

From: Chris Cate <[REDACTED]>
Subject: Fwd: FW: Proposed Initiative for the San Diego River Park and Soccer City
Date: June 16, 2017 at 2:29:26 PM PDT
To: Craig Benedetto <[REDACTED]>

From: Craig Benedetto <[REDACTED]>
Subject: Garrett Letter
Date: June 27, 2017 at 11:49:09 AM PDT
To: Chris Cate <[REDACTED]>

Email sent by:

NOTE: WE HAVE A NEW SUITE NUMBER!

Craig Benedetto
California Strategies
2488 Historic Decatur Road, Suite 220
San Diego, CA 92106

Ph: [REDACTED]
Cl: ([REDACTED])

Email: [REDACTED]

From: Chris Cate <[REDACTED]>
Subject: Fwd: FW: Projected Annual Maintenance Costs & Revenues at Qualcomm Stadium
Date: June 17, 2017 at 12:28:24 PM PDT
To: Craig Benedetto <[REDACTED]>

This is the only memo we received re costs of qualcomm.

From: Pillow, Amanda **On Behalf Of** Chadwick, Scott
Sent: Thursday, January 26, 2017 12:01 PM
To: Cate, Chris <CJCate@san Diego.gov>
Cc: Elliott, Mara <MElliott@san Diego.gov>; Tevlin, Andrea <ATevlin@san Diego.gov>; Lewis, Mary <MLewis@san Diego.gov>; Thompson, Cybele <ThompsonC@san Diego.gov>; Bry, Barbara <BryBA@san Diego.gov>; Fox, Jamie <JFox@san Diego.gov>; Jackson, Venessa <VJackson@san Diego.gov>; Zapf, Lorie <LZapf@san Diego.gov>; Batten, Kelly <KMBatten@san Diego.gov>; Perkins, Carolyn <CWPerkins@san Diego.gov>; Ward, Christopher <CMWard@san Diego.gov>; Chase, Molly <MBChase@san Diego.gov>; Bernal, Vanessa <VBernal@san Diego.gov>; Cole, Myrtle <MRCole@san Diego.gov>; Slack, Jimmie <JSlack@san Diego.gov>; Torres, Ruth <RATorres@san Diego.gov>; Kersey, Mark <MKersey@san Diego.gov>; Bouteller, Patrick <PBouteller@san Diego.gov>; Palmer, Heidi <HPalmer@san Diego.gov>; Hauser, James <JHauser@san Diego.gov>; Viado, Connie <CViado@san Diego.gov>; Sherman, Scott <SSherman@san Diego.gov>; Tetlow, Barrett <BTetlow@san Diego.gov>; Pepin, Kimberly <KPepin@san Diego.gov>; Alvarez, David <DAAlvarez@san Diego.gov>; Knowles, Travis <KnowlesT@san Diego.gov>; Barba, Victoria <VBarba@san Diego.gov>; Gomez, Georgette <GomezG@san Diego.gov>; Bukalova, Dominika <DBukalova@san Diego.gov>; Lugo, Brenda <BLugo@san Diego.gov>; Morse, Teresa <TMorse@san Diego.gov>; LoMedico, Stacey <SLomedico@san Diego.gov>; Gomez, Paz <pgomez@san Diego.gov>; Graham, David <GrahamD@san Diego.gov>; Villa, Ron <RHVilla@san Diego.gov>; Miller, Tyra <TYMiller@san Diego.gov>; Santillan, Patricia <PSantillan@san Diego.gov>; Beam, Carol <CBeam@san Diego.gov>; Murillo, Veronica <VMurillo@san Diego.gov>; Johnson, Veda <VJohnson@san Diego.gov>
Subject: Projected Annual Maintenance Costs & Revenues at Qualcomm Stadium



THE CITY OF SAN DIEGO

MEMORANDUM

DATE: January 26, 2017
TO: Councilmember Chris Cate
FROM: Scott Chadwick, Chief Operating Officer
SUBJECT: Projected Annual Maintenance Costs & Revenues at Qualcomm Stadium

In response to your memorandum, dated January 19, 2017, regarding annual maintenance costs and revenues at Qualcomm Stadium, please find responses to your questions below.

- **What is the current estimated capital cost to upgrade Qualcomm Stadium?**

In 2011, AECOM prepared a facility assessment of the Qualcomm Stadium buildings and structures. The estimated cost in 2011 was \$79.9 million and could be as much as \$90 million today with inflation. No update to the 2011 report has been completed and there likely would be additional accrued deferred maintenance since the 2011 report.

There have been past estimates in the \$10 million to \$15 million range in order to demolish Qualcomm Stadium.

- **What is the current forecasted costs to operate and maintain Qualcomm Stadium over the next five (5) fiscal years, beginning in FY 2018?**

The table on the next page provides estimates for gross operations and maintenance expenses for the next five fiscal years, as well as actuals for FY 2016 and the approved budget for FY 2017. An annual inflation factor of 2% has been included for personnel and non-personnel expenses. This table does not include estimated revenue for future Qualcomm Stadium events (i.e. Holiday Bowl, concerts, etc.) The gross expenses, less event revenue, would be the amount of the City subsidy from the General Fund, if Qualcomm Stadium is kept open beyond our 2018 contractual obligations. The subsidy estimated in the Fiscal Year 2017 Adopted Budget is approximately \$12.9 million.

QUALCOMM STADIUM OPERATING EXPENSES

	FY 2016 Actuals	FY 2017 Budget	FY 2018 Estimate	FY 2019 Estimate	FY 2020 Estimate	FY 2021 Estimate	FY 2022 Estimate
PERSONNEL	\$ 3,568,258	\$ 3,611,737	\$ 3,398,961	\$ 3,466,940	\$ 3,536,279	\$ 3,607,005	\$ 3,679,145
NON-PERSONNEL							
Supplies	\$ 1,400,877	\$ 1,351,241	\$ 1,186,266	\$ 1,209,991	\$ 1,234,191	\$ 1,258,875	\$ 1,284,052
Contracts	\$ 6,800,988	\$ 8,680,476	\$ 5,240,913	\$ 5,343,731	\$ 5,452,645	\$ 5,561,698	\$ 5,672,932
Information Technology	\$ 61,596	\$ 60,648	\$ 61,861	\$ 63,098	\$ 64,360	\$ 65,647	\$ 66,960
Energy & Utilities	\$ 2,264,515	\$ 1,911,318	\$ 1,783,730	\$ 1,819,405	\$ 1,855,793	\$ 1,892,909	\$ 1,930,767
Capital Expenditures	\$ 249,000	\$ 48,000	\$ 48,960	\$ 49,939	\$ 50,938	\$ 51,957	\$ 52,996
Debt	\$ 29,510	\$ 29,511	\$ 29,511	\$ 29,511	\$ 29,511	\$ 29,511	\$ 29,511
SUBTOTAL	\$ 14,376,744	\$ 15,692,931	\$ 11,750,202	\$ 11,984,616	\$ 12,223,718	\$ 12,467,602	\$ 12,716,364
Bond Debt Service	\$ 4,746,931	\$ 4,748,931	\$ 4,750,819	\$ 4,748,413	\$ 4,748,388	\$ 4,749,588	\$ 4,747,875
TOTAL GROSS EXPENSES	\$ 19,121,675	\$ 20,441,862	\$ 16,501,021	\$ 16,733,029	\$ 16,972,106	\$ 17,217,190	\$ 17,464,239

- Please provide a breakdown of the revenues expected to be generated by San Diego State University football games, the Poinsettia Bowl, the Holiday Bowl, and any other confirmed events within the Stadium over the next five fiscal years, beginning in FY 2018.

The table below provides estimates for future income which can be expected at Qualcomm Stadium over the next five fiscal years, as well as actuals for FY 2016 and the approved budget for FY 2017:

QUALCOMM STADIUM REVENUES

	FY 2016 Actuals	FY 2017 Budget	FY 2018 Estimate	FY 2019 Estimate	FY 2020 Estimate	FY 2021 Estimate	FY 2022 Estimate
Concerts	\$ 840,211	\$ 569,703	\$ 434,000	\$ -	\$ -	\$ -	\$ -
Holiday Bowl	\$ 483,282	\$ 492,948	\$ 502,807	\$ 512,863	\$ 523,120	\$ 533,583	\$ 544,254
Poinsettia Bowl	\$ 217,962	\$ 222,322	\$ -	\$ -	\$ -	\$ -	\$ -
SDSU Aztec Games	\$ 89,719	\$ 91,513	\$ 93,344	\$ 95,211	\$ 97,115	\$ 99,057	\$ 101,038
Soccer Match	\$ 212,427	\$ 216,675	\$ 225,000	\$ 225,000	\$ 225,000	\$ 225,000	\$ 225,000
TOTAL REVENUE	\$ 1,843,601	\$ 1,593,161	\$ 1,255,150	\$ 833,073	\$ 845,235	\$ 857,640	\$ 870,292

San Diego State University (SDSU) football games:

The agreement between the City and SDSU requires game day expenses incurred by the City at Qualcomm Stadium to be reimbursed by SDSU. Game day expenses for the 2017 season (FY 18) are estimated to be \$464,000. These expenses will be reimbursed by SDSU. Additionally, the City is estimated to receive \$93,000 for the \$1 per ticket surcharge for the season. SDSU is estimated to receive \$693,000 for commissions paid on the sales of food and beverage.

Poinsettia Bowl/Holiday Bowl:

The agreement between the City and San Diego Bowl Game Association requires all event/game day expenses to be reimbursed to the City. The City receives all commission on food and beverage sales. As a result of yesterday's announcement regarding the discontinuation of the Poinsettia Bowl, the revenue for the Poinsettia Bowl is estimated to be \$0 and revenue for the Holiday Bowl is estimated to be \$503,000 in FY 2018.

Other Events:

Qualcomm Stadium historically has hosted one soccer match annually. A major soccer match between two well know teams with large ticket sales will produce revenue of approximately \$200,000 – \$225,000 for Qualcomm Stadium. A major concert has historically produced revenue of approximately \$300,000. The City currently has one soccer event scheduled for the summer of 2017 and one major concert scheduled for late 2017.

In the last three years, the City has averaged one major concert per year, with average income to the City of approximately \$400,000 to \$500,000 per concert, however, in the ten years prior to that, Qualcomm Stadium had hosted no concerts, so the City does not rely on concert revenues as a reliable income stream and has not included potential income from concerts in estimated revenues for the next five years, except for anticipated revenue from the Coldplay concert which has already been confirmed for FY 2018.

The City is continuing to evaluate options for the use of the Qualcomm Stadium facility through the 2018 football season which coincides with the expiration of the agreement between the City and San Diego State University.

RHV/clt

cc: Honorable Members of the City Council
Mara W. Elliott, City Attorney
Andrea Tevlin, Independent Budget Analyst
Mary Lewis, Chief Financial Officer

Viado, Connie

From: Viado, Connie
Sent: Friday, February 24, 2017 9:41 AM
To: 'Joy Forte'
Subject: RE: Meeting Request re: FS Qualcomm Site Plans

We are CONFIRMED, dear one.

Thank you,

Connie Viado Uht
Office Manager | Scheduler

Councilmember Chris Cate
City of San Diego | Sixth District
202 C Street, 10th Floor | San Diego, CA 92101
(619) 236-6616 main | (619) 533-4053 direct
[Website](#) | [NextDoor](#)



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Disclosure: This email is public information. Correspondence to and from this email address is recorded and may be viewed by third parties and the public upon request.

From: Joy Forte [REDACTED]
Sent: Thursday, February 23, 2017 4:41 PM
To: Viado, Connie <CViado@sandiego.gov>
Subject: Re: Meeting Request re: FS Qualcomm Site Plans

Connie,

Thank you for your patience. I'd like to confirm the 3/1, 3:00-3:30pm meeting.

Best,

A handwritten signature in cursive script that reads "Joy".

Joy Forté

California Strategies
2488 Historic Decatur Rd., Suite 220
San Diego, CA 92106

NEW Direct Office: 619-255-0726

Main Office: 619-546-7451

Mobile: [REDACTED]

email: [REDACTED]

From: Joy Forte [REDACTED]

Sent: Wednesday, February 22, 2017 2:31 PM

To: Viado, Connie <CViado@san Diego.gov>

Subject: Re: Meeting Request re: FS Qualcomm Site Plans

Hi Connie,

Thank you for sending the options. I'm working on adjusting our schedules to make one of the March 1st options work. I will get back to you shortly.

Best,

Joy

Joy Forté

California Strategies

2488 Historic Decatur Rd., Suite 220

San Diego, CA 92106

NEW Direct Office: 619-255-0726

Main Office: 619-546-7451

Mobile: 619-742-7445

email: [REDACTED]

From: Viado, Connie <CViado@san Diego.gov>

Sent: Wednesday, February 22, 2017 2:05 PM

To: Joy Forte

Subject: RE: Meeting Request re: FS Qualcomm Site Plans

Dear Joy,

Thank you for your request to set up a meeting with Councilmember Cate. Unfortunately, the Councilmember is out of town on February 23, 24 and 28. Of the remaining proposed days, here is the Councilmember's availability:

March 1, 2017 at 3:00 p.m. or 4:30 p.m.

March 2, 2017 at 12:00 p.m. or 12:30 p.m. (The only break CMC will have this day so these times are not preferred)

We look forward to hearing from you.

Thank you, kindly.

Best,

Connie Viado Uht

Office Manager | Scheduler

Councilmember Chris Cate

City of San Diego | Sixth District

202 C Street, 10th Floor | San Diego, CA 92101

(619) 236-6616 main | (619) 533-4053 direct

[Website](#) | [NextDoor](#)



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From: Joy Forte [REDACTED]
Sent: Wednesday, February 22, 2017 12:09 PM
To: Viado, Connie <CViado@sanidiego.gov>
Cc: Hauser, James <JHauser@sanidiego.gov>
Subject: Meeting Request re: FS Qualcomm Site Plans

Hi Connie, I hope you're having a good day.

Please accept this request to meet with CM Cate for a briefing on the FS Qualcomm site plans. Nick Stone, FS Investors, is in town this Thursday and Friday, Feb. 23 & 24 (Fri until 4pm), and next week, Tuesday-Thursday, Feb. 28 to Mar. 2. Craig Benedetto will also attend.

Tomorrow they are not available from 1-2:45pm.

Please let me know if you have any questions. I look forward to hearing from you.

Thank you,

Joy

Joy Forté

California Strategies
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