MULTI USE ENTERTAINMENT VENUE
AGREEMENTS

- Venue License Agreement – includes Management of venue
  o Covers Details Related to Use of the Venue
- Venue Management Agreement – combined with License Agreement
  o Covers Details Regarding the Management and Operation of the Venue
- Venue Development Agreement – in progress
  o Covers Details Specific to Development of the Venue
- Reciprocal Easement Agreement – to be developed with Hardball and HDC
  o 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

- 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
  o Rolling Capital
    • Funding for long-term needs
    • Lease
  o Finlay Park and Park System Improvement
    • Park master plan
    • Ongoing maintenance and capital needs
  o Comp and Class long term funding
  o Public Safety
    o 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)
  o Police – traffic control - event
  o Fire Marshal - event
  o Parking operations and event operations
  o Public Works
  o Parks and Recreation
MULTI USE ENTERTAINMENT VENUE
RISK MANAGEMEET 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
• **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

Selected Statistics on New 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: $18,491,545
- Principal Paid 2015-2025 ($): $6,870,000
- Principal Paid 2015-2025 (%): 26% of Total Par

Prepared by Merchant Capital, L.L.C. (Columbia) ©
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**

**Selected Statistics on New 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

**Graph:**
- **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

Selected Statistics on New 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: $23,022,257
- Principal Paid 2015-2025 ($): $8,550,000
- Principal Paid 2015-2025 (%): 26% of Total Par

Prepared by Merchant Capital, L.L.C. (Columbia) ©
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

**Selected Statistics on New 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 (2026-2044): $2,567,334
- Principal Paid 2015-2025 ($): $0
- Principal Paid 2015-2025 (%): 0% of Total Par
### IPRB vs GO Bonds

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<th>IPRB</th>
<th>GO Bonds</th>
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<tr>
<td>Issuer</td>
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<td>Project Fund Deposit</td>
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<td>Estimated COI/Reserve Expenses</td>
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<td>Total Debt Service</td>
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<tr>
<td>Total Debt Service Directly Borne by City Tax Digest (assumes no other sources of funding for IPRB payments)</td>
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<td>$136,620,022</td>
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