

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, and through tourism promotion.

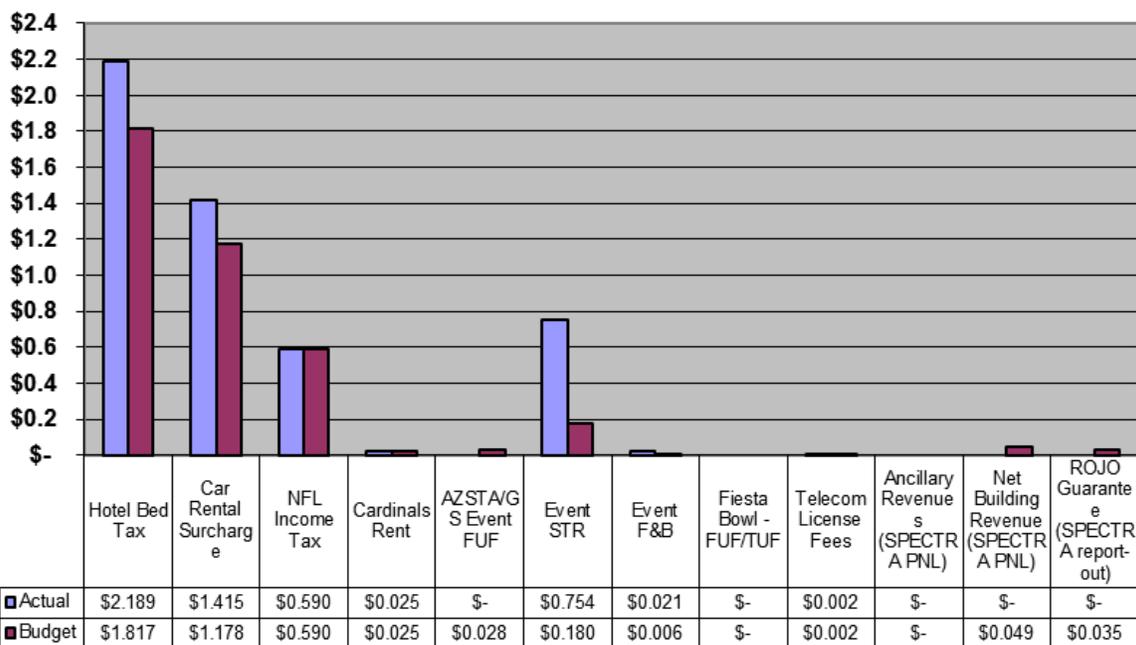


## Home of 2017 NCAA Men's Final Four

### FINANCIAL OVERVIEW

Sources – The following chart lists AZSTA revenue receipts for the month of April 2016; which represents transaction activity primarily from February 2015.

AZSTA Revenue Sources - APRIL 2016 (\$M)



**REVENUE** The Authority's total revenues for the month are greater than the FY2016 budget forecast for the month by a total of \$1,086,205 / 27.79%.

NOTE: This positive variance vs. budget for the month is driven by both the Tourism and the Facility revenue components:

Total Tourism Revenues (TRCA) for the month are greater than

budget forecast by \$608,811 / 20.33%.

Total Facility Revenues (FRCA) for the month, are greater than the budget forecast by \$ 477,394 / 52.20%. The individual FRCA revenue line items that drove this "good news" vs. budget was Event Sales Tax Rebate/Recapture (STR) @ \$754,190; which generated a positive variance vs. budget for the month = \$574,128.

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

**The Tourism Revenues (TRCA)** (hotel bed tax and car rental surcharge) posted \$ **3,603,513** in total; which is **\$608,811 / 20.33% better than the budget forecast for the month.**

**Hotel Bed Tax** reported \$ **2,188,750**; which is \$371,884 / 20.47% better than budget for the month.

**Car Rental Surcharge Tax** posted revenue receipts of **\$1,414,763**; which is \$236,927 / 20.12% better than the FY2016 budget forecast for the month.

**The Facility 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 @ **\$590,077** per month for FY2016. It is anticipated that each month in FY2016 will be @ budget.

**AZ Cardinals Rent** is pre-determined via the agreement with the Authority. This monthly receipt was on budget @ **\$24,898** for the month. It is anticipated that each month in FY2016 will be @ budget.

The **Facility Use Fees (FUF)** receipts for the month were **\$0**; which is (\$27,737) less than FY2016 budget for the month. Timing issues are the norm for this revenue component vs. the forecast budget: i.e. relating to when the FUF revenues are collected and the accounts get settled with the event promoter. The FUF then gets reported and paid-out to the Authority during the SPECTRA / Global Spectrum's financial package review for a given month. It is anticipated that the total FUF for FY2016 will be better than budget at year-end.

**Sales Tax Rebate / Recapture (STR)** revenues receipts for the month were **\$754,190** = \$574,128 / 318.85% better than the FY2016 budget forecast for the month. This large positive delta is a recovery from prior month "misses" vs. budget. This revenue source is also subject to timing issues related to when the Authority actually receives STR distributions 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 / remit their 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 send the Sales Tax Rebate/ Recapture to AZSTA. It is anticipated that the total STR for FY2016 will be better than budget at year-end.

The **Food & Beverage Commissions (F&B)** receipts for the month were **\$20,814** = \$14,757 better 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 vs. when the F&B commission check gets released to AZSTA.

The **Fiesta Bowl Facilities Use Fee (FUF) / Ticket Use Fee (TUF)** receipts for the month were **\$0** for the month. Note: the Fiesta Bowl FUF & TUF revenue sources are scheduled for 1 month per year = for the remainder of the months, there is nothing to report. NOTE: as previously reported, the paid FUF and TUF exceeded the budget forecast for FY2016.

The **Telecom License Fees** revenues represent a license fee paid by a carrier for the lease of a telecommunications tower located on the stadium property. The receipts for the month = **\$ 2,011** vs. the monthly budget forecast @ \$1,800 = \$211 / 11.75% better than budget forecast for the month.

**Year-to-Date Tourism Revenues (TRCA)** are **\$ 22,448,679** = \$2,895,438 / 14.81% better than the YTD budget forecast for FY2016. It is expected that the Authority will surpass the TRCA total revenue \$ budget forecast for the fiscal year.

Authorized by:



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

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