become known. As such, the Net revenue amounts will change and are not final until all event Revenue and Expenses are known.

**Ticketed Events Quarterly Report**  
**Event Flash Report**  
**For Events through 12/31/19**  
**Draft & Confidential**

	<b>Pac-12 Championship 12/6/2019</b>	<b>Redbox Bowl 12/30/2019</b>	<b>Quarter 3 Totals</b>
<b>Statistical Data</b>			
Event Type	College Football	College Football	
Tickets Sold	27,012	30,152	57,164
Scanned Attendance	28,769	24,021	52,790
Patron Parking - Main Lot	858	1,512	2,370
Patron Parking - Other	1,684	1,715	3,399
Total Parking	2,542	3,227	5,769
<b>Financial Data (see Important Note below)</b>			
<i>Revenue (see Important Note below)</i>			
Seating Bowl Revenue	2,603,332	1,989,471	4,592,803
TM Fees	69,082	22,304	91,385
Suite Ticket Revenue	22,446	70,324	92,770
F & B Revenue	260,795	144,985	405,780
Parking Revenue	100,790	113,140	213,930
Rent	-	-	-
Sponsorship	26,000	525,900	551,900
Merchandise	-	13,193	13,193
Other Revenue	-	1,614,097	1,614,097
<b>Total Revenue</b>	<b>3,082,445</b>	<b>4,493,413</b>	<b>7,575,858</b>
<i>Expenses (see Important Note below)</i>			
Guest Service Representatives	72,012	63,600	135,612
Public Safety Cost	-	-	-
Security	170,437	116,268	286,705
Janitorial / Maintenance	114,687	93,501	208,189
Field Conversion / Replacement	-	-	-
Other Stadium Operations	18,803	33,296	52,100
Utilities	19,358	18,428	37,786
Other Gameday Staff	67,954	45,264	113,218
Transportation	46,350	12,227	58,577
Parking Operations	139,275	93,385	232,660
Parking - 3rd Party Lot Rental	15,474	474	15,949
Credit Card Fees	2,170	744	2,914
Catering	30,069	40,271	70,340
Partner Payments & Guarantees	5,250,000	3,600,000	8,850,000
Ticket Sales Commissions	4,067	-	4,067
Marketing Expense	106,131	115,494	221,624
Bowl Committee Expenses	-	248,225	248,225
Partner Reimbursement	(750,000)	-	(750,000)
<b>Total Expense</b>	<b>5,306,787</b>	<b>4,481,177</b>	<b>9,787,964</b>
<b>Net Revenue (see Important Note below)</b>	<b>\$ (2,224,342)</b>	<b>\$ 12,236</b>	<b>\$ (2,212,106)</b>
Non-NFL Ticket Surcharge	\$ 108,048	\$ 120,608	\$ 228,656
<b>Net Revenue + Surcharge (see Important Note below)</b>	<b>\$ (2,116,294)</b>	<b>\$ 132,844</b>	<b>\$ (1,983,450)</b>

**Important Note:** All Revenue and Expenses presented includes actual data known to date, but is not complete. Invoices and other expense data are periodically updated as actual amounts become known. As such, the Net revenue amounts will change and are not final until all event Revenue and Expenses are known.

**Non-Ticketed Events Quarterly Report**  
**Event Flash Report**  
**For Events through 12/31/19**  
**Draft & Confidential**

	October	November	December	Quarter 3 Totals
<b>Statistical Data</b>				
Number of Events	5	11	20	36
Number of Attendees	1,135	2,895	10,373	14,403
<b>Financial Data (see Important Note below)</b>				
<i>Revenue (see Important Note below)</i>				
Revenue	386,572	630,012	2,347,531	3,364,115
Sales Tax	(8,116)	(11,363)	(34,105)	(53,583)
Food & Beverage Commissions	22,503	60,647	317,280	400,430
<b>Total Revenue</b>	<b>400,960</b>	<b>679,296</b>	<b>2,630,706</b>	<b>3,710,962</b>
<i>Expenses (see Important Note below)</i>				
Guest Service Representatives	8,615	14,163	35,099	57,877
Audio/Visual Event Day	1,897	237	-	2,134
Audio/Visual Rental	-	-	-	-
Nelson Event Staffing	29,196	7,907	15,131	52,234
Nelson Stage Staffing	3,688	8,718	4,441	16,846
Food & Beverage	138,459	205,386	942,714	1,286,559
Food & Beverage Bill Labor	9,000	14,900	61,150	85,050
Food & Beverage Sales Tax	18,046	23,705	109,321	151,072
Food & Beverage Service Charge	28,299	42,203	210,812	281,313
Linens	2,434	1,661	-	4,095
Game Rental	-	-	-	-
Other Rental	3,412	4,134	4,384	11,930
Security	4,016	8,457	10,343	22,816
Public Safety	-	-	-	-
Cleaning	8,359	-	-	8,359
Recycling	434	1,525	-	1,959
Janitorial Supplies	511	1,303	4,668	6,481
Entertainment	-	-	5,040	5,040
Parking	489	-	5,612	6,101
Signage	-	-	-	-
Other Food & Beverage	209	-	227	437
Credit Card Fees	3,424	6,145	15,726	25,295
Miscellaneous	218	1,776	10,788	12,782
<b>Total Expense</b>	<b>260,707</b>	<b>342,220</b>	<b>1,435,454</b>	<b>2,038,381</b>
<b>Net Revenue (see Important Note below)</b>	<b>\$ 140,253</b>	<b>\$ 337,076</b>	<b>\$ 1,195,252</b>	<b>\$ 1,672,581</b>

**Important Note:** All Revenue and Expenses presented includes actual data known to date, but is not complete. Invoices and other expense data are periodically updated as actual amounts become known. As such, the Net revenue amounts will change and are not final until all event Revenue and Expenses are known.

## Shared Expenses FY2019/20 Projection

### SCSA Supporting Documentation

Stadium Manager Shared Expenses

Confidential

#### FY19 Budget

Category	Security	Stadium Ops	Engineering	Guest Services	Grounds	Total
Total Compensation	482,914	2,142,979	1,317,411	495,572	88,586	4,527,461
Travel, Meals & Entertainment	1,093	206,538	6,000	36,613	3,018	253,262
Outside Services	1,020,713	1,034,086	698,208	7,450	16,211	2,776,668
General supplies	39,202	60,000	0	70,057	58,968	228,227
Telephone	7,957	227,499	10,200	5,208	396	251,260
Equipment	95,610	283,691	15,750	64,752	8,736	468,539
Uniforms	5,245	0	1,250	87,319	936	94,750
Other	3,278	49,650	5,000	57,573	0	115,501
<b>Total</b>	<b>1,656,011</b>	<b>4,004,443</b>	<b>2,053,819</b>	<b>824,544</b>	<b>176,851</b>	<b>8,715,668</b>

Compensation Breakout:	Security	Stadium Ops	Engineering	Guest Services	Grounds	Total
FT Wages	370,246	1,297,191	856,315	230,878	61,565	2,816,194
PT Wages	0	433,232	0	154,804	0	588,036
Benefits	112,668	412,557	461,096	109,890	27,021	1,123,231
<b>Total Compensation</b>	<b>482,914</b>	<b>2,142,979</b>	<b>1,317,411</b>	<b>495,572</b>	<b>88,586</b>	<b>4,527,461</b>

#### FY19 Forecast

Category	Security	Stadium Ops	Engineering	Guest Services	Grounds	Total
Total Compensation	479,642	2,048,928	1,373,161	414,708	78,899	4,395,338
Travel, Meals & Entertainment	1,093	180,038	6,000	36,613	3,018	226,762
Outside Services	970,713	884,086	673,208	7,450	7,211	2,542,668
General supplies	39,202	30,000	0	70,057	48,968	188,227
Telephone	7,957	227,499	10,200	5,208	396	251,260
Equipment	95,610	273,691	15,750	49,752	8,736	443,539
Uniforms	5,245	0	1,250	77,319	936	84,750
Other	3,278	21,650	5,000	52,573	0	82,501
<b>*Total</b>	<b>1,602,740</b>	<b>3,665,892</b>	<b>2,084,569</b>	<b>713,680</b>	<b>148,164</b>	<b>8,215,045</b>

Compensation Breakout:	Security	Stadium Ops	Engineering	Guest Services	Grounds	Total
FT Wages	370,651	1,305,668	879,200	177,244	57,514	2,790,277
PT Wages	0	330,859	20,973	124,037	0	475,869
Benefits	108,992	412,401	472,987	113,426	21,385	1,129,192
<b>Total Compensation</b>	<b>479,642</b>	<b>2,048,928</b>	<b>1,373,161</b>	<b>414,708</b>	<b>78,899</b>	<b>4,395,338</b>

\*Does not include cash true up from prior year

## Shared Expenses - Organization Chart

**SCSA Annual Shared Stadium Expense Detail**  
**Stadium Manager Full-Time Positions**  
**FY19 Budget**

Security	Stadium Operations	Engineering	Guest Services	Groundskeeping
Director of Security	Executive Vice President & GM	Director of Engineering	Director of Guest Services	Manager, Groundskeeping
Director of Security	Executive Administrative Assistant	Chief Engineer	Guest Service Manager	Groundskeeper
Manager of Security	Director of Stadium & Event Operations	Administrative Engineering Coordinator	Guest Service Coordinator	Groundskeeper
Manager of Security	Director of Stadium Operations Logistics	Assistant Chief Engineer	Guest Service Coordinator	
Manager of Security	Director of Technical Operations	Stationary Engineer	Guest Service Coordinator	
Manager of Security	Senior Manager, Special Event Operations	Stationary Engineer	Guest Service Coordinator	
Security Coordinator	Senior Manager, Stadium Operations	Stationary Engineer		
Security Coordinator	Senior Manager, Stadium Operations	Stationary Engineer		
Security Coordinator	Senior Manager, Stadium Logistics	Stationary Engineer		
Security Coordinator	Manager, Stadium & Event Operations	Stationary Engineer		
	Manager, Stadium Operations, Warehouse & Dock Operations	Stationary Engineer		
	Manager, Stadium Logistics	Stationary Engineer		
	Manager, Stadium Operations & Logistics	Stationary Engineer		
	Technical Operations Manager	Stationary Engineer		
	IPTV Manager	Stationary Engineer		
	Stadium Operations, Systems & Reporting Manager	Apprentice Stationary Engineer		
	Locker Room Manager			
	Stadium Operations Project Manager			
	Stadium Operations Coordinator			
	Stadium Operations Coordinator			
	Stadium Events Coordinator			
	Project Coordinator			
	Warehouse Coordinator			
	Logistics Coordinator			
	Audio Visual Coordinator			
	Loading Dock Coordinator			
	Stadium Operations Staff			

## SBL Sales and Service FY 2019/20 Projection

### 2020 SCSA Budget Supporting Doc

#### Sales & Service Team Costs

#### FY19 Forecast

Category	Sales Team	Service Team	Total
Compensation	992,664	579,443	1,572,107
Discretionary	222,500	353,061	575,561
<b>Total</b>	<b>\$ 1,215,164</b>	<b>\$ 932,504</b>	<b>\$ 2,147,668</b>

Compensation Breakout:	Sales Team	Service Team	Total
FT Wages	447,397	356,018	803,415
Bonuses/Commissions	297,000	51,690	348,690
Benefits	248,267	171,735	420,002
<b>Total Compensation</b>	<b>\$ 992,664</b>	<b>\$ 579,443</b>	<b>\$ 1,572,107</b>

# of FT Headcount	11	8	19
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Discretionary Breakout:	Cost
SBL Member Events	137,505
SBL Advertising	125,000
Sales Enablement & CRM Software	149,104
SBL Focus Groups	41,200
Sales Training	22,500
Travel, Meals & Entertainment	10,000
Other	43,252
<b>Total</b>	<b>\$ 528,561</b>

SBL Finance & Ticket Ops	Finance/Ticket Ops	Total
Compensation	70,241	\$ 70,241

<b>FY19 SBL &amp; Service Team Sub-Total</b>	<b>\$ 2,217,909</b>
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+ BNY All-Inclusive	1,390,234
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<b>*FY19 Total SBL Sales &amp; Service Costs</b>	<b>\$ 3,608,143</b>
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\*Does not include \$392k cash true-up for prior year



**SCSA Annual Shared Stadium Expense Detail**  
**Sales and Service Full-Time Positions**  
**FY19 Budget**

Sales Team
SBL Director
Senior Membership Sales Consultant
Senior Membership Sales Consultant
Membership Sales Consultant
Membership Sales Consultant
Membership Sales Consultant
Membership Sales Consultant
Membership Sales Consultant
Membership Sales Consultant
Premium Sales Consultant
Premium Sales Consultant
Group Sales Consultant

Service Team
Director, Membership Service & Suite Activation
Senior Manager, Membership Service
Membership Service Consultant
Membership Service Consultant
Membership Service Consultant
Membership Service Consultant
Membership Service Consultant
Membership Service Consultant

**2020 SCSA Budget Supporting Doc**

Sales & Service Team Costs

**FY20 Budget**

Category	Sales Team	Service Team	Total
Compensation	1,160,879	654,722	1,815,601
Discretionary	202,500	335,350	537,850
<b>Total</b>	<b>\$ 1,363,379</b>	<b>\$ 990,072</b>	<b>\$ 2,353,451</b>

Compensation Breakout:	Sales Team	Service Team	Total
FT Wages	513,807	422,602	936,409
Bonuses/Commissions	340,540	55,015	395,555
Benefits	306,532	177,105	483,637
<b>Total Compensation</b>	<b>\$ 1,160,879</b>	<b>\$ 654,722</b>	<b>\$ 1,815,601</b>

# of FT Headcount	11	8	19
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Discretionary Breakout:	Total
SBL Member Events	127,000
SBL Advertising & Prospecting Events	175,000
Sales Enablement	119,750
SBL Focus Groups	41,200
Sales Training	22,500
Travel, Meals & Entertainment	12,500
Other	39,900
<b>Total</b>	<b>537,850</b>

SBL Finance & Ticket Ops	Total
Compensation	<b>\$ 73,753</b>

<b>FY19 SBL &amp; Service Team Sub-Total</b>	<b>\$ 2,427,204</b>
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+ BNY All-Inclusive	1,183,193
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<b>FY19 Total SBL Sales &amp; Service Costs</b>	<b>\$ 3,610,396</b>
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**For the SCSA to better understand FY 2020/21 potential for Non-NFL event revenue and expenditure, please provide event contracts for FY 2020/21, including but not limited to Monster Jam, Justin Bieber, and BTS.**

Stadium Manager's Response:

Monster Jam is on the final year of a three-year contract. This contract has previously been provided. As a result of the potential for postponements and the corona virus business interruption, contracts have not yet been signed for the two concerts. We will share them as soon as they are available.

**For staffing costs, please provide the individual positions within each department, their actual hours charged to Shared Expenses, their hourly rate, and all records with respect to charges for the salaries, benefits, and related costs.**

Stadium Manager's Response:

We would like to provide you with all reasonable levels of transparency into Stadium Authority expenses, but are not willing to disclose salaries, benefits, and other confidential information for Stadium Manager employees. We can provide you overall compensation information by department, or by other metrics that would be helpful to you. Please let me know if you have something in mind, or we can make some recommendations on the ways that we think this information can be produced in an anonymized way that will be helpful to you. If you believe that something in the Management Agreement directs a response, or a particular format, please let me know where to find it.

**There is a Stadium Insulation CapEx carryover line item for \$157,500. Why was the insulation not previously installed? Does the insulation have a warranty, and if so, for how long?**

Due to several scheduling conflicts, this CapEx project was unable to be completed during the 2019 fiscal year, and is listed as a carryover item in the 2020 SCSA CapEx budget submission. The original insulation was installed during the initial construction of the stadium, and with several years of wind and normal wear and tear, the exposed insulation requires some maintenance and potential replacement. The warranty for the original insulation expired two years after the Stadium's substantial completion.



**Does ManCo have a 40-year maintenance plan/condition assessment for the Stadium so that it can project and anticipate for expenses related to the aging of the facility?**

Stadium Manager has provided all of the plans and capital expenditure projections required pursuant to Section 4.8 of the Stadium Management Agreement.



**Questions for the Stadium Manager  
in reference to the  
2020/21 CapEx Budget**

*Per Article 4 of the Management Agreement, RECORDS, ACCOUNTS, BUDGETS AND REPORTS, Section 4.8 states that the Draft Capital Expenditure Plan (a) shall contain the Stadium Manager's proposed Capital Repairs to be made to the Premises during the upcoming Fiscal Year, (b) shall describe in reasonable detail any material discrepancies between the Stadium Manager's proposed Capital Expenditures for such Fiscal Year and the five (5) year projection of anticipated Capital Expenditures included in the previous year's Capital Expenditure Plan, and (c) shall include any Capital Expenditures for public safety that the Stadium Manager proposes be made consistent with the then approved Public Safety Plan.*

*As a result of the City's revocation of the Executive Director's authority to procure goods and services on behalf of the SCSA, as of November 8, 2019, the Stadium Manager must now seek approval from the Board and demonstrate that the Stadium Manager has properly and legally procured goods and services before Stadium Authority contracts may be executed.*

Note: SCSA may ask additional questions once the information requested below is provided.

**Capital Expenditures**

- The five-year CIP plan submitted for during the development of the FY 2019/20 totaled \$8.9 million for FY 2020/21 through FY 2023/24. The submittal for FY 2020/21 through FY 2023/24 totals \$13.2 million.
- 1. **The Financial Management System (\$270,000) was included in your CapEx submittal. There were numerous discussions around this item and, the Stadium Authority agreed to fund this project through the General and Administrative budget in the Operating Fund (Subject to subsequent court rulings on cost allocation). We have listed the Financial Management System in the Capital Projects with a note that the funding source is the Operating Fund.**

Stadium Manager's Response:

The Financial Management System is included in the SCSA's CapEx budget per your original request. Thank you.

2. **Please provide a description for the change in approach and/or reasons which resulted in the \$4.3 million or nearly 50% increase in the five-year plan.**

Stadium Manager's Response:

The five-year plan includes anticipated projects. The \$4.3M increase is a result of new public safety cost requests, code requirements and building engineering requirements. Examples of these projects include 2-Way CAD/24-4 Link and CO2 Monitoring and Sensors.

- a. **Provide a detailed list of all of the projects included in the 2019/20 five-year CapEx plan and the 2020/21 five-year CapEx plan.**

Stadium Manager's Response:

Please see the attached lists.

3. **While the FY 2021/22 through FY 2023/24 budgets average \$2.6 million, FY 2024/25's budget increases to \$10.4 million, which is a \$7.7 million increase (nearly 300%). Please explain what items are anticipated for FY 2024/25 that would result in such a large increase.**

Stadium Manager's Response:

Considering the long-term capital needs for the stadium, we anticipate that after year 10 of the stadium, there will be significant building improvements and replacements. This will require increased capital spending. However, we will continue to monitor and evaluate the needs of the facility and update this list as required on an annual basis.

4. **For the FY 2020/21 proposed CapEx plan and the projects that are being carried over from prior years, please provide a prioritization matrix identifying the needs for the projects such as health and safety, revenue generation, aesthetics/ customer experience, cost savings etc. and additional narrative and justification to further understand the need and importance of the proposed projects. If ManCo expects cost savings and/or other financial impacts, please provide this information so that SCSA understands the return on investment for the proposed capital projects.**

Stadium Manager's Response:

Please see the attached.

- 5. Given the carryover of capital funds from FY 2019/20 to 2020/21 because funded projects could not be procured or completed, please describe ManCo's plan to procure and substantially complete the projects during the next fiscal year which are proposed for funding for FY 2020/21. What is the timeline for project completion for all carryover projects and new projects?**

Stadium Manager's Response:

We have attempted on several occasions to meet with the SCSA staff to discuss this matter, specifically with Mark Giovannetti. In May 2019, Mr. Giovannetti told us that he would be happy to meet with us to discuss the City's new procurement procedures, but those requests were later denied by Ms. Santana on June 6, 2019. We will send another letter to Mr. Giovannetti requesting that meeting.

- 6. Two projects (Small Cooler and Ice Pack - \$250 and Mass Decontamination Hydrant Nozzles - \$1,608) not included in CapEx submittal. Were these incorporated into other projects? If not included, please explain why.**

Stadium Manager's Response:

These two projects do not meet the SCSA's capitalization threshold and should be budgeted elsewhere. Please advise.

- 7. Please provide pictures for the Replace Furniture for BNY Field Clubs, United, Levi's 501 & Yahoo clubs and Special Event Spaces project.**

Stadium Manager's Response:

Please see the attached photos.

- 8. Please provide plans for both the Concession Signage and Stadium Event Signage.**

- a. What types of signage recommended by fire marshal?**

Stadium Manager's Response:

The Santa Clara Fire Marshal has requested that the fire lane located outside of Gate D and Gate E be striped so that it is more visible and easier to keep clear. The Fire Marshal also has required floor delineation within the 100-service level corridor of the stadium to maintain demarcation of areas that allow golf cart parking and equipment storage and areas that don't. This would help maintain adequate path of travel/widths. The Fire Marshal has also mandated more "No Smoking" signage throughout the 300-level and 700-level concourses to help discourage smoking on those levels.



The following corrections and/or additions to stadium signage are also necessary:

- The Levi's 501 Club needs directional signage on both the main and outer concourses, and additional signage needs to be added to Sections 211 and 221 stating that there is no access to the Levi's 501 Club via those stairs.

- Additional signage to the SAP Tower is needed on both the 200-level and 300-level stating which sections are accessible through the tower.

- At Gate F, seating section directional signage needs to be added over the escalators.

- Directional signage to the fire gates in the Atrium breezeway needs to be added.

- The section numbers on the ground need to be replaced, and additional way finding hanging signage for seating section numbers on the 700-level concourse need to be added.

- There are a variety of locations inside the stadium that need floor striping including replacing line control striping on the 300 and 700 levels, replacing ADA blue lines behind the ADA seating sections, and re-striping at the top of the aisles to communicate "keep clear" and "Standing Room Only" sections on both concourses.

- At all gates and canopies, additional signage is needed for mobile ticketing information, Wi-Fi information, and egress information regarding rideshare.

- b. ManCo recently included Levy in a capital improvement presentation at the Quarterly coordination meeting. As part of the meeting, ManCo stated that improvements made by Levy, including concession signage would have no cost to the Stadium Authority. Is the Concession Signage in the proposed project related to the proposal made by Levy's in this Quarterly Meeting?**

Stadium Manager's Response:

Yes, this project was removed and incorporated into the Levy-funded Food and Beverage Upgrade project.



- 9. Please provide additional detail and justification for the Asphalt project (Slurry Coat – visitor parking on Tasman, Gold 4 & 5 parking lots and South Access Road).**

Stadium Manager's Response:

Given the high impacts and constant usage of these areas and spaces for back of the house operations, deliveries and event load in and out for events at the stadium, it is important that these spaces be maintained on a regular basis.

The industry standard depending on use is recommended anywhere between 5-7 years. Weather and schedule play a significant role in determining when this work can be performed. This work was budgeted last year, but then delayed, primarily due to weather and the event calendar. We remain within the recommended timeframe for Preventative Maintenance work to be performed.

- 10. Stationary Electric Pressure Washers – clarify that the demo stations proposed to be installed are like pilot/test stations to determine benefits to Stadium?**

Stadium Manager's Response:

Attachment included with proposed electric pressure washers. This purchase of a small quantity of pressure washers is indeed a test. Depending on the results, this could lead to future proposed expenditures.

- 11. CO2 Monitoring & Sensors for Code Compliance – this is currently categorized under “Food and Beverage,” is this accurate or should this be moved to Life Safety/Fire?**

Stadium Manager's Response:

This is a Food and Beverage project as a result of a recommendation and/or mandate from the Santa Clara Fire Department. This project will complete an assessment of the existing system and develop a Standard Operating Procedure to comply with the NFPA and Hazmat requirements and this new requirement imposed by the SCFD.

- 12. The following projects were included in FY 2019/20 CapEx budget; however, are not in the FY 2020/21 Proposed CapEx budget and have no actuals through February. Please explain why these are not included in FY 2020/21 CapEx (i.e. completed, re-prioritized, combined with other projects):**

**a. Escalator Covered Canopy Lighting**

Stadium Manager's Response:

Project resolved internally. No further action required at this time.

**b. Fire Sprinkler System (2018/19 carryover)**

Stadium Manager's Response:

Project resolved using internal and third-party solutions. No further action required at this time.

**c. Loading Dock Security & Safety (2018/19 carryover)**

Stadium Manager's Response:

Equipment and materials have been purchased. Installation of equipment may be re-submitted in a future budget. This project is not a high priority project at this time.

**d. Miscellaneous (2018/19 carryover)**

Stadium Manager's Response:

This project was an allowance to replace facility equipment and materials on an as needed basis. It was determined that there was not a need to use these funds during this fiscal year. New allowances are forecasted for upcoming fiscal years.

**e. Premium Areas/Special Event Assets (2018/19 carryover)**

Stadium Manager's Response:

Priority elements of project completed. Outstanding portions may be re-submitted in a future budget.

**f. Hot Water Additions for Sump Pump (2018/19 carryover) 208**

Stadium Manager's Response:

This project is complete.

**g. Enhance Stadium Security Perimeter**

Stadium Manager's Response:

This project is resubmitted in the FY 2020 budget under the line item titled, "Enhance Stadium Security Coverage."

**h. Access Control System (2018/19 carryover)**

Stadium Manager's Response:

This project is resubmitted in the FY 2020 budget under the line item titled, "Enhance Stadium Security Access Control."

**i. Security Cameras (2018/19 carryover)**

Stadium Manager's Response:

This project is resubmitted in the FY 2020 budget under the line item titled, "Enhance Stadium Security Coverage."

**j. Security Fencing (Gate C Escalator)**

Stadium Manager's Response:

This project is being re-evaluated and may be re-submitted in a future budget. This project is not a high priority at this time.

**k. Community Room Build Out (2018/19 carryover)**

Stadium Manager's Response:

The funding for this project was subject to identifying a mutually agreed upon location for development.

**l. Concession Signage**

Stadium Manager's Response:

This project cost was removed and incorporated into the Levy-funded Food and Beverage Upgrade Project.

**m. Carbon Dioxide (CO2) Alarms**

Stadium Manager's Response:

The 2019/20 Capex Project "Carbon Dioxide (CO2) Alarms" was deferred in 2019 and included in a larger building wide project on the 2020/21 Capex Project List. The new project title is called "CO2 Monitoring & Sensors for Code Compliance".

**Stadium Authority 5 year capital improvement detail through 2023**

PROJECT DESCRIPTION	COST	LIFE CYCLE	PROJECT TYPE	YEAR
Radio Booth Cabling	600,000	10	Audio/Visual	2019
Crestron Control & Building Operating Systems Upgrade	10,000	3	Audio/Visual	2019
Mechanical/Electrical Lighting	150,000	10	Electrical	2019
Escalator Covered Canopy & Lighting	100,000	5	Electrical	2019
Broadcast Booth Power	35,000	5	Electrical	2019
Concession Cart Cabling for Portable Carts	50,000	3	Electrical	2019
Slip and Fall Protection – South, Northeast, and Northwest Field Tunnels	30,000	2	FF&E	2019
Replace Furniture for BNY Field Clubs, United, Levi's 501, & Yahoo Clubs	1,600,000	5	FF&E	2019
Security & Life Safety Partitions & Dividers	68,000	3	FF&E	2019
Water Stations	14,350	5	FF&E	2019
Guest Services Booths	70,000	5	FF&E	2019
Concession Signage	2,500,000	5	Food and Beverage	2019
Concession Area	469,915	5	Food and Beverage	2019
Miscellaneous	100,000	1	General Building	2019
Stadium Event Signage	138,000	3	General Building	2019
Command Post Window Treatment	16,000	5	General Building	2019
Command Post Communications Equipment	58,000	3	General Building	2019
Stadium and Special Event Space Mats	75,000	2	General Building	2019
Walking Route Matting - North Side Locker Rooms	50,000	5	General Building	2019
Women's Locker Room	372,000	10	General Building	2019
ALC Graphic Upgrades	35,000	3	General Building	2019
Club Space Flooring	85,000	5	General Building	2019
Stadium Field Conduits	118,199	5	General Building	2019
Premium Areas/Special Event Assets	1,043,554	5	General Building	2019
Fire Sprinkler Extension	25,869	10	General Building	2019
Loading Dock Security and Safety	147,910	5	General Building	2019
Miscellaneous	21,350	3	General Building	2019
Install VFD Units on KX Fans for Soft Start Capabilities	300,000	10	HVAC/Mechanical	2019
Fire Sprinkler Extension	55,000	10	Life Safety/Fire	2019
CO2 Alarms for walk-in on ALC - Per Fire Marshal	45,000	3	Life Safety/Fire	2019
Hot Water Additions for Sump Pump	240,590	10	Plumbing	2019
Public Safety Equipment - SCPD and SCFD Requests	257,300	1	Public Safety	2019
Fencing on Tasman	70,000	1	Public Safety	2019
Permanent Changeable Street Signage for Public Safety & Traffic Control	1,000,000	10	Public Safety	2019
Public Safety Equipment - SCPD and SCFD Requests	439,090	5	Public Safety	2019
Card Reader Install for North & South Camera Booths	84,000	3	Security	2019
Camera, RFID, Rolling Gate Remotes for Security & Public Access	250,000	5	Security	2019
Security Cameras	54,128	5	Security	2019
Access Control System	115,276	5	Security	2019
Insulation Services 400/500 Underside above 300 level	150,000	5	Site	2019
Gate C Under Stair Fencing to Cover Security Area	45,000	5	Site	2019
LED's for Gold 4 & 5	50,000	5	Site	2019
Rust Prevention Mitigation - Stadium Perimeter Railings, Beams, etc.	90,000	3	Site	2019
Stadium Event Power Upgrades and Switchgear Electrical	42,714	5	Site	2019
Asphalt - Slurry coat - seal and stripe all parking lots	190,000	5	Site	2019
Community Room Build Out	600,000	10	Site	2019
200 C4 Elevator Door Reconfiguration	20,000	10	Vertical Transport	2019
Part 2: Fiber & Low Voltage Cabling Backbone into Radio Booths	600,000	10	Audio/Visual	2020
Beverage Distribution System	50,000	5	Food and Beverage	2020
Concession Stand Equip.	50,000	5	Food and Beverage	2020
Coolers - Walk-In	50,000	10	Food and Beverage	2020
Main Kitchen Equip.	50,000	5	Food and Beverage	2020
Aesthetic Improvements - General areas /coatings main decks	200,000	5	General Building	2020
Miscellaneous	100,000	1	General Building	2020
Condenser Water Pump(s)	75,000	5	HVAC/Mechanical	2020

**Stadium Authority 5 year capital improvement detail through 2023**

PROJECT DESCRIPTION	COST	LIFE CYCLE	PROJECT TYPE	YEAR
Cooling Towers	50,000	5	HVAC/Mechanical	2020
Variable Frequency Drive(s)	50,000	5	HVAC/Mechanical	2020
Heater Exchanger	50,000	1	HVAC/Mechanical	2020
HVAC	100,000	5	HVAC/Mechanical	2020
Fire Alarm System	50,000	5	Life Safety/Fire	2020
Smoke Evac System	50,000	5	Life Safety/Fire	2020
Lift Station	50,000	5	Plumbing	2020
Plumbing Fixtures	50,000	5	Plumbing	2020
Plumbing	100,000	5	Plumbing	2020
Plumbing for Water Fill Stations	125,000	5	Plumbing	2020
Santa Clara Public Safety Equipment	110,000	1	Public Safety	2020
Credential Machine	25,000	5	Security	2020
Surveillance Cameras	50,000	5	Security	2020
Surveillance - CCTV System	50,000	5	Security	2020
Surveillance - Command Center Equipment	50,000	5	Security	2020
Security	150,000	5	Security	2020
Asphalt - Slurry coat - seal and stripe all parking lots	50,000	5	Site	2020
Bridge - Pedestrian - Reseal walkways and Paint Bridges	100,000	5	Site	2020
Landscaping - Structure and Perimeter	50,000	2	Site	2020
Site	300,000	3	Site	2020
Stationary Electric pressure Washers	75,000	5	Site	2020
Slip and Fall Protection – South, Northeast, and Northwest Field Tunnels	30,000	2	FF&E	2021
Aesthetic Improvements - Premium Areas/Special Event Assets	1,000,000	5	General Building	2021
Stadium Field Event Emergency Exit – Tunnel Awning Signage	30,000	3	General Building	2021
Purchase NE & NW and install of permanent Tunnel Signage	8,000	2	General Building	2021
Purchase and install of cut-vinyl of "NO STORAGE" Signage	14,000	1	General Building	2021
Miscellaneous	100,000	5	General Building	2021
HVAC	100,000	5	HVAC/Mechanical	2021
Plumbing	100,000	5	Plumbing	2021
Santa Clara Public Safety Equipment	120,000	1	Public Safety	2021
Security	150,000	5	Security	2021
Site	300,000	3	Site	2021
Lighting System - Fixtures	750,000	5	Electrical	2022
Aesthetic Improvements	500,000	5	General Building	2022
Miscellaneous	100,000	1	General Building	2022
Lighting System - Fixtures (Part 2)	1,250,000	5	Electrical	2023
Slip and Fall Protection – South, Northeast, and Northwest Field Tunnels	30,000	2	FF&E	2023
Aesthetic Improvements - Premium Areas/Special Event Assets	1,000,000	5	General Building	2023
Restroom toilet stall to identify vacancy of stalls/Peep No More	50,000	5	General Building	2023

**Stadium Authority 5 year capital improvement detail through 2024**

PROJECT DESCRIPTION	COST	LIFE CYCLE	PROJECT TYPE	YEAR
Radio Booth Cabling	600,000	10	Audio/Visual	2020
Crestron Control & Building Operating Systems Upgrade	10,000	3	Audio/Visual	2020
Mechanical/Electrical Lighting	150,000	10	Electrical	2020
Broadcast Booth Power	35,000	5	Electrical	2020
Concession Cart Cabling for Portable Carts	50,000	3	Electrical	2020
Slip and Fall Protection – South, Northeast, and Northwest Field Tunnels	30,000	2	FF&E	2020
Install VFD Units on KX Fans for Soft Start Capabilities	300,000	10	FF&E	2020
Replace Furniture for BNY Field Clubs, United, Levi's 501, & Yahoo Clubs	1,600,000	5	FF&E	2020
Security & Life Safety Partitions & Dividers	68,000	3	FF&E	2020
Miscellaneous	100,000	1	General Building	2020
Stadium Event Signage	138,000	3	General Building	2020
Command Post Window Treatment	16,000	5	General Building	2020
Command Post Communications Equipment	58,000	3	General Building	2020
Stadium and Special Event Space Mats	75,000	2	General Building	2020
Walking Route Matting - North Side Locker Rooms	50,000	5	General Building	2020
Women's Locker Room	372,000	10	General Building	2020
ALC Graphic Upgrades	35,000	3	General Building	2020
Club Space Flooring	85,000	5	General Building	2020
Fire Sprinkler Extension	55,000	10	Life Safety/Fire	2020
Card Reader Install for North & South Camera Booths	84,000	3	Security	2020
Insulation Services 400/500 Underside above 300 level	150,000	5	Site	2020
LED's for Gold 4 & 5	50,000	5	Site	2020
Rust Prevention Mitigation - Stadium Perimeter Railings, Beams, etc.	90,000	3	Site	2020
Stadium Event Power Upgrades and Switchgear Electrical	42,714	5	Site	2020
200 C4 Elevator Door Reconfiguration	20,000	10	Vertical Transport	2020
Stadium Field Conduits	118,197	5	General Building	2020
Asphalt - Slurry coat - seal and stripe all parking lots	190,000	5	Site	2020
Santa Clara Public Safety Equipment	1,499,034	5-20	Public Safety	2020
Guest Services Booths	70,000	5	FF&E	2020
Beverage Distribution System	50,000	5	Food and Beverage	2020
CO2 Monitoring & Sensors for Code Compliance	200,000	5	Food and Beverage	2020
Updated Stadium Wayfinding Signage	250,000	5	General Building	2020
Levi's Naming Rights Signage Replacement	650,000	5	General Building	2020
Cooling Towers	50,000	5	HVAC/Mechanical	2020
HVAC	100,000	5	HVAC/Mechanical	2020
Variable Frequency Drive(s)	150,000	5	HVAC/Mechanical	2020
Financial Management System	270,000	5	IT	2020
Fire Alarm System	250,000	5	Life Safety/Fire	2020
Photoluminescent Tape for Fire and Safety	200,000	5	Life Safety/Fire	2020
Lift Station	200,000	5	Plumbing	2020
Plumbing	100,000	5	Plumbing	2020
Santa Clara Public Safety Equipment	1,058,081	2-20	Public Safety	2020
Enhanced Stadium Security Coverage	330,000	5	Security	2020
CCTV Pop-Up Trailers	235,000	5	Security	2020
Surveillance - Command Center Equipment	50,000	5	Security	2020
Enhanced Stadium Security Access Control	235,000	5	Security	2020
Software Upgrade to Genetec 5.8	35,000	5	Security	2020
Video Analytics	35,000	5	Security	2020
Parking Lot Camera Upgrades	40,000	5	Security	2020
Bowl Camera Upgrade/Refurbish	135,000	5	Security	2020
License Plate Reader at Vehicle Entry Gates	45,000	5	Security	2020
Security X-Ray Scanners	150,000	3	Security	2020
Stationary Electric pressure Washers	75,000	5	Site	2020
Fence Replacement at Secondary Perimeter	150,000	5	Site	2020
Slip and Fall Protection – South, Northeast, and Northwest Field Tunnels	30,000	2	FF&E	2021
Aesthetic Improvements - General areas /coatings main decks	200,000	5	General Building	2021
Aesthetic Improvements - Premium Areas/Special Event Assets	1,000,000	5	General Building	2021
Stadium Field Event Emergency Exit – Tunnel Awning Signage	30,000	3	General Building	2021
Purchase NE & NW and install of permanent Tunnel Signage	8,000	2	General Building	2021
Purchase and install of cut-vinyl of "NO STORAGE" Signage	14,000	1	General Building	2021
Miscellaneous	100,000	5	General Building	2021
Heater Exchanger	50,000	1	HVAC/Mechanical	2021
HVAC	100,000	5	HVAC/Mechanical	2021
Smoke Evac System	50,000	5	Life Safety/Fire	2021
Plumbing Fixtures	50,000	5	Plumbing	2021
Plumbing	100,000	5	Plumbing	2021
Santa Clara Public Safety Equipment	115,000	5-10	Public Safety	2021
Security	150,000	5	Security	2021
Bridge - Pedestrian - Reseal walkways and Paint Bridges	100,000	5	Site	2021

**Stadium Authority 5 year capital improvement detail through 2024**

PROJECT DESCRIPTION	COST	LIFE CYCLE	PROJECT TYPE	YEAR
Site	300,000	3	Site	2021
Part 2: Fiber & Low Voltage Cabling Backbone into Radio Booths	600,000	10	Audio/Visual	2022
Lighting System - Fixtures	750,000	5	Electrical	2022
Aesthetic Improvements	500,000	5	General Building	2022
Miscellaneous	100,000	1	General Building	2022
Santa Clara Public Safety Equipment	517,500	10	Public Safety	2022
Lighting System - Fixtures (Part 2)	1,250,000	5	Electrical	2023
Slip and Fall Protection – South, Northeast, and Northwest Field Tunnels	30,000	2	FF&E	2023
Aesthetic Improvements - Premium Areas/Special Event Assets	1,000,000	5	General Building	2023
Restroom toilet stall to identify vacancy of stalls/Peep No More	50,000	5	General Building	2023
Condenser Water Pump(s)	75,000	5	HVAC/Mechanical	2023
Santa Clara Public Safety Equipment	140,000	3-10	Public Safety	2023
Tunnel Flooring	150,000	5	Site	2023
A/V Cabling & Hardware Infrastructure	500,000	10	Audio/Visual	2024
Intercom - Camera	50,000	10	Audio/Visual	2024
Intercom - Spotlight	50,000	10	Audio/Visual	2024
Intercom - Wireless	50,000	10	Audio/Visual	2024
Distribution - Low Voltage - System upgrades	200,000	10	Electrical	2024
Emergency Generator rebuilds and refurbishing X 2 generators	25,000	20	Electrical	2024
Lighting System - Controls new system front end and controllers	500,000	10	Electrical	2024
Lighting System - Fixtures replacement of major outdoor lighting/LED Retrofit/Sports Lights	500,000	5	Electrical	2024
Show Power Same as high voltage components	250,000	10	Electrical	2024
Remove & Replace Visitor Locker Room Carpeting	31,669	5	FF&E	2024
Coolers - Walk-In	200,000	10	Food and Beverage	2024
Aesthetic Improvements - general areas /coatings main decks	750,000	5	General Building	2024
Ceilings - Acoustical Tile	100,000	10	General Building	2024
Ceilings - Grid or Metal Outdoor Stadium rust and corrosion	125,000	10	General Building	2024
Doors - Club-Front Entrance (Glass doors /aluminum frames	200,000	10	General Building	2024
Expansion Joints/Waterproofing /caulk joint replacements	300,000	10	General Building	2024
Overhead Doors/roll ups Motors/sensors/tracks etc.	100,000	10	General Building	2024
Painting (Structural Steel, Concrete Walls, etc.)White steel	1,000,000	10	General Building	2024
Restrooms - Fixtures repair as needed unless we remodel	250,000	5	General Building	2024
Restroom Public refinishing floors and walls	200,000	5	General Building	2024
Miscellaneous	100,000	1	General Building	2024
Air Compressors	100,000	10	HVAC/Mechanical	2024
Boiler(s) (Retube)Condensing boilers will need 10/15/20 replacements	150,000	10	HVAC/Mechanical	2024
Building Automation System (upgrade value eng. Items controllers etc.	150,000	10	HVAC/Mechanical	2024
Cooling Tower(s) - Fan outdoor harsh environment less life	75,000	5	HVAC/Mechanical	2024
Exhaust Fans Hundreds throughout the stadium	200,000	10	HVAC/Mechanical	2024
Heat Exchanger	100,000	5	HVAC/Mechanical	2024
Unit Heaters (Electric water heaters)	150,000	5	HVAC/Mechanical	2024
Variable Frequency Drive(s)main pumps central plant	60,000	5	HVAC/Mechanical	2024
Water Treatment Need water softener pre fill Value Eng. Out	75,000	5	HVAC/Mechanical	2024
Fall Protection System as needed scaffold tower ladders	10,000	10	Life Safety/Fire	2024
Fire Suppression System Novec gas and Pumps/fixtures	100,000	10	Life Safety/Fire	2024
Smoke Evac System custom door motors-tow/bowl/fans devices	25,000	5	Life Safety/Fire	2024
Backflow Preventers repair/replace as needed	50,000	10	Plumbing	2024
Drain Traps (Bowl, Concourse, etc.) exposed	25,000	10	Plumbing	2024
Irrigation - Exterior minimal recycled water system	10,000	10	Plumbing	2024
Lift Station 24 main storm sumps and sewer sump motors etc.	75,000	5	Plumbing	2024
Plumbing Fixtures urinals/sinks/water closets/hose bibs etc.	300,000	5	Plumbing	2024
Santa Clara Public Safety Equipment	100,000	10	Public Safety	2024
Access Control System/Card Readers	250,000	15	Security	2024
Credential Machine	10,000	5	Security	2024
Surveillance - Cameras	500,000	10	Security	2024
Surveillance - CCTV System	250,000	5	Security	2024
Surveillance - Command Center Equip.	100,000	5	Security	2024
Bridge - Pedestrian - Reseal walkways and Paint Bridges	125,000	5	Site	2024
Concrete (Sidewalk, Steps, etc.) major repairs and replacements	100,000	5	Site	2024
Exterior Skin, Swiss Pearl, steel finishes and moldings	125,000	10	Site	2024
Fencing as needed repair or major paint work	125,000	10	Site	2024
Landscaping - Structure (Planters) and perimeter re-do	100,000	5	Site	2024
Elevator Modernization - Freight	250,000	10	Vertical Transport	2024
Elevator Modernization - Passenger	350,000	5	Vertical Transport	2024
Escalator Modernization	400,000	10	Vertical Transport	2024



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\* indicates 2019 Rollover Project

Priority 1: Health and Safety / Facility Maintenance or Security Requirement / Code Compliance

Priority 2: Revenue Generation / Cost Savings

Priority 3: Aesthetic / Customer & Client Experience

SCSA Capex Prioritization Matrix








PROJECT DESCRIPTION	COST	PRIORITY	YEAR	NOTES
Radio Booth Cabling	600,000	3	2020*	
Crestron Control & Building Operating Systems Upgrade	10,000	1	2020*	Allows stadium engineers to operate facility systems efficiently
Mechanical/Electrical Lighting	150,000	2	2020*	Energy savings project
Broadcast Booth Power	35,000	3	2020*	
Concession Cart Cabling for Portable Carts	50,000	1	2020*	SCFD cited current practice.
Slip and Fall Protection – South, Northeast, and Northwest Field Tunnels	30,000	1	2020*	Slip and Fall Prevention
Install VFD Units on KX Fans for Soft Start Capabilities	300,000	2	2020*	Energy savings and extends equipment life cycle
Replace Furniture for BNY Field Clubs, United, Levi's 501, & Yahoo Clubs	1,600,000	3	2020*	
Security & Life Safety Partitions & Dividers	68,000	1	2020*	Security/Public Safety Requirement
Miscellaneous	100,000	1	2020*	Facility Maintenance Allowance
Stadium Event Signage	138,000	1	2020*	Code Compliance
Command Post Window Treatment	16,000	2	2020*	Energy savings by reducing cooling demand
Command Post Communications Equipment	58,000	1	2020*	Requested by SCPD
Stadium and Special Event Space Mats	75,000	1	2020*	Slip and Fall Prevention
Walking Route Matting - North Side Locker Rooms	50,000	1	2020*	Slip and Fall Prevention
Women's Locker Room	372,000	1	2020*	Requested for equal gender accommodations
ALC Graphic Upgrades	35,000	2	2020*	Energy savings project
Club Space Flooring	85,000	1	2020*	Slip and Fall Prevention
Fire Sprinkler Extension	55,000	1	2020*	SCFD requested modification
Card Reader Install for North & South Camera Booths	84,000	1	2020*	Security/Public Safety Requirement
Insulation Services 400/500 Underside above 300 level	150,000	1	2020*	Facility Maintenance project
LED's for Gold 4 & 5	50,000	1	2020*	Safety project. Existing lighting is insufficient.
Rust Prevention Mitigation - Stadium Perimeter Railings, Beams, etc.	90,000	1	2020*	Facility Maintenance Requirement
Stadium Event Power Upgrades and Switchgear Electrical	42,714	1	2020*	Facility Maintenance Requirement
200 C4 Elevator Door Reconfiguration	20,000	1	2020*	SCFD Requirement
Stadium Field Conduits	118,197	3	2020*	
Asphalt - Slurry coat - seal and stripe all parking lots	190,000	1	2020*	Facility Maintenance Requirement
Santa Clara Public Safety Equipment	1,499,034	1	2020*	SC Public Safety CapEx
Guest Services Booths	70,000	3	2020*	
Beverage Distribution System	50,000	1	2020	Facility Maintenance Requirement
Cooling Towers	50,000	1	2020	Facility Maintenance Requirement
Fire Alarm System	250,000	1	2020	SCFD Life Safety Requirement
Lift Station	200,000	1	2020	Facility Maintenance Requirement
Enhanced Stadium Security Coverage	330,000	1	2020	Security/Public Safety Requirement
CCTV Pop-Up Trailers	235,000	1	2020	Security/Public Safety Requirement
Surveillance - Command Center Equipment	50,000	1	2020	Security/Public Safety Requirement
HVAC	100,000	1	2020	HVAC General Allowance to replace misc equipment.
Enhanced Stadium Security Access Control	235,000	1	2020	Security/Public Safety Requirement
Santa Clara Public Safety Equipment	921,258	1	2020	Santa Clara Public Safety Requirement
Plumbing	100,000	1	2020	Plumbing general allowance for equipment replacement
Stationary Electric Pressure Washers	75,000	2	2020	Energy Conservation Project - Spec Sheet Provided
CO2 Monitoring & Sensors for Code Compliance	200,000	1	2020	Code Compliance / SCFD Suggested
Updated Stadium Wayfinding Signage	250,000	1	2020	Improve legibility
Variable Frequency Drive(s)	150,000	1	2020	Replaces cooling tower VFDs
Software Upgrade to Genetec 5.8	35,000	1	2020	Security/Public Safety Requirement
Video Analytics	35,000	1	2020	Security/Public Safety Requirement
Parking Lot Camera Upgrades	40,000	1	2020	Security/Public Safety Requirement
Bowl Camera Upgrade/Refurbish	135,000	1	2020	Security/Public Safety Requirement
License Plate Reader at Vehicle Entry Gates	45,000	1	2020	Security/Public Safety Requirement
Security X-Ray Scanners	150,000	1	2020	Security/Public Safety Requirement
Fence Replacement at Secondary Perimeter	150,000	1	2020	Security/Public Safety Requirement
Photoluminescent Tape for Fire and Safety	200,000	1	2020	SCFD Requirement



Citrix

Levi's Stadium


Date: 2/27/2020

<u>Item Description</u>			<u>Location</u>		<u>Condition &amp; Quantity</u>			<u>Item Details</u>	
Model Tag	Description	Category	Club/Area	Room	Condition	Qty.	Replace / Repair	Description	Photo/Info Link
T10	Communal Table	Table	North			8			
S24	Dining Chair	Chair	North			48			
T27	Coffee Table	Table	North			1			
NO TAG	White & Brown Padded Chair	Chair	North			4			
NO TAG	BRIGHT - Brown Chair	Chair	North			2			
T10	Communal Table	Table	Mid			16			See Model Tag T10
S24	Dining Chair	Chair	Mid			94			See Model Tag S24
T29	Console Table	Table	Mid			4			
NO TAG	White & Brown Padded Chair	Chair	Mid			20			See White & Brown Padded Chair
T32	Coffee Table	Table	Mid			4			
T10	Communal Table	Table	South			8			See Model Tag T10
S24	Dining Chair	Chair	South			48			See Model Tag S24
T27	Coffee Table	Table	South			1			See Model Tag T27
NO TAG	White & Brown Padded Chair	Chair	South			4			See White & Brown Padded Chair
NO TAG	BRIGHT - Brown Chair	Chair	South			2			See BRIGHT - Brown Chair


## 501 Club

### Levi's Stadium

Date: 2/27/2020

Item Description			Location		Condition & Quantity			Item Details	
Model Tag	Description	Category	Club/Area	Room	Condition	Qty.	Replace / Repair	Description	Photo/Info Link
NO TAG	Glass Square Table	Table	North			2			
NO TAG	Large Egg shaped Table	Table	North			2			
NO TAG	Couch	Couch	North			2			
T38	Coffee Table	Table	North			10			
S18	Lounge Chair	Chair	North			16			
T37	Cocktail Table	Table	North			6			
T15	Dining table	Table	North			10	(5) Repair	Refinish / Repaint	
S29	Dining Chair	Chair	North			40	(20) Repair	Repaint	
T16	Bar Table	Table	North			2	(1) Repair	Refinish	
T14	Communal Table	Table	North			6	(3) Repair	Refinish	

**501 Club****Levi's Stadium****Date: 2/27/2020**







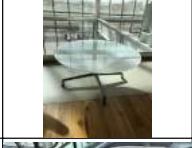


<u>Item Description</u>			<u>Location</u>		<u>Condition &amp; Quantity</u>			<u>Item Details</u>	
Model Tag	Description	Category	Club/Area	Room	Condition	Qty.	Replace / Repair	Description	Photo/Info Link
S28	Barstool	Chair	North			36			
T14	Communal Table	Table	South			6	(3) Repair	Refinish	See Model Tag T14
S28	Barstool	Chair	South			36	(3) Repair	Refinish	See Model Tag S28
T16	Bar Table	Table	South			2	(2) Repair	Refinish	See Model Tag T16
T15	Dining table	Table	South			10	(6) Repair	Refinish / Repaint	See Model Tag T15
S29	Dining Chair	Chair	South			40			See Model Tag S29
S18	Lounge Chair	Chair	South			15			See Model Tag S18
T38	Coffee Table	Table	South			11			See Model Tag T38
T37	Cocktail Table	Table	South			5			See Model Tag T37
NO TAG	Glass Square Table	Table	South			2			See Glass Square Table
NO TAG	501 Couch	Couch	South			2			See Couch

<b>Yahoo Club</b> <b>Levi's Stadium</b> <b>Date: 2/27/2020</b>									
Item Description			Location		Condition & Quantity			Item Details	
Model Tag	Description	Category	Club/Area	Room	Condition	Qty.	Replace / Repair	Description	Photo/Info Link
T6	Bar Table		North			6			
T7	Communal Bar		North			1			
S20	Barstool (white)		North			70	(25) Repair	Repaint	
T8	Dining Table		North			4			
S21	Dining Chair (white)		North			24	(6) Repair	Repaint	
S3	Ottoman		Mid			4			
S20	Barstool (white)		South			71			See model tag S20
S21	Dining Table		South			4			See model tag T8
S21	Dining Chair (white)		South			24			See model tag S21
T6	Bar Table		South			8			See model tag T6

## United Club

### Levi's Stadium





Date: 2/27/2020

Item Description			Location		Condition & Quantity			Item Details	
Model Tag	Description	Category	Club/Area	Room	Condition	Qty.	Replace / Repair	Description	Photo/Info Link
T4	Bar Table		North			22			
S20	Barstool (white)		North			48	(35) Repair	Repaint	
T2	Bar Table (dark)		North			10	(8) Replace	Chipped/Damaged Marble	
S20	Barstool (white)		South			22			
T4	Bar Table		South			18			
T2	Bar table (dark)		South			6	(4) Replace	Chipped/Damaged Marble	See Model Tag T2
S2b	Lounge chair (red)		Mid			4			
T20	Cocktail table		Mid			2			
S3	Ottoman		Mid			9			
T5	Communal Table		Mid			2			

## BNY West

### Levi's Stadium










Date: 2/27/2020






Item Description			Location		Condition & Quantity			Item Details	
Model Tag	Description	Category	Club/Area	Room	Condition	Qty.	Replace / Repair	Description	Photo/Info Link
T19	Dining Table	Table				5	(3) Replace	Chipped/Damaged Marble	
S32	Dining Chair	Chair				24	(12) Replace	Holes/Severe Damage	
T49	Bar Table, Stone	Table				12	(9) Replace	Chipped/Damaged Marble/ Damaged Legs	
S30	Barstool, Brown	Chair				18	(9) Replace	Holes/Severe Damage	
T39	Cocktail Table	Table				25			
S31	Side Chair	Chair				20			
S102	Bench, Brown					4			
T18	Communal Table	Table				2			
T2	Bar table, Dark					4	(3) Replace	Chipped/Damaged Marble	

## BNY East






### Levi's Stadium

Date: 2/27/2020

Item Description			Location		Condition & Quantity			Item Details	
Model Tag	Description	Category	Club/Area	Room	Condition	Qty.	Replace / Repair	Description	Photo/Info Link
T19	Dining Table	Table				6	(4) Replace	Chipped/Damaged Marble	
S32	Dining Chair	Chair				24	(14) Replace	Holes/Severe Damage	
T49	Bar Table, Stone	Table				12	(9) Replace	Chipped/Damaged Marble	
S30	Barstool, Brown	Chair				18	(8) Replace	Chipped/Damaged Marble	
T39	Cocktail Table	Table				25			
S31	Side Chair	Chair				20			
S102	Bench, Brown					4			
T18	Communal Table	Table				2			
T2	Bar table, Dark					4	(2) Replace	Chipped/Damaged Marble	

<b>North BlackOak</b>									
<b>Levi's Stadium</b>									
<b>Date: 2/27/2020</b>									
<b><u>Item Description</u></b>			<b><u>Location</u></b>		<b><u>Condition &amp; Quantity</u></b>			<b><u>Item Details</u></b>	
<b>Model Tag</b>	<b>Description</b>	<b>Category</b>	<b>Club/Area</b>	<b>Room</b>	<b>Condition</b>	<b>Qty.</b>	<b>Replace / Repair</b>	<b>Description</b>	<b>Photo/Info Link</b>
S10	Sofa Dark	Sofa	North			12			
T25	Coffee Table	Table	North			3			
S11	Lounge Chair	Chair	North			3			
T30	Cocktail Table	Table	North			6			
T26	Console Table	Table	North			5	(3) Replace	Damaged Legs	



<b>South BlackOak</b>									
<b>Levi's Stadium</b>									
<b>Date: 2/27/2020</b>									
<b><u>Item Description</u></b>			<b><u>Location</u></b>		<b><u>Condition &amp; Quantity</u></b>			<b><u>Item Details</u></b>	
<b>Model Tag</b>	<b>Description</b>	<b>Category</b>	<b>Club/Area</b>	<b>Room</b>	<b>Condition</b>	<b>Qty.</b>	<b>Replace / Repair</b>	<b>Description</b>	<b>Photo/Info Link</b>
S10	Sofa Dark	Sofa	North			12			
T25	Coffee Table	Table	North			3			
S11	Lounge Chair	Chair	North			3			
T30	Cocktail Table	Table	North			6			
T26	Console Table	Table	North			5	(3) Replace	Damaged Legs	

# SEA

**Stationary, Electric-Powered,  
Cold Water Pressure Washer**

- Up to 4.2 GPM
- Up to 3000 PSI
- Stainless Steel or Mild Steel Cabinet
- Accepts Hot Water Up to 185°F

■ **Industrial-Grade Motor** is connected to the rugged, class-leading, tri-plunger, oil-bath **LT** (stainless steel model) or **LM** (mild steel model) **High-Pressure Pump** (with 7-year warranty) by dual, V-cogged belts. **Pulleys** are made of cast iron and can be easily adjusted by turning two bolts.

■ Four quick-couple **Nozzles** are made of hardened stainless steel and color-coded for easy selection of spray pattern: 0°, 15°, 25°, 40°.

■ Heavy-duty **Cabinet** rides on four **Rubber Feet** for absorption of vibration.

▶ Add portability to the SEA with optional **Wheel Kit** (stainless steel model #8.904-527.0 or mild steel model #9.801-031.0), including detergent jug holder. Optional **Hose Reel** (#8.903-521.0) provides tangle-free handling of up to 100 ft. of high-pressure hose.



■ Many **Safety Features**, including a thermal pump protector to prevent the buildup of excessive pressures or heat.



## SEA3-11024D

Shown with stainless steel cabinet



■ **Inlet Filter** strainer protects pump from debris.

■ 50 ft. of double steel-wire braid **High Pressure Hose** with 24-inch **Hose Guard** for burst protection and swivel crimp fitting for tangle-free handling of hose and trigger gun.



## SEA3-11024D

Shown with mild steel cabinet

■ Easy-to-attach **Detergent Injector** for easy application of soap.

■ Helpful **Tri-Lingual Labels** with operating instructions in English, Spanish and French for added liability protection and operator convenience.

■ **Time-Delay Shutdown** (stainless steel model only) automatically turns off unit, if not in use for a set time, for protection against unattended operation.

■ With the switch in the 'ON' position, the optional **Auto Start/Stop** function allows the unit to be turned on with the pull of the trigger for convenient remote operation. (This option replaces Time-Delay Shutdown.)

■ Insulated, fatigue-free, spring-loaded, 5000 PSI **Trigger Gun** with dual-lance **Variable Pressure Wand** make for easy cleaning and adjusting the pressure while washing.

■ Optional rust-free **Float Tank** with stainless steel inlet filter and backflow protection (stainless steel model only and cannot be ordered with wheel kit option).

■ 36 ft. of high-grade **Electrical Cord** with **Ground Fault Circuit Interrupter** (on single-phase models) for operator safety.

■ **Compact Design**, 26" L x 20" W x 16" H.

■ Easily handles **Water Up To 185°**.

[www.landa.com](http://www.landa.com)



## WHY CHOOSE THE SEA

The SEA is the absolute top-of-the-line stationary, cold water pressure washer on the market today. All stainless steel models are belt driven with top-quality pumps, and feature time delay shutdown or optional auto start/stop. Mild steel models are available with either features as an option. Remote operation is available with the LanCom wireless remote control option.

**QUALITY:** Only the highest quality components are found in the SEA, including a tri-plunger high pressure pump with a 7-year warranty, stainless steel or mild steel cabinet riding on four vibration absorbing feet, and stainless steel variable pressure wand for maximum cleaning flexibility. Also, the SEA is assembled in a factory certified to the internationally recognized ISO-9001 quality standards.

**SAFETY:** The SEA is certified to the rigid UL-1776 and CSA C22.2 #68 safety standards. It also meets the National Electric Code (NEC), Canadian Electric Code (CEC), and complies with OSHA Regulation 1910.399, making it very safe to operate. The SEA comes equipped with magnetic contactor switch with thermal overload protection, time-delay shutdown (stainless steel model), 24-inch hose guard for burst protection, ground fault circuit interrupter on all single-phase models, and tri-lingual operating instructions.

**APPLICATIONS:** The SEA is the perfect cleaning solution for use within the food service and automotive industries. If hot water cleaning is required, it can easily pair with our EHW, NG, and HS heating modules.

Model #	Part #	Cabinet	GPM	PSI	Pump RPM	Motor HP	Volts	Phase	Amps	Ship Wt (lbs)
SEA3-11024D	1.106-500.0	stainless steel	2.8	1000	1540	2.0	120	1	20	205
SEA4-20024A	1.106-501.0	stainless steel	4.2	2000	1013	6.2	230	1	28	280
SEA4-20024B	1.106-502.0	stainless steel	4.2	2000	1013	6.2	230	3	16	220
SEA4-20024C	1.106-503.0	stainless steel	4.2	2000	1013	6.2	460	3	7.2	220
SEA4-20024G	1.106-505.0	stainless steel	4.2	2000	997	6.2	208	1	30	297
SEA4-20024H	1.106-506.0	stainless steel	4.2	2000	1028	6.2	208	3	18.5	220
SEA4-30024B	1.106-507.0	stainless steel	3.5	3000	943	7.5	230	3	21.5	235
SEA4-30024C	1.106-508.0	stainless steel	3.5	3000	943	7.5	460	3	10.5	235
SEA3-11024D	1.106-583.0	mild steel	2.8	1000	1500	2.0	120	1	20	210
SEA4-20024A	1.106-584.0	mild steel	4.2	2000	1281	6.2	230	1	29	285
SEA4-20024B	1.106-585.0	mild steel	4.2	2000	1281	6.2	230	3	11	255
SEA4-20024C	1.106-586.0	mild steel	4.2	2000	1281	6.2	460	3	11	260
SEA4-20024H	1.106-587.0	mild steel	4.2	2000	1281	6.2	208	3	16	265
SEA4-30024B	1.106-588.0	mild steel	3.5	3000	1070	7.5	230	3	19	275
SEA4-30024C	1.106-589.0	mild steel	3.5	3000	1070	7.5	460	3	11	270

### Field Installed Options & Accessories

#### All Models

9.801-036.0	Cox Hose Reel Kit (floor stand / wall mount)	9.801-031.0	Wheel Kit with Detergent Rack
8.903-521.0	E-Zee Hose Reel & Mounting Kit (fits wheel kit)	8.903-040.0	24" Floor Stand
9.802-265.0	Hose Reel, Mini, (fits wall bracket, 150' capacity)	9.801-034.0	36" Floor Stand
8.711-860.0	Hose Reel, Mini (fits wall bracket, 100' capacity)	8.903-617.0	36" Floor Stand (stainless steel)
9.801-035.0	Wheel Kit (4 casters)		

#### Mild Steel Models Only

9.801-011.0	Auto Start/Stop ♦♦
9.801-013.0	Hour Meter ♦
9.801-012.0	Time Delay Shutdown ♦
9.801-033.0	Wall Mount Bracket Assembly

### Distributed by:

#### Stainless Steel Models Only

8.930-163.0	LanCom Wireless Remote Control, 1-Step Detergent ♦◊
8.930-177.0	LanCom Wireless Remote Control, 2-Step Detergent ♦◊
8.903-461.0	Remote On/Off Switch Option (Time Delay units only) ♦♦
8.930-358.0	Additional LanCom Remote
8.903-619.0	Wall Mount Bracket Assembly
8.930-131.0	Wall Mount Bracket for Fixed LanCom Remote
8.903-511.0	Auto Start/Stop (Replaces Time Delay Shutdown) ♦◊
8.904-527.0	Wheel Kit with Detergent Rack (stainless steel)*
8.903-448.0	Float Tank Option with Inlet Soap Injection ♦*◊

- ♦ Factory Installed
- ♦ Not compatible with LanCom

- \* Float Tank cannot be ordered with Wheel Kit
- ◊ Not compatible with Auto Start/Stop or Float Tank options\*