



MULTI USE ENTERTAINMENT VENUE AGREEMENTS

Original 1/31/14
LR 2/17/14

- Venue License Agreement – includes Management of venue
 - Covers Details Related to Use of the Venue
- Venue Management Agreement – combined with License Agreement
 - Covers Details Regarding the Management and Operation of the Venue
- Venue Development Agreement – in progress
 - Covers Details Specific to Development of the Venue
- Reciprocal Easement Agreement – to be developed with Hardball and HDC
 - Protects Parties with Shared Property Lines that Benefit from Adjoining Property Activities
- Reviewed Thirteen Baseball Contracts for Comparison of Deal Points
- Possible amendments to the Bull Street Development Agreement – to reflect venue development

Deal Points In Discussion/to be Addressed in Agreements:

Monthly Lease

Hardball Upfront Contribution

City Event Concession Split

Performance License Fees

Advertising Revenues

Broadcast Rights

Parking Operations and Commitments

Facility Maintenance

Operational Expenses

Capital Maintenance Fund

Naming Rights/Pouring Rights

Use of Facility for City Events

Community and Youth Support

Activities that will Require Council Action

Approval of Agreements & amendment (require 2 readings)

Financing – Bond issues (require 2 readings)

Securing Professional Services (approval for contracts in excess of \$50K)

Voluntary Cleanup Contract



MULTI USE ENTERTAINMENT VENUE FINANCING

Original 1/31/14
LR 2/17/14

- Financing Needs
 - Development Agreement obligations – infrastructure
 - Development Agreement obligations – parking
 - Removal of parking obligation in the development agreement
 - Multi-use facility – HBC
 - Amount to finance after base fee contribution
 - Multi-use facility – additional costs
 - Schedule of financing
 - Cash and bond issuance by year
 - Facility
 - Parking
 - Development Agreement obligations
- Financing Options
 - Hospitality Bond
 - Amount
 - Term
 - Layer or wrap new debt
 - Taxable or tax-exempt
 - Installment Purchase Revenue Bond
 - Taxable or tax-exempt
 - Cash reserves
- Revenue Analysis
 - Payment of hospitality bond
 - Payment of installment purchase revenue bond
 - Additional revenues
 - Base license fees (upfront payment) – HBC
 - Lease payment – HBC
 - Increase in other revenue
 - Property tax
 - Hospitality tax
 - Admission tax
 - Ticket Surcharge
 - Water/Sewer Revenues
 - Storm Water Revenues
 - Parking Revenues
 - Other revenue from facility to fund Capital Fund

- Performance license fees
 - Concessions
 - Naming rights
- Other City Funding Demands
 - Rolling Capital
 - Funding for long-term needs
 - Lease
 - Finlay Park and Park System Improvement
 - Park master plan
 - Ongoing maintenance and capital needs
 - Comp and Class long term funding
 - Public Safety
 - Staff completing a list of funding needs for operation and capital
 - One time needs
 - Recurring costs
 - Items eligible for bonding
- Operational Costs / Budget (Costs Estimates for Internal Services related to multi-use facility)
 - Police – traffic control - event
 - Fire Marshal - event
 - Parking operations and event operations
 - Public Works
 - Parks and Recreation



We Are Columbia

MULTI USE ENTERTAINMENT VENUE
RISK MANAGEMENT AND PROCUREMENT

Original 1/31/14

LR 2/17/14

- Developer
 - Donation of Land – verbal agreement, working on written document
 - Air Rights for Vertical Subdivision – verified tax structure
 - Parking Requirements / short term and long term – discussing options
 - Co-Applicant for Voluntary Clean Up Contract – working on language
 - Requirements of Development Agreement / Noise, Lighting, Traffic, Signage
- Hardball Capital
 - Contact information for Ft Wayne Officials
 - Discussion Related to Events Outside of Baseball
 - Discussion Related to Facility Specific Design and Construction
 - Identify Infrastructure Needs of Facility Specific to Baseball
- Brailsford and Dunlavey (agreement finalized)
 - Continue to Assist with Negotiations and Review of Deal Points
- Other
 - Meeting with Internal City Departments to Discuss
 - Reviewed Thirteen Baseball Contracts for Comparison of Deal Points
 - Contacting Other Municipalities or Governmental Agencies to discuss Noise, Lighting, Traffic, etc.
 - Permitting
- Operational Costs / Budget (Costs Estimates for Internal Services related to multi-use facility)
 - Police – traffic control - event
 - Fire Marshal - event
 - Parking operations and event operations
 - Public Works
 - Parks and Recreation



MULTI USE ENTERTAINMENT VENUE
ECONOMIC DEVELOPMENT

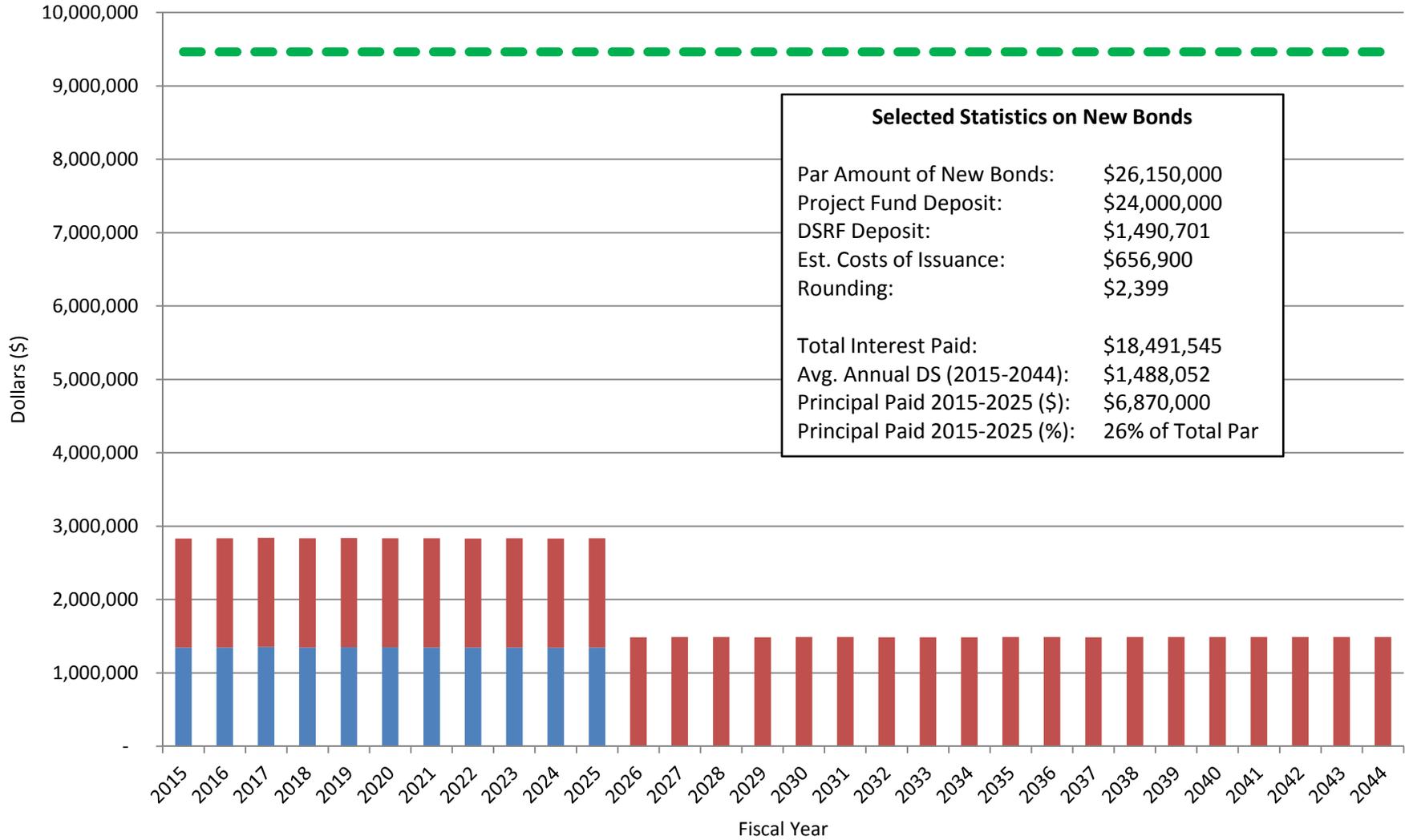
Original 1/31/14
LR 2/17/14

- Analysis- **Hired Consultant to Perform the Economic Impact Analysis to cover the points below**
 - Evaluating Build Out Details to Analyze Development Impact on
 - Cost Benefit Analysis
 - Property Tax Projections
 - Business License Projections
 - Hospitality Tax Projections
 - Admission Tax Projections
 - Sales Tax Projections
 - Ticket Surcharge

- Ft Wayne Visit **and Durham Visit**/ Possible Dates
 - June 12
 - June 13
 - June 14
 - June 26

Columbia, SC Hospitality Fee

Existing Debt Service, Debt Service on New Bonds (\$24M for Projects), and FY 2013 Collections (No Growth Assumed)
 Solution Structure: Layer New Bonds on Top of Existing Bonds

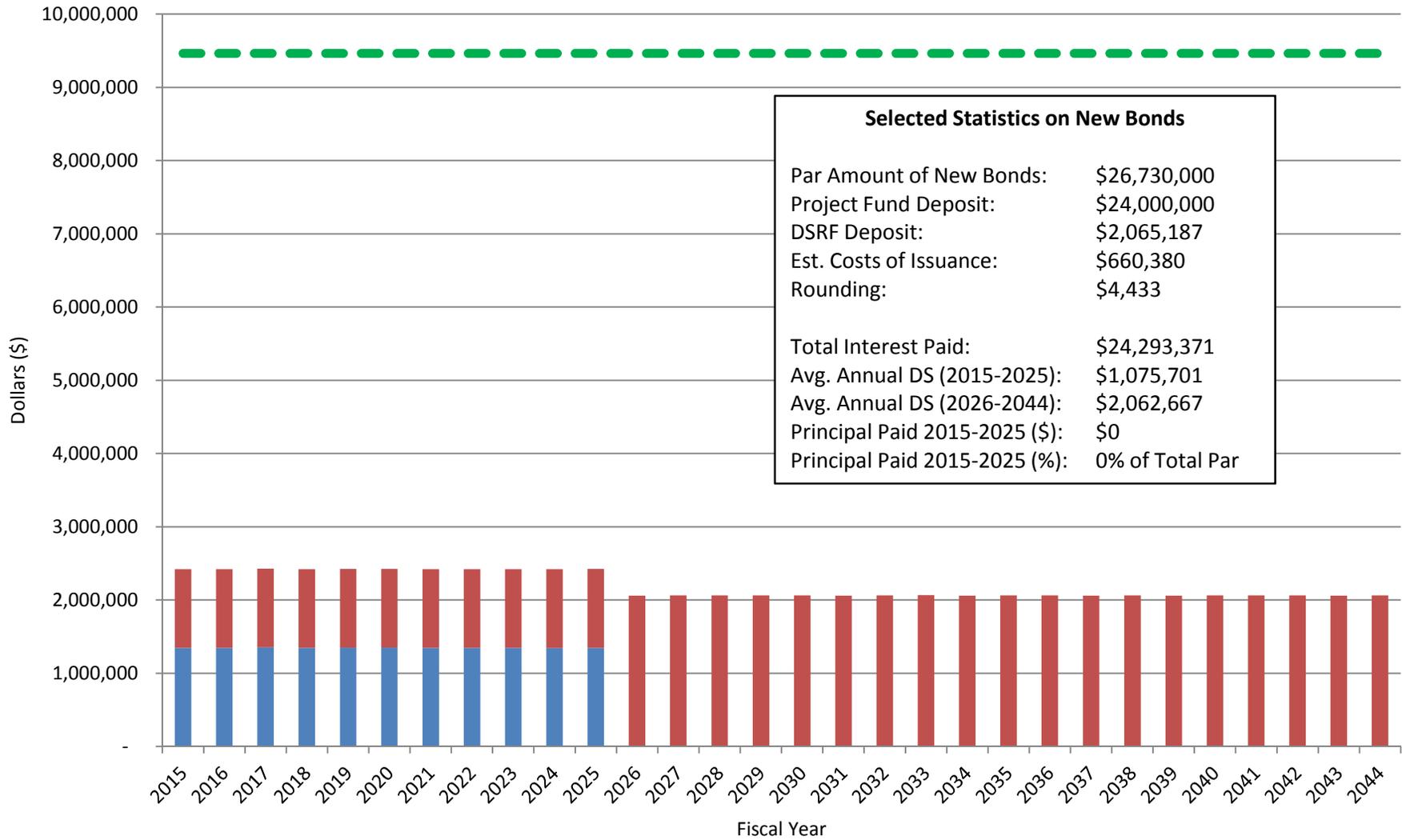


Par Amount of New Bonds:	\$26,150,000
Project Fund Deposit:	\$24,000,000
DSRF Deposit:	\$1,490,701
Est. Costs of Issuance:	\$656,900
Rounding:	\$2,399
Total Interest Paid:	\$18,491,545
Avg. Annual DS (2015-2044):	\$1,488,052
Principal Paid 2015-2025 (\$):	\$6,870,000
Principal Paid 2015-2025 (%):	26% of Total Par

Existing Hospitality Bond Debt Service New Hospitality Bond Debt Service FY 2013 Hospitality Collections

Columbia, SC Hospitality Fee

Existing Debt Service, Debt Service on New Bonds (\$24M for Projects), and FY 2013 Collections (No Growth Assumed)
 Solution Structure: Wrap New Bonds Around Existing Bonds

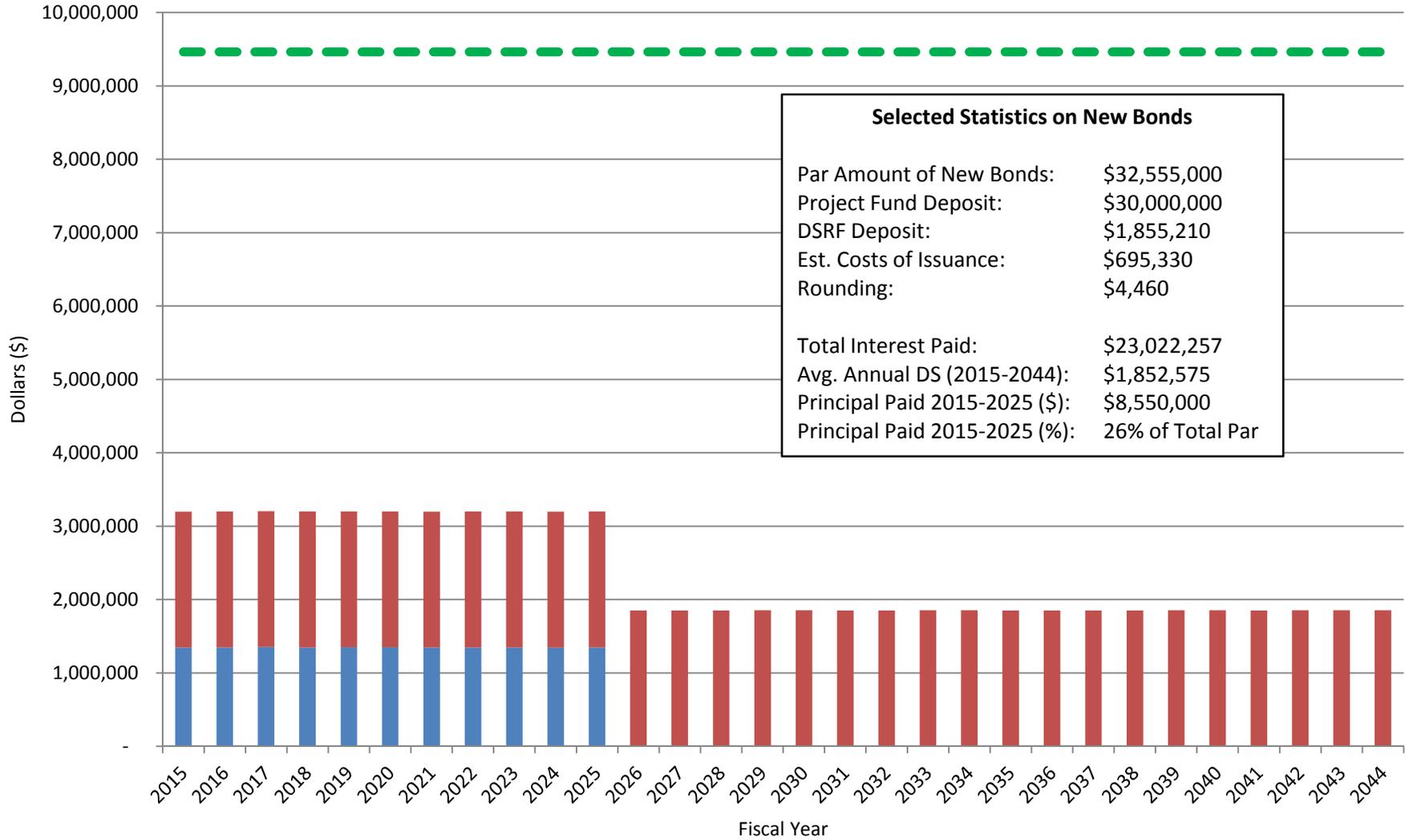


Par Amount of New Bonds:	\$26,730,000
Project Fund Deposit:	\$24,000,000
DSRF Deposit:	\$2,065,187
Est. Costs of Issuance:	\$660,380
Rounding:	\$4,433
Total Interest Paid:	\$24,293,371
Avg. Annual DS (2015-2025):	\$1,075,701
Avg. Annual DS (2026-2044):	\$2,062,667
Principal Paid 2015-2025 (\$):	\$0
Principal Paid 2015-2025 (%):	0% of Total Par

Existing Hospitality Bond Debt Service New Hospitality Bond Debt Service FY 2013 Hospitality Collections

Columbia, SC Hospitality Fee

Existing Debt Service, Debt Service on New Bonds (\$30M for Projects), and FY 2013 Collections (No Growth Assumed)
 Solution Structure: Layer New Bonds on Top of Existing Bonds

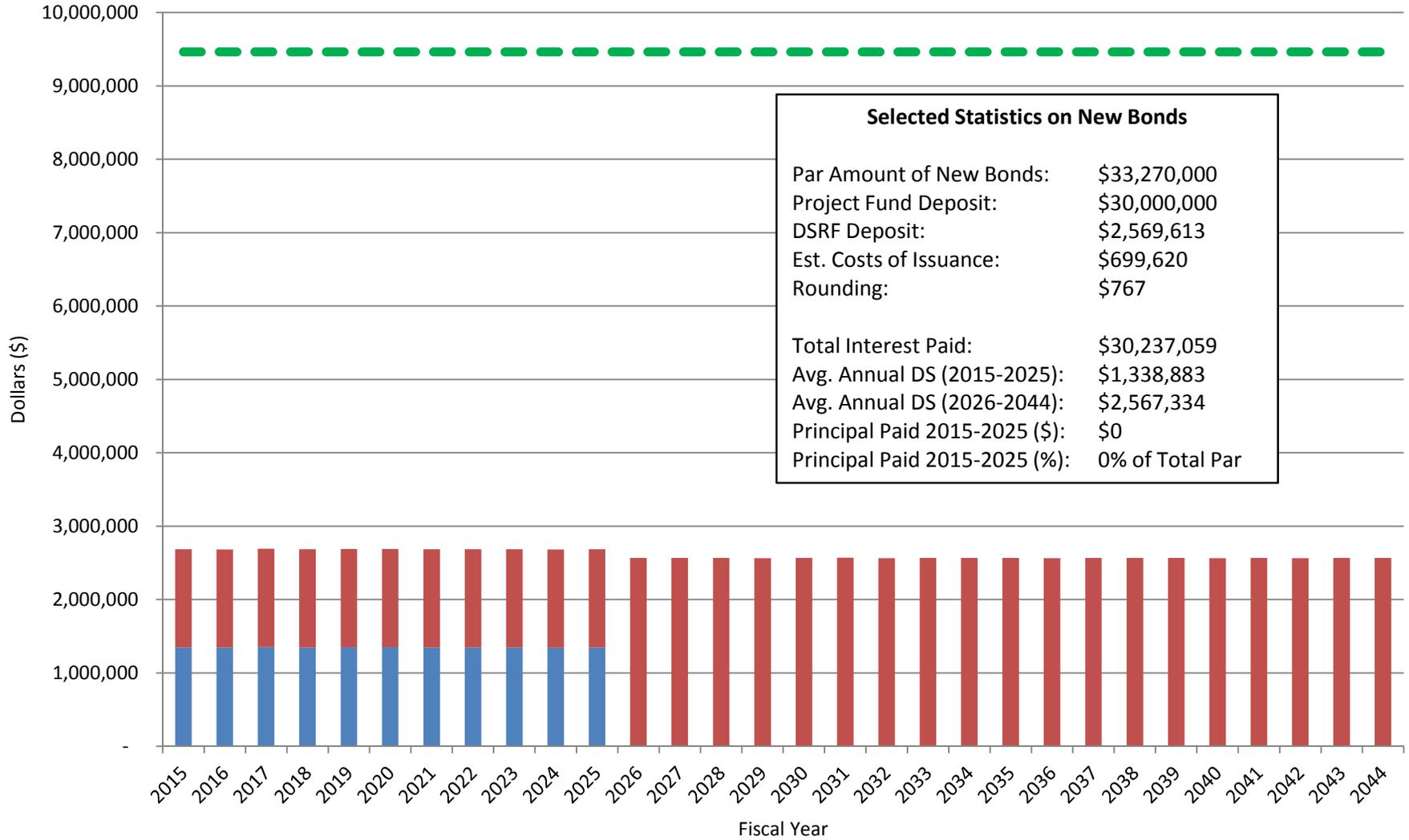


Par Amount of New Bonds:	\$32,555,000
Project Fund Deposit:	\$30,000,000
DSRF Deposit:	\$1,855,210
Est. Costs of Issuance:	\$695,330
Rounding:	\$4,460
Total Interest Paid:	\$23,022,257
Avg. Annual DS (2015-2044):	\$1,852,575
Principal Paid 2015-2025 (\$):	\$8,550,000
Principal Paid 2015-2025 (%):	26% of Total Par

Existing Hospitality Bond Debt Service New Hospitality Bond Debt Service FY 2013 Hospitality Collections

Columbia, SC Hospitality Fee

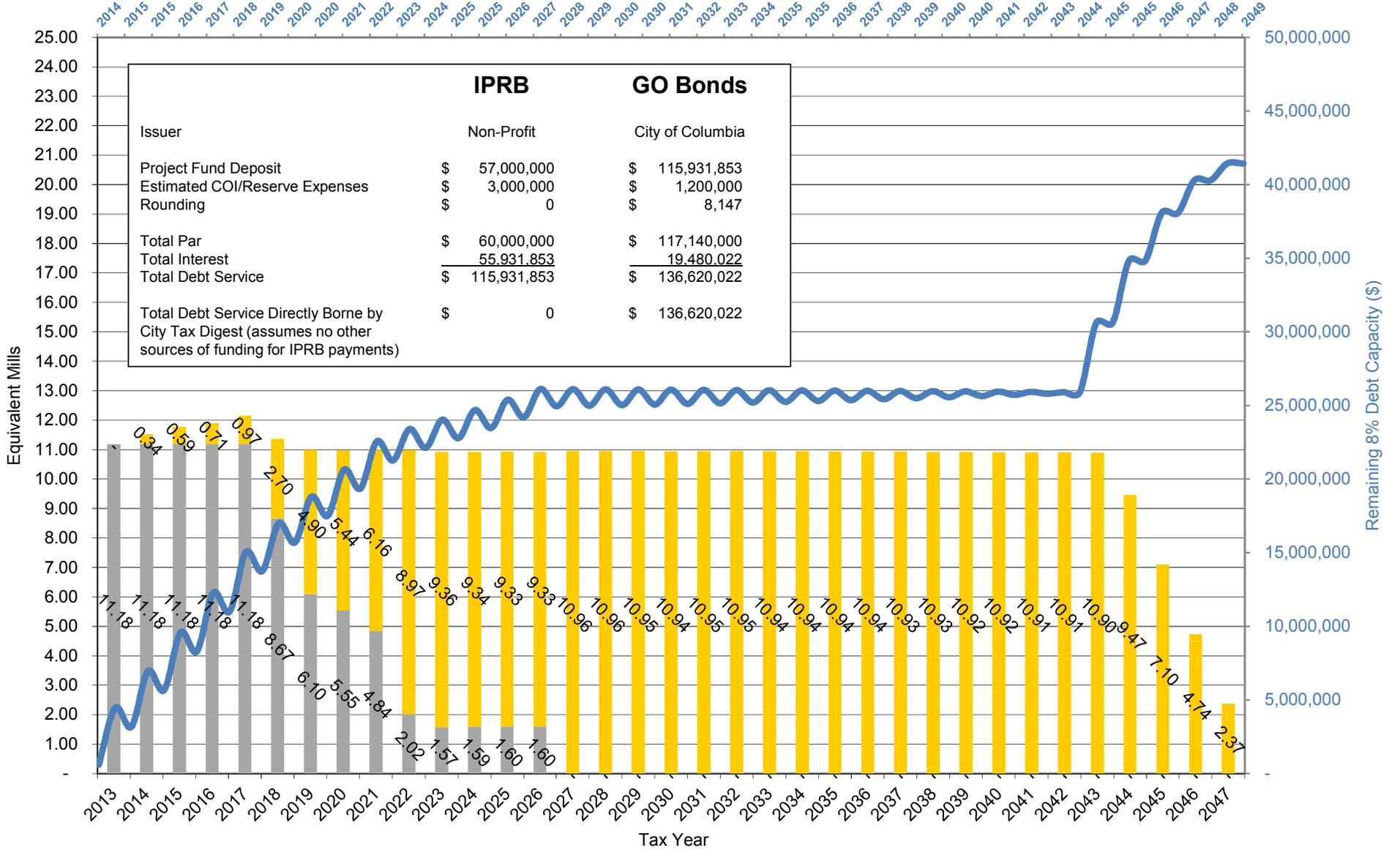
Existing Debt Service, Debt Service on New Bonds (\$30M for Projects), and FY 2013 Collections (No Growth Assumed)
 Solution Structure: Wrap New Bonds Around Existing Bonds



Par Amount of New Bonds:	\$33,270,000
Project Fund Deposit:	\$30,000,000
DSRF Deposit:	\$2,569,613
Est. Costs of Issuance:	\$699,620
Rounding:	\$767
Total Interest Paid:	\$30,237,059
Avg. Annual DS (2015-2025):	\$1,338,883
Avg. Annual DS (2026-2044):	\$2,567,334
Principal Paid 2015-2025 (\$):	\$0
Principal Paid 2015-2025 (%):	0% of Total Par

Existing Hospitality Bond Debt Service New Hospitality Bond Debt Service FY 2013 Hospitality Collections

March/September



(a) Equivalent Mills for Existing GO Bonds
 (b) Equivalent Mills for GO Bonds Issued in Support of IPRB
 Remaining 8% Debt Capacity (i.e., no referendum required)