



## Legislation Details (With Text)

**File #:** 18-1372      **Version:** 1      **Name:**

**Type:** Public Hearing/General Business      **Status:** Agenda Ready

**File created:** 9/27/2018      **In control:** Council and Authorities Concurrent Meeting

**On agenda:** 11/27/2018      **Final action:** 11/27/2018

**Title:** Action on Responses to City Council Questions related to the Performance Audit entitled "Santa Clara Convention Center and Convention-Visitors Bureau: Restructuring Operations Can Strengthen Accountability, Performance and Revenue"

**Sponsors:**

**Indexes:**

**Code sections:**

**Attachments:** 1. Convention Center and CVB Performance Audit, 2. List of Events/Groups Receiving Partial Facility Discounts, 3. List of Events/Groups Receiving Full Facility Discounts, 4. Commission and Incentive Pay, 5. Memo regarding SCCCPAC Filings for 2010 - 2014 dated 10/29/2018, 6. Memo regarding SCCCPAC Filings for 2015 - 2018 dated 10/31/2018, 7. November 13, 2018 FPCC Letter, 8. POST MEETING MATERIAL

Date	Ver.	Action By	Action	Result
11/27/2018	1	Council and Authorities Concurrent Meeting		

## REPORT TO COUNCIL

### SUBJECT

Action on Responses to City Council Questions related to the Performance Audit entitled "Santa Clara Convention Center and Convention-Visitors Bureau: Restructuring Operations Can Strengthen Accountability, Performance and Revenue"

### BACKGROUND

At the September 18, 2018 Council meeting, TAP International presented the analysis and findings of the performance audit entitled "Santa Clara Convention Center and Convention-Visitors Bureau: Restructuring Operations Can Strengthen Accountability, Performance and Revenue" (Attachment 1).

During the September 18 and October 9, 2018 Council meetings, Council requested additional information related to the audit.

### DISCUSSION

In response to Council questions, this report transmits the requested information.

**Question:** *What groups received discounts and/or free facility rentals? (Audit Reference - page 38)*

The requested list of groups receiving partial discounts per fiscal year audited is attached. TAP International provided this information to City using data provided by the Chamber (Attachment 2). The attachment does not detail the nature of the discount.

By fiscal year audited, Attachment 3 identifies the organizations which received a fully discounted/free rental. TAP International provided the attached information to City using data provided by the Chamber. The attachment does not detail the rationale for the free rental.

**Question: *What were the commissions and incentives paid to Chamber staff? (Audit Reference - page 25 and 26)***

During the audit period the Chamber paid over \$300,000 in commissions and \$23,500 in bonus payments that require further review. Attachment 4 provides commissions and bonuses paid by month, quarter, and calendar year, as applicable.

**Question: *Santa Clara Chamber Political Action Committee (PAC) filings of its Fair Political Practices Commission (FPPC) Reports***

In response to Council inquiry, the Appointed City Clerk and City Auditor reviewed the Santa Clara Chamber PAC filings of its FPPC Reports on file with the City Clerk's Office. Based on the review by the Council Appointees, they issued two reports/audits on October 29 and October 31, 2018, respectively (Attachments 5 and 6), which identify potential violations of FPPC report filings. Both reports were forwarded to the FPPC for review and further determination of fines. On November 13, the FPPC issued a letter (Attachment 7) stating that "the Enforcement Division of the Fair Political Practices Commission will investigate the allegation."

The City is contracting with TAP International to audit credit card statements. However, City staff has been reviewing all credit card statements/charges since May 2018.

### **ENVIRONMENTAL REVIEW**

The action being considered does not constitute a "project" within the meaning of the California Environmental Quality Act ("CEQA") pursuant to CEQA Guidelines section 15378(a) as it has no potential for resulting in either a direct physical change in the environment, or a reasonably foreseeable indirect physical change in the environment.

### **FISCAL IMPACT**

There is no additional cost to the City other than staff time and expenses.

### **COORDINATION**

This report has been coordinated with the City Attorney's Office.

### **PUBLIC CONTACT**

Public contact was made by posting the Council agenda on the City's official-notice bulletin board outside City Hall Council Chambers. A complete agenda packet is available on the City's website and in the City Clerk's Office at least 72 hours prior to a Regular Meeting and 24 hours prior to a Special Meeting. A hard copy of any agenda report may be requested by contacting the City Clerk's Office at (408) 615-2220, email [clerk@santaclaraca.gov](mailto:clerk@santaclaraca.gov) <<mailto:clerk@santaclaraca.gov>> or at the public information desk at any City of Santa Clara public library.

### **RECOMMENDATION**

Note and File Responses to City Council Questions related to the Performance Audit entitled "Santa

Clara Convention Center and Convention-Visitors Bureau: Restructuring Operations Can Strengthen Accountability, Performance and Revenue”

Reviewed by: Ruth Shikada, Assistant City Manager

Approved by: Deanna J. Santana, City Manager

**ATTACHMENTS**

1. Convention Center and CVB Performance Audit
2. List of Events/Groups Receiving Partial Facility Discounts
3. List of Events/Groups Receiving Full Facility Discounts
4. Commission and Incentive Pay
5. Memo regarding SCCCPAC Filings for 2010 - 2014 dated 10/29/2018
6. Memo regarding SCCCPAC Filings for 2015 - 2018 dated 10/31/2018
7. November 13, 2018 FPPC Letter



**TAP**International

SANTA CLARA CONVENTION CENTER AND  
CONVENTION-VISITORS BUREAU:  
RESTRUCTURING OPERATIONS CAN  
STRENGTHEN ACCOUNTABILITY,  
PERFORMANCE AND REVENUE

**FINAL REPORT**

September 18, 2018

## ACKNOWLEDGEMENTS

TAP International, Inc. appreciates the assistance and cooperation received by City staff and all of the Contractor's CVB and SCCC employees who contributed to this review.

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## Report Brief

### Why the Assessment was Conducted

The City of Santa Clara (City) has contracted with a local non-profit business organization (Contractor) since 1975 to operate and manage the Convention and Visitors Bureau (CVB) and since 1984 to manage the Santa Clara Convention Center (SCCC) that opened in 1986. The City raised concerns about the Contractor's operations, practices, and financial performance of the CVB and the SCCC. Other concerns include delays in information submitted to the City by the Contractor, hindering the City's ability to perform its own full assessment of the Contractor's operations of the CVB and the SCCC.

In May 2018, the City contracted with TAP International, Inc. to conduct an assessment of the Contractor-operated SCCC and the CVB. This review did not encompass all operations or all financial management activities of these entities. This report describes the fiscal health of each entity, the nature of revenues collected, and their spending. This report also assesses the adequacy of structures, systems, operations, and the processes in place by the Contractor and finally, evaluates the potential changes needed to enhance the SCCC's sustainability and overall performance.

### Summary of Key Results

The SCCC has satisfactory fiscal health because it can support operations using its own operating revenues. Across a ten-year period ending in FY 2016-17, revenues cumulatively totaled about \$60.4M<sup>1</sup> and expenses cumulatively totaled about \$55.8M, resulting in net income levels of \$4.7M. Had the SCCC assume responsibility for the CVB's operation, the SCCC could not have supported itself, resulting in a \$9.4M net income loss by the end of the ten-year time period. By factoring into the analysis other sources of revenue that other cities allocated to convention centers and visitors bureaus, such as Transient Occupancy Taxes (TOT), Tourism Improvement District (TID) fees, and Sales Tax, then the SCCC may have had mixed financial performance, ending the nine-year period<sup>2</sup> with about \$310,000 net income.<sup>3</sup> The fiscal health of the SCCC could have been stronger if it had reduced the frequency and the amount of the discounts offered to event sponsors. Facility discounts totaled \$14.7M between FYs 2011-12 to 2016-17. Issuing discounts is allowable under some circumstances in accordance with SCCC's booking policies.

The CVB's year-end fiscal performance was satisfactory. While losses occurred in six of the past ten years, none of the losses exceeded ten percent of its budget. In the past ten years, total revenues cumulatively totaled \$15.8M and expenses cumulatively totaled \$15.5M, resulting in

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<sup>1</sup> Excludes Restricted Revenue

<sup>2</sup> Nine-year period was used as Capital expenditure information from FY 2007-08 was unavailable.

<sup>3</sup> TOT tax, TID fees, and Sales Tax projections based on CVB revenue estimates. It would be assumed that sales tax generated from Convention Center partners would be included in Sales Tax estimates.

excess revenue of about \$278,000. The CVB reported revenue surpluses in four of ten years – FYs 2011-12, 2012-13, 2015-16, and 2016-17.

While the types of revenues and expenses incurred by the SCCC and the CVB are aligned with their mission and purpose, each entity paid added compensation to its sales staff that needs further review. The SCCC paid commissions and the CVB paid bonuses, referred to as incentive pay. The sales industry uses this form of compensation. However, the City Council should have provided approval of the commissions because the added pay was not addressed in the City's agreement with the Contractor nor clearly identified in the SCCC's operating budget. Further review is needed for the incentive payments to the CVB staff because the payments were funded by the Santa Clara Tourism Improvement District without a formal contract or agreement.

The Contractor could have had better structures, systems, controls, and processes to support the SCCC and the CVB operations. The Contractor's governance structures and business activities have created the appearance of, and actual, conflicts of interests, mis-use of government assets, and mis-use of government-sponsored resources while other concerns present may need further review by other agencies. In addition, the Contractor's financial management of the CVB's operations has weaknesses in its internal controls, especially in the area of bill payment, while its information management activities have structural gaps that if addressed, could enhance managerial decision-making. The Contractor and the City each share responsibility for the issues described in this report. The City, which is responsible for ensuring that outsourced operations provide services in a transparent and accountable manner, did not have strong agreements in place nor implemented effective contract oversight until recently with the hiring of a new City Manager. The Contractor's implementation of operations led to accountability and compliance concerns.

A key change needed to increase the SCCC's operational sustainability and performance is to update the overall marketing strategy. Several operational challenges hinder the ability of the CVB to enhance their own overall performance and to increase the financial performance of the SCCC. These challenges include: (1) scheduling more events that last less than a day versus scheduling events longer in duration that would also need hotel room nights; (2) the rising number of potential clients (also known as leads) required to schedule an event, as the total number of leads received has declined; (3) inefficient utilization of staff time to work leads because an inordinate amount of time is spent entering information into various databases; (4) not dedicating multiple sales staff in successful target areas, such as the corporate sector; and (5) a limited advertising budget. Both the SCCC and the CVB operate as separate entities and could benefit from an integrated and comprehensive marketing plan.

In June 2018, the Santa Clara City Council directed City management to retain assistance in the development of options for the provision of convention and visitor services. The development of these options should include analysis of varying business structures to operate the SCCC that would result in the strongest level of accountability over operations. Business structures used in other California convention centers and CVB's differed. These business structures included a city-

established nonprofit organization, city-established districts, authorities, and out-sourcing operations to a third-party.

## Conclusions

The City's Contractor was instrumental over 40 years ago in working with the City to establish the CVB and to serve as the first operator of the SCCC. The Contractor had key successes, especially with the overall satisfaction of the CVB and the SCCC employees and the financial performance of the SCCC. The Contractor, however, also had key accountability problems and could have had implemented a better strategy to maximize the SCCC's financial potential. Should the City implement changes to the SCCC's and the CVB's operations, including how the City conducts contract oversight over these operations, the potential changes should include sound governance coupled with effective and strong leadership that would ensure administration of a transparent and accountable business environment.

## Recommendations

1. The City Manager, in response to prior City Council direction to develop options for the SCCC and the CVB operations, should include a feasibility study to assess the advantages and disadvantages of various business structures to run each or both operations. The feasibility study should include analysis of financial projections in the short and long term for each option.
2. Regardless of any change in the business structure, the City Manager should consider implementing the following activities to ensure better accountability of operations and to build on the financial performance of the SCCC:
  - a. Develop a comprehensive and integrated business and marketing strategy.
  - b. Develop better event scheduling policies that address renting SCCC facilities to nonprofit organizations, the use of discounts, and document specific criteria for prioritizing event scheduling.
  - c. Transition into booking more same day events to area hotels to allow greater availability of calendar time for multi-day events at the SCCC.
  - d. Reduce the SCCC's scheduling of events to six months in advance.
  - e. Strategically align more sales staff to industries that frequently rent the SCCC.
  - f. Integrate all marketing and sales activities between the SCCC and the CVB.
  - g. Consolidate accounting systems used between the SCCC and the CVB.
  - h. Consider elimination of Sales Commissions.
  - i. Modernize the SCCC.
  - j. Prohibit comingling of City funds with other nongovernmental revenue sources.
  - k. Establish a clear leadership structure and team to administer effective City oversight of operations.
  - l. Establish requirements to avoid, disclose, and mitigate conflict of interests.

- m. Establish financial disclosure requirements for the SCCC and the CVB contractors who make decisions on the behalf of the City.
  - n. Establish requirements that describe and define appropriate and reasonable expenditures.
  - o. Establish requirements and controls for purchasing, including the use of the credit cards and purchase cards.
  - p. Establish contracting and contract management requirements for the SCCC and the CVB.
  - q. Establish stronger requirements for financial reporting on operations.
  - r. Establish the requirement to develop, track, and report on progress in meeting key performance benchmarks for the SCCC and the CVB operations.
  - s. Establish employee compensation policies.
  - t. Establish controls that ensure accuracy and completeness of the SCCC and the CVB performance reporting.
  - u. Establish requirements for the storage and archiving of financial and operational data.
  - v. Conduct ethics and conflicts of interest training to the SCCC and the CVB employees.
  - w. Conduct training on the principles of good governance to the SCCC and the CVB employees.
3. The City Manager should review the accountability issues and concerns described in this report and refer them, if needed, for further review by the City or by other agencies.
4. The City should conduct contract oversight activities by reconciling (a) the Contractor's allocation of CVB's revenues and expenses and (b) the Contractor's credit card statements.

## Background

### City Agreements Guide Operations at the Convention Visitor's Bureau and the Santa Clara Convention Center

The City did not have a CVB organization until a local nonprofit organization approached the City with the concept as a way to help area businesses. Since 1975, the City authorized the local nonprofit organization (referred to herein as the Contractor) to operate the Convention and Visitors Bureau (CVB). The CVB is a destination marketing, sales and service organization whose purpose is to promote the City of Santa Clara as a destination point and to promote the City's hotels and convention center. The agreement, referred to as the CVB Agreement, was updated in 2017. According to the CVB agreement, the City expects the CVB to increase City revenues by increasing visitor and convention spending in hotels, the Convention Center, visitor attractions, restaurants, and other businesses in the City as measured by Transient Occupancy Tax (TOT), Tourism Improvement District (TID), and retail sales tax.<sup>4</sup>

The City also expects the Contractor to:

- Target sales and promotion efforts to various market sectors (e.g. corporate business, association and SMERF (social, military, educational, religious, fraternal) and sports groups)
- Generate "mid-week" for the Convention center and hotels that will pay the mid-week hotel room rates, including holiday and weekend business in selected months
- Attract City-wide groups as newly defined by the CVB as needing 750 hotel room nights per event at the event's peak. (City-wide groups were historically defined as needing 600 hotel room nights at the event's peak).
- Perform sales calls and city bid presentations to prospective businesses and organizations
- Conduct city site inspections showcasing the City of Santa Clara, hotels, convention center, stadium, entertainment and attraction venues, and local businesses
- Sponsor exhibits in key tradeshows, attend industry related meetings and sponsor special industry related events
- Implement direct mail, e-marketing/social media and e-blasts
- Advertise in key trade publications, newsletters, directories, and social media platforms

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<sup>4</sup> The City requires that any person or business engaged in the renting of any number of rooms for lodging, dwelling, or sleeping purposes, must collect, report and remit 9.5 percent of the lodging fee per night. In FY 2016-17, the City collected about \$20M in TOT tax. The City assesses an added \$1 per room night among the eight (at the time of our review) participating hotels that comprise the Tourism Improvement District. These same hotels contribute an extra two percent to help pay off \$40M used by the Community Facilities District for infrastructure to facility the Stadium project.

- Develop convention sales and marketing materials
- Advertise and promote the City and Convention Center.

The City also works with the same Contractor to manage the SCCC. Owned by the City of Santa Clara, the SCCC is located on just over 25 acres and provides 302,000 square feet of meeting and exhibit space. The SCCC hosts conventions, trade shows, weddings, receptions, corporate meetings, banquets, and any type of special occasion. The SCCC's purpose is to maximize revenue and economic impact to the City of Santa Clara.

In 1984, a contract (referred to as the Management Agreement) was entered between the City and the Contractor to manage the SCCC. The contract required the Contractor, among other activities, to:

- Operate and maintain the SCCC in a first-class matter
- Advertise and promote the Convention Center
- Coordinate the use of the SCCC
- Book events, theatre performances, shows, conventions, exhibitions, and meetings
- Schedule and administer daily operations as required.

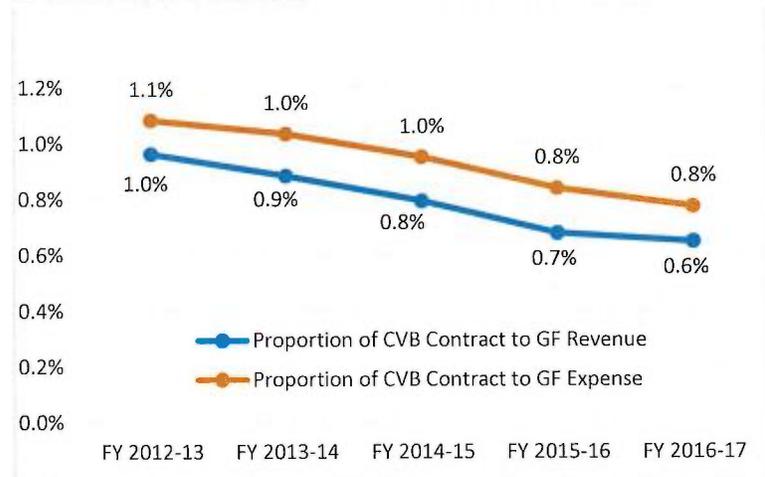
Any excess operating revenues generated from the SCCC operations are deposited to a City enterprise fund account.

### City's General Fund Supports Contractor's Activities

Under the terms of the 1984 Management Agreement, the City is to pay the Contractor for the management of the SCCC. The fee ranged from \$45,000 to \$50,000 annually. The increase in this fee is later discussed in this report. Under the 2017 CVB agreement, the City is to pay the Contractor no more than nearly \$1.5M annually for its operations of the CVB.

City funds supporting the Contractor's activities equal less than one percent of the City's General Fund revenues and expenses, as shown in Figure 1. Over time, as the City's revenue and expenses increased, the proportion of all General Fund revenues appropriated to the Contractor has declined. Figure 1 shows only the direct financial impact of the contractual agreements and excludes the City's funding for maintenance

**Figure 1. Proportion of General Fund Revenues and Expenses to Fund the CVB Contract**



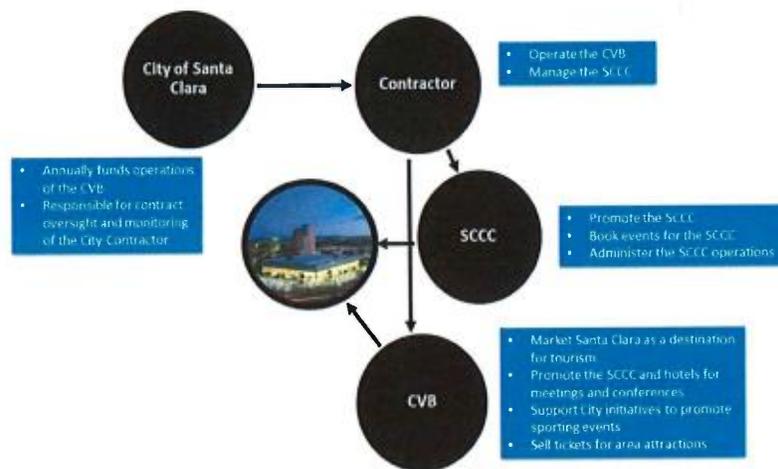
Source of data: TAP International, Inc. analysis based on the CVB and City of Santa Clara financial data.

district expenses and other capital project improvement plans.

## The CVB and the SCCC are Managed Separately

Organizationally, the CVB has two Vice-Presidents (VPs) who serve as National Sales Managers. One National Sales Manager oversees convention sales and marketing while the other oversees marketing and advertising. These two VPs are supported by 11 other Contractor/CVB employees. The SCCC has a General Manager/CEO overseeing its operations supported by 43 other Contractor/SCCC employees.

Figure 2: Role of the City, Contractor, the SCCC and the CVB



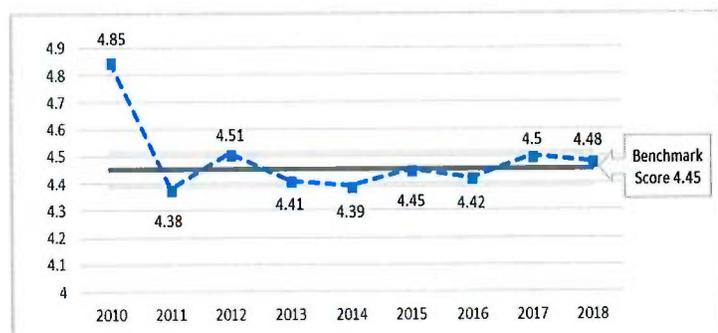
The President and Chief Executive Officer (CEO) of the Contractor's organizations is responsible for operations of the CVB and the SCCC. In recent years, the Contractor's CEO position has experienced frequent turnover. In 2017, the SCCC's General Manager/CEO assumed management of the CVB until the Contractor's Board formally hired a new Executive Director, who accepted the position in June 2018.

Figure 2 illustrates the roles and relationships between the City, the Contractor, the CVB and the SCCC.

## The CVB and the SCCC Receive High Customer Satisfaction Scores

Guests of the SCCC and clients of the CVB have high satisfaction over operations. Based on a total of 322 surveys spanning from 2010 to date, the average annual performance is a satisfaction score of 4.45, as illustrated in Figure 3. A score of "1" is low satisfaction and a score of "5" is high satisfaction. The SCCC and CVB met or exceeded its own

Figure 3: Average Annual Customer Satisfaction Score



Source of data: TAP International, Inc. analysis of 322 customer satisfaction surveys administered by the SCCC, 2010 to date.

performance benchmark in five of the ten years.

As described in Figure 4, guests gave their **highest scores** to the SCCC and the CVB Professionalism. Although high marks, guests gave their **lowest scores** to:

- SCCC facility (condition)<sup>5</sup>
- Catering Services (pricing and food quality).

**Figure 4: Annual Guest Satisfaction Score, SCCC and CVB**

Survey Category	Average Score
Convention Center Administration	4.66
Convention Visitor Bureau	4.64
Int'l Alliance of Theatrical & Stage Employee's (Local 134)	4.62
Event Management	4.58
Telecommunications	4.58
Booking & Scheduling	4.57
Room Set Up & Housekeeping	4.52
Audio/Visual Services	4.47
Engineering Services	4.45
The UPS Store	4.43
Building Security	4.39
Facility	4.31
Catering Services	4.28
<b>Grand Total</b>	<b>4.49</b>

Source of Data: TAP International, Inc. analysis of 322 individual customer satisfaction surveys administered by the SCCC, 2010 to date.

### Recent City Council Action Stopped Contractor Payments

In recent City Council meetings, the Santa Clara City Council acted to temporarily end Contractor payments. In May 2018, the Santa Clara City Council (City Council) directed the City Manager to suspend the Contractor's management fee for the SCCC. In June 2018, the City Council did not approve a \$1.5M request to fund a FY 2018-19 contract with the Contractor to operate the CVB, and instead, directed the City Manager to provide funds to the Contractor for the sole purpose of funding salaries and specific related costs for up to 60 days. In July 2018, the Contractor's Executive Director addressed the revenue cuts by requesting the CVB employees to vacate the Contractor's office and then issuing termination notices.

<sup>5</sup> The Management Agreement states the Contractor is to maintain the Convention Center, the equipment and furniture situated therein, and related facilities in good order and repair and to request such repairs in the SCCC's annual budget or separate City Council action.

## Objective, Scope and Methodology

### Objectives

The City contracted with TAP International to address the following questions:

- (1) Assess the fiscal health, including the nature of revenues and spending by the SCCC and the CVB.
- (2) Assess the adequacy of structures, systems, controls, and processes that affect financial management of the Convention Center, especially whether the City reviewed and approved the contract increases.
- (3) Determine the types of changes needed, if any, to enhance Convention Center sustainability and performance.

### Scope

The time period covered by this review varied depending on the type of analysis. Where data was available, TAP International analyzed data based on the prior Fiscal Year (FY) only or up to ten years of operations, beginning in FY 2007-08. We describe throughout this report, the time period covered in our analysis. The availability of complete and reliable information determined the time period of analysis.

For our review of structures, systems, controls and processes, the business functions reviewed included governance, financial management, information management, and contract management..

Our scope of work did not include an assessment of the operations of the TID. A separate performance audit of the TID is underway.

The scope of work did not include:

- An assessment of the SCCC's security operations. In FY 2017-18, the SCCC had 62 total incidents, or about five per month related to visitor health issues, fire alarms, visitor and worker injuries, and parking lot related thefts. The low level of incidents precluded further review.
- An assessment of human resources management by the Contractor or on the staffing assignment and reassignment decisions by the Contractor's Board of Directors.
- An assessment of contract compliance with the Management Agreement and the CVB Agreement.
- An evaluation of how the Contractor serves its members and member organizations. Where necessary, transaction activity resulting from the Contractor's core services were reviewed to assess the effectiveness of internal controls governing the CVB.

## Methodology

To assess the fiscal health of the Convention Center and the CVB, TAP International computed and analyzed eight key metrics: quick ratio, current ratio, operating margin, net income ratio, days cash on hand, days payable outstanding, debt service coverage ratio, and operating cash flow. These metrics assess the ability of these entities to generate revenue and pay bills and debt, and their ability to generate a profit including cash flow. The sources of data relied upon for the analysis included the City's consolidated audited financial statements and the Contractor's audited financial statements from Fiscal Years (FYs) 2007-08 to 2016-17. Because the Contractor's audited financial statements combines its financial reporting with that of the CVB, we further analyzed the ability of the Contractor to manage the CVB within the contract amount provided by the City. The sources of data relied upon for this analysis were the Contractor's audited financial statements and other financial reports generated by the Contractor from FYs 2007-08 to 2016-17.

To assess the nature of revenues and spending by the SCCC and the CVB, TAP International examined each entity's check register and general ledger, which show in detail the payments made to vendors. The period of the review covered was FYs 2007-08 through 2016-17. We further examined the Contractor's core organization and the CVB documentation to verify the accuracy of the CVB's financial transactions reported in its financial system.

To assess the adequacy of structures, systems, controls, and processes of the Convention Center and the CVB, TAP International analyzed data and conducted interviews with key City, SCCC, CVB, and Contractor staff to discuss operation related to:

- Governance structure and activities
- Use of information systems
- Internal control structure to ensure compliance and effective information sharing, fiscal monitoring, and review and authorization
- Purchasing and contracting activities to ensure compliance to policies and procedure.

TAP International reviewed City documents and interviewed City employees to assess internal controls, contract management, and oversight activities of the City's Contractor.

For all audit activities, TAP International collected and analyzed:

- Advertisements
- Contracts
- Guest satisfaction surveys
- Organizational charts
- Marketing materials
- Performance measurement reports
- Policies and procedures for financial management, procurement, and contracting

- Purchase orders
- Strategy and marketing plans
- Training programs
- Reports and data given to the City by the entities.

To determine the types of changes needed, if any, to enhance the sustainability of the SCCC, TAP International reviewed the SCCC's and the CVB's marketing operations and performance. We independently computed various performance metrics using leads, bookings, and cancellation data provided by the Convention Center and the CVB. Finally, we collected information on the business structures of other convention centers and convention-visitors bureaus in California. The convention centers selected for this analysis were the Cities of San Jose, Sacramento, Stockton, San Francisco, Fresno, and Oakland.

Finally, to adhere to generally accepted government auditing standards, TAP International assessed the reliability of the financial and marketing data collected by the SCCC and the CVB. Data that was reliable is included in this report.

This audit is known as a performance audit. A performance audit evaluates the economy, efficiency and effectiveness of programs, services, and operations. We conducted this performance audit from May through July 2018, in accordance with generally accepted government auditing standards. Those standards require that we plan and perform the audit to obtain sufficient, appropriate evidence to provide a reasonable basis for our findings and conclusions based on our audit objectives. We believe that the evidence obtained provides a reasonable basis for our findings and conclusions based on our audit objectives. A draft report was provided to the City and the Contractor for review. Comments were incorporated as applicable throughout the report.

## Principle Results

### Section 1A: The City Can Build on the Financial Performance of the SCCC and the CVB

#### SCCC's Fiscal Health is Good Although can be Made Stronger

A fiscal health assessment serves to determine whether it is a self-sustaining operation. As an enterprise operation of the City, the SCCC needs to generate enough revenues to fully cover its expenses. If an enterprise operation has a healthy operating position, then fee increases are not needed. Conversely, if an enterprise operation cannot sustain itself, then fee increases may be needed, or the City may need to provide added financial support. TAP International analyzed the fiscal health of the Convention Center using four different approaches: (1) calculating the Convention Center's fiscal health based on its own operating revenues and expenses; (2) comparing trends in operating revenues and expenses; (3) determining the impact on the SCCC's net income if it assumed responsibility for the CVB's operations; and (4) forecasting SCCC's future fiscal health. It is important to note that the convention center industry is influenced by the general economy.

Under the first approach—assessment of fiscal health indicators—the SCCC is a self-sustaining operation and performs well among seven of eight fiscal health indicators across each of the five years from FY 2012-13 to 2016-17, as shown in Figure 5. The most recent five-year period was used in order to provide a more current assessment of fiscal performance. Periods beyond five years may incorporate business operations and environments that are no longer a factor to current performance. These eight indicators measure fiscal health of enterprise operations. Most notably, the SCCC increased its profit level to 18 percent, the highest level among the five years examined and more than nine times the common benchmark. The SCCC also has cash available to pay its bills for more than six months (193 days) if operations were to suddenly shut down. The SCCC continued to perform well financially in FY 2017-18 with over \$2.2M in net income.

Figure 5: SCCC Fiscal Health Indicators\*\*

	FY 2012- 13	FY 2013- 14	FY 2014- 15	FY 2015- 16	FY 2016- 17	Benchmark Performance	
Ability to pay short-term bills (Current Ratio)	2.6	2.2	1.0	1.7	3.1	> 1.0	
Ability to pay short term bills with available cash (Quick Ratio)	202	1.9	0.8	1.5	2.3	> 1.0	
Profit margin (Operating Margin using operating revenues and expense)*	16%	16%	12%	14%	18%	> 2%	

Net Income Ratio (Same as Profit Margin/Operating Margin)*	16%	16%	12%	14%	18%	> 2%	●
Number of days cash available to pay bills	135	149	21	120	193	60-90	●
Number of days it takes to pay bills	24	44	17	21	19	< 30	●
Ability to pay debt (Debt Service Coverage Ratio)	No debt	> 1.0	●				
Operating Cash Flow Ratio*	1.0	0.7	0.7	0.7	0.8	> 1.0	●

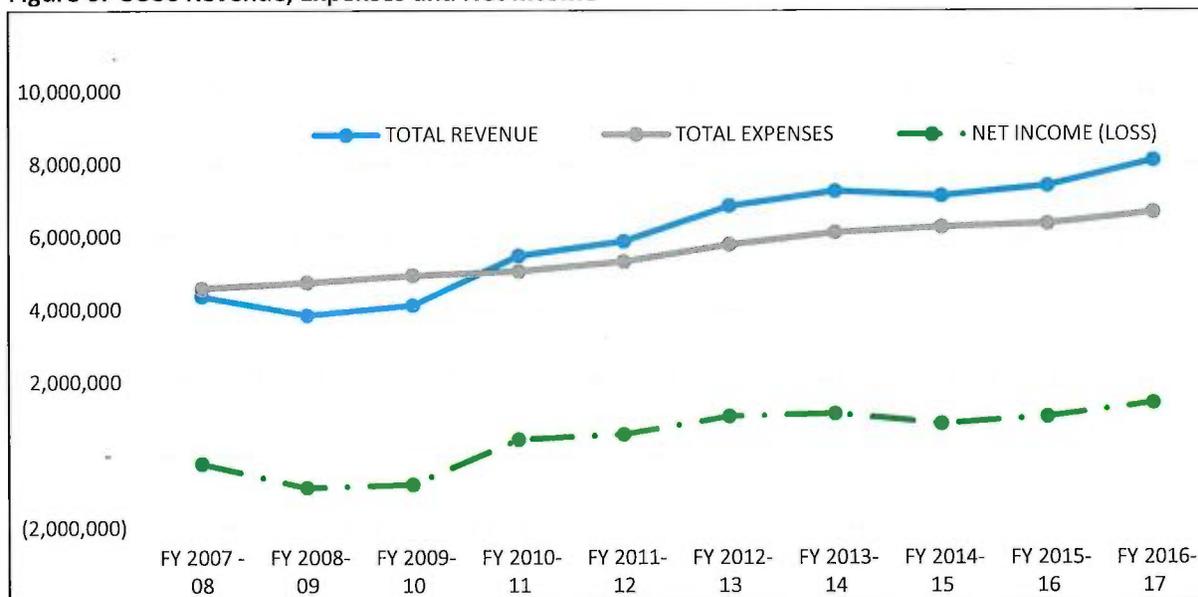
\*Excludes restricted income.

\*\* A five-year trend analysis is customarily used in fiscal health analysis because it provides a better assessment of current fiscal health versus examining fiscal health over a 10 year period.

Source: TAP International, Inc. analysis based on the SCCC financial data.

We further examined net income levels for SCCC over a ten-year period to provide a long-term historical look back at SCCC’s fiscal health. As shown in Figure 6, the SCCC has slowly improved on its net income levels over a long period of time after three years of profit losses beginning in FY 2007-08.

**Figure 6: SCCC Revenue, Expenses and Net Income**



Source: TAP International, Inc. analysis based on the SCCC financial data.

At the end of the ten-year period, the SCCC’s collected cumulative total revenues of about \$60.4M and spent about \$55.8M, resulting in net income of nearly \$4.7M, as shown in Figure 7.

Figure 7: SCCC Net Income Analysis

	SCCC TOTAL REVENUE	SCCC TOTAL EXPENSES	SCCC TOTAL NET INCOME
FY 2007-08	4,365,268	4,588,650	(223,383)
FY 2008-09	3,856,929	4,744,350	(887,421)
FY 2009-10	4,135,023	4,937,619	(802,597)
FY 2010-11	5,482,042	5,045,617	436,425
FY 2011-12	5,881,508	5,313,299	568,209
FY 2012-13	6,849,158	5,783,261	1,065,897
FY 2013-14	7,254,188	6,106,561	1,147,627
FY 2014-15	7,122,815	6,260,284	862,531
FY 2015-16	7,406,668	6,350,233	1,056,435
FY 2016-17	8,093,763	6,662,438	1,431,326
<b>Cumulative Total</b>	<b>\$60,447,363</b>	<b>\$55,792,312</b>	<b>\$4,655,050</b>

Source: TAP International, Inc. analysis based on the SCCC financial data.

Under the second approach—comparing trends in operating revenues and expenses—TAP International assessed two other measures of fiscal health. The first measure compares the change over time in operating revenues to the change over time in operating expenses. Over the past ten years, the SCCC has sufficiently increased its operating revenue to fully cover the growth in operating expenses. Since FY 2007-08, operating revenues increased by 85 percent to outpace the SCCC’s 45 percent increase in operating expenses as shown in Figure 8.<sup>6</sup>

Figure 8: Percent Change in SCCC Operating Revenue and Expenses

	FY 2007-08	FY 2016-17	% Change
Total Revenues	4,365,268	8,093,764**	85%
Total Expenses*	4,588,650	6,662,438	45%
<b>Revenue Less Expenses</b>	<b>(\$223,383)</b>	<b>\$1,431,326</b>	<b>741%</b>

\*Includes City Admin Fee

\*\*Excluding restricted revenue

Source: TAP International, Inc. analysis based on the SCCC financial reports.

Under the third approach—determining the impact on net income if the SCCC assumed responsibility for the CVB’s operations—the SCCC’s fiscal health would have been poor. As shown in Figure 9, if the SCCC had assumed CVB operations, then the SCCC would have operated within its means only for the most recent fiscal year (2016-17),<sup>7</sup> incurring losses of \$9.4M over the ten-year period. SCCC’s financial performance could have been stronger if it had reduced the amount

<sup>6</sup> Another City-sponsored report that analyzed the fiscal impact of the SCCC showed net losses for most of the last ten years because the report used a different method of analysis that included the City’s Maintenance District expenses.

<sup>7</sup> The financial analysis excludes the fees paid to the City’s Contractor for operation of the CVB and the management of the SCCC.

and the frequency of facility discounts given to SCCC customers. The discounts totaled \$14.7M between FYs 2010-11 and 2016-17,<sup>8</sup> which is discussed in detail later in this report. SCCC management explained that the use of discounts is a marketing tool and that business may have been lost to other convention centers if discounts were not provided.

**Figure 9: SCCC and CVB Net Income Analysis**

	TOTAL SCCC NET INCOME*	CVB TOTAL REVENUE**	CVB TOTAL EXPENSE	CONSOLIDATED SCCC and CVB NET INCOME
FY 2007-08	(178,383)	163,205	1,608,754	(1,623,932)
FY 2008-09	(842,421)	125,256	1,641,564	(2,358,729)
FY 2009-10	(757,596)	159,875	1,727,812	(2,325,533)
FY 2010-11	481,425	191,344	1,655,725	(982,956)
FY 2011-12	613,209	55,331	1,573,924	(905,384)
FY 2012-13	1,110,897	46,256	1,526,693	(369,540)
FY 2013-14	1,192,627	45,065	1,598,128	(360,436)
FY 2014-15	909,781	42,673	1,605,055	(652,601)
FY 2015-16	1,106,435	62,929	1,218,106	(48,742)
FY 2016-17	1,568,024	21,591	1,360,207	229,408
<b>Cumulative Total</b>	<b>\$5,203,999</b>	<b>\$913,525</b>	<b>\$15,515,968</b>	<b>(\$9,398,444)</b>

\*Less City Admin Fee expense

\*\*Less City Contract revenue

Source: TAP International, Inc. analysis based on the SCCC and the CVB financial reports.

Other cities and counties dedicate a portion of the tax revenue generated by out-of-town visitors attending convention center events to fund their local convention and visitor's bureau. The sources of tax revenues and fees are from transient occupancy taxes (TOT), Tourism Improvement District (TID) fees, and sales taxes. Presently, the City does not allocate (TOT) revenue, sales tax revenue, or (TID) fees to the SCCC or to the CVB.

In the City of Santa Clara, hotel lodging expenses include a 9.5 percent transient occupancy tax (TOT) paid by hotel guests staying overnight. Eight hotels participating in the Tourism Improvement District at the time our review also pay \$1 per lodging night to the City. Had the City allocated a portion of these taxes and fees been to the SCCC based on the number of hotel lodgings generated for SCCC and hotel events, the SCCC would have made a small profit of about \$310,000, as shown in Figure 10 below. This analysis of fiscal health assumes that trends in operating revenues and expenses would continue with operating expenses growing much slower than operating revenues.

<sup>8</sup> Only years in which data was available.

Figure 10: SCCC and CVB Financial Value Analysis

	CONSOLIDATED SCCC and CVB NET INCOME	TOT REVENUE	TID FEES	CITY SALES TAX	GENERAL FUND CAPITAL EXPENSES	TOTAL FINANCIAL VALUE
FY 2008-09	(2,358,729)	571,716	49,930	60,181	222,065	(1,898,967)
FY 2009-10	(2,325,533)	568,589	49,297	59,851	59,629	(1,707,426)
FY 2010-11	(982,956)	719,750	56,071	75,763	202,642	(334,014)
FY 2011-12	(905,384)	842,820	60,299	88,718	222,508	(136,055)
FY 2012-13	(369,540)	1,089,660	69,398	129,039	165,059	753,498
FY 2013-14	(360,436)	1,241,427	70,260	163,346	573,225	541,372
FY 2014-15	(652,601)	1,547,325	76,457	203,595	431,966	742,810
FY 2015-16	(48,742)	1,244,804	59,791	163,790	7,426	1,412,217
FY 2016-17	229,408	995,760	45,640	131,021	464,687	937,142
<b>Cumulative Total</b>	<b>(\$7,774,513)</b>	<b>\$8,821,851</b>	<b>\$537,143</b>	<b>\$1,075,304</b>	<b>\$2,349,207</b>	<b>\$310,578</b>

Source: TAP International, Inc. analysis based on the SCCC and the CVB financial reports.

Note: The time period of FY 2008-09 to 2016-17 was used as General Fund Capital Expense information was not available prior to FY 2008-09.

Under the fourth approach – forecasting the SCCC’s future fiscal health – TAP International forecasted net income based on two different scenarios.

Under the first scenario, which forecasts net income based on the SCCC’s own operating revenue and expenses, the projections forecast between \$2.2M and \$3.5M over the next four years, as shown Figure 11. Both operating revenues and expenses are expected to grow over the next four years with operating revenue projected to grow at 24 percent over the four years compared to 12 percent for expenses, if operations continue with the same level of service.

Under the second scenario, the analysis includes capital expenditure estimates and projections of potential allocations of TOT tax and TID revenues if the CVB continues its same level of bookings for hotel rooms. As shown in Figure 11 below, projections show an estimated net income between \$1.5M and \$2.2M across the four-year projections. A four-year time horizon was selected to provide a reasonable projection period without introducing unknown variables. The greater the projection period, the increased likelihood of a changing business economy and environment.

**Figure 11: SCCC Fiscal Forecasts**

Scenario 1	FY 2017-18	FY 2018-19	FY 2019-20	FY 2020-21	Cumulative Four-Year Forecast
Convention Center Revenue	9,047,604	9,726,174	10,455,637	11,239,810	40,469,226
Convention Center Expenses	6,820,238	7,086,227	7,362,590	7,649,731	28,918,787
<b>Projected Net Income</b>	<b>\$2,227,366</b>	<b>\$2,639,947</b>	<b>\$3,093,047</b>	<b>\$3,590,079</b>	<b>\$11,550,439</b>

Scenario 2	FY 2017-18	FY 2018-19	FY 2019-20	FY 2020-21	Cumulative Four-Year Forecast
Convention Center Revenue	9,047,604	9,726,174	10,455,637	11,239,810	40,469,226
Convention Center Expenses	6,820,238	7,086,227	7,362,590	7,649,731	28,918,787
CVB Expenses	1,545,246	1,605,511	1,668,126	1,733,182	6,552,065
TOT Revenue	995,760	995,760	995,760	995,760	3,983,040
TID Revenue	45,640	45,640	45,640	45,640	182,560
City Sales Tax Revenue	131,021	131,021	131,021	131,021	524,084
Capital Expenditures-GF Expense	304,000	131,800	4,292,000	800,000	5,527,800
<b>Projected Net Income</b>	<b>\$1,550,541</b>	<b>\$2,075,057</b>	<b>(\$1,694,657)</b>	<b>\$2,229,318</b>	<b>\$4,160,259</b>

Source: TAP International, Inc. analysis based on SCCC financial data.

Table notes:

1. Projections for Convention Center revenue and expenses are based on ten-year averages, discounting the high and low values.
2. TAP International applied the same rate of expense increase by the SCCC to the CVB. The actual average CVB rate of expense increase was not applied because of the value variability and the overall decrease in expenses experienced over the past ten years.
3. TAP International applied the same forecast for TOT, TID, and sales tax revenue, which expect to remain constant. Actual rates of change varied between -20% to +45%.
4. Capital Expenditures are based on City budget forecasts. Projected capital project expenditure of \$4.3M in FY 2019-20 is primarily for exhibit halls and grand ballroom air wall replacements and carpet replacement.

## Contractor/CVB Fiscal Health is Satisfactory Although Cost Allocation Activities Need Attention

The CVB's revenues and expenses are captured in the Contractor's consolidated financial statement. The results of six fiscal health indicators show the Contractor/CVB meets industry benchmarks for five of them, as shown in Figure 12. Warning signs are present because the strength of Contractor's operating cash flow ratio fell below the benchmark between FYs 2015-16 and 2016-17 because of larger than expected spending by the Contractor's core organization. The Contractor/CVB also had declining financial performance across four other indicators. The Contractor/CVB did reduce the number of days it takes to pay bills to under the benchmark of 30 days.

**Figure 12: Fiscal Health Indicators of the City's Contractor/CVB**

	FY 2015-16	FY 2016-17	Benchmark	Performance
Ability to pay short term bills with available cash (Quick Ratio)	2.3	0.9	> 1.0	
Ability to pay short-term bills (Current Ratio)	2.8	0.9	> 1.0	
Number of days cash is available to pay bills (Cash on Hand)	123	110	60-90	
Number of days it takes to pay bills (Days Payable Outstanding)	31	22	< 30	
Ability to pay debt (Debt Service Coverage Ratio)	9.6	2.2	> 1.0	
Operating Cash Flow Ratio	1.8	0.03	> 1.0	

Source of Data: TAP International, Inc. analysis based on Contractor's audited financial statements.

Table Note:

1. Financial data required to calculate the fiscal ratios was not provided by the Contractor prior to FY 2015-16.

## CVB's Year End Fiscal Performance Varied but Within Ten Percent of Total Budget

The Contractor had satisfactory performance in fiscally managing the CVB's total revenue, comprised of the City's contract, ticket sales, and other service fees. As shown in Figure 13, the Contractor's CVB operations had positive net income for four of the past ten years and incurred year-end losses for the remaining six years. None of these year-end deficits exceeded ten percent of the total budget.

Over the ten-year period, revenues for the CVB totaled about \$15.8M and expenses totaled about \$15.5M, showing that the Contractor was ultimately successful in accomplishing a \$278K revenue surplus because the Contractor reduced the CVB's operating expenses at a rate greater than the reductions in its revenues.

**Figure 13: Comparison of CVB Operating Revenues and Expenses**

	CVB OPERATING REVENUES	CVB OPERATING EXPENSES	CVB NET INCOME
FY 2007-08	1,575,000	1,609,000	(34,000)
FY 2008- 09	1,572,000	1,642,000	(69,000)
FY 2009- 10	1,628,000	1,728,000	(99,000)
FY 2010- 11	1,648,000	1,656,000	(8,000)
FY 2011- 12	1,577,000	1,574,000	3,000
FY 2012- 13	1,568,000	1,527,000	41,000
FY 2013- 14	1,567,000	1,598,000	(32,000)
FY 2014- 15	1,564,000	1,605,000	(41,000)
FY 2015- 16	1,584,000	1,218,000	366,000
FY 2016- 17	1,511,000	1,360,000	151,000
<b>Total for the ten year period*</b>	<b>\$15,794,000</b>	<b>\$15,516,000</b>	<b>\$278,000</b>
<b>Percent Change**</b>	<b>(4.1%)</b>	<b>(15.4%)</b>	<b>545%</b>

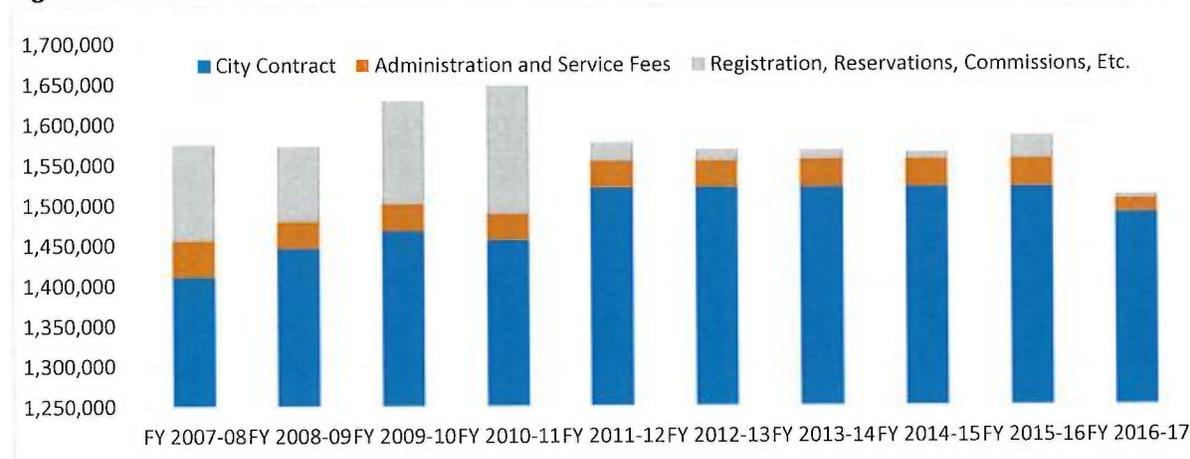
Note: \*Revenue and expense amounts rounded to the nearest thousand. \*\*Percent Change based on actual values from CVB financial statements.

Source: TAP International, Inc. analysis based on CVB financial data.

### Contractor Opted Against Continuing Conference Registration Services

As illustrated in Figure 14, the CVB’s primary source of revenue is the City’s contract payments to support operations. Another large source of revenue was registration services. Allowing event sponsors to register their participants for conferences generated up to \$149,000 for the CVB until FY 2010-11 when the CVB chose not to renew services. The City had offset the loss in revenue but not at an amount to fully compensate the loss. The SCCC did not assume event registration operations for its clients.

**Figure 14. CVB Revenue Sources**



Source: TAP International, Inc. analysis based on CVB financial data.

## The CVB's Revenue and Expense Allocations Need Reconciliation

Generally, when administrative services are shared among entities or different business functions, the expenses incurred from performing these services are allocated and charged to each entity or business function. The allocation of these expenses is usually based on a cost accounting study or a corporate policy that shows a reasonable basis for the allocations.

While the contractor does not have a written cost allocation policy, in practice, the allocations differed depending on the type of expense. The Contractor's SCCC and CVB staff reported that it has been a long-standing practice to allocate 80 percent of overhead expenses to the CVB and 20 percent to the Contractor. Our analysis, however, shows that the CVB paid between 70 and 85 percent of the expenses for office supplies and maintenance and between 79 and 86

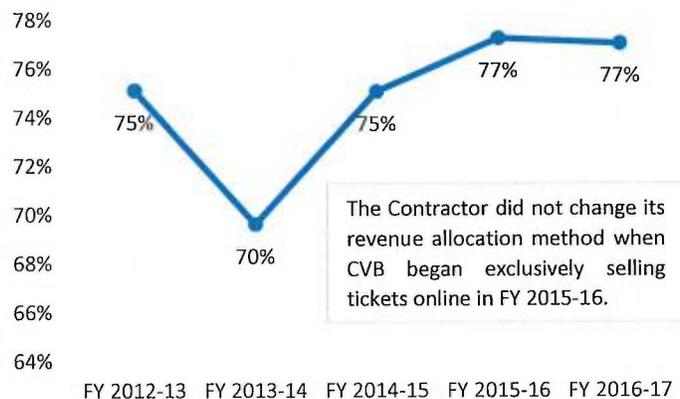
percent of telephone expenses over the past five years. For accounting services, the Contractor reportedly allocates 85 percent of these expenses to the CVB. However, the Contractor's staff reported that the CVB's accounting activities require less time to complete than the accounting activities for the Contractor's own organization.

When the CVB generates revenue involving Contractor resources, then cost allocation policies can include methods for dividing revenue. Similarly, the contractor does not have a documented policy for revenue allocations, but the Contractor's CVB officials reported that prior to FY 2015-16, the CVB was to retain 70 percent of revenue from ticket sales for area attractions while the Contractor was to retain the remaining 30 percent. In practice, however, as shown in Figure 15, the Contractor allocated between 70 and 77 percent to the CVB. The Contractor's CVB officials explained that beginning in FY 2015-16 when the CVB began selling tickets online exclusively, the CVB should have received all \$4,626 in fees collected, but the CVB received \$3,569 from FYs 2015-16 to 2016-17.

## The CVB's Value is Generating Tax Revenue for the City

One of the key's goals of the CVB is to promote the SCCC and the City as a destination area. These efforts result in generating several types of tax revenue when visitors use the SCCC, area hotels, businesses, and restaurants. These taxes include transient occupancy taxes that collect 9.5 percent on hotel lodgings; sales tax of nine percent when purchases are made; and other revenue

Figure 15: CVB Ticket Sales Allocation Percentage



Source of Data: TAP International, Inc. analysis based on the CVB financial data.

in the form of TID fees which assess \$1 per room night among eight participating hotels in the Tourism Improvement District.

The CVB’s marketing and promotion efforts on behalf of the City directly led to 441,716 hotel room nights between FYs 2010-11 and 2016-17, resulting in added tax revenue and fees for the City. Had the City allocated a performance-based portion of TOT tax, TID fees, and sales tax to the CVB, the CVB’s net financial impact over ten years could have been an estimated \$11.5M, as shown in Figure 16.

**Figure 16: Net CVB Financial Impact**

	TOTAL CVB REVENUES	TOTAL CVB EXPENSES	CVB NET INCOME (LOSS)	TOT REVENUE	TID REVENUE	CITY SALES TAX REVENUE	NET CVB IMPACT
FY 2007- 08	1,574,883	1,608,754	(33,871)	710,498	51,117	74,789	802,533
FY 2008- 09	1,572,218	1,641,564	(69,346)	571,716	49,930	60,181	612,481
FY 2009- 10	1,628,401	1,727,812	(99,411)	568,589	49,297	59,851	578,326
FY 2010- 11	1,647,870	1,655,725	(7,855)	719,750	56,071	75,763	843,729
FY 2011- 12	1,576,857	1,573,924	2,933	842,820	60,299	88,718	994,770
FY 2012- 13	1,567,782	1,526,693	41,089	1,089,660	69,398	129,039	1,329,186
FY 2013- 14	1,566,591	1,598,128	(31,537)	1,241,427	70,260	163,346	1,443,496
FY 2014- 15	1,564,199	1,605,055	(40,856)	1,547,325	76,457	203,595	1,786,521
FY 2015- 16	1,584,455	1,218,106	366,349	1,244,804	59,791	163,790	1,834,734
FY 2016- 17	1,510,906	1,360,207	150,699	995,760	45,640	131,021	1,323,120
<b>Total for the ten year period</b>	<b>\$15,794,162</b>	<b>\$15,515,968</b>	<b>\$278,194</b>	<b>\$9,532,349</b>	<b>\$588,260</b>	<b>\$1,150,093</b>	<b>\$11,548,896</b>

Source: TAP International, Inc. analysis based on SCCC and CVB financial data. It is assumed that SCCC partner’s sales tax is included in the City Sales Tax Revenue.

## Section 1B: SCCC’s and CVB’s Revenue Sources and Spending Generally Align with Missions

### The SCCC and the CVB Have Customary Revenue Sources

The SCCC generates income customary for their mission, collecting revenue from 23 general sources. As highlighted in Figure 17, the SCCC’s largest revenue sources are:

- Space Rentals (Exhibit Halls, Ballrooms, Meeting Rooms, Great America, and Theater)
- Catering Commissions
- Audio-Visual Commissions
- Telecommunication Commissions.

Since FY 2007-08, 16 of the 23 revenue sources experienced an increase in revenue, ranging from 4 to 515 percent. Another six revenue sources experienced declines, ranging from -4 to -68 percent.

**Figure 17: SCCC Revenue Sources**

Revenue Source	FY 2007-08	FY 2008-09	FY 2009-10	FY 2010-11	FY 2011-12	FY 2012-13	FY 2013-14	FY 2014-15	FY 2015-16	FY 2016-17	% Change FY 2008-09 to 2016-17
Space-Exhibit Halls	1,265,660	1,194,129	1,113,905	1,090,620	1,142,031	1,352,496	1,261,166	1,337,354	1,416,000	1,353,372	7%
Space-Ballrooms	209,948	221,195	488,060	622,105	598,929	711,857	823,143	801,308	873,944	915,085	336%
Space-Meeting Rooms	207,984	194,893	180,207	219,685	207,900	239,957	237,630	237,580	262,125	275,466	32%
Space-Great America	286,623	271,593	220,997	214,889	274,632	291,742	360,661	385,969	358,770	404,850	41%
Space-Theater	193,640	189,026	151,590	208,620	203,376	211,483	218,644	200,892	208,720	201,000	4%
Space-Cancellation	63,650	163,594	76,138	24,641	15,899	111,523	72,799	77,641	95,995	60,810	(4%)
Merchant Fees			(25,191)	(34,347)	(38,468)	(54,177)	(60,668)	(58,205)	(63,372)	(79,196)	---
Labor-Miscellaneous	10,933	8,915	9,565	19,270	11,168	6,825	5,420	9,139	8,655	8,400	(23%)
Equipment Rental	64,854	58,374	55,466	99,048	55,400	92,744	76,773	120,308	106,638	123,897	91%
Electrical Comm.	107,391	159,844	105,585	140,410	192,214	222,042	184,879	222,373	203,486	277,045	158%
Electrical Services In-House	94,506	53,573	66,840	164,515	156,749	117,605	107,866	111,470	133,650	58,485	(38%)
Audio-Visual Comm.	270,992	271,929	362,512	395,825	411,300	462,273	605,755	594,217	609,736	638,611	136%
Services - Misc.	5,810	18,472	4,360	6,525	5,773	5,658	7,100	639	3,930	3,495	(40%)
Incoming Freight	3,690	3,675	3,175	6,065	9,543	3,764	3,314	2,631	3,423	6,649	80%
Cell Site Revenue	23,009	17,794	17,794	17,794	17,980	18,233	18,936	18,090	26,236	33,039	44%
Telecomm Commission	175,127	127,363	175,520	295,797	327,993	447,915	446,187	432,566	527,971	638,933	265%
Catering Commission	1,262,009	800,499	1,037,616	1,900,070	2,195,799	2,509,846	2,809,971	2,566,610	2,572,066	3,060,064	142%
Insurance Revenue	2,610	2,245	2,085	2,170	2,135	2,853	3,115	1,995	1,750	2,030	(22%)
Interest Revenue	72,998	65,877	57,670	42,934	43,423	20,004	14,025	10,752	7,175	23,689	(68%)
Advertising Comm.	25,154	26,015	15,976	26,009	32,254	32,536	30,449	26,983	29,658	35,644	42%
Sponsorship Revenue	2,300	1,600	1,800	5,550	5,700	16,500	10,950	4,000	2,800	14,150	515%
Business Center Comm.	5,324	4,123	4,481	5,220	5,645	6,710	12,502	14,802	12,682	10,088	89%
Other Income	11,057	2,204	8,874	8,629	4,134	18,771	3,572	3,702	4,629	28,158	155%
<b>TOTAL</b>	<b>4,365,268</b>	<b>3,856,929</b>	<b>4,135,023</b>	<b>5,482,042</b>	<b>5,881,508</b>	<b>6,849,158</b>	<b>7,254,188</b>	<b>7,122,815</b>	<b>7,406,668</b>	<b>8,093,763</b>	<b>85%</b>
<b>TOTAL FY 2007-08 to 2016-17</b>											<b>\$60,447,362</b>

Source: TAP International, Inc. analysis based on CVB financial data.

The CVB also generates income customary for their mission, collecting revenue from nine general sources between FYs 2007-08 and 2016-17. Total revenues from these sources declined by four percent over a ten-year period, as shown in Figure 18. The CVB's Admin and Service Fees include TID revenue, which declined in FY 2016-17. TID revenues received should be reported under a separate income account for better transparency.

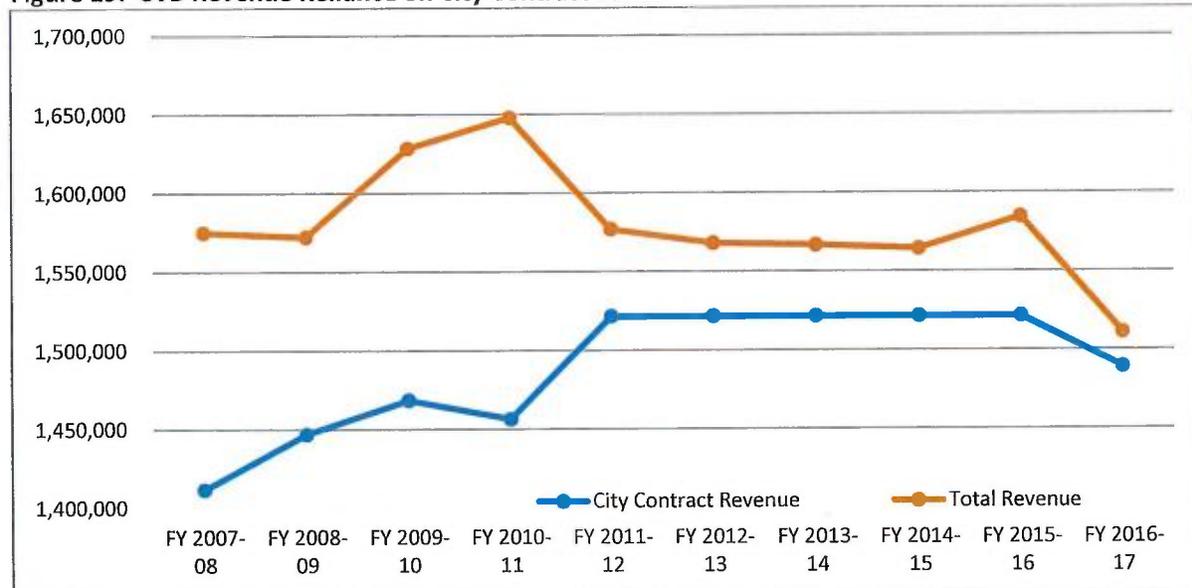
**Figure 18: CVB Revenue Sources**

Revenue Source	FY 2007-08	FY 2008-09	FY 2009-10	FY 2010-11	FY 2011-12	FY 2012-13	FY 2013-14	FY 2014-15	FY 2015-16	FY 2016-17	% Change FY 2008-09 to 2016-17
Admin and Service Fees	44,580	32,882	32,893	32,265	32,265	32,160	34,500	34,500	34,500	16,750	(62%)
Program Services									50	300	---
On-Line Hotel Reservations	8,111	6,467	2,071	2,261	2,443	2,284	2,625	1,856	1,987	1,047	(87%)
City Contract	1,411,678	1,446,962	1,468,526	1,456,526	1,521,526	1,521,526	1,521,526	1,521,526	1,521,526	1,489,315	5%
Discount Ticket Sales	2,099	3,529	1,983	7,195	13,049	11,274	7,149	5,812	2,114	1,455	(31%)
Registration Services	107,393	81,731	122,351	149,400	7,389	399	735	458			(100%)
Commission Revenue									22,431	1,946	---
Banner Ads									1,800		---
Interest Income	1,022	647	577	223	185	139	56	47	47	93	(91%)
<b>TOTAL</b>	<b>1,574,883</b>	<b>1,572,218</b>	<b>1,628,401</b>	<b>1,647,870</b>	<b>1,576,857</b>	<b>1,567,782</b>	<b>1,566,591</b>	<b>1,564,199</b>	<b>1,584,455</b>	<b>1,510,906</b>	<b>(4%)</b>
<b>TOTAL FY 2007-08 to 2016-17</b>											<b>\$15,794,162</b>

Source: TAP International, Inc. analysis based on SCCC financial data.

Figure 19 highlights that the Contractor by FY 2016-17 became dependent on the contract funds to support operations.

**Figure 19: CVB Revenue Reliance on City Contract Funds**



Source: TAP International, Inc. analysis based on CVB financial data.

## Nearly All SCCC and the CVB Expenses are Customary, Except for Bonuses and Commissions

The SCCC has customary expenses for its mission. As highlighted in Figure 20, the SCCC spent the most on salaries and benefits (reported under labor) at about \$5M followed by utilities at \$732,000. Labor and utility expenses rose the most in comparison to other expenses. The SCCC reduced its spending in four areas – professional association dues, advertising and promotion activities, telephone charges, and parking fees.

**Figure 20: Changes in SCCC Spending**

Convention Center Expenses	FY 2007-08	FY 2016-17	\$ Increase (Decrease)	% Change
Labor Related	3,530,564	4,983,964	1,453,400	41%
Parking Fees	16,165	8,550	(7,615)	(47%)
City Admin Fee	45,000	136,699	91,699	204%
Other Operating	2,297	39,500	37,203	1620%
Professional Associations	9,525	9,152	(373)	(4%)
Advertising and Promotion	6,447	970	(5,477)	(85%)
Telephone	38,317	8,568	(29,749)	(78%)
Office Expense	55,708	111,525	55,817	100%
Insurance	86,365	169,206	82,841	96%
Employee Expenses (payroll, training, etc.)	41,998	72,780	30,782	73%
Maintenance	135,467	244,576	109,109	81%
Janitorial and Cleaning	90,082	144,713	54,631	61%
Utilities	530,715	732,235	201,520	38%
<b>Total Expense</b>	<b>\$4,588,650</b>	<b>\$6,662,438</b>	<b>\$2,073,788</b>	<b>45%</b>

Source: TAP International, Inc. analysis based on the SCCC's financial data.

The CVB also has customary expenses for its mission. As highlighted in Figure 21, the CVB spent the most on salaries and wages at nearly \$790,000 followed by advertising and marketing related expenses for the SCCC and the CVB totaling about \$179,000 in FY 2016-17. Over time, the CVB reduced its spending in 17 areas with its largest declines in Salaries and Wages and Employee Benefits, respectively.

Figure 21: Changes in CVB Spending

CVB Expenses	FY 2007-08	FY 2016-17	\$ Increase (Decrease)	% Change
Salaries and Wages	937,383	787,658	(149,725)	(16%)
Payroll Taxes	76,040	55,347	(20,693)	(27%)
Employee Benefits	174,188	102,194	(71,994)	(41%)
Depreciation/Amort.	10,300	5,093	(5,207)	(51%)
Office Supplies/Maintenance	27,639	17,143	(10,496)	(38%)
Computer Service/Maintenance	0	33,500	33,500	---
Accounting and Audit	27,845	35,320	7,475	27%
Legal Fees	0	10,174	10,174	---
Office Equipment.	1,228	1,356	128	10%
Rent	88,575	91,232	2,657	3%
Telephone	22,292	17,039	(5,253)	(24%)
Insurance and Taxes	7,874	3,448	(4,426)	(56%)
Administrative Meeting	2,893	1,981	(912)	(32%)
Postage	18,590	6,298	(12,292)	(66%)
Mileage	3,059	1,443	(1,616)	(53%)
Payroll Service fee	4,499	5,854	1,355	30%
Inside Santa Clara Newsletter	10,500	7,949	(2,551)	(24%)
Advertising-Convention Marketing	0	4,204	4,204	---
Advertising-Travel Marketing	19,709	17,914	(1,795)	(9%)
Marketing-Servicing	550	0	(550)	(100%)
Marketing-Convention Center Marketing/Sales	103,799	99,086	(4,713)	(5%)
Marketing-Visitors Bureau	52,571	49,620	(2,951)	(6%)
Outside Services	6,242	0	(6,242)	(100%)
Expense Reimbursement	11,015	0	(11,015)	(100%)
Miscellaneous	1,963	6,354	4,391	224%
<b>Total Expense</b>	<b>\$1,608,754</b>	<b>\$1,360,207</b>	<b>(\$248,547)</b>	<b>(15%)</b>

Source: TAP International, Inc. analysis based on the Contractor's audited financial statements.

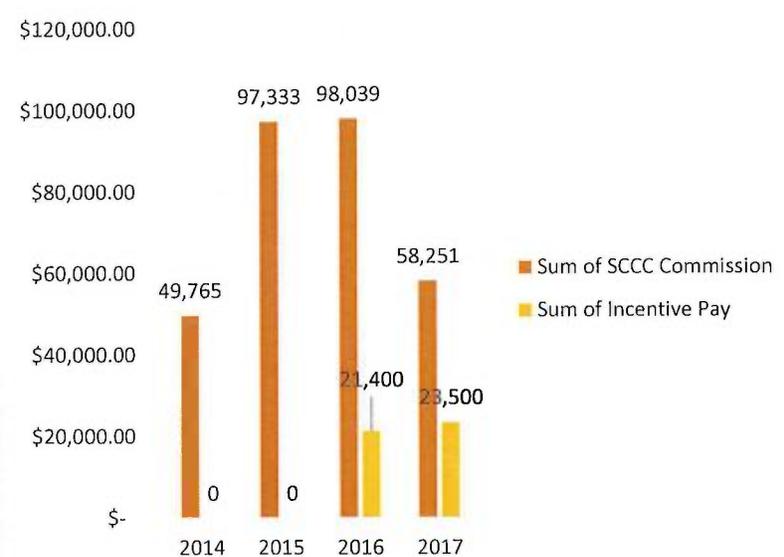
### The Contractor Improperly Paid Commissions

Although the Management Agreement does not contain terms or conditions governing the payment of sales commissions, the SCCC Sales Director received commissions based on the number of events scheduled at the Convention Center, the services sold, and the level of new and repeat business that was brought to the facility. In two full calendar years and another two partial years between 2014 and 2017, the SCCC paid its Sales Director approximately \$303,000 in commissions in addition to a low base annual salary. Generally, in a sale driven environment, sales staff are provided financial incentives to meet sales goals and targets that can be in the

form of commissions or bonuses. The added compensation can be viewed as opportunity costs for businesses if it leads to revenue growth. Because commissions are not offered in publicly funded operations, the commissions should have been included in the Contractor’s formal agreement with the City for subsequent review and approval by the City Council. SCCC management explained that there was no direction by the City to submit employment-related decisions to City Management or City Council for approval.

SCCC management said that the use of commissions has been a long-time practice. The Contractor included the commissions in the SCCC’s operating budget under a General Management category although the commission appropriations should have been presented as Commissions in a separate budget category. This absence of transparency led the City Council to inadvertently approve the appropriations for the commissions without policy deliberations. Moreover, offering commissions prevented the full coordination and cooperation between the SCCC and CVB sales staff. CVB sales staff reported that the scheduling of events with lower economic value by SCCC staff received preference over higher valued events. SCCC management disagrees with CVB’s assertion. Event scheduling is later discussed in this report.

**Figure 22: SCCC Commission and CVB Incentive Pay Expenses**



Source of Date: TAP International, Inc. analysis based on SCCC salary reports and CVB incentive pay computation reports.

Table Note: Data was available only for the SCCC Commission payments for six months only for calendar year 2014 and for 2017

### Bonus Payments Need Further Review

The Contractor’s CVB staff was paid bonuses, referred to as incentive pay, that needs further review. The Contractor paid the CVB’s sales staff incentive pay provided that the employees met individual quarterly sales goals and targets. The amount of incentive pay varied by sales manager. We did not have complete data to determine the full amount of incentive pay paid to the Contractor’s CVB employees, but for calendar year 2017, incentive pay totaled \$23,500. Included

in the payments were amounts for events scheduled in future years like in 2021, but offsets in incentive payments did not occur if events were cancelled. CVB staff explained that event sponsors are required to pay a deposit in the event of a future cancellation, and thus fees are available for the incentive payments.<sup>9</sup> The absence of pay offsets for cancelled events contradicts the purpose of giving performance bonuses. In FY 2016-17, the SCCC collected about \$60,000 in cancellation fees.

How the Contractor paid for the incentive payments is of concern. The incentive payments were not paid for by the City's monthly contractual payments, but instead were paid for by funds from another public entity – the Santa Clara Tourism Improvement District (TID)<sup>10</sup> – without a formal contract or written legal agreement in place. Incentives payments could be appropriate if the TID competitively bid for marketing and promotion services and then entered into a formal agreement that contained provisions to pay performance incentives if goals were met. In the absence of a formal agreement, the funds appropriated to the Contractor by the TID need further examination by the City to determine if the TID was in violation of public law that prohibits the giving or lending of public to any person or entity, public or private organizations, except under certain circumstances.<sup>11</sup>

There were no disclosures about the use of incentive pay although the City had imposed oversight requirements on the TID that provided some accountability and transparency over operations. These requirements include submissions of annual reports and an annual financial audit. The TID's operating budget did contain funds for bonuses in its annual operating budget but no disclosure was evident that the bonuses were for another organization. As the City did not require the TID to submit budget documents for review, incentive pay provided to the Contractor's organization would have remained unknown unless direct communication occurred. None of the current City management staff were aware of the incentive pay or of the commission payments.

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<sup>9</sup> Incentive payments are actually paid by the TID. The point made by the CVB staff is that when events are cancelled, revenue is recovered, so there is no direct revenue loss to the City.

<sup>10</sup> The TID, established to promote tourism and enhance marketing activities, received \$1 per room night from eight participating hotels that comprise the TID. In FY 2016-17, TID estimated fees totaled \$759,009. The Contractor for the SCCC and CVB also managed the TID.

<sup>11</sup> California's Constitution Article XVI, Section 6.

## Section 2: Structures, Systems, and Operations Need Strengthening

### Contractor Does Not Implement Strong Financial Management Activities

This section describes the activities of the Contractor to administer financial management of the SCCC and CVB.

#### Financial Management Policies and Procedures Need to Address Content Gaps

Important to an effective financial management structure is the development of policies and procedures. Policies and procedures serve the purpose of:

- Protecting the assets of the organization
- Providing a framework for the organization's financial decision making
- Establishing operating standards and behavioral expectations
- Ensuring compliance with regulations.

In the two agreements between the Contractor and the City, the City required that the Contractor separate its accounting activities for the SCCC and CVB operations and perform other financial management related tasks. The City did not require the development of financial management policies. However, the Contractor had developed two sets of financial management policies. One set governs the CVB and the other governs the SCCC.

TAP International evaluated the content of the SCCC's financial management policies and procedures against guidance issued by the Government Finance Officers Association (GFOA) because SCCC is an enterprise operation and publicly owned. Of 11 financial management areas most applicable to the SCCC, the SCCC had gaps in content among six of them, as shown in Figure 23.

The five areas that need policy development include:

- Reserves
- Contract
- Risk Management and Internal Controls
- Long Term Financial Management Planning
- Capital Management Policies.

**Figure 23: SCCC Financial Policies and Procedures Development**

Policy Area	Policy Developed by SCCC
Reserves in other funds. Policies that set how much revenue to set aside for later use.	No
Contract: Policies that deal with the administration of contract revenue.	No
Accounting: Policies that address the basis of accounting, the process for implementing journal entries, requirements for bank reconciliation, monthly closing, and recordkeeping.	Partially <sup>12</sup>
Financial reporting: Address procedures and controls for internal financial reporting, tax compliance and tax returns, and payroll reporting.	Partially <sup>13</sup>
Risk management and internal controls: Policies that address risk management and internal control.	No
Procurement: Policies to encourage efficient, effective, and fair procurement.	Partially <sup>14</sup>
Long-term financial planning: A policy that commits the organization to taking a long-term approach to financial health.	No <sup>15</sup>
Capital: Policies that cover the lifecycle of capital assets, including capital improvement planning, capital budgeting, project management, and asset maintenance.	No
Revenues: Policy guidance through the designing of efficient and effective revenue systems that guarantee the generation of adequate public resources to meet expenses.	Partially <sup>16</sup>
Expenditures: Policies addressing a range of issues around how the money is expended, including personnel, outsourcing, and funding long-term liabilities.	Partially <sup>17</sup>
Operating budget: Policies that describe essential features of the budget development process and form, as well as principles that guide budgetary decision making.	Partially <sup>18</sup>

Source: TAP International, Inc. analysis of SCCC financial policies.

TAP International evaluated the content of the CVB’s financial management policies and procedures against guidance issued by the National Council for Nonprofits for six key areas for

<sup>12</sup> SCCC policy does not define responsible parties to conduct activities and oversight controls.

<sup>13</sup> SCCC policy does not define procedures or controls to ensure accuracy and completeness of internal financial reports.

<sup>14</sup> SCCC policy does not address proposal and bid process that should ensure fair purchasing and contracting, only Purchase Orders

<sup>15</sup> SCCC policy address bi-annual budget process, but not long-term planning.

<sup>16</sup> SCCC policies have been developed for Revenue Recognition and Cash Receipting, but revenue generation systems and controls are not defined.

<sup>17</sup> SCCC policy address the cash disbursement process, but not management long term liabilities, which is currently not applicable to the SCCC because it does not have long term debt on its accountings records.

<sup>18</sup> SCCC policy does not include a description of budget assumptions to be used the preparation of the budget or the type of budgeting methodology to use.

nonprofit organizations, as described in Figure 24. The CVB’s financial policies also had some gaps in each area.

**Figure 24: Contractor development of Financial Policies for the CVB**

Policy Area	Policy developed for CVB
Accounting: Address the basis of accounting, the process for implementing journal entries, requirements for bank reconciliations, monthly closing, and recordkeeping.	Partially <sup>19</sup>
Financial Planning & Reporting: Address procedures and controls for internal financial reporting, tax compliance and tax returns, and payroll reporting.	Partially <sup>20</sup>
Budgeting Process: Policies that describe essential features of the budget development process and form, as well as principles that guide budgetary decision making.	Partially <sup>21</sup>
Revenue and Accounts Receivable: Policies guiding invoice preparation, revenue recognition, cash receipts, and deposits.	Partially <sup>22</sup>
Expense and Accounts Payable: Policies describing Purchases & Procurement and the use of Independent Contractors.	Partially <sup>23</sup>
Invoice Approval and Processing: Procedures describing how cash will be disbursed, petty cash procedures and amounts, use of credit card, and employee reimbursements.	Partially <sup>24</sup>

Source: TAP International, Inc. analysis of CVB financial policies.

### SCCC and CVB Could Benefit from an Integrated Financial Accounting System

An important financial management tool is the use of accounting systems to collect, store, and process financial and accounting data and produce informational reports for managerial review and decision-making. The Contractor uses two different accounting systems – one for the CVB and the other for the SCCC. Without an integrated accounting system, financial reports must be

<sup>19</sup> CVB policy does not define responsible parties to conduct activities and oversight controls.

<sup>20</sup> CVB policy does not define procedures or controls to ensure accuracy and completeness of internal financial reports.

<sup>21</sup> CVB policy does not include a description of budget assumptions to be used the preparation of the budget or the type of budgeting method to use.

<sup>22</sup> CVB policies defines payment types and bank deposits but does not address invoice preparation or how information is used to create journal entries.

<sup>23</sup> CVB cash disbursement policy provides overview of payment types and check processing but does not address use of independent contractors.

<sup>24</sup> CVB policy does not define spending limits and authorization for use of credit cards.

prepared and reviewed separately, and errors must be manually identified and corrected.<sup>25</sup> Our review found CVB financial reports did not include adequate detail about transaction history. For example, the CVB did not have explanations of gaps in check numbers or check numbers found out of sequence. The Contractor explained that the printer damaged the subject check numbers. In comparison, the SCCC's financial data system kept a detailed record of all voided checks even those destroyed by printing—a standard internal control activity. The SCCC's General Manager/CEO sought to integrate the two accounting systems in FY 2016-17 without success after a Board member of the Contractor's organization opted against system integration.

### **“Separate Accounting” Activities between the Contractor’s Organization and the CVB Needs Stronger Internal Controls**

The updated 2017 CVB agreement between the City and the Contractor requires “separate accounting” between the CVB and the Contractor. The agreement does not include a definition of “separate accounting” or clarifies the City’s intent on whether the City intended to require separate accounting systems or separate bank accounts. The absence of specificity in the agreements has led the Contractor to deposit into the same bank account all revenues received for its own organization (including member dues and donations), the City’s contract revenue, other CVB revenue, TID revenue, and SCCC payroll payments into one bank account. In FY 2016-17, the SCCC’s General Manager/CEO, sought to appropriately establish separate checking accounts for the CVB and for the Tourism Improvement District. A former Board member of the Contractor’s organization gave authorization only to set up a separate bank account for the Tourism Improvement District.

To comply with the requirement to provide “separate accounting”, the Contractor records financial transactions on either the CVB’s General Ledger or on the Contractor’s own General Ledger depending on which entity incurred the expense. A general ledger holds account information on individual financial transactions and contains data on revenues, expenses, assets, liabilities, and equity for use in financial reporting. The recording of these transactions on the correct general ledger is vital to ensuring accounting financial reporting.

Our review of 49 financial transactions between FY 2006-2007 and FY 2017-2018 showed that the Contractor recorded about half (24) of the transactions correctly. Another 11 transactions had some type of exception. For these exceptions, the Contractor did not effectively implement internal controls. The exceptions we noted are as follows:

- The absence of an account code that would describe whether to post the expense on the CVB or the Contractor’s ledger

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<sup>25</sup> SCCC’s financial reports and disbursements are provided to the City for the City to manually perform enterprise accounting activities. The accounting of fixed assets for the SCCC is captured separately on an MS Excel spreadsheet.

- Different expense amounts shown on the General Ledger in comparison to payment documentation and the invoice amount
- Approval of purchase orders after incurring the expense. A purchase order describes the purpose of the expected expense and the proposed vendor so that management can review and approve the expense prior to its occurrence.

For the remaining 14 transactions, it was not possible to determine whether the Contractor posted the expenses to the correct general ledger because of the unavailability of invoices and records that show accounting instructions. The weaknesses in internal controls did not materially affect the Contractor’s audited financial statements because these statements combined the CVB’s and the Contractor’s financial position.

Our sample of SCCC financial transactions did not find exceptions to internal controls.

TAP International further examined the Contractor’s controls governing the use of credit cards. The Contractor managed one credit card account for use by seven employees working for the Contractor, CVB staff, and SCCC staff. Using the same credit card account for three entities needs to have strong business processes to reconcile receipts to the expenses on a timely and accurate basis. However, the Contractor did not implement uniform credit card reconciliation processes or implement other internal controls, as follows.

- The SCCC requires receipts to be given to its accounting department immediately after the purchase but the Contractor does not consistently collect these receipts for the CVB. Missing receipts were clear across the three credit card statements selected for review. Without receipts, the Contractor cannot review the allowability of the expenses incurred.
- Travel request forms that show the planned dates of the trip, the purpose of the trip, and expected expenditures can allow Contractor staff to cross-check dates of approved travel with corresponding credit card expenses. Neither the SCCC nor the CVB require travel requests to be prepared so that credit cards could be effectively reconciled. Without the approved travel requests, Contractor staff do not have a basis to determine whether executive management had given approval of the travel related charge prior to its

An effective internal control requires submission of receipts or expense reports immediately after purchases or at month-end.

Another control is to prepare travel request forms for pre-approval of expected expenses.

A third control is to prepare purchase orders. A purchase order describes the purpose of the expense and the estimated costs for review and approval by management prior to incurring the expense.

occurrence. SCCC management explained that their employees do not perform out of town travel and would not need to prepare travel orders. However, travel to attend future training, seminars or conferences should be authorized through a travel order.

- While the SCCC requires purchase orders for internal needs such as printing, office supplies, and small equipment items; the CVB did not consistently use them. Without purchase orders, the CVB staff are making purchases without advance knowledge by management. The Contractor's financial policies do not comprehensively address credit card use or identify spending limits subject to purchase orders.

## Information Management Could be Used More Effectively

This section describes how well the CVB and SCCC manage and uses the information it collects on performance.

### The SCCC Has an Opportunity to Fully Leverage the Information it Collects

Information management is the planning, organizing, collecting, analyzing, evaluation, and reporting of information. Vital to information management is performance measurement, which allows development and reporting on key metrics using operational information collected by an organization. The information, when analyzed, can identify when work processes break down or where work processes can be improved for better service delivery. Performance measures can address the timeliness of program activities conducted (process), the direct products and services delivered by the process (outputs), or the results of those processes (outcomes).<sup>26</sup> Effective information management supports better and quicker managerial decisions that increase overall operating effectiveness.

The CVB implements a satisfactory information management system in place. The CVB routinely tracks, collects, and reviews its progress at selling and marketing both the SCCC and area hotels. In addition, the CVB routinely reviews the accuracy of the data captured in its computer systems. The CVB management staff analyzes output measures to identify trends, compute performance bonuses, and to assess progress at meeting annual performance targets.

Examples of the types of performance measures tracked by the CVB are primarily output measures, such as:

- Number of leads
- Number of leads lost
- Number of events booked
- Number of events cancelled
- Number of room nights
- Number of guests.

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<sup>26</sup> MANAGING FOR RESULTS: Data-Driven Performance Reviews Show Promise but Agencies Should Explore How to Involve Other Relevant Agencies, February 2013. U.S. Government Accountability Office  
PERFORMANCE MEASUREMENT AND EVALUATION, May 2011, US. Government Accountability Office.

The CVB also collects and monitors a key outcome measure – economic impact – to assess the effectiveness of its sales and marketing efforts. The CVB computes this metric using an industry formula that considers lodging revenue, TOT revenue, TID revenue, sales tax, and tourism activities among other things. In FY 2016-17, the total economic impact for SCCC events totaled \$122.3M, exceeding its annual performance benchmark of \$88M.<sup>27</sup>

The SCCC collects multiple types of data but could do more to analyze the information to assess overall performance. For example, the SCCC administers customer satisfaction surveys, but it does not collectively analyze the surveys to assess overall performance effectiveness and efficiency. In another area, the SCCC collects information on event bookings but does not routinely use the data to assess booking patterns and trends.

The SCCC does not have same level of information management in comparison to the CVB.

Neither the CVB nor the SCCC have developed benchmarks from which to assess their own annual performance. Benchmarks are a standard of performance using the SCCC’s and the CVB’s own information. Having this information available could allow the Contractor to align sales and promotion efforts with the SCCC rental needs.

Examples of benchmarks and performance measures include:

<b>5-year Average Benchmark</b>	<b>Annual Performance Measure</b>
<b>Facility use rate</b>	% of calendar days that the Convention Center facilities are used
<b>Space utilization</b>	% of SCCC square footage used
<b>Revenue per event</b>	Average direct revenue per event
<b>Total events booked</b>	Total events booked
<b># of same day bookings</b>	Annual # of same day bookings
<b># of multi-day bookings</b>	Annual # of multi-day bookings
<b>Total events booked by partner</b>	Average Total events booked by CVB Total events booked by SCCC Total events booked by SCCC partners

The Contractor could benefit from other information to measure business process efficiency. For example, the CVB implements business processes to work leads and to book events with its clients. The CVB staff said that the time required to complete these activities consume about three hours to prepare required forms; time that could be spent working other leads. Changes could be made with how their activities are administered, such as having support staff prepare required forms, but the CVB requests for support staff have been denied. Tracking the efficiency

<sup>27</sup> TAP International, Inc analysis of 10 years of CVB booking data.

or cost-effectiveness of the SCCC and the CVB operations can drive changes to increase productivity.

Another business process that could have better cost data and performance information is how the SCCC administers maintenance operations. Presently, tracking and monitoring of maintenance operations is a manual process that require supervisors to prepare a one-page log for each shift, describing all the items that need repair. For FY 2017-18, the logs contained 2,893 items across two shifts per day. The completion status of each items described on the log was unknown because the SCCC does not record when a work order is completed, or what was done to repair the item. Better information management, including implementation of a formal work order system that can track individual work items, the amount of time and resources spent on each work item, and the completion status of each item could facilitate effective management of maintenance operations.

### Contractor’s Governance and Other Activities Do Not Facilitate Public Trust

The National Council of Nonprofits states there is no cookie cutter approach to governance of nonprofit organizations, but there are basic activities that help nonprofit organizations accomplish good governance. Good governance in the nonprofit sector promotes the proper use of resources consistent with the organization’s mission and applicable laws and it is about maintaining trust and confidence of those the organization serves. This section describes the activities of the Contractor to provide a compliant and accountable operations for the SCCC and the CVB.

#### The Contractor Had Not Developed Key Governance Policies and Procedures

The Contractor is organized as a 501(c)(6). The U.S. Internal Revenue Services (IRS) describe basic governance activities it desires for nonprofit organizations. Basic governance activities are those described on the IRS Form 990, which is subject to annual filing by nonprofit organizations. Six areas described on the Form 990 assess governance activities. TAP International found the Contractor implemented three of the six activities recommended, as shown in Figure 25.

**Figure 25: Contractor Implementation of Basic Governance Activities**

Requirements	Implemented
Maintain minutes of all board meetings (and committee meetings for committees that are authorized to act on behalf of the board, such as an executive committee). (See IRS Form 990, Part VI, Section A, line 8)	Yes
Complete a questionnaire about conflicts of interest. (See IRS Form 990, Part VI, Section B, Line 12)	Yes
Disclose to the public the nonprofit’s three most recently filed annual returns with the IRS, as well as its application for tax-exemption and related correspondence and attachments.	Yes
Maintain a written whistleblower protection policy (Part VI, Section B, line 13)	No

Maintain a written document retention/destruction policy (Part VI, Section B, line 14)	No
Maintain a written gift acceptance policy to govern the receipt of "non-cash" gifts, such as gifts-in-kind, and unusual gifts (land, vehicles, artwork etc.)	No

Source: TAP International, Inc. analysis of Contractor Form 990 Filings

### The Contractor Has Several Self-Disclosed Conflicts of Interests

We further examined the effectiveness of the Contractor’s efforts to implement one of the three basic governance activities – conflict of interest forms. For any organization, officials and employees are expected to use good judgment, to adhere to high ethical standards, and to act in such a manner as to avoid any actual or potential conflict of interest. A conflict of interest occurs when the personal, professional, or business interests of an employee or Board member conflict with the interests of the organization. Both the fact and the appearance of a conflict of interest should be avoided.

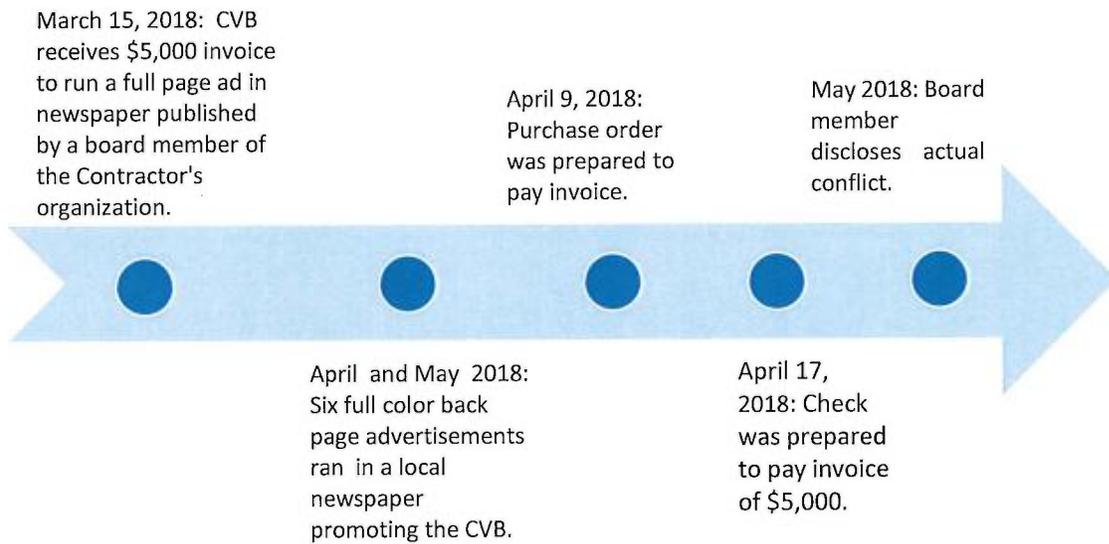
Our review of 19 conflict of interest forms submitted by Contractor officers and employees identified the following:

- The Contractor’s employees working for the CVB and the SCCC, and who make decisions on behalf of the City, did not complete the forms because they were not requested to do so by the Contractor.
- Of the 19 forms submitted, three had contained disclosures of conflicts of interest. One of these forms, submitted by a Board Director who is also serving on the Contractor’s committee overseeing the CVB, disclosed an actual conflict of interest regarding a business relationship between his company, a local newspaper, and the Contractor’s organization. The disclosure occurred in May 2018, after a conflict had occurred, preventing the Contractor’s Board or Executive Director from resolving the issue. As shown in Figure 26, the conflict was related to ads purchased in a local newspaper by the CVB.

“A conflict of interest exists when officers, board members, and staff has a direct or indirect business, professional, or personal relationship that may influence or be perceived to influence the judgement or action of the Officer, Board member, or staff serving the Santa Clara Chamber of Commerce and Convention Visitors Bureau. Such conflict of interests include, but are not limited to, personal and professional affiliations, and business dealings. All real and perceived conflicts of interest will be disclosed to the appropriate level necessary for consideration, resolution, and direction.”

Source: Contractor Conflict of Interest Statement

**Figure 26: Timeline on Conflict of Interest Disclosure**



Although the CVB's National Advertising Manager raised concern about the value of running the ads in that particular local newspaper, the Contractor stated that the CVB staff, without influence from the Board of Directors, believed that it was better business decision to advertise in a more cost-effective media outlet that targets Santa Clara corporations.

In another example of a self-disclosed conflict of interest, a current Board member, reported in April 2018 of future plans to replace a current SCCC vendor responsible for mailing and shipping services. The SCCC General Manager/CEO explained that the current vendor did not comply with contract terms and conditions and the vendor contacted the Board member to serve a replacement, who was subsequently brought to the SCCC's attention.

The SCCC General Manager/CEO further reported the Board member is currently in the process of purchasing the contract from the current vendor. The SCCC did not issue a competitive bid and has not prepared a new contract, noting that it was important to resume business. The lack of an open and competitive bidding process puts SCCC at risk of not securing the lowest pricing for the services. In addition, this practice puts SCCC at cross purposes with public operated entities. The standard practice for publicly supported operations is to prepare new contracts upon changes in corporate ownership requiring a new vendor to complete tax forms, business requirements and insurance requirements.

The Management Agreement does not require the Contractor to follow City procurement policies. However, allowing a Board member of the Contractor's organization to assume mailing and shipping operations gives the appearance of financial self-dealing on a personal and organizational level. It also raises questions about the strength of the Contractor's contracting processes and related decision-making. Going forward, the Contractor's CEO reported that the Board member would have to abstain from any future decisions regarding the SCCC only and

disagreed with our assessment that allowing a Board member to assume the contract without a competitive bid gives the appearance of financial self-dealing.

Other members (and former members) of the Contractor's organization had key<sup>28</sup> contracts for services with the SCCC. One SCCC partner, who has not paid membership dues since 2016 but is still listed on the Contractor's membership directory, provides catering services. The caterer has been a partner for the SCCC since 2008. Another member of the Contractor's organizations provides audio-visual services. Catering and audio-visual are two of the revenue producing services for the SCCC. The SCCC bidding documents we reviewed did not contain any preference of vendors being members of the Contractor's organization, as appropriate. SCCC management explained that these businesses became a member of the Contractor's organization as a business choice on their behalf.

For a third disclosed conflict, an employee of the Contractor, which is not the current or former Executive Director, reported in May 2018 serving as an officer in a risk management association. There was no other information documented on the form that described the circumstances of the reported conflict.

Finally, one of the 19 forms reviewed and submitted by the (former) Chair of the Contractor's Board of Directors in April 2018 was partially completed, neither confirming or denying that a conflict of interest is present.

According to the National Council of Nonprofits, a key part in implementing conflict of interest activities is to manage the conflict. After the Board member and officer made the Contractor aware of their conflicts, consideration should be documented on what action, if any, was taken to resolve the conflict. The Contractor's (new) Executive Director had no prior knowledge if action was taken.

A goal of many organizations when addressing potential or actual conflicts of interests is to raise awareness of the types of situations that may be a conflict and the steps needed to encourage transparency with management when situations arise. The Contractor's CVB and SCCC employees had not received conflict of interest training although the Contractor's newly hired Executive Director began a training on basic governance for nonprofit organizations for the organization's Board of Directors.

### **The Contractor Appears to Have Misused Government Assets**

Our review of the Contractor's conflict of interest activities led to the identification of other serious concerns about its management of the SCCC. The first concern is the Contractor's

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<sup>28</sup> (As defined by largest generation of revenue at the SCCC from its vendors.)

frequency and extent of applying discounts on facility charges for use of the SCCC.<sup>29</sup> The Contractor's SCCC management staff explained that the use discounts largely serve to attract events and to be competitive with other convention centers. Offering discounts is common for the convention center industry.

As shown in Figure 27, from FY 2011-12 through April FY 2017-18, the SCCC discounted (i.e. adjusted fees) for more than half of all events that occurred at the SCCC. Throughout the six plus years, the value of the adjustments totaled \$16.1M, about half of the \$36M gross facility charges. The SCCC's Assistant General Manager approves of all financial adjustments given to event sponsors.

**Figure 27: Number of SCCC events (aka bookings) with Fee Discounts (Adjustments)\***

Year	Total Scheduled Events	# of Bookings with Discounts	% of Bookings with Discounts	Total Value of Discounts (Adjustments)
FY 2011-12	465	273	59%	(2,756,338.40)
FY 2012-13	513	294	58%	(3,031,425.75)
FY 2013-14	501	287	57%	(2,358,153.08)
FY 2014-15	464	227	49%	(2,385,939.00)
FY 2015-16	422	217	51%	(2,067,983.50)
FY 2016-17	447	228	51%	(2,051,815.12)
FY 2017-18 (April)	395	194	49%	(1,463,526.00)
<b>Total</b>	<b>3,207</b>	<b>1,720</b>		<b>(16,115,180.85)</b>

Source: TAP International, Inc. analysis of SCCC booking data.

\*SCCC management explained that discounts are applied to some event sponsors if food and beverage sales or hotel room exceed a minimum level of purchases.

Per the SCCC's booking policy, discounts can be applied when charges from catering services reach a specified level. However, the SCCC did not fully comply with its own policy because the SCCC allowed use of the SCCC facilities to organizations that did not purchase catering services. For instance, in 2012, 2013, and 2015, the SCCC allowed a summer-long event sponsored by a faith-based organization that did not purchase catering services, or any other services offered by the SCCC, and therefore should not have been eligible for a discount. Across the three years, the gross charges totaled about \$1.1M and discounts given to the faith-based organization totaled about \$1.02M. The Contractor's SCCC staff explained that even though the organization did not purchase catering services, the event came with a substantial need for hotel rooms (450 rooms at the conference's peak) at a time when the hotel industry was suffering from an economic downturn. The TID paid the Contractor \$51,000 in subsidies to help offset the facility

<sup>29</sup> When the SCCC facilities are used for events, the related charges are public revenues because the SCCC is a publicly owned facility.

rental charges lost by the SCCC. Further review is needed to determine the allowability of the TID payment. The City should assess legal compliance with laws governing prohibition of gifts of public funds.<sup>30</sup> SCCC management reported that coordination between the SCCC and the TID is an important component in booking future business.

The SCCC's booking policy does not state that the SCCC is prohibited from fully discounting facility rental charges. However, as shown in Figure 28, event sponsors hosting a total of 353 events (or 11 percent of all SCCC events) received a full adjustment on gross charges equaling \$2.8M. Allowing full rental facility discounts on a publicly owned facility without official City authorization is potentially misusing government owned assets.

**Figure 28: Number of SCCC Events Without Facility Rental Fees**

Year	Number of Events with 100% Discount on Rental Fees	Total Discounts Applied
FY 2011-12	64	651,125
FY 2012-13	75	595,848
FY 2013-14	56	319,785
FY 2014-15	42	377,380
FY 2015-16	40	456,140
FY 2016-17	46	226,025
FY 2017-18 (April)	30	205,500
<b>Total</b>	<b>353</b>	<b>\$2,831,803</b>

Source of Data: TAP International, Inc. analysis on SCCC booking data.

On average, the Contractor fully discounted facility charges about 50 times per year and over a long period of time which led to a direct financial loss to the City on facility rental charges. We could not determine the full loss of rental revenue because some organizations that received a full discount on rental facilities in any one year and used the facility the following year, had gross charges applied of \$0; therefore, technically, no discount was applied. This happened 31 times in a six year plus period of our analysis.

The types of event sponsors that used the SCCC facilities with no facility charge include:

- City agencies<sup>31</sup>
- Contractor's employees
- Contractor's organization
- County agencies
- Local businesses

<sup>30</sup> There was no violation of the SCCC collective bargaining agreement in allowing the event sponsor to perform their own set up and cleaning of meeting facilities.

<sup>31</sup> City of Santa Clara should pay a fee or a service charge to use the SCCC's facilities given that the convention center is a public enterprise operation.

- Nonprofit organizations that are members of the Contractor’s organization
- Individuals and organizations that are members of or who have business ties to the Contractor’s organization
- Political action committee associated with the contractor’s organization<sup>32</sup>
- SCCC contracted vendors.

The nature of events that took place were birthday parties, wedding receptions, general meetings, parties, and networking events. SCCC management also reported its contracted vendors sometimes use space for employee training.

Finally, when the SCCC applied full discounts to the Contractor’s members and member organizations, the SCCC did not comply with the Contractor’s own policy of applying a 20 percent discount up to \$1,000 per member. The SCCC management said that full discounts were applied to incentivize membership enrollment to the Contractor’s organization and began at the direction of the Contractor’s (former) Executive Director although TAP International could not verify this statement. The Contractor does not presently advertise or promote the discount on its website or other materials.

Further legal analysis is needed to determine if the Contractor: (1) violated its 501(c)(6) tax exempt status when it provided full facility discounts to its members, and (2) engaged in self-dealing when it used its personal or organizational relationships to offer free use of publicly owned facilities, and allowed the Contractor’s Board member to assume SCCC services without implementing a competitive bid.

Investigation is needed by the California Fair Political Practices Commission to determine if violation of state law occurred when the Contractor allowed the Santa Clara Chamber Political Action Committee to use SCCC facilities free of rental charges.

**The Contractor’s CVB Improperly Issued a Donation Check to a Political Action Committee**

In 2012, the Contractor sponsored a web-based fundraising event for a political action committee. During the campaign, the Contractor received checks that totaled about \$8,000 made payable to the CVB. Rather than returning the political donors’ checks, the Contractor deposited the checks and recorded the deposit on the CVB’s accounting records. The Contractor then recorded and issued a check on May 8, 2012 under the CVB accounting records for about \$8,000 to the Political Action Committee. Contractor management attributed the problem to donor confusion about to whom to make the check payable. When the CVB sent the payment to the Political Action Committee, it provided a gift for political purposes that needs further review by the California Fair Political Practices Commissions for potential violation of State law. In addition,

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<sup>32</sup> The SCCC reported that the Political Action Committee (PAC) received discounts for its food and beverage purchases. Our analysis shows that the PAC was a member of the Contractor’s organization and per the Contractor’s policy should have received a 20 percent discount on rental charges only.

because the Contractor facilitated the fundraising activity for the Political Action Committee, it may have jeopardized its 501(c)(6) tax exempt status.

### **The Contractor Misused Government Sponsored Resources**

Under California Government Code 8314, using public resources for either personal or political purposes is illegal. Public resources can be classified as: money, staff time, equipment, technology, telephones, furniture, computers, and office supplies, if public funds were used in their purchase. The use of public resources would need to be enough to result in a gain for the user and a loss to the agency that can be estimated as a monetary value. As previously discussed in the report, the City virtually funds all of the operations of the CVB, paying about \$1.5M annually to the Contractor.

The CVB shares the same web domain name—santaclara.org—with the Contractor’s organization and the City pays for 80 percent of its share of costs although the Contractor does not provide detailed financial reporting on the costs for computer and related services. In early and mid-2018, the Contractor sent email blasts and newsletters (using the web domain name) to the surrounding community in support of its organization’s core mission. The newsletters also contained promotional ads for fundraising events by the Santa Clara Chamber Political Action Committee. The shared use of the domain name sent mixed messages to the public because the Contractor is holding the CVB name out to the public as its own entity, thereby benefitting from the lack of distinction between the private and public supported resource.

The Contractor is primarily responsible for the issues described in this section, jeopardizing the level of trust that Contractor decisions are made in the City’s best interest. The issues could have been prevented had the Contractor’s Board members and Contractor employees received training on the governance, ethics, conflict of interest, use of public resources, and proper internal controls. In July 2018, the Contractor’s new Executive Director, implemented a training program in place that is a good first step in conveying the basics of nonprofit governance.

### **Other Business and Marketing Structures Govern Local Convention Centers and Visitors Bureaus**

In June 2018, the City Council directed the City Manager to develop options for the provision of convention and visitor services. Of the six convention and event centers located within a 250 miles range of the SCCC whose cities also have visitors’ bureaus, none are managed by a Chamber of Commerce. These cities have used other types of business structures, such as a City formed nonprofit organization, third-party corporation, and formation of a district or authority to operate both the CVB and the convention center.

The fact that other convention centers and CVBs are not operated by a Chamber of Commerce does not necessarily mean that the City should change contractors because other considerations should be factored in, such as overall operating and financial performance, City satisfaction with services, and cost. Nevertheless, the CVB and the SCCC management said that alternative business structures could work well for their operations. The CVB Sales Director explained that the CVB has always operated as a separate entity even though it was under the umbrella of the Contractor's organizational structure and should be organized as a separate entity in the future to fully promote the City as a destination area. The SCCC management reported that integrating the CVB with the Convention Center would work well, promoting coordination between the CVB and the SCCC. Both the CVB and the SCCC management reported that the Contractor's role in their operations had no influence over their performance because of the separation by each from the Contractor's core business.

## Contract Management Needs Reform by Both the City and the Contractor

This section describes the level of Contractor oversight by the City and the Contractor's use of the City's budget policies to increase its fees.

### The City and the Contractor Share Responsibility for Contractor Issues

Cities routinely contract with vendors to provide services to its residents and taxpayers. The International City Manager's Association (ICMA) writes that public contract management should include key activities, such as the development of metrics to check, track and report on vendor performance.<sup>33</sup> When the City originally drafted the agreements with its Contractor, in the 1970's and 1980's, the agreements primarily addressed financial requirements.<sup>34</sup> The two agreements, however, do not have other key terms and conditions, such as:

- Accomplishment of clear financial and operating performance benchmarks. This information allows the City to monitor the Contractor's progress towards its financial and operational goals and to identify early warning signs of negative performance trends.
- Implementation of key internal controls. These internal controls include (1) prohibition on co-mingling of public and private funds; (2) City review of financial transactions; (3) safe data storage,<sup>35</sup> and (4) development of facility use policies.
- Implementation of financial disclosures rules. Presently, the City does not require the Contractor to submit financial disclosure forms that help identify and to avoid any potential or appearance of a conflict of interest.<sup>36</sup> The Contractor and its employees, who make decisions about on behalf of the City, have not been required to file the California

The two agreements between the City and the Contractor did not contain key terms and conditions. The absence of these requirements coupled with City's lack of past oversight of the Contractor allowed the Contractor to make questionable decision-making about the CVB's and the SCCC's operations.

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<sup>33</sup> Contract Management: A Risk-Based Approach for Local Governments, January 2018, by Kyle O'Rourke, Baker Tilly Virchow Krause, LLP, and Frank Girgenti.

<sup>34</sup> The two agreements have provisions for the Contractor to administer separate accounting activities between the CVB and the SCCC and from its core operations, proper documentation for reimbursements, budget submissions, and annual financial audits.

<sup>35</sup> Both the City's Management Agreement and the CVB Agreement state that the Contractor shall maintain accounting records for the life of the agreement and for three beyond the term of the agreement upon its expiration. However, the agreements do not include requirements for the safeguarding of information. Protecting financial records ensures that the information and data they hold is available any time for review and evaluation. The contractor's absence of strong controls over the maintenance of financial records pose a high risk for the City because the Contractor does not safely safeguard CVB accounting records, storing records below a water pipe that had previously leaked and damaged some of the accounting records. We did not determine the extent of the damage.

<sup>36</sup> The California Fair Political Practices Act requires that a city's conflict of interest code reflect the current structure of the organization and properly identify officials, consultants, and employees who should be filing Statements of Economic Interests (Form 700s). The Form 700 provides necessary information to the public about an officials or consultant's (contractor) personal financial interests to ensure that they are making decisions in the best interest of the public and not enhancing their personal finances. Consultants and contractors must file Form 700s if they make or participate in making governmental decisions.

Form 700 – Statement of Economic Interest – because the City did not identify in its conflict of interest policy that the Contractor would be subject to annual filing.

Without these requirements, the City does not have assurance of proper risk mitigation, which had partly led to the issues described in this report. The Contractor’s lack of effective administration over operations discussed throughout this report is also a primary factor.

The absence of key contract requirements can be addressed, in part, by active contract monitoring. The City Manager’s Office is responsible for contract oversight although there are no documents available to support any historical activities.<sup>37</sup> Without active contract oversight by the City, the City had historically placed too much reliance on the Contractor to deliver services efficiently and effectively, and in compliance with applicable laws and regulations.

In 2017 and 2018, the City’s newly hired City Manager implemented efforts to strengthen the City’s contract oversight activities, assigning the City’s Finance Director as Contracts Manager, recruiting for a City-wide contracts manager, and implementing activities to enhance and assess the Contractor’s performance. These activities include hiring a consultant to enhance marketing activities, implementing monthly oversight of the SCCC accounting activities, and requesting this audit.

#### **Former City Officials Did Not Use the Contracting Process to Change Management Fees**

Under the terms of the Management Agreement, the City is to provide an annual management fee to be included in the SCCC’s annual operating budget. The payment amount ranged from \$45,000 to \$50,000 until 2016 when the management fee was increased to two percent of the SCCC’s gross sales revenues. In FY 2016-17, these fees totaled \$136,699.

Changes in payment terms, like the one requested by the Contractor, are typically subject to contract amendments. Contractor documents show that in March 2017, the City provided instructions to the Contractor to use the budgeting process to change its management fees. However, in April 2017, the City met with the Contractor in budget meetings and a decision was reached that a formal amendment was needed. The Contractor’s Board of Directors was to draft an amendment/letter regarding the management fee and that the City would prepare a letter establishing the new payment term of two percent of gross sales. There was no information provided that either the Contractor or the City followed through on these tasks. Having a contract amendment would have allowed for proper discussion and deliberation by the City Council on the merit of the fee increase. The City Council, upon learning that it inadvertently approved the fee increase through the City’s budgeting process, voted to suspend payment of the management fee.

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<sup>37</sup> The Contractor’s CVB management said that City management had historically held frequent progress meetings with a former and long-time Executive Director. These weekly meetings reportedly stopped after the Contractor’s Executive Director left the organization in 2015.

## Section 3: Changes are Needed to Enhance SCCC Sustainability and Overall Performance

This section discusses three areas of the Convention Center and the CVB operations that have hampered the CVB efforts to enhance sustainability and overall performance. These areas are:

1. Event Scheduling
2. Marketing and Sales Operations
3. Facility Needs

### New Strategies are Needed for Event Scheduling

#### More Multi-Day Events Should Fill Convention Center Calendar

An important measure to assess marketing effectiveness includes monitoring the number of available dates for potential events. In FY 2016-17, the SCCC event calendar was nearly filled, with few dates available throughout the year to book events. Only about ten percent of the SCCC's calendar was available for events, showing the popularity of the facility.

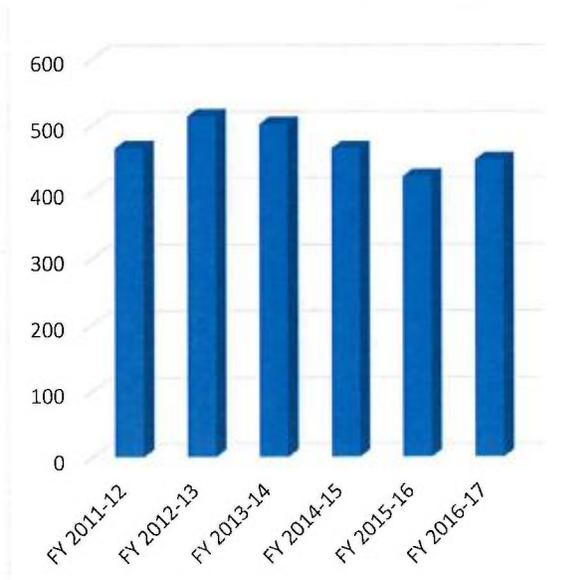
Another measure is the monitoring of facility space available for potential events. However, the SCCC does not maintain this data to determine the percentage of space available to potentially schedule other events. Monitoring these types of measures can allow the SCCC and the CVB staff to tailor their marketing activities to fully maximize the space offered by the SCCC.

The SCCC, nonetheless, collects other data to assess marketing effectiveness, such as the number of events scheduled, the duration and type of each scheduled event, and gross and net charges resulting from the event. However, as previously discussed in this report, the SCCC does not routinely analyze the information it collects to monitor performance. Our analysis, however, examined the presence of patterns in event scheduling. For instance, as shown in Figure 29, the number of events scheduled at the SCCC has not increased over time other than some fluctuations up and down. However, as shown in Figure 30, the total net financial value of the SCCC events scheduled increased over time.

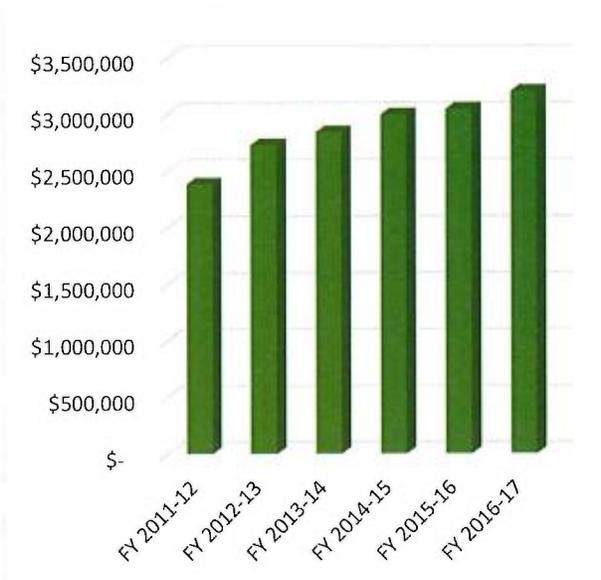
Same day events average \$1,865 in fees per event between FY 2011-12 and FY 2016-17.

Multi-day events averaged \$12,000 in fees per event between FY 2011-12 and FY 2016-17.

**Figure 29: Total Events Scheduled at the SCCC**



**Figure 30: Net Financial Value of Events Scheduled at the SCCC**

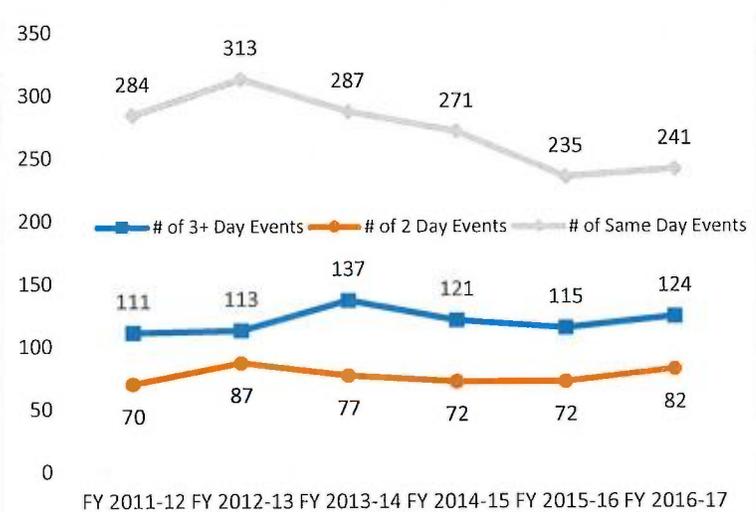


Source: TAP International, Inc. analysis of SCCC booking data

In addition, of the 2,812 total events hosted by the SCCC in the past six years, 58 percent of them began and ended on the same day (herein referred to as same day events). Same day events result in less revenue for the City in comparison to events that span several days.

Nearly 42 percent of the total events hosted over the past six years by the SCCC required two or more days (herein referred to as multi-day events). As shown in Figure 31, events that require three or more days occur more often than events that require two days. The CVB staff have primary responsibility for scheduling multi-day events at the SCCC because these types of events generally need hotel lodging.

**Figure 31: Total Convention Center Events by Event Length and Fiscal Year**



Source of Data: TAP International, Inc. analysis of SCCC booking data.

Our analysis of data further shows the CVB has increased its activities to scheduled SCCC events while its scheduling of hotel meeting space (herein referred to as in-house bookings) has declined. Figure 32 suggests that hotels may have the space available to host one-day events that are generally scheduled at the SCCC.

### Better Guidance is Needed in Scheduling Events

The SCCC, SCCC partners, and the CVB are all responsible for scheduling events at the SCCC. With the involvement of multiple entities, guidance should be available to help in decision-making on the types of events to receive priority scheduling. Although the SCCC has available booking policies, the policies do not address event coordination. SCCC management explained that the practice is for CVB’s multi-day events to receive priority scheduling and the SCCC to fill the gaps in the event calendar with same-day events. It is unclear whether the SCCC consistently applies this guidance because the SCCC can schedule same day events up to 18 months in advance. The SCCC also reserves the month of December for its clients because SCCC management explained it was a profitable time of year for them, but that it would accommodate if CVB presented a substantial piece of business. CVB staff reported multiple instances of multi-day events that were turned down by the SCCC over the years. In FY 2017-18, there were 32 potential multi-day events with over 55,000 participants (see Figure 33) that had to look elsewhere because proposed dates were unavailable at the SCCC, creating lost economic opportunities for the City (based on the assumption that at least three of 32 potential multi-day events could have been scheduled if the dates were available).

**Figure 32: Number of CVB Events Scheduled at the SCCC and at Area Hotels**



Source of Data: TAP International, Inc. analysis of CVB booking data.

**Figure 33: Top Reasons for Losing Multi-Day Events at the SCCC, FY 2017-18**

	Meetings	Attendees	Requested Rooms
Convention Center dates unavailable	32	55,168	42,544
Convention Center too small	12	48,816	56,536
Better attendance in another city	45	42,065	40,291
Rates too high	50	36,776	39,178
Event postponed/cancelled	30	30,942	15,467

Source of Data: TAP International, Inc. analysis of CVB Lead and Booking Reports

In addition, the SCCC could develop policies that guide scheduling events requested by nonprofit organizations. For example, some convention centers set aside a limited number of dates to offer facilities at discounted rates or set aside dates that historically have had low facility utilization. Without established guidance, the City does not have assurance that the SCCC event space is leveraged to the maximum economic benefit possible.

In the absence of guidance for scheduling events by nonprofit organizations, the review and approval of potential events takes on greater importance. The review process could consider any number of factors all with the purpose of maximizing potential convention center revenue. For the CVB to successfully confirm a multi-day event, the Contractor’s CVB employees prepare a multiple page letter of intent that describes the nature of the event, the services requested, and a preliminary financial analysis. The CVB staff reported that the approval process for each potential booking requires up to three hours. The Contractor’s SCCC employees, however, are not subject to the same process even though same-day events have lower potential for revenue generation. The absence of implementing parallel processes raised questions by some CVB employees about whether the SCCC was effectively making decisions on event scheduling. Without documentation on why the SCCC or the CVB events were approved or denied, TAP International had no basis to determine if booking principles regarding allowing priority booking to the highest revenue generating events were consistently applied by the SCCC management. However, given that same-day bookings comprise over half of SCCC events, the City does not have assurance that the review process gives top priority to events with greater economic benefit.

## Marketing and Sales Operations can be Enhanced

### Marketing Plans Need to be Comprehensive and Integrated

The purpose of a comprehensive marketing plan is to give strategic direction for the success of the SCCC and the CVB. It serves to describe the leadership role for the marketing of meetings and conventions, leisure travelers, and business and cultural events that lead to economic growth for

the City and the surrounding region, including describing how the SCCC and the CVB can distinguish itself from its competitors.

The City hired an industry consultant to determine how best to shape the SCCC and the CVB for the future. The industry consultant, among other activities, held meetings with the CVB and the SCCC to establish new strategies for generating leads and sales goals. In addition, the Contractor had set up its own committee to offer leadership direction for marketing activities. In 2018, the Contractor's committee discussed the need for an updated marketing strategy, but a comprehensive and integrated marketing plan has not yet been prepared. In lieu of an integrated plan, the CVB had developed its own five-year strategic plan and other annual business plans to market and promote the city. These plans included analysis of strengths and weaknesses, development of sales goals, and description of action plans for each market sector. Without a marketing plan that addresses the sales and marketing activities of both the SCCC and the CVB, effective coordination was hampered. The Contractor allowed each entity to generally operate independent of each other.

### **Staffing Could Be Re-Structured**

Staffing is an essential function in any organization. Hiring staff with the right skills, knowledge, and abilities for the role to be performed can contribute to the organization's success. At the CVB, the Contractor hired five sales managers with extensive experience in the tourism and hotel industry. The CVB's two Vice-Presidents also possess extensive experience in the Convention and Visitors Bureau industry. In comparison, the SCCC hired one Sales Director who does not have the same level of experience as the CVB staff at the time of hiring. Experience was developed on the job because the Contractor did not invest in continuous professional training to either the CVB or the SCCC sales staff nor did the City require professional development.

The differences in experience levels did not result in significant differences in performance levels relative to total event bookings by each entity. The CVB books about 42 percent of the events held at the SCCC while the SCCC staff book the remaining 58 percent of all events, on average. It takes the CVB more work and effort to book multi-day events, thus the need for more employees.

The Contractor for the CVB and the SCCC divided the supervision of sales activities. The SCCC's Assistant General Manager oversees its one Sales Director. Two CVB Vice-Presidents oversee five sales managers and six other support staff. The CVB and the SCCC staff reported the absence of effective communication and other information sharing activities because of the fragmented structures. As a result, none of the entities were fully aware of how well the others performed relative to meeting sales goals and targets.

Given that the CVB employs five sales managers, we examined the extent that the CVB strategically utilizes these resources to maximize its performance. Each Sales Manager is

responsible for one of five market areas included in the Contractor’s scope of work with the City. These market areas are:

- Corporations
- Social, military, education, religious, and fraternal associations (SMERFs)
- Sports
- Associations
- City-wide events

As illustrated in Figure 34, the CVB books more corporate events in comparison to its other market areas. Given that corporate scheduled events represent the most common type of multi-day event hosted at the SCCC, assigning more staff in this area to work leads could likely result in more events. The CVB could also assign a sales manager to more than one market area that have fewer potential leads and events, such as the Sports and SMERF areas. The CVB management explained that sales managers are reassigned when workloads increase among other managers, but that the CVB needs more support staff to generate and process leads, freeing sales manager to devote their attention to working with the potential client directly. While additional staff have been requested in the budget, the contractor’s CVB management explained there was low likelihood the positions would be approved. In FY 2015-16 and FY 2016-17, the CVB did not spend all of its contract funds from the City, leaving up to \$517,000 on the balance and enough to hire support personnel.

**Figure 34: Type of Events and Hotel Room Nights Secured by the CVB**



Source of Data: TAP International, Inc. analysis of CVB booking

## More Leads are Needed to Successfully Book One Event

California has 20 Convention and Event Centers with seven of them located within a 200-mile radius of the SCCC, creating a competitive environment for the CVB to book multi-day events. A key success factor in scheduling the SCCC is generating enough interest, or leads, from potential clients that could result in a scheduled event. A large availability of leads provides ample opportunity for staff to promote the SCCC and area hotels to potential clients. The CVB's own benchmark

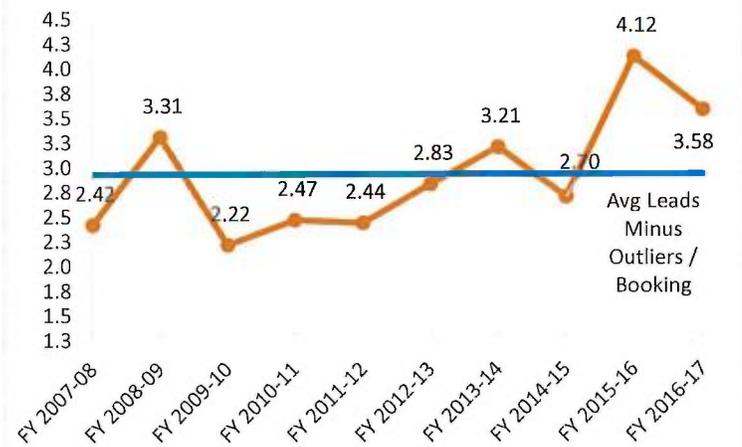
over a ten-year history averages three leads to schedule one event, but recently, the CVB needs more leads to do so (See Figure 35). Complicating matters is the slight downward trend in total

leads available for the CVB in recent years. (See Figure 36). The CVB management reported efforts to pursue other types of lead generation activities that could result in city-wide events, at the recommendation of a City consultant hired to develop enhancements to CVB operations. A city-wide event was originally defined by the CVB as a goal of scheduling events that need 600 room nights at the event's peak. CVB staff explained that this goal was ultimately adjusted to 750 room nights at the time of our review.

Leads that involve a substantial amount of room nights require more time to identify and to pursue, said CVB management. At the time of our review, the CVB scheduled two of 22 "city-wide" events targeted.

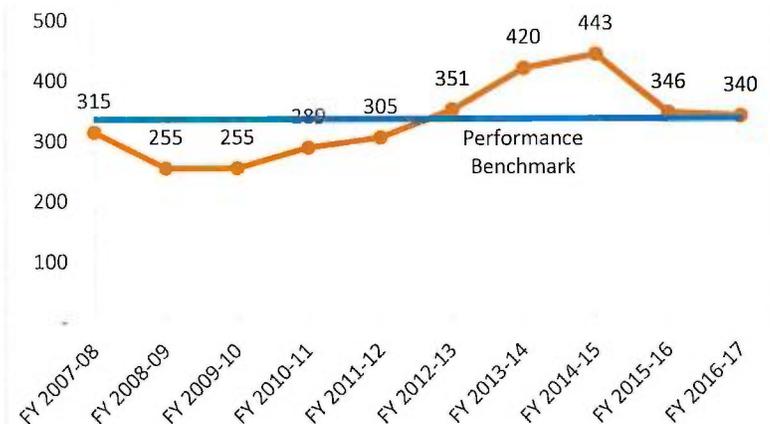
It is uncertain as to whether the CVB can meet its "city-wide" event goal. Assuming that the SCCC and the CVB operations remain unchanged, three challenges are present. First, as shown in Figure 37, the CVB, historically exceeded its new city-wide goal of 750 room nights per event in one of the last ten years, suggesting that establishing 22 "city-wide" events with 750 room nights at its

Figure 35: Number of Leads per CVB Booking, Ten-year History



Source of Data: TAP International, Inc. analysis of CVB booking

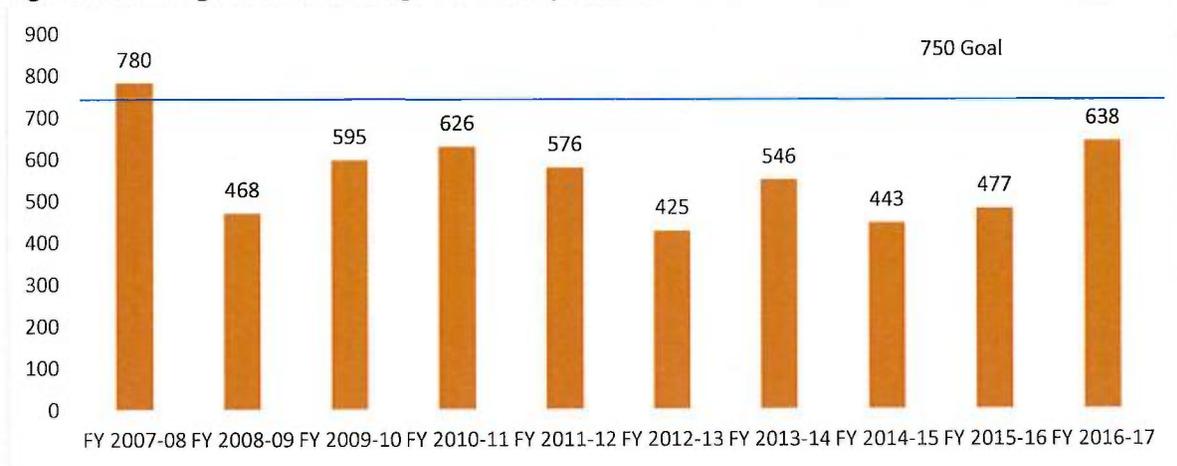
Figure 36: Number of Total CVB Leads, Ten-Year History



Source of Data: TAP International, Inc. analysis of CVB booking

peak may be an ambitious goal. Second, CVB employees reported that the surrounding area has a total of 3,800 hotel rooms. To have 750 of these rooms, or 20 percent of all City hotel rooms, available at the same time for any one event, is challenging. Third, the SCCC calendar is nearly full and may not have available dates for these very large events.

**Figure 37: Average Hotel Room Nights Utilized per Event**



Source of Data: TAP International, Inc. analysis of CVB financial data.

The CVB may not have to focus efforts on scheduling city-wide events. Our analysis of Figure 31 and 32, the SCCC could work towards shifting its one-day events to area hotels resulting in more available dates to schedule multi-day events. The SCCC could also schedule one-day events when needed at the SCCC six months in advance versus 18 months. Had at least three of the 32 potential events that were lost due to unavailable dates (See Figure 33) been successfully scheduled, it could have led up to an additional 4,000 room nights that could have (1) increased the annual overall average per booking for the SCCC; (2) helped the CVB meet its city-wide goal; and, (3) increased the economic impact to the City.

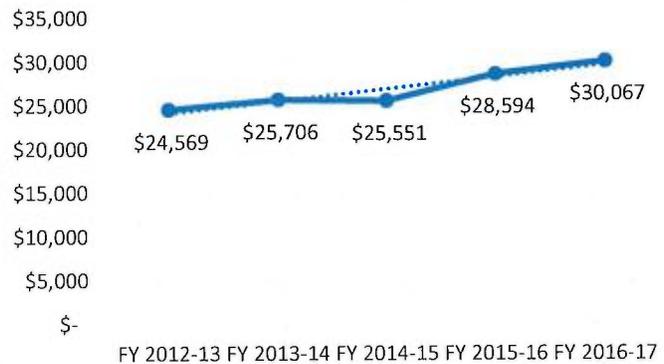
### **Robust and Strategic Advertising Is Needed**

The International Association of Venue Planners state that event planners and attendees are looking for centers that offer unique features, reporting that differentiation is key to attracting more business and larger events. The CVB is implementing current industry marketing strategies to promote the surrounding areas by highlighting restaurants and nightlife, local tours, museums, shops, and outdoor activities, largely through its website. Technology is also leading the way for the SCCC to market itself on the web, by incorporating an interactive map and virtual tour platform, providing useful resources to help in the planning process, making the selection process experience easier for potential clients. Through interactive digital mapping, potential guests can familiarize themselves with the center, as well as the surrounding area, before they arrive.

The CVB also implements direct advertising. While no benchmarks have been established on suggested advertising budgets, the CVB’s advertising expenditures ranged between \$24,569 to \$30,067, as illustrated in Figure 38.<sup>38</sup> Having a small budget for advertising and marketing requires strategic decision-making to leverage limited resources. CVB management explained that it had two goals for advertising and marketing activities: (1) to make the CVB known as a local resource for area businesses to handle its event needs, and (2) to promote the area as a destination for local businesses. At the time of our review, the CVB had:

- Subscribed to various publications and trade tools as well as enrolled in trade and industry associations to help receive leads on prospective clients.
- Performed its own online marketing of the City as a destination area, providing vast information on potential tourist attractions in the local area.
- Received local news coverage to promote its activities.
- Dedicated some of its limited budget to direct advertising and promotion.<sup>39</sup>

**Figure 38: Advertising Dollars of the CVB Expenditures**



Source of Data: TAP International, Inc. analysis of CVB financial data.

A potential outcome from these activities would be the generation of leads and/or scheduling of events at area hotels or the SCCC. Figure 29 and Figure 36 largely shows an unchanged performed in bookings and in lead generation over time with some fluctuation between the years, suggesting are needed in marketing and advertising strategies.

### SCCC Needs Modernizing

The International Association of Venue Planners report that planners do a lot of research before deciding on the best venue, considering factors such as catering services, technology, facility size, and building modernization. As evidenced by Figure 33, the CVB has lost potential clients because the SCCC is too small and both the SCCC and the CVB staff said that condition of the facility needs attention.<sup>40</sup> Figure 39 shows the condition of SCCC’s carpeting in place throughout the facility.

<sup>38</sup> TAP International, Inc. could not develop an apples to apples comparison of CVB’s advertising budget with other convention centers.

<sup>39</sup> In the Spring 2018, the CVB spent \$5,000 to run six full-page ads in a local newspaper that we discussed earlier in this report as a self-reported conflict of interest.

<sup>40</sup> The Management Agreement states the Contractor is to maintain the Convention Center, the equipment and furniture situated therein, and related facilities in good order and repair and to request such repairs in the SCCC’s annual budget or separate City Council action.

The SCCC management explained that the carpeting needs replacement and the kitchen in the Mission City Ballroom requires repair and updating.

The City recognized the need for facility modernization and commissioned a facility assessment in 2017. The facility assessment identified 11 areas that require immediate replacement or modernization.

These areas are:

1. Redesign location of Mission City Ballroom, HVAC equipment so that the MCG kitchen becomes functional
2. Replace carpets (Main Building and Great America)
3. Replace tile at base of columns
4. Replace acoustic tile ceiling finishes (Main Building and Great America)
5. Replace fabric faced interior finishes (Main Building and Great America)
6. Redesign functionality and replace “air walls”
7. Install reflective coating on flat roofs
8. Provide weather protection for south facing MCG exterior doors
9. Complete replacement of HVAC system
10. Modernization of elevators
11. Provide safety railing at roof perimeters

**Figure 39: SCCC Carpet Condition**



Photograph by TAP International, Inc.

The 2017 study estimated replacement and modernization costs for these short-term repairs at \$5.3M and other long-term repair costs at \$57.7M over the next ten years. The City and the SCCC budgeted over \$1M to replace the carpeting and budgeted over \$4M to update the kitchen in FY 2020-21. Updating the kitchen will likely lead to deficit spending for that year if the SCCC cannot better leverage its bookings. However, in the absence of modernizing the facility, the CVB would be hampered in its ability to attract large events that would require at least 750 room nights.

Appendix A: CVB Revenue, Expenses and Net Income

Figure A1. CVB Revenue, Expenses and Net Income

	FY 2007-08	FY 2008-09	FY 2009-10	FY 2010-11	FY 2011-12	FY 2012-13	FY 2013-14	FY 2014-15	FY 2015-16	FY 2016-17
<b>CVB Revenue</b>										
Admin and Service Fees	44,580	32,882	32,893	32,265	32,265	32,160	34,500	34,500	34,500	16,750
Program Services									50	300
On-Line Hotel Reservations	8,111	6,467	2,071	2,261	2,443	2,284	2,625	1,856	1,987	1,047
City Contract	1,411,678	1,446,962	1,468,526	1,456,526	1,521,526	1,521,526	1,521,526	1,521,526	1,521,526	1,489,315
Discount Ticket Sales	2,099	3,529	1,983	7,195	13,049	11,274	7,149	5,812	2,114	1,455
Registration Services	107,393	81,731	122,351	149,400	7,389	399	735	458		
Commission Revenue									22,431	1,946
Banner Ads									1,800	
Interest Income	1,022	647	577	223	185	139	56	47	47	93
All Other Program Services										
<b>CVB TOTAL REVENUE</b>	<b>1,574,883</b>	<b>1,572,218</b>	<b>1,628,401</b>	<b>1,647,870</b>	<b>1,576,857</b>	<b>1,567,782</b>	<b>1,566,591</b>	<b>1,564,199</b>	<b>1,584,455</b>	<b>1,510,906</b>
<b>CVB Expenses</b>										
Salaries and Wages	937,383	945,167	1,006,243	1,018,335	900,904	888,877	937,577	918,150	651,150	787,658
Payroll Taxes	76,040	76,234	81,779	83,422	72,967	69,595	70,925	74,100	51,603	55,347
Employee Benefits	174,188	194,517	207,536	202,165	200,299	194,472	208,035	220,383	126,274	102,194
Depreciation/Amort.	10,300	14,994	16,043	9,213	5,963	5,093	5,900	5,093	5,093	5,093
Office Supplies/Maint.	27,639	25,756	24,035	26,104	27,268	26,036	28,207	29,911	25,168	17,143
Computer Service/Maint			1,750	1,094	1,269	958	240	21,810	41,575	33,500
Accounting and Audit	27,845	30,640	31,520	31,150	31,520	32,815	32,656	33,430	34,395	35,320
Legal Fees								35,080	42,894	10,174
Office Equip.	1,228	885	95	722	1,807	360	1,050	1,063		1,356
Rent	88,575	91,232	91,232	91,232	91,232	91,232	91,232	91,232	91,232	91,232
Telephone	22,292	18,899	21,147	21,879	20,079	18,391	17,994	18,634	18,591	17,039

Insurance and Taxes	7,874	10,572	10,904	14,949	17,275	7,994	14,444	11,776	4,633	3,448
Administrative Meeting	2,893	1,952	1,809	1,307	2,479	2,345	1,482	1,739	2,500	1,981
Postage	18,590	15,284	16,660	11,445	13,043	13,283	12,169	14,128	8,176	6,298
Mileage	3,059	3,021	3,102	2,915	2,997	3,192	2,719	2,593	2,332	1,443
Payroll Service fee	4,499	4,347	3,673	7,047	5,896	5,408	6,472	7,091	12,194	5,854
Inside Santa Clara Newsletter	10,500	10,500	10,500	8,000	8,000	8,000	8,000	8,000	6,275	7,949
Advertising-Convention Marketing		17,150	13,177	9,664	3,557	450	3,309	2,951	3,813	4,204
Advertising-Travel Marketing	19,709	17,007	17,461	14,883	15,833	16,119	14,397	14,600	18,506	17,914
Marketing-Servicing	550	330			250					
Marketing-CC Marketing/Sales	103,799	112,744	100,916	50,009	97,735	85,416	90,808	48,895	35,046	99,086
Marketing-Visitors Bureau	52,571	47,626	52,610	48,421	49,102	53,435	47,932	40,335	32,912	49,620
Loss on Disposal of Equipment			8,117							
Outside Services	6,242	200	6,849							
Expense Reimbursements	11,015									
Miscellaneous	1,963	2,507	654	1,769	4,449	3,222	2,580	4,061	3,744	6,354
<b>CVB TOTAL EXPENSES</b>	<b>1,608,754</b>	<b>1,641,564</b>	<b>1,727,812</b>	<b>1,655,725</b>	<b>1,573,924</b>	<b>1,526,693</b>	<b>1,598,128</b>	<b>1,605,055</b>	<b>1,218,106</b>	<b>1,360,207</b>
<b>CVB TOTAL NET INCOME (LOSS)</b>	<b>(33,871)</b>	<b>(69,346)</b>	<b>(99,411)</b>	<b>(7,855)</b>	<b>2,933</b>	<b>41,089</b>	<b>(31,537)</b>	<b>(40,856)</b>	<b>366,349</b>	<b>150,699</b>
<b>TOTAL FY 2007-08 TO 2016-17</b>										<b>\$278,194</b>

Appendix B: SCCC Revenue, Expenses and Net Income

Figure B1. SCCC Revenue, Expenses and Net Income

	FY 2007-08	FY 2008-09	FY 2009-10	FY 2010-11	FY 2011-12	FY 2012-13	FY 2013-14	FY 2014-15	FY 2015-16	FY 2016-17
<b>SCCC Revenue</b>										
Space-Exhibit Halls	1,265,660	1,194,129	1,113,905	1,090,620	1,142,031	1,352,496	1,261,166	1,337,354	1,416,000	1,353,372
Space-Ballrooms	209,948	221,195	488,060	622,105	598,929	711,857	823,143	801,308	873,944	915,085
Space-Meeting Rooms	207,984	194,893	180,207	219,685	207,900	239,957	237,630	237,580	262,125	275,466
Space-Great America	286,623	271,593	220,997	214,889	274,632	291,742	360,661	385,969	358,770	404,850
Space-Theater	193,640	189,026	151,590	208,620	203,376	211,483	218,644	200,892	208,720	201,000
Space-Cancellation	63,650	163,594	76,138	24,641	15,899	111,523	72,799	77,641	95,995	60,810
Merchant Fees			(25,191)	(34,347)	(38,468)	(54,177)	(60,668)	(58,205)	(63,372)	(79,196)
Labor-Miscellaneous	10,933	8,915	9,565	19,270	11,168	6,825	5,420	9,139	8,655	8,400
Equipment Rental	64,854	58,374	55,466	99,048	55,400	92,744	76,773	120,308	106,638	123,897
Electrical Comm.	107,391	159,844	105,585	140,410	192,214	222,042	184,879	222,373	203,486	277,045
Electrical Services In-House	94,506	53,573	66,840	164,515	156,749	117,605	107,866	111,470	133,650	58,485
Audio-Visual Comm.	270,992	271,929	362,512	395,825	411,300	462,273	605,755	594,217	609,736	638,611
Services - Misc.	5,810	18,472	4,360	6,525	5,773	5,658	7,100	639	3,930	3,495
Incoming Freight	3,690	3,675	3,175	6,065	9,543	3,764	3,314	2,631	3,423	6,649
Cell Site Revenue	23,009	17,794	17,794	17,794	17,980	18,233	18,936	18,090	26,236	33,039
Telecomm Commission	175,127	127,363	175,520	295,797	327,993	447,915	446,187	432,566	527,971	638,933
Catering Commission	1,262,009	800,499	1,037,616	1,900,070	2,195,799	2,509,846	2,809,971	2,566,610	2,572,066	3,060,064
Insurance Revenue	2,610	2,245	2,085	2,170	2,135	2,853	3,115	1,995	1,750	2,030
Interest Revenue	72,998	65,877	57,670	42,934	43,423	20,004	14,025	10,752	7,175	23,689
Advertising Comm.	25,154	26,015	15,976	26,009	32,254	32,536	30,449	26,983	29,658	35,644
Sponsorship Revenue	2,300	1,600	1,800	5,550	5,700	16,500	10,950	4,000	2,800	14,150
Business Center Comm.	5,324	4,123	4,481	5,220	5,645	6,710	12,502	14,802	12,682	10,088
Other Income	11,057	2,204	8,874	8,629	4,134	18,771	3,572	3,702	4,629	28,158

SCCC TOTAL REVENUE	4,365,268	3,856,929	4,135,023	5,482,042	5,881,508	6,849,158	7,254,188	7,122,815	7,406,668	8,093,763
SCCC Expenses										
Labor Related	3,530,564	3,659,221	3,766,957	3,866,593	4,059,755	4,408,338	4,595,404	4,778,024	4,818,759	4,983,964
Parking Fees	16,165	8,925	15,720	26,145	38,865	25,320		6,901	36,982	8,550
City Admin Fee	45,000	45,000	45,000	45,000	45,000	45,000	45,000	47,250	50,000	136,699
Other Operating	2,297	196	2,220	8,546	12,463	25,823	10,490	76	3,760	39,500
Professional Associations	9,525	9,884	10,450	7,522	6,555	8,854	6,945	8,846	8,364	9,152
Advertising and Promotion	6,447	6,677	1,593	3,959	2,520	1,844	1,245	1,567	998	970
Telephone	38,317	37,901	29,812	21,706	19,905	5,693	5,072	4,799	6,951	8,568
Office Expense	55,708	79,755	107,015	78,843	61,358	87,511	169,619	146,692	89,810	111,525
Insurance	86,365	98,905	110,509	106,457	122,635	138,012	163,734	169,868	166,849	169,206
Employee Expenses (payroll, training, etc.)	41,998	39,188	39,856	45,346	40,836	45,244	51,004	53,715	57,088	72,780
Maintenance	135,467	143,632	134,231	135,042	158,071	177,577	247,704	209,468	237,890	244,576
Janitorial and Cleaning	90,082	83,373	83,326	89,032	108,849	146,616	133,914	138,593	152,630	144,713
Utilities	530,715	531,693	590,929	611,426	636,488	667,429	676,428	694,485	720,152	732,235
SCCC TOTAL EXPENSES	4,588,650	4,744,350	4,937,619	5,045,617	5,313,299	5,783,261	6,106,561	6,260,284	6,350,233	6,662,438
SCCC TOTAL NET INCOME (LOSS)	(223,383)	(887,421)	(802,597)	436,425	568,209	1,065,897	1,147,627	862,531	1,056,435	1,431,325
TOTAL FY 2007-08 TO 2016-17										\$4,655,050

**Figure B2. SCCC Revenue, Expenses and Net Income for FY 2017-18**

The SCCC provided the full FY 2017-18 Income Statement after our financial analysis was completed. It is included here to show the SCCC ended the year with \$2.2M in revenue.

	<b>FY 2017-18</b>
<b>SCCC Revenue</b>	
Space Rental	3,718,344
Event Revenue	592,910
Audio-Visual	853,587
Catering	2,874,957
Telecommunications	559,546
Other	448,259
<b>SCCC TOTAL REVENUE</b>	<b>\$9,047,603</b>
<b>SCCC Expenses</b>	
Labor Related	5,020,837
Insurance	174,206
JLL Evaluation	89,375
Maintenance & Supplies	234,521
Management Fee	133,184
Monthly Service Contracts	146,575
Office & Legal	268,886
Parking Fees & Rentals	6,000
Utilities	746,653
<b>TOTAL SCCC EXPENSES</b>	<b>6,820,237</b>
<b>SCCC TOTAL NET INCOME</b>	<b>\$2,227,366</b>

2011-2012

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Event Days
1205055	370,155.00	(343,155.00)	27,000.00	5/31/2012	9/2/2012	Christian Congregation of Jehovah's Witnesses Pycon 2012/Conference Technology Enhancement	Christian Congregation of Jehovah's Witnesses	94
1203015	154,670.00	(146,670.00)	8,000.00	3/5/2012	3/15/2012	Python Software Foundation	Python Software Foundation	10
1110044	89,780.00	(60,160.00)	29,620.00	10/28/2011	11/5/2011	Sprint Open Developer's Conference	Sprint	8
1107035	12,640.00	(12,640.00)	0.00	7/14/2011	7/21/2011	Hyatt/Most Worshipful	Hyatt Santa Clara	7
1204008	93,430.00	(75,160.00)	18,270.00	4/26/2012	5/3/2012	Society of Vacuum Coaters	Society of Vacuum Coaters	7
1205065	95,520.00	(69,520.00)	26,000.00	5/10/2012	5/17/2012	Uptime Institute	Uptime Institute LLC	7
1202001	77,160.00	(37,669.00)	39,491.00	2/21/2012	2/28/2012	XRX/Stitches	XRX Inc.	7
1108002	9,800.00	(9,800.00)	0.00	8/30/2011	9/5/2011	American Contract Bridge League	American Contract Bridge League	6
1204033	43,870.00	(35,990.00)	7,880.00	4/13/2012	4/19/2012	IDG Spring DEMO	IDG Enterprise	6
1206001	21,375.00	(5,855.00)	15,520.00	6/8/2012	6/14/2012	California Health Information Association	CA Health Information Assn	6
1108031	89,950.00	(52,000.00)	37,950.00	8/25/2011	8/31/2011	Global Foundries	Global Foundries	6
1202034	82,500.00	(36,180.00)	46,320.00	2/12/2012	2/18/2012	UBM/Cloud Connect	UBM, LLC	6
1110070	92,205.00	(41,985.00)	50,220.00	10/11/2011	10/17/2011	Pacific International Quilt Festival	Pacific International Quilt Festival	6
1111097	57,125.00	(57,125.00)	0.00	11/6/2011	11/11/2011	Cisco Security Sales Event	Cisco Technology Services Industry Assn., Inc.	5
1205015	47,905.00	(47,555.00)	350.00	5/5/2012	5/10/2012	Technology Services Industry Association	Depomed, Inc.	5
1110141	23,020.00	(19,420.00)	3,600.00	10/2/2011	10/7/2011	Access Outcome Communications	TANA 2011	5
1106015	95,830.00	(92,130.00)	3,700.00	6/30/2011	7/5/2011	TANA 2011	Nano Science and Technology Institute	5
1206014	104,840.00	(88,840.00)	16,000.00	6/16/2012	6/21/2012	NanoScience Technology	Long Beach Expo LLC	5
1111058	24,000.00	0.00	24,000.00	11/16/2011	11/21/2011	Expos Ultd.	UBM, LLC	5
1111030	60,150.00	(33,390.00)	26,760.00	11/13/2011	11/18/2011	UBM/Enterprise 2.0	Nor Cal Events LLC	5
1201011	36,000.00	0.00	36,000.00	1/18/2012	1/23/2012	Home Show	Nor Cal Events LLC	5
1109095	48,000.00	0.00	48,000.00	9/7/2011	9/12/2011	Home Show	UBM, LLC	5
1201017	80,005.00	(27,945.00)	52,060.00	1/29/2012	2/3/2012	DesignCon	IDG Enterprise	5
1109020	41,210.00	(41,210.00)	0.00	9/10/2011	9/14/2011	Network World DEMO Fall Conference	The Tech Museum of Innovation	4
1110058	33,370.00	(33,370.00)	0.00	10/17/2011	10/21/2011	Tech Awards	Prometric	4
1111121	3,770.00	0.00	3,770.00	11/18/2011	11/22/2011	Prometric	Hyatt Santa Clara	4
1111091	6,075.00	(1,895.00)	4,180.00	11/13/2011	11/17/2011	Hyatt Hotel/UBM	Hyatt Santa Clara	4
1110155	7,900.00	(200.00)	7,700.00	10/3/2011	10/7/2011	Hyatt Hotel/Depomed	Dance Academy USA	4
1206020	10,900.00	(1,760.00)	9,140.00	6/13/2012	6/17/2012	Dance Academy USA	S & S Media Inc.	4
1110073	46,805.00	(35,970.90)	10,834.10	10/16/2011	10/20/2011	ZendCon 2011	IDTechEx, Inc.	4
1111019	22,280.00	(11,160.00)	11,120.00	11/28/2011	12/2/2011	Printed Electronics	UP Media Group, Inc.	4
1109025	20,875.00	(8,000.00)	12,875.00	9/26/2011	9/30/2011	UP Media Group	Palo Alto Bridge Club	4
1107022	16,650.00	(3,330.00)	13,320.00	7/13/2011	7/17/2011	Palo Alto Bridge Club	Palo Alto Bridge Club	4
1206046	16,650.00	(3,330.00)	13,320.00	6/27/2012	7/1/2012	Palo Alto Bridge Club	Palo Alto Bridge Club	4
1205025	87,490.00	(72,220.00)	15,270.00	5/16/2012	5/20/2012	TiE-con	TiE	4

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Event Days
1201042	22,465.00	(6,858.00)	15,607.00	1/5/2012	1/9/2012	Wedding Fair	Trade Shows West, LLC	4
1203046	24,700.00	(4,000.00)	20,700.00	3/19/2012	3/23/2012	Job Shop	The Job Shop Company, Inc.	4
1202035	24,000.00	0.00	24,000.00	2/29/2012	3/4/2012	Varsity Communications, Inc.	Varsity Communications, Inc.	4
1109002	30,820.00	0.00	30,820.00	9/19/2011	9/23/2011	Northern California Facilities Expo	Cygnus Publishing, LLC	4
1205020	51,955.00	(20,000.00)	31,955.00	5/20/2012	5/24/2012	Clasma Events, Inc.	Clasma Events, Inc.	4
1110042	44,760.00	(12,410.00)	32,350.00	10/24/2011	10/28/2011	ARM Technology Conference	UBM, LLC	4
1111036	70,320.00	(24,000.00)	46,320.00	11/6/2011	11/10/2011	Sys-Con	Sys-Con Media	4
1111084	6,210.00	(6,210.00)	0.00	11/7/2011	11/10/2011	RightScale	RightScale, Inc.	3
1203034	106,250.00	(106,250.00)	0.00	3/25/2012	3/28/2012	Synopsys SNUG Conference	Synopsys	3
1204063	12,000.00	(12,000.00)	0.00	4/9/2012	4/12/2012	Percona 2012 Users Conference	Percona Cal-Nev-Ha District of Kiwanis	3
1204006	65,380.00	(65,380.00)	0.00	4/12/2012	4/15/2012	Cal-Nev-Ha Key Club Convention	International	3
1206004	4,740.00	(1,590.00)	3,150.00	6/10/2012	6/13/2012	Hyatt Hotel/CHIA	Hyatt Santa Clara	3
1205005	6,320.00	(720.00)	5,600.00	5/25/2012	5/28/2012	Hyatt/Artistic Solution	Hyatt Santa Clara	3
1205014	24,000.00	(18,000.00)	6,000.00	4/23/2012	4/26/2012	National Venture Capital Association	National Venture Capital Association	3
1204065	6,320.00	(160.00)	6,160.00	4/9/2012	4/12/2012	Hyatt/Percona Hyatt/American Water Works Assoc. CA/NV	Hyatt Santa Clara	3
1204011	7,090.00	(630.00)	6,460.00	4/2/2012	4/5/2012	Section	Hyatt Santa Clara	3
1204070	18,850.00	(12,000.00)	6,850.00	4/9/2012	4/12/2012	Supplier Recognition Event	Intel Corporation	3
1111049	24,000.00	(16,000.00)	8,000.00	11/29/2011	12/2/2011	Media Innovations Summit	Broadband Information Resources	3
1108012	12,000.00	(2,000.00)	10,000.00	8/25/2011	8/28/2011	PrimeXpo, LLC	PrimeXpo, LLC	3
1204034	11,920.00	0.00	11,920.00	5/10/2012	5/13/2012	Dive News Network	Dive News Network	3
1108037	24,700.00	(12,300.00)	12,400.00	10/17/2011	10/20/2011	Idema/Diskcon	IDEMA California Southern Baptist	3
1112003	33,810.00	(19,848.00)	13,962.00	12/27/2011	12/30/2011	California Southern Baptist Convention	Convention	3
1202020	42,320.00	(24,440.00)	17,880.00	2/27/2012	3/1/2012	Hyatt Hotel/O'Reilly Strata Event	Hyatt Santa Clara	3
1206016	50,320.00	(32,440.00)	17,880.00	6/24/2012	6/27/2012	Hyatt Hotel/O'Reilly - Velocity	Hyatt Santa Clara	3
1110076	22,420.00	(4,200.00)	18,220.00	10/9/2011	10/12/2011	Localization World	Localization World	3
1202061	29,180.00	(9,340.00)	19,840.00	2/27/2012	3/1/2012	O'Reilly - Strata	O'Reilly Media, Inc.	3
1108005	49,720.00	(28,200.00)	21,520.00	8/8/2011	8/11/2011	Conference Concepts	Conference Concepts, Inc.	3
1202021	25,820.00	(4,220.00)	21,600.00	2/16/2012	2/19/2012	Travel & Adventure Show	Unicomm, LLC	3
1206029	25,200.00	0.00	25,200.00	6/24/2012	6/27/2012	O'Reilly Velocity	O'Reilly Media, Inc.	3
1108016	30,900.00	(3,920.00)	26,980.00	8/10/2011	8/13/2011	Scrapbook Expo	Scrapbook Expo	3
1107014	42,860.00	(12,260.00)	30,600.00	7/25/2011	7/28/2011	State Bar of California 2011	The State Bar of California	3
1109065	57,190.00	(16,000.00)	41,190.00	10/20/2011	10/23/2011	Silicon Valley Information Business Alliance	UCTIA/99 People, Inc.	3
1108019	62,460.00	(17,200.00)	45,260.00	8/18/2011	8/21/2011	Bay Area Christian Church	Bay Area Christian Church	3
1202007	73,165.00	(24,000.00)	49,165.00	2/6/2012	2/9/2012	PennWell Corporation/Strategies in Lights	PennWell Corporation	3
1109156	7,560.00	(7,560.00)	0.00	9/19/2011	9/21/2011	Kaiser Permanente Santa Clara	Kaiser Permanente Santa Clara	2

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Event Days
1203092	18,900.00	(18,900.00)	0.00	3/19/2012	3/21/2012	X Media Research, Inc.	X Media Research, Inc.	2
1202102	510.00	0.00	510.00	2/7/2012	2/9/2012	Topanga Technologies	Topanga Technologies	2
1205087	6,050.00	(4,740.00)	1,310.00	5/30/2012	6/1/2012	Intel Corporation	Intel Corporation	2
1107015	2,370.00	(720.00)	1,650.00	7/8/2011	7/10/2011	Hyatt Hotel/CA Extreme	Hyatt Santa Clara	2
1112001	6,075.00	(4,275.00)	1,800.00	12/9/2011	12/11/2011	Santa Clara Ballet	Santa Clara Ballet Company	2
1111031	2,370.00	(165.00)	2,205.00	11/4/2011	11/6/2011	Hyatt Hotel/Advanced Imaging	Hyatt Santa Clara	2
1205016	4,740.00	(1,590.00)	3,150.00	5/7/2012	5/9/2012	Hyatt Hotel/TSIA	Hyatt Santa Clara	2
1206005	4,740.00	(1,590.00)	3,150.00	6/4/2012	6/6/2012	Hyatt Hotel/CALA	Hyatt Santa Clara	2
1203099	3,500.00	0.00	3,500.00	3/16/2012	3/18/2012	Bricks by the Bay	Bricks by the Bay	2
1206022	20,070.00	(16,030.00)	4,040.00	6/8/2012	6/10/2012	CTA	California Tamil Academy	2
1205093	5,880.00	(1,700.00)	4,180.00	5/22/2012	5/24/2012	NVIDIA		2
1201008	4,740.00	(540.00)	4,200.00	1/20/2012	1/22/2012	Hyatt Hotel/LA Dance	Hyatt Hotel	2
1111046	5,280.00	(880.00)	4,400.00	11/25/2011	11/27/2011	Sterling Dance	Sterling Dance Theatre	2
1206024	5,280.00	(880.00)	4,400.00	5/4/2012	5/6/2012	San Juan School of Dance	San Juan Dance	2
1201021	4,740.00	(330.00)	4,410.00	1/6/2012	1/8/2012	Hyatt Hotel/Hollywood Connection	Hyatt Santa Clara	2
1202018	4,740.00	(330.00)	4,410.00	2/9/2012	2/11/2012	Hyatt Hotel/O'Scale West	Hyatt Santa Clara	2
1203024	4,740.00	(330.00)	4,410.00	3/30/2012	4/1/2012	Hyatt Hotel/Monsters of Hip Hop	Hyatt Santa Clara	2
1204029	4,740.00	(330.00)	4,410.00	4/20/2012	4/22/2012	Hyatt Hotel/Break the Floor	Hyatt Santa Clara	2
1201105	4,740.00	(120.00)	4,620.00	1/10/2012	1/12/2012	Hyatt Hotel/PayPal	Hyatt Santa Clara	2
1202044	4,740.00	(120.00)	4,620.00	2/3/2012	2/5/2012	Hyatt Hotel/Pulse Tour	Hyatt Santa Clara	2
1203054	4,740.00	(120.00)	4,620.00	3/16/2012	3/18/2012	Hyatt Hotel/Bricks by the Bay	Hyatt Hotel	2
1204148	7,790.00	(980.00)	6,810.00	4/16/2012	4/18/2012	Amazon	Amazon.com	2
1204137	7,140.00	0.00	7,140.00	4/27/2012	4/29/2012	Armando Montelongo Company	Armando Montelongo Company	2
1110060	18,000.00	(10,000.00)	8,000.00	10/4/2011	10/6/2011	GSA	GSA	2
1201061	16,000.00	(8,000.00)	8,000.00	1/13/2012	1/15/2012	Trinity Motivation	Trinity Motivation	2
1203133	8,000.00	0.00	8,000.00	3/9/2012	3/11/2012	GT Sports & Marketing	GT Sports Marketing	2
1206053	16,000.00	(8,000.00)	8,000.00	6/29/2012	7/1/2012	Trinity Motivation	Trinity Motivation	2
1204018	10,800.00	0.00	10,800.00	4/20/2012	4/22/2012	Bay Area Chess	Bay Area Chess	2
1201027	51,580.00	(40,000.00)	11,580.00	3/12/2012	3/14/2012	IBM	IBM Systems & Technology Group	2
1203052	15,180.00	(3,300.00)	11,880.00	3/19/2012	3/21/2012	Hewlett-Packard	TMG, LLC	2
1112090	15,920.00	(4,000.00)	11,920.00	12/12/2011	12/14/2011	Synopsys	Synopsys Northern California Train Collectors	2
1203022	16,910.00	(4,910.00)	12,000.00	3/2/2012	3/4/2012	No CA Train - Cal Stewart	Assn. Engage Digital Media, Show	2
1110096	14,660.00	(2,000.00)	12,660.00	10/25/2011	10/27/2011	Show Initiative, LLC	Initiative LLC	2
1206019	26,475.00	(13,475.00)	13,000.00	6/12/2012	6/14/2012	IDG Cloud Conference	IDG Enterprise	2
1109013	16,020.00	(1,560.00)	14,460.00	9/20/2011	9/22/2011	SecureWorld	SecureWorld Expo Northern California Catholic	2
1205012	24,640.00	(7,110.00)	17,530.00	5/25/2012	5/27/2012	Catholic Charismatic	Charismatic Conventio	2
1205039	20,920.00	(3,370.00)	17,550.00	5/7/2012	5/9/2012	Augmented Reality Event	AugmentedReality.org	2
1201060	18,100.00	0.00	18,100.00	1/20/2012	1/22/2012	GEK International	GEK International	2

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1204031	19,245.00	0.00	19,245.00	4/27/2012	4/29/2012	Move Productions San Francisco Ski and Snowboard Festival	Move Productions LLC	2
1111045	27,520.00	(880.00)	26,640.00	11/11/2011	11/13/2011	LLC	SF Ski and Snowboard Festival LLC	2
1111043	33,780.00	(4,000.00)	29,780.00	11/17/2011	11/19/2011	Faith Formation	Archdiocese of San Francisco	2
1108028	25,960.00	(25,960.00)	0.00	8/8/2011	8/9/2011	49ers Pasta Bowl	49ers Foundation	1
1110135	6,660.00	(6,660.00)	0.00	10/6/2011	10/7/2011	PMI Silicon Valley	PMI-Silicon Valley Chapter	1
1111099	22,700.00	(22,700.00)	0.00	11/14/2011	11/15/2011	Jack Morton Worldwide	Jack Morton Worldwide	1
1112006	0.00	0.00	0.00	12/7/2011	12/8/2011	GSA	GSA	1
1202085	3,920.00	(3,920.00)	0.00	2/3/2012	2/4/2012	City of Santa Clara SCFD Testing	City of Santa Clara	1
1204030	16,265.00	(16,265.00)	0.00	3/22/2012	3/23/2012	Presentation High School	Presentation High School	1
1204121	18,415.00	(18,415.00)	0.00	4/25/2012	4/26/2012	San Francisco 49ers Draft Day Party	San Francisco 49ers	1
1206073	10,200.00	(10,200.00)	0.00	6/5/2012	6/6/2012	Tax Executive Institute, SC Chapter	Tax Executives Institute, Inc.	1
1109115	340.00	0.00	340.00	9/20/2011	9/21/2011	IDT/Hyatt	Hyatt Santa Clara	1
1202108	340.00	0.00	340.00	2/29/2012	3/1/2012	Cloudera	Cloudera	1
1205121	780.00	(390.00)	390.00	5/30/2012	5/31/2012	Aramark	Aramark Business Dining	1
1107057	530.00	0.00	530.00	7/12/2011	7/13/2011	Memory Technologies LLC	Memory Technologies LLC	1
1112034	680.00	0.00	680.00	12/3/2011	12/4/2011	Bay Area Chess	Bay Area Chess	1
1109162	1,100.00	0.00	1,100.00	9/20/2011	9/21/2011	Tim's Tech Tours	Tim's Tech Tours	1
1204122	1,365.00	0.00	1,365.00	4/28/2012	4/29/2012	Wun Enterprise	Wun Enterprise	1
1110054	13,370.00	(12,000.00)	1,370.00	10/3/2011	10/4/2011	YWCA	YWCA of Silicon Valley	1
1110160	2,800.00	(1,400.00)	1,400.00	10/26/2011	10/27/2011	Applied Micro	Applied Micro	1
1109062	1,580.00	(110.00)	1,470.00	9/15/2011	9/16/2011	Hyatt Hotel	Hyatt Hotel	1
1201043	2,040.00	(510.00)	1,530.00	1/13/2012	1/14/2012	VietET	Viet ET	1
1109139	1,580.00	(40.00)	1,540.00	9/6/2011	9/7/2011	Hyatt Hotel	Hyatt Hotel	1
1107008	9,580.00	(8,000.00)	1,580.00	7/29/2011	7/30/2011	Peterson High School Reunion	Peterson High School	1
1203118	1,825.00	0.00	1,825.00	3/24/2012	3/25/2012	Wun Enterprise	Wun Enterprise	1
1204106	8,000.00	(6,000.00)	2,000.00	4/3/2012	4/4/2012	Kaiser Permanente	Kaiser Permanente	1
1111013	2,040.00	0.00	2,040.00	11/5/2011	11/6/2011	Dance Masters	Jensen School of Performing Arts	1
1108013	3,160.00	(1,060.00)	2,100.00	8/4/2011	8/5/2011	Hyatt Hotel/Apostolic	Hyatt Santa Clara	1
1203139	2,225.00	0.00	2,225.00	3/17/2012	3/18/2012	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1107019	2,305.00	0.00	2,305.00	7/15/2011	7/16/2011	Jensen Performing Arts	Jensen School of Performing Arts	1
1204118	2,350.00	0.00	2,350.00	4/7/2012	4/8/2012	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1204111	2,585.00	0.00	2,585.00	4/5/2012	4/6/2012	San Franciso 49ers Gold Rush Auditions	San Francisco 49ers	1
1110144	3,520.00	(880.00)	2,640.00	10/1/2011	10/2/2011	Silicon Valley Conference & Film Festival	Silicon Valley Waves, LLC	1
1112044	6,000.00	(3,360.00)	2,640.00	12/6/2011	12/7/2011	Cisco Systems Shareholders Meeting	Cisco Systems	1
1206047	3,520.00	(880.00)	2,640.00	6/1/2012	6/2/2012	California Sports Center	California Sports Center	1
1109101	5,680.00	(2,940.00)	2,740.00	9/23/2011	9/24/2011	H&L Productions	H&L Productions	1
1203076	2,740.00	0.00	2,740.00	3/17/2012	3/18/2012	College Admissions Assistance	College Admissions Assistance	1
1107053	3,785.00	(880.00)	2,905.00	7/8/2011	7/9/2011	Jung SuWon Corporation	Jung SuWon Corporation	1
1111054	3,160.00	(220.00)	2,940.00	11/11/2011	11/12/2011	Hyatt Hotel/BACC	Hyatt Santa Clara	1

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1202037	3,160.00	(220.00)	2,940.00	2/18/2012	2/19/2012	Hyatt Hotel/NUVO	Hyatt Santa Clara	1
1206030	4,050.00	(880.00)	3,170.00	6/22/2012	6/23/2012	Liberty Dance	Liberty Dance Company	1
1206080	5,080.00	(1,560.00)	3,520.00	6/4/2012	6/5/2012	Radio Ink	Streamline Publications, Inc.	1
1203079	16,000.00	(12,000.00)	4,000.00	3/29/2012	3/30/2012	Junior League of San Jose	Junior League of San Jose Inc.	1
1205042	9,900.00	(5,900.00)	4,000.00	5/3/2012	5/4/2012	JobTrain Women of Champions Breakfast No. CA Society of Gastroenterology Nurses & Assoc	JobTrain	1
1203048	6,130.00	(1,960.00)	4,170.00	3/23/2012	3/24/2012	10gen	NCSGNA	1
1112055	12,385.00	(8,000.00)	4,385.00	12/8/2011	12/9/2011	State Farm Mutual Automobile Insurance Company	10gen, Inc.	1
1201083	16,000.00	(11,500.00)	4,500.00	1/17/2012	1/18/2012	State Farm Bamma Sales Rally	State Farm Mutual Automobile Insurance Company	1
1201106	4,700.00	0.00	4,700.00	1/11/2012	1/12/2012	Tupperware US	Tupperware US	1
1110111	12,880.00	(8,000.00)	4,880.00	10/1/2011	10/2/2011	HYSTA	HYSTA	1
1111082	16,000.00	(11,000.00)	5,000.00	11/1/2011	11/2/2011	Intelligent Enterprise Solutions Expo	Intelligent Enterprise Solutions, Inc. RTC Group, Concept Development, Inc.	1
1201026	9,130.00	(4,000.00)	5,130.00	1/16/2012	1/17/2012	RTC Group	RTC Group, Concept Development, Inc.	1
1111075	5,760.00	0.00	5,760.00	11/5/2011	11/6/2011	Help Them Grow, Inc. Northern California Minority Supplier Development	Help Them Grow, Inc. Western Regional Minority Supplier Development Cou	1
1108040	7,580.00	(1,580.00)	6,000.00	8/1/2011	8/2/2011	Development	Development Cou	1
1206070	16,000.00	(10,000.00)	6,000.00	6/3/2012	6/4/2012	Cisco Systems/ Borderless Network	Cisco Systems	1
1110103	6,400.00	0.00	6,400.00	10/29/2011	10/30/2011	Bay Area Chess	Bay Area Chess	1
1202051	6,530.00	0.00	6,530.00	2/3/2012	2/4/2012	San Jose Mercury News	San Jose Mercury News	1
1109048	9,400.00	(2,000.00)	7,400.00	9/29/2011	9/30/2011	NurseWeek/Gannett Healthcare Group	Gannett Healthcare Group	1
1112020	13,940.00	(6,085.00)	7,855.00	12/6/2011	12/7/2011	Ivy Associates	Ivy Associates	1
1202036	16,000.00	(8,000.00)	8,000.00	2/1/2012	2/2/2012	Teladata	Teladata	1
1205074	8,455.00	(455.00)	8,000.00	5/24/2012	5/25/2012	Marvell	Marvell Semiconductor, Inc.	1
1109104	8,560.00	0.00	8,560.00	9/17/2011	9/18/2011	World Journal	World Journal	1
1202082	12,300.00	(3,700.00)	8,600.00	2/22/2012	2/23/2012	Business Matchmaking Inc.	Business Matchmaking Inc. Executive Community for	1
1206013	17,120.00	(7,960.00)	9,160.00	6/22/2012	6/23/2012	Executive Council of Homeowners	Homeowners	1
1205064	16,000.00	(6,400.00)	9,600.00	5/1/2012	5/2/2012	Hope Services	Hope Services	1
1205081	9,960.00	0.00	9,960.00	5/26/2012	5/27/2012	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1204077	11,800.00	0.00	11,800.00	4/14/2012	4/15/2012	World Journal National Performance Warehouse Car Show	World Journal National Performance Warehouse	1
1203081	12,000.00	0.00	12,000.00	3/31/2012	4/1/2012	World Journal National Performance Warehouse Car Show	World Journal National Performance Warehouse	1
1205094	16,000.00	(3,360.00)	12,640.00	5/26/2012	5/27/2012	Assyrian State Convention	46th Annual AUOC State Convention	1
1109053	13,215.00	0.00	13,215.00	9/14/2011	9/15/2011	Cisco Systems	Cisco Systems Christian Home Educators of California	1
1204045	17,820.00	(3,231.00)	14,589.00	4/20/2012	4/21/2012	CHEA	California	1

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Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Event Days
1204040	15,920.00	0.00	15,920.00	4/24/2012	4/25/2012	CAA EXPO	California Apartment Association	1
1201036	16,340.00	0.00	16,340.00	1/27/2012	1/28/2012	The Pampered Chef	The Pampered Chef	1
1112022	19,945.00	(2,000.00)	17,945.00	12/10/2011	12/11/2011	Bay Area Christian Church	Bay Area Christian Church	1
1108022	3,000.00	(3,000.00)	0.00	8/27/2011	8/27/2011	Tarigagay Organization	Tarigagay Organization	0
1109086	5,900.00	(5,900.00)	0.00	9/4/2011	9/4/2011	Vietnamese Navy Reunion		0
1109067	4,000.00	(4,000.00)	0.00	9/13/2011	9/13/2011	Silicon Valley Leadership Group	Silicon Valley Leadership Group	0
1109118	470.00	(470.00)	0.00	9/13/2011	9/13/2011	Opus Solution/Cisco	Opus Solution	0
1109142	780.00	(780.00)	0.00	9/13/2011	9/13/2011	Cisco Systems	Cisco Systems Santa Clara University Leavey School	0
1109136	780.00	(780.00)	0.00	9/14/2011	9/14/2011	Santa Clara University	of Business	0
1109143	780.00	(780.00)	0.00	9/16/2011	9/16/2011	Cisco Systems	Cisco Systems City of Santa Clara/Silicon Valley	0
1109116	390.00	(390.00)	0.00	9/29/2011	9/29/2011	City of Santa Clara Silicon Valley Power	Power	0
1110092	1,370.00	(1,370.00)	0.00	10/21/2011	10/21/2011	25th Annivesary Sister City Event	City of Santa Clara Silicon Valley / San Jose Business	0
1111038	5,900.00	(5,900.00)	0.00	11/3/2011	11/3/2011	SJ Business Journal	Journal	0
1111044	9,370.00	(9,370.00)	0.00	11/4/2011	11/4/2011	Silicon Valley Leadership Group	Silicon Valley Leadership Group	0
1111047	8,000.00	(8,000.00)	0.00	11/5/2011	11/5/2011	MCCF Dinner	Mission City Community Fund	0
1111087	0.00	0.00	0.00	11/5/2011	11/5/2011	Viet Hope	Viet Hope	0
1111059	5,100.00	(5,100.00)	0.00	11/11/2011	11/11/2011	Tran Wedding		0
1111102	5,900.00	(5,900.00)	0.00	11/17/2011	11/17/2011	Boy Scouts of America Distinguished Citizen	Dinner Boy Scouts of America	0
1112035	16,000.00	(16,000.00)	0.00	12/3/2011	12/3/2011	Maxim Holiday Party	Maxim Integrated Products Santa Clara Valley Medical Center -	0
1112095	1,370.00	(1,370.00)	0.00	12/3/2011	12/3/2011	SC Valley Medical Center-TCNM	TCNM	0
1112069	5,000.00	(5,000.00)	0.00	12/8/2011	12/8/2011	MedImmune Holiday Party	MedImmune, LLC	0
1112048	4,000.00	(4,000.00)	0.00	12/10/2011	12/10/2011	Sandisk	Any Event	0
1112084	14,415.00	(14,415.00)	0.00	12/10/2011	12/10/2011	Intel	Intel Corporation	0
1112066	8,000.00	(8,000.00)	0.00	12/12/2011	12/12/2011	Ericsson	Ericsson	0
1112036	18,415.00	(18,415.00)	0.00	12/17/2011	12/17/2011	Super Micro Holiday Party	Super Micro Computer, Inc. Silicon Valley / San Jose Business	0
1201073	0.00	0.00	0.00	1/12/2012	1/12/2012	Silicon Valley Business Journal	Journal	0
1201092	265.00	(265.00)	0.00	1/26/2012	1/26/2012	HCCA	HCCA	0
1202045	8,000.00	(8,000.00)	0.00	2/3/2012	2/3/2012	Boy Scouts of America	Boy Scouts of America Light-Based Technologies	0
1202072	170.00	(170.00)	0.00	2/8/2012	2/8/2012	Light-Based Technologies Incorporated	Incorporated	0
1202099	170.00	(170.00)	0.00	2/10/2012	2/10/2012	Intel	Intel Corporation Vietnamese Physician Association N.	0
1202090	0.00	0.00	0.00	2/18/2012	2/18/2012	Vietnamese Physician Association N. CA	CA	0
1203130	2,350.00	(2,350.00)	0.00	3/4/2012	3/4/2012	Reeder/Sleeter Wedding		0
1203131	910.00	(910.00)	0.00	3/21/2012	3/21/2012	manex Consulting	manex	0

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Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Event Days
						Boy Scouts of America Community		
1204087	0.00	0.00	0.00	4/5/2012	4/5/2012	Leadership Bkfst	Boy Scouts of America	0
1204128	2,100.00	(2,100.00)	0.00	4/12/2012	4/12/2012	Santa Clara Chamber PAC	Santa Clara Chamber PAC	0
1204147	455.00	(455.00)	0.00	4/12/2012	4/12/2012	NEF	NEF	0
1204041	4,000.00	(4,000.00)	0.00	4/18/2012	4/18/2012	Bill Wilson Center	Bill Wilson Center	0
1204105	0.00	0.00	0.00	4/21/2012	4/21/2012	Asian American Women's Alliance	Asian American Women's Alliance	0
1204127	2,200.00	(2,200.00)	0.00	4/22/2012	4/22/2012	CARITS INC.	Carits Inc.	0
1204079	4,000.00	(4,000.00)	0.00	4/26/2012	4/26/2012	City of Santa Clara Sevice Pin Luncheon	City of Santa Clara	0
1205091	8,000.00	(8,000.00)	0.00	5/11/2012	5/11/2012	California Forward	California Forward	0
1205104	2,415.00	(2,415.00)	0.00	5/16/2012	5/16/2012	ChuTian Group Inc.	ChuTian Group Inc.	0
1206075	8,000.00	(8,000.00)	0.00	6/1/2012	6/1/2012	Applied Materials	Applied Materials	0
1206050	1,960.00	(1,960.00)	0.00	6/14/2012	6/14/2012	Pyramid Awards Dinner	Santa Clara Chamber of Commerce Santa Clara Convention and Visitors	0
1206085	0.00	0.00	0.00	6/16/2012	6/16/2012	Fabian Castaneda Graduation	Bureau	0
1206057	4,000.00	(4,000.00)	0.00	6/23/2012	6/23/2012	Vasquez Wedding		0
1204159	455.00	(455.00)	0.00	6/26/2012	6/26/2012	City of Santa Clara/Silicon Valley Power Jimson Tharayil and Michelle Johnson	City of Santa Clara	0
1207013	8,170.00	(8,170.00)	0.00	6/30/2012	6/30/2012	Wedding	Jimson Tharayil	0
1111126	265.00	(132.50)	132.50	11/8/2011	11/8/2011	Ocean Tomo		0
1206110	265.00	(132.50)	132.50	6/28/2012	6/28/2012	HSMAl Luncheon	HSMAl NorCal Chapter	0
1108065	170.00	0.00	170.00	8/2/2011	8/2/2011	AT&T	AT&T	0
1201121	170.00	0.00	170.00	1/13/2012	1/13/2012	Preschool California	Preschool California	0
1205100	170.00	0.00	170.00	5/10/2012	5/10/2012	Symantec Corporation	Symantec Corporation	0
1205096	455.00	(227.50)	227.50	5/16/2012	5/16/2012	SageView	SageView	0
1109148	265.00	0.00	265.00	9/22/2011	9/22/2011	Triacta Power Technologies, Inc.	Triacta Power Technologies, Inc.	0
1111119	265.00	0.00	265.00	11/22/2011	11/22/2011	NetLogic Microsystems, Inc.	NetLogic Microsystems, Inc.	0
1206103	315.00	0.00	315.00	6/10/2012	6/10/2012	Modern Group USA	Modern Group USA	0
1201071	4,340.00	(4,000.00)	340.00	2/6/2012	2/6/2012	Fisher Investments	Fisher Investments	0
1107066	390.00	0.00	390.00	7/18/2011	7/18/2011	Optionetics	Optionetics	0
1107027	390.00	0.00	390.00	7/20/2011	7/20/2011	Equity Happens Institute	Equity Happens Institute	0
1108027	390.00	0.00	390.00	8/17/2011	8/17/2011	Equity Happens Institute	Equity Happens Institute	0
1108062	390.00	0.00	390.00	8/17/2011	8/17/2011	Xponential Growth Solutions	Xponential Growth Solutions	0
1109134	390.00	0.00	390.00	9/30/2011	9/30/2011	NEI Global Relocation	NEI Global Relocation	0
1112017	390.00	0.00	390.00	12/14/2011	12/14/2011	Equity Happens Institute	Equity Happens Institute	0
1204146	390.00	0.00	390.00	4/26/2012	4/26/2012	MVP Golf Lessons		0
1111052	4,435.00	(4,000.00)	435.00	11/5/2011	11/5/2011	Friends of Children	Friends of Children with Special Needs	0

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Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Event Days
1201072	4,435.00	(4,000.00)	435.00	1/25/2012	1/25/2012	Fujitsu Laboratories of America	Fujitsu Laboratories of America, Inc	0
1109107	455.00	0.00	455.00	9/21/2011	9/21/2011	Equity Happens Institute	Equity Happens Institute	0
1110193	455.00	0.00	455.00	10/12/2011	10/12/2011	Cisco Systems	Cisco	0
1110049	455.00	0.00	455.00	10/19/2011	10/19/2011	Equity Happens Institute	Equity Happens Institute	0
1111042	455.00	0.00	455.00	11/16/2011	11/16/2011	Equity Happens Institute	Equity Happens Institute	0
1201070	455.00	0.00	455.00	1/22/2012	1/22/2012	Chilel Qigong	Chilel Qigong California Council of Community	0
1201107	980.00	(490.00)	490.00	1/12/2012	1/12/2012	CCCMHA	Mental Health Agen	0
1204081	1,020.00	(510.00)	510.00	4/5/2012	4/5/2012	Jehovah's Witnesses	Jehovah's Witness	0
1204124	1,020.00	(510.00)	510.00	4/15/2012	4/15/2012	International Association of Youth	International Association of Youth	0
1107076	790.00	(240.00)	550.00	7/30/2011	7/30/2011	Hyatt Hotel/National Miss	Hyatt Santa Clara	0
1110207	655.00	0.00	655.00	10/24/2011	10/24/2011	Auction.com	Auction.com, LLC	0
1205102	655.00	0.00	655.00	5/1/2012	5/1/2012	MDC Vacuum Products	MDC Vacuum Products	0
1110172	1,370.00	(685.00)	685.00	11/1/2011	11/1/2011	Novellus	Novellus Systems, Inc.	0
1110050	790.00	(20.00)	770.00	10/11/2011	10/11/2011	Hyatt Hotel/CA Hotel Lodging Assn	Hyatt Regency Santa Clara	0
1201099	790.00	(20.00)	770.00	1/9/2012	1/9/2012	Hyatt Hotel/PayPal	Hyatt Santa Clara	0
1203142	790.00	(20.00)	770.00	3/23/2012	3/23/2012	Hyatt Hotel	Hyatt Hotel	0
1204154	790.00	(20.00)	770.00	4/26/2012	4/26/2012	Hyatt Hotel/ASI US-China Association of High-Level	Hyatt Hotel	0
1201024	8,780.00	(8,000.00)	780.00	1/8/2012	1/8/2012	Professionals	UCAHP	0
1111093	1,020.00	(204.00)	816.00	11/4/2011	11/4/2011	Potmax LLC	Potmax LLC	0
1110184	840.00	0.00	840.00	10/5/2011	10/5/2011	Hyatt Hotel/IBM	Hyatt Hotel	0
1109085	1,760.00	(880.00)	880.00	9/23/2011	9/23/2011	The Art Institute of California Sunnyvale	The Art Institute of CA Sunnyvale	0
1111114	1,760.00	(880.00)	880.00	11/3/2011	11/3/2011	Tellabs	Tellabs	0
1112105	1,760.00	(880.00)	880.00	12/16/2011	12/16/2011	Accuray	Accuray Inc.	0
1201025	1,760.00	(880.00)	880.00	1/24/2012	1/24/2012	Cornish and Carey	Cornish & Carey	0
1203075	1,760.00	(880.00)	880.00	3/9/2012	3/9/2012	Palmer College	Palmer College of Chiropractic	0
1203122	1,760.00	(880.00)	880.00	3/9/2012	3/9/2012	Accuray Inc.	Accuray Inc.	0
1203119	1,760.00	(880.00)	880.00	3/23/2012	3/23/2012	The Art Institute of CA Sunnyvale	The Art Institute of CA Sunnyvale	0
1205114	1,760.00	(880.00)	880.00	5/28/2012	5/28/2012	CTA	California Tamil Academy The California Conservatory of	0
1206060	1,760.00	(880.00)	880.00	6/3/2012	6/3/2012	California Conservatory of Guitar	Guitar	0
1109140	940.00	0.00	940.00	9/24/2011	9/24/2011	DC Trainings	DC Trainings	0
1107060	980.00	0.00	980.00	7/11/2011	7/11/2011	Auction.com, LLC.	Auction.com, LLC	0
1107061	980.00	0.00	980.00	7/25/2011	7/25/2011	Auction.com, LLC.	Auction.com, LLC	0
1108054	980.00	0.00	980.00	8/11/2011	8/11/2011	Auction.com, LLC.	Auction.com, LLC	0
1109091	980.00	0.00	980.00	9/6/2011	9/6/2011	Auction.com, LLC.	Auction.com, LLC	0
1109092	980.00	0.00	980.00	9/19/2011	9/19/2011	Auction.com, LLC.	Auction.com, LLC	0
1110121	980.00	0.00	980.00	10/3/2011	10/3/2011	Auction.com, LLC.	Auction.com, LLC	0

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Event Days
1110175	980.00	0.00	980.00	10/11/2011	10/11/2011	San Jose Mercury News	San Jose Mercury News	0
1110122	980.00	0.00	980.00	10/17/2011	10/17/2011	Auction.com, LLC.	Auction.com, LLC	0
1111079	980.00	0.00	980.00	11/14/2011	11/14/2011	Auction.com, LLC.	Auction.com, LLC	0
1111080	980.00	0.00	980.00	11/28/2011	11/28/2011	Auction.com, LLC.	Auction.com, LLC	0
1112075	1,960.00	(980.00)	980.00	12/1/2011	12/1/2011	Fresh Lifelines for Youth, Inc.	Fresh Lifelines for Youth, Inc	0
1112056	980.00	0.00	980.00	12/9/2011	12/9/2011	Auction.com, LLC.	Auction.com, LLC	0
1112057	980.00	0.00	980.00	12/27/2011	12/27/2011	Auction.com, LLC.	Auction.com, LLC	0
1112059	1,960.00	(980.00)	980.00	12/31/2011	12/31/2011	H&L Productions	H&L Productions	0
1201055	980.00	0.00	980.00	1/10/2012	1/10/2012	Auction.com	Auction.com, LLC	0
1201063	980.00	0.00	980.00	1/24/2012	1/24/2012	Auction.com	Auction.com, LLC	0
1202059	980.00	0.00	980.00	2/14/2012	2/14/2012	Auction.com	Auction.com, LLC	0
1202060	980.00	0.00	980.00	2/21/2012	2/21/2012	Auction.com	Auction.com, LLC	0
1203090	980.00	0.00	980.00	3/2/2012	3/2/2012	Auction.com	Auction.com, LLC	0
1203091	980.00	0.00	980.00	3/20/2012	3/20/2012	Auction.com	Auction.com, LLC	0
1204083	980.00	0.00	980.00	4/4/2012	4/4/2012	Auction.com	Auction.com, LLC	0
1204095	980.00	0.00	980.00	4/19/2012	4/19/2012	Auction.com	Auction.com, LLC	0
1205068	980.00	0.00	980.00	5/1/2012	5/1/2012	Auction.com	Auction.com, LLC	0
1205060	980.00	0.00	980.00	5/15/2012	5/15/2012	Auction.com	Auction.com, LLC	0
1205069	980.00	0.00	980.00	5/29/2012	5/29/2012	Auction.com	Auction.com, LLC	0
1206058	980.00	0.00	980.00	6/8/2012	6/8/2012	Auction.com	Auction.com, LLC	0
1206059	980.00	0.00	980.00	6/22/2012	6/22/2012	Auction.com	Auction.com, LLC	0
1110167	5,000.00	(4,000.00)	1,000.00	10/15/2011	10/15/2011	Indians for Collective Action	Indians for Collective Action	0
1112065	2,000.00	(1,000.00)	1,000.00	12/31/2011	12/31/2011	The Rising Sun	The Rising Sun	0
1108051	1,020.00	0.00	1,020.00	8/21/2011	8/21/2011	ICA	ICA	0
1107063	1,020.00	0.00	1,020.00	9/10/2011	9/10/2011	San Jose Art and Cultural Society	Nima Entertainment Inc.	0
1109082	1,020.00	0.00	1,020.00	9/25/2011	9/25/2011	San Jose Art and Cultural Society	Nima Entertainment Inc.	0
1110086	1,020.00	0.00	1,020.00	10/15/2011	10/15/2011	VN Help	VN Help	0
1110142	1,020.00	0.00	1,020.00	10/29/2011	10/29/2011	Silicon Valley Chorus	Silicon Valley Chorus St. Thomas Syro Malabar Catholic Church	0
1111104	1,020.00	0.00	1,020.00	11/13/2011	11/13/2011	St. Thomas Syro Malabar Catholic Church	Church	0
1111086	1,020.00	0.00	1,020.00	11/20/2011	11/20/2011	Viet Music Club	Viet Music Club	0
1203117	1,020.00	0.00	1,020.00	3/18/2012	3/18/2012	Rumi Records	Rumi Records	0
1204132	1,020.00	0.00	1,020.00	4/26/2012	4/26/2012	North Valley Baptist Church	North Valley Baptist Church	0
1204075	1,020.00	0.00	1,020.00	4/29/2012	4/29/2012	Dance Masters	Jensen School of Performing Arts	0
1206045	1,020.00	0.00	1,020.00	6/28/2012	6/28/2012	St. Francis Career College	St. Francis Career College	0
1108038	1,580.00	(480.00)	1,100.00	8/26/2011	8/26/2011	Hyatt Hotel	Hyatt Regency Santa Clara	0
1109127	3,060.00	(1,960.00)	1,100.00	9/26/2011	9/26/2011	Magma	Magma Design Automation, Inc.	0
1205101	2,200.00	(1,100.00)	1,100.00	5/5/2012	5/5/2012	Carits	Carits Inc. California Hotel and Lodging	0
1110099	1,170.00	0.00	1,170.00	10/11/2011	10/11/2011	California Hotel & Lodging Association	Association	0
1202104	1,305.00	0.00	1,305.00	2/18/2012	2/18/2012	Penney Enterprise	Penney Enterprise	0

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Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Event Days
1202091	1,370.00	0.00	1,370.00	2/11/2012	2/11/2012	CA Youth Advocacy Network	California Youth Advocacy Network	0
1111089	1,400.00	0.00	1,400.00	11/21/2011	11/21/2011	Commonwealth Club	Commonwealth Club Silicon Valley	0
1112012	1,410.00	0.00	1,410.00	12/3/2011	12/3/2011	Harmony	Voices in Harmony	0
1112032	1,580.00	(110.00)	1,470.00	12/3/2011	12/3/2011	Hyatt Hotel	Hyatt Hotel	0
1112045	1,580.00	(110.00)	1,470.00	12/8/2011	12/8/2011	Hyatt Hotel	Hyatt Hotel	0
1112046	1,580.00	(110.00)	1,470.00	12/10/2011	12/10/2011	Hyatt Hotel	Hyatt Hotel	0
1112030	1,580.00	(110.00)	1,470.00	12/31/2011	12/31/2011	Hyatt Hotel	Hyatt Hotel	0
1202038	1,580.00	(110.00)	1,470.00	2/17/2012	2/17/2012	Hyatt Hotel/NUVO	Hyatt Santa Clara	0
1204107	3,000.00	(1,500.00)	1,500.00	4/21/2012	4/21/2012	Bay Area Christian Church	Bay Area Christian Church	0
1204073	1,530.00	0.00	1,530.00	4/8/2012	4/8/2012	Grace Presbyterian Church	Grace Presbyterian Church	0
1109117	1,580.00	(40.00)	1,540.00	9/24/2011	9/24/2011	Hyatt Hotel	Hyatt Hotel	0
1110154	1,580.00	(40.00)	1,540.00	10/28/2011	10/28/2011	Hyatt Hotel/Lockheed Martin	Hyatt Santa Clara	0
1112028	1,580.00	(40.00)	1,540.00	12/9/2011	12/9/2011	Hyatt Hotel	Hyatt Hotel	0
1112103	1,580.00	(40.00)	1,540.00	12/16/2011	12/16/2011	Hyatt Hotel/Holiday Party	Hyatt Hotel	0
1112029	1,580.00	(40.00)	1,540.00	12/17/2011	12/17/2011	Hyatt Hotel	Hyatt Hotel	0
1205099	1,580.00	(40.00)	1,540.00	5/12/2012	5/12/2012	Hyatt Hotel	Hyatt Hotel	0
1112053	1,550.00	0.00	1,550.00	12/17/2011	12/17/2011	WestMed College Monte Jade Science and Technology	WestMed College Monte Jade Science and Technology	0
1203060	9,560.00	(8,000.00)	1,560.00	5/20/2012	5/20/2012	Association	Association	0
1109110	1,580.00	0.00	1,580.00	9/10/2011	9/10/2011	World Wide Dreambuilders	World Wide Group, LLC	0
1109161	1,580.00	0.00	1,580.00	9/26/2011	9/26/2011	Accuray	Accuray Inc.	0
1112096	1,580.00	0.00	1,580.00	12/15/2011	12/15/2011	The Art Institute of California-Sunnyvale	The Art Institute of CA Sunnyvale	0
1206098	1,580.00	0.00	1,580.00	6/16/2012	6/16/2012	World Wide Dream Builders	World Wide Group, LLC	0
1109103	1,645.00	0.00	1,645.00	9/9/2011	9/9/2011	Institute for Natural Resources	Institute for Natural Resources	0
1110176	1,645.00	0.00	1,645.00	10/22/2011	10/22/2011	Matchplay	MatchPlay	0
1111092	1,645.00	0.00	1,645.00	11/26/2011	11/26/2011	Matchplay	MatchPlay	0
1112077	1,645.00	0.00	1,645.00	12/15/2011	12/15/2011	Bartlett Network of Champions	Bartlett Network of Champions	0
1201076	1,645.00	0.00	1,645.00	1/13/2012	1/13/2012	INR	Institute for Natural Resources	0
1203107	1,645.00	0.00	1,645.00	3/1/2012	3/1/2012	Institute for Natural Resources	Institute for Natural Resources	0
1107021	1,760.00	0.00	1,760.00	7/30/2011	7/30/2011	Dance Arts Academy	Dance Arts Academy	0
1107065	1,760.00	0.00	1,760.00	7/31/2011	7/31/2011	Persian Cultural Foundation	Persian Cultural Foundation	0
1108063	1,760.00	0.00	1,760.00	8/14/2011	8/14/2011	Catanh Entertainment		0
1108060	1,760.00	0.00	1,760.00	8/28/2011	8/28/2011	ThinkTank Learning	ThinkTank Learning Inc.	0
1109031	1,760.00	0.00	1,760.00	9/9/2011	9/9/2011	Palmer College	Palmer College of Chiropractic	0
1109074	1,760.00	0.00	1,760.00	9/16/2011	9/16/2011	South India Fine Arts	South India Fine Arts	0
1109129	1,760.00	0.00	1,760.00	9/17/2011	9/17/2011	National Consumer Advocates	National Consumer Advocates	0
1109079	1,760.00	0.00	1,760.00	9/18/2011	9/18/2011	Sankritilaya	Sankritilaya	0
1110125	1,760.00	0.00	1,760.00	10/9/2011	10/9/2011	IRCC, Inc.	IRCC, Inc.	0
1110117	1,760.00	0.00	1,760.00	10/16/2011	10/16/2011	Sankritilaya	Sankritilaya	0

2011-2012

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Event Days
1110158	1,760.00	0.00	1,760.00	10/22/2011	10/22/2011	Kenny King Smith Entertainment	Kenny "King" Smith Entertainment	0
1110113	1,760.00	0.00	1,760.00	10/30/2011	10/30/2011	South India Fine Arts	South India Fine Arts FutureWei, dba Huawei	0
1111108	1,760.00	0.00	1,760.00	11/16/2011	11/16/2011	Future Wei	Technologies USA	0
1112023	1,760.00	0.00	1,760.00	12/2/2011	12/2/2011	Palmer College	Palmer College of Chiropractic	0
1112015	1,760.00	0.00	1,760.00	12/4/2011	12/4/2011	Dance USA	Dance Academy USA	0
1201066	1,760.00	0.00	1,760.00	1/9/2012	1/9/2012	Chinese Restaurant News	Chinese Restaurant News	0
1201029	1,760.00	0.00	1,760.00	1/26/2012	1/26/2012	Comerica	Comerica Bank	0
1202075	1,760.00	0.00	1,760.00	2/11/2012	2/11/2012	TEAM	TEAM	0
1203147	1,760.00	0.00	1,760.00	3/4/2012	3/4/2012	Ravensa Systems Inc.	Ravensa Systems Inc.	0
1203105	1,760.00	0.00	1,760.00	3/10/2012	3/10/2012	TEAM	TEAM	0
1203108	1,760.00	0.00	1,760.00	3/24/2012	3/24/2012	Eastern Winds		0
1203101	1,760.00	0.00	1,760.00	3/25/2012	3/25/2012	South India Fine Arts	South India Fine Arts	0
1203087	1,760.00	0.00	1,760.00	3/31/2012	3/31/2012	M Production Company	M Production Company	0
1204131	1,760.00	0.00	1,760.00	4/1/2012	4/1/2012	H&L Productions	H&L Productions	0
1204082	1,760.00	0.00	1,760.00	4/7/2012	4/7/2012	D&D Entertainment	D&D Entertainment	0
1204086	1,760.00	0.00	1,760.00	4/22/2012	4/22/2012	South India Fine Arts	South India Fine Arts	0
1204066	1,760.00	0.00	1,760.00	4/28/2012	4/28/2012	Dance USA	Dance USA, Inc.	0
1205105	1,760.00	0.00	1,760.00	5/2/2012	5/2/2012	Futurewei Technologies, Inc.	Futurewei Technologies, Inc.	0
1205031	5,760.00	(4,000.00)	1,760.00	5/3/2012	5/3/2012	HR Symposium	HR Symposium	0
1205058	1,760.00	0.00	1,760.00	5/20/2012	5/20/2012	Xpressions	Xpressions	0
1206032	1,760.00	0.00	1,760.00	6/8/2012	6/8/2012	Palmer College	Palmer College of Chiropractic	0
1206092	1,760.00	0.00	1,760.00	6/24/2012	6/24/2012	H&L Productions	H&L Productions	0
1110202	3,330.00	(1,450.00)	1,880.00	10/23/2011	10/23/2011	Bay Area Christian Church	Bay Area Christian Church	0
1111115	3,330.00	(1,450.00)	1,880.00	11/6/2011	11/6/2011	Bay Area Christian Church	Bay Area Christian Church	0
1112092	3,330.00	(1,450.00)	1,880.00	12/4/2011	12/4/2011	Bay Area Christian Church	Bay Area Christian Church	0
1204141	3,330.00	(1,450.00)	1,880.00	4/15/2012	4/15/2012	Bay Area Christian Church	Bay Area Christian Church	0
1204142	3,330.00	(1,450.00)	1,880.00	4/22/2012	4/22/2012	Bay Area Christian Church	Bay Area Christian Church	0
1205106	3,330.00	(1,450.00)	1,880.00	5/6/2012	5/6/2012	Bay Area Christian Church	Bay Area Christian Church	0
1205107	3,330.00	(1,450.00)	1,880.00	5/20/2012	5/20/2012	Bay Area Christian Church	Bay Area Christian Church	0
1206095	3,330.00	(1,450.00)	1,880.00	6/17/2012	6/17/2012	Bay Area Christian Church	Bay Area Christian Church	0
1206096	3,330.00	(1,450.00)	1,880.00	6/24/2012	6/24/2012	Bay Area Chirstian Church	Bay Area Christian Church	0
1107047	1,900.00	0.00	1,900.00	7/23/2011	7/23/2011	Match Play	MatchPlay	0
1108055	1,960.00	0.00	1,960.00	8/22/2011	8/22/2011	Auction.com, LLC.	Auction.com, LLC	0
						Independent Business Owners Benefits	Independent Business Owners	
1108057	1,960.00	0.00	1,960.00	8/27/2011	8/27/2011	Association	Benefits Association	0
1107062	1,960.00	0.00	1,960.00	9/11/2011	9/11/2011	Dr. Rath Health Foundation	Dr. Rath USA, Inc.	0
1110185	1,960.00	0.00	1,960.00	10/22/2011	10/22/2011	Titan Global, LLC.	Titan Global, LLC	0
						Independent Business Owners Benefits	Independent Business Owners	
1111105	1,960.00	0.00	1,960.00	11/12/2011	11/12/2011	Association	Benefits Association	0

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Event Days
						Independent Business Owners Benefits Association	Independent Business Owners Benefits Association	
1202071	1,960.00	0.00	1,960.00	2/11/2012	2/11/2012	Association	Benefits Association	0
1204130	1,960.00	0.00	1,960.00	4/7/2012	4/7/2012	Penney Enterprise	Penney Enterprise	0
1204102	1,960.00	0.00	1,960.00	4/12/2012	4/12/2012	CapRate Events, LLC	CapRate Events, LLC	0
1205092	3,330.00	(1,370.00)	1,960.00	5/3/2012	5/3/2012	Magnachip Semiconductor	Magnachip Semiconductor, Inc.	0
1205041	1,960.00	0.00	1,960.00	5/4/2012	5/4/2012	Golden State Baptist College	Golden State Baptist College	0
1111116	2,255.00	(270.00)	1,985.00	11/20/2011	11/20/2011	Bay Area Christian Church	Bay Area Christian Church	0
1111117	2,255.00	(270.00)	1,985.00	11/27/2011	11/27/2011	Bay Area Christian Church	Bay Area Christian Church	0
1112093	2,495.00	(510.00)	1,985.00	12/18/2011	12/18/2011	Bay Area Christian	Bay Area Christian Church	0
1201097	3,235.00	(1,250.00)	1,985.00	1/1/2012	1/1/2012	Bay Area Christian Church	Bay Area Christian Church	0
1201080	2,495.00	(510.00)	1,985.00	1/8/2012	1/8/2012	Bay Area Christian Church	Bay Area Christian Church	0
1201081	2,495.00	(510.00)	1,985.00	1/15/2012	1/15/2012	Bay Area Christian Church	Bay Area Christian Church	0
1201082	2,495.00	(510.00)	1,985.00	1/22/2012	1/22/2012	Bay Area Christian	Bay Area Christian Church	0
1202086	2,495.00	(510.00)	1,985.00	2/5/2012	2/5/2012	Bay Area Christian Church	Bay Area Christian Church	0
1202088	2,495.00	(510.00)	1,985.00	2/19/2012	2/19/2012	Bay Area Christian Church	Bay Area Christian Church	0
1106089	2,000.00	0.00	2,000.00	7/16/2011	7/16/2011	JAACUC	Taiwan Club of San Francisco	0
1109121	2,000.00	0.00	2,000.00	9/10/2011	9/10/2011	People to People	People to People	0
1205118	0.00	2,000.00	2,000.00	5/22/2012	5/22/2012	San Francisco 49ers	San Francisco 49ers	0
1206091	2,000.00	0.00	2,000.00	6/7/2012	6/7/2012	Commonwealth Club	Commonwealth Club Silicon Valley	0
1206066	2,000.00	0.00	2,000.00	6/9/2012	6/9/2012	The Rising Sun	The Rising Sun	0
1110203	2,350.00	(270.00)	2,080.00	10/30/2011	10/30/2011	Bay Area Christian Church	Bay Area Christian Church	0
1109126	2,100.00	0.00	2,100.00	9/10/2011	9/10/2011	TEAM	TEAM	0
1202087	2,670.00	(510.00)	2,160.00	2/12/2012	2/12/2012	Bay Area Christian Church	Bay Area Christian Church	0
1206094	3,320.00	(1,070.00)	2,250.00	6/3/2012	6/3/2012	Bay Area Christian Church	Bay Area Christian Church	0
1204140	2,255.00	0.00	2,255.00	4/1/2012	4/1/2012	Bay Area Christian Church	Bay Area Christian Church	0
1109135	2,350.00	0.00	2,350.00	9/8/2011	9/8/2011	Microsemi	Microsemi	0
1202066	2,350.00	0.00	2,350.00	3/17/2012	3/17/2012	CPS Human Resource Services	CPS Human Resource Services	0
1203102	2,350.00	0.00	2,350.00	3/20/2012	3/20/2012	BNI	BNI Bay Area	0
1107059	2,415.00	0.00	2,415.00	7/20/2011	7/20/2011	Targeted Job Fairs	Targeted Job Fairs	0
1110145	2,415.00	0.00	2,415.00	9/20/2011	9/20/2011	Targeted Job Fairs	Targeted Job Fairs	0
1111088	2,415.00	0.00	2,415.00	11/16/2011	11/16/2011	Targeted Job Fairs	Targeted Job Fairs	0
1201068	2,415.00	0.00	2,415.00	1/19/2012	1/19/2012	Targeted Job Fairs	Targeted Job Fairs	0
1205059	2,415.00	0.00	2,415.00	5/30/2012	5/30/2012	Targeted Job Fairs	Targeted Job Fairs	0
1112070	5,000.00	(2,500.00)	2,500.00	12/14/2011	12/14/2011	KPMG LLP	KPMG LLP	0
1204136	3,590.00	(1,070.00)	2,520.00	4/8/2012	4/8/2012	Bay Area Christian Church	Bay Area Christian Church	0
1110164	1,760.00	880.00	2,640.00	10/23/2011	10/23/2011	Buddhist Tzu Chi Foundation	Buddhist Tsu Chi Foundation	0
1109119	2,860.00	0.00	2,860.00	9/17/2011	9/17/2011	CPS Consulting	CPS Human Resource Services	0
1203097	5,290.00	(2,370.00)	2,920.00	3/22/2012	3/22/2012	Invent Your Future	Invent Your Future Enterprises	0
1107026	3,000.00	0.00	3,000.00	7/23/2011	7/23/2011	Bartlett Network of Champions	Bartlett Network of Champions	0
1111062	3,000.00	0.00	3,000.00	11/12/2011	11/12/2011	Bartlett Network of Champions	Bartlett Network of Champions	0
1203096	3,000.00	0.00	3,000.00	3/17/2012	3/17/2012	Bartlett Network of Champions	Bartlett Network of Champions	0

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Event Days
1203151	3,000.00	0.00	3,000.00	3/31/2012	3/31/2012	99 People, Inc.	99 People, Inc.	0
1204134	3,000.00	0.00	3,000.00	4/29/2012	4/29/2012	ThinkTank Learning	ThinkTank Learning Inc.	0
1205056	3,000.00	0.00	3,000.00	6/2/2012	6/2/2012	Bartlett Network of Champions	Bartlett Network of Champions	0
1202069	4,000.00	(800.00)	3,200.00	2/11/2012	2/11/2012	Baby Boomer's Expo	Aguilera & Associates	0
1203158	4,000.00	(800.00)	3,200.00	3/30/2012	3/30/2012	Be Your Own Boss Expo	Aguilera & Associates	0
1203110	6,500.00	(2,900.00)	3,600.00	3/2/2012	3/2/2012	Daughters of Charity Health System	Daughters of Charity Health System	0
1108008	8,000.00	(4,000.00)	4,000.00	8/13/2011	8/13/2011	H&L Productions	H&L Productions	0
1111074	4,000.00	0.00	4,000.00	9/17/2011	9/17/2011	Double Portion Ministry	Double Portion Ministries	0
1110034	4,000.00	0.00	4,000.00	10/22/2011	10/22/2011	Choi's Institute of Tae Kwon Do	Choi's Institute of Tae Kwon Do	0
1111053	4,000.00	0.00	4,000.00	11/20/2011	11/20/2011	IMS	IMS	0
1201057	4,000.00	0.00	4,000.00	1/7/2012	1/7/2012	Bartlett Network of Champions	Bartlett Network of Champions	0
1202026	4,000.00	0.00	4,000.00	2/11/2012	2/11/2012	NNL West	National Nameless Luminaries West	0
1203043	4,000.00	0.00	4,000.00	3/24/2012	3/24/2012	Scale Modelers	Silicon Valley Scale Modelers	0
1203069	8,000.00	(4,000.00)	4,000.00	3/24/2012	3/24/2012	South Asian Heart Center	South Asian Heart Center	0
1204043	8,000.00	(4,000.00)	4,000.00	4/7/2012	4/7/2012	Independence High School	Independence High School	0
1204117	6,600.00	(2,600.00)	4,000.00	4/13/2012	4/13/2012	Tupperware US	Tupperware US	0
1205038	8,000.00	(4,000.00)	4,000.00	5/12/2012	5/12/2012	Presentation High School	Presentation High School	0
1206082	4,000.00	0.00	4,000.00	6/10/2012	6/10/2012	Futton, Inc.	Futton, Inc.	0
1109075	8,530.00	(4,000.00)	4,530.00	9/28/2011	9/28/2011	County of Santa Clara	County of Santa Clara	0
1110084	7,660.00	(2,950.00)	4,710.00	10/8/2011	10/8/2011	CASPA	CASPA	0
1206074	5,000.00	0.00	5,000.00	6/2/2012	6/2/2012	JAACUC	JAACUC	0
1205033	13,420.00	(8,000.00)	5,420.00	5/10/2012	5/10/2012	Anita Borg Institute for Women and Technology	Anita Borg Institute for Women and Technology	0
1109030	5,900.00	0.00	5,900.00	9/24/2011	9/24/2011	Bartlett Network of Champions	Bartlett Network of Champions	0
1203037	10,415.00	(4,000.00)	6,415.00	3/31/2012	3/31/2012	CA Junior Classic League	c/o Menlo School	0
1107028	8,000.00	0.00	8,000.00	7/31/2011	7/31/2011	Colleges That Change Lives	Colleges That Change Lives	0
1109108	8,000.00	0.00	8,000.00	12/13/2011	12/13/2011	Wells Fargo	Wells Fargo	0
1112067	8,000.00	0.00	8,000.00	12/15/2011	12/15/2011	Marvell	Marvell Semiconductor, Inc.	0
1105063	8,600.00	0.00	8,600.00	10/21/2011	10/21/2011	County	Mental Health Department of Santa Clara County	0
1109018	16,000.00	0.00	16,000.00	9/24/2011	9/24/2011	Sankara Eye Foundation	Sankara Eye Foundation, USA	0
1110017	16,000.00	0.00	16,000.00	10/1/2011	10/1/2011	Sankara Eye Foundation	Sankara Eye Foundation, USA	0
1110018	16,000.00	0.00	16,000.00	10/8/2011	10/8/2011	Sankara Eye Foundation	Sankara Eye Foundation, USA	0

2012-2013

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person
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2012-2013  
# of  
days

## 2013-2014 Rental

Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1406003	17,375.00	-3,055.00	14,320.00	6/6/2014	6/14/2014	California Health Information Association	CA Health Information Assn	8
1308004	11,060.00	-11,060.00	0	8/27/2013	9/2/2013	American Contract Bridge League	American Contract Bridge League	6
1406002	55,180.00	-44,380.00	10,800.00	6/16/2014	6/22/2014	American Legion	Department of California American Legion	6
1405033	83,520.00	-59,520.00	24,000.00	5/18/2014	5/24/2014	Uptime Inst.	Uptime Institute LLC	6
1310007	92,630.00	-67,190.00	25,440.00	10/26/2013	11/1/2013	ARM Techcon	UBM, LLC	6
1311017	50,265.00	-24,280.00	25,985.00	11/16/2013	11/22/2013	Printed Electronics	IDTechEx, Inc.	6
1310003	85,375.00	-20,495.00	64,880.00	10/15/2013	10/21/2013	Pacific International Quilt Festival	Pacific International Quilt Festival	6
1309047	84,100.00	-83,389.00	711	9/28/2013	10/3/2013	Health 2.0Con	Health 2.0 Cisco Systems, Global Procurement	5
1406090	12,510.00	-10,000.00	2,510.00	6/1/2014	6/6/2014	Cisco Systems	Services	5
1306045	5,280.00	-1,760.00	3,520.00	12/2/2013	12/7/2013	Dance Academy USA	Dance Academy USA	5
1307002	9,480.00	-3,180.00	6,300.00	7/25/2013	7/30/2013	Hyatt Hotel/Christ Holiness USA	Hyatt Santa Clara	5
1405011	50,750.00	-42,350.00	8,400.00	5/3/2014	5/8/2014	Technology Services Industry Association	Technology Services Industry Assn., Inc.	5
1310019	42,435.00	-30,435.00	12,000.00	10/5/2013	10/10/2013	Zend	Zend Technologies	5
1309068	22,695.00	-8,910.00	13,785.00	9/23/2013	9/28/2013	Up Media Group, Inc. California Water Environment	UP Media Group, Inc.	5
1404003	76,260.00	-52,460.00	23,800.00	4/28/2014	5/3/2014	Association	California Water Environment Association	5
1310086	30,270.00	-3,675.00	26,595.00	10/27/2013	11/1/2013	Linaro	Linaro Limited	5
1309050	36,000.00	0	36,000.00	9/11/2013	9/16/2013	Home Show	World Class Shows	5
1401004	36,000.00	0	36,000.00	1/8/2014	1/13/2014	Home Show	World Class Shows	5
1312020	88,020.00	-48,740.00	39,280.00	11/30/2013	12/5/2013	Jack Morton Worldwide	Jack Morton Worldwide	5
1406107	51,175.00	-2,000.00	49,175.00	6/26/2014	7/1/2014	Ved Vignan Maha Vidya Peeth	VVM	5
1402002	87,880.00	-27,896.00	59,984.00	2/18/2014	2/23/2014	XRX/Stitches	XRX Inc.	5
1311030	100,820.00	-36,900.00	63,920.00	11/3/2013	11/8/2013	Sys-Con	Sys-Con Media	5
1308025	113,595.00	-27,099.00	86,496.00	8/21/2013	8/26/2013	Japan Expo	Japan Expo	5
1401040	17,580.00	-17,580.00	0	1/21/2014	1/25/2014	Ruckus Percona/Live My SQL Conference &	Ruckus	4
1403025	36,395.00	-36,395.00	0	3/31/2014	4/4/2014	Expo/	Percona LLC	4
1406129	2,275.00	-1,425.00	850	6/2/2014	6/6/2014	Elite	Elite	4
1404160	1,325.00	0	1,325.00	4/15/2014	4/19/2014	Elite	Elite	4
1406132	1,480.00	0	1,480.00	6/9/2014	6/13/2014	Elite	Elite	4
1405004	73,930.00	-71,260.00	2,670.00	5/14/2014	5/18/2014	Tie-Con/The Indus Entrepreneurs	TiE Foundation	4
1404137	3,535.00	0	3,535.00	4/7/2014	4/11/2014	San Francisco Forty Niners Gold Rush	San Francisco 49ers	4
1403109	9,035.00	-5,195.00	3,840.00	3/17/2014	3/21/2014	UC Berkeley	University of California, Berkeley	4
1401067	23,560.00	-17,680.00	5,880.00	1/12/2014	1/16/2014	Genesys	Genesys	4
1309090	7,900.00	105	8,005.00	9/8/2013	9/12/2013	Hyatt Hotel/Corluka and Associates	Hyatt Santa Clara	4
1403009	137,850.00	-128,885.00	8,965.00	3/22/2014	3/26/2014	Synopsys	Synopsys	4
1406029	10,900.00	-1,760.00	9,140.00	6/11/2014	6/15/2014	Dance Academy USA	Dance Academy USA	4

## 2013-2014 Rental

Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1309070	12,000.00	0	12,000.00	9/4/2013	9/8/2013	Portsmouth	Portsmouth Square Coin & Bourse Company, LLC	4
1404028	12,000.00	0	12,000.00	4/23/2014	4/27/2014	Portsmouth	Portsmouth Square Coin & Bourse Company, LLC	4
1401005	16,000.00	-3,200.00	12,800.00	1/16/2014	1/20/2014	Wedding Fair	Flare Enterprises, Inc.	4
1406048	14,690.00	-1,370.00	13,320.00	6/25/2014	6/29/2014	Palo Alto Bridge Club	Palo Alto Bridge Club	4
1403097	78,020.00	-63,750.00	14,270.00	3/1/2014	3/5/2014	Open Networking Summit	The Linux Foundation	4
1402017	103,360.00	-81,360.00	22,000.00	2/9/2014	2/13/2014	O'Reilly - Strata	O'Reilly Media Inc.	4
1307006	43,840.00	-13,240.00	30,600.00	7/29/2013	8/2/2013	State Bar of California 2013	The State Bar of California	4
1309064	34,830.00	0	34,830.00	9/23/2013	9/27/2013	Northern California Facility Expo	Cygnus Publishing, LLC	4
1405032	40,510.00	-4,510.00	36,000.00	5/8/2014	5/12/2014	No Ca Volleyball	No. CA Volleyball Assn.	4
1401003	120,620.00	-76,400.00	44,220.00	1/27/2014	1/31/2014	UBM-DesignCon	UBM, LLC	4
1312012	63,665.00	-19,400.00	44,265.00	12/8/2013	12/12/2013	Yahoo! Tech Pulse	Oath	4
1311079	51,725.00	-73,845.00	-22,120.00	11/11/2013	11/14/2013	PSS Summit		3
1308040	27,000.00	-27,000.00	0	8/18/2013	8/21/2013	Palo Alto Networks	Palo Alto Networks	3
1406007	4,740.00	-1,590.00	3,150.00	6/8/2014	6/11/2014	Hyatt Hotel/CHIA	Hyatt Santa Clara	3
1308057	6,320.00	-1,480.00	4,840.00	8/18/2013	8/21/2013	Hyatt Hotel/Palo Alto Networks	Hyatt Hotel	3
1405104	6,320.00	-1,240.00	5,080.00	5/11/2014	5/14/2014	Hyatt Hotel/Intel	Hyatt Hotel	3
1406139	6,740.00	-1,348.00	5,392.00	6/17/2014	6/20/2014	San Francisco 49ers		3
1309078	25,720.00	-18,680.00	7,040.00	9/9/2013	9/12/2013	Big Sky Technology International Society for Quality	Big Sky Technology	3
1403114	10,735.00	-3,290.00	7,445.00	3/3/2014	3/6/2014	Electronic Desig	ISQED	3
1310028	26,800.00	-17,760.00	9,040.00	10/22/2013	10/25/2013	RoboBusiness Leadership Summit	EH Publishing	3
1312016	18,460.00	-8,000.00	10,460.00	12/3/2013	12/6/2013	Ivy Associates	Ivy Associates	3
1310025	34,885.00	-24,000.00	10,885.00	10/14/2013	10/17/2013	IDG Fall DEMO	IDG ComputerWorld	3
1401054	19,680.00	-8,180.00	11,500.00	1/13/2014	1/16/2014	eBay CIO Global All Manager Offsite	Red Chair Events	3
1406014	20,900.00	-6,000.00	14,900.00	6/2/2014	6/5/2014	PCI-SIG Devcon	PCI -SIG	3
1404045	21,990.00	-4,310.00	17,680.00	4/28/2014	5/1/2014	Conference Concepts./Ethernet Tech.	Conference Concepts, Inc.	3
1311036	45,960.00	-28,045.50	17,914.50	11/12/2013	11/15/2013	2013 Tech Awards Gala	The Tech Museum of Innovation	3
1406065	19,110.00	0	19,110.00	6/12/2014	6/15/2014	Better Living Show	Better Living Show/ BMSE	3
1403031	51,920.00	-32,000.00	19,920.00	3/9/2014	3/12/2014	CDN Live	Cadence	3
1406009	87,440.00	-67,520.00	19,920.00	6/23/2014	6/26/2014	O'Reilly Velocity	O'Reilly Media Inc.	3
1405013	21,810.00	0	21,810.00	5/19/2014	5/22/2014	Job Shops	The Job Shop Company, Inc.	3
1406039	27,135.00	-4,880.00	22,255.00	5/26/2014	5/29/2014	Augmented Reality	AR.org	3
1311064	44,775.00	-22,222.50	22,552.50	11/18/2013	11/21/2013	WebRTC	TMC	3
1308031	44,150.00	-20,434.08	23,715.92	8/7/2013	8/10/2013	Scrapbook Expo	Scrapbook Expo	3
1401012	29,965.00	-5,965.00	24,000.00	1/23/2014	1/26/2014	Travel & Adventure Show	Unicomm, LLC	3
1402043	32,510.00	-510	32,000.00	2/14/2014	2/17/2014	No Ca Volleyball	No. CA Volleyball Assn.	3
1402033	43,690.00	-10,000.00	33,690.00	2/3/2014	2/6/2014	Avaya	Avaya Inc.	3
1403032	48,720.00	-14,304.00	34,416.00	3/17/2014	3/20/2014	HP Shareholder's Conference Concepts/Flash Server	Enterprise Events Group	3
1308024	75,255.00	-29,135.00	46,120.00	8/12/2013	8/15/2013	Summit	Conference Concepts, Inc.	3

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
						Pennwell Corporation/Strategies in		
1402010	86,640.00	-33,520.00	53,120.00	2/24/2014	2/27/2014	Lights	PennWell Corporation	3
1307028	25,960.00	-25,960.00	0	7/23/2013	7/25/2013	SF 49er Pasta Bowl	49ers Foundation	2
1312082	0	0	0	12/13/2013	12/15/2013	HWE Holiday Party	Apple, Inc.	2
1405131	1,365.00	-273	1,092.00	5/20/2014	5/22/2014	SF Forty Niners	SF Forty Niners	2
1405130	1,890.00	-378	1,512.00	5/13/2014	5/15/2014	SF Forty Niners	SF Forty Niners	2
1405076	10,735.00	-9,180.00	1,555.00	5/27/2014	5/29/2014	Berkeley Design Technology, Inc.	Berkeley Design Technology, Inc.	2
1404141	1,965.00	-393	1,572.00	4/1/2014	4/3/2014	SF Forty Niners	SF Forty Niners	2
1405105	1,965.00	-393	1,572.00	5/5/2014	5/7/2014	SF Forty Niners	SF Forty Niners	2
1309107	21,920.00	-20,160.00	1,760.00	9/18/2013	9/20/2013	Russian Innovation Week 2013		2
1406062	17,270.00	-15,510.00	1,760.00	6/16/2014	6/18/2014	Flextronics	Flextronics	2
1312001	7,120.00	-5,320.00	1,800.00	12/13/2013	12/15/2013	Santa Clara Ballet	Santa Clara Ballet Company	2
1404142	2,340.00	-468	1,872.00	4/7/2014	4/9/2014	SF Forty Niners	SF Forty Niners	2
1401086	2,040.00	0	2,040.00	1/24/2014	1/26/2014	BM Soft Systems	BMSOFT Systems Inc.	2
1404130	2,040.00	0	2,040.00	4/23/2014	4/25/2014	BM Soft Systems	BMSOFT Systems Inc.	2
1404143	2,730.00	-546	2,184.00	4/15/2014	4/17/2014	SF Forty Niners	SF Forty Niners	2
1307059	2,355.00	0	2,355.00	7/12/2013	7/14/2013	BM Soft Systems	BMSOFT Systems Inc.	2
1405093	5,675.00	-3,035.00	2,640.00	5/6/2014	5/8/2014	Information Forecast, Inc.	Information Forecast, Inc.	2
1405072	3,520.00	-880	2,640.00	5/16/2014	5/18/2014	Xpressions	Xpressions	2
1310134	2,765.00	0	2,765.00	10/11/2013	10/13/2013	BM Soft Systems	BMSOFT Systems Inc.	2
1404123	3,910.00	-880	3,030.00	4/24/2014	4/26/2014	The Career Compass	The Career Compass	2
1307019	4,740.00	-1,290.00	3,450.00	7/12/2013	7/14/2013	Hyatt Hotel/CA Extreme	Hyatt Hotel	2
1308027	4,740.00	-1,290.00	3,450.00	8/9/2013	8/11/2013	Hyatt Hotel/Bricks by the Bay	Hyatt Hotel	2
1405010	4,740.00	-1,290.00	3,450.00	5/5/2014	5/7/2014	Hyatt/TSIA	Hyatt Santa Clara	2
1308042	4,740.00	-1,110.00	3,630.00	8/1/2013	8/3/2013	Hyatt Hotel/AAIP	Hyatt Santa Clara	2
1405061	4,740.00	-930	3,810.00	5/23/2014	5/25/2014	Hyatt Hotel/BayCon	Hyatt Hotel	2
1406076	4,740.00	-930	3,810.00	6/12/2014	6/14/2014	Hyatt Hotel	Hyatt Hotel	2
1308049	12,800.00	-8,790.00	4,010.00	8/5/2013	8/7/2013	Social Media.org	Social Media.org	2
1402059	4,110.00	0	4,110.00	2/15/2014	2/17/2014	Bay Area Chess	Bay Area Chess	2
1403135	4,110.00	0	4,110.00	3/14/2014	3/16/2014	Universal Soul Service, LLC.	Universal Soul Service, LLC.	2
1311047	5,280.00	-880	4,400.00	11/15/2013	11/17/2013	Sterling Dance Theatre	Sterling Dance Theatre	2
1405030	5,280.00	-880	4,400.00	5/30/2014	6/1/2014	San Juan Dance	San Juan Dance	2
1401006	4,740.00	-330	4,410.00	1/24/2014	1/26/2014	Hyatt Hotel/Dance Magic	Hyatt Santa Clara	2
1402007	4,740.00	-330	4,410.00	2/14/2014	2/16/2014	Hyatt Hotel/NUVO	Hyatt Santa Clara	2
1404005	4,740.00	-330	4,410.00	4/25/2014	4/27/2014	Hyatt Hotel/Break the Floor	Hyatt Santa Clara	2
						Hyatt Hotel/Federation of Chinese		
1309058	4,740.00	-120	4,620.00	9/20/2013	9/22/2013	Medicine	Hyatt Santa Clara	2
1310022	4,740.00	-120	4,620.00	10/11/2013	10/13/2013	Hyatt Hotel/Advanced Imaging	Hyatt Hotel	2
1402016	4,740.00	-120	4,620.00	2/28/2014	3/2/2014	Hyatt Hotel/PTC	Hyatt Hotel	2
1403016	4,740.00	-120	4,620.00	3/28/2014	3/30/2014	Hyatt Hotel/Monsters of Hip Hop	Hyatt Santa Clara	2
1404008	4,740.00	-120	4,620.00	4/11/2014	4/13/2014	Hyatt Hotel/Co. Dance	Hyatt Hotel	2
1402015	4,740.00	90	4,830.00	2/6/2014	2/8/2014	Hyatt Hotel/O"scale	Hyatt Hotel	2
1401015	4,740.00	330	5,070.00	1/10/2014	1/12/2014	Hyatt Hotel/Hollywood Connect	Hyatt Hotel	2

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1403040	5,080.00	0	5,080.00	2/28/2014	3/2/2014	Dance Masters of California	Jensen School of Performing Arts	2
1308030	5,160.00	0	5,160.00	8/9/2013	8/11/2013	Bricks by the Bay	Bricks by the Bay	2
1406120	12,000.00	-6,000.00	6,000.00	6/27/2014	6/29/2014	Art of Living	Art of Living	2
1402055	8,185.00	-1,365.00	6,820.00	2/11/2014	2/13/2014	Information Forecast, Inc.	Information Forecast, Inc.	2
1404053	31,080.00	-23,210.00	7,870.00	4/8/2014	4/10/2014	Intel Supplier Recognition Event	Intel Corporation	2
1312003	16,000.00	-8,000.00	8,000.00	12/26/2013	12/28/2013	CA So Baptist Convention	California Southern Baptist Convention	2
1402041	8,000.00	0	8,000.00	3/14/2014	3/16/2014	GT Sports Marketing	GT Sports Marketing	2
1405056	8,000.00	0	8,000.00	5/23/2014	5/25/2014	Springtime Tumbling and Trampoline	Springtime Tumbling and Trampoline	2
1310084	16,000.00	-5,600.00	10,400.00	10/25/2013	10/27/2013	Trinity Motivation	Trinity Motivation	2
1404077	14,260.00	-3,620.00	10,640.00	4/8/2014	4/10/2014	Big Data Innovation Summit	The Innovation Enterprise	2
1404027	11,620.00	0	11,620.00	4/25/2014	4/27/2014	Bay Area Chess	Bay Area Chess	2
1406060	18,900.00	-6,380.00	12,520.00	6/10/2014	6/12/2014	InvenSense	InvenSense, Inc.	2
1310068	17,990.00	-4,980.00	13,010.00	10/22/2013	10/24/2013	Conf Concepts Open Server Summit	Conference Concepts, Inc. Northern California Catholic Charismatic	2
1405001	20,560.00	-7,110.00	13,450.00	5/23/2014	5/25/2014	Catholic Charismatic	Conventio	2
1309032	16,610.00	-2,370.00	14,240.00	9/24/2013	9/26/2013	SecureWorld	SecureWorld Expo	2
1406052	18,280.00	-4,000.00	14,280.00	6/6/2014	6/8/2014	CFA Institutue	CFA Institute	2
1310042	22,515.00	-7,287.00	15,228.00	10/9/2013	10/11/2013	Localization World	Localization World	2
1406079	24,000.00	-8,200.00	15,800.00	6/2/2014	6/4/2014	X Media Research, Inc.	X Media Research, Inc.	2
1402046	16,000.00	0	16,000.00	2/28/2014	3/2/2014	No CA Train - Cal Stewart	Northern California Train Collectors Assn.	2
1406068	24,530.00	-8,000.00	16,530.00	6/15/2014	6/17/2014	Facebook, Inc.	Facebook, Inc.	2
1402008	20,095.00	-1,365.00	18,730.00	2/28/2014	3/2/2014	Spirit of the Flame	Spirit of the Flame LLC	2
1309103	29,880.00	-9,140.00	20,740.00	9/10/2013	9/12/2013	DBC Pri-Med, LLC	DBC Pri-Med	2
1308016	58,460.00	-14,380.00	44,080.00	8/16/2013	8/18/2013	Bay Area Christian Church	Bay Area Christian Church	2
1310039	13,960.00	-13,960.00	0	10/9/2013	10/10/2013	YWCA Forty Niners Stadium Management	YWCA of Silicon Valley	1
1312083	0	0	0	12/9/2013	12/10/2013	Company LLC	San Francisco 49ers	1
1312002	30,660.00	-30,660.00	0	12/11/2013	12/12/2013	GSA	GSA	1
1311142	340	0	340	11/20/2013	11/21/2013	Thinfilm Electronics Inc.,	Thinfilm Electronics Inc.,	1
1403131	940	-470	470	3/15/2014	3/16/2014	Luca Investor Meeting	Luca International Group	1
1309176	910	0	910	9/24/2013	9/25/2013	Sourcewise	Sourcewise, Options Counseling Training	1
1401091	1,100.00	0	1,100.00	1/4/2014	1/5/2014	Bay Area Chess	Bay Area Chess	1
1404144	1,820.00	-364	1,456.00	4/23/2014	4/24/2014	SF Forty Niners	SF Forty Niners	1
1308038	13,580.00	-12,000.00	1,580.00	8/5/2013	8/6/2013	Cadence Design System	Cadence Design Systems, Inc.	1
1311128	1,580.00	0	1,580.00	11/9/2013	11/10/2013	Risa Realty	Risa Realty	1
1401026	1,580.00	110	1,690.00	1/18/2014	1/19/2014	Hyatt Hotel/CA Kindergarten	Hyatt Santa Clara	1
1405102	2,740.00	-780	1,960.00	5/3/2014	5/4/2014	e2k Events		1
1406063	3,920.00	-1,960.00	1,960.00	6/20/2014	6/21/2014	Heenle Vyas Wedding		1
1307039	1,970.00	0	1,970.00	7/20/2013	7/21/2013	SEG Eventos	SEG Eventos, Inc.	1

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1307020	2,040.00	0	2,040.00	7/19/2013	7/20/2013	Jensen Performing Arts	Jensen School of Performing Arts	1
1311090	2,200.00	0	2,200.00	11/9/2013	11/10/2013	College Admissions Assistance	College Admissions Assistance	1
1406112	4,500.00	-2,250.00	2,250.00	6/9/2014	6/10/2014	Bio- Rad Continuing Education Seminar	Bio-Rad Laboratories, Inc.	1
1406011	3,160.00	-860	2,300.00	6/2/2014	6/3/2014	Hyatt Hotel/CALA	Hyatt Santa Clara	1
1311084	2,350.00	0	2,350.00	11/9/2013	11/10/2013	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1403091	2,350.00	0	2,350.00	3/8/2014	3/9/2014	SEG Eventos Inc.	SEG Eventos, Inc.	1
1404081	2,350.00	0	2,350.00	4/12/2014	4/13/2014	SEG Eventos Inc.	SEG Eventos, Inc.	1
1309189	3,435.00	-980	2,455.00	9/27/2013	9/28/2013	BACC Professionals Retreat	Bay Area Christian Church	1
1406148	3,290.00	-658	2,632.00	6/23/2014	6/24/2014	San Francisco 49ers		1
1401070	3,520.00	-880	2,640.00	1/10/2014	1/11/2014	TEAM	TEAM	1
1403117	3,520.00	-880	2,640.00	3/7/2014	3/8/2014	TEAM	TEAM	1
1406038	3,520.00	-880	2,640.00	6/6/2014	6/7/2014	California Sports Center	California Sports Center	1
1406037	3,520.00	-880	2,640.00	6/20/2014	6/21/2014	Liberty Dance	Liberty Dance Company	1
1406040	3,520.00	-880	2,640.00	6/27/2014	6/28/2014	Jensen School of Performing Arts	Jensen School of Performing Arts	1
1310148	2,740.00	0	2,740.00	10/12/2013	10/13/2013	India Property Online Pvt Ltd	India Property Online Pvt Ltd	1
1309072	3,160.00	60	3,220.00	9/5/2013	9/6/2013	Hyatt Hotel/Apostolic	Hyatt Hotel	1
1401039	3,160.00	60	3,220.00	1/22/2014	1/23/2014	Hyatt Hotel/Ruckus	Hyatt Hotel	1
1402029	3,160.00	60	3,220.00	2/18/2014	2/19/2014	Hyatt Hotel/Usenix	Hyatt Santa Clara	1
1312028	3,160.00	220	3,380.00	12/30/2013	12/31/2013	Hyatt Hotel	Hyatt Santa Clara	1
1405050	5,430.00	-1,960.00	3,470.00	5/12/2014	5/13/2014	Ivy Associates	Ivy Associates	1
1404132	4,735.00	-1,215.00	3,520.00	4/22/2014	4/23/2014	ABS-CBN International	ABS-CBN International	1
1402071	3,800.00	0	3,800.00	4/21/2014	4/22/2014	Gestalt IT Media	Gestalt IT Media	1
1307033	4,300.00	-390	3,910.00	7/25/2013	7/26/2013	Youth Focus, Inc.	Youth Focus, Inc.	1
1309096	3,920.00	0	3,920.00	9/18/2013	9/19/2013	Delson Group	Delson Group	1
1310056	6,660.00	-2,740.00	3,920.00	10/7/2013	10/8/2013	PMI Silicon Valley	PMI Silicon Valley	1
1401028	15,920.00	-12,000.00	3,920.00	2/6/2014	2/7/2014	Joint Venture Silicon Valley	Joint Venture	1
1404106	3,920.00	0	3,920.00	4/5/2014	4/6/2014	INDIA PROPERTY ONLINE PVT. LTD	India Property Online Pvt Ltd	1
1404090	3,920.00	0	3,920.00	4/26/2014	4/27/2014	Business NJ LLC	Business NJ LLC.	1
1405062	7,270.00	-2,950.00	4,320.00	5/24/2014	5/25/2014	LTQD School Reunion		1
1401018	8,620.00	-4,000.00	4,620.00	1/22/2014	1/23/2014	RTC Group	RTC Group, Concept Development, Inc.	1
						Superstars of Sports Inc. dba Channel	Superstars of Sports Inc. dba Channel	
1403093	4,700.00	0	4,700.00	3/1/2014	3/2/2014	Fireball	Fireball	1
1404072	4,910.00	0	4,910.00	4/11/2014	4/12/2014	Bartlett Network of Champions	Bartlett Network of Champions	1
1404091	13,580.00	-8,000.00	5,580.00	4/23/2014	4/24/2014	The Law Foundation of Silicon Valley	The Law Foundation of Silicon Valley	1
1311116	6,000.00	0	6,000.00	11/16/2013	11/17/2013	San Jose Bird Mart	San Jose Bird Mart	1
1406093	18,660.00	-12,000.00	6,660.00	6/16/2014	6/17/2014	Data Center Dynamics, Inc	Data Center Dynamics, Inc	1
1309125	8,000.00	0	8,000.00	9/21/2013	9/22/2013	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1312061	8,000.00	0	8,000.00	12/21/2013	12/22/2013	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1401049	8,000.00	0	8,000.00	1/25/2014	1/26/2014	SEG Eventos	SEG Eventos, Inc.	1
1402030	16,000.00	-8,000.00	8,000.00	2/17/2014	2/18/2014	Teladata	Teladata	1
1405073	8,000.00	0	8,000.00	5/31/2014	6/1/2014	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1403027	16,530.00	-8,000.00	8,530.00	3/27/2014	3/28/2014	Presentation High School	Presentation High School	1

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1309112	29,850.00	-20,880.00	8,970.00	9/16/2013	9/17/2013	Cisco Systems	Cisco Systems	1
1308070	13,000.00	-4,000.00	9,000.00	8/21/2013	8/22/2013	Ebay, Inc.	Keller Media Associates, Inc.	1
1404039	9,215.00	0	9,215.00	4/21/2014	4/22/2014	Invent Your Future	Invent Your Future Enterprises	1
1403034	17,290.00	-8,000.00	9,290.00	3/10/2014	3/11/2014	IDC Directions	IDC	1
1312040	15,330.00	-6,000.00	9,330.00	11/1/2013	11/2/2013	99 People, Inc.	UCTIA/99 People, Inc.	1
1402034	19,540.00	-9,600.00	9,940.00	2/7/2014	2/8/2014	The Pampered Chef	The Pampered Chef	1
1406023	33,960.00	-23,960.00	10,000.00	6/6/2014	6/7/2014	Antique Road Show	WGBH Educational Foundation Anita Borg Institute for Women and Technology	1
1405031	22,295.00	-12,000.00	10,295.00	5/7/2014	5/8/2014	Anita Borg Institute Kaiser Permanente - Clinical Community		1
1405065	19,800.00	-9,080.00	10,720.00	5/30/2014	5/31/2014	Conference	Kaiser Permanente	1
1308047	11,500.00	-726	10,774.00	8/31/2013	9/1/2013	World Journal Northern California Minority Supplier	World Journal Western Regional Minority Supplier	1
1308044	15,580.00	-4,000.00	11,580.00	8/7/2013	8/8/2013	Development	Development Cou	1
1309133	16,315.00	-4,000.00	12,315.00	10/21/2013	10/22/2013	Facebook, Inc.	Facebook, Inc.	1
1308046	19,300.00	-6,000.00	13,300.00	8/3/2013	8/4/2013	River of Life Christian Church	River of Life Christian Church	1
1403072	15,920.00	-1,960.00	13,960.00	3/7/2014	3/8/2014	Pitco Foods	Pitco Foods	1
1406080	15,160.00	0	15,160.00	6/27/2014	6/28/2014	HIN Events, LLC	HIN Events, LLC	1
1404042	21,920.00	-6,000.00	15,920.00	4/8/2014	4/9/2014	CAA EXPO		1
1310049	16,000.00	0	16,000.00	10/4/2013	10/5/2013	Sankara Eye Foundation	Sankara Eye Foundation, USA	1
1310057	26,180.00	-9,212.00	16,968.00	10/2/2013	10/3/2013	CSU Counselor Conference	San Jose State University	1
1406069	22,660.00	-685	21,975.00	6/13/2014	6/14/2014	Peninsula Special Interest Lions Club	Peninsula Special Interest Lions Club	1
1404026	26,100.00	-2,100.00	24,000.00	4/12/2014	4/13/2014	NPW- Speed Warehouse	National Performance Warehouse	1
1311029	32,900.00	-2,000.00	30,900.00	11/22/2013	11/23/2013	Faith Formation	Archdiocese of San Francisco	1
1310048	32,000.00	0	32,000.00	10/11/2013	10/12/2013	Sankara Eye	Sankara Eye Foundation, USA	1
1307067	455	-455	0	7/17/2013	7/17/2013	City of Santa Clara	City of Santa Clara	0
1307036	4,000.00	-4,000.00	0	7/20/2013	7/20/2013	Monica & Paul 's Wedding Reception		0
1308086	455	-455	0	8/13/2013	8/13/2013	Unigen Corporation		0
1308097	390	-390	0	8/30/2013	8/30/2013	City of Santa Clara	City of Santa Clara	0
1309028	4,000.00	-4,000.00	0	9/7/2013	9/7/2013	Bibak of Northern California City of Santa Clara Executive	BiBak of Northern California	0
1309126	780	-780	0	9/13/2013	9/13/2013	Management Team	City of Santa Clara	0
1309178	950	-950	0	9/17/2013	9/17/2013	Cisco Systems	Cisco Systems	0
1310133	950	-950	0	10/3/2013	10/3/2013	Cisco Systems	Cisco Systems	0
1310055	9,215.00	-9,215.00	0	10/5/2013	10/5/2013	Hispanic Foundation of Silicon Valley	Hispanic Foundation of Silicon Valley	0
1310096	1,960.00	-1,960.00	0	10/12/2013	10/12/2013	Viet Hope Inc.	Viet Hope Inc	0
1310080	8,000.00	-8,000.00	0	10/19/2013	10/19/2013	Jeffrey and Brijith Wedding Recpetion Chinese American Information Storage		0
1310140	1,370.00	-1,370.00	0	10/19/2013	10/19/2013	Society	CAISS	0
1311056	9,580.00	-9,580.00	0	11/1/2013	11/1/2013	Silicon Valley Leadership Group	Silicon Valley Leadership Group	0

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1311009	8,000.00	-8,000.00	0	11/2/2013	11/2/2013	MCCF Dinner	Mission City Community Fund	0
1311135	910	-910	0	11/16/2013	11/16/2013	Chutian Group	ChuTian Group Inc.	0
1311141	2,100.00	-2,100.00	0	11/23/2013	11/23/2013	Judy Boccignone		0
1312043	8,265.00	-8,265.00	0	12/6/2013	12/6/2013	KLA TENCOR	KLA-Tencor	0
1312099	4,000.00	-4,000.00	0	12/6/2013	12/6/2013	FutureWei	Futurewei Technologies, Inc.	0
1312026	2,100.00	-2,100.00	0	12/7/2013	12/7/2013	ASML HOLIDAY PARTY	ASML US, Inc	0
1312042	16,000.00	-16,000.00	0	12/7/2013	12/7/2013	Maxim Holiday Party		0
1312101	2,100.00	-2,100.00	0	12/13/2013	12/13/2013	CA Great America Holiday Party	California Great America	0
1312093	4,000.00	-4,000.00	0	12/17/2013	12/17/2013	Ericsson Hoilday Party	Ericsson	0
1312106	2,100.00	-2,100.00	0	12/21/2013	12/21/2013	Kamet Holiday Party	Kamet	0
1312104	780	-780	0	12/28/2013	12/28/2013	Noel's 60th Birthday	ARAMARK	0
						US-China Association of High-Level		
1401030	10,680.00	-10,680.00	0	1/5/2014	1/5/2014	Profession	UCAHLP	0
1401079	4,000.00	-4,000.00	0	1/14/2014	1/14/2014	Aerohive Networks	Aerohive Networks	0
1401092	455	-455	0	1/14/2014	1/14/2014	Ebay, Inc.	Ebay, Inc.	0
1401094	455	-455	0	1/14/2014	1/14/2014	Ebay, Inc.	Ebay, Inc.	0
1401066	4,000.00	-4,000.00	0	1/17/2014	1/17/2014	SCC Association of REALTORS	SCC Association of REALTORS	0
1401090	455	-455	0	1/21/2014	1/21/2014	CWEA Pre Conference Meetingg	California Water Environment Association	0
1401053	1,960.00	-1,960.00	0	1/22/2014	1/22/2014	Filice Insurance	Filice Insurance	0
1403122	0	0	0	3/1/2014	3/1/2014	Alyssa's Birthday Party	Santa Clara Convention Center	0
1403126	780	-780	0	3/6/2014	3/6/2014	San Jose State- Pi Sigma Alpha	SJSU Department of Political Science	0
1403129	790	-790	0	3/8/2014	3/8/2014	Hyatt Awards Banquet	Hyatt Hotel	0
1403127	3,000.00	-3,000.00	0	3/15/2014	3/15/2014	Vietnamese Physicians Association		0
1404129	780	-780	0	4/11/2014	4/11/2014	City Council Strategic Planning Meeting City of Santa Clara Employee Service		0
1404107	1,960.00	-1,960.00	0	4/23/2014	4/23/2014	Luncheon	City of Santa Clara	0
1404048	8,000.00	-8,000.00	0	4/26/2014	4/26/2014	Kumar Wedding		0
1405119	0	0	0	5/8/2014	5/8/2014	Cities Association of Santa Clara	Cities Association of Santa Clara	0
1405046	8,000.00	-8,000.00	0	5/15/2014	5/15/2014	Bill Wilson Center	Bill Wilson Center	0
1405069	455	-455	0	5/31/2014	5/31/2014	CCNS Spring Dinner Party	Cupertino Coop Nursery School	0
1406094	1,960.00	-1,960.00	0	6/3/2014	6/3/2014	The Family Giving Tree	The Family Giving Tree	0
1406136	980	-980	0	6/11/2014	6/11/2014	Amazon Lab 126	Amazon	0
1406064	8,000.00	-8,000.00	0	6/19/2014	6/19/2014	Pyramid Awards Dinner	Santa Clara Chamber of Commerce	0
1406096	8,000.00	-8,000.00	0	6/19/2014	6/19/2014	Flextronics	Flextronics	0
						Mission College MC2IT Security		
1406104	0	0	0	6/25/2014	6/25/2014	Conference 2014	Mission College	0
1406130	0	0	0	6/30/2014	6/30/2014	City of SC Strategic Planning Session		0
1309165	390	-234	156	9/14/2013	9/14/2013	Your Asian Connection	Your Asian Connection, Inc.	0
1310147	170	0	170	10/4/2013	10/4/2013	Intuitive Surgical, Inc.	Intuitive Surgical, Inc.	0
1311145	170	0	170	11/20/2013	11/20/2013	T-Ink/ Winnick & Company	T-Ink/ Winnick & Company	0
1312098	1,030.00	-860	170	12/11/2013	12/11/2013	Chutian Group	ChuTian Group Inc.	0

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1404159	170	0	170	4/10/2014	4/10/2014	Intel Corporation	Intel Corporation	0
1406128	170	0	170	6/6/2014	6/6/2014	TSG Reporting	TSG Reporting	0
1404117	390	-195	195	4/19/2014	4/19/2014	Washington State Universtiy	Washington State University	0
1307074	530	-265	265	7/19/2013	7/19/2013	Daughters of Charity	Daughters of Charity	0
1308085	265	0	265	8/5/2013	8/5/2013	California Connections Academy	California Connections Academy	0
1404138	315	0	315	4/18/2014	4/18/2014	Q Analysts LLC	Q Analysts LLC	0
1406143	315	0	315	6/16/2014	6/16/2014	TrendPoint Systems	TrendPoint Systems	0
1403149	455	-91	364	3/13/2014	3/13/2014	San Francisco Forty Niners	SF Forty Niners	0
1308092	390	0	390	8/1/2013	8/1/2013	Mike Aguilera	Aguilera & Associates	0
1309138	390	0	390	9/7/2013	9/7/2013	Maldonado and Associates, Inc	MDE Latino, LP	0
1310105	390	0	390	10/5/2013	10/5/2013	Maldonado and Associates, Inc	MDE Latino, LP	0
1312080	390	0	390	12/7/2013	12/7/2013	Maldonado and Associates, Inc	MDE Latino, LP	0
1401056	390	0	390	1/4/2014	1/4/2014	McKay Photography	McKay Photography	0
1401089	390	0	390	1/18/2014	1/18/2014	Maldonado and Associates, Inc	MDE Latino, LP	0
1402076	390	0	390	2/15/2014	2/15/2014	Maldonado and Associates, Inc	MDE Latino, LP	0
1405124	390	0	390	5/12/2014	5/12/2014	SPAR Belize	SPAR Belize	0
1405108	780	-390	390	5/14/2014	5/14/2014	Filice Insurance	Filice Insurance	0
1406091	390	0	390	6/14/2014	6/14/2014	Maldonado and Associates, Inc	MDE Latino, LP	0
1406150	390	0	390	6/29/2014	6/29/2014	Overseas Volunteer for a Better India	Overseas Volunteer for a Better India	0
1309164	435	0	435	9/28/2013	9/28/2013	Southern Oregon Productions	Southern Oregon Productions	0
1311061	4,435.00	-4,000.00	435	11/2/2013	11/2/2013	Friends of Children with Special Needs	Friends of Children with Special Needs	0
1312105	455	0	455	12/6/2013	12/6/2013	WorldVentures Marketing, LLC.		0
1403113	455	0	455	3/8/2014	3/8/2014	SHOP.com	SHOP.com	0
1403141	455	0	455	3/8/2014	3/8/2014	Penney Enterprise	Penney Enterprise	0
1404114	455	0	455	4/24/2014	4/24/2014	Lifeline Screening	Lifeline Screening	0
1311098	470	0	470	11/2/2013	11/2/2013	Chinese American Fly Club	Chinese American Fly Club	0
1401096	940	-470	470	1/11/2014	1/11/2014	Pitco	Pitco Foods	0
1309156	485	0	485	9/13/2013	9/13/2013	Go Pivotal	Go Pivotal	0
1402039	1,020.00	-510	510	2/1/2014	2/1/2014	Ivy Review	International Association of Youth	0
1406082	1,020.00	-510	510	6/8/2014	6/8/2014	The South Bay Guitar Society	The South Bay Guitar Society	0
1403151	655	-131	524	3/16/2014	3/16/2014	SF Forty Niners	SF Forty Niners	0
1403150	655	-131	524	3/30/2014	3/30/2014	SF Forty Niners	SF Forty Niners	0
1401065	550	0	550	1/25/2014	1/25/2014	Bay Area Chess	Bay Area Chess	0
1405066	1,100.00	-550	550	5/2/2014	5/2/2014	Staff Development Resources	Staff Development Resources	0
1310146	780	-156	624	10/26/2013	10/26/2013	Your Asian Connection	Your Asian Connection, Inc.	0
1402087	780	-156	624	2/15/2014	2/15/2014	Your Asian Connection	Your Asian Connection, Inc.	0
1311120	1,370.00	-685	685	11/14/2013	11/14/2013	Red Hat	Red Hat	0
1404145	910	-182	728	4/27/2014	4/27/2014	SF Forty Niners	SF Forty Niners	0
1405106	910	-182	728	5/9/2014	5/9/2014	SF Forty Niners	SF Forty Niners	0
1307040	780	0	780	7/20/2013	7/20/2013	McKay Photography	McKay Photography	0
1307045	780	0	780	7/24/2013	7/24/2013	Auction.com	Auction.com, LLC	0

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1309123	780	0	780	9/13/2013	9/13/2013	Auction.com	Auction.com, LLC	0
1309150	780	0	780	9/21/2013	9/21/2013	Kyra Birks Sweet 16 Birthday Celebration		0
1401077	780	0	780	1/11/2014	1/11/2014	SEG Eventos, Inc.	SEG Eventos, Inc.	0
1402056	780	0	780	2/6/2014	2/6/2014	Auction.com	Auction.com, LLC	0
1402057	780	0	780	2/19/2014	2/19/2014	Auction.com	Auction.com, LLC	0
1403148	780	0	780	3/29/2014	3/29/2014	Penney Enterprise Tsinghua Entrepreneurial & Executive	Penney Enterprise	0
1405113	1,560.00	-780	780	5/10/2014	5/10/2014	Club	Jinlin Wang	0
1312091	1,960.00	-1,176.00	784	12/31/2013	12/31/2013	Your Asian Connection	Your Asian Connection, Inc.	0
1307060	790	0	790	7/20/2013	7/20/2013	World Ventures Marketing LLC.		0
1405109	790	0	790	5/3/2014	5/3/2014	SHOP.com	SHOP.com	0
1403042	790	15	805	3/8/2014	3/8/2014	Hyatt Hotel	Hyatt Hotel	0
1403058	790	55	845	3/27/2014	3/27/2014	Hyatt Hotel	Hyatt Hotel	0
1307077	1,760.00	-880	880	7/29/2013	7/29/2013	Arris	ARRIS Solutions Inc.	0
1312063	1,760.00	-880	880	12/16/2013	12/16/2013	The Art Institute Silicon Valley	The Art Institute of California-Silicon Valley	0
1401037	1,760.00	-880	880	1/22/2014	1/22/2014	Cornish & Carey	Cornish & Carey	0
1406089	1,760.00	-880	880	6/23/2014	6/23/2014	The Art Institute of Silicon Valley	The Art Institute of California-Silicon Valley	0
1308069	910	0	910	8/22/2013	8/22/2013	Auction.com	Auction.com, LLC	0
1309143	940	0	940	9/27/2013	9/27/2013	MGE- Management Expert Inc.	MGE- Management Expert Inc.	0
1402065	940	0	940	2/4/2014	2/4/2014	CA STEM Learning Network	California STEM Learning Network	0
1403107	940	0	940	3/13/2014	3/13/2014	MGE- Management Expert Inc.	MGE- Management Expert Inc.	0
1406116	940	0	940	6/7/2014	6/7/2014	CPS HR Consulting	CPS HR Consulting	0
1309170	950	0	950	9/7/2013	9/7/2013	Penney Enterprises	Penney Enterprise	0
1307044	980	0	980	7/8/2013	7/8/2013	Auction.com	Auction.com, LLC	0
1308068	980	0	980	8/8/2013	8/8/2013	Auction.com	Auction.com, LLC	0
1308066	980	0	980	8/14/2013	8/14/2013	Serial ATA International Organization	SATA-IO	0
1309137	1,960.00	-980	980	9/24/2013	9/24/2013	Filice Insurance	Filice Insurance	0
1309124	980	0	980	9/27/2013	9/27/2013	Auction.com	Auction.com, LLC	0
1310101	980	0	980	10/4/2013	10/4/2013	Auction.com	Auction.com, LLC	0
1310069	1,960.00	-980	980	10/5/2013	10/5/2013	Aquamaid Awards Banquet	Aquamaid Awards	0
1310102	980	0	980	10/16/2013	10/16/2013	Auction.com	Auction.com, LLC	0
1310103	980	0	980	10/25/2013	10/25/2013	Auction.com	Auction.com, LLC	0
1311082	980	0	980	11/13/2013	11/13/2013	Auction.com	Auction.com, LLC	0
1311083	980	0	980	11/25/2013	11/25/2013	Auction.com	Auction.com, LLC	0
1312059	980	0	980	12/6/2013	12/6/2013	Auction.com	Auction.com, LLC	0
1312060	980	0	980	12/27/2013	12/27/2013	Auction.com	Auction.com, LLC	0
1401060	980	0	980	1/6/2014	1/6/2014	Auction.com	Auction.com, LLC	0
1401061	980	0	980	1/21/2014	1/21/2014	Auction.com	Auction.com, LLC	0
1403079	980	0	980	3/3/2014	3/3/2014	Auction.com	Auction.com, LLC	0

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1403080	980	0	980	3/21/2014	3/21/2014	Auction.com	Auction.com, LLC	0
1404095	980	0	980	4/2/2014	4/2/2014	Auction.com	Auction.com, LLC	0
1404096	980	0	980	4/16/2014	4/16/2014	Auction.com	Auction.com, LLC	0
1404097	980	0	980	4/28/2014	4/28/2014	Auction.com	Auction.com, LLC	0
1405080	980	0	980	5/5/2014	5/5/2014	Auction.com	Auction.com, LLC	0
1405128	1,960.00	-980	980	5/18/2014	5/18/2014	Hangzhou Inovation Center LLC	Hangzhou Innovation Center LLC.	0
1405081	980	0	980	5/30/2014	5/30/2014	Auction.com	Auction.com, LLC	0
1406077	980	0	980	6/11/2014	6/11/2014	Auction.com	Auction.com, LLC	0
1406078	980	0	980	6/23/2014	6/23/2014	Auction.com	Auction.com, LLC	0
1309097	1,020.00	0	1,020.00	9/14/2013	9/14/2013	India Cultural Association	ICA	0
1309119	1,020.00	0	1,020.00	10/5/2013	10/5/2013	VN Help	VN Help	0
1310087	1,020.00	0	1,020.00	10/6/2013	10/6/2013	Viet Music Club	Viet Music Club	0
1310124	1,020.00	0	1,020.00	10/13/2013	10/13/2013	Former Vietnamese R&P Foundation	Former Vietnamese R&P Foundation	0
1312047	1,020.00	0	1,020.00	12/21/2013	12/21/2013	Center of Persian Language Preservation Silicon Valley Korean American	Center of Persian Language Preservation	0
1311088	1,020.00	0	1,020.00	12/28/2013	12/28/2013	Federation	Silicon Valley Korean American Federation	0
1401087	1,020.00	0	1,020.00	1/18/2014	1/18/2014	Korean Culture Center Urisawe	Korean Culture Center Urisawe Inc.	0
1401041	1,020.00	0	1,020.00	1/25/2014	1/25/2014	VietET	Viet ET Foundation	0
1403048	1,020.00	0	1,020.00	3/9/2014	3/9/2014	Center of Persian Language Preservation	Center of Persian Language Preservation	0
1403103	1,020.00	0	1,020.00	3/16/2014	3/16/2014	Viet Music Club	Viet Music Club	0
1404151	1,020.00	0	1,020.00	4/6/2014	4/6/2014	Ranjani Gayatri	Sankritilaya	0
1403139	1,020.00	0	1,020.00	4/27/2014	4/27/2014	San Jose Art and Cultural Society	Nima Entertainment Inc.	0
1406123	1,020.00	0	1,020.00	6/29/2014	6/29/2014	SJ Art & Cultural	Nima Entertainment Inc.	0
1402079	1,305.00	-261	1,044.00	2/15/2014	2/15/2014	Mike Aguilera	Aguilera & Associates Alternative Therapies for Wellness	0
1307053	1,045.00	0	1,045.00	7/28/2013	7/28/2013	Alternative Therapies for Wellness EXPO	Experience	0
1310132	1,045.00	0	1,045.00	11/9/2013	11/9/2013	Penney Enterprises	Penney Enterprise	0
1307042	2,025.00	-880	1,145.00	7/12/2013	7/12/2013	WestMed College	WestMed College	0
1308075	1,580.00	-370	1,210.00	8/22/2013	8/22/2013	Hyatt Hotel/ Palo Alto Networks	Hyatt Hotel	0
1405091	1,580.00	-310	1,270.00	5/9/2014	5/9/2014	Hyatt Hotel	Hyatt Hotel	0
1309169	1,305.00	0	1,305.00	9/21/2013	9/21/2013	Penney Enterprises	Penney Enterprise	0
1403119	1,725.00	-390	1,335.00	3/7/2014	3/7/2014	Alliance of Chief Executives	Alliance of Chief Executives	0
1309114	1,370.00	0	1,370.00	9/7/2013	9/7/2013	Shop.com	SHOP.com	0
1309160	1,370.00	0	1,370.00	9/15/2013	9/15/2013	The Rising Sun	The Rising Sun	0
1312084	1,370.00	0	1,370.00	12/7/2013	12/7/2013	WorldVentures Marketing, LLC	WorldVentures Marketing, LLC	0
1402075	1,370.00	0	1,370.00	2/1/2014	2/1/2014	WorldVentures, LLC.		0
1402085	1,370.00	0	1,370.00	2/8/2014	2/8/2014	Discover Chiropractic	Discover Chiropractic	0
1404139	1,370.00	0	1,370.00	4/5/2014	4/5/2014	FortuneBuilders	FortuneBuilders	0
1404085	1,370.00	0	1,370.00	4/14/2014	4/14/2014	Jehovah's Witnesses, North Santa Clara	Jehovah's Witnesses, North Santa Clara	0
1404116	1,370.00	0	1,370.00	4/19/2014	4/19/2014	The Rising Sun	The Rising Sun	0

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1404154	1,370.00	0	1,370.00	4/25/2014	4/25/2014	IRCC, Inc. SV Chinese American Computer &	IRCC, Inc.	0
1404093	1,370.00	0	1,370.00	5/10/2014	5/10/2014	Commerce Assoc	SVCACA	0
1405111	1,370.00	0	1,370.00	5/11/2014	5/11/2014	Five Branches University	Five Branches University	0
1406100	1,370.00	0	1,370.00	6/7/2014	6/7/2014	World Wide Dream Builders	World Wide Group, LLC	0
1406149	1,760.00	-352	1,408.00	6/26/2014	6/26/2014	San Francisco 49ers		0
1402083	1,820.00	-390	1,430.00	2/7/2014	2/7/2014	Alliance of Chief Executives	Alliance of Chief Executives	0
1404098	3,000.00	-1,500.00	1,500.00	4/23/2014	4/23/2014	Housing Trust	Housing Trust Silicon Valley	0
1406085	1,915.00	-390	1,525.00	6/6/2014	6/6/2014	Alliance of Chief Executives	Alliance of Chief Executives	0
1404105	1,570.00	0	1,570.00	4/10/2014	4/10/2014	Alliance of Chief Executives	Alliance of Chief Executives	0
1309132	1,580.00	0	1,580.00	9/18/2013	9/18/2013	Santa Clara University	Santa Clara University	0
1309106	1,580.00	30	1,610.00	9/14/2013	9/14/2013	Hyatt Hotel	Hyatt Santa Clara	0
1309077	1,580.00	30	1,610.00	9/27/2013	9/27/2013	Hyatt Hotel	Hyatt Santa Clara	0
1312030	1,580.00	30	1,610.00	12/13/2013	12/13/2013	Hyatt Hotel	Hyatt Hotel	0
1312055	1,580.00	30	1,610.00	12/20/2013	12/20/2013	Hyatt Hotel	Hyatt Hotel	0
1404070	1,580.00	30	1,610.00	4/20/2014	4/20/2014	Hyatt Hotel	Hyatt Hotel	0
1311059	1,580.00	40	1,620.00	11/2/2013	11/2/2013	Bay Area Christian Church/Hyatt	Hyatt Hotel	0
1311122	1,645.00	0	1,645.00	11/13/2013	11/13/2013	Healing	IBP and A Meeting Company	0
1405110	1,645.00	0	1,645.00	5/14/2014	5/14/2014	American Heart Association	American Heart Association	0
1310144	1,580.00	110	1,690.00	10/6/2013	10/6/2013	Hyatt Hotel/IEEE	Hyatt Regency of Santa Clara	0
1312056	1,580.00	110	1,690.00	12/7/2013	12/7/2013	Hyatt Hotel	Hyatt Hotel	0
1402068	1,580.00	110	1,690.00	2/1/2014	2/1/2014	Hyatt Hotel	Hyatt Regency of Santa Clara	0
1404051	1,580.00	110	1,690.00	4/5/2014	4/5/2014	Hyatt Hotel/Golden Gate Nationals	Hyatt Hotel	0
1310053	6,725.00	-5,000.00	1,725.00	10/12/2013	10/12/2013	CASPA	CASPA	0
1307037	1,760.00	0	1,760.00	7/13/2013	7/13/2013	TEAM	TEAM	0
1307048	1,760.00	0	1,760.00	7/14/2013	7/14/2013	Premiere Production	Premiere Production	0
1307024	1,760.00	0	1,760.00	7/27/2013	7/27/2013	Dance Arts Academy Immigrant Resettlement & Cultural	Dance Arts Academy	0
1308072	1,760.00	0	1,760.00	8/4/2013	8/4/2013	Center	IRCC	0
1309094	1,760.00	0	1,760.00	9/8/2013	9/8/2013	ThinkTank Learning, Inc.	ThinkTank Learning Inc.	0
1309073	1,760.00	0	1,760.00	9/13/2013	9/13/2013	Palmer College Korea Ginseng Center Northern	Palmer College of Chiropractic	0
1309161	1,760.00	0	1,760.00	9/15/2013	9/15/2013	California	Korea Ginseng Center Northern Cal.	0
1306074	1,760.00	0	1,760.00	9/21/2013	9/21/2013	DH Music	DH Music	0
1309147	1,760.00	0	1,760.00	9/22/2013	9/22/2013	South India Fine Arts	South India Fine Arts	0
1310110	1,760.00	0	1,760.00	10/9/2013	10/9/2013	Commonwealth Club Silicon Valley	Commonwealth Club Silicon Valley	0
1310091	1,760.00	0	1,760.00	10/19/2013	10/19/2013	Lokahi Polynesian Dance Group	Lokahi Polynesian Dance Group	0
1310129	1,760.00	0	1,760.00	10/25/2013	10/25/2013	Bay Area Telugu Association	Bay Area Telugu Association	0
1311117	1,760.00	0	1,760.00	11/2/2013	11/2/2013	WorldVentures Marketing, LLC.		0
1311093	1,760.00	0	1,760.00	11/9/2013	11/9/2013	TEAM Immigrant Resettlement & Cultural	TEAM	0
1312078	1,760.00	0	1,760.00	12/1/2013	12/1/2013	Center, Inc.	IRCC, Inc.	0
1312041	1,760.00	0	1,760.00	12/6/2013	12/6/2013	Palmer College	Palmer College of Chiropractic	0

## 2013-2014 Rental

Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1312112	1,760.00	0	1,760.00	12/29/2013	12/29/2013	H&L Productions	H&L Productions	0
1402078	1,760.00	0	1,760.00	2/8/2014	2/8/2014	TEAM	TEAM	0
1403116	1,760.00	0	1,760.00	3/13/2014	3/13/2014	Palmer College	Palmer College of Chiropractic	0
1403076	1,760.00	0	1,760.00	3/15/2014	3/15/2014	Miss Vietnam USA	Miss & Mrs Vietnam USA	0
1404031	1,760.00	0	1,760.00	4/12/2014	4/12/2014	Voices In Harmony	Voices in Harmony	0
1405042	5,760.00	-4,000.00	1,760.00	5/13/2014	5/13/2014	HR Symposium	HR Symposium	0
1406118	1,760.00	0	1,760.00	6/2/2014	6/2/2014	California Assisted Living Association	California Assisted Living Association	0
1309159	3,330.00	-1,450.00	1,880.00	9/8/2013	9/8/2013	Bay Area Christian Church	Bay Area Christian Church	0
1307050	1,960.00	0	1,960.00	7/23/2013	7/23/2013	Targeted Job Fairs	Targeted Job Fairs	0
1308064	1,960.00	0	1,960.00	8/18/2013	8/18/2013	SEG Eventos, Inc.	SEG Eventos, Inc.	0
1309151	1,960.00	0	1,960.00	9/7/2013	9/7/2013	World Wide Dream Builders	World Wide Group, LLC	0
1310127	1,960.00	0	1,960.00	10/15/2013	10/15/2013	Targeted Job Fairs	Targeted Job Fairs	0
1311118	1,960.00	0	1,960.00	11/16/2013	11/16/2013	World Wide Dream Builders	World Wide Group, LLC	0
1401068	1,960.00	0	1,960.00	1/23/2014	1/23/2014	Targeted Job Fairs	Targeted Job Fairs	0
1402077	1,960.00	0	1,960.00	2/1/2014	2/1/2014	World Journal	World Journal	0
1402082	1,960.00	0	1,960.00	2/5/2014	2/5/2014	World Wide Dream Builders	World Wide Group, LLC	0
1404131	1,960.00	0	1,960.00	4/12/2014	4/12/2014	TEAM	TEAM	0
						Christian Congregation of Jehova's	Christian Congregation of Jehovah's	
1404084	1,960.00	0	1,960.00	4/14/2014	4/14/2014	Witness	Witnesses	0
1404134	1,960.00	0	1,960.00	4/15/2014	4/15/2014	Targeted Job Fairs	Targeted Job Fairs	0
1404140	1,960.00	0	1,960.00	4/19/2014	4/19/2014	Penney Enterprise	Penney Enterprise	0
1405045	1,960.00	0	1,960.00	5/9/2014	5/9/2014	Golden State Baptist	Golden State Baptist College	0
1405117	2,415.00	-455	1,960.00	5/29/2014	5/29/2014	Commonwealth Club Silicon Valley	Commonwealth Club Silicon Valley	0
1310152	3,235.00	-1,250.00	1,985.00	10/20/2013	10/20/2013	Bay Area Christian Church	Bay Area Christian Church	0
1312015	4,000.00	-2,000.00	2,000.00	12/21/2013	12/21/2013	Frank & Novesia's Wedding		0
1312045	2,000.00	0	2,000.00	12/31/2013	12/31/2013	The Rising Sun	The Rising Sun	0
1403125	4,000.00	-2,000.00	2,000.00	4/7/2014	4/7/2014	A2Z Development Center, Inc.	A2Z Development Center, Inc.	0
1311075	2,025.00	0	2,025.00	10/26/2013	10/26/2013	Southern Oregon Productions	Southern Oregon Productions	0
1404056	2,025.00	0	2,025.00	4/5/2014	4/5/2014	Creation Dance	Creation Dance	0
1404104	2,085.00	0	2,085.00	4/4/2014	4/4/2014	Alliance of Chief Executives	Alliance of Chief Executives	0
1308081	5,000.00	-2,900.00	2,100.00	11/15/2013	11/15/2013	Daughter of Charity Health System	Daughter of Charity System	0
						Tsinghau Alumni Association of		
1310123	2,350.00	0	2,350.00	10/13/2013	10/13/2013	Northern CA	2828 Edison Street	0
1405043	2,820.00	-455	2,365.00	5/3/2014	5/3/2014	Dance Masters	Jensen School of Performing Arts	0
							Monte Jade Science and Technology	
1303060	10,540.00	-8,000.00	2,540.00	9/28/2013	9/28/2013	Monte Jade	Association	0
1309171	4,700.00	-2,000.00	2,700.00	9/2/2013	9/2/2013	UCAHP	UCAHLP	0
1307031	3,000.00	0	3,000.00	7/20/2013	7/20/2013	Bartlett Network of Champions	Bartlett Network of Champions	0
1311041	3,000.00	0	3,000.00	11/16/2013	11/16/2013	Bartlett Network of Champions	Bartlett Network of Champions	0
1310109	6,600.00	-2,950.00	3,650.00	10/4/2013	10/4/2013	People Acting in Community Together	PACT	0

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
						Independent Business Owners Association		
1307061	4,000.00	0	4,000.00	7/12/2013	7/12/2013	Association	Independent Business Owners Association	0
1309069	4,000.00	0	4,000.00	9/14/2013	9/14/2013	Bartlett Network of Champions Consulate General of the People's	Bartlett Network of Champions Consulate General of the People's	0
1309131	4,000.00	0	4,000.00	9/15/2013	9/15/2013	Republic of Chin	Republic of Chin	0
1309177	4,000.00	0	4,000.00	9/21/2013	9/21/2013	E2k Event		0
1310081	4,000.00	0	4,000.00	10/13/2013	10/13/2013	Mystique Events Health & Wellbeing Empowerment	The WLEA	0
1310113	4,000.00	0	4,000.00	10/27/2013	10/27/2013	Conference	BaiLian Bodhi Meditation Center	0
1309101	4,000.00	0	4,000.00	11/10/2013	11/10/2013	Shor Media	Shor Media	0
1311101	4,000.00	0	4,000.00	11/16/2013	11/16/2013	Aguilera & Associates	Aguilera & Associates	0
1311072	4,000.00	0	4,000.00	11/17/2013	11/17/2013	IMS	IMS	0
1311062	8,000.00	-4,000.00	4,000.00	11/22/2013	11/22/2013	Association of Fundraising Professionals		0
1311143	4,000.00	0	4,000.00	11/24/2013	11/24/2013	World Financial Group	Norcal Gold St. Leadership	0
1310125	4,000.00	0	4,000.00	11/30/2013	11/30/2013	H&E Entertainment Group LLC.	Arise FC, LLC	0
1312079	4,000.00	0	4,000.00	12/18/2013	12/18/2013	Herbalife International of America	Herbalife International of America	0
1401063	4,000.00	0	4,000.00	1/18/2014	1/18/2014	Bartlett Network of Champions	Bartlett Network of Champions	0
1401083	4,000.00	0	4,000.00	1/19/2014	1/19/2014	Signature EquipoVision	Signature EquipoVision	0
1402031	4,000.00	0	4,000.00	2/1/2014	2/1/2014	NNL West	National Nameless Luminaries West	0
1403046	4,000.00	0	4,000.00	3/8/2014	3/8/2014	Andrew Wommack Ministries	Andrew Wommack Ministries	0
1403077	4,000.00	0	4,000.00	3/15/2014	3/15/2014	U-JAM Fitness	U-Jam Fitness	0
1403045	8,000.00	-4,000.00	4,000.00	3/21/2014	3/21/2014	YMCA- Project Cornerstone	YMCA of Silicon Valley	0
1404099	4,000.00	0	4,000.00	4/20/2014	4/20/2014	Signature EquipoVision	Signature EquipoVision	0
1405039	8,000.00	-4,000.00	4,000.00	5/9/2014	5/9/2014	Breakfast of Champions	JobTrain	0
1405044	8,000.00	-4,000.00	4,000.00	5/10/2014	5/10/2014	Presentation High School San Jose State Health Sciences &	Presentation High School	0
1405122	5,900.00	-1,900.00	4,000.00	5/23/2014	5/23/2014	Recreation		0
1405064	4,000.00	0	4,000.00	5/24/2014	5/24/2014	Bartlett Network of Champions	Bartlett Network of Champions	0
1404030	8,000.00	-4,000.00	4,000.00	6/6/2014	6/6/2014	Hope Services	Hope Services	0
1310070	9,600.00	-4,800.00	4,800.00	10/8/2013	10/8/2013	California Transplant Donor Network	California Transplant Donor Network	0
1404135	9,120.00	-4,000.00	5,120.00	4/11/2014	4/11/2014	Deloitte Services LP	Deloitte Services LP	0
1403090	5,000.00	280	5,280.00	3/16/2014	3/16/2014	World Journal	World Journal	0
1406103	5,960.00	-490	5,470.00	6/8/2014	6/8/2014	Emmanuel Baptist Church	Emmanuel Baptist Church	0
1311102	5,580.00	0	5,580.00	11/8/2013	11/8/2013	Sourcewise	Sourcewise	0
1403115	5,580.00	0	5,580.00	4/16/2014	4/16/2014	Sourcewise	Sourcewise, Options Counseling Training	0
1312108	5,900.00	0	5,900.00	12/7/2013	12/7/2013	WCM777 USA, Inc New Tang Dynasty Television San	WCM777 USA, Inc New Tang Dynasty Television San	0
1405101	5,900.00	0	5,900.00	5/11/2014	5/11/2014	Francisco	Francisco	0
1309135	9,060.00	-2,000.00	7,060.00	9/4/2013	9/4/2013	County of Santa Clara	County of Santa Clara	0
1309085	8,000.00	0	8,000.00	9/27/2013	9/27/2013	Santa Clara University	Santa Clara University	0

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1311063	8,000.00	0	8,000.00	10/23/2013	10/23/2013	International Electric Vehicle Conference	110 West Boyd Street DEH 417	0
1311042	17,960.00	-9,960.00	8,000.00	11/29/2013	11/29/2013	Pacific Northwest Pop Warner	Pacific Northwest Pop Warner	0
1312088	8,000.00	0	8,000.00	12/17/2013	12/17/2013	Marvell Semiconductor, Inc.	Marvell	0
1401082	8,000.00	0	8,000.00	1/11/2014	1/11/2014	The Media Evangelism Association		0
1403104	8,000.00	0	8,000.00	3/8/2014	3/8/2014	Bay Area Christian Church	Bay Area Christian Church	0
1308058	9,770.00	-170	9,600.00	8/10/2013	8/10/2013	Primerica Life Insurance Co	Primerica	0
1310046	16,655.00	-2,655.00	14,000.00	11/9/2013	11/9/2013	Peninsula Pop Warner	Pennisula Pop Warner	0
1312021	16,210.00	0	16,210.00	12/15/2013	12/15/2013	Bay Area Christian Church	Bay Area Christian Church	0

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
						Christian Congregation of Jehovah's	Christian Congregation of Jehovah's	
1506098	347,940.00	(320,940.00)	27,000.00	6/4/2015	8/30/2015	Witnesses	Witnesses	87
1504001	95,460.00	(76,020.00)	19,440.00	4/23/2015	4/30/2015	Society of Vacuum Coaters	Society of Vacuum Coaters	7
1503008	100,135.00	(48,135.00)	52,000.00	3/13/2015	3/20/2015	IEEE EMC Symposium	IEEE	7
1410001	102,865.00	(37,985.00)	64,880.00	10/13/2014	10/20/2014	Pacific International Quilt Festival	Pacific International Quilt Festival	7
1408005	11,060.00	(11,060.00)	0.00	8/26/2014	9/1/2014	American Contract Bridge League	American Contract Bridge League	6
1411015	103,280.00	(88,000.00)	15,280.00	11/29/2014	12/5/2014	eBay Inc.	Jack Morton Worldwide	6
1506044	113,350.00	(73,950.00)	39,400.00	6/13/2015	6/19/2015	ONS/Open Networking Summit	The Linux Foundation	6
1409023	87,820.00	(87,820.00)	0.00	9/20/2014	9/25/2014	Health 2.0Con	Health 2.0	5
1409035	12,000.00	0.00	12,000.00	9/16/2014	9/21/2014	Portsmouth	Portsmouth Square Coin & Bourse Company, LLC	5
1504023	12,000.00	0.00	12,000.00	4/14/2015	4/19/2015	Portsmouth	Portsmouth Square Coin & Bourse Company, LLC	5
1410007	40,855.00	(28,855.00)	12,000.00	10/25/2014	10/30/2014	Zend	Zend Technologies	5
1505004	48,820.00	(35,300.00)	13,520.00	5/2/2015	5/7/2015	Technology Services Industry Association	Technology Services Industry Assn., Inc.	5
1409037	29,620.00	(9,900.00)	19,720.00	9/8/2014	9/13/2014	UP Media Group	UP Media Group, Inc.	5
1409001	36,000.00	0.00	36,000.00	9/10/2014	9/15/2014	Home Show	World Class Shows	5
1411007	65,280.00	(22,530.00)	42,750.00	11/16/2014	11/21/2014	Printed Electronics	IDTechEx, Inc.	5
1502004	87,880.00	(41,096.00)	46,784.00	2/17/2015	2/22/2015	XR/STITCHES	XR/STITCHES	5
						Conference Concepts Flash Memory		
1408014	82,945.00	(31,375.00)	51,570.00	8/3/2014	8/8/2014	Summit	Conference Concepts, Inc.	5
1409062	126,520.00	(74,600.00)	51,920.00	9/28/2014	10/3/2014	ARM TechCon	UBM, LLC	5
1501001	131,010.00	(47,960.00)	83,050.00	1/25/2015	1/30/2015	DesignCon	UBM, LLC	5
1503002	129,640.00	(129,640.00)	0.00	3/21/2015	3/25/2015	Synopsys	Synopsys	4
1504020	40,215.00	(37,975.00)	2,240.00	4/12/2015	4/16/2015	Percona Live MySQL Conf. & Expo	Percona LLC	4
1505002	78,165.00	(75,525.00)	2,640.00	5/13/2015	5/17/2015	Tie-Con/The Industry Entrepreneurs	TIE Foundation	4
1505037	113,510.00	(103,520.00)	9,990.00	5/25/2015	5/29/2015	O'Reilly Velocity	O'Reilly Media Inc.	4
1407059	40,830.00	(29,770.00)	11,060.00	7/19/2014	7/23/2014	Green Sports Alliance	Green Sports Alliance	4
1503063	14,335.00	(2,350.00)	11,985.00	3/2/2015	3/6/2015	ISQED	ISQED	4
1410003	23,320.00	(10,580.00)	12,740.00	10/22/2014	10/26/2014	CATESOL	CATESOL	4
1412091	16,320.00	(1,580.00)	14,740.00	12/22/2014	12/26/2014	Matt S	Santa Clara Convention Center	4
1506066	15,280.00	0.00	15,280.00	6/10/2015	6/14/2015	Palo Alto Bridge Club	Palo Alto Bridge Club	4
1504042	25,320.00	(7,640.00)	17,680.00	4/13/2015	4/17/2015	Conference Concept/Ethernet	Conference Concepts, Inc.	4
1408022	18,350.00	0.00	18,350.00	8/7/2014	8/11/2014	Bricks by the Bay	Bricks by the Bay	4
1504059	53,420.00	(23,368.00)	30,052.00	4/5/2015	4/9/2015	Sencha	Sencha	4
1501015	41,965.00	(1,965.00)	40,000.00	1/15/2015	1/19/2015	No Ca Volleyball	No. CA Volleyball Assn.	4
1502012	48,510.00	(8,510.00)	40,000.00	2/12/2015	2/16/2015	No Ca Volleyball	No. CA Volleyball Assn.	4
1412008	63,400.00	(19,400.00)	44,000.00	12/7/2014	12/11/2014	Yahoo! Tech Pulse	Yahoo!	4
						Christianson & Company Event		
1504030	86,560.00	(35,000.00)	51,560.00	4/18/2015	4/22/2015	PASS	Management Ltd.	4
1407084	6,320.00	(3,740.00)	2,580.00	7/2/2014	7/5/2014	Hyatt Hotel/Ethiopian Sports	Hyatt Regency	3

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1506116	6,320.00	(1,136.00)	5,184.00	6/11/2015	6/14/2015	Hyatt Hotel	Hyatt Regency of Santa Clara	3
1410076	5,480.00	0.00	5,480.00	10/20/2014	10/23/2014	The Mike Ferry Organization	The Mike Ferry Organization	3
1409022	6,320.00	440.00	6,760.00	9/2/2014	9/5/2014	Hyatt Hotel/Flood Plain Assn.	Hyatt Santa Clara	3
1501036	6,320.00	440.00	6,760.00	1/12/2015	1/15/2015	Hyatt Hotel/ProofPoint	Hyatt Regency of Santa Clara	3
1506042	9,425.00	(880.00)	8,545.00	6/11/2015	6/14/2015	Dance Academy USA	Dance Academy USA	3
1411052	19,360.00	(5,480.00)	13,880.00	11/10/2014	11/13/2014	Conference Concept/Open Server Summit	Conference Concepts, Inc.	3
1506110	30,000.00	(15,600.00)	14,400.00	6/6/2015	6/9/2015	Flextronics	Flextronics International USA	3
1501007	16,000.00	(1,000.00)	15,000.00	1/2/2015	1/5/2015	Wedding Fair	Flare Enterprises, Inc.	3
1502069	24,580.00	(8,885.00)	15,695.00	2/8/2015	2/11/2015	U.S. Department of Commerce	Idaho District Export Council	3
1506020	23,440.00	(7,440.00)	16,000.00	6/21/2015	6/24/2015	PCI-SIG Devcon	PCI -SIG	3
1407110	36,880.00	(18,440.00)	18,440.00	7/29/2014	8/1/2014	Citrix- ETSI	Citrix	3
1409002	19,920.00	0.00	19,920.00	9/22/2014	9/25/2014	Northern California Facility Expo	Cygnus Publishing, LLC	3
1506121	24,000.00	(4,000.00)	20,000.00	6/11/2015	6/14/2015	Forerunner Mission Ministries	Forerunner Christian Church	3
1505016	21,810.00	0.00	21,810.00	5/18/2015	5/21/2015	Job Shops	The Job Shop Company, Inc.	3
1408025	27,495.00	(2,740.00)	24,755.00	8/6/2014	8/9/2014	Scrapbook Expo	Scrapbook Expo	3
1504024	69,250.00	(42,930.00)	26,320.00	3/30/2015	4/2/2015	#ChefConf 2015	Chef Software, Inc.	3
1502011	33,010.00	(4,110.00)	28,900.00	2/26/2015	3/1/2015	Spirit of the Flame	Spirit of the Flame LLC	3
1505024	38,380.00	(8,000.00)	30,380.00	5/5/2015	5/8/2015	Craft Beverage Expo	VP International, LLC/Craft Beverage Expo	3
1502040	37,820.00	(5,820.00)	32,000.00	2/5/2015	2/8/2015	Travel & Adventure Show	Unicomm, LLC	3
1407014	43,840.00	(11,440.00)	32,400.00	7/28/2014	7/31/2014	State Bar of California	The State Bar of California	3
1410020	45,280.00	(9,880.00)	35,400.00	10/20/2014	10/23/2014	Mediabistro/3D Printing		3
1408009	62,460.00	(18,380.00)	44,080.00	8/14/2014	8/17/2014	Bay Area Christian Church	Bay Area Christian Church	3
1505012	82,560.00	(21,820.00)	60,740.00	5/18/2015	5/21/2015	Uptime Inst.	Uptime Institute LLC	3
1411011	81,320.00	(18,000.00)	63,320.00	11/3/2014	11/6/2014	Sys-Con	Sys-Con Media	3
1503099	1,170.00	0.00	1,170.00	3/6/2015	3/8/2015	NYCDA	New York City Dance Alliance	2
1408082	2,340.00	(1,170.00)	1,170.00	8/19/2014	8/21/2014	Polycom, Inc. Human-Centered Design Institute	Polycom, Inc.	2
1407062	4,110.00	(2,740.00)	1,370.00	7/30/2014	8/1/2014	Conference	Human-Centered Design Institute	2
1412001	7,310.00	(5,510.00)	1,800.00	12/12/2014	12/14/2014	Santa Clara Ballet	Santa Clara Ballet Company	2
1407104	2,040.00	0.00	2,040.00	7/18/2014	7/20/2014	BM Soft Systems	BMSOFT Systems Inc.	2
1501076	2,040.00	0.00	2,040.00	1/16/2015	1/18/2015	BM Soft Systems	BMSOFT Systems Inc.	2
1505079	40,860.00	(38,760.00)	2,100.00	5/10/2015	5/12/2015	Cloud Foundry Foundation	c/o The Linux Foundation	2
1407095	2,750.00	0.00	2,750.00	7/25/2014	7/27/2014	Bay Area Chess	Bay Area Chess	2
1411101	4,110.00	(959.00)	3,151.00	11/7/2014	11/9/2014	World Financial Group	World Financial Group	2
1503087	4,935.00	(1,645.00)	3,290.00	3/31/2015	4/2/2015	Information Forecast, Inc.	Information Forecast, Inc.	2
1505003	4,740.00	(1,290.00)	3,450.00	5/4/2015	5/6/2015	Hyatt Hotel/TSIA	Hyatt Santa Clara	2
1409149	3,520.00	0.00	3,520.00	9/30/2014	10/2/2014	Commonwealth Club Silicon Valley	Commonwealth Club Silicon Valley	2
1502050	3,660.00	0.00	3,660.00	2/14/2015	2/16/2015	Bay Area Chess	Bay Area Chess	2
1502076	8,265.00	(4,572.50)	3,692.50	2/9/2015	2/11/2015	Open Networking Summit	The Linux Foundation	2
1407031	4,740.00	(930.00)	3,810.00	7/11/2014	7/13/2014	Hyatt Hotel/CA Extreme	Hyatt Hotel	2

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1408028	4,740.00	(930.00)	3,810.00	8/8/2014	8/10/2014	Hyatt Hotel/Bricks by the Bay	Hyatt Hotel	2
1408056	4,740.00	(930.00)	3,810.00	8/21/2014	8/23/2014	Hyatt Hotel/SENS	Hyatt Regency	2
1505020	4,740.00	(860.00)	3,880.00	5/1/2015	5/3/2015	Hyatt Hotel	Hyatt Hotel	2
1506053	6,075.00	(1,760.00)	4,315.00	6/5/2015	6/7/2015	Veksler Academy Inc.	Veksler Academy Inc.	2
1411041	5,280.00	(880.00)	4,400.00	11/14/2014	11/16/2014	Sterling Dance Theatre	Sterling Dance Theatre	2
1502010	4,740.00	(330.00)	4,410.00	2/13/2015	2/15/2015	Hyatt Hotel/NUVO	Hyatt Santa Clara	2
1504004	4,740.00	(330.00)	4,410.00	4/17/2015	4/19/2015	Hyatt Hotel/Break the Floor	Hyatt Santa Clara	2
1408052	4,665.00	0.00	4,665.00	8/30/2014	9/1/2014	Bay Area Chess	Bay Area Chess	2
1411060	4,665.00	0.00	4,665.00	11/28/2014	11/30/2014	Bay Area Chess	Bay Area Chess	2
1503057	31,080.00	(26,370.00)	4,710.00	3/2/2015	3/4/2015	Intel's Supplier Recognition Event	Intel Corporation	2
1407049	6,060.00	(1,270.00)	4,790.00	7/23/2014	7/25/2014	Youth Focus, Inc.	Youth Focus, Inc.	2
1502015	4,740.00	90.00	4,830.00	2/5/2015	2/7/2015	Hyatt Hotel/O'Scale	Hyatt Hotel	2
1502046	17,230.00	(12,208.00)	5,022.00	2/11/2015	2/13/2015	ONF/Open Networking Foundation	Open Networking Foundation	2
1410034	4,740.00	330.00	5,070.00	10/20/2014	10/22/2014	Hyatt Hotel/IPS	Hyatt Hotel	2
1411031	4,740.00	330.00	5,070.00	11/16/2014	11/18/2014	Hyatt Hotel/Self Help	Hyatt Regency of Santa Clara	2
1501013	4,740.00	432.00	5,172.00	1/9/2015	1/11/2015	Hyatt Hotel/Hollywood Connection	Hyatt Hotel	2
1501021	4,740.00	432.00	5,172.00	1/23/2015	1/25/2015	Hyatt Hotel/LA Dance	Hyatt Hotel	2
1502070	4,740.00	432.00	5,172.00	2/16/2015	2/18/2015	Hyatt Hotel/Usenix	Hyatt Regency of Santa Clara	2
1503011	4,740.00	432.00	5,172.00	3/13/2015	3/15/2015	Hyatt Hotel/Monsters of Hip Hop	Hyatt Hotel	2
1504043	4,740.00	432.00	5,172.00	4/9/2015	4/11/2015	Hyatt Hotel/FBLA	Hyatt Regency of Santa Clara	2
1410104	5,735.00	(520.50)	5,214.50	10/20/2014	10/22/2014	IPS Learning	IPS Learning	2
1410079	5,275.00	0.00	5,275.00	10/31/2014	11/2/2014	Bay Area Chess	Bay Area Chess	2
1504099	6,600.00	0.00	6,600.00	4/30/2015	5/2/2015	NU SKIN	NU SKIN	2
1505048	18,075.00	(10,900.00)	7,175.00	5/11/2015	5/13/2015	Berkeley Design Technology, Inc.	Berkeley Design Technology, Inc.	2
1503050	8,000.00	0.00	8,000.00	3/6/2015	3/8/2015	GT Sports and Marketing	GT Sports Marketing	2
1503031	8,000.00	0.00	8,000.00	3/13/2015	3/15/2015	Santa Clara Valley Quilt Association	Santa Clara Valley Quilt Association	2
1504033	16,700.00	(8,000.00)	8,700.00	4/23/2015	4/25/2015	Presentation High School	Presentation High School	2
1411056	12,730.00	(4,000.00)	8,730.00	11/6/2014	11/8/2014	Ivy Associates	Ivy Associates	2
1407080	8,950.00	0.00	8,950.00	7/25/2014	7/27/2014	SEG Eventos Inc.	SEG Eventos, Inc.	2
1504062	24,000.00	(14,520.00)	9,480.00	4/13/2015	4/15/2015	Informa Telecoms/Bluetooth World	Informa Telecoms & Media Ltd.	2
1409108	9,990.00	0.00	9,990.00	9/8/2014	9/10/2014	BMSOFT Systems, Inc	BMSOFT Systems Inc.	2
1504094	16,000.00	(5,600.00)	10,400.00	4/3/2015	4/5/2015	Trinity Motivation/BWW	Trinity Motivation	2
1408031	11,880.00	(880.00)	11,000.00	8/12/2014	8/14/2014	Linked-In	Linked In	2
1505049	20,560.00	(7,110.00)	13,450.00	5/22/2015	5/24/2015	Catholic Charismatic	Conventio	2
1409051	17,835.00	(4,240.00)	13,595.00	10/23/2014	10/25/2014	Santa Clara University	Santa Clara University, School of Law	2
1411091	12,000.00	1,600.00	13,600.00	11/11/2014	11/13/2014	Cyzone	Cyzone	2
1506072	19,930.00	(5,600.00)	14,330.00	6/5/2015	6/7/2015	CFA Institute	CFA Institute	2
1502047	34,120.00	(18,880.00)	15,240.00	2/25/2015	2/27/2015	Live Ramp	LiveRamp	2
1504014	22,600.00	(6,600.00)	16,000.00	4/9/2015	4/11/2015	Future Business Leaders of America	Future Business Leaders of America	2
1503054	36,430.00	(18,620.00)	17,810.00	3/4/2015	3/6/2015	Arrow Electronics, Inc.	Arrow Electronics, Inc.	2

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1409059	22,460.00	(4,000.00)	18,460.00	9/25/2014	9/27/2014	Silicon Valley Information Business Alliance	UCTIA/99 People, Inc.	2
1503073	30,080.00	(10,160.00)	19,920.00	3/26/2015	3/28/2015	Mary Kay Inc	Mary Kay Inc.	2
1503022	44,565.00	(24,000.00)	20,565.00	3/9/2015	3/11/2015	CDN Live	Cadence	2
1506040	32,495.00	(6,370.00)	26,125.00	6/8/2015	6/10/2015	Augmented Reality	AR.org	2
1501028	47,920.00	(12,000.00)	35,920.00	1/22/2015	1/24/2015	World Fitness	Muscle Sport Production, Inc.	2
1506055	43,920.00	0.00	43,920.00	6/26/2015	6/28/2015	World Fitness Enterprises USA, Inc.	Muscle Sport Production, Inc.	2
1412002	0.00	0.00	0.00	12/10/2014	12/11/2014	GSA	GSA	1
1505112	4,200.00	(4,200.00)	0.00	5/10/2015	5/11/2015	Pivotal	Pivotal	1
1410038	13,960.00	(13,960.00)	0.00	10/8/2014	10/9/2014	YWCA of Silicon Valley Internet Protocol for Smart Objects	YWCA of Silicon Valley	1
1411108	630.00	(315.00)	315.00	11/17/2014	11/18/2014	Alliance	Internet Protocol for Smart Objects Alliance	1
1505056	340.00	0.00	340.00	5/8/2015	5/9/2015	McKay Photography	McKay Photography	1
1503076	530.00	0.00	530.00	3/27/2015	3/28/2015	My Girlfriend's House	My Girlfriend's House	1
1411123	560.00	0.00	560.00	11/14/2014	11/15/2014	Next Productions	Next Productions	1
1504103	630.00	0.00	630.00	4/23/2015	4/24/2015	BM Soft Systems	BMSOFT Systems Inc.	1
1407124	910.00	0.00	910.00	7/12/2014	7/13/2014	Elite	Elite	1
1505106	1,555.00	(550.00)	1,005.00	5/21/2015	5/22/2015	MPhasis	Mphasis	1
1505068	1,365.00	0.00	1,365.00	5/16/2015	5/17/2015	SHOP.com	SHOP.com	1
1503048	2,040.00	(510.00)	1,530.00	2/28/2015	3/1/2015	Center of Persian Language Preservation	Center of Persian Language Preservation	1
1407128	1,560.00	0.00	1,560.00	7/29/2014	7/30/2014	Minority Business Consortium	Minority Business Consortium	1
1409088	1,825.00	0.00	1,825.00	9/19/2014	9/20/2014	SHOP.com	SHOP.com	1
1505033	2,040.00	0.00	2,040.00	5/8/2015	5/9/2015	Dance Masters	Jensen School of Performing Arts	1
1506048	2,040.00	0.00	2,040.00	6/26/2015	6/27/2015	Jensen School for Performing Arts	Jensen School of Performing Arts	1
1411076	2,350.00	0.00	2,350.00	11/15/2014	11/16/2014	SEG Eventos	SEG Eventos, Inc.	1
1503067	2,350.00	0.00	2,350.00	3/14/2015	3/15/2015	SEG Eventos Inc.	SEG Eventos, Inc.	1
1504076	2,350.00	0.00	2,350.00	6/20/2015	6/21/2015	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1506011	3,160.00	(740.00)	2,420.00	6/1/2015	6/2/2015	Hyatt Hotel/CALA	Hyatt Santa Clara	1
1504118	3,520.00	(880.00)	2,640.00	4/20/2015	4/21/2015	USMotivation	USMotivation	1
1505044	3,520.00	(880.00)	2,640.00	5/30/2015	5/31/2015	Achieve Dance Arts Academy	Achieve Dance Arts Academy	1
1506049	3,520.00	(880.00)	2,640.00	6/19/2015	6/20/2015	Liberty Dance Company	Liberty Dance Company	1
1506123	4,300.00	(1,660.00)	2,640.00	6/23/2015	6/24/2015	Fujitsu Laboratories of America, Inc.	Fujitsu Laboratories of America, Inc.	1
1504108	2,740.00	0.00	2,740.00	4/25/2015	4/26/2015	E2K Events		1
1410037	19,160.00	(16,000.00)	3,160.00	10/14/2014	10/15/2014	Cadence	Cadence Design Systems, Inc.	1
1503074	4,780.00	(1,600.00)	3,180.00	3/27/2015	3/28/2015	EPPICon 2015	EPPI Global	1
1409093	3,290.00	0.00	3,290.00	9/27/2014	9/28/2014	Bay Area Chess	Bay Area Chess	1
1501014	3,160.00	174.00	3,334.00	1/17/2015	1/18/2015	Hyatt Hotel/CKA	Hyatt Santa Clara	1
1411053	3,160.00	288.00	3,448.00	11/14/2014	11/15/2014	Hyatt/BACC	Hyatt Hotel	1
1504052	3,520.00	0.00	3,520.00	4/24/2015	4/25/2015	Akbayan Pilipino American Organization	Akbayan Pilipino- American Organization	1
1410092	3,920.00	0.00	3,920.00	10/11/2014	10/12/2014	Indiaproperty Online Pvt Ltd.	India Property Online Pvt Ltd	1

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1410061	6,660.00	(2,740.00)	3,920.00	10/6/2014	10/7/2014	PMI Silicon Valley	PMI Silicon Valley	1
1503037	4,350.00	0.00	4,350.00	3/7/2015	3/8/2015	Dance Masters of California	Jensen School of Performing Arts	1
1501029	10,620.00	(6,000.00)	4,620.00	1/21/2015	1/22/2015	RTC Group	RTC Group, Concept Development, Inc.	1
1409099	4,780.00	0.00	4,780.00	9/26/2014	9/27/2014	Bartlett Network of Champions	Bartlett Network of Champions	1
1501037	4,780.00	0.00	4,780.00	1/16/2015	1/17/2015	Bartlett Network of Champions	Bartlett Network of Champions	1
1505072	4,780.00	0.00	4,780.00	5/1/2015	5/2/2015	Bartlett Network of Champions	Bartlett Network of Champions	1
1506094	4,780.00	0.00	4,780.00	6/12/2015	6/13/2015	Bartlett Network of Champions	Bartlett Network of Champions	1
1412043	4,790.00	0.00	4,790.00	12/26/2014	12/27/2014	SEG Eventos Inc.	SEG Eventos, Inc.	1
1501040	5,390.00	0.00	5,390.00	1/24/2015	1/25/2015	Bay Area Chess	Bay Area Chess	1
1505083	5,740.00	0.00	5,740.00	5/4/2015	5/5/2015	BM Soft Systems	BMSOFT Systems Inc.	1
1409074	10,820.00	(4,880.00)	5,940.00	9/17/2014	9/18/2014	Cisco Systems	Cisco Systems, Global Procurement Services	1
1410060	6,000.00	0.00	6,000.00	10/1/2014	10/2/2014	SC Realtors	SCC Association of REALTORS	1
1501069	8,000.00	(1,680.00)	6,320.00	1/23/2015	1/24/2015	EquipoVision Intl	EquipoVision Intl	1
1502037	15,920.00	(8,000.00)	7,920.00	2/3/2015	2/4/2015	Joint Venture Silicon Valley Northern California Minority Supplier	Joint Venture Western Regional Minority Supplier	1
1408038	9,920.00	(1,960.00)	7,960.00	8/13/2014	8/14/2014	Development	Development Cou	1
1409090	8,000.00	0.00	8,000.00	9/26/2014	9/27/2014	SEG Eventos Inc.	SEG Eventos, Inc.	1
1501045	8,000.00	0.00	8,000.00	1/31/2015	2/1/2015	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1505071	8,000.00	0.00	8,000.00	5/8/2015	5/9/2015	K to College	K to College	1
1505061	8,000.00	0.00	8,000.00	5/23/2015	5/24/2015	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1409103	8,265.00	(265.00)	8,000.00	9/26/2014	9/27/2014	GT Sports & Marketing	GT Sports Marketing	1
1504115	12,000.00	(4,000.00)	8,000.00	4/11/2015	4/12/2015	World System Builder	Norcal Gold St. Leadership	1
1502039	16,000.00	(8,000.00)	8,000.00	2/25/2015	2/26/2015	Teladata	Teladata	1
1506114	16,000.00	(8,000.00)	8,000.00	6/1/2015	6/2/2015	Shutterfly	Shutterfly Anita Borg Institute for Women and Technology	1
1505021	20,600.00	(12,000.00)	8,600.00	5/13/2015	5/14/2015	Anita Borg Institute	Anita Borg Institute for Women and Technology	1
1411070	8,800.00	0.00	8,800.00	11/4/2014	11/5/2014	SecureWorld Expo	SecureWorld Expo	1
1506075	15,330.00	(5,370.00)	9,960.00	6/19/2015	6/20/2015	ECHO	Executive Community for Homeowners	1
1502029	16,000.00	(5,200.00)	10,800.00	2/28/2015	3/1/2015	California Association of DECA, Inc.	California Association of DECA, Inc.	1
1409087	12,600.00	(1,500.00)	11,100.00	9/15/2014	9/16/2014	Cisco Systems	Cisco Systems, Global Procurement Services	1
1501063	11,870.00	0.00	11,870.00	1/19/2015	1/20/2015	Primerica	Primerica	1
1505039	11,885.00	0.00	11,885.00	5/2/2015	5/3/2015	Bay Area Chess	Bay Area Chess	1
1502065	16,000.00	(4,000.00)	12,000.00	2/18/2015	2/19/2015	Apple, Inc.	Apple, Inc.	1
1504051	14,940.00	(1,960.00)	12,980.00	4/24/2015	4/25/2015	PITCO FOODS Northern CA Rental Housing Conference & Expo	Pitco Foods California Apartment Association	1
1504049	19,960.00	(4,000.00)	15,960.00	4/7/2015	4/8/2015	Expo	California Apartment Association	1
1408041	17,060.00	0.00	17,060.00	8/2/2014	8/3/2014	River of Life Christian Church	River of Life Christian Church	1
1503042	22,120.00	(4,000.00)	18,120.00	3/6/2015	3/7/2015	Taking Control of Your Diabetes	Taking Control of your Diabetes	1
1503058	24,170.00	(6,000.00)	18,170.00	3/2/2015	3/3/2015	Facebook, Inc.	Facebook, Inc.	1
1502088	22,600.00	0.00	22,600.00	2/6/2015	2/7/2015	Marathon Productions	Marathon Productions	1

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1411021	33,090.00	(4,190.00)	28,900.00	11/21/2014	11/22/2014	Faith Formation	Archdiocese of San Francisco	1
1410043	32,000.00	0.00	32,000.00	10/10/2014	10/11/2014	Sankara Eye Foundation	Sankara Eye Foundation, USA	1
1502044	60,215.00	(21,857.00)	38,358.00	2/23/2015	2/24/2015	Watermark	Watermark	1
1408077	0.00	0.00	0.00	8/1/2014	8/1/2014	City of Santa Clara	City of Santa Clara	0
1411105	390.00	(390.00)	0.00	11/19/2014	11/19/2014	Stichting imec Nederland	Stichting imec Nederland	0
1505116	455.00	(455.00)	0.00	5/15/2015	5/15/2015	Santa Clara Valley Water District	Santa Clara Valley Water District	0
1408079	550.00	(550.00)	0.00	8/3/2014	8/3/2014	Chutian SF.Bay Area Super Bowl 50 Host	ChuTian Group Inc. San Francisco Bay Area Super Bowl 50 Host	0
1410135	780.00	(780.00)	0.00	10/21/2014	10/21/2014	Committee	Committe	0
1412028	780.00	(780.00)	0.00	12/4/2014	12/4/2014	SCCAOR Holiday Event	SCC Association of REALTORS	0
1412058	780.00	(780.00)	0.00	12/6/2014	12/6/2014	Santa Clara County Chiropractic Distric		0
1501073	780.00	(780.00)	0.00	1/9/2015	1/9/2015	City of Santa Clara	City of Santa Clara	0
1505107	780.00	(780.00)	0.00	5/9/2015	5/9/2015	Santa Clara Valley Water District	Santa Clara Valley Water District	0
1410127	840.00	(840.00)	0.00	10/16/2014	10/16/2014	City of Santa Clara	City of Santa Clara	0
1503098	1,020.00	(1,020.00)	0.00	3/28/2015	3/28/2015	San Jose Art & Cultural Society	Nima Entertainment Inc.	0
1412052	1,370.00	(1,370.00)	0.00	12/13/2014	12/13/2014	Burke Industries Holiday Event	Burke Industries	0
1502125	1,580.00	(1,580.00)	0.00	2/28/2015	2/28/2015	Hyatt Hotel/ Awards Banquet	Hyatt Hotel	0
1503112	1,580.00	(1,580.00)	0.00	3/27/2015	3/27/2015	Shutterfly	Shutterfly	0
1410099	1,645.00	(1,645.00)	0.00	10/16/2014	10/16/2014	Ethernet Alliance Chinese American Information Storage	Ethernet Alliance	0
1410132	1,960.00	(1,960.00)	0.00	10/25/2014	10/25/2014	Society	CAISS	0
1501046	1,960.00	(1,960.00)	0.00	1/22/2015	1/22/2015	Filice Insurance	Filice Insurance	0
1409147	3,700.00	(3,700.00)	0.00	9/3/2014	9/3/2014	Silicon Valley Leadership Group	Silicon Valley Leadership Group	0
1410070	4,000.00	(4,000.00)	0.00	10/30/2014	10/30/2014	City of Santa Clara	City of Santa Clara	0
1412050	4,000.00	(4,000.00)	0.00	12/12/2014	12/12/2014	Akamai Holiday Party	Akamai Technologies	0
1412048	4,000.00	(4,000.00)	0.00	12/21/2014	12/21/2014	Alex Saim		0
1501061	4,000.00	(4,000.00)	0.00	1/16/2015	1/16/2015	SCC Association of REALTORS	SCC Association of REALTORS	0
1502077	4,000.00	(4,000.00)	0.00	2/15/2015	2/15/2015	Talati Wedding		0
1504075	4,000.00	(4,000.00)	0.00	4/17/2015	4/17/2015	Housing Trust Silicon Valley	Housing Trust Silicon Valley	0
1505070	4,000.00	(4,000.00)	0.00	5/8/2015	5/8/2015	Bill Wilson	Bill Wilson Center	0
1506108	4,790.00	(4,790.00)	0.00	6/20/2015	6/20/2015	International Swimming Hall of Fame Asian Americans for Community	International Swimming Hall of Fame	0
1409057	5,000.00	(5,000.00)	0.00	9/20/2014	9/20/2014	Involvement	AACI	0
1410054	5,960.00	(5,960.00)	0.00	10/23/2014	10/23/2014	SVLG	Silicon Valley Leadership Group	0
1407064	6,000.00	(6,000.00)	0.00	7/5/2014	7/5/2014	George & Stephanie Lee Wedding		0
1410057	8,000.00	(8,000.00)	0.00	10/13/2014	10/13/2014	Silicon Valley Community Foundation		0
1410106	8,000.00	(8,000.00)	0.00	10/29/2014	10/29/2014	ASE Group	ASE Group	0
1412031	8,000.00	(8,000.00)	0.00	12/12/2014	12/12/2014	KLA Tencor	KLA-Tencor	0
1501067	8,000.00	(8,000.00)	0.00	1/31/2015	1/31/2015	Penney Enterprise	Penney Enterprise	0
1502100	8,000.00	(8,000.00)	0.00	3/6/2015	3/6/2015	Shutterfly	Shutterfly	0
1503049	8,000.00	(8,000.00)	0.00	3/14/2015	3/14/2015	South Asian Heart Center	South Asian Heart Center	0

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1412016	12,000.00	(12,000.00)	0.00	12/6/2014	12/6/2014	Maxim Holiday Party		0
1407105	390.00	(234.00)	156.00	7/12/2014	7/12/2014	Your Asian Connection	Your Asian Connection, Inc.	0
1407127	170.00	0.00	170.00	7/23/2014	7/23/2014	McCarthy & Affiliates	McCarthy & Affiliates	0
1408096	170.00	0.00	170.00	8/22/2014	8/22/2014	Fetzone	Fetzone	0
1409157	170.00	0.00	170.00	9/26/2014	9/26/2014	Fetzone	Fetzone	0
1502081	170.00	0.00	170.00	2/15/2015	2/15/2015	McKay Photography	McKay Photography	0
1504073	170.00	0.00	170.00	4/13/2015	4/13/2015	McKay Photography	McKay Photography	0
1404124	8,170.00	(8,000.00)	170.00	8/20/2014	8/20/2014	JPMorgan Chase	JPMorgan Chase	0
1506137	390.00	(78.00)	312.00	6/27/2015	6/27/2015	Your Asian Connection	Your Asian Connection, Inc.	0
1407108	315.00	0.00	315.00	7/18/2014	7/18/2014	Q Analysts LLC	Q Analysts LLC	0
1502128	315.00	0.00	315.00	2/27/2015	2/27/2015	Bay Area Christian Church	Bay Area Christian Church	0
1505027	13,920.00	(13,580.00)	340.00	5/7/2015	5/7/2015	The Law Foundation	The Law Foundation of Silicon Valley	0
1408071	390.00	0.00	390.00	8/23/2014	8/23/2014	Maldonado and Associates, Inc	MDE Latino, LP	0
1409134	390.00	0.00	390.00	9/13/2014	9/13/2014	Your Asian Connection	Your Asian Connection, Inc.	0
1409138	390.00	0.00	390.00	9/14/2014	9/14/2014	Maldonado and Associates, Inc	MDE Latino, LP	0
1411103	390.00	0.00	390.00	11/1/2014	11/1/2014	The Spirit Bowtique	The Spirit Bowtique	0
1412054	390.00	0.00	390.00	12/13/2014	12/13/2014	Maldonado and Associates, Inc	MDE Latino, LP	0
1501077	390.00	0.00	390.00	1/11/2015	1/11/2015	Maldonado and Associates, Inc	MDE Latino, LP	0
1502097	390.00	0.00	390.00	2/8/2015	2/8/2015	Maldonado and Associates, Inc	MDE Latino, LP	0
1505065	390.00	0.00	390.00	5/9/2015	5/9/2015	Julie Nation Academy	Julie Nation Academy	0
1505098	390.00	0.00	390.00	5/9/2015	5/9/2015	Maldonado & Associates, Inc	MDE Latino, LP	0
1506118	390.00	0.00	390.00	6/6/2015	6/6/2015	Maldonado & Associates, Inc	MDE Latino, LP	0
						CA Assn for Postsecondary Education and	CA Assn for Postsecondary Education and	
1410117	470.00	(80.00)	390.00	10/10/2014	10/10/2014	Disability	Disability	0
1412079	780.00	(390.00)	390.00	12/19/2014	12/19/2014	Care In Touch Health Agency	Care In Touch Health Agency	0
1411044	4,435.00	(4,000.00)	435.00	11/8/2014	11/8/2014	Friends of Children with Special Needs	Freinds of Children with Special Needs	0
1408053	455.00	0.00	455.00	8/23/2014	8/23/2014	SHOP.com	SHOP.com	0
1410126	455.00	0.00	455.00	10/19/2014	10/19/2014	Maldonado and Associates, Inc	MDE Latino, LP	0
1410143	455.00	0.00	455.00	10/29/2014	10/29/2014	Bay Area Christian Church	Bay Area Christian Church	0
1503106	455.00	0.00	455.00	3/8/2015	3/8/2015	SHOP.com	SHOP.com	0
1503093	455.00	0.00	455.00	3/21/2015	3/21/2015	SHOP.com	SHOP.com	0
1504109	455.00	0.00	455.00	4/11/2015	4/11/2015	Maldonado & Associates, Inc	MDE Latino, LP	0
1505091	455.00	0.00	455.00	5/15/2015	5/15/2015	Lifeline Screening	Lifeline Screening	0
1412085	470.00	0.00	470.00	12/6/2014	12/6/2014	99 People	UCTIA/99 People, Inc.	0
1501027	1,020.00	(510.00)	510.00	1/31/2015	1/31/2015	Ivy Review	International Association of Youth	0
1505080	790.00	(142.00)	648.00	5/9/2015	5/9/2015	Hyatt Hotel	Hyatt Regency of Santa Clara	0
1502089	700.00	0.00	700.00	2/21/2015	2/21/2015	E2K- SF 49er Event		0
1407126	780.00	0.00	780.00	7/25/2014	7/25/2014	Bartlett Network of Champions	Bartlett Network of Champions	0
1407116	780.00	0.00	780.00	7/31/2014	7/31/2014	FortuneBuilders	FortuneBuilders	0
1408078	780.00	0.00	780.00	8/23/2014	8/23/2014	Penney Enterprises	Penney Enterprise	0
1410122	780.00	0.00	780.00	10/11/2014	10/11/2014	Bartlett Network of Champions	Bartlett Network of Champions	0

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1410101	780.00	0.00	780.00	10/22/2014	10/22/2014	Auction.com	Auction.com, LLC	0
1411098	780.00	0.00	780.00	11/1/2014	11/1/2014	Tau Kappa Epsilon	Tau Kappa Epsilon	0
1412062	780.00	0.00	780.00	12/17/2014	12/17/2014	Auction.com	Auction.com, LLC	0
1501064	780.00	0.00	780.00	1/21/2015	1/21/2015	Auction.com	Auction.com, LLC	0
1501047	780.00	0.00	780.00	1/24/2015	1/24/2015	DC Trainings	DC Trainings	0
1503101	780.00	0.00	780.00	3/21/2015	3/21/2015	Penney Enterprise	Penney Enterprise	0
1503102	780.00	0.00	780.00	3/21/2015	3/21/2015	DC Trainings	DC Trainings	0
1504104	780.00	0.00	780.00	4/4/2015	4/4/2015	Penney Enterprise	Penney Enterprise	0
1505101	780.00	0.00	780.00	5/7/2015	5/7/2015	Auction.com	Auction.com, LLC	0
1505108	780.00	0.00	780.00	5/7/2015	5/7/2015	The Wackel Group	The Wackel Group	0
1505109	780.00	0.00	780.00	5/13/2015	5/13/2015	Bay Area Christian Church	Bay Area Christian Church	0
1408089	790.00	0.00	790.00	8/11/2014	8/11/2014	Uber Technologies	Uber Technologies	0
1411100	790.00	0.00	790.00	11/13/2014	11/13/2014	FortuneBuilders	FortuneBuilders	0
1502117	790.00	0.00	790.00	2/4/2015	2/4/2015	Padi Americas	Padi Americas	0
1501048	1,580.00	(790.00)	790.00	1/22/2015	1/22/2015	Comerica Bank	Comerica Bank	0
1505069	1,580.00	(790.00)	790.00	5/8/2015	5/8/2015	Golden State Baptist College	Golden State Baptist College	0
1505084	1,580.00	(790.00)	790.00	5/31/2015	5/31/2015	Nor Cal Academy of Performing Arts	Nor Cal Academy of Performing Arts	0
1409155	790.00	72.00	862.00	9/17/2014	9/17/2014	Hyatt Hotel	Hyatt Regency of Santa Clara	0
1410128	790.00	72.00	862.00	10/18/2014	10/18/2014	Hyatt Hotel	Hyatt Regency of Santa Clara	0
1409120	1,760.00	(880.00)	880.00	9/7/2014	9/7/2014	ThinkTank Learning Inc.	ThinkTank Learning	0
1410152	1,760.00	(880.00)	880.00	10/30/2014	10/30/2014	Alibaba Group	Alibaba Group	0
1411115	1,760.00	(880.00)	880.00	11/9/2014	11/9/2014	Art of Living	Art of Living	0
1412026	1,760.00	(880.00)	880.00	12/19/2014	12/19/2014	The Art Institute Silicon Valley	The Art Institute of California-Silicon Valley	0
1501062	1,760.00	(880.00)	880.00	1/21/2015	1/21/2015	Cornish & Carey	Cornish & Carey	0
1504050	1,760.00	(880.00)	880.00	4/3/2015	4/3/2015	Jehovah's Witnesses, North Santa Clara	Jehovah's Witnesses, North Santa Clara	0
1410147	910.00	0.00	910.00	10/19/2014	10/19/2014	International Culture Exchange Group	International Culture Exchange Group	0
1501049	910.00	0.00	910.00	1/10/2015	1/10/2015	SHOP.com	SHOP.com	0
						Simon Lam DBA Transamerica Financial		
1502107	910.00	0.00	910.00	2/7/2015	2/7/2015	Advisors, Inc	Transamerica Financial Advisors, Inc.	0
1503100	910.00	0.00	910.00	3/20/2015	3/20/2015	Bartlett Network of Champions	Bartlett Network of Champions	0
1504111	910.00	0.00	910.00	4/11/2015	4/11/2015	Art of Living	Art of Living Foundation	0
1504114	910.00	0.00	910.00	4/27/2015	4/27/2015	SonarSource	SonarSource SA	0
1407112	940.00	0.00	940.00	7/12/2014	7/12/2014	DC Trainings	DC Trainings	0
1409135	940.00	0.00	940.00	9/6/2014	9/6/2014	DC Trainings	DC Trainings	0
1411081	940.00	0.00	940.00	11/8/2014	11/8/2014	DC Training	DC Trainings	0
1506104	940.00	0.00	940.00	6/6/2015	6/6/2015	CPS HR Consulting	CPS HR Consulting	0
1407093	980.00	0.00	980.00	7/9/2014	7/9/2014	Auction.com	Auction.com, LLC	0
1407094	980.00	0.00	980.00	7/23/2014	7/23/2014	Auction.com	Auction.com, LLC	0
1407106	980.00	0.00	980.00	7/26/2014	7/26/2014	World Journal	World Journal	0
1408061	980.00	0.00	980.00	8/6/2014	8/6/2014	Auction.com	Auction.com, LLC	0

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1408062	980.00	0.00	980.00	8/20/2014	8/20/2014	Auction.com	Auction.com, LLC	0
1409091	980.00	0.00	980.00	9/3/2014	9/3/2014	Auction.com	Auction.com, LLC	0
1409092	980.00	0.00	980.00	9/17/2014	9/17/2014	Auction.com	Auction.com, LLC	0
1410100	980.00	0.00	980.00	10/8/2014	10/8/2014	Auction.com	Auction.com, LLC	0
1411083	980.00	0.00	980.00	11/26/2014	11/26/2014	Auction.com	Auction.com, LLC	0
1502095	980.00	0.00	980.00	2/27/2015	2/27/2015	Auction.com	Auction.com, LLC	0
1504107	980.00	0.00	980.00	4/2/2015	4/2/2015	Auction.com	Auction.com, LLC	0
1504126	980.00	0.00	980.00	4/25/2015	4/25/2015	Penney Enterprise	Penney Enterprise	0
1407096	1,020.00	0.00	1,020.00	7/19/2014	7/19/2014	Viet Music Club	Viet Music Club	0
1409081	1,020.00	0.00	1,020.00	9/20/2014	9/20/2014	VN Help	VN Help	0
1410088	1,020.00	0.00	1,020.00	10/12/2014	10/12/2014	South India Fine Arts	South India Fine Arts	0
1410081	1,020.00	0.00	1,020.00	10/19/2014	10/19/2014	South India Fine Arts	South India Fine Arts	0
1410116	1,020.00	0.00	1,020.00	10/26/2014	10/26/2014	Iranian Federated Women's Club/Payvand	Rumi Records Productions	0
1411079	1,020.00	0.00	1,020.00	11/13/2014	11/13/2014	North Valley Baptist Schools	North Valley Baptist Schools	0
1501033	1,020.00	0.00	1,020.00	1/24/2015	1/24/2015	VietET	Viet ET Foundation	0
1504116	1,020.00	0.00	1,020.00	4/19/2015	4/19/2015	South India Fine Arts	South India Fine Arts	0
1504078	1,020.00	0.00	1,020.00	4/26/2015	4/26/2015	South India Fine Arts	South India Fine Arts	0
1503094	1,020.00	0.00	1,020.00	5/10/2015	5/10/2015	South India Fine Arts	South India Fine Arts	0
1505059	1,020.00	0.00	1,020.00	5/17/2015	5/17/2015	South India Fine Arts	South India Fine Arts	0
1410110	1,100.00	0.00	1,100.00	10/18/2014	10/18/2014	CPS HR Consulting	CPS HR Consulting	0
1503086	1,100.00	0.00	1,100.00	3/18/2015	3/18/2015	TRI Seminars	TRI Seminars	0
1411097	1,110.00	0.00	1,110.00	11/8/2014	11/8/2014	CPS HR Consulting	CPS HR Consulting	0
1410094	1,970.00	(784.00)	1,186.00	10/19/2014	10/19/2014	Taiwan Trade Center, San Francisco	Taiwan Trade Center, San Francisco	0
1412077	3,000.00	(1,800.00)	1,200.00	12/31/2014	12/31/2014	Your Asian Connection	Your Asian Connection, Inc.	0
1505045	1,580.00	(284.00)	1,296.00	5/30/2015	5/30/2015	Hyatt Hotel	Hyatt Hotel	0
1506143	1,580.00	(284.00)	1,296.00	6/7/2015	6/7/2015	Hyatt Hotel	Hyatt Regency of Santa Clara	0
1409124	1,305.00	0.00	1,305.00	9/20/2014	9/20/2014	The Rising Sun	The Rising Sun	0
1410146	1,370.00	0.00	1,370.00	10/12/2014	10/12/2014	Vision Global	Vision Global	0
1412073	1,370.00	0.00	1,370.00	12/6/2014	12/6/2014	FortuneBuilders	FortuneBuilders	0
1501086	1,370.00	0.00	1,370.00	1/17/2015	1/17/2015	Zurixx	Zurixx	0
1504095	1,370.00	0.00	1,370.00	3/28/2015	3/28/2015	IIT Bombay Heritage Foundation	IIT Bombay Heritage Foundation	0
1505090	1,370.00	0.00	1,370.00	5/9/2015	5/9/2015	The Rising Sun	The Rising Sun	0
1505100	1,370.00	0.00	1,370.00	5/30/2015	5/30/2015	Shivark, Inc.	Shivark, Inc.	0
1501087	1,400.00	0.00	1,400.00	1/24/2015	1/24/2015	Zurixx	Zurixx	0
1412045	1,870.00	(390.00)	1,480.00	12/11/2014	12/11/2014	Alliance of Chief Executives	Alliance of Chief Executives	0
1503095	1,565.00	0.00	1,565.00	3/12/2015	3/12/2015	Competitive Edge Seminars		0
1506122	1,580.00	0.00	1,580.00	6/4/2015	6/4/2015	Health Services Advisory Group, Inc	Health Services Advisory Group, Inc.	0
1506147	1,580.00	0.00	1,580.00	6/21/2015	6/21/2015	Vision Global	Vision Global	0
1407113	1,635.00	0.00	1,635.00	7/17/2014	7/17/2014	AllState	AllState	0
1409070	1,580.00	110.00	1,690.00	9/6/2014	9/6/2014	Hyatt Hotel	Hyatt Hotel	0
1412019	1,580.00	110.00	1,690.00	12/12/2014	12/12/2014	Hyatt Hotel	Hyatt Hotel	0

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1502045	1,580.00	110.00	1,690.00	2/27/2015	2/27/2015	Hyatt Hotel	Hyatt Hotel	0
1410084	1,580.00	144.00	1,724.00	10/29/2014	10/29/2014	Hyatt Hotel	Hyatt Hotel	0
1412039	1,580.00	144.00	1,724.00	12/6/2014	12/6/2014	Hyatt Hotel/E Trade	Hyatt Hotel	0
1410046	6,725.00	(5,000.00)	1,725.00	10/11/2014	10/11/2014	CASPA	CASPA	0
1502071	2,520.00	(780.00)	1,740.00	2/6/2015	2/6/2015	Alliance of Chief Executives	Alliance of Chief Executives	0
1505063	2,520.00	(780.00)	1,740.00	5/1/2015	5/1/2015	Alliance of Chief Executives	Alliance of Chief Executives	0
1407100	1,760.00	0.00	1,760.00	7/13/2014	7/13/2014	H&L Productions	H&L Productions	0
1407088	1,760.00	0.00	1,760.00	7/20/2014	7/20/2014	Miss AoDai Vietnam Universe	Miss Ao Dai Vietnam Universe	0
1407039	1,760.00	0.00	1,760.00	7/26/2014	7/26/2014	Dance Arts Academy	Dance Arts Academy	0
1405048	1,760.00	0.00	1,760.00	8/23/2014	8/23/2014	Hula Halau 'O Pi'ilani	Hula Halau'O Pi'ilani	0
1408072	1,760.00	0.00	1,760.00	8/31/2014	8/31/2014	Bytes & Notes	Bytes and Notes	0
1409114	1,760.00	0.00	1,760.00	9/5/2014	9/5/2014	Palmer College	Palmer College of Chiropractic	0
1409110	1,760.00	0.00	1,760.00	9/6/2014	9/6/2014	LIFE Leadership	LIFE Leadership	0
1409121	1,760.00	0.00	1,760.00	9/10/2014	9/10/2014	Institute for Brain Potential	IBP and A Meeting Company	0
1409097	1,760.00	0.00	1,760.00	9/13/2014	9/13/2014	We Care Naturally, LLC	We Care Naturally LLC	0
1409127	1,760.00	0.00	1,760.00	9/14/2014	9/14/2014	Premiere Productions	Premiere Production	0
1410097	1,760.00	0.00	1,760.00	10/4/2014	10/4/2014	LIFE Leadership	LIFE Leadership	0
1410107	1,760.00	0.00	1,760.00	10/18/2014	10/18/2014	National Unification Advisory Council	National Unification Advisory Council	0
1411064	1,760.00	0.00	1,760.00	11/29/2014	11/29/2014	D&D Entertainment	D&D Entertainment	0
1409061	1,760.00	0.00	1,760.00	12/5/2014	12/5/2014	Palmer College	Palmer College of Chiropractic	0
1412084	1,760.00	0.00	1,760.00	12/7/2014	12/7/2014	Arya Dance Academy	Arya Dance Academy	0
1501098	1,760.00	0.00	1,760.00	1/29/2015	1/29/2015	Commonwealth Club	Commonwealth Club Silicon Valley	0
1502105	1,760.00	0.00	1,760.00	2/4/2015	2/4/2015	World Wide Dream Builders	World Wide Dream Builders	0
1502090	1,760.00	0.00	1,760.00	2/5/2015	2/5/2015	Practice Like Pros	Practice Like Pros	0
1502093	1,760.00	0.00	1,760.00	2/7/2015	2/7/2015	LIFE Leadership	Life Leadership	0
1502102	1,760.00	0.00	1,760.00	2/8/2015	2/8/2015	Premiere Productions	Premiere Production	0
1502111	1,760.00	0.00	1,760.00	2/15/2015	2/15/2015	Vision Global	Vision Global	0
1503044	1,760.00	0.00	1,760.00	3/13/2015	3/13/2015	Palmer College	Palmer College of Chiropractic	0
1503072	1,760.00	0.00	1,760.00	3/14/2015	3/14/2015	Friends of Children with Special Needs	Friends of Children with Special Needs	0
1503040	1,760.00	0.00	1,760.00	4/4/2015	4/4/2015	Miss Vietnam USA	Miss & Mrs Vietnam USA	0
1504089	1,760.00	0.00	1,760.00	4/11/2015	4/11/2015	World Financial Group	World Financial Group	0
1504083	1,760.00	0.00	1,760.00	4/12/2015	4/12/2015	Multiple Financial Advising Services	Multiple Financial Advising Services	0
1505104	1,760.00	0.00	1,760.00	5/27/2015	5/27/2015	World Wide Dream Builders	World Wide Dream Builders	0
1506013	1,760.00	0.00	1,760.00	6/1/2015	6/1/2015	California Assisted Living Association	California Assisted Living Association	0
1506124	1,760.00	0.00	1,760.00	6/21/2015	6/21/2015	D&D Entertainment	D&D Entertainment	0
1505041	5,760.00	(4,000.00)	1,760.00	5/12/2015	5/12/2015	HR Symposium	HR Symposium	0
1407081	2,180.00	(390.00)	1,790.00	7/10/2014	7/10/2014	Alliance Chief Executives	Alliance of Chief Executives	0
1501074	1,930.00	0.00	1,930.00	1/25/2015	1/25/2015	Federation of Indo-American Association	Federation of Indo American Assn	0
1407099	1,960.00	0.00	1,960.00	7/10/2014	7/10/2014	Targeted Job Fairs	Targeted Job Fairs	0
1408054	1,960.00	0.00	1,960.00	8/17/2014	8/17/2014	SEG Eventos	SEG Eventos, Inc.	0

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1409095	1,960.00	0.00	1,960.00	8/23/2014	8/23/2014	Legion of Mary San Francisco Senatus	Legion of Mary San Francisco Senatus	0
1411074	1,960.00	0.00	1,960.00	11/8/2014	11/8/2014	Super Saturday		0
1411120	1,960.00	0.00	1,960.00	11/9/2014	11/9/2014	Vision Global	Vision Global	0
1411094	1,960.00	0.00	1,960.00	11/15/2014	11/15/2014	World Wide Dream Builders	World Wide Group, LLC	0
1412063	1,960.00	0.00	1,960.00	12/6/2014	12/6/2014	WorldVentures Marketing, LLC	WorldVentures Marketing, LLC.	0
1412069	1,960.00	0.00	1,960.00	12/13/2014	12/13/2014	LIFE Leadership	LIFE Leadership	0
1412025	1,960.00	0.00	1,960.00	12/31/2014	12/31/2014	The Rising Sun	The Rising Sun	0
1501058	1,960.00	0.00	1,960.00	1/21/2015	1/21/2015	Targeted Job Fairs	Targeted Job Fairs	0
1502101	1,960.00	0.00	1,960.00	2/7/2015	2/7/2015	Super Saturday		0
1503096	1,960.00	0.00	1,960.00	3/8/2015	3/8/2015	Vision Global	Vision Global	0
1503078	1,960.00	0.00	1,960.00	3/14/2015	3/14/2015	LIFE Leadership	Life Leadership	0
1503097	1,960.00	0.00	1,960.00	3/21/2015	3/21/2015	World Wide Dream Builders	World Wide Dream Builders	0
1504082	1,960.00	0.00	1,960.00	4/9/2015	4/9/2015	Targeted Job Fairs	Targeted Job Fairs	0
1504090	1,960.00	0.00	1,960.00	4/12/2015	4/12/2015	Vision Global	Vision Global	0
1505076	1,960.00	0.00	1,960.00	5/9/2015	5/9/2015	LIFE Leadership	Life Leadership	0
1504058	4,000.00	(2,000.00)	2,000.00	4/17/2015	4/17/2015	LeMans State Farm Mutual Automobile Insurance	LeMans Corporation d/b/a Parts Ult. State Farm Mutual Automobile Insurance	0
1505102	4,000.00	(2,000.00)	2,000.00	5/1/2015	5/1/2015	Company	Company	0
1409132	2,100.00	0.00	2,100.00	9/13/2014	9/13/2014	Wong Kevin		0
1408057	2,520.00	(390.00)	2,130.00	8/1/2014	8/1/2014	Alliance of Chief Executives	Alliance of Chief Executives	0
1506093	2,520.00	(390.00)	2,130.00	6/11/2015	6/11/2015	Alliance of Chief Executives	Alliance of Chief Executives	0
1504105	2,290.00	0.00	2,290.00	4/2/2015	4/2/2015	E2K Events		0
1502072	3,720.00	(1,370.00)	2,350.00	2/11/2015	2/11/2015	Schwegman, Lundberg & Woessner	Schwegman, Lundberg & Woessner	0
1411096	2,355.00	0.00	2,355.00	11/11/2014	11/11/2014	The Linux Foundation	the Linux Foundation	0
1410109	2,415.00	0.00	2,415.00	10/14/2014	10/14/2014	Targeted Job Fairs	Targeted Job Fairs	0
1504112	1,760.00	880.00	2,640.00	4/23/2015	4/23/2015	Rocketship Education	Rocketship Education	0
1410142	3,000.00	0.00	3,000.00	10/4/2014	10/4/2014	Pinnacle Leadership Development	Pinnacle Leadership Development	0
1411119	3,000.00	0.00	3,000.00	11/22/2014	11/22/2014	ThinkTank Learning Consulate General of the People's Republic	ThinkTank Learning Consulate General of the People's Republic	0
1410095	4,000.00	(700.00)	3,300.00	9/27/2014	9/27/2014	China	of Chin	0
1501082	6,900.00	(3,580.00)	3,320.00	1/6/2015	1/6/2015	Tesla Motors	Tesla Motors	0
1410078	6,600.00	(2,950.00)	3,650.00	10/31/2014	10/31/2014	PACT RTC Group/AMD Embedded Developer's	PACT	0
1410119	3,720.00	0.00	3,720.00	10/15/2014	10/15/2014	Conf	RTC Group, Concept Development, Inc.	0
1407103	2,155.00	1,845.00	4,000.00	8/10/2014	8/10/2014	UCAHLP	UCAHLP	0
1407102	4,000.00	0.00	4,000.00	7/20/2014	7/20/2014	Signature Equipovision	Signature Equipovision	0
1407078	4,000.00	0.00	4,000.00	7/26/2014	7/26/2014	Bartlett Network of Champions	Bartlett Network of Champions	0
1407079	4,000.00	0.00	4,000.00	7/26/2014	7/26/2014	Insurance & Financial Services		0
1408097	4,000.00	0.00	4,000.00	8/21/2014	8/21/2014	MJZ	MJZ	0
1408075	4,000.00	0.00	4,000.00	8/23/2014	8/23/2014	e2k events		0
1408074	4,000.00	0.00	4,000.00	8/31/2014	8/31/2014	Signature Equipovision	Signature Equipovision	0
1409116	4,000.00	0.00	4,000.00	9/13/2014	9/13/2014	World Wide Dream Builders	World Wide Group, LLC	0

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	# Days
1410045	4,000.00	0.00	4,000.00	10/12/2014	10/12/2014	Mystique Events	The WLEA	0
1411047	4,000.00	0.00	4,000.00	10/26/2014	10/26/2014	Shor Media	Shor Media	0
1409086	4,000.00	0.00	4,000.00	11/9/2014	11/9/2014	Futton, Inc.	Futton, Inc.	0
1411055	4,000.00	0.00	4,000.00	11/15/2014	11/15/2014	IMS	IMS	0
1411102	4,000.00	0.00	4,000.00	11/15/2014	11/15/2014	Penney Enterprises	Penney Enterprise	0
1412075	4,000.00	0.00	4,000.00	12/9/2014	12/9/2014	A2Z Development Center, Inc.	A2Z Development Center, Inc. dba Lab 126	0
1412072	4,000.00	0.00	4,000.00	12/14/2014	12/14/2014	Signature Equipovision	Signature Equipovision	0
1412047	4,000.00	0.00	4,000.00	12/31/2014	12/31/2014	H&L Productions	H&L Productions	0
1501088	4,000.00	0.00	4,000.00	1/25/2015	1/25/2015	Signature Equipovision	Signature Equipovision	0
1501024	4,000.00	0.00	4,000.00	1/31/2015	1/31/2015	NNL West	National Nameless Luminaries West	0
1505073	4,000.00	0.00	4,000.00	5/9/2015	5/9/2015	Arise FC, LLC	Arise FC, LLC	0
1505077	4,000.00	0.00	4,000.00	5/30/2015	5/30/2015	SVCTBA	Buisness Assoc	0
1505087	4,000.00	0.00	4,000.00	5/31/2015	5/31/2015	Signature Equipovision	Signature Equipovision	0
1506141	4,000.00	0.00	4,000.00	6/1/2015	6/1/2015	A2Z Development Center, Inc.	A2Z Development Center, Inc. dba Lab 126	0
1506112	4,000.00	0.00	4,000.00	6/13/2015	6/13/2015	Penney Enterprise	Penney Enterprise	0
1411042	8,000.00	(4,000.00)	4,000.00	11/21/2014	11/21/2014	Association of Fundraising Professionals SV	Association of Fundraising Professionals	0
1412053	8,000.00	(4,000.00)	4,000.00	12/15/2014	12/15/2014	Marvell Semiconductor, Inc.	Marvell	0
1503045	8,000.00	(4,000.00)	4,000.00	3/20/2015	3/20/2015	YMCA	YMCA/Project Cornerstone	0
1505040	8,000.00	(4,000.00)	4,000.00	5/9/2015	5/9/2015	Presentation High School Joint Alumni Assoc.of Universities &	Presentation High School	0
1407090	4,800.00	0.00	4,800.00	7/12/2014	7/12/2014	College N. CA	JAACUC	0
1501075	4,800.00	0.00	4,800.00	1/10/2015	1/10/2015	Team Effort Network	Team Effort Network	0
1504102	5,000.00	0.00	5,000.00	4/26/2015	4/26/2015	Signature Equipovision	Signature Equipovision	0
1503083	7,130.00	(2,000.00)	5,130.00	3/26/2015	3/26/2015	Freescale Semiconductor Council on American-Islamic Relations, San	Freescale Semiconductor	0
1411040	10,375.00	(4,265.00)	6,110.00	11/8/2014	11/8/2014	Francis	CAIR	0
1505097	6,415.00	0.00	6,415.00	5/22/2015	5/22/2015	Mission College	Mission College	0
1409044	8,890.00	(2,000.00)	6,890.00	9/16/2014	9/16/2014	California State University, Monterey Bay	California State University, Monterey Bay	0
1408069	8,300.00	(750.00)	7,550.00	8/29/2014	8/29/2014	World Journal	World Journal	0
1410080	9,060.00	(1,120.00)	7,940.00	10/9/2014	10/9/2014	County of Santa Clara	County of Santa Clara	0
1407048	8,000.00	0.00	8,000.00	7/28/2014	7/28/2014	Colleges That Change Lives	Colleges That Change Lives	0
1503064	8,000.00	0.00	8,000.00	3/7/2015	3/7/2015	Bay Area Christian Church	Bay Area Christian Church	0
1504055	8,000.00	0.00	8,000.00	4/28/2015	4/28/2015	Invent Your Future	Invent Your Future Enterprises	0
1506159	8,000.00	0.00	8,000.00	6/20/2015	6/20/2015	Norcal Gold St. Leadership	Norcal Gold St. Leadership	0
1411013	17,960.00	(9,960.00)	8,000.00	11/28/2014	11/28/2014	Pop Warner	Pacific Northwest Pop Warner	0
1501023	16,115.00	(8,000.00)	8,115.00	1/10/2015	1/10/2015	UCAHLP	UCAHLP	0
1410011	16,655.00	(2,655.00)	14,000.00	11/1/2014	11/1/2014	Peninsula Pop Warner	Pacific Northwest Pop Warner	0

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<b>Event Id</b>	<b>Rental Amount</b>	<b>Adjustments</b>	<b>Net Amount</b>	<b>In Date</b>	<b>Out Date</b>	<b>Event Name</b>	<b>Contract Person</b>	<b>#</b>
1410042	16,000.00	0.00	16,000.00	10/4/2014	10/4/2014	Sankara Eye Foundation	Sankara Eye Foundation, USA	0
1412029	16,210.00	0.00	16,210.00	12/14/2014	12/14/2014	Bay Area Christian Church	Bay Area Christian Church	0

2015-2016		Rental		Net				# of
Event Id	Amount	Adjustments	Amount	In Date	Out Date	Event Name	Contract Person	Days
1601039	0.00	0.00	0.00	1/4/2016	2/12/2016	NFL On Location	National Football League	39
1601040	0.00	0.00	0.00	1/4/2016	2/10/2016	NFL - Accreditation	National Football League	37
1509006	11,060.00	(11,060.00)	0.00	9/1/2015	9/7/2015	American Contract Bridge League	American Contract Bridge League	6
1606038	111,420.00	(111,420.00)	0.00	6/19/2016	6/24/2016	O'Reilly Velocity	O'Reilly Media, Inc.	5
1602067	79,600.00	(79,600.00)	0.00	2/4/2016	2/9/2016	San Francisco Super Bowl Committee	San Francisco Super Bowl Committe, Inc.	5
1510015	97,200.00	(97,200.00)	0.00	10/3/2015	10/7/2015	Health 2.0Con		4
1605055	37,305.00	(37,305.00)	0.00	5/22/2016	5/26/2016	Linux Fndt Cloud Foundry Summit	the Linux Foundation	4
1511072	630.00	(630.00)	0.00	11/16/2015	11/17/2015	Optomec	Optomec	1
1512004	0.00	0.00	0.00	12/9/2015	12/10/2015	GSA	GSA	1
1605046	13,960.00	(13,960.00)	0.00	5/18/2016	5/18/2016	The Law Foundation	The Law Foundation of Silicon Valley	0
1512022	12,000.00	(12,000.00)	0.00	12/5/2015	12/5/2015	Maxim	Maxim Integrated Products	0
1604137	8,170.00	(8,170.00)	0.00	4/23/2016	4/23/2016	Alfie Dreifuss	Alfie Dreifuss Productions	0
1510055	8,000.00	(8,000.00)	0.00	10/8/2015	10/8/2015	Silicon Valley Community Foundation	Silicon Valley Community Foundation	0
1510035	8,000.00	(8,000.00)	0.00	10/17/2015	10/17/2015	Castilleja School	Castilleja School	0
1512082	8,000.00	(8,000.00)	0.00	12/12/2015	12/12/2015	INFOSYS	Infosys	0
1603050	8,000.00	(8,000.00)	0.00	3/4/2016	3/4/2016	Shutterfly South Asian Heart Center/Scarlet	Shutterfly	0
1603045	8,000.00	(8,000.00)	0.00	3/19/2016	3/19/2016	Nights	South Asian Heart Center	0
1604193	5,900.00	(5,900.00)	0.00	4/16/2016	4/16/2016	Human Development Foundation	Human Development Foundation	0
1510036	4,000.00	(4,000.00)	0.00	10/10/2015	10/10/2015	AACI	AACI	0
1512099	4,000.00	(4,000.00)	0.00	12/7/2015	12/7/2015	Santa Clara Vanguard Booster Club	Santa Clara Vanguard	0
1512028	4,000.00	(4,000.00)	0.00	12/11/2015	12/11/2015	Akamai Technolgies, Inc.	Akamai Technolgies, Inc	0
1512042	4,000.00	(4,000.00)	0.00	12/11/2015	12/11/2015	Integrated Device Technology, Inc.	Integrated Device Technology, Inc.	0
1601066	4,000.00	(4,000.00)	0.00	1/23/2016	1/23/2016	Santa Clara Vanguard	Santa Clara Vanguard	0
1604099	4,000.00	(4,000.00)	0.00	5/19/2016	5/19/2016	Bill Wilson Center	Bill Wilson Center	0
1511078	1,580.00	(1,580.00)	0.00	11/21/2015	11/21/2015	Nor Cal Academy	Nor Cal Academy of Performing Arts	0
1604156	1,580.00	(1,580.00)	0.00	4/14/2016	4/14/2016	Neo Technology, Inc.	Neo Technology, Inc.	0
1605134	1,580.00	(1,580.00)	0.00	5/20/2016	5/20/2016	Hyatt Hotel/Awards Dinner	Hyatt Hotel	0
1605113	1,580.00	(1,580.00)	0.00	5/26/2016	5/26/2016	Pivotal	Pivotal Software Inc	0
1604157	1,370.00	(1,370.00)	0.00	4/27/2016	4/27/2016	Misco Water	Misco Water Chiao Tung University Alumni in No.	0
1606125	1,370.00	(1,370.00)	0.00	6/11/2016	6/11/2016	CTUAA Dinner Banquet	California, US	0
1604178	1,100.00	(1,100.00)	0.00	4/20/2016	4/20/2016	Stanford University	Stanford University	0
1510108	910.00	(910.00)	0.00	10/17/2015	10/17/2015	IEEE	IEEE	0
1507062	780.00	(780.00)	0.00	7/22/2015	7/22/2015	City of Santa Clara	City of Santa Clara	0
1512051	780.00	(780.00)	0.00	12/5/2015	12/5/2015	Vitality Chiropractic	Vitality Chiropractic	0
1512087	780.00	(780.00)	0.00	12/9/2015	12/9/2015	MobileForce Software	MobileForce Software	0
1512075	780.00	(780.00)	0.00	12/12/2015	12/12/2015	IIT Roorkee Alumni Association	IIT Roorkee Alumni Association	0
1605121	390.00	(390.00)	0.00	5/4/2016	5/4/2016	Chugh CPAs, LLP	Chugh CPAs, LLP	0
1510117	315.00	(315.00)	0.00	11/20/2015	11/20/2015	Magnar Corp	Magnar Corp	0

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<b>Event Id</b>	<b>Rental Amount</b>	<b>Adjustments</b>	<b>Net Amount</b>	<b>In Date</b>	<b>Out Date</b>	<b>Event Name</b>	<b>Contract Person</b>	<b># of Days</b>
1605122	0.00	0.00	0.00	5/14/2016	5/14/2016	Sami's B-Day	Santa Clara Convention Center	0
1606126	0.00	0.00	0.00	6/24/2016	6/24/2016	City of SC Retreat	City of Santa Clara	0

2016-2017 Rental								# of
Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	Days
1609039	37,365.00	(10,520.00)	26,845.00	9/11/2016	9/18/2016	UP Media/PCB West	UP Media Group, Inc.	7
1611005	66,350.00	(23,920.00)	42,430.00	11/11/2016	11/18/2016	Printed Electronics	IDTechEx, Inc.	7
1610003	87,845.00	(22,965.00)	64,880.00	10/10/2016	10/17/2016	Pac.Int'l Quilt Festival	Pacific International Quilt Festival	7
1608001	11,060.00	(11,060.00)	0.00	8/30/2016	9/5/2016	American Contract Bridge League	American Contract Bridge League	6
1609108	3,520.00	(880.00)	2,640.00	9/5/2016	9/11/2016	Natya Ninada Performing Arts Foundation	Natya Ninada Performing Arts Foundation	6
1707008	40,000.00	(28,000.00)	12,000.00	6/28/2017	7/4/2017	Music Teachers Association of California	Music Teachers Association of California	6
1608044	127,470.00	(67,745.00)	59,725.00	8/6/2016	8/12/2016	Conference Concept/Flash Memory Summit	Conference Concepts, Inc.	6
1610081	6,120.00	(510.00)	5,610.00	10/25/2016	10/30/2016	Nor Cal Academy of Performing Arts	Nor Cal Academy of Performing Arts	5
1702053	42,925.00	(35,225.00)	7,700.00	2/11/2017	2/16/2017	pure storage		5
1704011	39,880.00	(24,760.00)	15,120.00	4/23/2017	4/28/2017	PERCONA	Percona LLC	5
1606019	32,060.00	(15,650.00)	16,410.00	7/4/2016	7/9/2016	Bay Area Garden Railway Society	Bay Area Garden Railway Society	5
1607069	33,560.00	0.00	33,560.00	6/30/2016	7/5/2016	Ved Vignan Maha Vidya Peeth	VVM	5
1609009	36,000.00	0.00	36,000.00	9/7/2016	9/12/2016	Home Show	World Class Shows	5
1701021	36,000.00	0.00	36,000.00	1/18/2017	1/23/2017	Home Show	World Class Shows	5
1701020	50,620.00	0.00	50,620.00	1/12/2017	1/17/2017	NCVA	Northern California Volleyball Association	5
1702002	87,880.00	(32,840.00)	55,040.00	2/21/2017	2/26/2017	XRX/Stitches	XRX Inc.	5
1610026	125,050.00	(65,450.00)	59,600.00	10/23/2016	10/28/2016	UBM/ARM TechCon	UBM, LLC	5
1705024	160,090.00	(94,085.00)	66,005.00	5/14/2017	5/19/2017	Informa Telecoms and Media (US)	Informa Telecoms and Media (US)	5
1701001	182,310.00	(99,260.00)	83,050.00	1/29/2017	2/3/2017	UBM/DesignCon	UBM, LLC	5
1701034	40,000.00	(40,000.00)	0.00	1/8/2017	1/12/2017	ProofPoint	Proofpoint	4
1608064	3,520.00	(880.00)	2,640.00	8/2/2016	8/6/2016	Lokahi Polynesian Dance Group	Lokahi Polynesian Dance Group	4
1703073	7,475.00	(3,760.00)	3,715.00	3/13/2017	3/17/2017	ISQED	ISQED	4
1705008	78,740.00	(73,855.00)	4,885.00	5/3/2017	5/7/2017	Tie-Con/The Industgry Entrepreneurs Linux Foundation/Open Networking	TiE Silicon Valley	4
1704046	58,820.00	(50,640.00)	8,180.00	4/2/2017	4/6/2017	Summit	The Linux Foundation	4
1703048	53,170.00	(43,840.00)	9,330.00	3/5/2017	3/9/2017	Open Compute Project Foundation	Open Compute Project Foundation	4
1612044	7,900.00	1,600.00	9,500.00	12/26/2016	12/30/2016	Hyatt Hotel/KCCC	Hyatt Regency of Santa Clara Portsmouth Square Coin & Bourse Company, LLC	4
1608040	12,000.00	0.00	12,000.00	8/24/2016	8/28/2016	Portsmouth	Portsmouth Square Coin & Bourse Company, LLC	4
1704047	12,000.00	0.00	12,000.00	4/19/2017	4/23/2017	Portsmouth	LLC	4
1609043	62,525.00	(47,185.00)	15,340.00	9/11/2016	9/15/2016	CloudBees/Jenkins World 2016		4
1610029	35,580.00	(16,790.00)	18,790.00	10/6/2016	10/10/2016	California Physical Therapy Association	California Physical Therapy Association	4
1703001	110,440.00	(89,925.00)	20,515.00	3/20/2017	3/24/2017	Synopsys	Synopsys, Inc.	4
1609012	97,200.00	(69,580.00)	27,620.00	9/24/2016	9/28/2016	Health 2.0Con	Health 2.0	4
1611025	39,360.00	(9,590.00)	29,770.00	11/7/2016	11/11/2016	Electronic Industry Citizenship Coalition	Responsible Business Alliance	4
1612003	65,160.00	(31,400.00)	33,760.00	12/4/2016	12/8/2016	Yahoo! Tech Pulse	Yahoo! Inc.	4

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	Days
1607041	127,250.00	(92,295.00)	34,955.00	7/10/2016	7/14/2016	Amazon.	Amazon Web Services, Inc.	4
1609018	78,560.00	(43,565.00)	34,995.00	9/18/2016	9/22/2016	GreenBiz Verge Conf	GreenBiz Group, Inc.	4
1706041	72,530.00	(37,200.00)	35,330.00	6/11/2017	6/15/2017	Linux Cloud Foundry Summit 3	The Linux foundation	4
1703053	61,955.00	(21,540.00)	40,415.00	3/11/2017	3/15/2017	TSMC North America	TSMC North America	4
1610020	71,240.00	(13,040.00)	58,200.00	10/31/2016	11/4/2016	Sys-Con	Sys-Con Media	4
1702042	121,950.00	(40,000.00)	81,950.00	2/4/2017	2/8/2017	SAP Labs	SAP Labs	4
1610065	28,580.00	(27,230.00)	1,350.00	10/16/2016	10/19/2016	Finovate	The Finovate Group	3
1701068	6,715.00	(1,965.00)	4,750.00	1/19/2017	1/22/2017	BM Soft Systems	BMSOFT Systems Inc.	3
1608041	6,320.00	(880.00)	5,440.00	8/5/2016	8/8/2016	Hyatt Hotel/Luso	Hyatt Regency of Santa Clara	3
1706053	6,320.00	(640.00)	5,680.00	6/12/2017	6/15/2017	Hyatt Hotel/Cloud Foundry	Hyatt Regency of Santa Clara	3
1702014	6,320.00	576.00	6,896.00	2/27/2017	3/2/2017	Hyatt/Usenix	Hyatt Regency of Santa Clara	3
1701029	6,320.00	920.00	7,240.00	1/9/2017	1/12/2017	Hyatt Hotel/ ProofPoint	Hyatt Hotel	3
1611017	18,800.00	(9,034.00)	9,766.00	11/15/2016	11/18/2016	Ivy & Associates	Ivy Associates	3
1701003	16,000.00	(3,200.00)	12,800.00	1/6/2017	1/9/2017	Wedding Fair	Flare Enterprises, Inc.	3
1610062	14,600.00	0.00	14,600.00	10/6/2016	10/9/2016	SEG Eventos	SEG Eventos, Inc.	3
1704034	51,860.00	(36,800.00)	15,060.00	4/30/2017	5/3/2017	Berkeley Design Technology, Inc. International Quality and Productivity	Berkeley Design Technology, Inc.	3
1702073	21,800.00	(6,000.00)	15,800.00	2/27/2017	3/2/2017	Center	IQPC	3
1706062	22,480.00	(5,680.00)	16,800.00	6/5/2017	6/8/2017	PCI-SIG	PCI-SIG	3
1701028	42,470.00	(25,600.00)	16,870.00	1/24/2017	1/27/2017	CA Assn of Community Managers	CA Assn of Community Managers	3
1610106	25,730.00	(8,570.00)	17,160.00	10/27/2016	10/30/2016	AlienCon	Cosmic Con LLC /Monster Publication Northern California Catholic Charismatic	3
1705001	22,490.00	(3,810.00)	18,680.00	5/25/2017	5/28/2017	Catholic Charismatic	Conventi	3
1609050	19,920.00	0.00	19,920.00	9/19/2016	9/22/2016	Northern California Facilities Expo	Cygnus Publishing, LLC	3
1704102	21,695.00	0.00	21,695.00	5/7/2017	5/10/2017	Smart City Week Silicon Valley	MCI Group	3
1703055	21,700.00	0.00	21,700.00	3/26/2017	3/29/2017	Clarion Events	Clarion Events	3
1608031	23,600.00	(1,580.00)	22,020.00	8/18/2016	8/21/2016	Bricks by the Bay	Bricks by the Bay	3
1705023	22,265.00	0.00	22,265.00	5/22/2017	5/25/2017	Job Shops San Francisco 49ers (State of the Franchise	The Job Shop Company, Inc.	3
1706094	32,000.00	(8,000.00)	24,000.00	5/29/2017	6/1/2017	Mtg)	San Francisco 49ers	3
1608046	27,495.00	(2,740.00)	24,755.00	8/3/2016	8/6/2016	Scrapbook Expo	Scrapbook Expo	3
1704042	35,160.00	(9,880.00)	25,280.00	4/20/2017	4/23/2017	break the floor Prductions/JUMP	Radix Dance Convention	3
1607002	43,840.00	(11,440.00)	32,400.00	7/25/2016	7/28/2016	State Bar of California 2016	The State Bar of California	3
1702017	33,960.00	0.00	33,960.00	2/9/2017	2/12/2017	Travel & Adventure Show	Unicomm, LLC	3
1610073	47,180.00	(12,880.00)	34,300.00	10/18/2016	10/21/2016	Encore Media Group, Ltd.	Encore Media Group, Ltd.	3
1705041	92,745.00	(43,120.00)	49,625.00	5/30/2017	6/2/2017	Augmented Reality	Augmented Reality.Org	3
1610140	510.00	(510.00)	0.00	10/28/2016	10/30/2016	Prometheus Entertainment	Prometheus Entertainment	2
1608097	3,600.00	(3,600.00)	0.00	8/2/2016	8/4/2016	Cisco GESW FY17 Fast Start Kick Off	Cisco Systems	2
1611067	13,920.00	(13,920.00)	0.00	11/18/2016	11/20/2016	Bellarmino High School	Bellarmino College Preparatory	2
1612109	340.00	0.00	340.00	12/17/2016	12/19/2016	Bould & Forgey, LLC	Bould & Forgey, LLC	2
1611078	945.00	0.00	945.00	11/11/2016	11/13/2016	BM Soft Systems	BMSOFT Systems Inc.	2
1612002	6,075.00	(4,275.00)	1,800.00	12/9/2016	12/11/2016	Santa Clara Ballet	Santa Clara Ballet Company	2
1612059	3,470.00	(1,580.00)	1,890.00	11/30/2016	12/2/2016	ASML	ASML US, Inc	2

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	Days
1703106	3,395.00	0.00	3,395.00	3/17/2017	3/19/2017	NamaskaramYoga.com	NamaskaramYoga.com	2
1607067	4,740.00	(660.00)	4,080.00	7/15/2016	7/17/2016	Hyatt Hotel/CA Extreme	Hyatt Regency of Santa Clara	2
1705038	4,740.00	(660.00)	4,080.00	5/19/2017	5/21/2017	Hyatt Hotel/Break the floor	Hyatt Regency of Santa Clara	2
1705052	4,740.00	(480.00)	4,260.00	5/25/2017	5/27/2017	Hyatt Hotel/O'Scale	Hyatt Regency of Santa Clara	2
1706031	6,075.00	(1,760.00)	4,315.00	6/2/2017	6/4/2017	Veksler Academy, Inc.	Veksler Academy Inc.	2
1611020	5,280.00	(880.00)	4,400.00	11/11/2016	11/13/2016	Sterling Dance Theatre	Sterling Dance Theatre	2
1703046	31,080.00	(26,370.00)	4,710.00	3/7/2017	3/9/2017	Intel/Supplier Recognition 2017	Intel Corporation	2
1607045	5,810.00	(880.00)	4,930.00	7/20/2016	7/22/2016	Youth Focus, Inc.	Youth Focus, Inc	2
1702061	4,935.00	0.00	4,935.00	2/18/2017	2/20/2017	Bay Area Chess	Bay Area Chess	2
1611043	4,740.00	432.00	5,172.00	11/12/2016	11/14/2016	Hyatt Hotel/Japan Council	Hyatt Regency of Santa Clara	2
1701013	4,740.00	432.00	5,172.00	1/27/2017	1/29/2017	Hyatt Hotel/LA Dance	Hyatt Regency of Santa Clara	2
1610076	4,740.00	690.00	5,430.00	10/21/2016	10/23/2016	Hyatt Hotel/Celebrity Dance	Hyatt Regency of Santa Clara	2
1611050	4,740.00	690.00	5,430.00	11/4/2016	11/6/2016	Hyatt Hotel/ROCA	Hyatt Regency of Santa Clara	2
1611034	4,740.00	690.00	5,430.00	11/25/2016	11/27/2016	Hyatt Hotel/Assemblies of God	Hyatt Regency of Santa Clara	2
1702059	4,740.00	690.00	5,430.00	2/14/2017	2/16/2017	Hyatt Hotel/Pure Storage	Hyatt Regency of Santa Clara	2
1703050	4,740.00	690.00	5,430.00	3/10/2017	3/12/2017	Hyatt Hotel/Velocity Dance	Hyatt Regency of Santa Clara	2
1703044	4,740.00	690.00	5,430.00	3/24/2017	3/26/2017	Hyatt Hotel/Radix	Hyatt Regency of Santa Clara	2
1703034	4,740.00	690.00	5,430.00	3/31/2017	4/2/2017	Hyatt Hotel/ Mosters of Hip Hop	Hyatt Regency of Santa Clara	2
1704012	4,740.00	690.00	5,430.00	4/7/2017	4/9/2017	Hyatt Hotel/Hollywood Vibe	Hyatt Regency of Santa Clara	2
1706082	5,565.00	0.00	5,565.00	6/9/2017	6/11/2017	BM Soft Systems	BMSOFT Systems Inc.	2
1610083	4,740.00	960.00	5,700.00	10/28/2016	10/30/2016	Hyatt Hotel/Monsters of Filmland	Hyatt Regency of Santa Clara	2
1701030	4,740.00	960.00	5,700.00	1/20/2017	1/22/2017	Hyatt Hotel/Hollywood Connection	Hyatt Regency of Santa Clara	2
1702016	4,740.00	960.00	5,700.00	2/10/2017	2/12/2017	Hyatt Hotel/NUVO	Hyatt Regency of Santa Clara	2
1703072	4,740.00	960.00	5,700.00	3/3/2017	3/5/2017	Hyatt Hotel/NY Dance	Hyatt Regency of Santa Clara	2
1611073	8,000.00	(2,294.12)	5,705.88	11/4/2016	11/6/2016	GT Sports & Marketing	GT Sports Marketing	2
1703057	5,910.00	0.00	5,910.00	3/3/2017	3/5/2017	Dance Masters	Jensen School of Performing Arts	2
1703082	9,060.00	(1,965.00)	7,095.00	3/27/2017	3/29/2017	BM Soft System	BMSOFT Systems Inc.	2
1607065	7,420.00	0.00	7,420.00	9/3/2016	9/5/2016	Bay Area Chess	Bay Area Chess	2
1612052	8,000.00	0.00	8,000.00	12/16/2016	12/18/2016	SEG Eventos, Inc.	SEG Eventos, Inc.	2
1701038	8,000.00	0.00	8,000.00	1/6/2017	1/8/2017	SEG Eventos, Inc.	SEG Eventos, Inc.	2
1703071	8,000.00	0.00	8,000.00	3/10/2017	3/12/2017	GT Sports & Marketing	GT Sports Marketing	2
1703049	8,000.00	0.00	8,000.00	3/31/2017	4/2/2017	Santa Clara Valey Quilt Association	Santa Clara Valley Quilt Association	2
1704024	16,530.00	(8,265.00)	8,265.00	4/6/2017	4/8/2017	Presentation High School	Presentation High School	2
						Informa Telecoms & Media Ltd/ Container		
1702066	24,000.00	(14,520.00)	9,480.00	2/21/2017	2/23/2017	World 2017	Informa Telecoms and Media (US)	2
1608070	10,260.00	0.00	10,260.00	8/30/2016	9/1/2016	BM Soft Systems	BMSOFT Systems Inc.	2
1704070	10,350.00	0.00	10,350.00	4/14/2017	4/16/2017	SEG Eventos, Inc.	SEG Eventos, Inc.	2
1704071	24,340.00	(12,000.00)	12,340.00	4/25/2017	4/27/2017	Extension Media	Extension Media	2
1702001	18,600.00	(4,000.00)	14,600.00	2/16/2017	2/18/2017	California Association of Teachers of English	California Association of Teachers of English	2
1703003	24,000.00	(9,200.00)	14,800.00	3/3/2017	3/5/2017	California Association of DECA, Inc.	California Association of DECA, Inc.	2
1701026	24,510.00	(8,000.00)	16,510.00	1/18/2017	1/20/2017	Groupware Technology	Groupware Technology	2
1611032	29,230.00	(10,615.00)	18,615.00	11/4/2016	11/6/2016	Open Data 2016	Open DataScience,LLC	2

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	Days
1703052	24,130.00	(4,800.00)	19,330.00	3/10/2017	3/12/2017	Bay Area Chess	Bay Area Chess	2
1705043	19,640.00	0.00	19,640.00	5/19/2017	5/21/2017	Spotlight Events, Inc.	Spotlight Events, Inc.	2
1703158	20,000.00	0.00	20,000.00	3/24/2017	3/26/2017	Break The Floor/Radix	Radix Dance Convention	2
1704040	45,355.00	(24,000.00)	21,355.00	4/10/2017	4/12/2017	Cadence CDN Live 2017	Cadence Design Systems, Inc.	2
1706047	24,620.00	0.00	24,620.00	6/16/2017	6/18/2017	Sea Monster Media, LLC.	Sea Monster Media, LLC.	2
1611053	38,130.00	(12,000.00)	26,130.00	11/7/2016	11/9/2016	Couchbase	Couchbase	2
1610054	32,480.00	(4,000.00)	28,480.00	9/29/2016	10/1/2016	99 People/UCTIA	UCTIA/99 People, Inc.	2
1609054	31,180.00	(880.00)	30,300.00	10/3/2016	10/5/2016	Evolve Digital Publishing	Evolve Digital Publishing	2
1607016	59,940.00	(8,140.00)	51,800.00	7/28/2016	7/30/2016	BACC Annual Conference	Bay Area Christian Church	2
1609150	0.00	0.00	0.00	9/9/2016	9/10/2016	SC Chamber of Commerce & CVB	Santa Clara Chamber of Commerce	1
1612004	0.00	0.00	0.00	12/7/2016	12/8/2016	GSA	GSA	1
1611110	2,200.00	(2,200.00)	0.00	11/14/2016	11/15/2016	Microsemi Storage Solutions, Inc.	Microsemi Storage Solutions, Inc.	1
1705103	3,160.00	(3,160.00)	0.00	5/12/2017	5/13/2017	Hyatt Hotel Employee Party	Hyatt Regency of Santa Clara	1
1609061	4,700.00	(4,700.00)	0.00	9/8/2016	9/9/2016	SC County Office of the District Attorney	Santa Clara County Behavioral Health Dept.	1
1610043	8,910.00	(8,910.00)	0.00	10/14/2016	10/15/2016	Castilleja School	Castilleja School	1
1612087	340.00	0.00	340.00	12/17/2016	12/18/2016	NamaskaramYoga.com	NamaskaramYoga.com	1
1702098	340.00	0.00	340.00	2/11/2017	2/12/2017	Bould & Forgey, LLC	Bould & Forgey, LLC	1
1611074	910.00	(455.00)	455.00	11/14/2016	11/15/2016	Optomec	Optomec	1
1704152	530.00	0.00	530.00	4/15/2017	4/16/2017	NamaskaramYoga.com	NamaskaramYoga.com	1
1706118	530.00	0.00	530.00	6/24/2017	6/25/2017	NamaskaramYoga.com	NamaskaramYoga.com	1
1610143	2,055.00	(1,280.00)	775.00	10/1/2016	10/2/2016	Gerard and Associates	Gerard and Associates	1
1607055	780.00	0.00	780.00	7/9/2016	7/10/2016	SHOP.com	SHOP.com	1
1610124	780.00	0.00	780.00	10/29/2016	10/30/2016	NamaskaramYoga.com	NamaskaramYoga.com	1
1705124	910.00	0.00	910.00	5/31/2017	6/1/2017	Intel Corporation	Intel Corporation	1
1609062	2,040.00	(1,020.00)	1,020.00	9/16/2016	9/17/2016	VN Help	VN Help	1
1701077	4,265.00	(3,090.00)	1,175.00	1/10/2017	1/11/2017	Netgear	Netgear	1
1611101	2,395.00	(1,110.00)	1,285.00	11/9/2016	11/10/2016	University of the Pacific's McGeorge School of Law	Focused Decisions	1
1608120	1,365.00	0.00	1,365.00	8/27/2016	8/28/2016	SHOP.com	SHOP.com	1
1702079	1,510.00	0.00	1,510.00	2/9/2017	2/10/2017	CrowdFund Beat Media LLC	CrowdFund Beat Media, LLC	1
1702062	2,040.00	(510.00)	1,530.00	3/11/2017	3/12/2017	Miss Vietnam USA	Miss & Mrs Vietnam USA	1
1703063	2,040.00	(510.00)	1,530.00	4/21/2017	4/22/2017	Center of Persian Language Preservation	Center of Persian Language Preservation	1
1607087	1,560.00	0.00	1,560.00	7/21/2016	7/22/2016	BE GLAD LLC	BE GLAD LLC	1
1612092	1,560.00	0.00	1,560.00	12/9/2016	12/10/2016	RESPONSE	RESPONSE	1
1701095	1,820.00	0.00	1,820.00	1/28/2017	1/29/2017	Bay Area Chess	Bay Area Chess	1
1609112	1,580.00	320.00	1,900.00	9/7/2016	9/8/2016	Hyatt Hotel	Hyatt Regency of Santa Clara	1
1609142	2,740.00	(685.00)	2,055.00	9/21/2016	9/22/2016	Satellite Healthcare	Satellite Healthcare	1
1611036	6,100.00	(4,000.00)	2,100.00	11/14/2016	11/15/2016	U.S. - Japan Council	U.S.-Japan Council	1
1608067	2,350.00	0.00	2,350.00	8/13/2016	8/14/2016	SEG Eventos, Inc	SEG Eventos, Inc.	1
1704129	2,640.00	0.00	2,640.00	4/24/2017	4/25/2017	Intel Security	Intel Security	1
1706026	2,640.00	0.00	2,640.00	6/23/2017	6/24/2017	Liberty Dance	Liberty Dance Company	1

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Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	Days
1606059	3,520.00	(880.00)	2,640.00	7/8/2016	7/9/2016	Liberty Dance Company	Liberty Dance Company	1
1610087	6,820.00	(4,180.00)	2,640.00	10/10/2016	10/11/2016	Fujitsu Laboratories of America, Inc.	Fujitsu Laboratories of America, Inc.	1
1611071	2,740.00	0.00	2,740.00	11/12/2016	11/13/2016	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1703089	2,740.00	0.00	2,740.00	3/18/2017	3/19/2017	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1705062	2,740.00	0.00	2,740.00	5/13/2017	5/14/2017	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1706063	2,740.00	0.00	2,740.00	6/3/2017	6/4/2017	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1704131	14,660.00	(11,920.00)	2,740.00	4/27/2017	4/28/2017	LinkedIn	LinkedIn Corporation	1
1611031	7,955.00	(4,880.00)	3,075.00	11/1/2016	11/2/2016	Intel	Intel Corporation	1
						Aiqiqingke Beijing Information Technology	Aiqiqingke Beijing Information Technology	
1610116	4,375.00	(980.00)	3,395.00	10/28/2016	10/29/2016	Co., Ltd	Co.	1
1706099	3,340.00	90.00	3,430.00	6/9/2017	6/10/2017	SVC Venture Club	SVC Venture Club	1
1701012	3,160.00	288.00	3,448.00	1/14/2017	1/15/2017	Hyatt Hotel/CKA	Hyatt Regency of Santa Clara	1
1704106	9,800.00	(6,280.00)	3,520.00	4/19/2017	4/20/2017	Maddox Events	Maddox Events	1
1609083	3,160.00	460.00	3,620.00	9/12/2016	9/13/2016	Hyatt Hotel/Frost & Sullivan	Hyatt Regency of Santa Clara	1
1611076	3,160.00	640.00	3,800.00	12/1/2016	12/2/2016	Hyatt Hotel	Hyatt Regency of Santa Clara	1
1610114	3,920.00	0.00	3,920.00	10/8/2016	10/9/2016	India Property Online Pvt. Ltd.	India Property Online Pvt Ltd	1
1704084	3,920.00	0.00	3,920.00	4/22/2017	4/23/2017	India Property Online	India Property Online Pvt Ltd	1
1610055	6,660.00	(2,740.00)	3,920.00	10/3/2016	10/4/2016	PMI Silicon Valley	PMI Silicon Valley	1
1701074	12,250.00	(8,000.00)	4,250.00	1/11/2017	1/12/2017	Impact Deep LLC	Impact Deep, LLC.	1
1609038	4,780.00	0.00	4,780.00	9/23/2016	9/24/2016	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1701062	13,855.00	(8,000.00)	5,855.00	1/6/2017	1/7/2017	UCAHLP	UCAHLP	1
1610111	6,000.00	0.00	6,000.00	10/3/2016	10/4/2016	Santa Clara County Association of Realtors	SCC Association of REALTORS	1
1706112	0.00	6,415.00	6,415.00	6/3/2017	6/4/2017	e2k	Shanghai Pico Exhibition Management Co.	1
1704097	9,900.00	(2,950.00)	6,950.00	4/17/2017	4/18/2017	SMIC@ Workshop US 2017	Ltd.	1
1704048	7,370.00	0.00	7,370.00	4/28/2017	4/29/2017	Event Show Pro	Event Show Pro	1
1611089	7,730.00	0.00	7,730.00	11/10/2016	11/11/2016	Msup	Msup	1
1607072	8,000.00	0.00	8,000.00	7/3/2016	7/4/2016	Art of Living	Art of Living	1
1611026	8,000.00	0.00	8,000.00	11/19/2016	11/20/2016	Event California	Event California	1
1703040	16,000.00	(8,000.00)	8,000.00	3/1/2017	3/2/2017	Shutterfly	Shutterfly	1
1706084	16,000.00	(8,000.00)	8,000.00	6/16/2017	6/17/2017	IIT Alumni Bay Area	IIT Alumni Bay Area (Pan IIT SF Bay)	1
1607050	8,620.00	0.00	8,620.00	7/23/2016	7/24/2016	The Yoga Expo	The Yoga Expo	1
1702051	18,910.00	(9,960.00)	8,950.00	2/27/2017	2/28/2017	IDC	IDC	1
1608068	17,020.00	(8,000.00)	9,020.00	10/20/2016	10/21/2016	InvenSense Developers Meeting 2016	InvenSense, Inc.	1
1609065	18,120.00	(8,880.00)	9,240.00	9/7/2016	9/8/2016	Cisco Systems	Cisco Systems, Global Procurement Services	1
1702054	9,920.00	0.00	9,920.00	2/17/2017	2/18/2017	World Fitness Enterprises USA	Muscle Sport Production, Inc.	1
1610042	13,960.00	(4,000.00)	9,960.00	10/19/2016	10/20/2016	YWCA of Silicon Valley	YWCA Silicon Valley	1
1610110	19,160.00	(8,000.00)	11,160.00	10/3/2016	10/4/2016	STMicroelectronics	STMicroelectronics Inc	1
1610041	19,160.00	(8,000.00)	11,160.00	10/10/2016	10/11/2016	Cadence/ MemCon	Cadence Design Systems, Inc.	1
1703102	12,000.00	0.00	12,000.00	4/28/2017	4/29/2017	Sneakercon	SneakerCon	1

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Rental								# of
Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contract Person	Days
1608074	16,000.00	(4,000.00)	12,000.00	8/16/2016	8/17/2016	Shanghai Huazhi Gaishan Ent Mngmt Cons. Co. Ltd.	Shanghai Huazhi Gaishan Ent. Mngmt Cons. Co. Ltd.	1
1704045	20,350.00	(6,000.00)	14,350.00	4/17/2017	4/18/2017	CAA/N CA Rental Housing Conference & Expo	California Apartment Association	1
1607017	14,940.00	0.00	14,940.00	7/1/2016	7/2/2016	World Fitness Enterprise/Muscle Sports	Muscle Sport Production, Inc.	1
1706040	20,950.00	(5,600.00)	15,350.00	6/2/2017	6/3/2017	CFA Institute	CFA Institute	1
1609074	15,920.00	0.00	15,920.00	9/16/2016	9/17/2016	Pitco Foods	Pitco Foods	1
1608069	16,000.00	0.00	16,000.00	8/24/2016	8/25/2016	Cardinal Pitch Club	Cardinal Pitch Club	1
1609030	30,240.00	(13,220.00)	17,020.00	9/29/2016	9/30/2016	Santa Clara University	Santa Clara University, School of Law	1
1706066	19,785.00	(2,685.00)	17,100.00	6/9/2017	6/10/2017	ECHO	Educational Community for Homeowners	1
1612026	19,945.00	(2,000.00)	17,945.00	12/10/2016	12/11/2016	Bay Area Christian Church	Bay Area Christian Church	1
1703056	18,000.00	0.00	18,000.00	3/17/2017	3/18/2017	Evolution Sports Expo, LLC.	Evolution Sports Expo, LLC.	1
1704027	20,100.00	(2,100.00)	18,000.00	4/8/2017	4/9/2017	Nat'l Performance Warehouse	National Performance Warehouse	1
1609060	22,000.00	(4,000.00)	18,000.00	9/2/2016	9/3/2016	Pinnacle Leadership Development	Pinnacle Leadership Development	1
1703042	24,285.00	(4,000.00)	20,285.00	3/24/2017	3/25/2017	Taking Control of Your Diabetes	Taking Control of your Diabetes	1

Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Conact Person	# of Days
1709017	38,445.00	(10,520.00)	27,925.00	9/8/2017	9/17/2017	UP Media/PCB WEST	UP Media Group, Inc.	9
1711002	70,405.00	(25,920.00)	44,485.00	11/10/2017	11/17/2017	Printed Electronics/IDTech	IDTechEx, Inc.	7
1710001	89,605.00	(24,725.00)	64,880.00	10/9/2017	10/16/2017	Pac.Int'l Quilt Festival	Pacific International Quilt Festival	7
1707012	152,080.00	(30,080.00)	122,000.00	7/3/2017	7/10/2017	North American Bengali Conference	Bay Area Prabasi Inc.	7
1708005	11,060.00	(11,060.00)	0.00	8/29/2017	9/4/2017			6
1707067	1,190.00	0.00	1,190.00	7/17/2017	7/23/2017	NamaskaramYoga.com	NamaskaramYoga.com	6
1707048	7,140.00	(2,040.00)	5,100.00	7/17/2017	7/23/2017	Nor Cal Academy Performing Arts Conference Concepts Flash Memory	Nor Cal Academy of Performing Arts	6
1708013	189,750.00	(124,565.00)	65,185.00	8/5/2017	8/11/2017	Summit	Conference Concepts, Inc.	6
1801056	1,590.00	0.00	1,590.00	1/2/2018	1/7/2018	NamaskaramYoga.com	NamaskaramYoga.com	5
1711124	11,300.00	(7,050.00)	4,250.00	11/8/2017	11/13/2017	Swiss Business Hub USA	Swiss Business Hub USA	5
1710074	6,120.00	(510.00)	5,610.00	10/2/2017	10/7/2017	Nor Cal Academy of Performing Arts	Nor Cal Academy of Performing Arts	5
1802021	93,370.00	(84,570.00)	8,800.00	2/3/2018	2/8/2018	Pure Storage	Opus Solution	5
1801002	24,000.00	0.00	24,000.00	1/17/2018	1/22/2018	Home Show	World Class Shows	5
1710022	51,930.00	(26,000.00)	25,930.00	10/15/2017	10/20/2017	Electronic Industry Citizenship Coalition	Electronic Industry Citizenship Coalition	5
1801021	124,430.00	(70,480.00)	53,950.00	1/6/2018	1/11/2018	ProofPoint	Proofpoint	5
1802009	87,880.00	(32,840.00)	55,040.00	2/20/2018	2/25/2018	XRX/Stitches	XRX Inc.	5
1710018	119,010.00	(56,630.00)	62,380.00	10/22/2017	10/27/2017	ARM TechCon	UBM LLC	5
1801003	127,500.00	(43,080.00)	84,420.00	1/28/2018	2/2/2018	UBM/DesignCon	United Business Media, LLC	5
1708052	142,430.00	(36,500.00)	105,930.00	8/23/2017	8/28/2017	Crunchyroll	Leftfield Media	5
1709013	88,400.00	(88,400.00)	0.00	9/30/2017	10/4/2017			4
1709138	850.00	(850.00)	0.00	9/25/2017	9/29/2017			4
1711128	7,900.00	2,050.00	9,950.00	11/22/2017	11/26/2017	Hyatt Hotel Portsmouth Square Coin & Bourse	Hyatt Regency of Santa Clara Portsmouth Square Coin & Bourse	4
1804026	12,530.00	0.00	12,530.00	4/18/2018	4/22/2018	Company	Company, LLC	4
1704100	29,340.00	(10,000.00)	19,340.00	11/6/2017	11/10/2017	Facebook TIP Summit	Facebook	4
1803001	94,440.00	(73,660.00)	20,780.00	3/19/2018	3/23/2018	Synopsys	Synopsys, Inc.	4
1804009	42,245.00	(15,000.00)	27,245.00	4/22/2018	4/26/2018	Percona Live MySQL Conf. & Expo	Percona LLC	4
1709008	78,560.00	(43,565.00)	34,995.00	9/17/2017	9/21/2017	GreenBiz Verge Conf	GreenBiz Group, Inc.	4
1712005	63,400.00	(20,000.00)	43,400.00	12/3/2017	12/7/2017	Yahoo! Tech Pulse	Oath	4
1801005	49,965.00	0.00	49,965.00	1/12/2018	1/16/2018	No Ca Volleyball	No. CA Volleyball Assn.	4
1802005	49,965.00	0.00	49,965.00	2/8/2018	2/12/2018	No Ca Volleyball	No. CA Volleyball Assn.	4
1709079	3,630.00	0.00	3,630.00	9/1/2017	9/4/2017	NamaskaramYoga.com	NamaskaramYoga.com	3
1707020	6,320.00	(880.00)	5,440.00	7/11/2017	7/14/2017	Hyatt Hotel/Usinex	Hyatt Regency of Santa Clara	3
1707031	6,320.00	(640.00)	5,680.00	7/28/2017	7/31/2017	Hyatt Hotel/CA Extreme	Hyatt Regency of Santa Clara	3
1707029	6,000.00	1,500.00	7,500.00	7/28/2017	7/31/2017	California Extreme	California Extreme	3
1801039	6,320.00	1,280.00	7,600.00	1/15/2018	1/18/2018	Hyatt Hotel/Usenix	Hyatt Regency of Santa Clara	3
1802020	6,320.00	1,280.00	7,600.00	2/5/2018	2/8/2018	Hyatt Hotel/Pure Storage	Hyatt Regency of Santa Clara	3
1803018	6,320.00	1,280.00	7,600.00	3/26/2018	3/29/2018	Hyatt Hotel/Usenix	Hyatt Regency of Santa Clara	3
1802050	6,320.00	1,640.00	7,960.00	2/12/2018	2/15/2018	Hyatt Hotel/HPN	Hyatt Regency of Santa Clara Portsmouth Square Coin & Bourse	3
1709024	12,000.00	0.00	12,000.00	9/14/2017	9/17/2017	Portsmouth	Company, LLC	3

Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contact Person	# of Days
1804064	12,000.00	0.00	12,000.00	4/19/2018	4/22/2018	GEK International	GEK International, Inc.	3
1710053	21,760.00	(9,000.00)	12,760.00	10/16/2017	10/19/2017	Ivy & Associates	Ivy Associates	3
1710006	17,760.00	(4,000.00)	13,760.00	10/19/2017	10/22/2017	CATESOL	CATESOL	3
1801029	41,160.00	(24,000.00)	17,160.00	1/23/2018	1/26/2018	CA ASSn of Community Managers	CA Assn of Community Managers	3
1709034	19,920.00	0.00	19,920.00	9/18/2017	9/21/2017	NCFE	Cygnus Publishing, LLC	3
1708045	22,020.00	0.00	22,020.00	8/3/2017	8/6/2017	Bricks by the Bay	Bricks by the Bay	3
1707002	27,920.00	0.00	27,920.00	7/24/2017	7/27/2017	State Bar of California 2017	The State Bar of California	3
1803020	32,000.00	(4,000.00)	28,000.00	3/15/2018	3/18/2018	Break The Floor Productions	Break the Floor Productions	3
1803045	32,000.00	0.00	32,000.00	3/30/2018	4/2/2018	SneakerCon	SneakerCon	3
1802013	33,820.00	0.00	33,820.00	2/15/2018	2/18/2018	Travel Show	Unicomm, LLC	3
							California Association for Behavior	
1803003	47,860.00	(12,527.00)	35,333.00	3/8/2018	3/11/2018	California Association for Behavior Analysis	Analysis (CaA	3
1709014	51,010.00	(12,210.00)	38,800.00	9/25/2017	9/28/2017	EH Publishing/Robo Business	EH Publishing	3
1710025	49,160.00	(9,025.00)	40,135.00	10/30/2017	11/2/2017	Sys-Con	Sys-Con Media	3
							Superstars of Sports Inc. dba Channel	
1801041	56,330.00	(15,400.00)	40,930.00	1/4/2018	1/7/2018	Superstar of Sports, Inc.	Fireball	3
1711024	52,690.00	(880.00)	51,810.00	11/27/2017	11/30/2017	Encore Media Group	Encore Media Group, Ltd.	3
1802043	795.00	0.00	795.00	2/16/2018	2/18/2018	Full Circle School	Full Circle School	2
1712001	6,075.00	(4,275.00)	1,800.00	12/8/2017	12/10/2017	Santa Clara Ballet	Santa Clara Ballet Company	2
1803042	28,740.00	(26,775.00)	1,965.00	3/5/2018	3/7/2018	Intel Supplier Recognition Event 2018	Intel Corporation	2
1708103	3,950.00	(1,580.00)	2,370.00	8/21/2017	8/23/2017	Wells Fargo Bank, N.A.	Wells Fargo	2
1707025	4,050.00	(265.00)	3,785.00	7/12/2017	7/14/2017	Youth Focus, Inc.	Youth Focus, Inc	2
1712006	25,580.00	(21,580.00)	4,000.00	11/30/2017	12/2/2017	Valle Monte League, Inc.	Valle Monte League, Inc.	2
1710114	4,110.00	0.00	4,110.00	11/17/2017	11/19/2017	PIE (Property Investment Expo)	UYT Imports & Events	2
1707037	4,740.00	(480.00)	4,260.00	7/7/2017	7/9/2017	Hyatt Hotel/Bengali	Hyatt Regency of Santa Clara	2
1707044	4,740.00	(480.00)	4,260.00	7/21/2017	7/23/2017	Hyatt Hotel/Varsity Spirit	Hyatt Regency Santa Clara	2
1708036	4,740.00	(480.00)	4,260.00	8/11/2017	8/13/2017	Hyatt Hotel/Apostolic	Hyatt Regency of Santa Clara	2
1708031	4,740.00	(480.00)	4,260.00	8/25/2017	8/27/2017	Hyatt Hotel/Magfest	Hyatt Regency of Santa Clara	2
1711028	5,280.00	(880.00)	4,400.00	11/10/2017	11/12/2017	Sterling Dance Theater	Sterling Dance Theatre	2
1801049	7,190.00	(2,340.00)	4,850.00	1/17/2018	1/19/2018	BM Soft Systems, Inc.	BMSOFT Systems Inc.	2
1801011	4,740.00	432.00	5,172.00	1/26/2018	1/28/2018	Hyatt Hotel	Hyatt Regency of Santa Clara	2
1710033	4,740.00	960.00	5,700.00	10/6/2017	10/8/2017	Hyatt hotel/Digital Manga	Hyatt Regency of Santa Clara	2
1803004	4,740.00	960.00	5,700.00	3/23/2018	3/25/2018	Hyatt Hotel/Monsters Hip Hop	Hyatt Regency of Santa Clara	2
1802029	5,910.00	0.00	5,910.00	2/16/2018	2/18/2018	Dance Masters	Dance Masters	2
1712027	4,740.00	1,230.00	5,970.00	12/26/2017	12/28/2017	Hyatt Hotel/KCCC	Hyatt Regency of Santa Clara	2
1801013	4,740.00	1,230.00	5,970.00	1/19/2018	1/21/2018	Hyatt Hotel/Hollywood Connection	Hyatt Regency of Santa Clara	2
1802008	4,740.00	1,230.00	5,970.00	2/9/2018	2/11/2018	Hyatt/Break the Floor/NUVO	Hyatt Regency of Santa Clara	2
1803060	4,740.00	1,230.00	5,970.00	3/2/2018	3/4/2018	Hyatt Hotel/NY Dance	Hyatt Regency of Santa Clara	2
1803016	4,740.00	1,230.00	5,970.00	3/16/2018	3/18/2018	Hyatt Hotel/Break the Floor/Radx	Hyatt Regency of Santa Clara	2
1804017	4,740.00	1,230.00	5,970.00	4/6/2018	4/8/2018	Hyatt Hotel/Conference Direct	Hyatt Regency of Santa Clara	2
1804082	4,740.00	1,230.00	5,970.00	4/13/2018	4/15/2018	Hyatt Hotel/Jump	Hyatt Regency of Santa Clara	2
1711072	6,110.00	0.00	6,110.00	11/24/2017	11/26/2017	Bay Area Chess	Bay Area Chess	2
1708066	9,070.00	(1,960.00)	7,110.00	8/29/2017	8/31/2017	BMSOFT Systems, Inc.	BMSOFT Systems Inc.	2

Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contact Person	# of Days
1804067	9,320.00	(1,560.00)	7,760.00	4/2/2018	4/4/2018	BM Soft Systems, Inc.	BMSOFT Systems Inc.	2
1803028	16,780.00	(8,000.00)	8,780.00	4/20/2018	4/22/2018	Presentation High School	Presentation High School	2
1802073	9,000.00	0.00	9,000.00	2/9/2018	2/11/2018	Break the Floor/NUVO	Break the Floor Productions	2
1711019	20,560.00	(11,300.00)	9,260.00	11/17/2017	11/19/2017	63rd Annual Bellarmine Fashion Show	Bellarmino College Preparatory	2
1710043	9,370.00	0.00	9,370.00	10/19/2017	10/21/2017	GEK International, Inc.	GEK International, Inc.	2
1802024	24,000.00	(14,520.00)	9,480.00	2/26/2018	2/28/2018	Container World 2018	Knect 365 US Inc.	2
1706078	11,710.00	(2,000.00)	9,710.00	6/30/2017	7/2/2017	Trinity Motivation	Trinity Motivation	2
1803112	14,650.00	(4,865.00)	9,785.00	3/16/2018	3/18/2018	Trinity Motivation	Trinity Motivation	2
1802047	10,765.00	0.00	10,765.00	2/17/2018	2/19/2018	Bay Area Chess	Bay Area Chess	2
1709054	11,400.00	0.00	11,400.00	9/2/2017	9/4/2017	Bay Area Chess Stanford (Adolescent Mental Wellness Conference)	Bay Area Chess Lucile Packard Children's Hospital	2
1804024	20,180.00	(8,000.00)	12,180.00	4/26/2018	4/28/2018	Conference)	Lucile Packard Children's Hospital	2
1711096	20,400.00	(8,000.00)	12,400.00	11/3/2017	11/5/2017	Impact Deep LLC	AI Frontiers Conference	2
1711116	21,030.00	(5,620.00)	15,410.00	11/5/2017	11/7/2017	Applied Materials San Francisco Ski and Snowboard Festival	Applied Materials San Francisco Ski and Snowboard Festival	2
1710066	16,000.00	0.00	16,000.00	10/27/2017	10/29/2017	LLC	LLC	2
1711004	22,060.00	(4,200.00)	17,860.00	11/1/2017	11/3/2017	Localization World	Localization World	2
1708038	27,675.00	(9,600.00)	18,075.00	9/6/2017	9/8/2017	Santa Clara University Shanghai Huazhi Gaishan Ent Mngmt Cons.	Santa Clara University, School of Law Shanghai Huazhi Gaishan Ent. Mngmt	2
1707038	24,000.00	(4,000.00)	20,000.00	7/18/2017	7/20/2017	Co. Ltd.	Cons. Co. Ltd.	2
1804014	45,355.00	(24,000.00)	21,355.00	4/9/2018	4/11/2018	Cadence/CDN LIVE 2018	Cadence	2
1711006	29,260.00	(7,290.00)	21,970.00	11/2/2017	11/4/2017	Faith Formation	Diocese of San Jose	2
1804028	26,910.00	(4,800.00)	22,110.00	4/6/2018	4/8/2018	Bay Area Chess	Bay Area Chess	2
1804015	24,000.00	0.00	24,000.00	4/13/2018	4/15/2018	JUMP	Break the Floor Productions	2
1707035	28,800.00	0.00	28,800.00	7/27/2017	7/29/2017	Scrapbook Expo	Scrapbook Expo	2
1708019	58,460.00	(6,660.00)	51,800.00	8/17/2017	8/19/2017	Bay Area Christian Church	Bay Area Christian Church	2
1711063	630.00	(630.00)	0.00	11/13/2017	11/14/2017			1
1712003	0.00	0.00	0.00	12/6/2017	12/7/2017			1
1710117	530.00	0.00	530.00	10/7/2017	10/8/2017	NamaskaramYoga.com	NamaskaramYoga.com	1
1712078	530.00	0.00	530.00	12/16/2017	12/17/2017	NamaskaramYoga.com	NamaskaramYoga.com	1
1801076	530.00	0.00	530.00	1/27/2018	1/28/2018	NamaskaramYoga.com	NamaskaramYoga.com	1
1802071	530.00	0.00	530.00	2/10/2018	2/11/2018	NamaskaramYoga.com	NamaskaramYoga.com	1
1803074	530.00	0.00	530.00	3/9/2018	3/10/2018	Autism Spectrum Therapies	Autism Spectrum Therapies	1
1709059	1,100.00	(550.00)	550.00	9/15/2017	9/16/2017	Kagin's Auctions	Kagin's Auctions	1
1802046	1,170.00	0.00	1,170.00	2/10/2018	2/11/2018	GEK International, Inc.	GEK International, Inc.	1
1711069	1,365.00	0.00	1,365.00	10/7/2017	10/8/2017	International Belly Dance Convention	International Belly Dance Convention	1
1711073	2,040.00	(510.00)	1,530.00	11/17/2017	11/18/2017	Tan Long Meditation Center	Tan Long Meditation Center	1
1801067	2,040.00	(510.00)	1,530.00	1/5/2018	1/6/2018	Bich Lien Skincare	Tan Long Meditation Center	1
1803041	2,040.00	(510.00)	1,530.00	3/10/2018	3/11/2018	Miss Vietnam USA	Miss & Mrs Vietnam USA	1
1803056	2,040.00	(510.00)	1,530.00	3/31/2018	4/1/2018	Miss Vietnam USA	Miss & Mrs Vietnam USA	1
1711105	1,560.00	0.00	1,560.00	11/11/2017	11/12/2017	NamaskaramYoga.com	NamaskaramYoga.com	1

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contact Person	# of Days
1804063	5,630.00	(3,920.00)	1,710.00	4/27/2018	4/28/2018	Young Americans for Liberty Summitt 2018	Young Americans for Liberty	1
1709126	1,820.00	0.00	1,820.00	9/30/2017	10/1/2017	SHOP.com	SHOP.com	1
1801059	1,880.00	0.00	1,880.00	1/27/2018	1/28/2018	Bay Area Chess	Bay Area Chess	1
							National Association of Insurance	
1710094	11,880.00	(9,880.00)	2,000.00	10/10/2017	10/11/2017	NAIC	Commissioners	1
1711092	2,200.00	0.00	2,200.00	11/11/2017	11/12/2017	Bay Area Chess	Bay Area Chess	1
1803077	2,220.00	0.00	2,220.00	3/24/2018	3/25/2018	Bay Area Chess	Bay Area Chess	1
1712034	3,390.00	(1,040.00)	2,350.00	12/9/2017	12/10/2017	GEK International, Inc.	GEK International, Inc.	1
1803070	2,350.00	0.00	2,350.00	3/24/2018	3/25/2018	GEK International, Inc.	GEK International, Inc.	1
1805030	2,380.00	0.00	2,380.00	4/27/2018	4/28/2018	Dance Masters	Dance Masters	1
							2nd Beijing International Investment & Financing I	
1801058	4,915.00	(2,350.00)	2,565.00	1/12/2018	1/13/2018	Financing I	Silicon Valley Value Investment Center, Inc.	1
1801069	3,690.00	(1,050.00)	2,640.00	1/18/2018	1/19/2018	Ant Technology Exploration Conference	PingWest	1
1706034	3,520.00	(880.00)	2,640.00	6/30/2017	7/1/2017	Jensen School of Performing Arts	Jensen School of Performing Arts	1
1710088	3,520.00	(880.00)	2,640.00	10/20/2017	10/21/2017	StudiOne Best Productions, Inc.	Studio One Best Productions Inc.	1
1804053	3,520.00	(880.00)	2,640.00	4/19/2018	4/20/2018	North Valley Baptist School	North Valley Baptist School	1
1712054	2,640.00	0.00	2,640.00	12/15/2017	12/16/2017	The Joy of Dancing	The Joy of Dancing	1
1708041	2,740.00	0.00	2,740.00	8/12/2017	8/13/2017	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1709040	2,740.00	0.00	2,740.00	9/9/2017	9/10/2017	SEG Eventos, Inc.	SEG Eventos, Inc.	1
1711077	2,740.00	0.00	2,740.00	11/11/2017	11/12/2017	GEK International, Inc.	GEK International, Inc.	1
1801078	2,940.00	0.00	2,940.00	1/19/2018	1/20/2018	Signature Equipovision	Signature Equipovision	1
							Hiroshima Prefectural Government of	
1710098	3,000.00	0.00	3,000.00	10/31/2017	11/1/2017	Japan	Japan	1
1709036	19,160.00	(16,000.00)	3,160.00	9/5/2017	9/6/2017	STMicroelectronics, Inc.	STMicroelectronics Inc	1
1803118	3,160.00	0.00	3,160.00	3/31/2018	4/1/2018	Risa Realty	Risa Realty	1
1709068	3,290.00	0.00	3,290.00	9/23/2017	9/24/2017	Bay Area Chess	Bay Area Chess	1
1707063	5,060.00	(1,650.00)	3,410.00	7/15/2017	7/16/2017	Association of Technology and Innovation	CTSSoft Consulting LLC.	1
1801016	3,160.00	460.00	3,620.00	1/13/2018	1/14/2018	Hyatt Hotel/CKA	Hyatt Regency of Santa Clara	1
1710081	6,660.00	(2,740.00)	3,920.00	10/2/2017	10/3/2017	PMI Silicon Valley	PMI Silicon Valley	1
1709085	3,920.00	0.00	3,920.00	9/16/2017	9/17/2017	India Property Online	India Property Online Pvt Ltd	1
							Show It Off Events LLC (India Property	
1704088	3,920.00	0.00	3,920.00	9/23/2017	9/24/2017	Show)	Show It Off Events LLC	1
1801053	3,920.00	0.00	3,920.00	1/26/2018	1/27/2018	GEK International, Inc.	GEK International, Inc.	1
1804057	3,920.00	0.00	3,920.00	4/21/2018	4/22/2018	India Property Online	India Property Online Pvt Ltd	1
1804079	12,000.00	(8,000.00)	4,000.00	4/18/2018	4/19/2018	CAA Connect Conference	California Apartment Association	1
1802069	18,130.00	(13,865.00)	4,265.00	2/12/2018	2/13/2018	Google Cloud OnBoard	AgencyEA	1
1803065	6,280.00	(1,880.00)	4,400.00	3/13/2018	3/14/2018	ISQED	ISQED	1
1709098	4,780.00	0.00	4,780.00	9/23/2017	9/24/2017	Signature Equipovision	Signature Equipovision	1
							His Highness Prince Agha Khan Shia Imami	
1707036	22,870.00	(18,000.00)	4,870.00	7/10/2017	7/11/2017	Ismaili	His Highness Prince Aga Khan Shia Imami	1

Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contact Person	# of Days
1712060	4,980.00	0.00	4,980.00	12/16/2017	12/17/2017	Signature Equipovision	Signature Equipovision	1
1710102	6,000.00	0.00	6,000.00	10/18/2017	10/19/2017	SCCAOR	SCC Association of REALTORS	1
1807013	6,000.00	0.00	6,000.00	3/16/2018	3/17/2018	Divas Day Out	Alpha Media	1
1802041	6,000.00	0.00	6,000.00	3/17/2018	3/18/2018	My Princess Expo	My Princess Magazine	1
1802042	8,000.00	(1,490.00)	6,510.00	2/28/2018	3/1/2018	Intel ZGC Capital Corp(Int'l Technology Innovation Conf)	Intel	1
1711088	7,550.00	(880.00)	6,670.00	11/15/2017	11/16/2017	Innovation Conf)	ZGC Capital Corporation	1
1708059	15,770.00	(8,880.00)	6,890.00	8/30/2017	8/31/2017	Cisco Systems	Cisco Systems, Inc.	1
1803085	7,480.00	(380.00)	7,100.00	3/30/2018	3/31/2018	Bartlett Network of Champions	Bartlett Network of Champions	1
1804087	8,760.00	(1,560.00)	7,200.00	4/12/2018	4/13/2018	CTSSoft Consulting LLC.	CTSSoft Consulting LLC.	1
1803136	16,000.00	(8,000.00)	8,000.00	3/1/2018	3/2/2018	ServiceNow Purpose Tour	ServiceNow	1
1803091	9,245.00	0.00	9,245.00	3/25/2018	3/26/2018	49ers Gold Rush Auditions	e2k	1
1706030	9,920.00	0.00	9,920.00	6/30/2017	7/1/2017	World Fitness Enterprises USA	Muscle Sport Production, Inc.	1
1710015	13,960.00	(4,000.00)	9,960.00	11/7/2017	11/8/2017	YWCA Silicon Valley	YWCA Silicon Valley	1
1803093	14,700.00	(4,000.00)	10,700.00	3/13/2018	3/14/2018	Venture Summit West 2018	YS Venture Group Inc.	1
1712032	10,800.00	0.00	10,800.00	12/2/2017	12/3/2017	Bay Area Chess	Bay Area Chess	1
1803081	25,160.00	(14,000.00)	11,160.00	4/16/2018	4/17/2018	Roku, Inc.	Roku Inc.	1
1711060	16,000.00	(4,000.00)	12,000.00	11/14/2017	11/15/2017	CORETECH	Realcomm	1
1804107	16,000.00	(4,000.00)	12,000.00	4/2/2018	4/3/2018	Silicon Valley Innovation Centre	Coinlogix LLC	1
1712065	12,000.00	0.00	12,000.00	12/11/2017	12/12/2017	Applied Materials	Applied Materials	1
1802022	20,180.00	(8,000.00)	12,180.00	2/26/2018	2/27/2018	IDC	IDC	1
1709018	21,620.00	(8,000.00)	13,620.00	9/26/2017	9/27/2017	CSU Counselor Conference	San Jose State University	1
1709038	15,540.00	(1,580.00)	13,960.00	9/15/2017	9/16/2017	Pitco Foods	Pitco Foods	1
1801031	19,320.00	(4,000.00)	15,320.00	1/13/2018	1/14/2018	UCAHLP	UCAHLP	1
1705051	20,700.00	(4,000.00)	16,700.00	8/16/2017	8/17/2017	DBC Pri-Med	DBC Pri-Med	1
1709020	29,460.00	(12,000.00)	17,460.00	9/12/2017	9/13/2017	TSMC North America	TSMC North America	1
1803029	25,960.00	(7,960.00)	18,000.00	3/24/2018	3/25/2018	NPW CARS Expo	National Performance Warehouse	1
1804060	20,580.00	(700.00)	19,880.00	4/6/2018	4/7/2018	G 50 Global Smart City Summit 2018	SV Global Smart City	1
1804030	24,000.00	0.00	24,000.00	4/13/2018	4/14/2018	Evolution Sports Expo LLC.	Evolution Sports Expo, LLC.	1
1803067	31,520.00	(4,000.00)	27,520.00	3/12/2018	3/13/2018	Splunk, Inc.	Splunk Inc. Silicon Valley Techology Innovation Club, Inc.	1
1710046	32,700.00	(2,000.00)	30,700.00	9/28/2017	9/29/2017	99 People/UCTIA	Inc.	1
1712010	12,000.00	(12,000.00)	0.00	12/2/2017	12/2/2017			0
1712049	8,910.00	(8,910.00)	0.00	12/8/2017	12/8/2017			0
1708027	8,000.00	(8,000.00)	0.00	9/3/2017	9/3/2017			0
1710072	8,000.00	(8,000.00)	0.00	10/27/2017	10/27/2017			0
1709065	8,000.00	(8,000.00)	0.00	11/7/2017	11/7/2017			0
1711066	8,000.00	(8,000.00)	0.00	11/8/2017	11/8/2017			0
1711074	8,000.00	(8,000.00)	0.00	11/11/2017	11/11/2017			0
1712025	8,000.00	(8,000.00)	0.00	12/9/2017	12/9/2017			0
1804050	8,000.00	(8,000.00)	0.00	4/26/2018	4/26/2018			0
1708063	5,900.00	(5,900.00)	0.00	8/29/2017	8/29/2017			0
1801036	5,900.00	(5,900.00)	0.00	1/20/2018	1/20/2018			0

Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contact Person	# of Days
1712088	4,000.00	(4,000.00)	0.00	12/27/2017	12/27/2017			0
1706098	2,000.00	(2,000.00)	0.00	9/23/2017	9/23/2017			0
1712041	1,960.00	(1,960.00)	0.00	12/8/2017	12/8/2017			0
1708095	1,900.00	(1,900.00)	0.00	8/2/2017	8/2/2017			0
1708096	1,500.00	(1,500.00)	0.00	8/11/2017	8/11/2017			0
1802075	910.00	(910.00)	0.00	2/12/2018	2/12/2018			0
1711127	780.00	(780.00)	0.00	11/14/2017	11/14/2017			0
1801046	780.00	(780.00)	0.00	1/20/2018	1/20/2018			0
1709134	455.00	(455.00)	0.00	9/17/2017	9/17/2017			0
1801080	455.00	(455.00)	0.00	1/24/2018	1/24/2018			0
1804147	455.00	(455.00)	0.00	4/29/2018	4/29/2018			0
1803090	390.00	(390.00)	0.00	3/2/2018	3/2/2018			0
1710135	265.00	(265.00)	0.00	10/27/2017	10/27/2017			0
1804084	0.00	0.00	0.00	4/14/2018	4/14/2018			0
1803153	170.00	0.00	170.00	3/16/2018	3/16/2018	BreakoutIQ	BreakoutIQ	0
1708062	265.00	0.00	265.00	8/15/2017	8/15/2017	Valle Monte League, Inc. Technical University of Munich, Chair for	Valle Monte League, Inc.	0
1711130	265.00	0.00	265.00	11/11/2017	11/11/2017	Informat	Technical University of Munich	0
1712061	265.00	0.00	265.00	12/3/2017	12/3/2017	NamaskaramYoga.com	NamaskaramYoga.com	0
1712077	265.00	0.00	265.00	12/9/2017	12/9/2017	NamaskaramYoga.com	NamaskaramYoga.com	0
1803126	315.00	0.00	315.00	3/15/2018	3/15/2018	JORAL Technologies	JORAL Technologies	0
1803084	1,280.00	(940.00)	340.00	3/15/2018	3/15/2018	dSpace, Inc.	dSpace	0
1709130	390.00	0.00	390.00	9/23/2017	9/23/2017	NamaskaramYoga.com	NamaskaramYoga.com	0
1712039	390.00	0.00	390.00	12/3/2017	12/3/2017	MDE Latino	MDE Latino, LP	0
1802072	390.00	0.00	390.00	2/10/2018	2/10/2018	MDE Latino	MDE Latino, LP	0
1803132	390.00	0.00	390.00	3/15/2018	3/15/2018	Apartment Owners Assn	Apartment Owners Association	0
1804132	390.00	0.00	390.00	4/6/2018	4/6/2018	Notary Learning Center, Inc. Apartment Owners Association of	Notary Learning Center, Inc.	0
1804127	390.00	0.00	390.00	4/19/2018	4/19/2018	California, Inc.	Apartment Owners Association	0
1708082	455.00	0.00	455.00	8/12/2017	8/12/2017	MDE Latino	MDE Latino, LP	0
1709091	455.00	0.00	455.00	9/9/2017	9/9/2017	MDE Latino	MDE Latino, LP	0
1710105	455.00	0.00	455.00	10/14/2017	10/14/2017	MDE Latino	MDE Latino, LP	0
1801066	455.00	0.00	455.00	1/6/2018	1/6/2018	MDE Latino	MDE Latino, LP	0
1803116	455.00	0.00	455.00	3/31/2018	3/31/2018	World Financial/Year of Dominance	World Financial Group	0
1804102	455.00	0.00	455.00	4/21/2018	4/21/2018	MDE Latino	MDE Latino, LP	0
1708083	470.00	0.00	470.00	7/11/2017	7/11/2017	Social Security 567	Social Security 567	0
1707058	470.00	0.00	470.00	7/15/2017	7/15/2017	DC Trainings	DC Trainings	0
1709073	470.00	0.00	470.00	9/16/2017	9/16/2017	DC Trainings	DC Trainings	0
1712016	470.00	0.00	470.00	11/30/2017	11/30/2017	Taxes in Retirement567	Social Security 567	0
1801062	470.00	0.00	470.00	1/13/2018	1/13/2018	DC Trainings	DC Trainings	0
1803110	470.00	0.00	470.00	3/17/2018	3/17/2018	DC Trainings	DC Trainings	0
1712050	1,370.00	(685.00)	685.00	12/31/2017	12/31/2017	FiliAm Chamber of Commerce New Year's Party	FilAm Chamber of Commerce of Silicon Valley	0

Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Conact Person	# of Days
1710057	4,780.00	(4,000.00)	780.00	10/28/2017	10/28/2017	Friends of Children w/ Special Needs	Friends of Children with Special Needs	0
1707078	780.00	0.00	780.00	7/22/2017	7/22/2017	SEG Eventos Inc.	SEG Eventos, Inc.	0
1710121	780.00	0.00	780.00	10/5/2017	10/5/2017	BreakoutIQ	BreakoutIQ	0
1711039	780.00	0.00	780.00	12/2/2017	12/2/2017	SHOP.com	SHOP.com	0
1802094	780.00	0.00	780.00	2/18/2018	2/18/2018	Option Pain LLC. Westgate Congregation of Jehovah's	Option Pain, LLC.	0
1803088	780.00	0.00	780.00	3/31/2018	3/31/2018	Witnesses Inc.,	Jehovah's Witnesses, Westgate	0
1804098	780.00	0.00	780.00	4/14/2018	4/14/2018	Penney Enterprises	Penney Enterprise	0
1712069	1,960.00	(1,176.00)	784.00	12/31/2017	12/31/2017	Your Asian Connection	Your Asian Connection, Inc.	0
1707074	2,350.00	(1,565.00)	785.00	7/15/2017	7/15/2017	Live Abundant	Live Abundant The Irvine Company Apartment	0
1712026	1,580.00	(790.00)	790.00	11/17/2017	11/17/2017	Nor Cal Regional CM/VP Awards	Communities	0
1801068	1,760.00	(880.00)	880.00	1/21/2018	1/21/2018	San Juan Dance	San Juan Dance	0
1707041	910.00	0.00	910.00	7/15/2017	7/15/2017	SHOP.com	SHOP.com	0
1711111	910.00	0.00	910.00	12/9/2017	12/9/2017	MD School	Transamerica Financial Advisors	0
1803068	910.00	0.00	910.00	3/31/2018	3/31/2018	SHOP.com	SHOP.com	0
1804090	940.00	0.00	940.00	4/14/2018	4/14/2018	World Financial Group/Transamerica	World Financial Group/Transamerica	0
1802045	1,960.00	(980.00)	980.00	2/13/2018	2/13/2018	Filice Insurance	Filice Insurance	0
1711131	980.00	0.00	980.00	11/18/2017	11/18/2017	ThinkTank Learning Physicians Medical Group of San Jose	ThinkTank Learning	0
1803138	980.00	0.00	980.00	3/13/2018	3/13/2018	General IPA	Excel MSO, LLC	0
1803137	790.00	205.00	995.00	3/13/2018	3/13/2018	Hyatt Hotel	Hyatt Regency of Santa Clara	0
1803080	790.00	205.00	995.00	3/14/2018	3/14/2018	Hyatt Hotel	Hyatt Regency of Santa Clara	0
1709060	1,020.00	0.00	1,020.00	9/10/2017	9/10/2017	South India Fine Arts	South India Fine Arts	0
1709058	1,020.00	0.00	1,020.00	9/17/2017	9/17/2017	Pallavi Foundation	Pallavi Foundation	0
1709070	1,020.00	0.00	1,020.00	9/23/2017	9/23/2017	VN Help	VN Help	0
1710078	1,020.00	0.00	1,020.00	10/1/2017	10/1/2017	South India Fine Arts	South India Fine Arts	0
1710058	1,020.00	0.00	1,020.00	10/8/2017	10/8/2017	Sankritilaya	Sankritilaya	0
1710071	1,020.00	0.00	1,020.00	10/15/2017	10/15/2017	South India Fine Art	South India Fine Arts	0
1710073	1,020.00	0.00	1,020.00	10/22/2017	10/22/2017	Sankritilaya	Sankritilaya	0
1708085	1,020.00	0.00	1,020.00	10/29/2017	10/29/2017	Viet Music Club	Viet Music Club	0
1712072	1,020.00	0.00	1,020.00	12/17/2017	12/17/2017	SJ Art & Cultural Society	Nima Entertainment Inc.	0
1801032	1,020.00	0.00	1,020.00	1/27/2018	1/27/2018	Luc Luong Si Quan Thu Duc	Luc Luong Si Quan Thu Duc Federation of Indo Americans of Northern	0
1801057	1,020.00	0.00	1,020.00	1/28/2018	1/28/2018	Republic Day Celebrations of India	Californi	0
1803055	1,020.00	0.00	1,020.00	3/3/2018	3/3/2018	Mountain View Academy	Mountain View Academy	0
1803057	1,020.00	0.00	1,020.00	3/17/2018	3/17/2018	VAN THO LAC VIET	VAN THO LAC VIET	0
1803031	1,020.00	0.00	1,020.00	3/24/2018	3/24/2018	Friends of Children with Special Needs	Friends of Children with Special Needs	0
1804093	1,020.00	0.00	1,020.00	4/8/2018	4/8/2018	Uttar Pradesh Mandal of America (UPMA)	Uttar Pradesh Mandal of America (UPMA)	0

Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contact Person	# of Days
1804077	1,020.00	0.00	1,020.00	4/15/2018	4/15/2018	Sankritilaya	Sankritilaya	0
1804106	1,020.00	0.00	1,020.00	4/22/2018	4/22/2018	South India Fine Arts	SIFA	0
1804074	1,020.00	0.00	1,020.00	4/29/2018	4/29/2018	South India Fine Arts	SIFA	0
1709124	1,045.00	0.00	1,045.00	9/9/2017	9/9/2017	IGOOER	IGOOER	0
1709088	1,645.00	(550.00)	1,095.00	9/14/2017	9/14/2017	Silvaco, Inc.	Silvaco, Inc.	0
1711114	2,350.00	(1,175.00)	1,175.00	11/14/2017	11/14/2017	Mentor Graphics Corporation HYSTA/Global Blockchain Investment	Mentor Graphics Corporation	0
1803131	3,330.00	(1,960.00)	1,370.00	3/30/2018	3/30/2018	Summit	HYSTA SVC Inc.	0
1710113	1,370.00	0.00	1,370.00	10/21/2017	10/21/2017	Penney Enterprise	Penney Enterprise	0
1711109	1,370.00	0.00	1,370.00	11/16/2017	11/16/2017	Commonwealth Club of California Chinese Abraham Investment Advisors, LLC.	Commonwealth Club of California Chinese Abraham Investment Advisors, LLC.	0
1803072	1,370.00	0.00	1,370.00	3/3/2018	3/3/2018	Penney Enterprises	Penney Enterprise	0
1803100	1,370.00	0.00	1,370.00	3/24/2018	3/24/2018	Penney Enterprises	Penney Enterprise	0
1707055	1,580.00	(160.00)	1,420.00	7/6/2017	7/6/2017	Hyatt Hotel/Prabasi	Hyatt Regency of Santa Clara	0
1707056	1,580.00	(160.00)	1,420.00	7/20/2017	7/20/2017	Hyatt Hotel/Varsity Spirt	Hyatt Regency of Santa Clara	0
1711041	5,580.00	(4,000.00)	1,580.00	11/1/2017	11/1/2017	Silicon Valley Leadership Group	Silicon Valley Leadership Group	0
1709125	1,580.00	0.00	1,580.00	9/23/2017	9/23/2017	Penney Enterprises	Penney Enterprise	0
1709103	1,580.00	0.00	1,580.00	9/25/2017	9/25/2017	Institute for Brain Potential	Institute for Brain Potential	0
1711120	1,580.00	0.00	1,580.00	11/18/2017	11/18/2017	Penney Enterprises	Penney Enterprise	0
1804076	1,580.00	0.00	1,580.00	4/28/2018	4/28/2018	Penney Enterprises	Penney Enterprise	0
1705106	1,645.00	0.00	1,645.00	10/28/2017	10/28/2017	World Financial Group	World Financial Group	0
1803125	1,645.00	0.00	1,645.00	3/10/2018	3/10/2018	World Financial Group	World Financial Group	0
1803073	1,645.00	0.00	1,645.00	3/18/2018	3/18/2018	MPM Educational Institute Shanghai AIFEI Investment Management	MPM Educational Institute Shanghai AIFEI Investment Management	0
1708070	3,330.00	(1,665.00)	1,665.00	8/3/2017	8/3/2017	Co., Ltd	Co., Ltd Chinese Institute of Engineer USA, SF/Bay	0
1804029	3,400.00	(1,700.00)	1,700.00	3/24/2018	3/24/2018	Chinese Institute of Engineer	Area Cha	0
1804027	5,760.00	(4,000.00)	1,760.00	4/5/2018	4/5/2018	HR Symposium	HR Symposium	0
1802052	2,100.00	(340.00)	1,760.00	2/15/2018	2/15/2018	Commonwealth Club of California	Commonwealth Club of California	0
1707028	1,760.00	0.00	1,760.00	7/15/2017	7/15/2017	Dance Arts Academy	Dance Arts Academy	0
1707052	1,760.00	0.00	1,760.00	7/29/2017	7/29/2017	Bytes and Notes	Bytes and Notes	0
1708079	1,760.00	0.00	1,760.00	8/10/2017	8/10/2017	Commonwealth Club of Silicon Valley	Commonwealth Club Silicon Valley	0
1708055	1,760.00	0.00	1,760.00	8/12/2017	8/12/2017	DESI COMEDY FEST, LLC. USA Prancer Development, Inc. DBA Fei	Desi Comedy Fest, LLC USA Prancer Develop., Inc. DBA Fei Sifu	0
1708100	1,760.00	0.00	1,760.00	8/13/2017	8/13/2017	Sifu Kungfu	Kungfu Aca	0
1708087	1,760.00	0.00	1,760.00	8/14/2017	8/14/2017	Bloom Energy	Bloom Energy	0
1706075	1,760.00	0.00	1,760.00	9/3/2017	9/3/2017	Premiere Productions, Inc.	Premiere Productions	0
1709031	1,760.00	0.00	1,760.00	9/14/2017	9/14/2017	Palmer College	Palmer College of Chiropractic	0
1709095	1,760.00	0.00	1,760.00	9/16/2017	9/16/2017	Roya Foundation	Roya Foundation	0
1710116	1,760.00	0.00	1,760.00	10/19/2017	10/19/2017	Intel Corporation	Intel Corporation	0
1711095	1,760.00	0.00	1,760.00	11/1/2017	11/1/2017	Bloom Energy	Bloom Energy	0
1701079	1,760.00	0.00	1,760.00	11/4/2017	11/4/2017	Bay Area Telugu Association	Bay Area Telegu Association	0
1711098	1,760.00	0.00	1,760.00	11/19/2017	11/19/2017	IRCC, Inc.	IRCC, Inc.	0

Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contact Person	# of Days
1712028	1,760.00	0.00	1,760.00	12/3/2017	12/3/2017	Montage Dance Productions	Montage Dance Productions	0
1801079	1,760.00	0.00	1,760.00	1/30/2018	1/30/2018	Bloom Energy	Bloom Energy	0
1803123	1,760.00	0.00	1,760.00	3/4/2018	3/4/2018	Merci Live Productions	Merci Live Productions	0
1803121	1,760.00	0.00	1,760.00	3/14/2018	3/14/2018	Illumio Company Meeting Silicon Valley Innovation &	Illumio	0
1801052	1,800.00	0.00	1,800.00	1/7/2018	1/7/2018	Entrepreneurship Forum	SVTIC/SVIEF	0
1803079	2,655.00	(780.00)	1,875.00	3/2/2018	3/2/2018	Alliance of Chief Executives	Alliance of Chief Executives	0
1709067	1,580.00	320.00	1,900.00	9/17/2017	9/17/2017	Hyatt Hotel	Hyatt Regency of Santa Clara	0
1711075	1,580.00	320.00	1,900.00	11/9/2017	11/9/2017	Hyatt Hotel	Hyatt Regency of Santa Clara	0
1712007	1,580.00	320.00	1,900.00	12/9/2017	12/9/2017	Hyatt Hotel/Conference Direct	Hyatt Regency of Santa Clara	0
1706089	1,960.00	0.00	1,960.00	10/7/2017	10/7/2017	Penney Enterprise	Penney Enterprise	0
1707050	1,960.00	0.00	1,960.00	10/17/2017	10/17/2017	Targeted Job Fairs	Targeted Job Fairs	0
1803099	1,960.00	0.00	1,960.00	3/10/2018	3/10/2018	Penney Enterprises	Penney Enterprise	0
1803066	1,960.00	0.00	1,960.00	3/31/2018	3/31/2018	Jehovah's Witnesses, North Santa Clara	Jehovah's Witnesses, North Santa Clara	0
1804065	1,960.00	0.00	1,960.00	4/11/2018	4/11/2018	Targeted Job Fairs	Targeted Job Fairs	0
1711064	1,580.00	410.00	1,990.00	11/10/2017	11/10/2017	Hyatt Hotel/BACC	Hyatt Regency of Santa Clara	0
1711050	1,580.00	410.00	1,990.00	11/11/2017	11/11/2017	Hyatt Hotel/BACC	Hyatt Regency Santa Clara	0
1712008	1,580.00	410.00	1,990.00	12/15/2017	12/15/2017	Hyatt Hotel/Conference Direct	Hyatt Regency of Santa Clara	0
1712074	1,580.00	410.00	1,990.00	12/29/2017	12/29/2017	Hyatt Hotel	Hyatt Regency of Santa Clara	0
1802044	4,000.00	(2,000.00)	2,000.00	2/9/2018	2/9/2018	VerveCon 2018 Tech Conference English Mt. View Congregation of	VerveCon English Mt. View Congregation of	0
1803109	2,100.00	0.00	2,100.00	3/31/2018	3/31/2018	Jehovah's Witness	Jehovah's Witness	0
1711071	2,960.00	(780.00)	2,180.00	11/6/2017	11/6/2017	Bratton & Co., Inc.	Bratton & Co., Inc.	0
1803092	2,290.00	0.00	2,290.00	3/29/2018	3/29/2018	49ers Gold Rush Auditions	e2k	0
1803071	2,320.00	0.00	2,320.00	3/25/2018	3/25/2018	The Movement	The Movement Dance Competition	0
1710085	2,740.00	(390.00)	2,350.00	10/6/2017	10/6/2017	Alliance of Chief Executives	Alliance of Chief Executives	0
1709062	2,415.00	0.00	2,415.00	9/9/2017	9/9/2017	Legion of Mary	Legion of Mary San Francisco Senatus	0
1803037	1,760.00	880.00	2,640.00	3/9/2018	3/9/2018	Palmer College Silicon Valley Innovation &	Palmer College of Chiropractic	0
1803113	2,845.00	0.00	2,845.00	3/30/2018	3/30/2018	Entrepreneurship Forum	SVTIC/SVIEF	0
1803054	5,900.00	(2,950.00)	2,950.00	3/23/2018	3/23/2018	Housing Trust Silicon Valley	Housing Trust of Silicon Valley	0
1711067	6,600.00	(3,300.00)	3,300.00	11/9/2017	11/9/2017	PACT	PACT	0
1709122	3,300.00	0.00	3,300.00	9/17/2017	9/17/2017	SAM International Inc.	YogaFun Day	0
1709086	3,330.00	0.00	3,330.00	9/6/2017	9/6/2017	BNI	BNI Bay Area	0
1803119	3,330.00	0.00	3,330.00	3/5/2018	3/5/2018	BNI	BNI Bay Area	0
1712013	2,540.00	880.00	3,420.00	12/7/2017	12/7/2017	Palmer College	Palmer College of Chiropractic	0
1710108	4,300.00	(700.00)	3,600.00	10/31/2017	10/31/2017	CapRate Events, LLC.	CapRate Events, LLC	0
1707071	3,975.00	0.00	3,975.00	7/23/2017	7/23/2017	Tencent Tech Day	Global Career Path	0
1711045	12,000.00	(8,000.00)	4,000.00	12/9/2017	12/9/2017	CAIR	CAIR	0
1710050	8,000.00	(4,000.00)	4,000.00	10/12/2017	10/12/2017	Silicon Valley Community Foundation	Silicon Valley Community Foundation	0

Event Id	Rental Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contact Person	# of Days
1711051	8,000.00	(4,000.00)	4,000.00	11/16/2017	11/16/2017	Association of Fundraising Professionals	Association of Fundraising Professionals	0
1804099	8,000.00	(4,000.00)	4,000.00	4/8/2018	4/8/2018	LeapMind Inc.	LeapMind Inc.	0
1707072	4,000.00	0.00	4,000.00	7/19/2017	7/19/2017	Signature Equipovision	Signature Equipovision, LLC.	0
1707070	4,000.00	0.00	4,000.00	7/23/2017	7/23/2017	Signature Equipovision	Signature Equipovision	0
1707075	4,000.00	0.00	4,000.00	7/30/2017	7/30/2017	Northern California Bodhi Dharma Society	Northern California Bodhi Dharma Society	0
1708060	4,000.00	0.00	4,000.00	8/5/2017	8/5/2017	Bartlett Network of Champions	Bartlett Network of Champions	0
1708081	4,000.00	0.00	4,000.00	8/16/2017	8/16/2017	Signature Equipovision	Signature Equipovision, LLC.	0
1708080	4,000.00	0.00	4,000.00	8/20/2017	8/20/2017	Signature Equipovision	Signature Equipovision	0
1710042	4,000.00	0.00	4,000.00	8/20/2017	8/20/2017	Mystique Events	The WLEA	0
1709117	4,000.00	0.00	4,000.00	9/6/2017	9/6/2017	Signature Equipovision	Signature Equipovision, LLC.	0
1709055	4,000.00	0.00	4,000.00	9/9/2017	9/9/2017	Julia Hsiao Insurance & Financial Services	Julia Hsiao Insurance & Financial Services	0
1709052	4,000.00	0.00	4,000.00	9/16/2017	9/16/2017	World Wide Dream Builders 2017 "Chuangxiang China" Entrepreneur	World Wide Dream Builders	0
1710122	4,000.00	0.00	4,000.00	10/15/2017	10/15/2017	Summit	Button Tech Inc.	0
1711059	4,000.00	0.00	4,000.00	11/4/2017	11/4/2017	Bartlett Network of Champions	Bartlett Network of Champions	0
1711055	4,000.00	0.00	4,000.00	11/18/2017	11/18/2017	World Wide Dream Builders	World Wide Dream Builders	0
1705088	4,000.00	0.00	4,000.00	11/19/2017	11/19/2017	Britt Worldwide	Britt Worldwide	0
1711103	4,000.00	0.00	4,000.00	11/19/2017	11/19/2017	Signature Equipovision	Signature Equipovision	0
1801054	4,000.00	0.00	4,000.00	1/21/2018	1/21/2018	Signature Equipovision	Signature Equipovision	0
1801051	4,000.00	0.00	4,000.00	1/27/2018	1/27/2018	Bartlett Network of Champions	Bartlett Network of Champions	0
1801033	4,000.00	0.00	4,000.00	2/3/2018	2/3/2018	NNL West	National Nameless Luminaries West	0
1805017	4,000.00	0.00	4,000.00	2/3/2018	2/3/2018	Britt Worldwide	Britt Worldwide	0
1802064	4,000.00	0.00	4,000.00	2/19/2018	2/19/2018	World Wide Dream Builders	World Wide Dream Builders	0
1803052	4,000.00	0.00	4,000.00	3/3/2018	3/3/2018	World Wide Dream Builders	World Wide Dream Builders	0
1803135	4,000.00	0.00	4,000.00	3/11/2018	3/11/2018	Signature Equipovision	Signature Equipovision	0
1804101	4,000.00	0.00	4,000.00	4/8/2018	4/8/2018	Signature Equipovision	Signature Equipovision	0
1804080	4,000.00	0.00	4,000.00	4/17/2018	4/17/2018	Oshman Family Jewish Community Center RESPONSE (Kevin O'Leary Real Estate	Oshman Family Jewish Community Center	0
1804110	4,000.00	0.00	4,000.00	4/18/2018	4/18/2018	Conference)	RESPONSE	0
1804120	4,000.00	0.00	4,000.00	4/28/2018	4/28/2018	Britt Worldwide	Britt Worldwide	0
1711093	6,290.00	(2,000.00)	4,290.00	12/14/2017	12/14/2017	Silvaco	Silvaco, Inc.	0
1803036	8,390.00	(4,000.00)	4,390.00	3/29/2018	3/29/2018	YMCA	YMCA/Project Cornerstone	0
1709061	4,420.00	380.00	4,800.00	9/23/2017	9/23/2017	Futton, Inc.	Futton, Inc.	0
1709056	5,000.00	0.00	5,000.00	9/9/2017	9/9/2017	Primerica Life Insurance Company	Primerica Life Insurance Company	0
1710044	10,025.00	(5,000.00)	5,025.00	10/28/2017	10/28/2017	CASPA	CASPA	0
1709071	9,060.00	(4,000.00)	5,060.00	9/22/2017	9/22/2017	County of Santa Clara	County of Santa Clara	0
1709041	9,295.00	(4,000.00)	5,295.00	9/11/2017	9/11/2017	UC Santa Cruz	UCSC	0
1710054	5,650.00	0.00	5,650.00	10/5/2017	10/5/2017	SecureWorld Expo	SecureWorld Expo	0
1712030	8,000.00	(1,680.00)	6,320.00	10/5/2017	10/5/2017	HYSTA	HYSTA	0

Event Id	Amount	Adjustments	Net Amount	In Date	Out Date	Event Name	Contact Person	# of Days
1709105	8,000.00	0.00	8,000.00	10/13/2017	10/13/2017	A2Z Development Center Inc.	A2Z Development Center, Inc.	0
1709107	8,000.00	0.00	8,000.00	11/19/2017	11/19/2017	Javanika Entertainments	Javanika Entertainments	0
1712009	8,000.00	0.00	8,000.00	12/8/2017	12/8/2017	Fresh Lifelines for Youth	Fresh Lifelines for Youth	0
1704089	8,000.00	0.00	8,000.00	12/17/2017	12/17/2017	Bay Area Telugu Association	Bay Area Telegu Association	0
1803034	8,000.00	0.00	8,000.00	3/3/2018	3/3/2018	Bay Area Christian Church	Bay Area Christian Church	0
1804041	8,000.00	0.00	8,000.00	4/3/2018	4/3/2018	UC Merced Admitted Students Reception	University of California Merced	0
1702081	9,960.00	0.00	9,960.00	8/12/2017	8/12/2017	Elite Educational Institute of Cupertino	Elite Education Institute National Association for College	0
1710070	9,960.00	0.00	9,960.00	10/8/2017	10/8/2017	NACAC 2017 STEM College & Career Fair	Admission Counsel Aloha Spirit Productions Varsity Brands	0
1711061	12,000.00	0.00	12,000.00	11/18/2017	11/18/2017	Aloha Spirit Productions Varsity Brands LLC	LLC	0
1712056	15,945.00	0.00	15,945.00	12/10/2017	12/10/2017	Bay Area Christian Church	Bay Area Christian Church	0
1709032	16,000.00	0.00	16,000.00	9/23/2017	9/23/2017	Sankara Eye Foundation	Sankara Eye Foundation, USA	0
1709033	16,000.00	0.00	16,000.00	9/30/2017	9/30/2017	Sankara Eye Foundation	Sankara Eye Foundation, USA	0
1710083	16,000.00	0.00	16,000.00	10/6/2017	10/6/2017	Rasika Society for Arts of India	Rasika Society for Arts of India	0
1710041	16,000.00	0.00	16,000.00	10/7/2017	10/7/2017	Sankara Eye Foundation	Sankara Eye Foundation, USA	0

## Full Facility Discounts

**FY 2011-2012**

**Event Name**

25th Anniversary Sister City Event  
49ers Pasta Bowl  
American Contract Bridge League  
Applied Materials  
Asian American Women's Alliance  
Bill Wilson Center  
Boy Scouts of America  
Boy Scouts of America Community Leadership Bkfst  
Boy Scouts of America Distinguished Citizen Dinner  
California Forward  
Cal-Nev-Ha Key Club Convention  
CARITS INC.  
ChuTian Group Inc.  
Cisco Security Sales Event  
Cisco Systems  
Cisco Systems  
City of Santa Clara SCFD Testing  
City of Santa Clara Sevice Pin Luncheon  
City of Santa Clara Silicon Valley Power  
City of Santa Clara/Silicon Valley Power  
Ericsson  
Fabian Castaneda Graduation  
GSA  
HCCA  
Hyatt/Most Worshipful  
Intel  
Intel  
Jack Morton Worldwide  
Jimson Tharayil and Michelle Johnson Wedding  
Kaiser Permanente Santa Clara  
Light-Based Technologies Incorporated  
manex Consulting  
Maxim Holiday Party  
MCCF Dinner  
MedImmune Holiday Party  
NEF  
Network World DEMO Fall Conference  
Opus Solution/Cisco  
Percona 2012 Users Conference  
PMI Silicon Valley  
Presentation High School  
Pyramid Awards Dinner

**Contract Group**

City of Santa Clara  
49ers Foundation  
American Contract Bridge League  
Applied Materials  
Asian American Women's Alliance  
Bill Wilson Center  
Boy Scouts of America  
Boy Scouts of America  
Boy Scouts of America  
California Forward  
Cal-Nev-Ha District of Kiwanis International  
Carits Inc.  
ChuTian Group Inc.  
Cisco  
Cisco Systems  
Cisco Systems  
City of Santa Clara  
City of Santa Clara  
City of Santa Clara/Silicon Valley Power  
City of Santa Clara  
Ericsson  
Santa Clara Convention and Visitors Bureau  
GSA  
HCCA  
Hyatt Santa Clara  
Intel Corporation  
Intel Corporation  
Jack Morton Worldwide  
Jimson Tharayil  
Kaiser Permanente Santa Clara  
Light-Based Technologies Incorporated  
Manex  
Maxim Integrated Products  
Mission City Community Fund  
MedImmune, LLC  
NEF  
IDG Enterprise  
Opus Solution  
Percona  
PMI-Silicon Valley Chapter  
Presentation High School  
Santa Clara Chamber of Commerce

Reeder/Sleeter Wedding  
RightScale  
San Francisco 49ers Draft Day Party  
Sandisk  
Santa Clara Chamber PAC  
Santa Clara University  
SC Valley Medical Center-TCNM  
Silicon Valley Business Journal  
Silicon Valley Leadership Group  
Silicon Valley Leadership Group  
SJ Business Journal  
Super Micro Holiday Party  
Synopsys SNUG Conference  
Tarigagay Organization  
Tax Executive Institute, SC Chapter  
Tech Awards  
Tran Wedding  
Vasquez Wedding  
Viet Hope  
Vietnamese Navy Reunion  
Vietnamese Physician Association N. CA  
X Media Research, Inc.

RightScale, Inc.  
San Francisco 49ers  
Any Event  
Santa Clara Chamber PAC  
Santa Clara University Leavey School of Business  
Santa Clara Valley Medical Center - TCNM  
Silicon Valley / San Jose Business Journal  
Silicon Valley Leadership Group  
Silicon Valley Leadership Group  
Silicon Valley / San Jose Business Journal  
Super Micro Computer, Inc.  
Synopsys  
Tarigagay Organization  
Tax Executives Institute, Inc.  
The Tech Museum of Innovation  
  
Viet Hope  
  
Vietnamese Physician Association N. CA  
X Media Research, Inc.

**2012-2013****Event Name**

Greg Holst Wedding  
2012 Cal-Nev-Ha District Convention  
American Contract Bridge  
American Red Cross Heroes Breakfast  
Apple, Inc.  
Apple, Inc.  
Applied Materials  
Arxan  
ASIS Law Enforcement  
ASML Holiday Party  
Aspiring Leaders- Speed Coaching  
Astreya Partners  
Bill Wilson Center  
Boy Scouts of America  
Cadence Design Systems  
CapRate Events, LLC  
Chamber Outlook 2013  
Chutian Group Inc  
Cisco Systems/ SAE  
City of Santa Clara  
City of Santa Clara Council Goal Setting  
City of Santa Clara Council Goal Setting  
City of Santa Clara Silicon Valley Power  
City of Santa Clara Silicon Valley Power  
Cupertino Coop Nursery School Appreciation  
Family Giving Tree  
Filice Insurance  
Fisher Investments  
Future Business Leaders of America  
Gomes-Skiver Wedding  
GSA  
H&L Productions  
Hanwha- Solar One  
Henderson Party  
HGST  
HP Meeting  
Hyatt Hotel  
Hyatt Hotel/Awards Banquet  
Hyatt Hotel/Cisco Securith Sales Meeting  
Hyatt Hotel/Employee Banquet  
Hyatt/Cisco Security Meeting

**Contract Group**

Cal-Nev-Ha District of Kiwanis International  
American Contract Bridge League  
American Red Cross Silicon Valley Chapter  
Apple, Inc.  
Apple, Inc.  
Applied Materials  
Arxan  
ASIS Law Enforcement  
ASML US, Inc  
City of Santa Clara  
Astreya Partners  
Bill Wilson Center  
Boy Scouts of America  
Cadence Design Systems, Inc.  
CapRate Events, LLC  
Santa Clara Chamber of Commerce  
ChuTian Group Inc.  
Cisco Systems  
City of Santa Clara  
Cupertino Coop Nursery School  
Family Giving Tree  
Filice Insurance  
Fisher Investments  
Future Business Leaders of America  
  
GSA  
H&L Productions  
  
HCCA  
HGST  
Hewlett Packard  
Hyatt Hotel  
Hyatt Santa Clara  
Hyatt Santa Clara  
Hyatt Santa Clara  
Hyatt Santa Clara

IDG Demo  
Infinera Corporation  
ITBHU  
JR Sivila Fundraiser  
KLA-Tencor Holiday Event  
Lockheed Martin  
Lockheed Martin  
LumaSense Technologies  
Maxim Holiday Party  
Mission City Community Fund  
N. California Vietnamese Pharmacist Association  
NCCNA  
Net Optics  
Our Lady of Lebanon Maronite Catholic Church  
Outgoing City Council Dinner  
Pyramid Awards Dinner  
San Francisco 49ers  
SEIU Planning Meeting  
Service Award Luncheon  
Silicon Valley Leadership Group  
Silicon Valley Leadership Group  
Silicon Valley Leadership Group  
Sison Wedding  
South Asian Heart Center  
Stop Hunger Now  
Super Micro  
Synopsys  
Tax Executive Institute SC Chapter  
The Tech Awards 12th Annual Gala  
University of California, Berkeley  
Viet Hope  
Vietnamese Physicians Association  
Volunteer Leaders Conference  
YWCA

IDG Enterprise  
Infinera Corp.  
IITBHU Global Alumni Association  
KLA/Tencor  
Lockheed Martin  
Lockheed Martin  
LumaSense Technologies  
Maxim Integrated Products  
City of Santa Clara  
Northern California Region of Narcotics Anonymous  
Net Optics  
Our Lady of Lebanon Maronite Catholic Church  
City of Santa Clara  
Santa Clara Chamber of Commerce  
49ers Foundation  
SEIU Healthcare Workers West  
City of Santa Clara  
Silicon Valley Leadership Group  
Silicon Valley Leadership Group  
Silicon Valley Leadership Group  
South Asian Heart Center  
Stop Hunger Now  
Super Micro Computer, Inc.  
Synopsys  
Tax Executives Institute, Inc.  
The Tech Museum of Innovation  
University of California, Berkeley  
Viet Hope  
Vietnamese Physician Association N. CA  
California Chamber of Commerce  
YWCA of Silicon Valley

**2013-2014****Event Name**

CWEA Pre Conference Meeting  
Kumar Wedding  
Aerohive Networks  
Alyssa's Birthday Party  
Amazon Lab 126  
American Contract Bridge League  
ASML HOLIDAY PARTY  
Bibak of Northern California  
Bill Wilson Center  
CA Great America Holiday Party  
CCNS Spring Dinner Party  
Chinese American Information Storage Society  
Chutian Group  
Cisco Systems  
Cisco Systems  
Cities Association of Santa Clara  
City Council Strategic Planning Meeting  
City of Santa Clara  
City of Santa Clara  
City of Santa Clara Employee Service Luncheon  
City of Santa Clara Executive Management Team  
City of SC Strategic Planning Session  
Ebay, Inc.  
Ebay, Inc.  
Ericsson Hoilday Party  
Filice Insurance  
Flextronics  
Forty Niners Stadium Management Company LLC  
FutureWei  
GSA  
Hispanic Foundation of Silicon Valley  
HWE Holiday Party  
Hyatt Awards Banquet  
Jeffey and Brijith Wedding Recpetion  
Judy Boccignone  
Kamet Holiday Party  
KLA TENCOR  
Maxim Holiday Party  
MCCF Dinner  
Mission College MC2IT Security Conference 2014  
Monica & Paul 's Wedding Reception

**Contract Person**

California Water Environment Association  
  
Aerohive Networks  
Santa Clara Convention Center  
Amazon  
American Contract Bridge League  
ASML US, Inc  
BiBak of Northern California  
Bill Wilson Center  
California Great America  
Cupertino Coop Nursery School  
CAISS  
ChuTian Group Inc.  
Cisco Systems  
Cisco Systems  
Cities Association of Santa Clara  
  
City of Santa Clara  
City of Santa Clara  
City of Santa Clara  
City of Santa Clara  
  
Ebay, Inc.  
Ebay, Inc.  
Ericsson  
Filice Insurance  
Flextronics  
San Francisco 49ers  
Futurewei Technologies, Inc.  
GSA  
Hispanic Foundation of Silicon Valley  
Apple, Inc.  
Hyatt Hotel  
  
Kamet  
KLA-Tencor  
  
Mission City Community Fund  
Mission College

Noel's 60th Birthday  
Palo Alto Networks  
Percona/Live My SQL Conference & Expo/  
PSS Summit  
Pyramid Awards Dinner  
Ruckus  
San Jose State- Pi Sigma Alpha  
SCC Association of REALTORS  
SF 49er Pasta Bowl  
Silicon Valley Leadership Group  
The Family Giving Tree  
Unigen Corporation  
US-China Association of High-Level Profession  
Viet Hope Inc.  
Vietnamese Physicians Association  
YWCA

ARAMARK  
Palo Alto Networks  
Percona LLC  
  
Santa Clara Chamber of Commerce  
Ruckus  
SJSU Department of Political Science  
SCC Association of REALTORS  
49ers Foundation  
Silicon Valley Leadership Group  
The Family Giving Tree  
  
UCAHLP  
Viet Hope Inc  
  
YWCA of Silicon Valley

**FY 2014-2015**

**Event Name**

Asian Americans for Community Involvement  
Akamai Holiday Party  
Alex Saim  
American Contract Bridge League  
ASE Group  
Bill Wilson  
Burke Industries Holiday Event  
Chinese American Information Storage Society  
Chutian  
City of Santa Clara  
City of Santa Clara  
City of Santa Clara  
City of Santa Clara  
Ethernet Alliance  
Filice Insurance  
George & Stephanie Lee Wedding  
GSA  
Health 2.0Con  
Housing Trust Silicon Valley  
Hyatt Hotel/ Awards Banquet  
International Swimming Hall of Fame  
KLA Tencor  
Maxim Holiday Party  
Penney Enterprise  
Pivotal  
San Jose Art & Cultural Society  
Santa Clara County Chiropractic District  
Santa Clara Valley Water District  
Santa Clara Valley Water District  
SCC Association of REALTORS  
SCCAOR Holiday Event  
SF.Bay Area Super Bowl 50 Host Committee  
Shutterfly  
Shutterfly  
Silicon Valley Community Foundation  
Silicon Valley Leadership Group  
South Asian Heart Center  
Stichting imec Nederland  
SVLG  
Synopsis  
Talati Wedding

**Group Person**

AACI  
Akamai Technologies  
  
American Contract Bridge League  
ASE Group  
Bill Wilson Center  
Burke Industries  
CAISS  
ChuTian Group Inc.  
City of Santa Clara  
City of Santa Clara  
City of Santa Clara  
City of Santa Clara  
Ethernet Alliance  
Filice Insurance  
  
GSA  
Health 2.0  
Housing Trust Silicon Valley  
Hyatt Hotel  
International Swimming Hall of Fame  
KLA-Tencor  
  
Penney Enterprise  
Pivotal  
Nima Entertainment Inc.  
  
Santa Clara Valley Water District  
Santa Clara Valley Water District  
SCC Association of REALTORS  
SCC Association of REALTORS  
San Francisco Bay Area Super Bowl 50 Host Committee  
Shutterfly  
Shutterfly  
  
Silicon Valley Leadership Group  
South Asian Heart Center  
Stichting imec Nederland  
Silicon Valley Leadership Group  
Synopsis



**FY 2015-2016**

**Event Name**

AACI  
Akamai Technologies, Inc.  
Alfie Dreifuss  
American Contract Bridge League  
Bill Wilson Center  
Castilleja School  
Chugh CPAs, LLP  
City of Santa Clara  
City of SC Retreat  
CTUAA Dinner Banquet  
GSA  
Health 2.0Con  
Human Development Foundation  
Hyatt Hotel/Awards Dinner  
IEEE  
IIT Roorkee Alumni Association  
INFOSYS  
Integrated Device Technology, Inc.  
Linux Fndt Cloud Foundry Summit  
Magnar Corp  
Maxim  
Misco Water  
MobileForce Software  
Neo Technology, Inc.  
NFL - Accreditation  
NFL On Location  
Nor Cal Academy  
Optomec  
O'Reilly Velocity  
Pivotal  
Sami's B-Day  
San Francisco Super Bowl Committee  
Santa Clara Vanguard  
Santa Clara Vanguard Booster Club  
Shutterfly  
Silicon Valley Community Foundation  
South Asian Heart Center/Scarlet Nights  
Stanford University  
The Law Foundation  
Vitality Chiropractic

**Contract Group**

AACI  
Akamai Technologies, Inc  
Alfie Dreifuss Productions  
American Contract Bridge League  
Bill Wilson Center  
Castilleja School  
Chugh CPAs, LLP  
City of Santa Clara  
City of Santa Clara  
Chiao Tung University Alumni in No. California, US  
GSA  
Human Development Foundation  
Hyatt Hotel  
IEEE  
IIT Roorkee Alumni Association  
Infosys  
Integrated Device Technology, Inc.  
the Linux Foundation  
Magnar Corp  
Maxim Integrated Products  
Misco Water  
MobileForce Software  
Neo Technology, Inc.  
National Football League  
National Football League  
Nor Cal Academy of Performing Arts  
Optomec  
O'Reilly Media, Inc.  
Pivotal Software Inc  
Santa Clara Convention Center  
San Francisco Super Bowl Committe, Inc.  
Santa Clara Vanguard  
Santa Clara Vanguard  
Shutterfly  
Silicon Valley Community Foundation  
South Asian Heart Center  
Stanford University  
The Law Foundation of Silicon Valley  
Vitality Chiropractic



**FY 2016-2017****Event Name**

2016 NCUAA Annual Conference  
AACI  
Admin Awards  
American Contract Bridge League  
Applied Materials  
ASI Computer Tech  
ASML Holiday Party  
AT&S Americas, LLC.  
Bellarmine High School  
CA for Behavior Analysis  
Castilleja School  
Chinese American Information Storage Society  
Cisco GESW FY17 Fast Start Kick Off  
City of Santa Clara  
City of Santa Clara SCFD Testing  
City Santa Clara/Sister City  
CSHE 9th Annual Northern CA Regional Seminar  
Cupertino Electric Inc., Holiday Party  
Ethernet Alliance  
Excel MSO, LLC  
F5 Networks  
Gomes Baby Shower  
Greene Scholars Science Fair Gala  
GSA  
Hyatt Hotel Employee Party  
IITBHU Global Alumni Association  
IVY CA Muni High Income  
League of California Cities  
Maxim  
Microsemi Storage Solutions, Inc.  
Move, Inc.  
MX  
Neo Technology  
Omnivision Technologies Christmas Party  
Open Silicon Valley  
Palo Alto Networks Holiday Party  
Parikh Wedding  
Prometheus Entertainment  
ProofPoint  
SC Chamber of Commerce & CVB  
SC County Office of the District Attorney

**Contract Group**

NCUAA  
AACI  
Silicon Valley Admin Awards  
American Contract Bridge League  
Applied Materials  
ASI Computer Technology  
ASML US, Inc  
AT&S Americas, LLC.  
Bellarmine College Preparatory  
California Association for Behavior Analysis (CalA  
Castilleja School  
Chinese American Information Storage Society  
Cisco Systems  
City of Santa Clara  
City of Santa Clara  
City of Santa Clara  
City of Santa Clara  
CA Society for Healthcare Engineering  
Cupertino Electric, Inc.  
Ethernet Alliance  
Excel MSO, LLC  
F5 Networks  
  
Greene Scholars Program  
GSA  
Hyatt Regency of Santa Clara  
IITBHU Global Alumni Association  
Waddell & Reed  
League of California Cities  
Maxim Integrated Products  
Microsemi Storage Solutions, Inc.  
Move, Inc.  
MX  
Neo Technology  
Omnivision Technologies  
Open Silicon Valley  
Palo Alto Networks  
Amit Parikh  
Prometheus Entertainment  
Proofpoint  
Santa Clara Chamber of Commerce  
Santa Clara County Behavioral Health Dept.

SonarSource  
The Law Foundation  
US-China Advancement Council  
US-China Advancement Council  
Vietnamese Navy Reunion

SonarSource SA  
The Law Foundation of Silicon Valley  
US-China Advancement Council  
US-China Advancement Council  
Vietnamese Navy Reunion

**FY 2017-2018 (thru April)**

**Event Name**

A2Z Development Center, Inc.  
Admin Awards  
American Contract Bridge League  
ASE Group  
Build IT/BPO solutions at lower cost  
China Mobile Luncheon - ICT Service Launching  
Cisco Systems  
Complete Genomics Holiday Party  
E\*Trade  
Espitia Retirement Party  
Global Soft India  
GSA  
Health 2.0Con  
JAACUC Gala Dinner  
KLA Tencor Holiday Party  
Lockheed Martin  
Lumentum Holiday Party  
Marvell IT Summit  
Maxim Integrated Products  
Mission City Community Fund  
No. Ca Vietnamese Pharmacist Association  
Optomec  
OSV/Driving Innovations in Self Driving Cars  
Singh Wedding  
Sports & Entertainment Travel  
Stanford Health Care Leadership Summit 2018  
Tang And Gau Global Foundation/When Ed Meets Tech  
TATA Santa Clara Town Hall  
US-China Advancement Council  
VNG Corporation

**Contract Group**

A2Z Development Center, Inc. dba Lab 126  
Admin Awards  
American Contract Bridge League  
ASE Group  
Open Silicon Valley  
China Mobile International (USA) Inc.  
Cisco Systems  
Complete Genomics, Inc.  
E\*Trade  
Marlene Espitia  
Conference Venue (A Unit of Viva Holidays)  
GSA  
Health 2.0  
JAACUC  
KLA-Tencor  
Lockheed Martin  
Lumentum  
Marvell Semiconductor Inc.  
Maxim Integrated Products  
The Plaza Suites  
  
Optomec  
Open Silicon Valley  
  
Sports & Entertainment Travel/Purdue Alum & Athlet  
Stanford Health Care  
Tang And Gau Global Foundation  
TATA America International Corporation  
US-China Advancement Council  
VNG Corporation

Convention Center Commissions

Month	Year	Revenue Total	Aramark Commision	SCCC Commission	Incentive Pay	Sales Person
December	2014	\$ 157,480.00	\$ -	\$ 11,811.00	\$ -	Danielle Dennison
November	2014	\$ 90,585.00	\$ 1,157.55	\$ 6,035.63	\$ -	Danielle Dennison
October	2014	\$ 159,716.00	\$ 2,690.73	\$ 11,195.33	\$ -	Danielle Dennison
September	2014	\$ 162,425.00	\$ 378.00	\$ 12,181.88	\$ -	Danielle Dennison
August	2014	\$ 78,155.00	\$ 2,810.54	\$ 4,248.38	\$ -	Danielle Dennison
July	2014	\$ 61,640.00	\$ 740.25	\$ 4,293.00	\$ -	Danielle Dennison
June	2015	\$ 152,165.00	\$ 587.18	\$ 11,155.88	\$ -	Danielle Dennison
May	2015	\$ 128,095.00	\$ 714.31	\$ 9,081.00	\$ -	Danielle Dennison
April	2015	\$ 75,775.00	\$ -	\$ 5,683.13	\$ -	Danielle Dennison
March	2015	\$ 117,475.00	\$ 7,335.31	\$ 6,176.63	\$ -	Danielle Dennison
February	2015	\$ 146,553.00	\$ 6,346.83	\$ 6,914.63	\$ -	Danielle Dennison
January	2015	\$ 109,295.00	\$ 3,860.70	\$ 7,348.13	\$ -	Danielle Dennison
December	2015	\$ 81,998.00	\$ 1,184.21	\$ 5,761.35	\$ -	Danielle Dennison
November	2015	\$ 113,655.00	\$ 820.48	\$ 8,079.38	\$ -	Danielle Dennison
October	2015	\$ 196,225.00	\$ 3,655.74	\$ 12,621.00	\$ -	Danielle Dennison
September	2015	\$ 253,850.00	\$ 7,751.46	\$ 14,251.88	\$ -	Danielle Dennison
August	2015	\$ 96,045.00	\$ 234.72	\$ 7,078.88	\$ -	Danielle Dennison
July	2015	\$ 48,635.00	\$ 1,153.45	\$ 3,181.13	\$ -	Danielle Dennison
June	2016	\$ 72,805.00	\$ 3,034.45	\$ 3,970.88	\$ -	Danielle Dennison
May	2016	\$ 122,595.00	\$ 710.87	\$ 8,870.63	\$ -	Danielle Dennison
April	2016	\$ 137,695.00	\$ 374.70	\$ 10,208.63	\$ -	Danielle Dennison
March	2016	\$ 104,084.00	\$ 1,185.66	\$ 6,911.93	\$ -	Danielle Dennison
February	2016	\$ 91,225.00	\$ -	\$ 6,841.88	\$ -	Danielle Dennison
January	2016	\$ 80,360.00	\$ 8,916.65	\$ 2,308.50	\$ -	Danielle Dennison
December	2016	\$ 46,375.00	\$ 567.07	\$ 3,178.13	\$ -	Danielle Dennison
November	2016	\$ 117,140.88	\$ -	\$ 8,785.57	\$ -	Danielle Dennison
October	2016	\$ 280,345.00	\$ 1,067.80	\$ 20,987.63	\$ -	Danielle Dennison
September	2016	\$ 212,890.00	\$ 298.32	\$ 15,908.25	\$ -	Danielle Dennison
August	2016	\$ 34,595.00	\$ 853.32	\$ 1,994.63	\$ -	Danielle Dennison
July	2016	\$ 115,635.00	\$ 1,347.81	\$ 8,072.63	\$ -	Danielle Dennison
June	2017	\$ 68,545.00	\$ -	\$ 5,140.88	\$ -	Danielle Dennison
May	2017	\$ 93,360.00	\$ 1,197.45	\$ 6,495.00	\$ -	Danielle Dennison
April	2017	\$ 138,900.00	\$ 1,366.08	\$ 9,619.50	\$ -	Danielle Dennison
March	2017	\$ 246,790.00	\$ -	\$ 18,509.25	\$ -	Danielle Dennison
February	2017	\$ 176,240.00	\$ -	\$ 13,218.00	\$ -	Danielle Dennison
January	2017	\$ 82,505.00	\$ 2,715.67	\$ 5,268.00	\$ -	Danielle Dennison
Q4	2016	\$ -	\$ -	\$ -	\$ 3,600.00	Anna Cooper
Q4	2016	\$ -	\$ -	\$ -	\$ 3,200.00	Cary
Q4	2016	\$ -	\$ -	\$ -	\$ 250.00	Priscilla
Q4	2016	\$ -	\$ -	\$ -	\$ 200.00	Sharon Covey
Q2	2015	\$ -	\$ -	\$ -	\$ -	
Q3	2016	\$ -	\$ -	\$ -	\$ 3,450.00	Anna Cooper
Q3	2016	\$ -	\$ -	\$ -	\$ 2,250.00	Priscilla
Q1	2016	\$ -	\$ -	\$ -	\$ 2,750.00	Anna Cooper
Q1	2016	\$ -	\$ -	\$ -	\$ 1,850.00	Cary
Q1	2016	\$ -	\$ -	\$ -	\$ 900.00	Sharon Covey
Q2	2016	\$ -	\$ -	\$ -	\$ 2,000.00	Anna Cooper
Q2	2016	\$ -	\$ -	\$ -	\$ 950.00	Sharon Covey
Q3	2017	\$ -	\$ -	\$ -	\$ 2,450.00	Anna Cooper
Q3	2017	\$ -	\$ -	\$ -	\$ 3,950.00	Sharon Covey
Q4	2017	\$ -	\$ -	\$ -	\$ 700.00	Monica
Q4	2017	\$ -	\$ -	\$ -	\$ 750.00	Anna Cooper
Q4	2017	\$ -	\$ -	\$ -	\$ 750.00	Cary
Q4	2017	\$ -	\$ -	\$ -	\$ 2,200.00	Sharon Covey
Q1	2017	\$ -	\$ -	\$ -	\$ 3,550.00	Anna Cooper
Q1	2017	\$ -	\$ -	\$ -	\$ 700.00	Christina
Q1	2017	\$ -	\$ -	\$ -	\$ 1,100.00	Sharon Covey
Q2	2017	\$ -	\$ -	\$ -	\$ 2,250.00	Anna Cooper
Q2	2017	\$ -	\$ -	\$ -	\$ 1,700.00	Rachelle
Q2	2017	\$ -	\$ -	\$ -	\$ 3,400.00	Sharon Covey

### CVB Incentive Pay

Quarter	Fiscal Year	Incentive Total	Sales Person
Q4	15-16	3,600	Anna Cooper
Q4	15-16	3,200	Cary
Q4	15-16	250	Priscilla
Q4	15-16	200	Sharon Covey
Q2	15-16	-	
Q3	15-16	3,450	Anna Cooper
Q3	15-16	2,250	Priscilla
Q1	16-17	2,750	Anna Cooper
Q1	16-17	1,850	Cary
Q1	16-17	900	Sharon Covey
Q2	16-17	2,000	Anna Cooper
Q2	16-17	950	Sharon Covey
Q3	16-17	2,450	Anna Cooper
Q3	16-17	3,950	Sharon Covey
Q4	16-17	700	Monica
Q4	16-17	750	Anna Cooper
Q4	16-17	750	Cary
Q4	16-17	2,200	Sharon Covey
Q1	17-18	3,550	Anna Cooper
Q1	17-18	700	Christina
Q1	17-18	1,100	Sharon Covey
Q2	17-18	2,250	Anna Cooper
Q2	17-18	1,700	Rachelle
Q2	17-18	3,400	Sharon Covey



October 29, 2018

HONORABLE MAYOR AND CITY COUNCIL  
Santa Clara, CA

**RE: Response to City Council Inquiry on the Santa Clara Chamber of  
Commerce Political Action Committee (SCCCPAC) Campaign Disclosure  
Filings, 2010 through 2014**

To Honorable Mayor and City Council:

The following responds to the City Council's inquiry and direction made at the October 9, 2018 City Council meeting.

**PURPOSE**

The purpose of this report is to provide the City Clerk and City Auditor's analyses and findings of the SCCCPC Fair Political Practices Commission (FPPC) Campaign Disclosure Forms from 2010 through 2014. A copy of this report will also be forwarded to the FPPC for its further review and determination of accuracy of jurisdictional filings, as well as potential fines and penalties.

**BACKGROUND**

At the October 9, 2018 City Council meeting, Vice Mayor Kathy Watanabe requested information about the accuracy of a local media article (*Santa Clara News*, Attachment 1) relative to the SCCCPC's campaign disclosure filings with the Fair Political Practices Commission (FPPC). Staff was directed to report back whether the media article was correct regarding the absence of the SCCCPC campaign disclosure filings with the City for the years 2010 through 2014.

The *Santa Clara News* article noted that although the SCCCPC was an active organization that held political fundraisers and participated in support or opposition of local candidates and measures in the City of Santa Clara, the Office of the City Clerk appeared to not have any SCCCPC campaign disclosure filings for those specific years. Shortly after the October 9 City Council inquiry, another local media outlet, *Santa Clara Weekly/Silicon Valley Voice*, published an article by Carolyn Schuk, that provided

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2010 – 2014)

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a response to the previous *Santa Clara News* article and City Council inquiry (Attachment 2).

Staff has reviewed both media articles, along with the SCCCPAC campaign disclosure filings on file with the County of Santa Clara.

**DEFINITIONS**

The FPPC establishes definitions for both a County General Purpose Committee and a City General Purpose Committee, (FPPC Regulations, Chapter 2, Section 18227.5 (c)(1)(2)). The FPPC also provides regulations regarding the burden of review and verification for which jurisdiction to file the General Purpose Committee disclosure forms (Chapter 2, Section 18227.5 (d)(1)). The FPPC regulation places the burden on the SCCCPAC organization to file with the appropriate agency and to perform due diligence on a frequency established by the FPPC.

The definitions are as follows:

- (1) **City General Purpose Committee.** A “city general purpose committee” is a committee that makes more than 70 percent of its contributions or expenditures to support or oppose candidates or measures voted on in only one city, or in one consolidated city and county, including contributions to city general purpose committees in the same city or the same consolidated city and county.
- (2) **County General Purpose Committee.** A “county general purpose committee” is a committee that makes more than 70 percent of its contributions or expenditures to support or oppose candidates or measures voted on in only one county, or in more than one jurisdiction within one county, including contributions to county general purpose committees in the same county.
- (3) **Review.** A general purpose committee shall verify its filing jurisdiction quarterly at the end of March, June, September and December. An existing general purpose committee that has not made contributions and/or expenditures of \$5,000 or more to support or oppose candidates or measures in the preceding quarterly time period is not required to review or change its status.

**SCOPE OF REVIEW**

The City Auditor reviewed the SCCCPAC campaign disclosure forms that had been filed with the County of Santa Clara for the years beginning 2010 through 2014, analyzing the following questions:

1. Did the SCCCPAC organize properly under Form 410: Statement of Organization of a committee with the County of Santa Clara, or should the SCCCPAC have

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2010 – 2014)

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organized with the City of Santa Clara based on the percentage of contributions made to local candidates?

2. Has the SCCCPAC been filing campaign disclosure forms appropriately with the County of Santa Clara or should the SCCCPAC have been filing these disclosure forms with the City of Santa Clara?

The City Clerk provided guidance on FPPC timelines, requirements and potential violations. The City Attorney also reviewed this report.

**FACTS**

The review established the following facts:

1. SCCCPAC provided a copy of their FPPC Statement of Organization Form 410 to the City Clerk designating itself as a County General Purpose Committee Organization in April 2010.
2. On May 4, 2010, former City Clerk, Rod Diridon Jr., provided a letter to the SCCCPAC acknowledging that their local filing officer was the County Registrar of Voters and, appropriately, also noted that “in some instances you may be obligated by the Elections Code to file with the City Clerk’s Office in the City of Santa Clara” (Attachment 3).
3. From 2010 to 2014, SCCCPAC, designating itself as a County General Purpose Organization, has been filing campaign disclosure forms with the County of Santa Clara rather than with the City of Santa Clara.
4. Since October 2014 through present, SCCCPAC has filed copies of the various required FPPC campaign disclosure forms and has maintained its designation as a County General Purpose Committee Organization, including:
  - Form 410: Recipient Committee Organization Statement
  - Form 460: Recipient Committee Campaign Statement Expenditure and Contribution Report
  - Form 496: 24-Hour Independent Expenditure Report
  - Form 497: 24-Hour Contribution Report

**CITY CLERK AND CITY AUDITOR FINDINGS AND POTENTIAL VIOLATIONS**

Based on FPPC Regulations, FPPC definitions for County and City General Purpose Committees, and the above set of facts, each of the SCCCPAC campaign disclosure form filings were analyzed to determine whether contributions or expenditure activity

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2010 – 2014)

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meet the definition of County General Purpose Committee or City General Purpose Committee.

**FINDING 1 –**

**Year 2010** – SCCCPAC reported \$28,224 in expenditures for the year, which consists of \$1,224 for fundraising, professional fees, and office supplies. SCCCPAC expended \$27,000 in election contributions supporting three City of Santa Clara council candidates. The SCCCPAC's only contribution for the 2010 Election was to support three City of Santa Clara council candidates (\$27,000) which represents 100% of SCCCPAC's total contribution to candidates.

**Potential Violation 1**

The SCCCPAC's only contribution for the 2010 Election was to support three City of Santa Clara council candidates (\$27,000) which represents 100% of SCCCPAC's total contribution to candidates. At that time, the SCCCPAC's status was a County General Purpose Committee and, based on its contributions, the SCCCPAC should have changed its reporting committee status from a County General Purpose Committee to a City General Purpose Committee with the City of Santa Clara on the Statement of Organization form (Form 410).

A 100% SCCCPAC contribution for candidates in the City of Santa Clara does not qualify as a County General Purpose Committee. The SCCCPAC hit the 70% threshold during the fourth quarter of the reporting period and, upon that, should have amended their filing within the FPPC requirements. The FPPC regulation (see Definitions) states "A general purpose committee shall verify its filing jurisdiction quarterly at the end of March, June, September and December." The SCCCPAC should have amended its Form 410 – Statement of Organization.

**FINDING 2 –**

**Year 2011** – The SCCCPAC reported \$5,770 in expenditures for fundraising, professional fees, and office supplies. Additionally, SCCCPAC did not have any election contributions or expenditures in 2011. There is nothing on record of the SCCCPAC amending its designation to a City General Purpose Committee or any filings thereafter with the City of Santa Clara.

**Potential Violation 2**

The SCCCPAC should have adjusted its General Purpose Committee filing from a County General Purpose Committee to a City General Purpose Committee in 2011 since all of SCCCPAC's 2010 election costs were for local (City of Santa Clara) candidates. There is nothing on record of the SCCCPAC amending its designation to a City General Purpose Committee. Additionally, the SCCCPAC did not file any campaign disclosure forms thereafter with the City of Santa Clara.

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2010 – 2014)

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**FINDING 3(a) –**

**Year 2012** – SCCCPAC reported \$35,264 in expenditures for the year. These expenditures and contributions consist of \$15,486 for fundraising, professional fees, and office supplies and \$19,778 in election cost supporting three City of Santa Clara council candidates and four other County of Santa Clara candidates. The SCCCPAC contributed 82.3% (\$16,278) of its total contribution (\$19,778) to support three City of Santa Clara council candidates in 2012. The remaining 17.7% (\$3,500) was split between four candidates running for assembly and school board within the County of Santa Clara.

**FINDING 3(b) –**

The City Auditor has confirmed that the County of Santa Clara does not have a Campaign Disclosure Form on record from the SCCCPAC for the period of time, October 21 through December 31, 2012. It appears that the SCCCPAC did not comply with the FPPC established filing deadlines for this period.

**Potential Violation 3(a)**

The SCCCPAC contributed 82.3% (\$16,278) of its total contribution (\$19,778) to support three City of Santa Clara council candidates in 2012. The remaining 17.7% (\$3,500) was split between four candidates running for assembly and school board within the County of Santa Clara.

At the time of these expenditures and contributions, the SCCCPAC remained designated as a County General Purpose Committee. SCCCPAC made more than 70% of its contributions or expenditures to support candidates in the City of Santa Clara. Based on its contributions, the SCCCPAC should have changed its reporting committee status from a County General Purpose Committee to a City General Purpose Committee with the City of Santa Clara on the Statement of Organization form (Form 410).

An 82.3% SCCCPAC contribution for candidates in the City of Santa Clara does not qualify as a County General Purpose Committee. The SCCCPAC hit the 70% threshold during the fourth quarter of the reporting period and, upon that, should have amended their filing within the FPPC requirements. The FPPC regulation (see Definitions) states “A general purpose committee shall verify its filing jurisdiction quarterly at the end of March, June, September and December.” The SCCCPAC should have amended its Form 410 – Statement of Organization and filed all disclosure forms thereafter with the City of Santa Clara.

**Potential Violation 3(b)**

Campaign disclosure form filings should be made during an election year according to the timelines established by the PFFC. The SCCCPAC filed its first semi-annual

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2010 – 2014)

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statements and subsequent pre-election statements through October 20, 2012. There is no SCCPAC filing for the period of October 21 through December 2012. The City Auditor and the City Clerk's Office has confirmed that the County of Santa Clara does not have a filing on record from the SCCCPAC for this period of time. It appears that the SCCCPAC did not comply with the FPPC established filing deadlines for this period.

**FINDING 4 –**

**Year 2013** – The SCCCPAC reported \$10,360 in expenditures on fundraising and office supplies. Additionally, SCCCPAC did not have any election contributions or expenditures in 2013.

**Potential Violation 4**

The SCCCPAC should have adjusted its designation from a County General Purpose Committee to a City General Purpose Committee in 2013 since 82.3% of SCCCPAC's 2012 election costs were for local (City of Santa Clara) candidates. There is nothing on record of the SCCCPAC amending its designation to a City General Purpose Committee. Additionally, the SCCCPAC did not file any campaign disclosure forms thereafter with the City of Santa Clara.

**FINDING 5 –**

**Year 2014** – SCCCPAC reported \$55,594 in expenditures and contributions for the year. Expenditures and contributions consisted of \$30,458 in fundraising, bank fees, and professional services fees. Additionally, SCCCPAC expended \$25,136 in election contributions supporting three City of Santa Clara council candidates and three other County of Santa Clara candidates.

**Potential Violation 5**

The SCCCPAC contributed 93.2% (\$23,419) of its total contribution (\$25,136) to support three City of Santa Clara council candidates in 2014. The remaining 6.8% (\$1,717) was split between three candidates running for assembly and school board within the County of Santa Clara.

At the time of these expenditures and contributions, the SCCCPAC remained designated as a County General Purpose Committee. SCCCPAC made more than 70% of its contributions or expenditures to support candidates in the City of Santa Clara. Based on its contributions, the SCCCPAC should have changed its reporting committee status from a County General Purpose Committee to a City General Purpose Committee with the City of Santa Clara on the Statement of Organization form (Form 410) and also should have filed required campaign disclosure forms thereafter with the City of Santa Clara.

**HONORABLE MAYOR & CITY COUNCIL**

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A 93.2% SCCCPAC contribution for candidates in the City of Santa Clara does not qualify as a County General Purpose Committee. The SCCCPAC hit the 70% threshold during the fourth quarter of the reporting period and, upon that, should have amended its campaign disclosure filing within the FPPC requirements. The FPPC regulation (see Definitions) states “A general purpose committee shall verify its filing jurisdiction quarterly at the end of March, June, September and December.” There is nothing on record of the SCCCPAC amending its designation to a City General Purpose Committee. Additionally, the SCCCPAC did not file any campaign disclosure forms thereafter with the City of Santa Clara.

**SUMMARY FINDINGS**

Based on the contribution percentages from 2010 through 2014, the SCCCPAC should have designated itself as a City General Purpose Committee and thereafter should have filed all FPPC campaign disclosure forms with the City of Santa Clara’s City Clerk’s Office.

Based on the City Auditor’s review, SCCCPAC did have more than 70% of its contributions or expenditures to support or oppose candidates or measures voted on in only one city (City of Santa Clara).

**Table 1: Summary of SCCCPAC Contribution and Expenditures (by %) – 2010 through 2014**

<b>Year</b>	<b>% in County of Santa Clara</b>	<b>% in City of Santa Clara</b>	<b>Comments/Notes</b>
<b>2010</b>	0	100%	
<b>2011</b>	0	0	No election. SCCCPAC reported fundraising expenditures with the County.
<b>2012</b>	17.7%	82.3%	There is no SCCCPAC filing for the period of October 21 through December 2012 on file at the County of Santa Clara or City of Santa Clara.
<b>2013</b>	0	0	No election. SCCCPAC reported fundraising expenditures with the County.
<b>2014</b>	6.8%	93.2%	

The above findings show that the SCCCPAC should have designated itself as a City General Purpose Committee. There is no amended Form 410 for the years reviewed, 2010 through 2014. It should be noted that SCCCPAC is still out of compliance with properly designating itself as a City General Purpose Committee. Given the above findings, a separate review is warranted for the years 2015 through 2018 (present).

**NEXT STEPS**

Upon the above findings and potential violations, the City Clerk’s Office contacted the FPPC to seek guidance on how to address the appropriate campaign disclosure filing

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2010 – 2014)

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status for the SCCCPAC. Upon discussion with a representative from the FPPC, it was requested that the City forward the matter to the Enforcement Unit for review. Based on the City Auditor's findings, and City Clerk's confirmation, the attached filings are being sent to the FPPC for further review and determination.

**POTENTIAL FINES AND PENALTIES**

The burden of correctly filing all FPPC disclosure forms per PFFC requirements is not placed on the Office of the City Clerk, City Auditor, City of Santa Clara, or County of Santa Clara. Organizations engaged in activities that require the filing of these types of FPPC forms are responsible for making correct determinations about how to file their forms and in accordance with the PFFC requirements. In this case, the Treasurer of SCCCPAC, Mr. David Tobkin, should have completed the FPPC required due diligence to "verify its filing jurisdiction quarterly at the end of March, June, September and December."

The law requires that when it is determined that filings have not been correctly filed, that fines and penalties will be applied. Given these findings, there is a potential for fines and penalties due to the absence of correctly filing these forms for the years 2010 through 2014.

**Late Fines:** According to Government Code Section California Government Code 91013 (a) and (b)), a late filing penalty of up to \$10 per day may be assessed for each day the statement is late. The FPPC or a local filing officer cannot extend a filing deadline. A committee may request a waiver of late fines assessed by the local filing officer or the Secretary of State.

**Failure to File:** Filing officers must refer committees to the FPPC or another enforcement agency if a committee fails to file a campaign statement. Administrative penalties of up to \$5,000 per violation may be assessed. (See Government Code Section 83116.) Committees fined by the FPPC Enforcement Division are listed on the FPPC website.

Issued on October 29, 2018, in the City of Santa Clara, to the Mayor and City Council by the City Clerk and City Auditor:

  
\_\_\_\_\_  
Nadine Nader  
Appointed City Clerk  
Elections Official

  
\_\_\_\_\_  
Linh Lam  
City Auditor

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2010 – 2014)

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**Attachments:**

1. *Santa Clara News* article, dated October 9, 2018
2. *Santa Clara Weekly/Silicon Valley Voice*, dated October 11, 2018
3. City Clerk's Letter, dated May 4, 2010
4. NOT ATTACHED--FPPC Campaign Disclosure Forms for SCCCPAC on file with the City Clerk's Office

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OCTOBER 9, 2018

## **REPORT: Santa Clara Chamber of Commerce PAC Failed to File Campaign Reports with City for Four Years**

By Robert Haugh

Tonight, the City Council will take the next step in finding someone to manage the Convention Center. They got rid of the **Santa Clara Chamber of Commerce** after an [audit showed mismanagement and malfeasance](#).

City staff also referred the info from the audit to the **IRS** and **California Fair Political Practices Commission (FPPC)**.

The City may have more stuff to look into.

According to our research, the Chamber failed to file FPPC reports with the City for four years! Yup. From April 2010 to October 2014 there are no reports with the City Clerk. The Chamber may have filed them with other agencies and forgot to file with the City. Oops.

Here's what's publicly available on the City site:

					
152858711	Commerce Political Action Committee (PAC)	10/31/2014	FPPC 496	Original	
152858513	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/31/2014	FPPC 496	Original	
152858455	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/31/2014	FPPC 465	Original	
152858702	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/31/2014	FPPC 465	Original	
152858740	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/31/2014	FPPC 465	Original	
152858723	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/30/2014	FPPC 496	Original	
152788270	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/24/2014	FPPC 465	Original	

152776063	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/24/2014	FPPC 465	Original
152776106	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/24/2014	FPPC 465	Original
152775312	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/23/2014	FPPC 460	Original
152775959	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/23/2014	FPPC 496	Original
152775328	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/23/2014	FPPC 496	Original
152788539	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/23/2014	FPPC 496	Original
10233138	Santa Clara Chamber of Commerce Political Action Committee (PAC)	04/21/2010	FPPC 410	Original

Navigation: [Back] [Previous] 1 2 [Next] [Forward] Page size: 20

The last time that this type of violation was discovered was 2016. Then, former City Clerk **Rod Diridon, Jr.** [fined BLUPAC \\$9,000 for filing their reports late](#). BLUPAC is the “dark money” group with ties to the **49ers**.

**Who’s In Charge of the PAC?**

**Lou Mariani** of **Mariani's Inn** is still the head of Chamber's Government Relations Committee, though we heard he was cutting ties. We heard others have dropped from the PAC, too.

Accountant **Dave Tobkin** is still the PAC's Treasurer. He's had that role since 2010. Tobkin is technically responsible for the reports. Here's what the FPPC website says:

*Campaign treasurers sign campaign disclosure reports under penalty of perjury and are liable in enforcement actions for violations of the Act. It is important to understand the basic rules and requirements associated with transparent campaign disclosure. **No individual should accept the position of a committee treasurer as a mere figurehead.** (language in bold on the website)*

According to our sources, other PAC members are:

- **Miles Barber** – **Santa Clara Weekly** Lobbyist/Publisher
- **Dave DeLozier** – **former Councilman**

- **John Mlnarik** – attorney for Dominic Caserta and **Santa Clara Rotary Club** President
- **Andy Ratermann** – SCUSD board member

According to the Chamber's FPPC report from September 2018, they have less than \$13,000 in the bank. They may need that for fines. And maybe more. If BLUPAC got fined \$9,000 for being late, how much will the Chamber get fined for not reporting for four years? We'll be following this story closely.

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## THE SILICON VALLEY VOICE

Power To Your Voice

# Santa Clara Chamber Of Commerce PAC Filed All Required Finance Reports

Carolyn Schuk

POSTED 04:08 PM, October 11, 2018

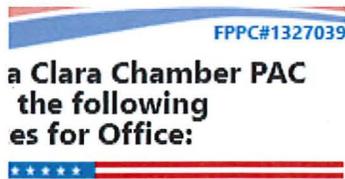


“We filed what we were told to file by the [Santa Clara] City Clerk,” said Santa Clara Chamber of Commerce PAC treasurer Dave Tobkin. The new — and false — accusation is City Hall’s latest offensive against the Chamber.

The Chamber of Commerce is a separate legal entity from the Chamber PAC, although the Council majority refers to the two groups interchangeably.

The City Council summarily pulled the Chamber’s longtime contract for operating the Santa Clara Convention Center & Victors Bureau in June, accusing the Chamber of malfeasance and launching an audit.

SPONSORED



For Mayor  
✓ **Anthony Becker**

For City Clerk  
✓ **Peta Roberts**

For District 2  
✓ **Raj Chahal**

For SCUUSD School Board  
✓ **Jodi Muirhead**  
✓ **Andrew Ratterman**



At Tuesday night's Council meeting Santa Clara Vice Mayor Kathy Watanabe reported that she read in fired Weekly sports writer Robert Haugh's "online blog" that the Santa Clara Chamber of Commerce PAC didn't file finance reports between 2010 and 2014.

Watanabe asked, with some urgency, that the City Manager investigate this.

The City Manager won't have to look far. The Chamber PAC filed all the required campaign finance reports during those years with the Santa Clara County Registrar of Voters.

Those reports were filed with the County because the PAC endorses county, state assembly and school board candidates and measures, as well as those in the City of Santa Clara. Tobkin says that the PAC later decided to file also with the City, even though they were told by then-City Clerk Rod Diridon Jr. that they didn't have to.

State law requires that "committees formed or existing primarily to support or oppose candidates or local measures *to be voted upon in any number of jurisdictions within one county* ... shall file the original ... with the elections official of the county."

The County only started publishing the forms digitally in 2016, so if you want to see reports prior to that you have to visit the ROV's office on Berger Drive in San José. However, the record of the reports that have been filed is published online.

All this information can be found on the California Secretary of State's website, and candidates and officeholders in California are expected to know what the laws are.



**CITY OF SANTA CLARA**  
**CITY CLERK'S OFFICE**



5/4/2010

Mr. David Tobkin  
Treasurer  
Santa Clara Chamber of Commerce PAC  
1850 Warburton Avenue  
Santa Clara, CA 95050

Dear Mr. Tobkin,

This letter is to follow-up on conversations between representatives of the Santa Clara Chamber of Commerce Political Action Committee and the City Clerk's Office. It has been confirmed for the City Clerk's Office that your committee is a county committee and not a Santa Clara city committee.

As such, your local filing officer is the County Registrar of Voters. However, it is important to note that in some instances you may be obligated by the Elections Code to file with the City Clerk's Office in the City of Santa Clara.

Please call me at 615-2220 or the FPPC at (866) 275-3772 if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Rod Diridon, Jr.", with a long, sweeping horizontal line extending to the right.

Rod Diridon, Jr.,  
City Clerk and Auditor

**Statement of Organization  
Recipient Committee**

Type or print in ink

STATEMENT OF ORGANIZATION

**Statement Type**

Initial  
Not yet qualified  or

Amendment  
List I.D. number:

Termination – See Part 5  
List I.D. number:

04 / 15 / 10  
Date qualified as committee

# \_\_\_\_\_  
\_\_\_\_\_  
Date qualified as committee  
(if applicable)

# \_\_\_\_\_  
\_\_\_\_\_  
Date of Termination

Date Stamp <b>RECEIVED</b> <b>APR 21 2010</b> City Clerk's Office City of Santa Clara	<b>CALIFORNIA</b> <b>FORM 410</b> For Official Use Only
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**1. Committee Information**

NAME OF COMMITTEE  
Santa Clara Chamber of Commerce Political Action Committee (PAC)

STREET ADDRESS (NO P.O. BOX)  
1850 Warburton Ave.

CITY	STATE	ZIP CODE	AREA CODE/PHONE
Santa Clara	CA	95050	408-244-8244

MAILING ADDRESS (IF DIFFERENT)

OPTIONAL: FAX / E-MAIL ADDRESS  
408-244-7830 / www.santclarachamber.org

COUNTY OF DOMICILE	COUNTY WHERE COMMITTEE IS ACTIVE IF DIFFERENT THAN COUNTY OF DOMICILE
Santa Clara	

Attach additional information on appropriately labeled continuation sheets.

**2. Treasurer and Other Principal Officers**

NAME OF TREASURER  
David D. Tobkin

STREET ADDRESS (NO P.O. BOX)  
2397 Forest Ave. Suite A

CITY	STATE	ZIP CODE	AREA CODE/PHONE
San Jose	CA	95128	408-247-7642

NAME OF ASSISTANT TREASURER, IF ANY  
Donna Tobkin

STREET ADDRESS (NO P.O. BOX)  
2607 Birchtree Lane

CITY	STATE	ZIP CODE	AREA CODE/PHONE
Santa Clara	CA	95051	408-984-8299

NAME OF PRINCIPAL OFFICER(S)  
David D. Tobkin

STREET ADDRESS (NO P.O. BOX)  
2397 Forest Ave. Suite A

CITY	STATE	ZIP CODE	AREA CODE/PHONE
San Jose	CA	95128	408-247-7642

**3. Verification**

I have used all reasonable diligence in preparing this statement and to the best of my knowledge the information contained herein is true and complete. I certify under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

Executed on 4/21/10  
DATE

Executed on \_\_\_\_\_  
DATE

Executed on \_\_\_\_\_  
DATE

Executed on \_\_\_\_\_  
DATE

By David A. Tobkin  
SIGNATURE OF TREASURER OR ASSISTANT TREASURER

By \_\_\_\_\_  
SIGNATURE OF CONTROLLING OFFICEHOLDER, CANDIDATE, OR STATE MEASURE PROPONENT

By \_\_\_\_\_  
SIGNATURE OF CONTROLLING OFFICEHOLDER, CANDIDATE, OR STATE MEASURE PROPONENT

By \_\_\_\_\_  
SIGNATURE OF CONTROLLING OFFICEHOLDER, CANDIDATE, OR STATE MEASURE PROPONENT

**Statement of Organization  
Recipient Committee**

INSTRUCTIONS ON REVERSE

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COMMITTEE NAME Santa Clara Chamber of Commerce Political Action Committee (PAC)	I.D. NUMBER Applied for
--	----------------------------

**4. Type of Committee** Complete the applicable sections.

**Controlled Committee**

- List the name of each controlling officeholder, candidate, or state measure proponent. If candidate or officeholder controlled, also list the elective office sought or held, and district number, if any, and the year of the election.
- List the political party with which each officeholder or candidate is affiliated or check "non-partisan."
- If this committee acts jointly with another controlled committee, list the name and identification number of the other controlled committee.

NAME OF CANDIDATE/OFFICEHOLDER/STATE MEASURE PROPONENT	ELECTIVE OFFICE SOUGHT OR HELD (INCLUDE DISTRICT NUMBER IF APPLICABLE)	YEAR OF ELECTION	PARTY
			<input type="checkbox"/> Non-Partisan
			<input type="checkbox"/> Non-Partisan

- List the financial institution where the campaign bank account is located (controlled "candidate election" committees only)

NAME OF FINANCIAL INSTITUTION	AREA CODE/PHONE	BANK ACCOUNT NUMBER
ADDRESS	CITY	STATE ZIP CODE

**Primarily Formed Committee**

Primarily formed to support or oppose specific candidates or measures in a single election. List below.

CANDIDATE(S) NAME OR MEASURE(S) FULL TITLE (INCLUDE BALLOT NO. OR LETTER)	CANDIDATE(S) OFFICE SOUGHT OR HELD OR MEASURE(S) JURISDICTION (INCLUDE DISTRICT NO., CITY OR COUNTY, AS APPLICABLE)	CHECK ONE	
		SUPPORT	OPPOSE
		SUPPORT	OPPOSE

**Statement of Organization  
Recipient Committee**

STATEMENT OF ORGANIZATION

**CALIFORNIA FORM 410**

INSTRUCTIONS ON REVERSE

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COMMITTEE NAME

Santa Clara Chamber of Commerce Political Action Committee (PAC)

I.D. NUMBER

Applied for

**4. Type of Committee** (Continued)

**General Purpose Committee**

Not formed to support or oppose specific candidates or measures in a single election. Check only one box:

CITY Committee     COUNTY Committee     STATE Committee

PROVIDE BRIEF DESCRIPTION OF ACTIVITY

Review, research and recommend support of and/or opposition to proposed ballot measures and legislation, ordinances of city, county and state bodies

**Sponsored Committee**

List additional sponsors on an attachment.

NAME OF SPONSOR

INDUSTRY GROUP OR AFFILIATION OF SPONSOR

STREET ADDRESS

NO. AND STREET

CITY

STATE

ZIP CODE

**Small Contributor Committee**

\_\_\_\_\_  
Date qualified

**5. Termination Requirements** By signing the verification, the treasurer, assistant treasurer and/or candidate, officeholder, or proponent certify that all of the following conditions have been met:

- This committee has ceased to receive contributions and make expenditures;
- This committee does not anticipate receiving contributions or making expenditures in the future;
- This committee has eliminated or has no intention or ability to discharge all debts, loans received, and other obligations;
- This committee has no surplus funds; and
- This committee has filed all campaign statements required by the Political Reform Act disclosing all reportable transactions.
  - There are restrictions on the disposition of surplus campaign funds held by elected officers who are leaving office and by defeated candidates. Refer to Government Code Section 89519.
  - Leftover funds of ballot measure committees may be used for political, legislative or governmental purposes under Government Code Sections 89511 - 89518, and are subject to Elections Code Section 18680 and FPPC Regulation 18521.5.



October 31, 2018

HONORABLE MAYOR AND CITY COUNCIL  
Santa Clara, CA

**RE: Review of Santa Clara Chamber of Commerce Political Action Committee (SCCCPAC) Campaign Disclosure Filings, 2015 through 2018**

To Honorable Mayor and City Council:

The following completes review of the SCCCPC Campaign Disclosure Filings for 2010-2018. Attachment 1 includes the City Clerk and City Auditor review for the period 2010-2014.

Table 1 in this report confirms the **potential for minimum fines of \$43,250** due from the SCCCPC for (1) Late Filings and (2) Failure to File with the City of Santa Clara. This report is being forwarded to the Fair Political Practices Commission (FPPC).

### **PURPOSE**

The purpose of this report is to provide the City Clerk and City Auditor's analyses and findings of the SCCCPC FPPC Campaign Disclosure Forms from 2015 through 2018. A copy of this report will also be forwarded to the FPPC.

### **BACKGROUND**

See Attachment 1.

### **DEFINITIONS**

See Attachment 1.

### **SCOPE OF REVIEW**

See Attachment 1. Table 1, in this report, consolidates a summary of findings for the period 2010-2018 and includes a new column of Potential Fines.

The City Auditor reviewed the SCCCPC campaign disclosure forms that had been filed with the County of Santa Clara for the years beginning 2015 through the most recent filing (October 26, 2018), analyzing the following questions:

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2015 – 2018)

October 31, 2018

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1. Did the SCCCPAC organize properly under Form 410: Statement of Organization of a committee with the County of Santa Clara, or should the SCCCPAC have organized with the City of Santa Clara based on the percentage of contributions made to local candidates?
2. Has the SCCCPAC been filing campaign disclosure forms appropriately with the County of Santa Clara or should the SCCCPAC have been filing these disclosure forms with the City of Santa Clara?

**FACTS**

See Attachment 1. This review established the following additional facts:

1. From 2010 to 2018, SCCCPAC, designating itself as a County General Purpose Organization, has been filing campaign disclosure forms with the County of Santa Clara rather than with the City of Santa Clara.
2. During the course of our review, on the morning of October 31, 2018, the SCCCPAC filed a Form 496, Independent Expenditure Report, which reflected expenditures for \$11,650 for postage, bulk mailing, and graphic design for a mailer. These expenditures would need to be reflected in the final Form 460, Campaign Statement, for the campaign disclosure period by early 2019 and are not reflected in the Form 460, Campaign Statement, analysis in the Findings section of this report.

**CITY CLERK AND CITY AUDITOR FINDINGS AND POTENTIAL VIOLATIONS**

Based on FPPC Regulations, FPPC definitions for County and City General Purpose Committees, and the above set of facts, each of the SCCCPAC campaign disclosure form filings were analyzed to determine whether contributions or expenditure activity meet the definition of County General Purpose Committee or City General Purpose Committee.

**FINDING 1 –**

**Year 2015** – SCCCPAC reported \$8,848 in expenditures for fundraising, professional fees, bank fees, and office supplies. Additionally, SCCCPAC contributed \$300 to another State General Purpose Committee in 2015. The contribution amount did not exceed the annual \$5,000 threshold that would require SCCCPAC to review its reporting jurisdiction. As such, SCCCPAC should still continue to report under the General Purpose Committee that it has the most contributions with, which is a City General Purpose Committee with the City of Santa Clara. There is nothing on record of the SCCCPAC amending its designation to a City General Purpose Committee or any filings thereafter with the City of Santa Clara.

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2015 – 2018)

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**Potential Violation 1**

The SCCCPAC should have adjusted its General Purpose Committee filing from a County General Purpose Committee to a City General Purpose Committee in 2015 since the majority of SCCCPAC's election costs in 2014 were for local (City of Santa Clara) candidates. There is nothing on record of the SCCCPAC amending its designation to a City General Purpose Committee.

**FINDING 2 –**

**Year 2016** – SCCCPAC reported \$62,136 in expenditures and contributions for the year. Expenditures and contributions consisted of \$44,433 in fundraising, bank fees, and professional services fees. Additionally, SCCCPAC expended \$17,703 in election contributions supporting three council candidates, a city clerk and a police chief of the City of Santa Clara and two other County of Santa Clara candidates.

**Potential Violation 2**

The SCCCPAC contributed 95.1% (\$16,831) of its total contribution (\$17,703) to support City of Santa Clara candidates in 2016. The remaining 4.9% (\$872) was split between two candidates running for school board and school trustee within the County of Santa Clara.

The SCCCPAC should have adjusted its General Purpose Committee filing from a County General Purpose Committee to a City General Purpose Committee since 95.1% of SCCCPAC's election costs were for local (City of Santa Clara) candidates. There is nothing on record of the SCCCPAC amending its designation to a City General Purpose Committee or any filings thereafter with the City of Santa Clara.

**FINDING 3 –**

**Year 2017** – The SCCCPAC reported \$25,634 in expenditures on fundraising and office supplies. Additionally, SCCCPAC did not have any election contributions or expenditures in 2017.

**Potential Violation 3**

The SCCCPAC should have adjusted its designation from a County General Purpose Committee to a City General Purpose Committee in 2016 based on SCCCPAC's 95.1% election contribution percentages in 2016 in the City of Santa Clara elections. There is nothing on record of the SCCCPAC amending its designation to a City General Purpose Committee or any filings thereafter with the City of Santa Clara.

**HONORABLE MAYOR & CITY COUNCIL**

**RE: Report and Findings – SCCCPAC Filings (2015 – 2018)**

October 31, 2018

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**FINDING 4 –**

**Year 2018** – SCCCPAC reported \$18,198 in expenditures and contributions for the year. Expenditures and contributions consisted of \$15,033 in fundraising, bank fees, and professional services fees. Additionally, SCCCPAC expended \$3,165 in election contributions supporting one council candidate, city clerk and mayor of the City of Santa Clara **[SEE NOTE BELOW REGARDING 10/31/2018 FORM 496 FILING OF NEW EXPENDITURES IN AMOUNT OF \$11,650]** and two other County of Santa Clara candidates.

As such, SCCCPAC should still continue to report under the General Purpose Committee that it has the most contributions with, which is a City General Purpose Committee with the City of Santa Clara. There is nothing on record of the SCCCPAC amending its designation to a City General Purpose Committee or any filings thereafter with the City of Santa Clara.

**Potential Violation 4**

The SCCCPAC should have adjusted its General Purpose Committee filing from a County General Purpose Committee to a City General Purpose Committee since the majority of SCCCPAC's election costs dating back to 2010 (see City Clerk and City Auditor Report dated October 29, 2018, Attachment 1) were for local (City of Santa Clara) candidates and, our review revealed, the SCCCPAC never met the 70% election contribution threshold to qualify as a County General Purpose Committee. Our review did confirm that the SCCCPAC always met the 70% election contribution threshold to qualify as a City General Purpose Committee. There is nothing on record of the SCCCPAC amending its designation to a City General Purpose Committee or any filings thereafter with the City of Santa Clara.

***Note: During the course of our review, the SCCCPAC filed a Form 496, Independent Expenditure Report, which reflected expenditures for \$11,650 for postage, bulk mailing, and graphic design for a mailer. These expenditures would need to be reflected in the final Form 460, Campaign Statement, for the campaign disclosure period by early 2019.***

***The above activity would qualify expenditures above the 70% threshold, requiring once again that the SCCCPAC should amend its Form 410, Statement of Organization, from a County General Purpose Committee to a City General Purpose Committee.***

**SUMMARY FINDINGS**

Based on the contribution percentages from 2010 through 2018, the SCCCPAC should have designated itself as a City General Purpose Committee and thereafter should have filed all FPPC campaign disclosure forms with the City of Santa Clara's City Clerk's Office. The below findings show that the SCCCPAC should have designated itself as a City General Purpose Committee, not a County General Purpose Committee. There is

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2015 – 2018)

October 31, 2018

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no amended Form 410, Statement of Organization, for all the years reviewed, 2010 through 2018. It should be noted that SCCCPAC is still out of compliance with properly designating itself as a City General Purpose Committee.

The pattern of SCCCPAC’s failure to file as a City General Purpose Committee has existed since 2010 and has continued through the date of the issuance of this review, with a pattern of contributing to City of Santa Clara elections for amounts higher than the 70% threshold without any record of the SCCCPAC’s Treasurer due diligence to correct its jurisdiction from a County General Purpose Committee to a City General Purpose Committee.

**Table 1: Summary of SCCCPAC Contribution and Expenditures (by %) – 2010 through 2018**

<b>Year</b>	<b>% in County of Santa Clara</b>	<b>% in City of Santa Clara</b>	<b>Potential Fines</b>	<b>Comments/Notes</b>
<b>2010</b>	0	100%	<i>Pending FPPC Review against statute of limitations.</i>	SCCCPAC met the 70% contribution threshold for the City General Purpose Committee and therefore should have amended its designation from the County General Purpose Committee to a City General Purpose Committee by early 2011.
<b>2011</b>	n/a	n/a	<i>Pending FPPC Review against statute of limitations.</i>	No election. SCCCPAC reported fundraising expenditures with the County.
<b>2012</b>	17.7%	82.3%	<i>Pending FPPC Review against statute of limitations.</i>	1. There is no SCCPAC filing for the period of October 21 through December 2012 on file at the County of Santa Clara or City of Santa Clara. <b>A review for Failure to File should be completed against the statute of limitations.</b>  2. SCCCPAC met the 70% contribution threshold for the City General Purpose Committee and therefore should have amended its designation from the County General Purpose Committee to a City General Purpose Committee by early 2011. A quarterly due diligence review was required by the SCCCPAC Treasurer along with an amended Form 410.
<b>2013</b>	n/a	n/a	<i>Pending FPPC Review against statute of limitations.</i>	No election. SCCCPAC reported fundraising expenditures with the County.

**HONORABLE MAYOR & CITY COUNCIL**

**RE: Report and Findings – SCCCPAC Filings (2015 – 2018)**

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<p><b>2014</b></p>	<p>6.8%</p>	<p>93.2%</p>	<p>Fine 1: Late Filing Fee, Annual minimum \$3,650</p> <p>Fine 2: Failure to File, \$5,000</p> <p><b>Total Fines: \$8,650 minimum</b></p> <p>Note: The total fine minimum is subject to further determination against Government Code Section: 82018 (a) Except as provided in subdivisions (b), (c), and (d), "cumulative amount" means the amount of contributions received or expenditures made in the calendar year.</p>	<p>SCCCPAC met the 70% contribution threshold for the City General Purpose Committee and therefore should have amended its designation from the County General Purpose Committee to a City General Purpose Committee by early 2011. A quarterly due diligence review was required by the SCCCPAC Treasurer along with an amended Form 410.</p>
<p><b>2015</b></p>	<p>n/a</p>	<p>n/a</p>	<p>Fine 1: Late Filing Fee, Annual minimum \$3,650</p> <p>Fine 2: Failure to File, \$5,000</p> <p><b>Total Fines: \$8,650 minimum</b></p> <p>Note: The total fine minimum is subject to further determination against Government Code Section: 82018 (a) Except as provided in subdivisions (b), (c), and (d), "cumulative amount" means the amount of contributions received or expenditures made in the calendar year.</p>	<p>SCCCPAC's contribution amount was under \$5,000; therefore a quarterly due diligence review was not required by the SCCCPAC Treasurer.</p>
<p><b>2016</b></p>	<p>4.9%</p>	<p>95.1%</p>	<p>Fine 1: Late Filing Fee, Annual minimum \$3,650</p> <p>Fine 2: Failure to File, \$5,000</p> <p><b>Total Fines: \$8,650 minimum</b></p> <p>Note: The total fine minimum is subject to further</p>	<p>SCCCPAC met the 70% contribution threshold for the City General Purpose Committee and therefore should have amended its designation from the County General Purpose Committee to a City General Purpose Committee by early 2011. A quarterly due diligence review was required by the SCCCPAC Treasurer along with an amended Form 410.</p>

**HONORABLE MAYOR & CITY COUNCIL**

**RE: Report and Findings – SCCCPAC Filings (2015 – 2018)**

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			determination against Government Code Section: 82018, (a) Except as provided in subdivisions (b), (c), and (d), "cumulative amount" means the amount of contributions received or expenditures made in the calendar year.	
<b>2017</b>	n/a	n/a	<p>Fine 1: Late Filing Fee, Annual minimum \$3,650</p> <p>Fine 2: Failure to File, \$5,000</p> <p><b>Total Fines: \$8,650 minimum</b></p> <p>Note: The total fine minimum is subject to further determination against Government Code Section: 82018, (a) Except as provided in subdivisions (b), (c), and (d), "cumulative amount" means the amount of contributions received or expenditures made in the calendar year.</p>	No election. SCCCPAC reported fundraising expenditures with the County.
<b>2018</b>	n/a	n/a	<p>Fine 1: Late Filing Fee, Annual minimum \$3,650</p> <p>Fine 2: Failure to File, \$5,000</p> <p><b>Total Fines: \$8,650 minimum</b></p> <p>Note: The total fine minimum is subject to further determination against Government Code Section: 82018 (a) Except as provided in subdivisions (b), (c), and (d), "cumulative amount" means the amount of contributions received or expenditures made in the calendar year.</p>	<p>During the course of our review, the SCCCPAC filed a Form 496, Independent Expenditure Report, which reflected expenditures for \$11,650 for postage, bulk mailing, and graphic design for a mailer. These expenditures would need to be reflected in the final Form 460, Campaign Statement, for the campaign disclosure period by early 2019.</p> <p>The above activity would qualify expenditures above the 70% threshold, requiring once again that the SCCCPAC should amend its Form 410, Statement of Organization, from a County General Purpose Committee to a City General Purpose Committee.</p>

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2015 – 2018)

October 31, 2018

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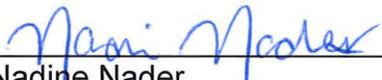
**POTENTIAL FINES AND PENALTIES**

See Attachment 1.

The burden of correctly filing all FPPC disclosure forms per FPPC requirements is not placed on the Office of the City Clerk, City Auditor, City of Santa Clara, or County of Santa Clara.

**See Table 1, Potential Fines column amount to \$43,250.** Organizations engaged in activities that require the filing of these types of FPPC forms are responsible for making correct determinations about how to file their forms and in accordance with the FPPC requirements. **In this case, the Treasurer of SCCCPAC, Mr. David Tobkin, should have completed the FPPC required due diligence to “verify its filing jurisdiction quarterly at the end of March, June, September and December.”**

Issued on October 31, 2018, in the City of Santa Clara, to the Mayor and City Council by the City Clerk and City Auditor:

  
\_\_\_\_\_  
Nadine Nader  
Appointed City Clerk  
Elections Official

  
\_\_\_\_\_  
Linh Lam  
City Auditor

Attachment:

1. October 29, 2018, City Clerk and City Auditor Report re SCCCPAC Campaign Disclosure Filings



**City of  
Santa Clara**  
The Center of What's Possible

City Clerk & City Auditor  
**REPORT**

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October 29, 2018

HONORABLE MAYOR AND CITY COUNCIL  
Santa Clara, CA

**RE: Response to City Council Inquiry on the Santa Clara Chamber of  
Commerce Political Action Committee (SCCCPAC) Campaign Disclosure  
Filings, 2010 through 2014**

To Honorable Mayor and City Council:

The following responds to the City Council's inquiry and direction made at the October 9, 2018 City Council meeting.

**PURPOSE**

The purpose of this report is to provide the City Clerk and City Auditor's analyses and findings of the SCCCPAC Fair Political Practices Commission (FPPC) Campaign Disclosure Forms from 2010 through 2014. A copy of this report will also be forwarded to the FPPC for its further review and determination of accuracy of jurisdictional filings, as well as potential fines and penalties.

**BACKGROUND**

At the October 9, 2018 City Council meeting, Vice Mayor Kathy Watanabe requested information about the accuracy of a local media article (*Santa Clara News*, Attachment 1) relative to the SCCCPAC's campaign disclosure filings with the Fair Political Practices Commission (FPPC). Staff was directed to report back whether the media article was correct regarding the absence of the SCCCPAC campaign disclosure filings with the City for the years 2010 through 2014.

The *Santa Clara News* article noted that although the SCCCPAC was an active organization that held political fundraisers and participated in support or opposition of local candidates and measures in the City of Santa Clara, the Office of the City Clerk appeared to not have any SCCCPAC campaign disclosure filings for those specific years. Shortly after the October 9 City Council inquiry, another local media outlet, *Santa Clara Weekly/Silicon Valley Voice*, published an article by Carolyn Schuk, that provided

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2010 – 2014)

October 29, 2018

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a response to the previous *Santa Clara News* article and City Council inquiry (Attachment 2).

Staff has reviewed both media articles, along with the SCCCPAC campaign disclosure filings on file with the County of Santa Clara.

**DEFINITIONS**

The FPPC establishes definitions for both a County General Purpose Committee and a City General Purpose Committee, (FPPC Regulations, Chapter 2, Section 18227.5 (c)(1)(2)). The FPPC also provides regulations regarding the burden of review and verification for which jurisdiction to file the General Purpose Committee disclosure forms (Chapter 2, Section 18227.5 (d)(1)). The FPPC regulation places the burden on the SCCCPAC organization to file with the appropriate agency and to perform due diligence on a frequency established by the FPPC.

The definitions are as follows:

- (1) **City General Purpose Committee.** A “city general purpose committee” is a committee that makes more than 70 percent of its contributions or expenditures to support or oppose candidates or measures voted on in only one city, or in one consolidated city and county, including contributions to city general purpose committees in the same city or the same consolidated city and county.
- (2) **County General Purpose Committee.** A “county general purpose committee” is a committee that makes more than 70 percent of its contributions or expenditures to support or oppose candidates or measures voted on in only one county, or in more than one jurisdiction within one county, including contributions to county general purpose committees in the same county.
- (3) **Review.** A general purpose committee shall verify its filing jurisdiction quarterly at the end of March, June, September and December. An existing general purpose committee that has not made contributions and/or expenditures of \$5,000 or more to support or oppose candidates or measures in the preceding quarterly time period is not required to review or change its status.

**SCOPE OF REVIEW**

The City Auditor reviewed the SCCCPAC campaign disclosure forms that had been filed with the County of Santa Clara for the years beginning 2010 through 2014, analyzing the following questions:

1. Did the SCCCPAC organize properly under Form 410: Statement of Organization of a committee with the County of Santa Clara, or should the SCCCPAC have

**HONORABLE MAYOR & CITY COUNCIL**

**RE: Report and Findings – SCCCPAC Filings (2010 – 2014)**

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organized with the City of Santa Clara based on the percentage of contributions made to local candidates?

2. Has the SCCCPAC been filing campaign disclosure forms appropriately with the County of Santa Clara or should the SCCCPAC have been filing these disclosure forms with the City of Santa Clara?

The City Clerk provided guidance on FPPC timelines, requirements and potential violations. The City Attorney also reviewed this report.

**FACTS**

The review established the following facts:

1. SCCCPAC provided a copy of their FPPC Statement of Organization Form 410 to the City Clerk designating itself as a County General Purpose Committee Organization in April 2010.
2. On May 4, 2010, former City Clerk, Rod Diridon Jr., provided a letter to the SCCCPAC acknowledging that their local filing officer was the County Registrar of Voters and, appropriately, also noted that “in some instances you may be obligated by the Elections Code to file with the City Clerk’s Office in the City of Santa Clara” (Attachment 3).
3. From 2010 to 2014, SCCCPAC, designating itself as a County General Purpose Organization, has been filing campaign disclosure forms with the County of Santa Clara rather than with the City of Santa Clara.
4. Since October 2014 through present, SCCCPAC has filed copies of the various required FPPC campaign disclosure forms and has maintained its designation as a County General Purpose Committee Organization, including:
  - o Form 410: Recipient Committee Organization Statement
  - o Form 460: Recipient Committee Campaign Statement Expenditure and Contribution Report
  - o Form 496: 24-Hour Independent Expenditure Report
  - o Form 497: 24-Hour Contribution Report

**CITY CLERK AND CITY AUDITOR FINDINGS AND POTENTIAL VIOLATIONS**

Based on FPPC Regulations, FPPC definitions for County and City General Purpose Committees, and the above set of facts, each of the SCCCPAC campaign disclosure form filings were analyzed to determine whether contributions or expenditure activity

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2010 – 2014)

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meet the definition of County General Purpose Committee or City General Purpose Committee.

**FINDING 1 –**

**Year 2010** – SCCCPAC reported \$28,224 in expenditures for the year, which consists of \$1,224 for fundraising, professional fees, and office supplies. SCCCPAC expended \$27,000 in election contributions supporting three City of Santa Clara council candidates. The SCCCPAC's only contribution for the 2010 Election was to support three City of Santa Clara council candidates (\$27,000) which represents 100% of SCCCPAC's total contribution to candidates.

**Potential Violation 1**

The SCCCPAC's only contribution for the 2010 Election was to support three City of Santa Clara council candidates (\$27,000) which represents 100% of SCCCPAC's total contribution to candidates. At that time, the SCCCPAC's status was a County General Purpose Committee and, based on its contributions, the SCCCPAC should have changed its reporting committee status from a County General Purpose Committee to a City General Purpose Committee with the City of Santa Clara on the Statement of Organization form (Form 410).

A 100% SCCCPAC contribution for candidates in the City of Santa Clara does not qualify as a County General Purpose Committee. The SCCCPAC hit the 70% threshold during the fourth quarter of the reporting period and, upon that, should have amended their filing within the FPPC requirements. The FPPC regulation (see Definitions) states "A general purpose committee shall verify its filing jurisdiction quarterly at the end of March, June, September and December." The SCCCPAC should have amended its Form 410 – Statement of Organization.

**FINDING 2 –**

**Year 2011** – The SCCCPAC reported \$5,770 in expenditures for fundraising, professional fees, and office supplies. Additionally, SCCCPAC did not have any election contributions or expenditures in 2011. There is nothing on record of the SCCCPAC amending its designation to a City General Purpose Committee or any filings thereafter with the City of Santa Clara.

**Potential Violation 2**

The SCCCPAC should have adjusted its General Purpose Committee filing from a County General Purpose Committee to a City General Purpose Committee in 2011 since all of SCCCPAC's 2010 election costs were for local (City of Santa Clara) candidates. There is nothing on record of the SCCCPAC amending its designation to a City General Purpose Committee. Additionally, the SCCCPAC did not file any campaign disclosure forms thereafter with the City of Santa Clara.

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2010 – 2014)

October 29, 2018

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**FINDING 3(a) –**

**Year 2012** – SCCCPAC reported \$35,264 in expenditures for the year. These expenditures and contributions consist of \$15,486 for fundraising, professional fees, and office supplies and \$19,778 in election cost supporting three City of Santa Clara council candidates and four other County of Santa Clara candidates. The SCCCPAC contributed 82.3% (\$16,278) of its total contribution (\$19,778) to support three City of Santa Clara council candidates in 2012. The remaining 17.7% (\$3,500) was split between four candidates running for assembly and school board within the County of Santa Clara.

**FINDING 3(b) –**

The City Auditor has confirmed that the County of Santa Clara does not have a Campaign Disclosure Form on record from the SCCCPAC for the period of time, October 21 through December 31, 2012. It appears that the SCCCPAC did not comply with the FPPC established filing deadlines for this period.

**Potential Violation 3(a)**

The SCCCPAC contributed 82.3% (\$16,278) of its total contribution (\$19,778) to support three City of Santa Clara council candidates in 2012. The remaining 17.7% (\$3,500) was split between four candidates running for assembly and school board within the County of Santa Clara.

At the time of these expenditures and contributions, the SCCCPAC remained designated as a County General Purpose Committee. SCCCPAC made more than 70% of its contributions or expenditures to support candidates in the City of Santa Clara. Based on its contributions, the SCCCPAC should have changed its reporting committee status from a County General Purpose Committee to a City General Purpose Committee with the City of Santa Clara on the Statement of Organization form (Form 410).

An 82.3% SCCCPAC contribution for candidates in the City of Santa Clara does not qualify as a County General Purpose Committee. The SCCCPAC hit the 70% threshold during the fourth quarter of the reporting period and, upon that, should have amended their filing within the FPPC requirements. The FPPC regulation (see Definitions) states “A general purpose committee shall verify its filing jurisdiction quarterly at the end of March, June, September and December.” The SCCCPAC should have amended its Form 410 – Statement of Organization and filed all disclosure forms thereafter with the City of Santa Clara.

**Potential Violation 3(b)**

Campaign disclosure form filings should be made during an election year according to the timelines established by the PFFC. The SCCCPAC filed its first semi-annual

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2010 – 2014)

October 29, 2018

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statements and subsequent pre-election statements through October 20, 2012. There is no SCCPAC filing for the period of October 21 through December 2012. The City Auditor and the City Clerk's Office has confirmed that the County of Santa Clara does not have a filing on record from the SCCCPAC for this period of time. It appears that the SCCCPAC did not comply with the FPPC established filing deadlines for this period.

**FINDING 4 –**

**Year 2013** – The SCCCPAC reported \$10,360 in expenditures on fundraising and office supplies. Additionally, SCCCPAC did not have any election contributions or expenditures in 2013.

**Potential Violation 4**

The SCCCPAC should have adjusted its designation from a County General Purpose Committee to a City General Purpose Committee in 2013 since 82.3% of SCCCPAC's 2012 election costs were for local (City of Santa Clara) candidates. There is nothing on record of the SCCCPAC amending its designation to a City General Purpose Committee. Additionally, the SCCCPAC did not file any campaign disclosure forms thereafter with the City of Santa Clara.

**FINDING 5 –**

**Year 2014** – SCCCPAC reported \$55,594 in expenditures and contributions for the year. Expenditures and contributions consisted of \$30,458 in fundraising, bank fees, and professional services fees. Additionally, SCCCPAC expended \$25,136 in election contributions supporting three City of Santa Clara council candidates and three other County of Santa Clara candidates.

**Potential Violation 5**

The SCCCPAC contributed 93.2% (\$23,419) of its total contribution (\$25,136) to support three City of Santa Clara council candidates in 2014. The remaining 6.8% (\$1,717) was split between three candidates running for assembly and school board within the County of Santa Clara.

At the time of these expenditures and contributions, the SCCCPAC remained designated as a County General Purpose Committee. SCCCPAC made more than 70% of its contributions or expenditures to support candidates in the City of Santa Clara. Based on its contributions, the SCCCPAC should have changed its reporting committee status from a County General Purpose Committee to a City General Purpose Committee with the City of Santa Clara on the Statement of Organization form (Form 410) and also should have filed required campaign disclosure forms thereafter with the City of Santa Clara.

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2010 – 2014)

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A 93.2% SCCCPAC contribution for candidates in the City of Santa Clara does not qualify as a County General Purpose Committee. The SCCCPAC hit the 70% threshold during the fourth quarter of the reporting period and, upon that, should have amended its campaign disclosure filing within the FPPC requirements. The FPPC regulation (see Definitions) states “A general purpose committee shall verify its filing jurisdiction quarterly at the end of March, June, September and December.” There is nothing on record of the SCCCPAC amending its designation to a City General Purpose Committee. Additionally, the SCCCPAC did not file any campaign disclosure forms thereafter with the City of Santa Clara.

**SUMMARY FINDINGS**

Based on the contribution percentages from 2010 through 2014, the SCCCPAC should have designated itself as a City General Purpose Committee and thereafter should have filed all FPPC campaign disclosure forms with the City of Santa Clara’s City Clerk’s Office.

Based on the City Auditor’s review, SCCCPAC did have more than 70% of its contributions or expenditures to support or oppose candidates or measures voted on in only one city (City of Santa Clara).

**Table 1: Summary of SCCCPAC Contribution and Expenditures (by %) – 2010 through 2014**

<b>Year</b>	<b>% in County of Santa Clara</b>	<b>% in City of Santa Clara</b>	<b>Comments/Notes</b>
<b>2010</b>	0	100%	
<b>2011</b>	0	0	No election. SCCCPAC reported fundraising expenditures with the County.
<b>2012</b>	17.7%	82.3%	There is no SCCCPAC filing for the period of October 21 through December 2012 on file at the County of Santa Clara or City of Santa Clara.
<b>2013</b>	0	0	No election. SCCCPAC reported fundraising expenditures with the County.
<b>2014</b>	6.8%	93.2%	

The above findings show that the SCCCPAC should have designated itself as a City General Purpose Committee. There is no amended Form 410 for the years reviewed, 2010 through 2014. It should be noted that SCCCPAC is still out of compliance with properly designating itself as a City General Purpose Committee. Given the above findings, a separate review is warranted for the years 2015 through 2018 (present).

**NEXT STEPS**

Upon the above findings and potential violations, the City Clerk’s Office contacted the FPPC to seek guidance on how to address the appropriate campaign disclosure filing

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2010 – 2014)

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status for the SCCCPAC. Upon discussion with a representative from the FPPC, it was requested that the City forward the matter to the Enforcement Unit for review. Based on the City Auditor’s findings, and City Clerk’s confirmation, the attached filings are being sent to the FPPC for further review and determination.

**POTENTIAL FINES AND PENALTIES**

The burden of correctly filing all FPPC disclosure forms per FPPC requirements is not placed on the Office of the City Clerk, City Auditor, City of Santa Clara, or County of Santa Clara. Organizations engaged in activities that require the filing of these types of FPPC forms are responsible for making correct determinations about how to file their forms and in accordance with the FPPC requirements. In this case, the Treasurer of SCCCPAC, Mr. David Tobkin, should have completed the FPPC required due diligence to “verify its filing jurisdiction quarterly at the end of March, June, September and December.”

The law requires that when it is determined that filings have not been correctly filed, that fines and penalties will be applied. Given these findings, there is a potential for fines and penalties due to the absence of correctly filing these forms for the years 2010 through 2014.

**Late Fines:** According to Government Code Section California Government Code 91013 (a) and (b)), a late filing penalty of up to \$10 per day may be assessed for each day the statement is late. The FPPC or a local filing officer cannot extend a filing deadline. A committee may request a waiver of late fines assessed by the local filing officer or the Secretary of State.

**Failure to File:** Filing officers must refer committees to the FPPC or another enforcement agency, if a committee fails to file a campaign statement. Administrative penalties of up to \$5,000 per violation may be assessed. (See Government Code Section 83116.) Committees fined by the FPPC Enforcement Division are listed on the FPPC website.

Issued on October 29, 2018, in the City of Santa Clara, to the Mayor and City Council by the City Clerk and City Auditor:

  
\_\_\_\_\_  
Nadine Nader  
Appointed City Clerk  
Elections Official

  
\_\_\_\_\_  
Linh Lam  
City Auditor

**HONORABLE MAYOR & CITY COUNCIL**

**RE:** Report and Findings – SCCCPAC Filings (2010 – 2014)

October 29, 2018

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**Attachments:**

1. *Santa Clara News* article, dated October 9, 2018
2. *Santa Clara Weekly/Silicon Valley Voice*, dated October 11, 2018
3. City Clerk's Letter, dated May 4, 2010
4. NOT ATTACHED--FPPC Campaign Disclosure Forms for SCCCPAC on file with the City Clerk's Office

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≡ Menu

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OCTOBER 9, 2018

## **REPORT: Santa Clara Chamber of Commerce PAC Failed to File Campaign Reports with City for Four Years**

By Robert Haugh

Tonight, the City Council will take the next step in finding someone to manage the Convention Center. They got rid of the **Santa Clara Chamber of Commerce** after an [audit showed mismanagement and malfeasance](#).

City staff also referred the info from the audit to the **IRS** and **California Fair Political Practices Commission (FPPC)**.

The City may have more stuff to look into.

According to our research, the Chamber failed to file FPPC reports with the City for four years! Yup. From April 2010 to October 2014 there are no reports with the City Clerk. The Chamber may have filed them with other agencies and forgot to file with the City. Oops.

Here's what's publicly available on the City site:

					
152858711	Commerce Political Action Committee (PAC)	10/31/2014	FPPC 496	Original	
152858513	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/31/2014	FPPC 496	Original	
152858455	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/31/2014	FPPC 465	Original	
152858702	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/31/2014	FPPC 465	Original	
152858740	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/31/2014	FPPC 465	Original	
152858723	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/30/2014	FPPC 496	Original	
152788270	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/24/2014	FPPC 465	Original	

152776063	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/24/2014	FPPC 465	Original
152776106	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/24/2014	FPPC 465	Original
152775312	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/23/2014	FPPC 460	Original
152775959	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/23/2014	FPPC 496	Original
152775328	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/23/2014	FPPC 496	Original
152788539	Santa Clara Chamber of Commerce Political Action Committee (PAC)	10/23/2014	FPPC 496	Original
10233138	Santa Clara Chamber of Commerce Political Action Committee (PAC)	04/21/2010	FPPC 410	Original

Navigation: [Back] [Previous] 1 2 [Next] [Forward] Page size: 20

The last time that this type of violation was discovered was 2016. Then, former City Clerk **Rod Diridon, Jr.** [fined BLUPAC \\$9,000 for filing their reports late](#). BLUPAC is the “dark money” group with ties to the **49ers**.

**Who’s In Charge of the PAC?**

**Lou Mariani** of **Mariani's Inn** is still the head of Chamber's Government Relations Committee, though we heard he was cutting ties. We heard others have dropped from the PAC, too.

Accountant **Dave Tobkin** is still the PAC's Treasurer. He's had that role since 2010. Tobkin is technically responsible for the reports. Here's what the FPPC website says:

*Campaign treasurers sign campaign disclosure reports under penalty of perjury and are liable in enforcement actions for violations of the Act. It is important to understand the basic rules and requirements associated with transparent campaign disclosure. **No individual should accept the position of a committee treasurer as a mere figurehead.** (language in bold on the website)*

According to our sources, other PAC members are:

- **Miles Barber** – **Santa Clara Weekly** Lobbyist/Publisher
- **Dave DeLozier** – **former Councilman**

- **John Mlnarik** – attorney for Dominic Caserta and **Santa Clara Rotary Club** President
- **Andy Ratermann** – SCUSD board member

According to the Chamber's FPPC report from September 2018, they have less than \$13,000 in the bank. They may need that for fines. And maybe more. If BLUPAC got fined \$9,000 for being late, how much will the Chamber get fined for not reporting for four years? We'll be following this story closely.

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## THE SILICON VALLEY VOICE

Power To Your Voice

# Santa Clara Chamber Of Commerce PAC Filed All Required Finance Reports

Carolyn Schuk

POSTED 04:08 PM, October 11, 2018

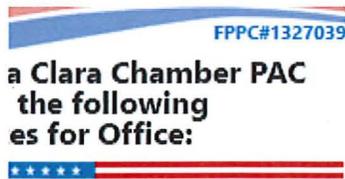


“We filed what we were told to file by the [Santa Clara] City Clerk,” said Santa Clara Chamber of Commerce PAC treasurer Dave Tobkin. The new — and false — accusation is City Hall’s latest offensive against the Chamber.

The Chamber of Commerce is a separate legal entity from the Chamber PAC, although the Council majority refers to the two groups interchangeably.

The City Council summarily pulled the Chamber’s longtime contract for operating the Santa Clara Convention Center & Victors Bureau in June, accusing the Chamber of malfeasance and launching an audit.

SPONSORED



For Mayor  
✓ **Anthony Becker**

For City Clerk  
✓ **Peta Roberts**

For District 2  
✓ **Raj Chahal**

For SCUUSD School Board  
✓ **Jodi Muirhead**  
✓ **Andrew Ratterman**



At Tuesday night's Council meeting Santa Clara Vice Mayor Kathy Watanabe reported that she read in fired Weekly sports writer Robert Haugh's "online blog" that the Santa Clara Chamber of Commerce PAC didn't file finance reports between 2010 and 2014.

Watanabe asked, with some urgency, that the City Manager investigate this.

The City Manager won't have to look far. The Chamber PAC filed all the required campaign finance reports during those years with the Santa Clara County Registrar of Voters.

Those reports were filed with the County because the PAC endorses county, state assembly and school board candidates and measures, as well as those in the City of Santa Clara. Tobkin says that the PAC later decided to file also with the City, even though they were told by then-City Clerk Rod Diridon Jr. that they didn't have to.

State law requires that "committees formed or existing primarily to support or oppose candidates or local measures *to be voted upon in any number of jurisdictions within one county* ... shall file the original ... with the elections official of the county."

The County only started publishing the forms digitally in 2016, so if you want to see reports prior to that you have to visit the ROV's office on Berger Drive in San José. However, the record of the reports that have been filed is published online.

All this information can be found on the California Secretary of State's website, and candidates and officeholders in California are expected to know what the laws are.



**CITY OF SANTA CLARA**  
**CITY CLERK'S OFFICE**



5/4/2010

Mr. David Tobkin  
Treasurer  
Santa Clara Chamber of Commerce PAC  
1850 Warburton Avenue  
Santa Clara, CA 95050

Dear Mr. Tobkin,

This letter is to follow-up on conversations between representatives of the Santa Clara Chamber of Commerce Political Action Committee and the City Clerk's Office. It has been confirmed for the City Clerk's Office that your committee is a county committee and not a Santa Clara city committee.

As such, your local filing officer is the County Registrar of Voters. However, it is important to note that in some instances you may be obligated by the Elections Code to file with the City Clerk's Office in the City of Santa Clara.

Please call me at 615-2220 or the FPPC at (866) 275-3772 if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Rod Diridon, Jr.", with a long, sweeping horizontal line extending to the right.

Rod Diridon, Jr.,  
City Clerk and Auditor

**Statement of Organization  
Recipient Committee**

Type or print in ink

STATEMENT OF ORGANIZATION

**Statement Type**

Initial

Not yet qualified  or

Amendment

List I.D. number:

# \_\_\_\_\_

\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
Date qualified as committee  
(if applicable)

Termination – See Part 5

List I.D. number:

# \_\_\_\_\_

\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
Date of Termination

04 / 15 / 10  
Date qualified as committee

Date Stamp <b>RECEIVED</b> APR 21 2010 City Clerk's Office City of Santa Clara	<b>CALIFORNIA</b> <b>FORM 410</b> For Official Use Only
--	---

**1. Committee Information**

NAME OF COMMITTEE

Santa Clara Chamber of Commerce Political Action Committee (PAC)

STREET ADDRESS (NO P.O. BOX)

1850 Warburton Ave.

CITY	STATE	ZIP CODE	AREA CODE/PHONE
Santa Clara	CA	95050	408-244-8244

MAILING ADDRESS (IF DIFFERENT)

OPTIONAL: FAX / E-MAIL ADDRESS

408-244-7830 / www.santclarachamber.org

COUNTY OF DOMICILE	COUNTY WHERE COMMITTEE IS ACTIVE IF DIFFERENT THAN COUNTY OF DOMICILE
Santa Clara	

Attach additional information on appropriately labeled continuation sheets.

**2. Treasurer and Other Principal Officers**

NAME OF TREASURER

David D. Tobkin

STREET ADDRESS (NO P.O. BOX)

2397 Forest Ave. Suite A

CITY	STATE	ZIP CODE	AREA CODE/PHONE
San Jose	CA	95128	408-247-7642

NAME OF ASSISTANT TREASURER, IF ANY

Donna Tobkin

STREET ADDRESS (NO P.O. BOX)

2607 Birchtree Lane

CITY	STATE	ZIP CODE	AREA CODE/PHONE
Santa Clara	CA	95051	408-984-8299

NAME OF PRINCIPAL OFFICER(S)

David D. Tobkin

STREET ADDRESS (NO P.O. BOX)

2397 Forest Ave. Suite A

CITY	STATE	ZIP CODE	AREA CODE/PHONE
San Jose	CA	95128	408-247-7642

**3. Verification**

I have used all reasonable diligence in preparing this statement and to the best of my knowledge the information contained herein is true and complete. I certify under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

Executed on 4/21/10  
DATE

By David A. Tobkin  
SIGNATURE OF TREASURER OR ASSISTANT TREASURER

Executed on \_\_\_\_\_  
DATE

By \_\_\_\_\_  
SIGNATURE OF CONTROLLING OFFICEHOLDER, CANDIDATE, OR STATE MEASURE PROPONENT

Executed on \_\_\_\_\_  
DATE

By \_\_\_\_\_  
SIGNATURE OF CONTROLLING OFFICEHOLDER, CANDIDATE, OR STATE MEASURE PROPONENT

Executed on \_\_\_\_\_  
DATE

By \_\_\_\_\_  
SIGNATURE OF CONTROLLING OFFICEHOLDER, CANDIDATE, OR STATE MEASURE PROPONENT

**Statement of Organization  
Recipient Committee**

INSTRUCTIONS ON REVERSE

Page 2

COMMITTEE NAME Santa Clara Chamber of Commerce Political Action Committee (PAC)	I.D. NUMBER Applied for
--	----------------------------

**4. Type of Committee** Complete the applicable sections.

**Controlled Committee**

- List the name of each controlling officeholder, candidate, or state measure proponent. If candidate or officeholder controlled, also list the elective office sought or held, and district number, if any, and the year of the election.
- List the political party with which each officeholder or candidate is affiliated or check "non-partisan."
- If this committee acts jointly with another controlled committee, list the name and identification number of the other controlled committee.

NAME OF CANDIDATE/OFFICEHOLDER/STATE MEASURE PROPONENT	ELECTIVE OFFICE SOUGHT OR HELD (INCLUDE DISTRICT NUMBER IF APPLICABLE)	YEAR OF ELECTION	PARTY
			<input type="checkbox"/> Non-Partisan
			<input type="checkbox"/> Non-Partisan

- List the financial institution where the campaign bank account is located (controlled "candidate election" committees only)

NAME OF FINANCIAL INSTITUTION	AREA CODE/PHONE	BANK ACCOUNT NUMBER
ADDRESS	CITY	STATE ZIP CODE

**Primarily Formed Committee**

Primarily formed to support or oppose specific candidates or measures in a single election. List below.

CANDIDATE(S) NAME OR MEASURE(S) FULL TITLE (INCLUDE BALLOT NO. OR LETTER)	CANDIDATE(S) OFFICE SOUGHT OR HELD OR MEASURE(S) JURISDICTION (INCLUDE DISTRICT NO., CITY OR COUNTY, AS APPLICABLE)	CHECK ONE	
		SUPPORT	OPPOSE
		SUPPORT	OPPOSE

**Statement of Organization  
Recipient Committee**

STATEMENT OF ORGANIZATION

**CALIFORNIA FORM 410**

INSTRUCTIONS ON REVERSE

Page 3

COMMITTEE NAME

Santa Clara Chamber of Commerce Political Action Committee (PAC)

I.D. NUMBER

Applied for

**4. Type of Committee** (Continued)

**General Purpose Committee**

Not formed to support or oppose specific candidates or measures in a single election. Check only one box:

CITY Committee     COUNTY Committee     STATE Committee

PROVIDE BRIEF DESCRIPTION OF ACTIVITY

Review, research and recommend support of and/or opposition to proposed ballot measures and legislation, ordinances of city, county and state bodies

**Sponsored Committee**

List additional sponsors on an attachment.

NAME OF SPONSOR

INDUSTRY GROUP OR AFFILIATION OF SPONSOR

STREET ADDRESS

NO. AND STREET

CITY

STATE

ZIP CODE

**Small Contributor Committee**

\_\_\_\_\_  
Date qualified

**5. Termination Requirements** By signing the verification, the treasurer, assistant treasurer and/or candidate, officeholder, or proponent certify that all of the following conditions have been met:

- This committee has ceased to receive contributions and make expenditures;
- This committee does not anticipate receiving contributions or making expenditures in the future;
- This committee has eliminated or has no intention or ability to discharge all debts, loans received, and other obligations;
- This committee has no surplus funds; and
- This committee has filed all campaign statements required by the Political Reform Act disclosing all reportable transactions.
  - There are restrictions on the disposition of surplus campaign funds held by elected officers who are leaving office and by defeated candidates. Refer to Government Code Section 89519.
  - Leftover funds of ballot measure committees may be used for political, legislative or governmental purposes under Government Code Sections 89511 - 89518, and are subject to Elections Code Section 18680 and FPPC Regulation 18521.5.



STATE OF CALIFORNIA  
FAIR POLITICAL PRACTICES COMMISSION  
1102 Q Street • Suite 3000 • Sacramento, CA 95814-2329

November 13, 2018

Nadine Nader  
Via email: [mnader@santaclaraca.gov](mailto:mnader@santaclaraca.gov)

**RE: FPPC Case No. 2018-01283;** Santa Clara Chamber of Commerce Political Action  
Committee (COM-10302018-02590 & 11012018-02615)

Dear Ms. Nader:

This letter is to notify you that the Enforcement Division of the Fair Political Practices Commission will investigate the allegation(s), under the jurisdiction of the Commission, of the sworn complaint you submitted in the above-referenced matter. You will next receive notification from us upon final disposition of the case. However, please be advised that at this time we have not made any determination about the validity of the allegation(s) you have made or about the culpability, if any, of the person(s) you identify in your complaint.

Thank you for taking the time to bring this matter to our attention. If you have any questions regarding this letter, please contact Chloe Hackert at [chackert@fppc.ca.gov](mailto:chackert@fppc.ca.gov).

Sincerely,

Galena West, Chief  
Enforcement Division

GW/ch

cc: Santa Clara Chamber of Commerce Political Action Committee