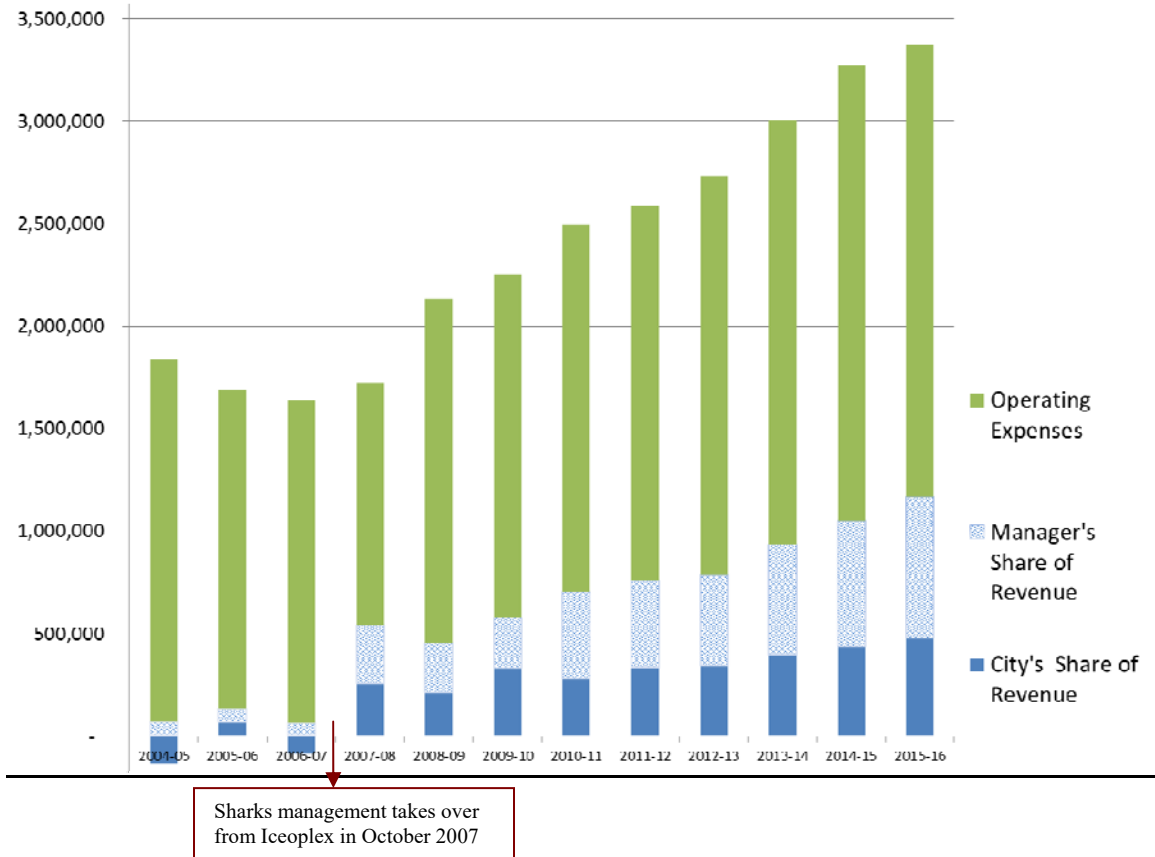


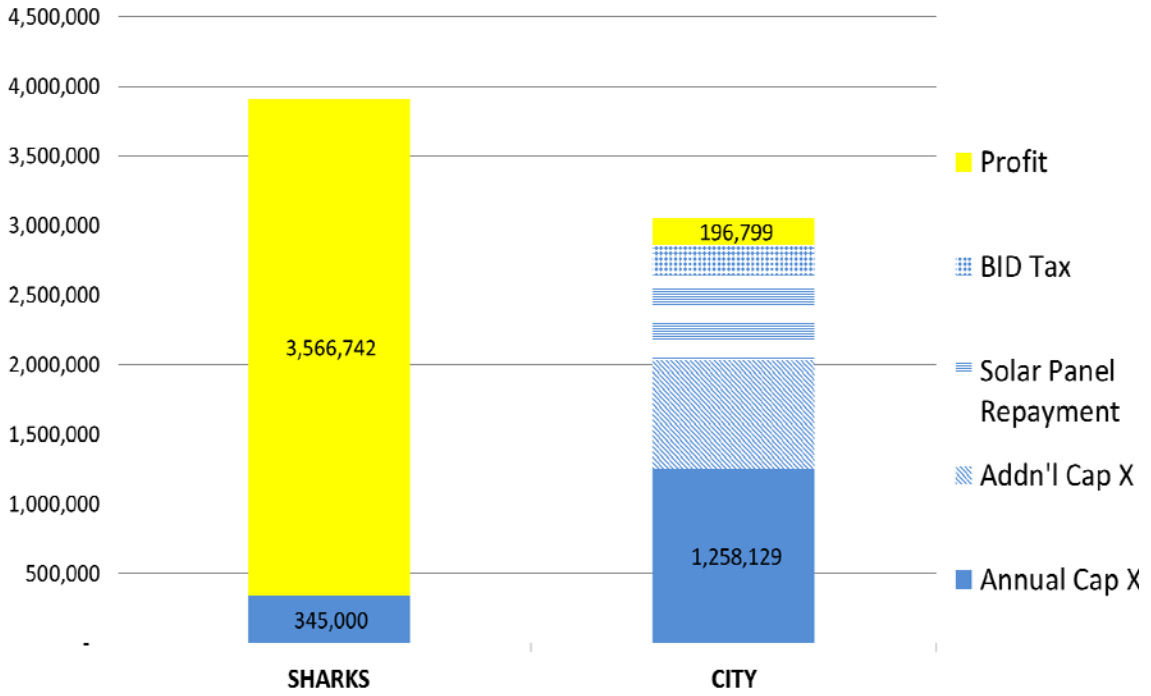
Attachment A: OIC Financial Performance

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		EXISTING REVENUE SHARE	
5-year term with two 5-year extension options \$200K/yr setaside for Capital Reserve Fund		5-year term, then month-to-month since Dec 2015 \$190K+/yr setaside for Capital Reserve Fund	
\$3.8 M Upfront Capital Investment recaptured over a 15-Year term			
Net Revenue (FY 2015-16)	1,167,190	Net Revenue (FY 2015-16)	1,167,190
Capital Investment Repayment - 1st out	(372,455)		
Sharks Base Fee - 2nd out	(325,000)		
		<i>First \$450K</i>	
Capital Reserve - 3rd out	(200,000)	Sharks Share (50%)	(225,000)
		City Share (50%)	(225,000)
		<i>Above \$450K</i>	
Sharks Share (50%)	(134,867)	Sharks Share (65%)	(466,174)
City Share (50%)	(134,867)	City Share (35%)	(251,017)
		Revenue to Sharks	691,174
Net Revenue to Sharks	459,867	Less Capital Reserve	(40,000)
Snack Bar & Pro Shop Lease Payment	(25,000)	Net Revenue to Sharks	651,174
Add'l Rev: Ad and Naming Rights - after \$100K to reimburse Sharks in-kind ad expenses, then 50% split of revenues	100,000	Snack Bar & Pro Shop Lease Payment	(37,700)
		Revenue to City	476,017
		Less Capital Reserve	(171,076)
Net Revenue to City	507,323	Net Revenue to City	304,941
Add'l Rev: Snack Bar & Pro Shop Lease	25,000	Add'l Revenue: Snack Bar Lease	37,700
Add'l Rev: Ad and Naming Rights - after \$100K to reimburse Sharks in-kind ad expenses, then 50% split of revenues	TBD		

ATTACHMENT C: 10-YEAR CASH FLOW STATEMENT

	Existing Agreement		New Agreement: Projected 10-Year Cash Flow, Oakland Ice Center, FY 2018 to FY 2027											Projected 10 yr Total
	Actuals	Projected	FY 18 Year 1	FY 19 Year 2	FY 20 Year 3	FY 21 Year 4	FY 22 Year 5	FY 23 Year 6	FY 24 Year 7	FY 25 Year 8	FY 26 Year 9	FY 27 Year 10		
	FY 16	FY 17												
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	41,018,244.68	
Operating 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)	(25,832,828.70)	
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	15,185,415.98	
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)	(3,524,552.32)	
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)	(3,250,000.00)	
Capital Reserve Set-Aside	Deduct \$40K from Sharks Split; 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)	(2,200,000.00)	
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	6,210,863.65	
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	3,105,431.83	
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	3,105,431.83	
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	6,355,431.83	
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	6,629,984.15	

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-Aside