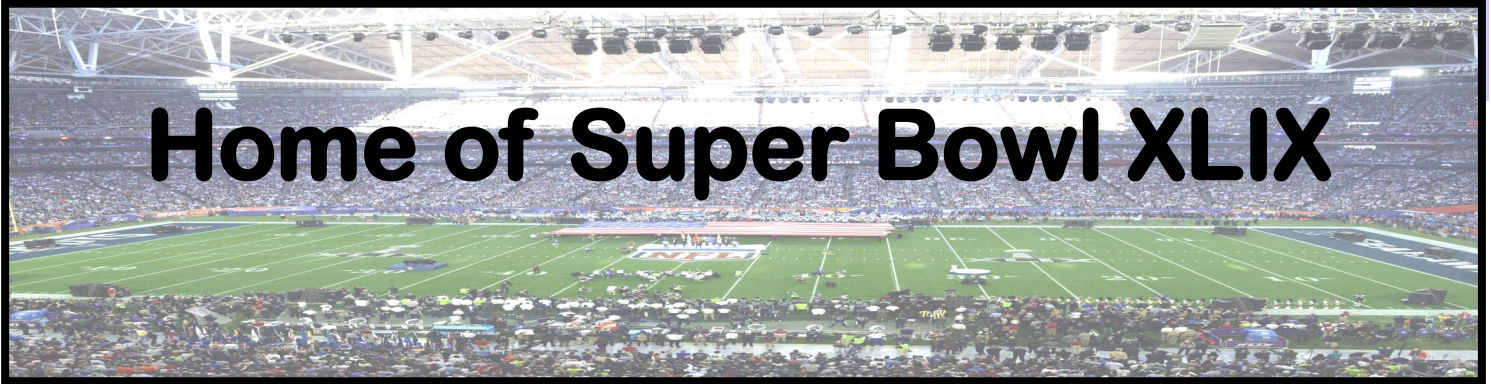


Formed as a result of voter approval of Prop. 302 in Nov. 2000, AZSTA is dedicated to enhancing Maricopa County's economy and the community's quality of life through the development of professional and amateur sports facilities, the attraction of entertainment, sporting, and business events

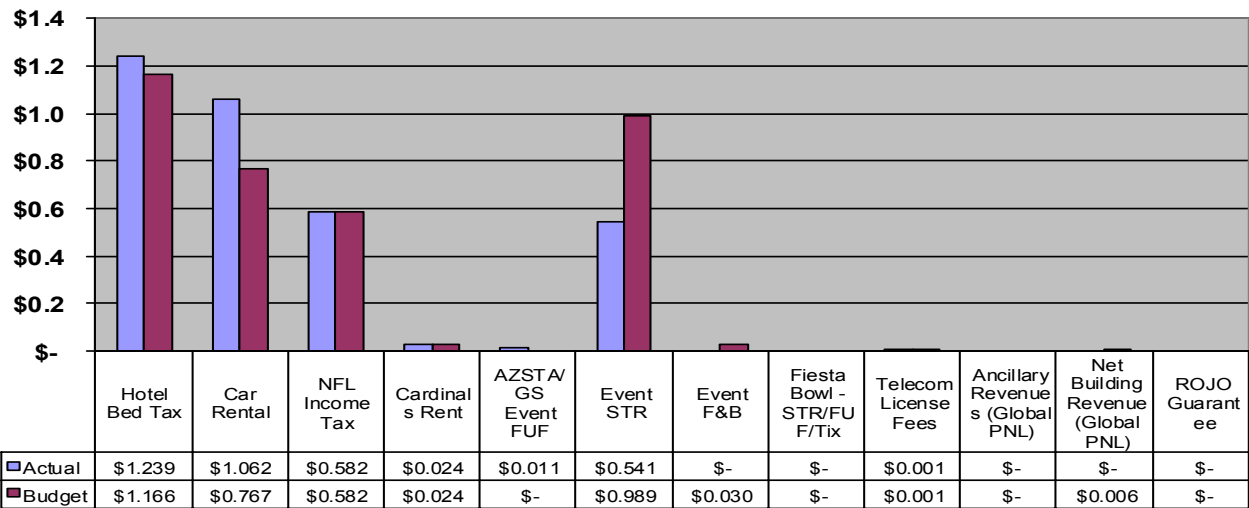


# Home of Super Bowl XLIX

## FINANCIAL OVERVIEW

*Sources – The following chart lists AZSTA revenue receipts for the month of May 2015; which represents transaction activity primarily from March 2015.*

**AZSTA Revenue Sources - MAY 2015 (\$M)**



**REVENUE** total revenues for the month were better than the budget forecast for the month by a total of \$64,591 / 1.01% better than the budget forecast for the month.

NOTE: This 'good news' is driven by both classes of revenues when looking at the actual cash receipts for the month: Tourism Revenues (TRCA) for the month, exceeded the budget forecast by \$ 367,079 = 8.42%.

Facilities Revenues (FRCA) for the month, (cash receipts) exceeded the budget forecast by \$11,431 = 0.78% for the month. However, when looking at the total FRCA Revenue class; the budget exceeded revenues reported by (\$302,487) = (14.79%) vs. budget forecast for the month.

NOTE: The FRCA variance is driven by timing issues regarding the actual revenue receipt vs. the forecast of the Facility Revenues (FRCA) revenues for the events held in a given month.

The individual revenue components and their performance vs. budget forecast for the month are as follows:

**Tourism Revenues (TRCA):** (hotel bed tax and car rental surcharge) posted **\$3,615,597** in total; which is \$ 367,079 / 8.425% better than the budget forecast for the month.

**Hotel Bed Tax** reported **\$2,667,903** for the month; which is \$ 247,783 / 10.24% better than the FY2015 budget forecast for the month.

**Car Rental Surcharge Tax** posted revenue receipts of **\$2,058,991** for the month; which is \$ 119,295 / 6.15% better than the FY2015 budget forecast for the month.

**The Facilities Revenues (FRCA)** includes:

The **NFL income tax**. This monthly revenue is determined by the Arizona Department of Revenue prior to the start of each fiscal year. This monthly receipt was on budget @ **\$582,332** per month.

**AZ Cardinals Rent** is also determined prior to each fiscal year. This monthly receipt was on budget @ **\$24,410** each month for FY2015.

The **Facility Use Fees (FUF)** receipts for the month were \$ 0. This is \$(17,837) / (100.00) % less than the FY2015 budget forecast for the month. This revenue component typically has a timing issue vs. the forecast budget: i.e. relating to when the FUF revenues are collected, the accounts get settled with the event promoter, and the FUF gets reported to the Authority on Global Spectrum's financial package review for a given month.

**Sales Tax Recapture (STR)** revenues receipts for the month came in at **\$728,779 = (\$81,002) / (10.00%)** less than the FY2015 budget forecast for the month. This revenue source is also subject to timing issues related to when the Authority actually receives STR receipts from the City of Glendale and/or from the State of Arizona - Department of Revenue. These timing delays are driven by the date of the event, when vendors file their tax returns and pay the applicable sales taxes to these two taxing authorities; and then when these taxing authorities are able to process the tax returns and revenue receipts, and, finally, when these two taxing authorities then remit the Sales Tax Rebate/ Recapture to AZSTA.

The **Food & Beverage Commissions (F&B)** receipts for the month were **\$ 19,826 = (\$ 44,111) / (68.99%)** less than the budget for the month. This FRCA revenue source has a similar timing issue related to when the F&B commission revenues are collected, calculated, and reported on the month-end commission workbook by ROJO Hospitality. Then, the F&B commission check has to be generated and released to the Authority.

The **Facilities Use Fee (FUF) / Ticket Use Fee (TUF)** receipts for the month were **\$ 0 = on budget** forecast for the month. FUF & TUF revenue sources have a similar timing issue related to what you seen with the F&B commission revenues. It takes some time and effort to collect, calculate, and report the FUF and TUF for those events that have these charges associated with/included within each ticket sales price.

The **Telecom License Fees** revenues represent a license fee paid by a carrier for their use of a telecommunications tower located on the stadium property. The receipts for the month = **\$1,806** vs. the monthly budget forecast @ \$1,100 = \$ 706 / 64.19% better than budget forecast for the month.

**Year-to-Date Tourism Revenues (TRCA)** are **\$ 27,817,789 = \$4,381,642 / 18.70%** better than budget forecast YTD for FY2015. By fiscal year end, the Authority expects TRCA Revenues to exceed the FY2015 budget forecast by an estimated 10% range vs. the annual budget for TRCA \$.

**Year-to-Date Facility Revenues (FRCA)** are **\$ 17,906,389 = (\$ 15,556) / (0.09%)** less than budget forecast for FY2015 YTD. By fiscal year end, the Authority expects FRCA Revenues to be better than the FY2015 budget forecast.

Authorized by:



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Note: This monthly report is required by Arizona Revised Statutes Section 5-814. A. which states that.... "Within three weeks after the end of each calendar month the authority shall prepare a report signed by the executive director of the authority and transmit the report to the governor, the legislature, as provided by section 41-1178, and the joint legislative budget committee. The report