Financial Status Report for the Quarter Ending December 31, 2019
Agenda

- Methodology and Limitations
- NFL Events
- Non-NFL Events
- Operating Budget Status
  - Stadium Builder Licenses (SBLs)
  - Discretionary Fund
- Debt Schedules
- Capital Improvement Program
- COVID-19 Impacts and Other Issues
Methodology and Limitations

- Reflects best information known at the time provided by ManagementCo.
- Some source documentation reviewed for Non-NFL events with attendance greater than 25,000
- For all other events, detailed review of financial information or source documentation is not conducted
- Firm contracted to review and evaluate Non-NFL event financial information from prior years
  - Delayed ETA for report
NFL Events

• Ten NFL events were held in FY 2019/20 as of December 31, 2019

• A total of 662,731 tickets were sold, up 1.8% vs. prior year
  • Stadium Authority received $8.4 million in NFL ticket surcharge revenue based on 10% of ticket sales to NFL events
  • City of Santa Clara received $231,956 in Senior & Youth Fees based on $0.35/ticket to NFL events
NFL Events - Parking

- A total of 64,960 cars were parked in offsite parking lots generating $380,000 in offsite parking fees.
- A total of 5,751 cars were parked in the Tasman Lots generating $28,755 in parking fees for the General Fund.
NFL Events - Public Safety Costs

- Public safety costs amounted to $3.7 million:
  - $2.7 million (73%) are direct City costs
  - $1 million (27%) are outside agency costs
    - CHP $677,000
    - County of Santa Clara $187,000
    - County of S.F. $130,000
    - City of Sunnyvale $13,000
  - $380,000 were covered by the offsite parking fee
Non-NFL Events

• Eight ticketed Non-NFL events
• A total of 183,874 tickets were sold
  • Stadium Authority received $735,000 in Non-NFL ticket surcharge revenue based on $4 per ticket sold to all non-NFL events (one-half for stadium operations and one-half for Stadium Authority Discretionary Fund); 37% less than the prior year
• Total of 64 non-ticketed events with 22,155 attendees; 32% less than the prior year
## Non-NFL Events

### Net Revenue for Non-NFL Events by Event Type
FY 2019/20 Quarter 3

<table>
<thead>
<tr>
<th>Event Type</th>
<th>No. of Events</th>
<th>Net Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Ticketed Events</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Concerts</td>
<td>1</td>
<td>$ 871,777</td>
</tr>
<tr>
<td>Sporting Events</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Football (Non-NFL)</td>
<td>3</td>
<td>(2,181,168)</td>
</tr>
<tr>
<td>Soccer</td>
<td>2</td>
<td>83,456</td>
</tr>
<tr>
<td>Miscellaneous Events</td>
<td>2</td>
<td>(404,883)</td>
</tr>
<tr>
<td><strong>Subtotal Ticketed Events</strong></td>
<td>8</td>
<td>(1,630,818)</td>
</tr>
<tr>
<td><strong>Subtotal Non-Ticketed Non-NFL Events (weddings, corporate events, etc)</strong></td>
<td>64</td>
<td>$ 2,034,655</td>
</tr>
<tr>
<td><strong>Total Non-NFL Event Net Revenue</strong></td>
<td>72</td>
<td>$ 403,837</td>
</tr>
<tr>
<td><strong>Total Estimated Performance Rent paid to the General Fund(^1)</strong></td>
<td></td>
<td>$ 24,419</td>
</tr>
</tbody>
</table>

\(^1\) Performance Rent is calculated as 50% of the net revenue from Non-NFL events less performance-based credit of 50% of fixed ground rent

- Rolling Stones (Concert) made $872k
- Pac-12 (Football) loss ($2.2 M)
- Non-Ticketed Events made $2 M
Non-NFL Events

Levi’s® Stadium
Ticketed Non-NFL Events Revenue and Expenditure Summary
FY 2019/20 Quarter 3

<table>
<thead>
<tr>
<th>Ticketed Event</th>
<th>Revenue</th>
<th>Expense</th>
<th>Net</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monster Jam</td>
<td>$1.6</td>
<td>$2.0</td>
<td>$(0.4)</td>
</tr>
<tr>
<td>Bay Area Wedding Fair</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>USWNT vs South Africa</td>
<td>0.3</td>
<td>0.1</td>
<td>0.2</td>
</tr>
<tr>
<td>ICC: Chivas vs Benfica</td>
<td>1.2</td>
<td>1.3</td>
<td>$(0.1)</td>
</tr>
<tr>
<td>Rolling Stones: No Filter Tour</td>
<td>11.3</td>
<td>10.4</td>
<td>0.9</td>
</tr>
<tr>
<td>High School Football Series</td>
<td>0.1</td>
<td>0.1</td>
<td>0.0</td>
</tr>
<tr>
<td>Pac-12 Championship</td>
<td>3.1</td>
<td>5.3</td>
<td>$(2.2)</td>
</tr>
<tr>
<td>Redbox Bowl</td>
<td>4.5</td>
<td>4.5</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>Total Ticketed Non-NFL Net Revenue to date</strong></td>
<td><strong>$22.2</strong></td>
<td><strong>$23.7</strong></td>
<td><strong>$(1.6)</strong></td>
</tr>
</tbody>
</table>

* Numbers may vary due to rounding

- 6 of 8 ticketed events lost or did not make money
- Largest loss was Pac-12 Championship – last year of event
- ManCo projects $1.7-$2.0 million loss this FY
- Based on preliminary data and subject to change
Non-NFL Events – Parking

- A total of 17,000 cars were parked in offsite parking lots, **down 34%**
- Generated **$98,000** in offsite parking fees
Non-NFL Events – Public Safety Costs

Public safety costs amounted to $1.6 million:

- $1.3 million (85%) are direct City costs
- $227,000 (15%) are outside agency costs
  - CHP $126,000
  - County of Santa Clara $44,000
  - County of S.F. $57,000
- $98,000 were covered by the offsite parking fee
Operating Budget Summary

- Total Operating Revenues of $42.7 million or 58% of annual budget
- Total Operating Expenses of $29.6 million or 40% of annual budget
  - Revenues and expenses are below 75% because the Non-NFL event activity is not recorded until the end of the fiscal year per agreements
  - Suspension of shared Stadium Manager expenses based on Board direction to only release public funds if all supporting documents have been submitted and adhere to our agreements and State and local laws
Stadium Builder Licenses (SBLs)

- Value of currently active SBLs is $528 million (59,647 or 91% of 65,879 sellable SBLs)
- A total of 84% of principal value has been collected as of December 31, 2019 ($441.7 million)
- 785 new SBLs were sold with total face value of $4.7 million
Stadium Builder Licenses (SBLs) (cont.)

- SBL relocations netted 83 more SBLs
  - Increase of $789,000 in SBL face value
- Defaulted SBLs amounted to 1,480 with value of $9.8 million
  - Defaulted SBLs have either been resold or are available for resale at full price
### Discretionary Fund

#### Discretionary Fund - Accrual Basis

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Beginning Balance</th>
<th>Revenue</th>
<th>Expenses</th>
<th>Ending Balance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014/15</td>
<td>$</td>
<td>$715,770</td>
<td>$714,028</td>
<td>$1,742</td>
</tr>
<tr>
<td>2015/16</td>
<td>1,742</td>
<td>1,238,542</td>
<td>699,129</td>
<td>541,155</td>
</tr>
<tr>
<td>2016/17</td>
<td>541,155</td>
<td>1,164,698</td>
<td>1,209,342</td>
<td>496,511</td>
</tr>
<tr>
<td>2017/18</td>
<td>496,511</td>
<td>768,564</td>
<td>-</td>
<td>1,265,075</td>
</tr>
<tr>
<td>2018/19</td>
<td>1,265,075</td>
<td>796,294</td>
<td>101,267</td>
<td>1,960,102</td>
</tr>
<tr>
<td>2019/20</td>
<td>1,960,102</td>
<td>367,748</td>
<td></td>
<td>2,327,850</td>
</tr>
</tbody>
</table>

- Current balance is $2.3 million
- Expenses in FY 2018/19 were for consulting services
- Discretionary fund previously used to pay NFL public safety costs above the public safety threshold for the first three years – this is under litigation
# Debt Schedule

Santa Clara Stadium Authority

Debt Summary Report

For the Period Ending December 31, 2019

- Total outstanding debt as of December 2019 was $325.8 million
- Reduction of $14.5 million from March 2019

<table>
<thead>
<tr>
<th>Type of Indebtedness</th>
<th>Interest Rates</th>
<th>Outstanding as of March 31, 2019</th>
<th>Net Change</th>
<th>Outstanding as of September 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stadium Funding Trust Loan:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Term A Loan</td>
<td>5.00%</td>
<td>$270,266,412</td>
<td>(12,752,172)</td>
<td>$257,514,240</td>
</tr>
<tr>
<td>StadCo CFD Advance</td>
<td>5.73%</td>
<td>$30,925,978</td>
<td>(1,604,058)</td>
<td>$29,321,920</td>
</tr>
<tr>
<td>StadCo Subordinated Loan</td>
<td>5.50%</td>
<td>$39,024,833</td>
<td>(107,449)</td>
<td>$38,917,384</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$340,217,223</strong></td>
<td><strong>$ (14,463,679)</strong></td>
<td><strong>$325,753,544</strong></td>
<td></td>
</tr>
</tbody>
</table>
History of Debt Schedule

Total Outstanding Debt (in millions)

- Construction Loan
- StadCo Agency Advance
- Term B Loan
- Term A Loan
- StadCo CFD Advance
- StadCo Subordinated Loan

<table>
<thead>
<tr>
<th>Year</th>
<th>Construction Loan</th>
<th>StadCo Agency Advance</th>
<th>Term B Loan</th>
<th>Term A Loan</th>
<th>StadCo CFD Advance</th>
<th>StadCo Subordinated Loan</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar 2012</td>
<td>$41.1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mar 2013</td>
<td>$396.1</td>
<td>$17.1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mar 2014</td>
<td>$653.4</td>
<td>$20.5</td>
<td></td>
<td>$20.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mar 2015</td>
<td>$561.6</td>
<td>$20.5</td>
<td></td>
<td></td>
<td>$20.5</td>
<td></td>
</tr>
<tr>
<td>Mar 2016</td>
<td>$464.7</td>
<td>$10.5</td>
<td></td>
<td></td>
<td>$10.5</td>
<td></td>
</tr>
<tr>
<td>Mar 2017</td>
<td>$429.8</td>
<td>$10.5</td>
<td></td>
<td></td>
<td>$10.5</td>
<td></td>
</tr>
<tr>
<td>Mar 2018</td>
<td>$382.7</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mar 2019</td>
<td>$340.2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dec 2019</td>
<td>$325.8</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Capital Improvement Program (CIP)

- Total Capital Budget of $14 million
- $61,000 or <1% spend on Stadium CIP costs
- Projects halted due to State procurement and prevailing wages non-compliance
- SCSA will need to assess priority projects to maintain asset
COVID – 19 Impact

• Initial response from ManCo was business as usual
  o Would not spend less on Shared Stadium Manager expenses
  o Would not furlough any staff
  o Would not provide projected impacts on game revenue or NFL Event Revenue
  o We received a response late May 7

• Stadium Authority scenarios completed using best assumptions
  o Anticipates reduced revenue
  o Would require some operating savings to make minimum debt payments and/or use reserves
Other Issues

• Revolving Loan Fund
• Levy Premium Food Service
• BNY Mellon Club Buffet Costs for SBL Holders
• Status of outstanding payments
• Ongoing reconciliation of prior year billings/overhead
Recommendation

• Note and file the Santa Clara Stadium Authority Financial Status Report for the Quarter Ending December 31, 2019.