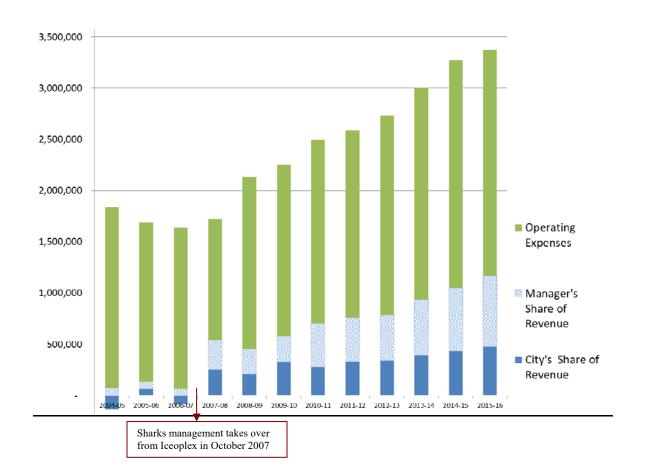
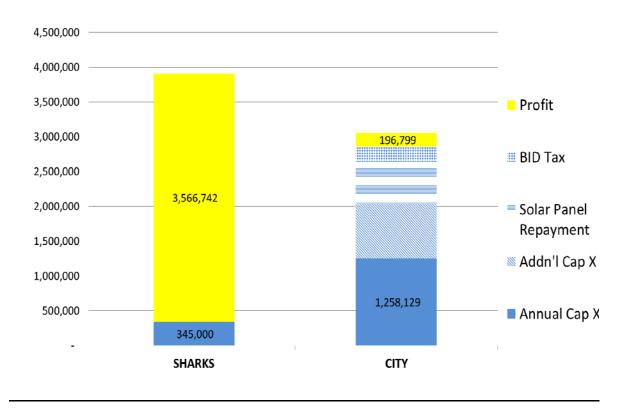
Attachment A: OIC Financial Performance

Figure 1: OIC Annual Gross Revenue Allocation, FY2004-05 to FY 2015-16



Attachment A: OIC Financial Performance

Figure 2: Allocation of Cumulative Net Revenue, FY2008 to FY 2016



Attachment A: OIC Financial Performance

Figure 3: Annual Net Revenue Allocation – New vs. Existing

NEW - REVENUE SHARE	
5-year term with two 5-year extension	•
\$200K/yr setaside for Capital Reser	ve Fund
\$3.8 M Upfront Capita	al Investment
recaptured over a	15-Year term
Net Revenue (FY 2015-16)	1,167,190
Capital Investment Repayment - 1st out	(372,455)
Sharks Base Fee - 2nd out	(325,000)
Capital Reserve - 3rd out	(200,000)
Sharks Share (50%)	(134,867)
City Share (50%)	(134,867)
Net Revenue to Sharks	459,867
Snack Bar & Pro Shop Lease Payment Addt'l Rev: Ad and Naming Rights - after	(25,000)
\$100K to reimburse Sharks in-kind ad expenses, then 50% split of revenues	100,000
Net Revenue to City	507,323
Addt'l Rev: Snack Bar & Pro Shop Lease Addt'l Rev: Ad and Naming Rights - after	25,000
\$100K to reimburse Sharks in-kind ad expenses, then 50% split of revenues	TBD

EXISTING REVENUE SHARE							
5-year term, then month-to-month since Dec 2015							
\$190K+/yr setaside for Capital Rese	rve Fund						
Net Revenue (FY 2015-16)	1,167,190						
51 1 44504							
First \$450K							
Sharks Share (50%)	(225,000)						
City Share (50%)	(225,000)						
Above \$450K							
Sharks Share (65%)	(466,174)						
City Share (35%)	(251,017)						
Revenue to Sharks	691,174						
Less Capital Reserve	(40,000)						
Net Revenue to Sharks	651,174						
Snack Bar & Pro Shop Lease Payment	(37,700)						
Revenue to City	476,017						
Less Capital Reserve	(171,076)						
Net Revenue to City	304,941						
Addt'l Revenue: Snack Bar Lease	37,700						

Attachment B: List of Future Capital Improvements at Oakland Ice Center

Draft as of June 22, 2017

		2018	2019	2020	2021	2022	Total
		4,200,000	200,000	200,000	200,000	200,000	5,000,000
	Exterior Appurenances	20,000					20,000
2	Aluminum/Glass Doors		25,000				25,000
_	Doors and Frames		10,000			10,000	20,000
	Exterior Block Seal		10,000			15,000	25,000
	Painting		5,000		10,000		15,000
	Exterior Cleaning	15,000				15,000	30,000
	Interior Doors and Frames	8,000				10,000	18,000
	Fire Systems	35,000					35,000
	Lighting System	50,000					50,000
	Emergency Lighting System						0
	Concrete Seal	15,000					15,000
	Epoxy Flooring			60,000			60,000
	Rubber Floor	70,000		35,000			105,000
	Boiler		40,000				40,000
_	Dehumidifier			10,000			10,000
_	Exhaust Fans	40.000	20,000				20,000
	HVAC	40,000				00.000	40,000
_	Ice Chiller Plant	3,700,000				20,000	3,720,000
-	Ventillation fans		45.000			15,000	15,000
	Interior Painting	00.000	15,000			10,000	25,000
	Lavatories	20,000					20,000
	Toilet Partitions Urinals	20,000					20,000
_	Water Closets	9,000					9,000
	Wall Tiles	22,000 45,000					22,000 45,000
_	Bleachers	50,000					50,000
	Dasherboards	Build into ice	skid roplace	noment (\$50)(N)		50,000
	Elevator	Build IIIIO ICE	skiu repiace	ernent (450	JUK)	20,000	20,000
_	Metal Pipe Railing			15,000		20,000	15,000
	Goals/Edgers			15,000		10,000	25,000
	Roof		10,000	13,000		10,000	10,000
-	Zamboni		10,000		130,000		130,000
_	Trash Containers/Tables/Benches	10,000			100,000	10,000	20,000
	Security Cameras - Added Cameras	5,000	5,000			10,000	10,000
	Rental Skates	0,000	0,000	5,000		5,000	10,000
	Lockers	6,000		0,000		0,000	6,000
	Unanticipated Cap Repairs	60,000	60,000	60,000	60,000	60,000	300,000
٠.	Transport and trapana	55,555	30,000	50,000	30,000	30,000	555,500

ATTACHMENT C: 10-YEAR CASH FLOW STATEMENT

			New Agreement: Projected 10-Year Cash Flow, Oakland Ice Center, FY 2018 to FY 2027										
	Existing A	•										l .	
	Actuals	Projected											
	FY 16	FY 17	FY 18	FY 19	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25	FY 26	FY 27	Projected 10
			Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Operating Revenues	3,372,648.00	3,473,827.44	3,578,042.26	3,685,383.53	3,795,945.04	3,909,823.39	4,027,118.09	4,147,931.63	4,272,369.58	4,400,540.67	4,532,556.89	4,668,533.60	41,018,244.6
Opeating Expenses	(2,205,458.00)	(2,249,567.16)	(2,305,806.34)	(2,363,451.50)	(2,422,537.78)	(2,483,101.23)	(2,545,178.76)	(2,608,808.23)	(2,674,028.44)	(2,740,879.15)	(2,809,401.12)	(2,879,636.15)	(25,832,828.7
Net Operating Income	1,167,190.00	1,224,260.28	1,272,235.92	1,321,932.03	1,373,407.25	1,426,722.16	1,481,939.33	1,539,123.40	1,598,341.15	1,659,661.52	1,723,155.76	1,788,897.44	15,185,415.9
Capital Investment Repayment - to City	n/a	n/a	(172,455.23)	(372,455.23)	(372,455.23)	(372,455.23)	(372,455.23)	(372,455.23)	(372,455.23)	(372,455.23)	(372,455.23)	(372,455.23)	(3,524,552.3
Base Management Fee - to Sharks	n/a	n/a	(325,000.00)	(325,000.00)	(325,000.00)	(325,000.00)	(325,000.00)	(325,000.00)	(325,000.00)	(325,000.00)	(325,000.00)	(325,000.00)	(3,250,000.0
	Deduct \$40K fro	om Sharks Split;											
Capital Reserve Set-Aside	Deduct \$171K from City Split		(400,000.00)	(200,000.00)	(200,000.00)	(200,000.00)	(200,000.00)	(200,000.00)	(200,000.00)	(200,000.00)	(200,000.00)	(200,000.00)	(2,200,000.0
Net Revenue	1,167,190.00	1,224,260.28	374,780.69	424,476.80	475,952.02	529,266.93	584,484.10	641,668.17	700,885.91	762,206.29	825,700.53	891,442.21	6,210,863.6
Sharks Split	691,173.50	728,269.18	187,390.35	212,238.40	237,976.01	264,633.46	292,242.05	320,834.09	350,442.96	381,103.15	412,850.27	445,721.11	3,105,431.8
City Split	476,016.50	495,991.10	187,390.35	212,238.40	237,976.01	264,633.46	292,242.05	320,834.09	350,442.96	381,103.15	412,850.27	445,721.11	3,105,431.8
Sharks Cashflow	651,173.50	688,269.18	512,390.35	537,238.40	562,976.01	589,633.46	617,242.05	645,834.09	675,442.96	706,103.15	737,850.27	770,721.11	6,355,431.8
City Cashflow (includes CapX Repayment)	304,940.50	324,915.10	359,845.58	584,693.63	610,431.24	637,088.70	664,697.28	693,289.32	722,898.19	753,558.38	785,305.50	818,176.34	6,629,984.1

Notes:

- 1. Snack Bar & Pro Shop lease revenue to City not shown in this cashflow statement. Fixed for the first 5 years at \$25,000/year, 10% (or CPI increase, whichever is less) in year 6 and year 1
- 2. Advertisement Revenues not show in this cashflow statement. Ad revenue split 50/50 after first \$100K to reimburse Sharks for inkind marketing costs
- 3. Projections assume a 3 percent growth in annual operating revenues and a 2.5 percent growth in operating expense
- 4. Repayment on the City Investment is decreased by \$200,000 in first year and redirected to fund Capital Reserve Set-Asido