

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.

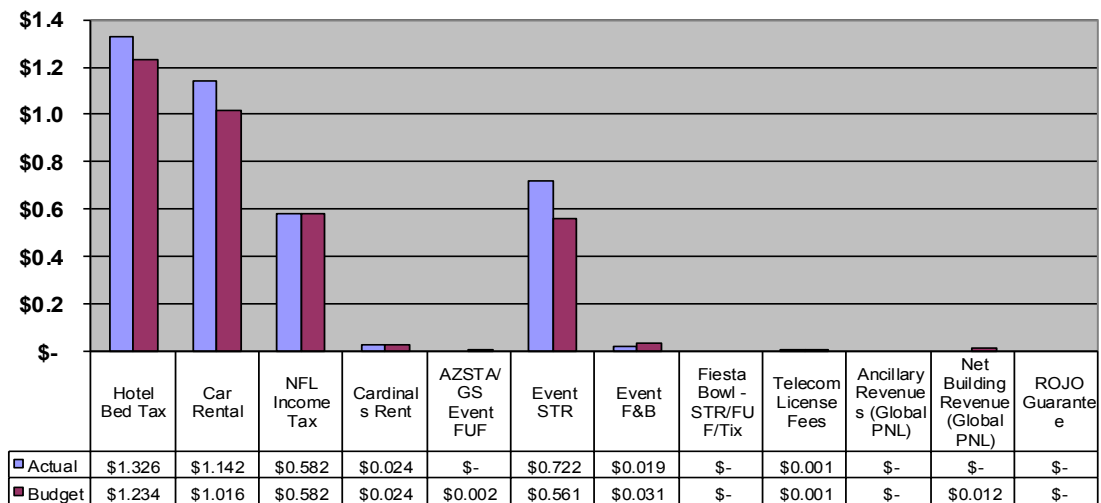
## Home of Super Bowl XLIX

## The 2015 NFL Pro Bowl & 2016 College Football Championship Game

### FINANCIAL OVERVIEW

**Sources** – The following chart lists AZSTA revenue receipts for the month of December 2014; which represents transaction activity primarily from October 2014.

**AZSTA Revenue Sources - DECEMBER 2014 (\$M)**



**REVENUE** for the month were greater than the budget forecast for the month by a total of \$353,398 = 10.20% more than the budget forecast for the month.

NOTE: This large 'good news' delta is driven by Tourism Revenues exceeding budget forecast by \$218,419 = 9.71% for the month and by the Facility Revenues (FRCA) exceeding budget forecast by \$134,978 = 11.12% for the month.

NOTE: The FRCA variance can swing wildly over time; as the Authority has timing issues regarding the receipt 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:** (hotel bed tax and car rental surcharge) posted \$2,468,059 in total; which is \$218,419 / 9.71% better than the budget forecast for the month. **Hotel Bed Tax** \$1,326,234; which is \$92,162 / 7.47% better than the forecast for the month. **Car Rental Surcharge Tax** posted revenue receipts of \$1,141,824 in total; which is \$126,257 / 12.43% better than the 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. The 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 (\$1,708) less than the budget forecast for the month. This revenue component typically has a timing issue vs. 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 **\$721,814** = \$160,787 better 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 applicable sales taxes to these two taxing authorities, when the 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 \$18,717. This is (\$12,250) less than the budget forecast 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.

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 = \$1,434 vs. the monthly budget forecast @ \$1,100 = \$334 / 30.41% better than budget forecast for the month.

**Year-to-Date Tourism Revenues (TRCA)** are \$1,907,922 better than budget forecast for FY2015 = 25.03% better than budget, year-to-date. By fiscal year end, the Authority expects TRCA Revenues to be within 10% of 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 shall include a progress report of the activities of the authority during the previous month." **\*\*\*All AZSTA monthly reports are available at [www.az-sta.com](http://www.az-sta.com)**