DISCLAIMER

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Original exhibits are on file at the Legislative Counsel Bureau Research Library in Carson City.

Contact the Library at (775) 684-6827 or library@lcb.state.nv.us.

Legislative Packet

- 1) Press Release describing plans to fund Triple-A Baseball Stadium, location, and economic benefits for Washoe County
- 2) Financing Concept for Stadium and Development
- 3) Fiscal Analysis on rate of return in tax dollars to State of Nevada, Washoe County, W.C. School District, Reno and Sparks based on conservative retail component and stadium
- 4) Statistical spreadsheet showing various stadium/arena financing plans with rental car projects highlighted
- 5) Article in Arizona Republic 12-05-02 when Arizona Supreme Court upheld court ruling allowing rental car fees to be used to build Arizona Cardinal Football Stadium and upgrade several spring training facilities.
- 6) Article in Memphis Business Journal entitled "Tax hikes haven't dampened business in rental car industry."
- 7) Reno Gazette Journal Poll on using rental car tax to build a new stadium showing 75% support for the project
- 8) Sierra Nevada Baseball Web Poll on using rental car tax to build a new stadium showing 96% support for the project
- 9) Several hundred comments, emails and letters from fans supporting bringing professional baseball to Northern Nevada.

Other Resources:

Feasibility study by CSL International for the City of Reno showing that professional baseball is viable in Northern Nevada. (confidential material)

Feasibility study by ERA for the Pacific Coast League showing that professional baseball is viable in Northern Nevada. (confidential material)

Sierra Nevada Baseball business plan for Triple-A Baseball franchise (confidential material)

ASSEMBLY GOVERNMENT AFFAIRS

DATE: 5/28/19 ROOM: 3/43 EXHIBIT C 1/16

SUBMITTED BY: Jann aldrica



CJ Jones - Managing Partner

Branch B Rickey - PCL President

SNB ANNOUNCES STADIUM FINANCING PLAN, LOCATION

For Immediate Release:

5-23-03

Reno, Nevada

Sierra Nevada Baseball today is pleased to announce several important steps, which are being taken to bring professional baseball back to Northern Nevada.

First, Sierra Nevada Baseball is supporting Senator Bill Raggio's introduction of enabling legislation today in the Nevada Legislature. If passed, it would allow the Washoe County Commission to raise rental car fees in Washoe County by 2%. Such a surcharge could generate the capacity to bond for approximately \$23 Million dollars toward construction of a new stadium. That income stream is part of a 4-part plan to raise the approximately \$40 Million Dollars necessary to deliver a first class professional facility while protecting County residents from the financial burdens.

The other components include:

- 1) A long-term lease from the team, estimated at \$500,000 annually over 30 years.
- 2) A \$1 baseball ticket surcharge
- 3) A contribution package toward land and parking from the City where the stadium is located

The legislation allows the County Commission to manage a public process and hold hearings before any such tax could be enacted. Sierra Nevada Baseball would want to assure residents that the stadium would be paid by new revenues and not impact existing programs or require any financial bail-outs by the public.

LOCATION

After investigating several potential sites, Sierra Nevada Baseball has agreed with the residents of Northern Nevada that the most desirable site is the Sparks Marina.

The "preferred" site is along Interstate 80 between Sparks Boulevard and the Sparks Marina. That location offered the greatest opportunity for economic development as more than 100 acres of vacant land are potentially available. A conservative professional analysis shows that a mixed-use development at the Sparks site would return more than \$100 million dollars in tax revenue over the course of the bonds. *(see chart) The location also features easy access from Interstate 80 which allows 70% of the teams fan base to reach the stadium in less than 20 minutes. "The Sparks Marina location is the best of all worlds," says SNB Managing Partner C.J. Jones. "It's a clean family environment, with great public access, which the majority of fans selected themselves." In a recent poll conducted by SNB, out of approximately 1,400 votes, the Marina site received more than 44% percent of the votes by area citizens when compared to 3 other sites in the Truckee Meadows.

Economic Development

SNB is currently creating a development partnership with the Southwest Sports Group. Michael Cramer, President of the Southwest Sports Group and President of the Texas Rangers baseball club, is teaming up with CJ Jones to create a dynamic mixed-use development on the site.

"We see this partnership with Sierra Nevada Baseball as a dynamic opportunity for the Northern Nevada," says Mr. Cramer. "I've walked the site and it lends itself perfectly to a stadium development project." Southwest Sports Group is the parent company for the Texas Rangers and the Dallas Stars and is currently developing a similar project north of Dallas.

"The primary effort will be to create a major economic development project for the region, anchored by a stadium," says SNB member Bruce Breslow. Every effort will be made to put a project together at the Marina. "If a \$23 Million dollar investment returns more than \$100 million dollars in tax revenue back to the public, you must make every effort to make it happen," says Breslow.

Breslow says, "Conservative sales tax projections based on a moderate retail component, would yield \$19,487,000 back to the school district, \$17, 322,000 to the State, \$10,640,000 back to the County, \$2,338,000 to Sparks and more than \$6.5 Million to the citizens of Reno." In total, the sales tax return alone is estimated to be almost \$63 Million dollars. "That doesn't even include property taxes generated by the project or the sales tax generated by the stadium itself."

The final piece of the puzzle will be the baseball franchise. Sierra Nevada Baseball is working with the Pacific Coast League to acquire one of their 30 existing franchises. Negotiations are ongoing, but details must remain private as they involve teams currently operating in their host cities. "You can't buy a team without having a stadium," says Jones. "However, as soon as you have a stadium, the prices of the teams go up." "It's a negotiated balancing act."

The team is encouraging baseball fans to log onto their website at www.sierranevadabaseball.com, to vote on whether they support an effort to fund the stadium with rental car taxes. The poll, along with individual comments cast by voters on the website, will be presented to the legislature and the Washoe County Commissioners who ultimately have the final say in this process.

For more information, please contact CJ Jones at 846-8876.



CJ Jones - Managing Partner

Branch B Rickey - PCL President

Triple-A Baseball Stadium Financing

Potential Project Costs:

Ballpark Construction	25,000,000
Soft Costs	5,000,000
Land	3,500,000
Infrastructure	2,000,000
Parking	1,500,000
Ballpark Costs	37,000,000
Construction contingency	2,000,000
Total Projected Stadium Costs	39,000,000

Potential Revenue Sources:

Sparks Marina Site

Sparks contribution package	3,500,000
2.0% rental car surcharge	23,966,000
\$1 ticket surcharge	5,498,000
Rent at \$500,000 annually	6,364,000
Total Revenue	39,328,000

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Methods of Financing and Potential Sources of Construction Funds

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Methods of Financing and Potential Sources of Construction Funds

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Stadium ruling frees up slew of sports funds

Pat Flannery

The Arizona Republic Dec. 5, 2002 12:00 AM

The Arizona Cardinals football stadium is the state Tourism and Sports Authority's big-ticket item, but several smaller projects also could see funding logiams broken by a Wednesday court decision.

The state Supreme Court decided not to review developer John F. Long's lawsuit challenging the constitutionality of the sports authority's funding scheme. A lower court ruling upholding its constitutionality will stand, freeing the authority to issue millions of dollars in bonds for projects approved by voters in November 2000.

"It is an early Christmas present for our community," sports authority Chairman Jim Grogan said. "We can now start investing in our community at a time when our community really needs it."

Cardinals Vice President Michael Bidwill called the court decision "a victory for the Valley, for fans, the tourism industry, youth sports, the Cactus League, everyone." But he said the case put construction behind schedule, making the stadium's opening by the fall 2005 football season uncertain.

"It's tough," Bidwill said. "Certainly, if it has to be pushed (back), it won't be for a full calendar year. (But) there are still a lot of factors that have to be examined."

Glendale City Manager Ed Beasley remained optimistic, saying "anything is possible, and based on the level of anticipation, the sooner the better."

A series of actions must occur before construction begins. The land must be purchased, the city must finalize the site plan and start developing the infrastructure.

Low interest rates make quick issuance of construction bonds likely, triggering a chain of events.

"We can begin to make decisions now, and they're like dominoes," said authority President Ted Ferris. "I'd expect things to start moving very quickly now."

The 30-year hotel bed tax and rental car surcharge will pay for stadium construction, state tourism promotion activities, Cactus League baseball facility improvements and youth sports venues.

The authority will raise needed funds immediately with bonds, retiring debt over time using tax revenues. Bonds couldn't be sold while Long's suit was pending.

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Santa Barbara San Diego Scenic Drives Theme Parks Golf and More! Ferris said the authority now hopes to issue stadium bonds before Christmas. Their value could be slightly more or less than \$225 million, depending on market conditions and talks with bond insurers.

The Cardinals will kick in a minimum of \$85 million toward construction. The team also guaranteed payment of the difference between the original total cost of \$331 million and the most recent \$355 million price tag. The sports authority hopes to increase the size of its bond issue slightly to cover part of that extra cost.

A second bond issue of roughly \$28 million will be marketed early next year to repay the city of Surprise for the authority's share of the cost of the new Surprise Stadium. The \$48.3 million Cactus League baseball stadium being dedicated Saturday is spring training home to the Kansas City Royals and Texas Rangers.

The authority committed \$32 million to the project but has paid only \$4.5 million because of the lawsuit.

That bond issue also might be increased to help Phoenix renovate Phoenix Municipal Stadium. Negotiations are ongoing. Phoenix wants the sports authority to contribute \$5.3 million toward an \$8 million rehab of the Oakland A's spring training home.

Avondale, meanwhile, hopes for ratification of an agreement to fund most of a youth soccer complex near McDowell Road and the Agua Fria River. The authority agreed last year to provide \$3.4 million toward the \$5.2 million complex, which will include 10 soccer fields, three baseball fields and possibly some basketball and tennis courts.

The Avondale City Council approved a deal with the authority in July, but the authority board wouldn't sign off until the Long lawsuit was settled.

The sports authority also has committed \$150,000 to help develop a multipurpose sports complex at Phoenix's South Mountain YMCA.

Vicki Gamby, co-founder of It's Time, a group that had urged Long to drop his lawsuit, said in a statement that the court decision will help the authority "get on with the work of building the facilities that will benefit our children and our economy."

Reporter Marty Sauerzopf contributed to this article.

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Tax hikes haven't dampened business in rental car

Michael Paulk

The NBA is probably coming to Memphis, and with it will also come higher taxes for visitors who rent cars in the Bluff City.

> As lawmakers finalize financing packages aimed at providing funding for a proposed \$250 million arena project that would house the Vancouver Grizzlies, one source of revenue to retire bonds that will be issued for the project will be a 2% additional tax on rental

The real question is not if the new tax will provide enough revenue to retire about \$25 million in bonds that will be issued for the project. Most agree that it will. But it does remain to be seen how, or if, it will effect the business of companies whose customers will pay for it or the tourism industry that relies on outsiders' visits to the city.

According to people in the business of renting cars, there will not be a visible impact on their business despite the tax forcing higher prices.

People who need cars when they travel have few alternatives, even if they dislike being taxed at high levels. Like almost all rental companies, Avis Rent A Car System, Inc., itemizes the taxes on its customer's bills to spell out what they are paying in the form of state and local taxes, says Tony Fuller with Avis.

"Business is sluggish in almost every market, right now but it has nothing to do with taxes," Fuller says.

Memphis is not the first market where similar financing packages have put the onus on the car rental industry to help pay for a new professional sports facility.



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In other markets where higher taxes have been levied on the industry, there has been no discernible impact on business and Memphis should not be any different, Fuller says.

An increasing number of those cities are adding car rental surcharges to help foot the bill for stadiums and arenas. In 1995, legislators voted to raise Seattle/King County's already hefty 15% car rental tax by 2% to pay for a new baseball stadium for Major League Baseball's Seattle Mariners. In the same year, Atlanta was successful in passing legislation at the state level allowing Atlanta to charge a 3% car rental surcharge to finance a new arena for the NBA Atlanta Hawks. Detroit passed a 2% hike on car rental taxes to fund Comerica Park, the new home of the MLB Detroit Tigers.

Those are just some of the examples, and Fuller says the practice is becoming widespread enough that travelers are not acutely aware that prices are higher in one market or another, since taxes are high on rentals in most major markets now.

In essence, he says, they just accept it.

"Since it has happened in many other places, people realize, and I am not saying they like it, it is there and see it for what it is," Fuller says.

In Shelby County, all rental cars are subject to state and local taxes which combine to total 11.25%. Car renters from outside the area also pay a 9.5% concession fee on top of state and local taxes. Already approved by the Tennessee Legislature, the additional 2% tax on rental cars will boost the tax on cars rented at Memphis International Airport by visitors from outside the Memphis area to 22.75%.

Under the provisions of the legislature's bill, the tax on rentals will have four exemptions. Cars rented by

insurance companies as temporary replacement vehicles for their policy holders; rentals by individuals or businesses while another vehicle is being repaired; truck and trailer rentals by businesses that will be used to move goods and merchandise; and rentals made by car dealerships will not be subject to the tax.

Still, sold to the public as having minimal local impact, the tax will touch many local businesses and companies that have a major presence in the Memphis market even though they are headquartered elsewhere, says Rebecca Martin, executive vice president of A & I Travel Service, Inc.

Martin warns that there will be more of a local impact than many might want to believe. Those operations frequently pay for interviewees, customers and field personnel to come to Memphis, meaning there will be more demands on corporate travel budgets.

"In a way, it comes straight back as a cost to the corporations that are here in Memphis because they will bear the brunt of it," Martin says.

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A closeness to natu balance in their live choose small towns Martin says taxing an industry that caters to outsiders makes an easy way out for local officials.

"I think that the politicians had to pick a source of revenue where they knew they wouldn't have a lot of resistance," she says.

Still, many argue that for a project the size of an NBA arena, the money has to come from somewhere. In this case it will come partly from the rental car industry.

"I can't say it is unfair one way or another," Fuller says. "It is not unique. Other industries have often been targeted for taxation to finance projects in the past."

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FORUM

What's your view on latest survey?

Reno Gazette-Journal

Today's question:

Do you think a

jury or a panel of judges should decide who gets

the death penalty?
Yesterday's question: Do you think rental cars should be taxed to help pay for a minor league baseball stadium in Sparks?

Results as of 8:20 p.m.

Saturday: 496 votes. Yes: 362 votes, 73

percent

No: 134 votes, 27

percent.

To vote: Log on to RGJ.com/news.



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- Acquire a Triple-A Pacific Coast League franchise
- Build a state of the art, fan and family friendly, multi-use stadium



This website is our communication and interaction portal for our members and all the northern Nevada communities.

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(double-click on rendering to enlarge)

THE POLL:

Our newest poll is asking your opinion on whether you support a 2% surcharge on Rental Cars in Washoe County to help fund the majority of Stadium construction.

Details of a stadium funding proposal will be released shortly. The intent is to use NEW revenues and not affect taxes paid by Washoe County residents. Only residents who rent a car locally would face any additional fee. PLEASE VOTE your opinion.

The poll also allows you to comment. Only one



BASEBALL POLL

Do you support funding a stadium based, in large pa on a 2% tax on re cars in Washoe County?

Yes, it's a tourist- 96 based tax
No, I don't like 4.0% the idea

Total votes: 149 You have already voted!

Send comment

- Dave Rigdon, <u>Stadium Finance</u> <u>Committee</u> Chairman
- Committee members: Jim Davenport, Phil Zive, Steve Biagiotti, Dave Roundtree, Denny Martindale, Lance Semenko, David Mustard, Dick Stufflebeam

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Do you support funding a stadium based, in large part, on a 2% tax on rental cars in Washoe

County?

Total comments: 6

Name



Phil Albo

cache-ntc-ad02.proxy.aol.com

26

Robert Conrad

ACC4B174.ipt.aol.com

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william turpie

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DAWN WULFF 205.145.32.40

280

Bob Metter adsl-63-202-128-72.dsl.renocs.nvbell.net

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Comments

Diposted: 24-May-2003 11:15

I support the stadium tax. We share our resources with tourists that visit our area and we learned to adjust of lives to accommodate them. I know there are other fees and assessments targeted towards the tourist but they still get a bargain. This tax will allow us to add to the area's quality of life with addition of a stadium and generate even more tourist dollars to our economy. The rental car tax is a great way to help support this project!

Dposted: 23-May-2003 13:18

This town has grown to the point where it could support such a team. Reno deserves a baseball team to call it's own. I would be a season ticket holder if it happened.

Diposted: 23-May-2003 12:37

We need a new baseball stadium...like the Sacto Rivercat's....provides a venue for youth playoffs...expanded UNR tournament play...semi-probaseball...graduations....community events.....god forbid any "rock concerts"...opera/philharmonic orchestra.. yes thank you, Wm Turpie

Dposted: 23-May-2003 09:19

WE NEED THIS IN OUR TOWN

Diposted: 22-May-2003 22:30

This is a great way to fund this project. 2% on rentals will be hardly noticed by vistors renting cars. It certainly will not be considered a reason to cancel plans to visit the area. And a AAA ballpark will be a fantastic, and affordable, activity for locals and visitors alike. Please pass this measure.