

# Santa Clara Stadium Authority

Action on Agreements to Implement a Financial Management  
System for the Santa Clara Stadium Authority  
Item #7 (20-466)

October 13, 2020



## Background

- The Stadium Authority, Forty Niners SC Stadium Company, LLC (StadCo), and Forty Niners Stadium Management Company, LLC (ManCo) entered into a Management Agreement to have ManCo act as the Stadium Manager and provide management services for the Stadium on a continual, year-round basis.



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## Background (cont.)

- ManCo is responsible for overseeing the day-to-day operations, accounting transactions and financial reporting for Non-NFL events, Shared Stadium Manager Expenses, and Stadium Builders License (SBL).
- Section 2.4.7 of the Management Agreement calls for ManCo to “establish charts of accounts and accounting policies, procedures and systems, including policies, procedures and systems for payroll processing, accounts payable, accounts receivable, depository accounts, box office and reporting functions.”

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## Background (cont.)

- Currently, ManCo does not have a separate financial management system to account for the Stadium Authority's financial activities.
  - This has caused a lack of transparency and delays in generating financial reports for the Stadium Authority.
  - It has also caused disputes over the possession of documents and access to financial information pertaining to the Stadium Authority.

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## Background (cont.)

- The Board's priorities has been the transparency of financial transactions related to the Stadium, especially in relation to Non-NFL events and Shared Stadium Manager Expenses.
- To accomplish the goal of transparency, both ManCo and Stadium Authority have agreed to work together.
  - Establish a separate financial management system (although we have not reached agreement of who will pay for this system).
  - Enable staff to have full and real-time access to all Stadium Authority financial data and supporting documentations.



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## Considerations

- The Agreements ensure a smooth and complete implementation of the Financial Management System.
- The consultants will provide a business process review and recommendations.
- The Stadium Authority will have a cloud-based systems to enable remote real time access of the financial data and supporting documentation.
- Staff will evaluate the level of effort to migrate SBLs information over and bring back an action for the Board.



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## Recommendation

1. Authorize the Executive Director to negotiate and execute an agreement with Armanino, LLP to provide professional services for the implementation of a financial management system for an initial three-year term with maximum compensation amount not-to-exceed \$198,460, and execute up to two one-year options to extend the term of the agreement for ongoing support and related professional services, subject to annual appropriation of funds;
2. Authorize the Executive Director to execute Purchase Orders with Armanino Solutions, LLC for software subscription services for an initial twelve-month period with maximum compensation amount not-to-exceed \$5,000, and execute one-year renewals as required, subject to annual appropriation of funds;

## Recommendation (cont.)

3. Authorize the Executive Director to negotiate and execute an agreement with SaaSplaza, Inc. for Microsoft Dynamics Great Plains software subscription and web hosting services for an initial twelve-month period with maximum compensation amount not-to-exceed \$43,090, and execute one-year renewals as required, subject to annual appropriation of funds;
4. Authorize the Executive Director to execute Purchase Orders with Concur Technologies, Inc. for SAP Concur software subscription services for an initial twelve-month period with maximum compensation amount not-to-exceed \$15,514, and execute one-year renewals as required, subject to annual appropriation of funds; and

## Recommendation (cont.)

5. Negotiate and execute amendments and/or change orders to the above referenced agreements/Purchase Orders related to system implementation and requirements including additional software licenses and transaction fees, subject to the annual appropriation of funds.



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