City of Sacramento
City Council - 2PM Report
915 I Street Sacramento, CA 95814
www.cityofsacramento.org

File ID: 2026-01382 9/15/2026

[Contract] Grant Agreement with Visit Sacramento funding Due Diligence for Flat Sports Fields at Granite Regional Park [Published for 10-day Review on 09/04/2026]

File ID: 2026-01382

Location: Granite Regional Park, District 6

Recommendation: Adopt a **Resolution**: 1) establishing the Granite Flat Fields Project as a new Multi-Year Operating Project (I18270000); 2) authorizing the City Manager or designee to transfer $442,000 from the available fund balance of the 2006 Army Depot Redevelopment Tax-Exempt Fund (Fund 3803) and $1,158,000 from the available fund balance of the 2006 Army Depot Redevelopment Taxable Fund (Fund 3802) to the Granite Flat Fields Project (I18270000); and 3) authorizing the City Manager or designee to execute a Grant Agreement between the City of Sacramento and Visit Sacramento in an amount not-to-exceed $1,600,000 to fund Phase 1C of due diligence for proposed flat fields at Granite Regional Park.

Contact: Jason Wiesemann, Park Plan Design & Development Manager, (916) 808-7634, jwiesemann@cityofsacramento.org, Department of Youth, Parks and Community Enrichment; Denise Malvetti, Assistant Director, (916) 808-7064, dmalvetti@cityofsacramento.org, Economic Development Department

Presenter: None

Attachments:
1-Description/Analysis
2- Flat Field Economic Analysis (2026)
3-Resolution
4-Exhibit A to Resolution - Funding Agreement

Description/Analysis
Issue Detail: Sacramento's visitor economy has grown significantly, becoming an important driver of the local economy. In 2025, booked events generated more than 373,233 hotel room nights and an estimated $321 million in economic impact. During the same period, Transient Occupancy Tax (TOT) collections increased 36% compared to 2022. This growth reflects strategic investments and long-term planning to diversify the types of events and activities that attract visitors. The region has expanded beyond a visitor economy primarily centered on business meetings and conventions to one

that also includes leisure travel, festivals, arts and culture, and sports. TOT revenue is currently projected to reach $42.9 million in 2026.

Sacramento's sports tourism sector has continued to grow with the addition of IRONMAN California and the attraction of major events such as the 2026 NCAA Division I Women's Basketball Tournament at Golden 1 Center and the X Games at Cal Expo. However, the region currently lacks the anchor sports facilities needed to attract major regional, state, and national youth sports tournaments.

In 2021, Visit Sacramento commissioned the Huddle Up Group to conduct a sports facility assessment of the Greater Sacramento region and provide recommendations for future facility development. The assessment identified the development of a flat field sports complex as its highest priority recommendation. Such a facility could accommodate not only soccer but also other growing field sports, including lacrosse, rugby, flag football, field hockey, and Quidditch.

Using the Sports Tourism Index, the report provided a comparative analysis of the features a flat field venue would need to ensure it was an “anchor” facility that attracted events required for overnight visitors. Recommendations for a new facility included the following elements on a site of approximately 80-120 acres:

- 24 full-sized fields (mix of grass and turf)
- Lighting for at least 16 fields, preferably on all fields
- Flexible layout with portable goals to serve multiple sports beyond soccer
- Parking that meets industry standards
- Ability for Visit Sacramento to book the facility for tourism driving events

In 2025, Visit Sacramento contracted with JLL to evaluate potential sites that could support the advancing Sacramento’s sports tourism opportunities including an assessment of the feasibility of Granite Regional Park. While the flat fields could be located at other parks in Sacramento, including Natomas Regional Park, funding that is geographically based has been identified to further assess Granite Regional Park.

Granite Regional Park

Granite Regional Park is located within the Fruitridge Broadway Community Plan area, bounded by Power Inn Road, Florin Perkins Road, Jackson Highway, and 14th Avenue. The park occupies the west basin of a former Granite Construction gravel mine, which ceased operations in 1989. Through a public-private partnership, the 84-acre site was redeveloped into a regional park featuring soccer fields, a dog park, a skate park, parking, and other recreational amenities. The initial park improvements, including four soccer fields, were completed in 2006.

Today, Granite Regional Park includes seven full-sized soccer fields-one synthetic turf field and six natural grass fields-and serves as the “hub” for youth soccer in the Sacramento region. The park is home to Sacramento United Soccer Club, a nonprofit competitive youth soccer organization serving more than 1,200 players across over 50 boys' and girls' teams. The club has a Priority Field Use Agreement for the soccer fields and assists with field maintenance.

JLL’s initial assessment of the site identified multiple opportunities for Granite Regional Park to serve as an anchor flat-field complex including:

- It’s a central location.
- As many as 24 fields, with the acquisition of two parcels, one privately owned and the other is owned by Sacramento Regional Transit, for an additional 22 acres that are adjacent to city-owned land, for a total of 70 acres.
- Flexibility for 9v9 configurations, which would allow up to 34 fields.
- The site maximizes land use efficiency by utilizing existing city assets and infrastructure, including power, irrigation, and roads.
- Approximately 1,200 parking stalls are adjacent to the park, with the ability to expand to as many as 2,000 additional parking stalls pending use agreements with adjacent property owners.
- Proximity to regional access, including Highway 50, Route 16, State Route 99, and major thoroughfares including Power Inn Road and Florin Perkins Rd.
- Proximity to public transportation, including the Sacramento Regional Transit Power Inn Station and the Gold Line.

During 2025 and 2026, JLL conducted a series of non-invasive due diligence studies to further evaluate the feasibility of expanding Granite Regional Park. These efforts included a land survey and title report, preliminary CEQA and entitlement strategy assessments, and biological and cultural resource evaluations. As of the date of this report, these studies have not identified any known constraints that would preclude the development of an anchor flat-field sports complex on the site.

To evaluate potential development options and inform future decision-making, Visit Sacramento has conducted stakeholder engagement and completed preliminary due diligence and economic feasibility work related to the development of an anchor flat-field sports complex. These steps have included:

- Facility Audit + Recommendations Report (2021)
- Flat Field Analysis Report (2022)
- Competitive Analysis and Impact Projects Inventory (2022)
- Amendment to the City code allowing for the spending of TOT funds for tourism-related economic development projects through the passing of Measure N (2022)
- Granite Regional Park Phase 1A Site Viability Report (2025)

- Granite Regional Park Phase 1B Non-invasive Due Diligence Report (2026)
- Flat Field Economic Analysis (2026)
- Numerous meetings and stakeholder interviews, including but not limited to local youth soccer and rugby clubs and leagues, national tournament organizers, hotel owners and operators, property owners surrounding Granite Regional Park, Power Inn Alliance, Sacramento Regional Transit, Sacramento Republic FC, Sacramento County Staff, City of Sacramento staff, and elected officials in both the City of Sacramento and the County of Sacramento.
- Continued research, assessment, and analysis of Transient Occupancy Tax (TOT) regulations, uses, and growth trends

Community Impact
An anchor flat-field complex provides a civic benefit, in addition to an economic return, by investing in community infrastructure and increasing the City's inventory of high-quality athletic fields available to Sacramento youth and adult teams.

The City of Sacramento has an inventory of 157 fields spread over 100 parks. Only 10% of these fields are lighted, and 67% of all parks have fewer than two fields. Neighborhoods with the highest concentration of fields include North Natomas, with 37 fields across 21 parks, and South Sacramento, with 30 fields across 21 parks. Only three parks have at least five flat fields - Granite Regional Park (Fruitridge Broadway), Northgate Park (South Natomas) and North Natomas Community Park (North Natomas).

Many local youth and adult sports organizations currently face limited access to playable fields, which requires practices and games to be spread across multiple parks. Several field sports, including rugby and lacrosse, have limited access to public facilities designed to meet their needs. Existing fields throughout the city also vary in condition, and many lack field lighting, reducing the number of hours they can be programmed, particularly during the fall and winter months. The weather has an impact when fields are unavailable due to drainage issues from rain. For teams using school or private facilities, the expense to rent fields can be in the thousands for a single weekend.

By increasing the inventory of high-quality, tournament-capable fields, the project would provide additional capacity for local practices, league play, tournaments, camps, and community recreation while improving access for residents throughout the year. Co-locating fields would also allow families with multiple children to attend practices and games at one location rather than driving between parks.

Policy Considerations: Development of an anchor sports facility for youth and amateur sports would position Sacramento to attract additional regional, state, and national tournaments, increasing visitor spending and generating additional TOT and sales tax revenue.

In addition to its tourism benefits, the facility would expand recreational amenities for Sacramento residents by increasing the inventory of athletic fields available for youth, adult, and community sports programs. The project is intended to address the growing demand for athletic field capacity identified through previous planning efforts and stakeholder engagement.

As proposed, project development and ongoing operations would be funded through dedicated project revenues and other non-General Fund sources.

The requested actions support the following city policies:

- Advance City Council's priority of Economic Development, including the ability to attract investment, support business growth, expand job opportunities and strengthen Sacramento's long-term economic competitiveness.
- Support the vision and goals of the 2040 General Plan (2025) by directing growth and change into the commercial and transit corridors, building on the city's existing assets and character, linking projects to access with high-frequency transit, investing in dynamic and beautiful parks, expanding recreational opportunities for residents of all ages, strengthening Sacramento's role as a regional economic center, and ensuring the just and equitable treatment of all neighborhoods and people.
- Support the Fruitridge/Broadway Community Plan, especially towards the evaluation and expansion of Granite Regional Park.
- The project area is part of the approved Granite Regional Park Planned Unit Development ("GRP PUD"), which was most recently amended on March 22, 2001 (P00-006). The project would develop fields in areas that are primarily approved for or developed with park and field use.

The Sacramento City Code Section 4.04.020 and the City Council Rules of Procedure (Chapter 7, Section E.2.d) mandate that unless waived by a 2/3 vote of the City Council, all labor agreements, and all agreements greater than $1,000,000 shall be made available to the public at least ten (10) days prior to City Council action. This item was published for 10-day review on September 4, 2026, in compliance with the City Code.

Economic Impacts: In March 2026, Visit Sacramento contracted Stone Planning to prepare an updated economic analysis of a proposed flat-field sports complex. The analysis was completed in August 2026 (Attachment 2).

Based on Stone Planning's analysis, an anchor flat-field sports complex in Sacramento would generate significant economic activity for the city. Depending on the development scenario, the facility is projected to host between 13 and 23 tournaments annually, attracting approximately 213,000 to 380,000 visitors. Under the study's mid-range scenario, the complex is projected to generate approximately 134,000 hotel room nights, $61 million in annual direct visitor spending, $3.6 million in annual sales tax revenue, and $2.8 million in annual TOT revenue.

Youth and amateur sports tourism is widely regarded as a resilient segment of the visitor economy. Industry data indicate that participation and travel associated with youth and amateur sports have remained comparatively stable during economic downturns, including the 2008-2009 recession and the COVID-19 pandemic. During the 2008-2009 recession, youth sports tourism was the only travel segment that did not experience a decline.

According to the Sports Events & Tourism Association, 63% of U.S. destinations surveyed in 2023 identified sports as their largest generator of hotel room nights. Nationally, youth and amateur sports generate approximately 73.5 million hotel room nights annually and attract more than 200 million athlete and spectator trips each year. Unlike convention and business travel, which is concentrated on weekdays, youth sports tourism generates visitation on weekends throughout the year. Research conducted by the Parkhurst Field Foundation found that an average of 2.14 spectators accompanied each athlete attending one of its four-day tournaments.

Comparable facilities in other markets demonstrate the potential economic impacts of destination sports complexes. The Maryland SoccerPlex in Boyds, Maryland, reported an estimated $25 million in economic impact from 12 tournaments that attracted approximately 52,000 visitors to Montgomery County. Approximately 79% of attendees stayed overnight, with more than half staying at least two nights and 92% utilizing local hotels.

Similarly, WRAL Soccer Park in Raleigh, North Carolina, is a 123-acre complex with 23 fields that hosts more than 2 million visitors annually. In 2025, the facility generated approximately 37,250 hotel room nights. Its Annual Showcase Series attracted approximately 1,600 teams from more than 30 states, generating an estimated 32,000 hotel room nights and $30 million in economic impact.

In San Diego County, Surf Sports Park hosts more than 35 annual events, generating an estimated $120 million in annual economic impact, approximately 490,000 visitors, more than 200,000 youth participants, and over 155,000 hotel room nights. The Del Mar facility includes 24 natural grass fields and on-site parking.

These findings indicate that an anchor flat-field sports complex has the potential to expand Sacramento's visitor economy while complementing the City's existing convention, entertainment, and cultural tourism assets.

Environmental Considerations:

California Environmental Quality Act (CEQA): This item is not a project under the California Environmental Quality Act (CEQA), because it is an activity that does not involve any commitment to a specific project which may result in a potentially significant physical impact on the environment, as contemplated by Title 14, California Code of Regulations, Sections 15378(b)(2) and is, therefore, not subject to CEQA pursuant to CEQA Guidelines Section 15060(c)(3). Environmental review will be completed prior to any physical changes on the Site. That said, the project site has been previously approved for development with a certified EIR on August 6, 1998, with a Mitigated Negative Declaration ("MND") issued on March 22, 2001, and the GRP PUD partially developed for the use as intended in the form of existing fields and parking, the project intends to tier off previous work as a conservative approach against the understood baseline. The impact studies scheduled in Phase 1C, including but not limited to traffic noise, patron noise, transportation levels of service, cumulative air quality impacts, sports lighting, and additional environmental impacts, including cumulative biological impacts, will help inform the Initial Study.

Sustainability: The project site offers several opportunities to support the City's sustainability objectives. Its proximity to Sacramento Regional Transit's Power Inn Station provides convenient access to public transit for residents and visitors, creating opportunities to reduce reliance on single-occupancy vehicle travel. The adjacent privately owned parcel includes existing solar-covered parking, which may reduce the need for additional parking improvements. If the project advances through design, sustainability measures and efficient building and site design practices will be incorporated, as appropriate, to support the City of Sacramento's environmental and sustainability goals.

Commission/Committee Action: Not applicable.

Rationale for Recommendation: The proposed award of grant funding will allow for the completion of Phase 1C studies, which will provide the technical information necessary for the City to evaluate the feasibility of the project.

Phase 1C includes due diligence and studies necessary to confirm the viability of the site for the development of an anchor flat-field complex The following tasks are included in Phase 1C:

- Master Planning, Land Use & Title Reports
- Operating Agreement
- Civil Engineering and Landscape
- Aquatic Resource Delineation
- Cultural Survey & Monitoring
- Special-status Plant Survey (ongoing)
- Riparian Wetland Mitigation Survey
- Arborist
- Mitigation Bank Credit Research
- Biological Resource Assessment
- Traffic Impact Study
- Sports and Pedestrian Lighting Impact Study
- Acoustics Impact Study
- Site Logistics

- Agronomist
- Environmental Study & Phase 2 Soil Testing
- Geotech Studies & Research

To support implementation of Phase 1C, Visit Sacramento has assembled a multidisciplinary consultant team led by JLL. The team includes professionals from JLL's Brokerage, Public Institutions, Cost Management, Sports & Entertainment, Master Planning, and Municipal Advisory practices, as well as local firms providing technical studies and due diligence. Budget estimates for Phase 1C are based on the consultant proposals and scopes of work completed to date.

Upon completion of Phase 1C, Visit Sacramento and City staff will return to the City Council with the information necessary to evaluate potential project implementation. Deliverables are anticipated to include a proposed financing framework; updated construction cost estimates; projected operating revenues and expenses; a draft operating and maintenance framework for future procurement; and draft agreements related to the acquisition or lease of any property interests required for the project. Phase 1C is anticipated to be completed within approximately six to eight months.

Completion of this phase does not commit the City to project construction; rather, it provides the information needed for future Council consideration and informed decision-making regarding the project's scope, funding, timelines, location and implementation.

Financial Considerations: The estimated cost to complete Phase 1C of due diligence for the proposed flat fields at Granite Regional Park is estimated at approximately $1.6 million. Sufficient funds remain in Funds 3802 and 3803 to cover the cost of these expenditures. Funds 3802 and 3803 are proceeds from the 2006 Army Depot Redevelopment Area bond issuance. The funds had previously been dedicated to a public improvement project that did not materialize due to insufficient funding. These funds must be used in the former Army Depot Redevelopment Area or in the surrounding area so that benefits accrue to the former redevelopment area and must be expended in a manner consistent with the original bond covenants.

Local Business Enterprise (LBE): Not applicable.

FLAT FIELDS ECONOMIC ANALYSIS

July 2026

STONE PLANNING

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July 12, 2026

Mr. David Eadie
Chief Sports & Entertainment Officer, Visit Sacramento
deadie@visitsacramento.com

Dear Mr. Eadie:

Stone Planning LLC has completed our analysis of future opportunities for a flat-field complex in Sacramento. The attached report presents the results of our research, analysis, and findings, and is intended to assist you and your stakeholders in evaluating future options.

The analyses presented in this report are based on estimates and assumptions, as well as information provided by various stakeholders. The sources of information and the basis of assumptions, estimates, and forecasts are stated in this report. Some assumptions inevitably will not materialize and unanticipated events and circumstances may occur. Therefore, actual results achieved will vary from those described and the variations may be material.

The findings presented are based on analysis of present and near-term conditions in the Sacramento area. Any significant changes in the characteristics of the local community, such as change in population and/or competitive facilities, could materially impact conclusions developed in this study. As in all studies of this type, any estimated results are based on competent and efficient management of the facility and assume that no significant changes in the event markets or assumed immediate and local area market conditions will occur beyond those set forth in this report. Furthermore, all information provided to us by others was not audited or verified and was assumed to be correct. Neither Stone Planning LLC, its managers, members, officers, employees, agents nor representatives makes any representation or warranty, expressed or implied, as to the accuracy or completeness of this report or any of its contents, and no legal liability is assumed or is to be implied against any of the aforementioned with respect thereto. This report does not purport to contain all of the information that may be required to evaluate all of the factors which would be relevant.

This report has been prepared for use by Visit Sacramento and its stakeholders. The report has been structured to provide analysis and estimates to provide information to help evaluate future scenarios. Stone Planning LLC does not expect to, and assumes no obligation to, update or otherwise revise this report or any information contained herein.

We very much appreciate the assistance and cooperation that has been provided in the completion of this report, and look forward to the opportunity to continue working with you. Should you need anything else, please let us know

Sincerely,

STONE PLANNING LLC

TABLE OF CONTENTS

1

INTRODUCTION AND EXECUTIVE SUMMARY

INTRODUCTION AND EXECUTIVE SUMMARY

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INTRODUCTION

Stone Planning LLC was engaged by Visit Sacramento to complete an analysis of a planned flat-field sports complex in Sacramento. Stone Planning specializes in the planning and operations of sports, recreation, and entertainment venues and events.

This study includes the following analyses:

- An overview of the Sacramento market and relevant existing complexes in the area.
- A summary of feedback provided by a wide range of local and industry stakeholders.
- Analysis of funding and management approaches for complexes in other markets.
- Analysis of operating and economic impact results for complexes in other markets.
- Conclusions regarding the potential complex in Sacramento.

This executive summary provides an overview of the analyses, research, and conclusions that appear in the full report.

EXECUTIVE SUMMARY

- Sacramento is a growing market with strong demographics, including high participation rates in multiple outdoor field sports.
- The largest field complexes in the Sacramento area have no more than 16 full-sized fields and have relatively few lighted fields, flooding issues, and/or are not well-located.
- Local sports organizations, such as clubs in soccer, rugby, and other field sports, often have difficulty accessing fields due to demand that exceeds supply. Many local players and events have had to leave the city in order to use fields.
- Because of the relatively small size of existing complexes, the area is limited in the type and scale of events (such as tournaments) that it can host, and these smaller events generally do not attract overnight visitors.
- Publicly-owned field complexes have been funded in many ways, including public sources such as taxes, bonds, land, grants, and others, as well as private sources including sponsorships and donations.
- These publicly-owned complexes can be operated by the public owner or a private or non-profit partner.
- Complexes that are similar in scale to the project envisioned in Sacramento have demonstrated an ability to generate significant operating revenues, as well as economic impacts due to their ability to attract visitors, frequently for multiple days/nights.
- Based on our research, there appears to be a strong opportunity for Sacramento to accommodate additional demand for field usage, and that a well-planned and marketed complex with 20 or more fields would further diversify the market's tourism base and generate additional visitation.
- We have estimated that the complex will host 13 to 23 tournaments per year, and a total of 213,000 to 380,000 visitors associated with these tournaments.
- This visitation would generate significant economic impacts to the city and county. These impacts are summarized on the following pages, for three scenarios of tournament usage (for one year, based on the assumed number of tournaments and visitors).

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Table 1.1. Estimated Impacts – All Scenarios

	LOW			MID			HIGH		
	Gross Direct	City - Total Net	County - Total Net	Gross Direct	City -Total Net	County - Total Net	Gross Direct	City - Total Net	County - Total Net
Spending ($000s)	$43,808	$48,362	$51,369	$60,808	$67,393	$71,548	$77,809	$86,424	$91,728
Hotel Room Nights	97,000	--	--	134,000	--	--	171,100	--	--
Income ($000s)	$10,952	$11,411	$16,635	$15,202	$15,839	$23,091	$19,452	$20,267	$29,547
Jobs	190	177	252	264	246	349	338	315	447
Taxes ($000s)									
Sales Tax	$2,612	n/a	n/a	$3,631	n/a	n/a	$4,650	n/a	n/a
TOT	$2,044	n/a	n/a	$2,825	n/a	n/a	$3,606	n/a	n/a
Construction Impacts									
Sales of Materials ($000s)	$58,500	$40,143	$66,905	$58,500	$40,143	$66,905	$58,500	$40,143	$66,905
Income ($000s)	$31,500	$20,646	$34,410	$31,500	$20,646	$34,410	$31,500	$20,646	$34,410
Jobs	373	269	449	373	269	449	373	269	449

Source: Stone Planning

2

LOCAL MARKET ANALYSIS

LOCAL MARKET ANALYSIS

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In this section, we provide an overview of the local market in order to provide context on opportunities for sports complex demand in Sacramento, as characteristics of the surrounding area are important to its potential support.

The City of Sacramento is the capital of California and the county seat of Sacramento County. The city is the sixth-most populous in the state, and the Sacramento metropolitan area, which includes Sacramento, El Dorado, Placer, and Yolo counties, is the 27th-largest in the country. The current population of the city and metro area are approximately 535,000 and 2.5 million, respectively.

The map to the right shows the location of Sacramento and its metro area within the state. Sacramento is within 500 miles of California's three largest metro areas (Los Angeles, 12.8 million residents and 385 miles), San Francisco (4.6 million, 87), and San Diego (3.3 million, 500). In addition, other major West Coast markets such as Seattle, Portland, Boise, Salt Lake City, Las Vegas, and Phoenix are within 500 to 750 miles from Sacramento.

Figure 2.1. Metro Area and State Map

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POPULATION

The table below shows the historical population of the metro area, and for broader context, the State of California and the United States. As shown, the metro area's population has increased by nearly 9% in the 10-year period, to approximately 2.5 million. This significantly exceeds the state's growth of just 1.2% as well as the national 5.7% rate.

Table 2.1. Population

	MSA		CA		US	
	Population (000s)	% Change	Population (000s)	% Change	Population (000s)	% Change
2015	2,263	--	38,900	--	321,815	--
2016	2,292	1.3%	39,180	0.7%	322,940	0.3%
2017	2,320	1.2%	39,366	0.5%	324,990	0.6%
2018	2,343	1.0%	39,462	0.2%	326,690	0.5%
2019	2,363	0.9%	39,512	0.1%	328,240	0.5%
2020	2,401	1.6%	39,538	0.1%	331,577	1.0%
2021	2,409	0.3%	39,152	-1.0%	332,099	0.2%
2022	2,423	0.6%	39,125	-0.1%	334,017	0.6%
2023	2,434	0.5%	39,181	0.1%	336,806	0.8%
2024	2,463	1.2%	39,364	0.5%	340,110	1.0%
% Change - 2016-2024		***8.8%***		***1.2%***		***5.7%***

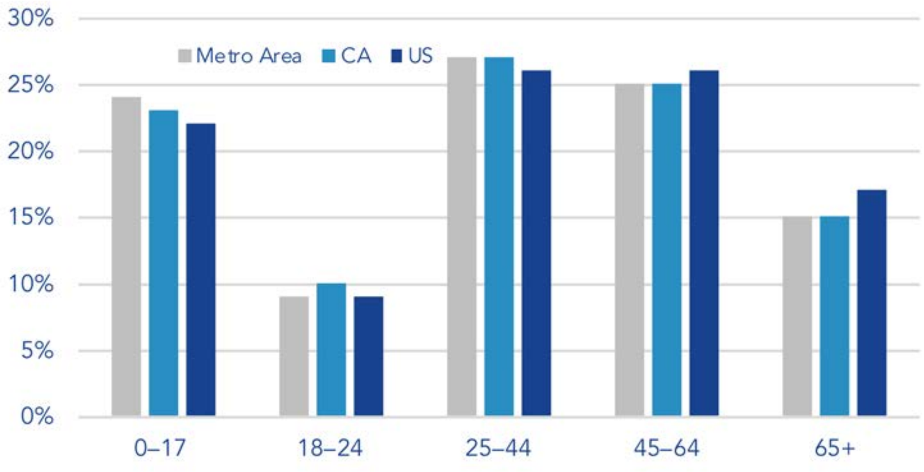
Source: US Census Bureau

Population growth is expected to continue to be strong locally. According to the Demographic Research Unit of the State of California's Department of Finance, the metro area is projected to grow to 2.9 million residents in 2050, or a 17.1% increase. This far exceeds the state's 3.9% projected rate, as well as the national growth rate of 6.2%.

AGE

The chart below shows the age distribution of the metro area, California, and the United States. Overall, the share of the population by age group is similar at the local, state, and national levels. However, the share of the population that is 44 and younger is slightly higher in Sacramento and California (60%) than nationally (57%). As a result, the median age is lower in the metro area (38.9) and state (38.4) than it is nationally (39.1).

Figure 2.2. Age by Cohort



Source: US Census

The figures on the following page summarize age trends for the city specifically, over the last 20 years.

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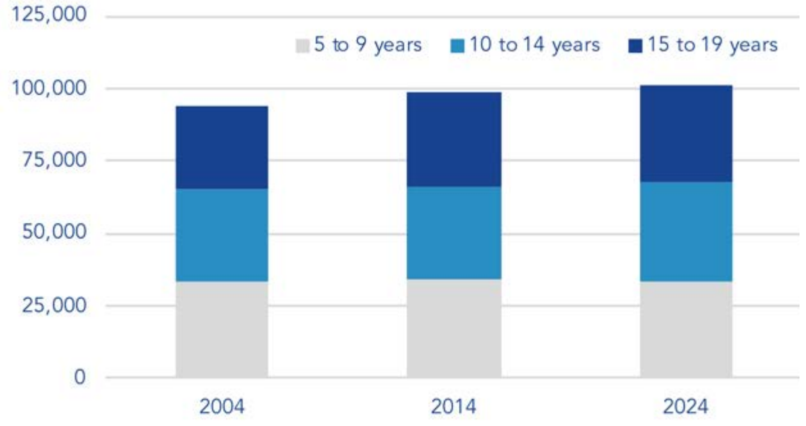
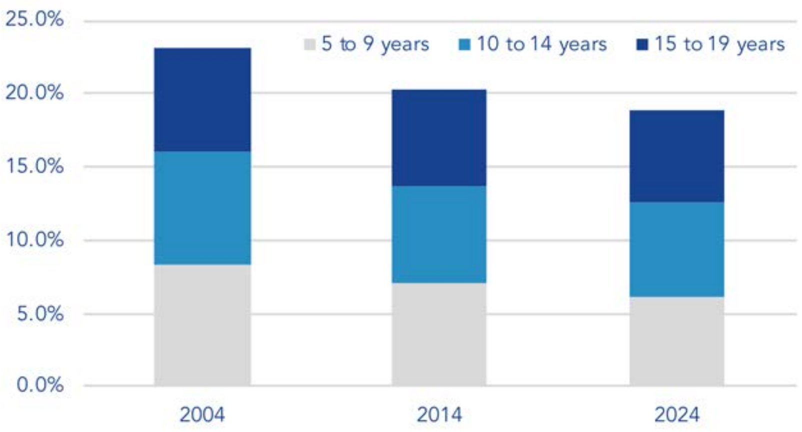
Figure 2.3. City Population by Age – Number of People



Source: US Census

Figure 2.4. City Population by Age – Percent of People



Source: US Census

In Sacramento, the number of children between the ages of 5 and 9 has decreased slightly, from approximately 33,600 to 33,100, but as a percent of the population they have decreased from 8.3% to 6.2%.

The number of children between 10 and 14, and 15 and 19, has increased (by 8% and 19%, respectively). However, for both age groups, their share of the population has also decreased.

Overall, in Sacramento, the number of children between 5 and 19 has increased from approximately 94,000 to 101,000. However, in 2004, these age groups comprised 23% of the city's population, and they are now 19% of the population.

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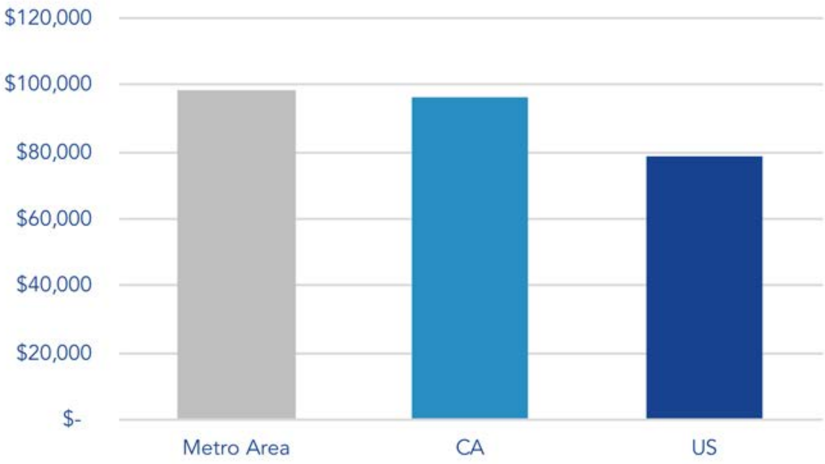
INCOME

The chart below shows the median household income for the metro area, state, and the United States. Nationally, the median income is $78,500, but it is approximately $99,000 in the metro area and $96,000 in California, which exceed the national median by 23% to 26%.

Figure 2.5. Median Household Income



Source: US Census

However, the cost of living is also higher than average in the Sacramento area. According to the Economic Research Institute, Sacramento's cost of living exceeds the national average by 26% but is 10% below the statewide average.

UNEMPLOYMENT

The figure below shows unemployment trends for the metro area, state, and country over the past decade. In general, the local and statewide unemployment rate has increased and decreased with the national rate, but the local rates typically exceeded the national rate (typically by less than one percentage point). Since the unemployment peak during COVID, the metro area's rate has decreased to 4% to 5%, compared to 3.6% to 4.2% nationally.

Figure 2.6. Unemployment Rates

Source: BLS

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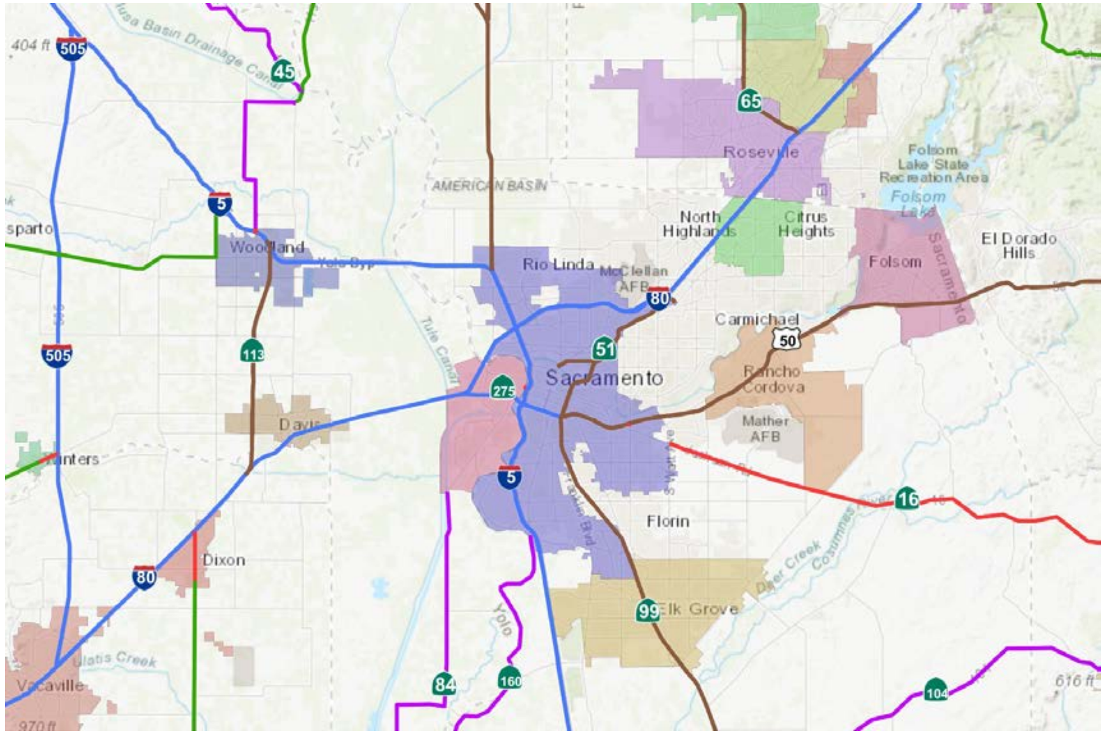
ACCESSIBILITY

As one of the largest cities in Northern California, Sacramento is served by multiple highways and freeways. Interstate 80 is the primary east-west route, and connects the city to San Francisco and Reno. To the south of Sacramento, Interstate 5 leads through the Central Valley towards Los Angeles. Also, California State Highways 99 and 160 connect Sacramento to markets such as Fresno, Bakersfield, and the East Bay.

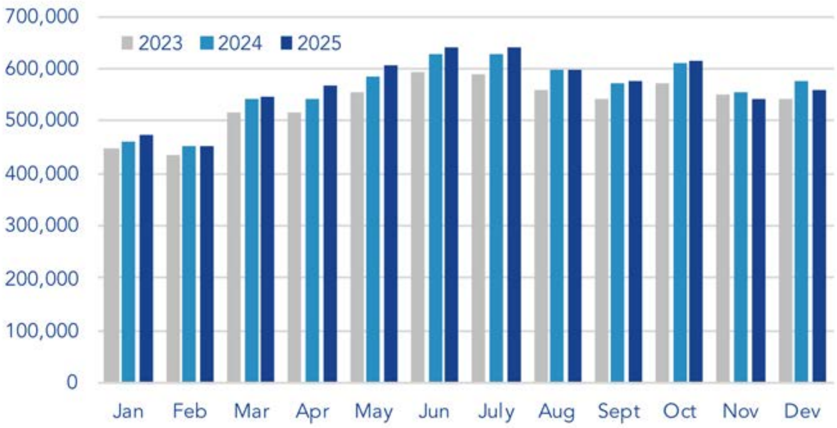
Figure 2.7. Roadway Map



Sacramento International Airport (SMF) is the primary airport serving the region and offers nonstop flights to 51 North American markets via 10 airlines. A $1.4-billion construction project (called SMForward) will include additional parking, a new exit road, an expansion of Concourse B, a consolidated rental car center, and other improvements that will be completed as soon as late 2026.

The following graph shows the volume of monthly passenger traffic at SMF for the last three years.

Figure 2.8. SMF Passengers



Source: TSA

Visitation typically peaks between spring and fall, with each month from May to October generating approximately 8.5% or more of annual activity.

In 2025, SMF was California's fourth-busiest airport by passenger volume. Its 4.9 million passengers trailed Los Angeles (20.9 million), San Francisco (16.4 million), and San Diego (9.1 million). However, it exceeded Santa Ana/John Wayne, San Jose, Oakland, Ontario, Burbank, Long Beach, and Palm Springs, all of which had 1.1 million to 4 million passengers.

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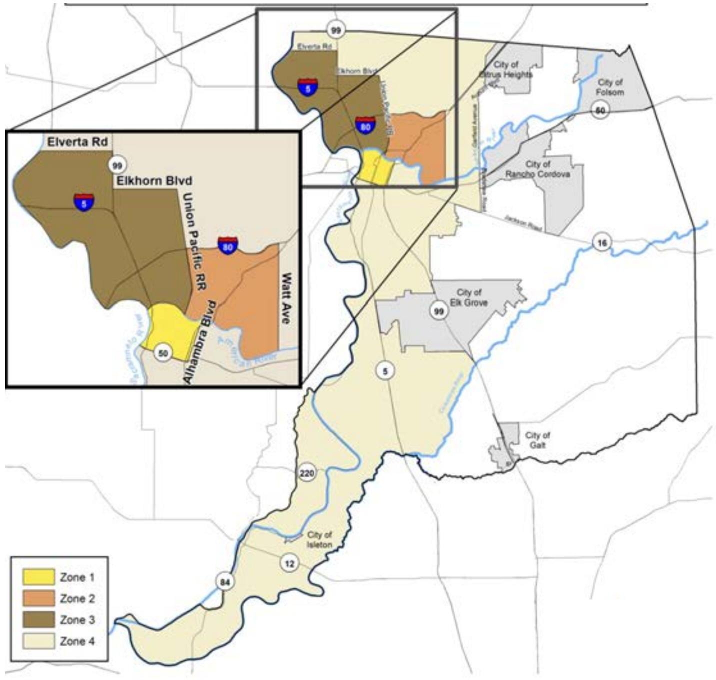
HOSPITALITY AND TOURISM

Hotels

Hotels in Sacramento are grouped into one of four geographical zones within the Sacramento Tourism Marketing District, with varying assessment rates ranging from 1.15% to 3.45%. (In addition to the STMD, the Sacramento Tourism Infrastructure District covers the entire city and part of the county's unincorporated areas. Hotels in the TID pay an additional 1% fee for capital improvements and other tourism-related infrastructure and marketing.)

A map of the STMD zones is shown below.

Figure 2.9. STMD Zones



Zone 1, which includes downtown Sacramento, has 38 hotels. Zone 2, to the northeast of downtown, has 18, and Zone 3 in Natomas has 20. Zone 4, which includes other outlying parts of the county, has 35 hotels.

The following graph shows the average annual occupancy rate and ADR for hotels in the four zones, for the last three years.

Figure 2.10. Hotel Performance

Source: STR, Stone Planning

Occupancy rates ranged from 58% in Point West to 74% in Natomas. However, while Natomas had the highest occupancy, downtown had the highest ADR ($182), followed by Natomas at $144. Zone 2 and Zone 4 had the lowest occupancy rate and ADR. The overall average of the STMD hotels was occupancy of 60% and an ADR of $122.

The following charts show the monthly performance of each zone for 2025.

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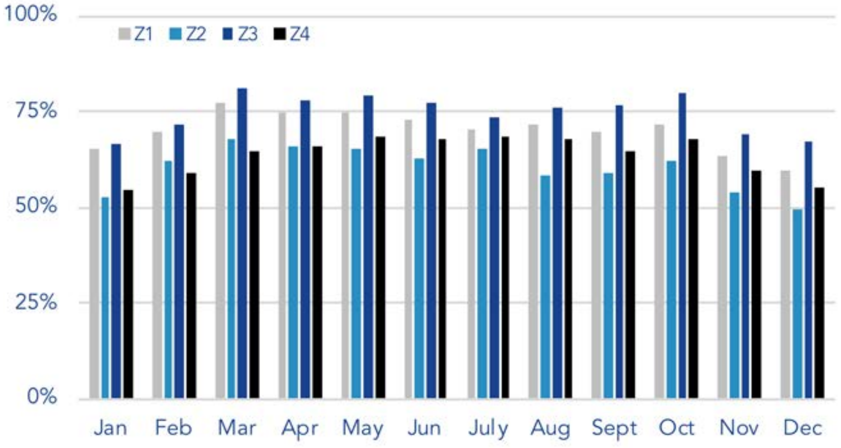
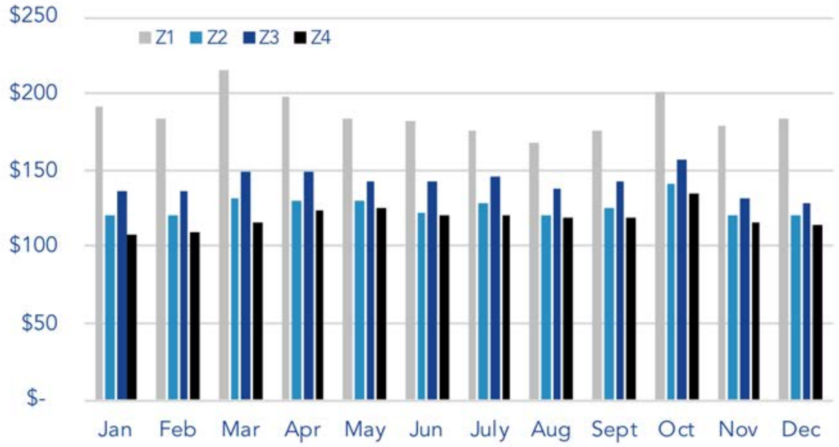
Figure 2.11. Occupancy Rate by Zone



Source: STR

Figure 2.12. ADR by Zone



Source: STR

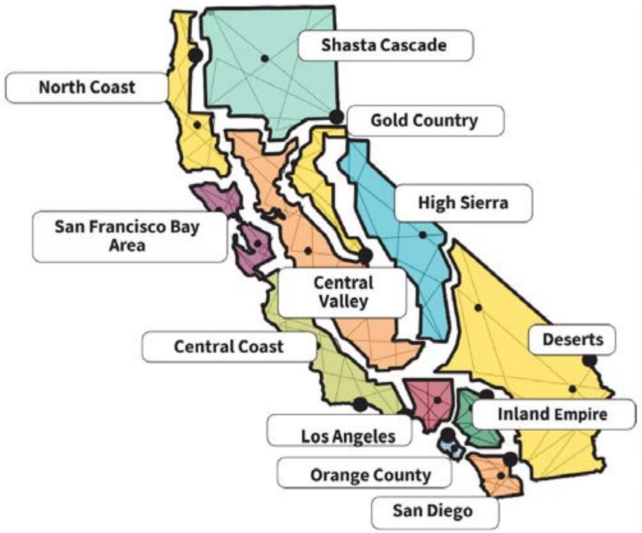
As previously shown, occupancy rates are generally highest at downtown and Natomas hotels, and while each zone performs slightly differently, occupancy generally peaks between March and June. ADR is similar, although in all four zones October has the highest or second-highest ADR, followed by the spring months.

We have also analyzed the monthly performance of short-term rentals on a countywide basis. Their occupancy rates and ADRs generally follow the same pattern of hotels, with peaks in spring/summer, and a maximum ADR in October.

Tourism

According to Visit California, Sacramento is part of Gold Country, which is one of 12 regions in the state and includes parts of Amador, Calaveras, El Dorado, Madera, Mariposa, Nevada, and Placer counties, in addition to Sacramento County. The adjacent Central Valley region to the west contains the remainder of the Gold Country counties, as well as others. A map of these regions is shown below.

Figure 2.13. California Tourism Regions



LOCAL MARKET ANALYSIS

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According to an economic impact study of tourism spending in California, Gold Country accounted for 4% of spending in 2024 and the Central Valley captured an additional 6%.

Table 2.2. Tourism Spending by Region

North Coast	1%
Shasta Cascade	1%
High Sierra	3%
Gold Country	4%
Inland Empire	6%
Central Valley	6%
Deserts	7%
Central Coast	7%
SD County	11%
Orange County	11%
LA	20%
SF Bay Area	25%

Source: Dean Runyan Assoc., Stone Planning

The two regions combined captured $17.5 billion in spending, and of the 23 counties in the regions, Sacramento County accounted for $3.4 billion (or nearly 20%) of this spending. This far exceeded all other counties in the two regions, as shown in the following table.

Table 2.3. Gold Country and Central Valley Tourist Spending by County

Colusa	0.2%
Glenn	0.3%
Sutter	0.5%
Yuba	0.6%
Amador	0.9%
Kings	1.2%
Calaveras	1.4%
Toulumne	1.7%
Merced	1.7%
Madera	2.3%
Yolo	2.7%
Mariposa	2.7%
Nevada	2.9%
Tulare	3.1%
Stanislaus	3.2%
Solano	5.1%
El Dorado	6.1%
San Joaquin	6.1%
Placer	8.4%
Fresno	8.5%
Contra Costa	10.2%
Kern	10.5%
Sacramento	19.5%

Source: Dean Runyan Assoc., Stone Planning

SPORTS PARTICIPATION

We have also analyzed participation in relevant sports at the local and regional levels, based on data from the California Interscholastic Federation and the National Sporting Goods Association.

CIF

The California Interscholastic Federation (CIF) is the governing body for high school sports in California; the CIF divides the state into 10 regions. Sacramento is part of the Sacramento-Joaquin Section (SJS), which includes all or parts of 19 counties, and more than 200 schools and 225,000 students. The map below shows the 10 regions (SJS is #3).

Figure 2.14. CIF Section Map

The following graph shows each section's total number of participants for sports that could use a flat, outdoor field or area (which are considered to be field hockey, flag football, football, lacrosse, soccer, rugby, cross country, archery, drill, and Ultimate frisbee), as well as the participation rate.

Figure 2.15. CIF Participation by Section

Source: CIF, Stone Planning

SJS has the second-highest number of participants (approximately 38,000), behind only the Southern Section's 114,000. Its participation rate of 17.6% is similar to the state average of 17.3%.

Since the 2019-20 school year, the total number of enrolled students in SJS schools has increased by 7%, but the number of soccer players specifically has increased by 18%. Also, according to the CIF, the number of players in multiple field sports has increased in recent years. In boys' soccer and lacrosse, the number of players increased by 4% to 7%. The number of girls' lacrosse players has increased by 12%, the number of soccer and field hockey players has remained fairly flat, and the number of flag football players increased from 0 in 2022 to nearly 20,000 in 2025.

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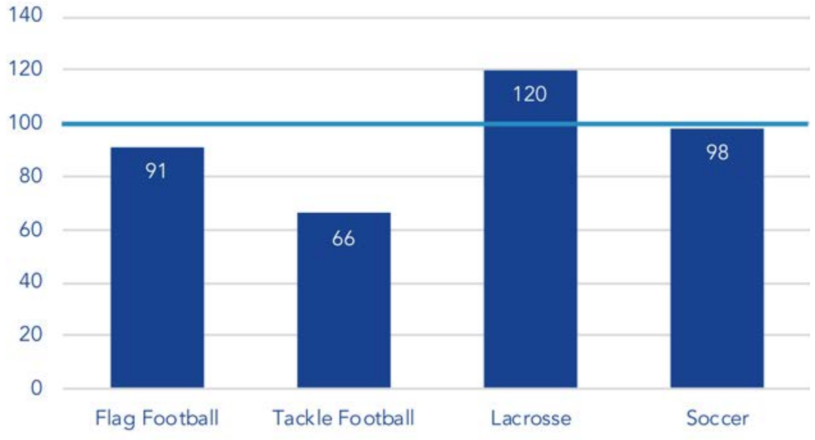
Regional Participation – NSGA

The National Sporting Goods Association annually tracks sports participation across the US, by sport as well as geography and demographics. The team field sports that are included in the annual survey are flag football, tackle football, lacrosse, and soccer.

California, with Oregon, Washington, Alaska, and Hawaii, are part of the Pacific region, which is one of the NSGA's nine national regions. With the national average as 100, the following chart shows the participation index of the four sports in the Pacific region.

Figure 2.16. Pacific Region Participation Indices

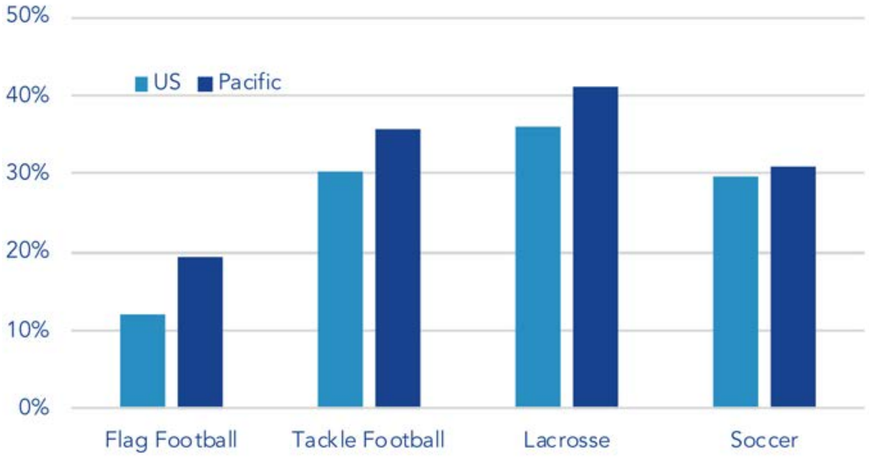


Source: NSGA

The Pacific's index for lacrosse (120) is the second-highest in the country, and its soccer index is close to the national average. Flag football (91) and tackle football (66) are below the national averages.

The NSGA also tracks the frequency of sport participation (categorized as frequent, occasional, and infrequent). The following chart compares the state's percent of participants who are considered "frequent" (50+ days per year) to the national average.

Figure 2.17. Frequency of Participation



Source: NSGA

For all four sports, California has a higher share of frequent participants than the national average, despite having relatively low overall participation rates for flag and tackle football.

Also, while rugby is not included in the NSGA data, California has more youth and high school rugby players than any other state, according to USA Youth and High School Rugby. In fact, as of 2023, both the Northern and Southern California rugby governing bodies have more players than any state (approximately 5,000 to 5,500 each). Many of the other states that have the highest number of players and/or participation rates are also Western states, such as Washington, Idaho, Utah, Colorado, and Montana.

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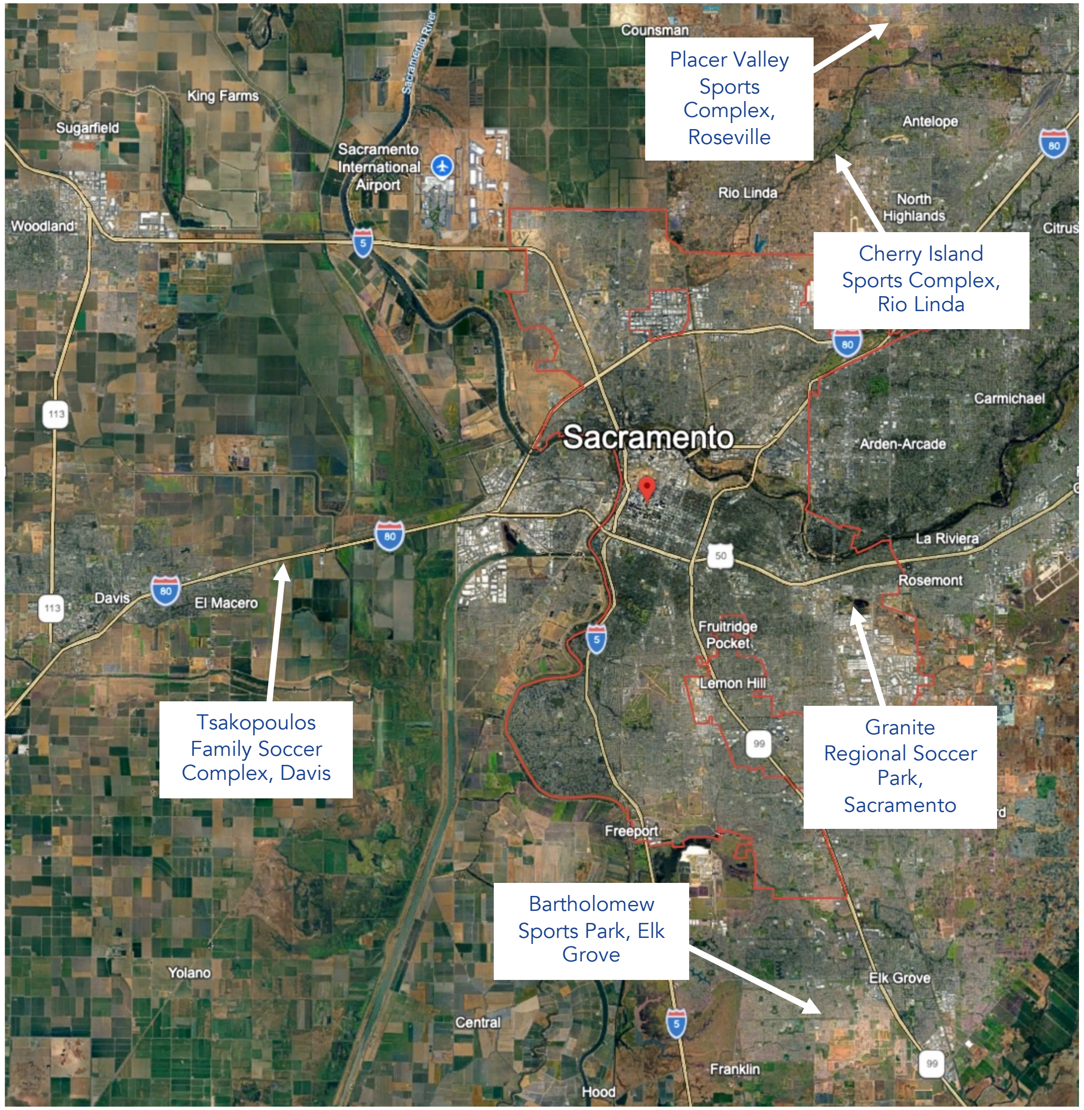
LOCAL FIELD COMPLEXES

The map to the right shows the primary large field complexes in the Sacramento area that are relevant to this analysis. This does not include sites that include a limited number of fields. Sacramento's city limits are shown in red.

Figure 2.18. Map of Local Field Complexes



Granite Regional Park

Granite Regional Park is an 80-acre park that has 7 full-sized fields (1 with turf), as well as a dog park, horseshoe pit, an a 45,000-square foot skate park. Two of the fields have lights. Depending on the age group, the park can accommodate as many as 21 fields. Sacramento United is the main user of the fields, and controls their calendar.

This year, Sac United will host the girls' and boys' Capitol Cup (two separate events), Boo Fest, and the Spring Shootout tournaments at Granite, although the Spring Shootout will also use fields at West Campus and Rosemont High Schools.

Figure 2.19. Granite Regional Park

Tsakopoulos Family Soccer Complex

The Tsakopoulos Family Soccer Complex (formerly the Davis Legacy Soccer Complex), is a 63-acre facility in South Davis that is operated by the Davis Legacy Soccer Club. It is approximately 10 miles east of downtown Sacramento and has 16 fields, following multiple expansions (including the addition of 9 fields in 2016, which made it the largest complex in Northern California). Seven of the fields have lights.

The club hosts six tournaments each year: the Spring Super Clasico, the Girls College Showcase, the Boys College Showcase, the Summer Super Clasico, the Premier Cup, and the Lily Nisen Memorial. These tournaments attract approximately 12,500 people, 1,000 teams, and 400 clubs, according to DLSC. Other events at the complex this year include the NorCal State Cup, College ID camp, and multiple college showcases; the Cal Cup; and a Real Madrid camp.

Figure 2.20. Tsakopoulos Family Soccer Complex

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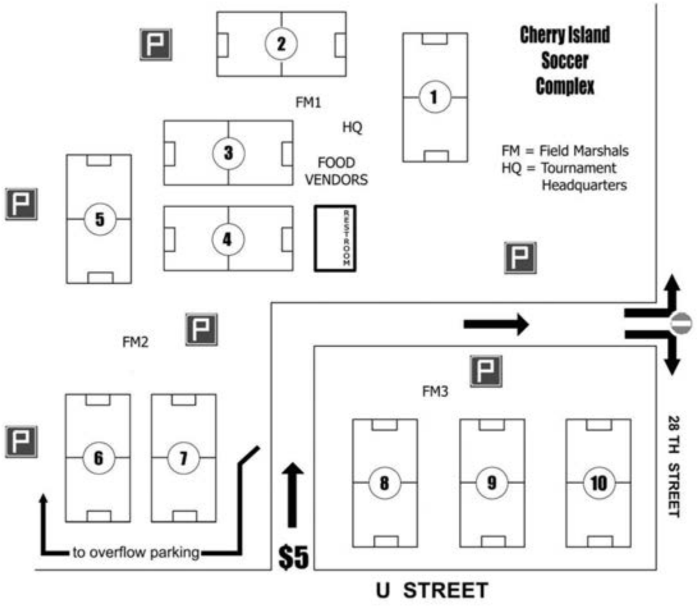
Cherry Island Sports Complex

The Cherry Island Sports Complex in Rio Linda is operated by Sacramento County Regional Parks and has 10 full-sized soccer fields, and is approximately 15 miles northeast of downtown Sacramento. It is used by local groups such as the Placer United Soccer Club, as well as events such as the SVWSL Valley Cup, a Cal North recreational league, and the Placer United Girls Cup. According to reports, the complex has had multiple issues in its 30+ years, as the number of people using it for big events has overwhelmed the local infrastructure. Traffic has been gridlocked, cars often park illegally, and enforcement is minimal.

Figure 2.21. Cherry Island Sports Complex Field Map



Placer Valley Sports Complex

The $48-million Placer Valley Sports Complex in Roseville has 10 lighted artificial turf fields and nearly 1,000 parking spaces, as well as a tournament office and officials' lounge, concessions, restrooms, a playground, and other amenities. It opened in late 2021 and is used by local clubs, including Placer United and the Roseville Soccer Club, and is approximately 22 miles northeast of downtown Sacramento (and 7 miles from Cherry Island). It is located 7 miles from Cherry Island and was planned to accommodate the demand that Cherry Island could not host.

In 2026, the complex will host the Sacramento Valley Women's Soccer League Valley Cup, the Sactown Club Lacrosse Cup, the Junction City Gold Cup 2026, Copa Rayados California, the Placer United Girls Cup, and the Quadball Cup National Championship. It is projected to attract over 600,000 athletes and fans annually and generate at least $15 million for the local economy.

Figure 2.22. Placer Valley Sports Complex

Bartholomew Sports Park

Bartholomew Sports Park is in Elk Grove, approximately 18 miles south of downtown Sacramento. It has 4 full-sized multipurpose fields with lights and artificial turf, as well as a baseball field, 3 softball fields, 4 tennis courts, and other amenities. It is also adjacent to Franklin High School's football/multipurpose field and track. The Elk Grove Soccer club is the main user of the fields, and last year hosted tournaments such as the Golden State Summer Cup and Ghost Games (both of which also used other local fields). The park also hosts baseball, softball, and other tournaments. According to the club, they have been attempting to purchase land in order to expand the number of fields but have been unable to.

Figure 2.23. Bartholomew Sports Park

3

STAKEHOLDER FEEDBACK

STAKEHOLDER FEEDBACK

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Throughout the course of the study, we interviewed a wide range of stakeholders to obtain thoughts on the local market, the competitive environment, and other relevant matters. The results of these interviews are summarized below.

THE SACRAMENTO MARKET

- Downtown hotels are generally too expensive for sports tournament visitors.
- Downtown needs more hotel rooms but it's currently difficult to finance a full-service hotel.
- Leisure tourism is growing locally, due to large events such as Terra Madre Americas, the California International Marathon, Ironman, and Aftershock.
- Despite the growth, Sacramento needs additional demand drivers on a lot of weekends.
- A field complex is the last piece of the puzzle – earlier priorities included the convention center and arena.
- Main drivers of Sacramento's leisure tourism are its affordability, museums, its status as the capital of California, and that it's on the way to the Bay Area and Tahoe.

LOCAL AND REGIONAL FACILITIES

- Many local teams don't have consistent field access due to the lack of fields.
- Existing fields/complexes have significant negatives. For example, the 16-field Tsakopoulos Family Soccer Complex floods easily and has difficult access. Also, the 10-field Placer Valley Soccer Complex is primarily used for local soccer.
- Most major tournament complexes in the state are in Southern California. Local teams generally have to go to Southern California, the Bay Area, and out of state for big events.
- Activity at Granite Regional Park is considered to be the hub for soccer in the Sacramento area.
- Sacramento United fills most of Granite's available time (generally from 5 to 10 PM during the week and 8 AM to 8 PM on weekends).
- The BooFest tournament typically has more than 200 teams participating but has to turn down 50 to 100 others because it cannot accommodate them.
- Other large tournaments held at Granite have to use fields at multiple other sites.
- Only two of Granite's fields are lighted, which limits overall usage, and teams don't get as much field space as they would like.
- Because of the limited number of fields, Sacramento United has to have three practice windows for teams, not the typical two. This results in players being at the fields as late as 9:30 PM during the week.
- Local teams have to spend a lot of money to reserve high school soccer fields. Rental fees can be in the thousands of dollars for a weekend tournament.
- Other large soccer tournaments that have been held in Sacramento in the past have had to go to other markets because of the limited number of fields (in general and at a single site).
- The primarily local competition for a new complex would be from Davis; other complexes that would be more competitive are outside of the Sacramento area.
- There are only two parks in Natomas with lighted fields.
- The Natomas-based soccer clubs are limited, particularly for games, because of a lack of fields.
- Most soccer tournaments held in Sacramento don't draw teams from beyond a 30-minute drive from the city because of the size of the events.
- Because of affiliation agreements, clubs are generally committed to the fields they currently use in their immediate location. Even if new fields were designated as neutral, they likely would only be close enough for certain clubs to use them regularly.
- A lot of Sacramento soccer players play with clubs in Davis and Elk Grove because of the lack of fields in Sacramento.
- It's typical to have to travel outside of Sacramento for competitive soccer because of the lack of tournament-quality fields.

STAKEHOLDER FEEDBACK

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- There is no complementary development or amenities near the Cherry Island or Elk Grove fields.
- The Davis fields lack basic amenities such as permanent restrooms and concessions, and have poor access/traffic issues.
- Cherry Island, which has no lighted fields, isn't used more than it is because of its poor location. Also, its tournaments, which are competitive but generally not high-level soccer, are primarily drive-in and don't generate hotel room nights.
- There is no major collection of fields in Sacramento; fields are scattered, and Granite is the closest to a complex but it's limited.
- Most local rugby teams don't have home fields and struggle to get field access.

FACILITY NEEDS AND OPPORTUNITIES

- There is a lack of fields for tournaments in Northern California.
- The California Cup tournament, which rotates between Northern and Southern California, will be in Davis this year but would likely use a Sacramento complex as the Northern option.
- Other field sports, such as lacrosse, rugby, flag football, and cricket, also need fields locally.
- With more fields, Sacramento could host larger tournaments such as the NorCal Premier State Cup.
- There's an opportunity to host a low-cost recreational tournament.
- Sacramento needs more fields with lights.
- With additional fields, local tournaments could be concentrated at one site and on one weekend instead of two.
- With more open field space, the city could host larger events, such as festivals, family events, and other community programming.
- In general, event space is limited in the city and vents have had to go outside of the city. There are a lot of smaller event venues but not many that can accommodate bigger attendance levels.
- With more field availability, rugby events such as tournaments and jamborees could be held in Sacramento. A minimum of 6 fields would be desired.

4

FUNDING AND MANAGEMENT

FUNDING AND MANAGEMENT

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This section provides examples of other large, publicly-owned sports complexes and describes how they have been funded, as well as their management structure.

In general, publicly-owned sports complexes are typically funded from various sources of tax revenues as well as other public contributions (such as land and infrastructure investment). Public entities that provide funding can be more local (i.e. a city or county) or regional (such as a state). While this analysis focuses on publicly-owned complexes, privately-owned developments can be funded with a mix of both private and public money.

More specifically, funding sources for construction and/or operations of publicly-owned complexes are commonly:

- Local taxes largely generated by visitor-focused taxes, such as hotel and car rental taxes, as well as sales taxes.
- General-obligation bonds.
- Contributions of land.
- Capital for infrastructure and other needed spending.
- State and federal grants.
- Sponsorships and donations.
- Facility revenues.

GREATER WILLIAMSBURG SPORTS & EVENTS CENTER – WILLIAMSBURG, VA

The 200,000-square foot indoor facility will open later this year and include court space (a capacity of 12 basketball courts, 24 volleyball courts, or 36 pickleball courts), a turf system (that can accommodate up to 3 indoor soccer fields), a climbing wall, gym equipment, and meeting rooms. It is expected to host regional and national tournaments.

The $80-million project is a partnership between the City of Williamsburg, James City County, and York County, as well as the Historic Triangle Recreational Facilities Authority. The City of Williamsburg and the HTRFA are funding construction; the city and authority's annual debt payments will be approximately $2.5 million and $1.5 million, respectively. Operating subsidies will be split between James City County and York County (expected to be between $400,000 and $800,00 each per year). The repayment sources are a 1% sales tax.

PADUCAH SPORTS PARK BY CFSB – PADUCAH, KY

The 130-acre complex is scheduled to open this spring and includes 20 baseball/softball fields and 10 multipurpose fields. It is being developed by the McCracken County Sports Tourism Commission and the City of Paducah, and privately operated by The Sports Facilities Company. The $65-million complex was largely funded by hotel room taxes, and secured a $1-million, 12.5-year naming rights contract with the Community Financial Services Bank, which is headquartered in nearby Benton. The city and county both paid $12.5 million upfront towards design and construction, with remaining amounts bonded and repaid by hotel taxes and any facility profits.

SANDHILLS GLOBAL YOUTH COMPLEX – LINCOLN, NE

The Sandhills Global Youth Complex has 8 turf baseball/fields and opened in 2025. It is owned and operated as a non-profit entity and was built for $31 million. Funding sources included a $4-million naming rights gift from Sandills Global (which is based in Lincoln), donations from two former MLB players (one who played at the University of Nebraska and one who was born in Lincoln), the City of Lincoln, Lancaster County, the

West Haymarket Joint Public Agency, and nearly 30 businesses (including the Kansas City Royals, Cal Ripken Baseball, and Babe Ruth Baseball). The University of Nebraska also signed a 10-year agreement to use a practice field for its baseball and softball teams.

WINTRUST CROSSROADS SPORTS COMPLEX – NEW LENOX, IL

The 100-acre Wintrust Crossroads Sports Complex opened in 2025 and includes a total of 42 baseball, softball, and soccer fields. A later phase of development is planned to include a 140,000-square foot indoor fieldhouse, plus a 160-room hotel, restaurants, and retail. It is owned by the Village of New Lenox and operated by The Sports Facilities Company.

The $70-million complex was funded through Village bonds that will be repaid by facility revenues, sales taxes, and hotel taxes. Prior to opening, more than $2.5 million in sponsorship revenue had been generated, including a 3-year, $375,000 naming-rights deal with Wintrust Financial Corp., pouring rights (Pepsi, $353,000 over 7 years), beer garden (Molson Coors distributor Kozol Bros., $350,000 over 7 years), Beggars Pizza ($150,000 over 5 years), Silver Cross Hospital ($54,000 over 4 years), and naming rights for the complex's parking lots and championship field.

GRAND PARK – WESTFIELD, IN

The 400-acre Grand Park, which opened in 2014, is one of the largest sports complexes in the country, with 31 outdoor fields, 26 baseball fields, the 370,000-square foot indoor Grand Park Events Center, the 88,000-square foot Pacers Athletic Center, the Pro-X Athlete Development Center, a natatorium, and a gymnastics training facility.

The cost of the first phase of development was approximately $50 million for the outdoor fields, which was funded by TIF and sponsorship revenues, as well as $6 million from a city infrastructure fund. The $25-million Events Center was later built with private funds and leased to the city.

In late 2024, the City of Westfield (the original owner and operator of the complex) agreed to a public-private partnership for future Grand Park operations and development. Beginning in 2025, Grand Park Sports & Entertainment, LLC (which is a joint venture between Bullpen Tournaments and the owners of the Indy 11 soccer team, with Keystone Realty Group) became the complex's operator. The city felt that it could not operate Grand Park as efficiently as a private entity and cannot match the relationships that a partner like GPSE has in sports and entertainment.

GPSE will make guaranteed annual payments of approximately $184 million over the team of its 30-year lease, and will contribute $38 million towards a shared escrow fund for capital improvements and other future development in the complex.

TBK BANK SPORTS COMPLEX – BETTENDORF, IA

The indoor/outdoor complex has a turf field, 8 basketball courts, a fitness center, and physical therapy facility (indoors) and 10 lighted baseball/softball fields (convertible into 6 soccer fields), 2 turf soccer fields, and 5 sand volleyball courts (outdoors). The complex is privately-owned and -operated. The first, $50-million phase included more than $10 million from the City of Bettendorf (for infrastructure), and a more recent $75-million expansion included a 75% TIF rebate over 20 years and $3 million in economic development grants.

PARADISE COAST SPORTS COMPLEX – NAPLES, FL

The 145-acre complex opened in 2020 and has 9 turf fields, including a 3,500-seat championship stadium field. The complex also includes The Cove, an outdoor bar, and The Factory, an outdoor exercise area. The $80-million first phase was funded with county tourism tax funds, as well as reserve funds earmarked for tourism projects. It is owned by Collier County and operated by The Sports Facilities Companies.

Expansion could include additional fields and other amenities, and would also be funded with tourist tax bonds.

FUNDING AND MANAGEMENT

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WAKEMED SOCCER PARK – CARY, NC

The 150-acre WakeMed Soccer Park is owned and operated by the Town of Cary and has a stadium field (10,000 seats, which was expanded from 7,000 in 2012) and 7 additional fields (4 of which are lighted). It opened in 2002 on land owned by the State of North Carolina. The stadium is the home of the NWSL's North Carolina Courage, and North Carolina State University's men's and women's soccer teams occasionally play at the stadium. It also previously hosted WUSA and USL teams.

The state leases the land to Wake County, which contributed hotel and prepared food and beverage tax revenues towards construction. WakeMed Health & Hospitals pays $300,000 per year for naming rights. First Horizon Bank purchased naming rights for the stadium (for an undisclosed amount); the previous agreement for the stadium, held by the Sahlen Packaging Company, paid $400,000 over 5 years.

ELIZABETHTOWN SPORTS PARK – ELIZABETHTOWN, KY

The 160-acre Elizabethtown Sports Park opened in 2012 and has 12 flat grass fields, 12 turf baseball/softball fields, two championship fields, and various amenities. The $29-million project was funded with bonds that are repaid by tourist taxes.

The complex is owned by the City of Elizabethtown, which originally also operated it. It has since leased the complex to the Elizabethtown Tourism and Convention Bureau and partnered with The Sports Facilities Companies for management. While the complex was not expected to be profitable, the hiring of the private operator reversed deficits of $1 to $2 million per year into a similar level of profits.

5

CASE STUDIES

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This section summarizes similar complexes in other markets, in order to document the range of operating and economic impact results that they have achieved.

GRAND PARK - WESTFIELD, IN

The 400-acre Grand Park in suburban Indianapolis is one of the largest sports complexes in the country, with 31 multipurpose outdoor fields, 26 diamonds, and a 377,000-square foot indoor Events Center with 3 full-size turf fields. Of the 31 outdoor fields, 7 have a turf surface and 8 have lights. All diamonds are lighted and 8 are turf.

The site also includes the Pro-X Athlete Development Center and 88,000-square foot Pacers Athletic Center, which is owned by the NBA's Pacers and has 5 basketball courts that can be used for various court sports and other events (but is not the Pacers' practice facility). Grand Park is also the home of the Indy Eleven's USL W League team, the Indianapolis Colts' training camp, and the Ultimate Frisbee Association's Indianapolis AlleyCats. It has also hosted Big Ten Conference men's and women's soccer tournaments. The complex opened in 2014.

A campus map is shown below.

Figure 5.1. Grand Park

<u>Operations</u>

In 2026, Grand Park's calendar includes 31 major events (indoor and outdoor), including college showcases and football, baseball, softball, soccer, and lacrosse tournaments. The NFL Flag Championships will be held at Grand Park this summer. These events have anticipated attendance ranging from 5,000 to 22,000.

The following table summarizes Grand Park's revenues and expenses for a recent year, with a focus on amounts related to outdoor uses.

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Table 5.1. Grand Park Revenues and Expenses ($000s)

Revenue	
Outdoor Dept.	
Hotel Fees	$796.6
Field Fees	1,061.4
Adv./Sponsorships	301.9
Concessions	250.8
Event Tickets	49.9
Venue Rental	34.2
Electricity	45.4
Lease	78.9
Parking	79.9
Refund Revenue	165.4
Other Revenues	39.5
Total - Outdoor	$2,864.4
Indoor Dept.	$2,062.9
Total Revenue	$4,927.3
Expenses	
Outdoor Dept.	
Operations	$78.5
Consulting	113.0
Travel/Training	29.7
Printing/Marketing	25.5
Insurance	19.4
Utilities & Gas	192.9
Water/Sewer	34.2
Building Maintenance	16.6
Equipment Repair	19.8
Promotions	67.5
Services	1,574.7
Software Licensing	24.8
Equipment	250.6
Other Expenses	32.8
Capital Construction	44.2
Total - Outdoor	$2,524.2
Indoor Dept.	$1,385.5
Total Expenses	$3,909.7
Net Income	$1,017.6

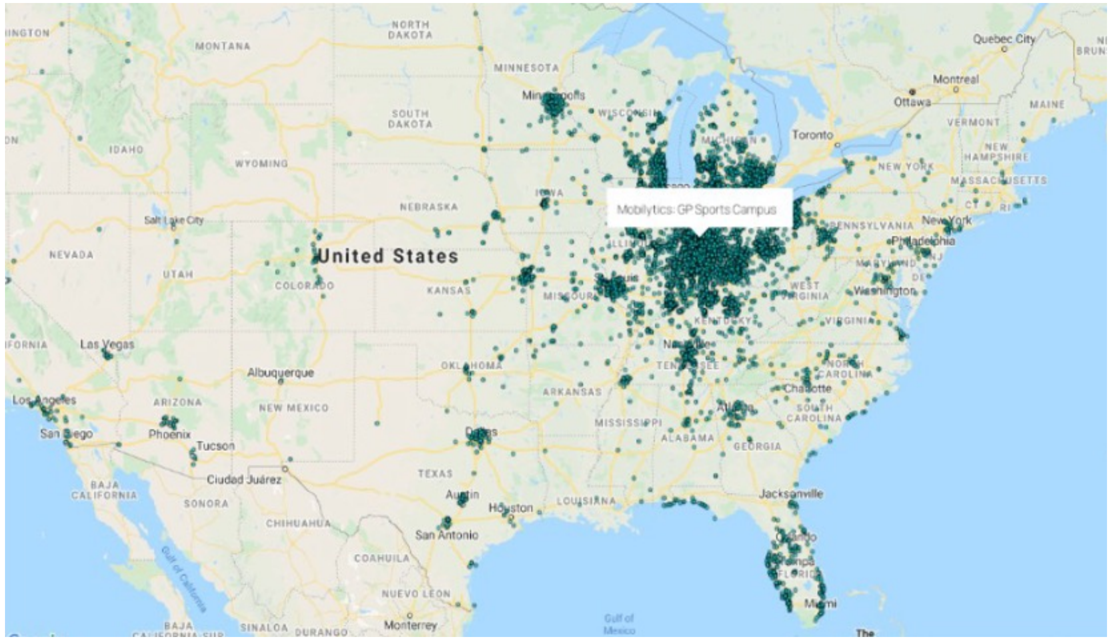
Source: City of Westfield

Total revenues from Grand Park's Outdoor department were $2.9 million, with expenses of $2.5 million and resulting net income of approximately $400,000. Indoor revenues and expenses were $2.1 million and $1.4 million, respectively. The complex's overall net income was approximately $1.1 million, including a total of more than $2.2 million in hotel fees (all participating teams are required to book through Grand Park's official housing partner).

Economic Impacts

The following map shows the location of the homes of Grand Park visitors for three recent years.

Figure 5.2. Grand Park Visitors by Geography



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While most visitors live within Indiana and surrounding states, others live in the Northeast, Florida, and the West Coast. In the three years, approximately 75% of visitation occurred on Fridays, Saturdays, and Sundays.

Also, according to other complex data, 47% of visitors came to Grand Park from more than 100 miles.

The following table summarizes Grand Park's visitation for a recent year.

Table 5.1. Grand Park Visitation

	Total Visitors	% Non-Local	Type of Visitor		
			Overnight	Daytrip	Local
Soccer/Field Sports	901,912	76%	430,954	251,205	219,753
Baseball/Softball	931,676	78%	482,440	247,907	201,329
Events Center	35,807	48%	716	16,471	18,620
Total	1,869,395	76%	914,110	515,583	439,702

Source: Grand Park

Of approximately 1.9 million visitors, 76% were considered non-local (from outside of Hamilton County). Approximately half of all visitors stayed overnight.

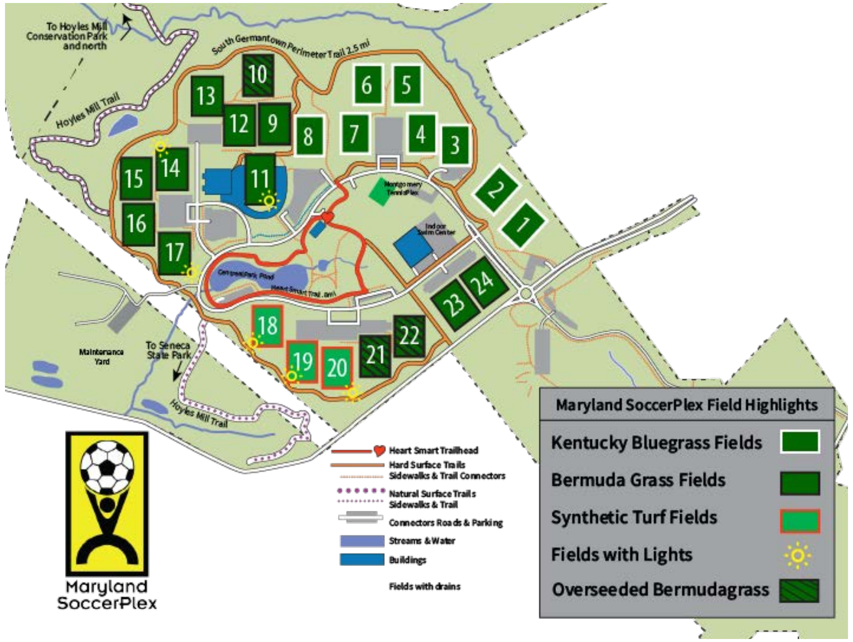
According to the complex's economic impact estimates, these visitors had direct spending of $145 million and total economic impacts of $244 million, and supported 2,900 jobs with $79 million in personal income.

MARYLAND SOCCERPLEX – BOYDS, MD

The Maryland SoccerPlex opened in 2000 with 19 outdoor grass fields and the 48,000-square foot Discovery Sports Center (now the Adventist HealthCare Fieldhouse). It has since added 2 grass fields (in 2016) and 3 lighted turf fields (in 2008). A total of 6 fields have lights, including the Maureen Hendricks Field at Championship Stadium, which has 3,200 seats and space for additional, temporary seating.

The complex is owned and operated by the Maryland Soccer Foundation. A map of the campus is shown below.

Figure 5.3. Maryland SoccerPlex



Operations

In 2026, the complex has announced that it will host 13 outdoor soccer, rugby, and lacrosse tournaments, including the Big East Men's and Women's Soccer Championships and the National Collegiate Rugby 7s Championships. It also hosts youth camps and clinics, and leagues and field rentals. A total of 32 soccer clubs used the complex for leagues in 2024.

The stadium has hosted Lamar Hunt U.S. Open Cup matches, MLS matches, international friendlies, the Atlantic Coast Conference Men's, and Women's Soccer Championships, and has been the home of the Washington Freedom of the W-League and the Washington Spirit of the NWSL.

According to the complex, it draws more than 1.5 million visitors per year.

The following table summarizes the complex's revenues and expenses (which includes all indoor and outdoor facilities).

Table 5.2. Maryland SoccerPlex Revenues and Expenses ($000s)

Revenue	
Contributions, Gifts, Grants	$595.6
Soccer Complex Revenues	5,464.2
Net Income from Sales of Inventory	51.6
Commissions & Rebates	115.7
Other Program Service Revenue	555.1
Investment Income	89.4
Net Gain for Sale of Assets	6.3
Total Revenue	$6,877.9
Expenses	
Compensation	$2,019.1
Benefits	173.6
Payroll Taxes	161.9
Legal & Accounting	27.4
Advertising/Promotion	2.7
Office Expenses	41.3
Travel	14.8
Conferences/Meetings	6.9
Interest	81.2
Depreciation & Amortization	1,105.0
Insurance	78.2
Maintenance	594.7
Referees	413.8
Utilities	377.3
Misc.	318.2
Other Expenses	756.5
Total Expenses	$6,172.6
Net Income	$705.3

Source: Maryland Soccer Foundation Inc.

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The complex had revenues of approximately $6.9 million and expenses of $6.2 million, including approximately $600,000 in donations and $1.1 million in depreciation. Not including these two non-operating items, its net income was $1.2 million.

Economic Impacts

The SoccerPlex is also described at the beginning of this section, and this section summarizes information related to its economic impacts.

- In a recent year, the estimated economic impact of 12 tournaments only (not including any other SoccerPlex uses) to Montgomery County was approximately $25 million, including spending by visitors, event organizers, and the complex itself.
- These 12 tournaments brought approximately 52,000 people to Montgomery County to watch or participate in the events.
- 79% of visitors stayed overnight in the county (14% at one night, 52% at two nights, and 12% at three or more nights). Approximately 92% of overnight visitors stayed in local hotels.

LITHIA & DRIVEWAY FIELDS – MEDFORD, OR

The Lithia & Driveway Fields (formerly U.S. Cellular Community Park) are in Medford, which is just north of the California border in southern Oregon. The fields are owned and operated by the City of Medford, and are known as the largest installation of synthetic turf that is owned by a municipality in the US (1.5 million square feet). The 132-acre park opened in 2008 and has 8 diamonds and 6 multipurpose fields. All fields have a FieldTurf surface, lights, and Daktronics scoreboards. Adjacent to the fields is the 2,2200-seat Harry & David Field stadium, which is the home of American Legion baseball and the independent collegiate wood bat Medford Rogues.

The soccer fields are the home of the Rogue Valley Timbers, Oregon's largest youth soccer club, as well as a community college and two high schools. The city also has a partnership with Legacy Sports, which provides softball tournaments.

In 2005, prior to the complex's opening, U.S. Cellular paid $650,000 for naming rights but in 2021, Medford-based Lithia Motors and its subsidiary Driveway obtained naming rights for $725,000 over five years.

A map of the fields, including the adjacent Harry & David Field, is shown below.

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Figure 5.4. Lithia & Driveway Fields

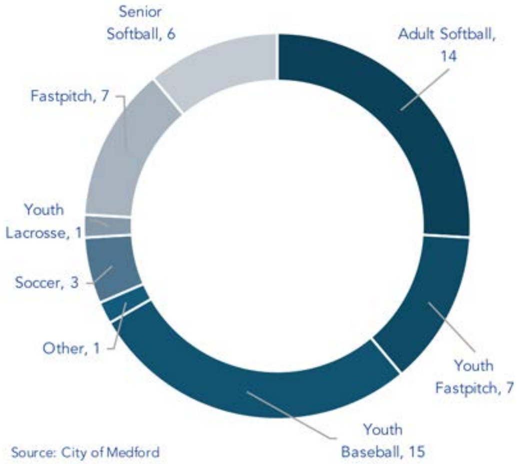
Operations

The fields' 2025 usage included in the following:

- 339 girls' fastpitch teams that played in 11 tournaments.
- 366 adult slowpitch teams in 19 tournaments.
- 373 youth baseball teams in 10 tournaments.
- The Cascade Collegiate Conference (NAIA) men's and women's soccer championships were held in Medford in 2024 and 2025.
- A total of 46 events, nearly 1,800 teams and 3,000 games, and 238,000 visitors.

The complex's scheduled tournaments for 2026 are shown below, by sport.

Figure 5.5. Lithia & Driveway Fields 2026 Tournaments



The following figure shows the complex's historic annual number of events and attendees (participants and spectators).

CASE STUDIES

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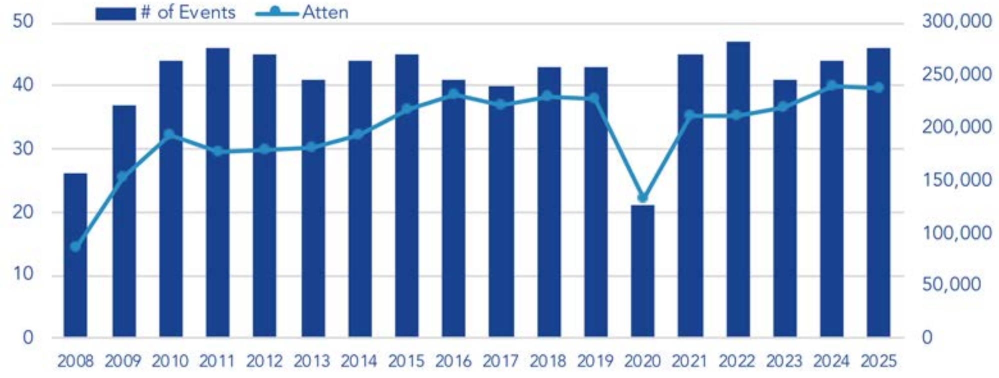
Figure 5.6. Lithia & Driveway Fields Annual Events and Attendance



Source: City of Medford

Aside from 2020, there have been an average of 42 events and 200,000 attendees per year.

Economic Impacts

The following chart shows the complex's annual number of teams and the percent of non-local teams.

Figure 5.7. Lithia & Driveway Fields Annual Teams

Source: City of Medford

Aside from 2020, the number of teams has averaged nearly 1,500, with a maximum of more than 1,800. In an average year, 50.2% of teams were considered non-local, with a range from 43% to 63%.

The following table summarizes the city's annual economic impact-related estimates.

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Table 5.3. Lithia & Driveway Fields Annual Impacts ($000s)

	Visitor Spending ($000s)	Total Spending ($000s)	Overall Sales ($000s)	Jobs
2008	$1,389.7	$1,674.4	$3,097.7	18
2009	2,896.3	3,590.5	6,642.5	79
2010	4,176.3	5,212.7	9,643.4	116
2011	3,802.2	4,782.8	8,848.2	104
2012	3,938.8	4,784.7	8,851.8	110
2013	4,186.7	5,096.4	9,319.0	100
2014	4,584.4	5,537.3	10,249.9	110
2015	4,660.8	5,982.4	11,067.3	104
2016	5,019.8	6,405.2	11,849.7	119
2017	4,364.9	5,799.1	10,728.3	103
2018	4,878.2	6,233.0	11,531.1	111
2019	5,439.6	6,626.2	12,258.5	106
2020	3,066.0	3,862.7	7,183.0	54
2021	5,448.0	7,046.4	13,035.8	108
2022	4,847.8	6,591.2	12,193.7	98
2023	4,497.8	6,353.6	11,754.1	90
2024	5,393.8	7,282.1	13,471.9	108
2025	5,460.7	7,224.9	13,366.1	75

Source: City of Medford

WRAL SOCCER PARK – RALEIGH, NC

The WRAL Soccer Park is a 123-acre complex with 23 fields, including 8 turf fields (all of which are lighted), that are lined for soccer and lacrosse. The fields also include a championship stadium field (turfed) with seating for 2,500. The park also has 3 restroom/shelter buildings, a walking path, medical/athletic training rooms, an indoor fitness center, and meeting space. The complex is owned and operated by North Carolina FC Youth; however, NCFCY, which is the largest youth soccer organization in the state with more than 17,000 players, also leases and rents more than 100 other municipal, school, and private fields in the area for practices, games, camps, and tournaments.

The following image shows a map of the park's fields, all of which are sponsored.

Figure 5.7. WRAL Soccer Park

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Operations

The complex hosts more than 2 million visitors per year, from practices, games, tournaments, and other events.

NCFCY annually hosts 10 tournaments, including the visitRaleigh.com Showcase Series. Other state and regional events have included football, spikeball, lacrosse, Ultimate frisbee, and other sports. This Labor Day weekend, the complex will host the first IBERCUP tournament in America.

The following table summarizes NCFCY's annual revenues and expenses, which include park operations.

Figure 5.7. WRAL Soccer Park Revenues and Expenses

Revenues	
Fundraising Events	$50.9
Other Contributions, Gifts, and Grants	1,622.2
Registration Fees	12,612.1
Tournaments	2,601.1
Camps and Clinics	745.9
Tryout Fees	230.1
Other Soccer Program Fees	197.2
Investment Income	362.5
Net Rental Income	265.1
Net Income from Sale of Assets	1,153.6
Net Income from Fundraising Events	-16.0
Misc. Income	579.7
Total Revenue	$20,404.4
Expenses	
Compensation of Officers	$624.4
Other Salaries and Wages	7,850.6
Pension Contributions	135.2
Other Employee Benefits	581.5
Payroll Taxes	631.6
Legal and Accounting	23.4
Advertising and Promotion	122.6
Office Expenses	225.4
Occupancy	373.6
Travel	441.8
Conferences and Meetings	112.5
Depreciation and Amortization	993.2
Insurance	81.4
Field Rental/Maintenance	1,674.5
Referees	1,151.9
Uniforms and Equipment	891.3
Association Dues	617.8
Other Expenses	1,797.9
Total Expenses	$18,330.6
Net Income	$2,073.8

Source: North Carolina FC Youth

The non-profit reported more than $20 million in revenue, including $12.6 million in registration fees. Tournaments, camps and clinics, tryouts, and other soccer programming generated $3.8 million. Total expenses were $18.3 million, and the resulting net income was $2.1 million. Not including non-operating revenues and expenses, net income decreased to approximately $300,000.

Economic Impacts

According to the complex's estimates from past and upcoming events, it has generated, and is expected to generate, the following economic impacts:

- 37,250 hotel room nights in 2025.
- The Showcase Series, which has been held at WRAL Soccer Park since 1982, draws more than 1,600 teams from 30+ states and other countries annually. It takes place over 4 weekends and attracts 1,000 college coaches and a total of 70,000+ visitors that generate 32,000 room nights and nearly $30 million in economic impacts. All participating teams are required to stay in hotels approved by the club's official travel partner.
- The 4-day IBERCUP tournament is expected to draw approximately 200 teams from Europe, South America, Asia, and the US, and generate 7,000 hotel room nights and more than $4.5 million in direct visitor spending.

6

CONCLUSIONS

CONCLUSIONS

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The following summarizes our conclusions based on the research and analysis that appear in the previous sections.

The Sacramento metro area's population has increased by nearly 9% in the last decade, which exceeds the growth rate of the state and nation. The market is also relatively young, with high incomes (and a corresponding high cost of living). The Sacramento-San Joaquin region is the California Interscholastic Federation's second-largest in terms of participation in sports that use flat fields, and regionally, multiple field sports have high levels of participation compared to the national average. Also, California has more youth and high school rugby players than any other state.

The primary local field complexes are Granite Regional Soccer Park (4 full-sized fields in Sacramento), Bartholomew Sports Park (16 fields in Elk Grove), Tsakopoulous Family Soccer Park (4 fields in Davis), Placer Valley Sports Complex (10 fields in Roseville), and Cherry Island Sports Complex (10 fields in Rio Linda). However, in addition to their lack of fields, these complexes have a number of negatives, including flooding issues, location, and a relative lack of lighted fields.

In general, there is a lack of local fields for multiple sports, as well as a lack of a major complex in Northern California. The area cannot host most large events, and because of the relatively small size of the existing complexes, the events that it can host generally don't generate tourism. Also, many local players and events have had to go outside of Sacramento.

Public field complexes in other markets have been funded in multiple ways, including public funds from visitor and other taxes, bonds, land contributions, grants, and other sources. Publicly-owned complexes' operations and development can also be supported by private sources, such as from sponsorships and donations, as well as facility revenues. Management of these complexes can be overseen by either the public owner or a private (or non-profit) contractor, or development and operations can be fully led by the private sector. Complexes in other markets of the scale considered in Sacramento have shown that they can potentially generate operating profits, as well as a broad geographic draw and resulting economic impacts from overnight visitors.

There appears to be a strong opportunity for Sacramento to accommodate unmet demand via a large complex of flat fields that could host local, regional, and national events. Existing fields are generally insufficient to meet field demand by local sports organizations, much less larger events such as tournaments that require more fields than any existing site currently offers. This type of complex, with 20 or more fields that are appropriately managed and marketed, would further diversify the market's tourism base and generate additional visitation.

In addition, visitation that is generated by tournament usage of a complex is not expected to conflict with high-demand periods for hotels in Sacramento and would help to fill in otherwise lower-demand times. Youth sports is also considered to be an industry that is relatively unaffected by broader economic factors, unlike business travel and the convention industry.

6

ECONOMIC IMPACT ESTIMATES

ECONOMIC IMPACT ESTIMATES

DRAFT

This section estimates, at a high level, the economic and fiscal impacts that could be captured in the City of Sacramento and Sacramento County based on the construction and operations of the assumed complex. The impact analysis focuses on one future, stabilized year of impacts.

The Concept of Economic Impacts

In general, economic impacts estimate the incremental spending, as well as the resulting jobs, income, and tax revenues, that are captured by a geographic area as a result of an event. In this case, "event" can refer to anything ranging from a weather event to the presence of an institution, industry, or facility, to an event such as a concert. For the purposes of this analysis, the event is the construction and ongoing operations of the planned field complex.

Economic impacts to an area (such as the city or county) are generally considered to be based on the spending of non-local residents that come to the area primarily for the purpose of attending or participating in an event. As an example, the spending by a Sacramento resident who attends an event is considered to be part of the economic activity created by the complex, but not the economic impacts. A San Francisco resident who travels to Sacramento would generate economic impacts from her visit.

Economic impacts that can be estimated include the following:

- **Spending** – this includes the actual spending by event attendees throughout the community. For the purposes of this analysis, we focus on taxable spending that occurs offsite, rather than F&B, parking, and other similar spending that would take place at the complex and would be a small share of the overall spending. However, other revenues generated onsite (such as from rent and sponsorships) could be significant; while this revenue is not taxable, it could otherwise benefit the city and/or county as operating revenue of the complex.

  The offsite spending can be separated into gross and net impacts. Gross impacts include the spending by local residents, as described above, and can be considered the full economic activity associated with the complex. This spending by local residents is considered to be "transfer spending" that would have otherwise been spent locally (for example, at a movie), although some would likely leave the area for recreation or entertainment in other markets. Net impacts, which are a subset of gross impacts, only include the spending by non-local residents.
- **Jobs and Income** – these impacts estimate new employment and the associated income earned by local residents as a result of the new spending described above. For example, spending captured at local restaurants will support that industry's employment base and will lead to income for its employees.
- **Fiscal impacts** – represent new tax revenues that are created by the spending impacts. For example, use of a hotel room by an event attendee will generate room tax revenue.

Economic and fiscal impacts would also be generated by the construction of the complex, to the extent that local firms and individuals participate in the construction project. In general, a construction project would generate a certain amount of business income to local vendors and personal income and jobs to construction workers.

In addition to the direct spending impacts, economic multipliers are applied to estimate later rounds of spending before the initial spending leaves the local economy. For example, some of the spending captured by a local restaurant is then spent on various items to support the restaurant's operations, and these multipliers estimate the amount that is spent locally based on the presence of suppliers and other industry partners within a geographic area. This later spending – or indirect impacts – are added to the direct impacts to estimate total impacts.

Economic Impacts from Operations

We estimate the economic impacts generated by one year of complex operations. As described below, we also estimate the impacts for three scenarios of complex usage (low, mid, and high), based on varying levels of tournament usage. The various assumptions of usage, visitation, and visitor characteristics are based on the characteristics of other facilities and events, as well as interviews with various stakeholders.

Events and Attendance

The following table summarizes the estimated number of tournaments and participants and attendees for the three scenarios.

ECONOMIC IMPACT ESTIMATES

DRAFT

Table 6.1. Estimated Number of Tournaments and People

	# of Tournaments	Avg. # of People	Total Atten.
LOW			
Tournament - Small	6	10,400	62,400
Tournament - Medium	4	18,200	72,800
Tournament - Large	3	26,000	78,000
Total	13		213,200
MID			
Tournament - Small	8	10,400	83,200
Tournament - Medium	6	18,200	109,200
Tournament - Large	4	26,000	104,000
Total	18		296,400
HIGH			
Tournament - Small	10	10,400	104,000
Tournament - Medium	8	18,200	145,600
Tournament - Large	5	26,000	130,000
Total	23		379,600

Source: Stone Planning

For each scenario, the number of tournaments ranges from 13 to 23. The total number of tournament-related visitation (players and family members) ranges from 213,000 to 380,000. This is based on assumptions regarding the average number of teams per tournament (200, 350, and 500, based on size), an average of 13 players per team, and an average of 3 family members per player.

Based on analysis of event characteristics at other similar complexes, the geographical characteristics of the region, input from stakeholders, and others, we have made assumptions regarding the geographic origin of attendees, whether they stay in overnight, and their spending characteristics outside of the complex. These assumptions are described below.

Attendees' Geographic Origin

Because impacts are being considered for both the City of Sacramento and Sacramento County, we differentiate between attendees and participants who are city and county residents and those who live outside of each area. Spending by all attendees is calculated as the gross spending impact; however, only those who are non-local residents are considered in the calculations of net economic impacts, which are the true impacts to the city and county.

While many factors can influence the share of non-local attendees at a facility, and this percentage can vary widely from event to event, we have assumed average characteristics across each tournament category. For small tournaments, we assume that 20% of teams are from outside of the city and 15% are from out of the county. For medium-sized tournaments, the percentages are 80% and 75%. For large tournaments, 98% of teams are assumed be from out of the city, and 97% from out of the county.

Types of Visitors

Tournament visitors (participants and attendees) are further divided into two other categories: daytrippers or overnight travelers. All local residents are assumed to be daytrippers, as well as a share of visitors who do not live in the city or county. However, other visitors will stay overnight as a result of a tournament.

We assume that 5% of teams will stay overnight for small tournaments (which are generally assumed to attract local teams). For medium-sized tournaments (which are considered to be regional events), 65% of teams are assumed to stay overnight, and large (national) tournaments are assumed to attract 95% overnight teams.

For overnight visitors who stay in hotels, we assume an average of 3 people per hotel room. In addition, visitors' average length of stay will vary by the length of an event, but is assumed to be 2 nights for small and mid-sized tournaments and 3 nights for large tournaments.

ECONOMIC IMPACT ESTIMATES

DRAFT

Spending Assumptions

Daily spending (outside of the complex) has been separated into four categories: food and beverage, retail and entertainment, lodging, and transportation and other.

For hotel spending, we assume an average daily room rate of $122 (which was the 2025 average for STMD hotels). Other spending is estimated based on data from SportsETA, and is assumed to be $150 per person, per day not including hotel spending for overnight visitors.

Gross vs. Net Impacts

The total economic activity described above does not represent actual economic impacts; it merely shows the total spending generated by complex operations, including transfer spending by local residents. In this section, transfer spending is deducted from total spending to arrive at the estimated economic impacts for the city and county. In other words, for the purposes of calculating economic impacts to the city, all spending by city residents is subtracted and only spending captured within the city by non-local residents is considered.

Spending impacts to the city and county related to out-of-facility spending are based on assumptions of attendee origin and their spending characteristics, as previously shown. We have estimated the net economic impacts to the city and county for the complex. In other words, we estimate the amount of spending that is captured within the city and county but originates from outside of each area. Net impacts are based on the geographic origin of attendees, as previously described.

Multiplier Effect and Indirect Spending

As the spending from the direct economic activity takes place, it will trigger other, indirect, levels of economic activity. For example, the operating businesses that are affected by complex usage (including the complex itself and hotels and restaurants, retail stores, and others) will purchase various goods and services from local and regional vendors (e.g., utilities, inventory, supplies, labor, and the like). As this occurs, these workers and vendors receive income and, in turn, make purchases of goods and services themselves. Within each round, some spending occurs in the local economy and some flows outside of that economy (referred to as "leakage"). The total amount of spending that stays within the local economy includes both the first round ("direct") and all subsequent rounds of economic activity ("indirect").

These total impacts are estimated through the use of "multipliers" applied to the estimates of direct impacts. The multipliers, which are calculated by the federal government and are unique to each geographic area, are regarded as the most reliable and accurate measure of indirect spending that is available. Multipliers differ from area to area because of geography; proximity to other business centers and the size of an area will affect the length of time that direct spending is retained by an economy before fully leaking out. In addition, different sectors of an economy have unique multipliers, based on their own proximity to other industry-specific economies, vendors and suppliers, and the like.

For this analysis, we have utilized multipliers developed by the Bureau of Economic Analysis for the county, which helps to estimate city-level multipliers. Various multipliers for different industries are used, as every type of spending that comprises the direct impacts has a multiplier, based on a corresponding industry sector (such as food services and drinking places, retail, and accommodations). For the county, multipliers for relevant industries generally range from approximately 1.5 to 1.7. In other words, a multiplier of 1.5 indicates that total economic activity is estimated at 1.5 times the estimate of direct impacts; this includes the direct impacts (at 1.0) and the indirect impacts (at 0.5). Multipliers typically increase as the size of a geographic area increases, as it takes more time for later rounds of spending to leave a larger area (for example, California compared to the county). As a result, we have estimated city-level multipliers to be slightly less than the county multipliers.

ECONOMIC IMPACT ESTIMATES

DRAFT

Jobs and Income

Visitors' spending will support jobs throughout the area, at hotels, restaurants, retail stores, and the like (from both direct and indirect spending). Employment and income impacts to the city and county refer to jobs and income that are captured by city and county residents only. We have assumed that 75% of jobs will be held by city residents, and 100% by county residents.

Average hourly and annual wage information for various occupations are provided by the US Department of Labor's Bureau of Labor Statistics, based on data for the Sacramento region.

Similar to spending, multipliers are used to estimate indirect employment and earnings, based on the direct estimates. These multipliers are also assumed to be approximately 1.2 to 1.4 for the city and county.

Fiscal Impacts from Operations

As previously described, fiscal impacts represent new public-sector tax revenues that are generated based on the presence and use of the complex. For this analysis, we have considered the following taxes:

- Sales Tax – a total of 8.75% (1% to the City of Sacramento, 0.25% for the Sacramento County, 1.5% to the City/County Special District Tax, and 6% to the State of California).
- Transient Occupancy Tax – a 12% base rate, plus an assumed average of 3.83% for the STMD, 1% for the STID, and 0.45% to the California Office of Tourism.

Construction Impacts

Construction of the complex will also generate economic impacts to the city and county. First, we make the following assumptions regarding the construction project:

- Construction costs will be $90 million. This assumption is very preliminary and is not specific to any site in the area or technical analysis of costs that may be required to develop any site.
- Of the total cost, 65% ($58.5 million) will be for materials and 35% (approximately $31.5 million) will be for labor.
- Based on an analysis of recent public-sector construction projects in the area, we assume that 60% of workers and contracting businesses will be based in the city, and 75% in the county.

Similar to other impacts, multipliers are used to estimate indirect construction-related impacts, based on the direct impacts. For the city and county, the construction industry multipliers (for spending, employment, and earnings) are approximately 1.1 to 1.6.

The tables on the following pages show the resulting impacts for each scenario, and a summary of all scenarios.

ECONOMIC IMPACT ESTIMATES

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Table 6.2. Estimated Impacts – Low Scenario

	Gross Direct	City Net Direct (A)	City Net Indirect (B)	City Total Net (A + B)	County Net Direct (A)	County Net Indirect (B)	County Total Net (A + B)
Spending ($000s)	$43,808	$33,902	$14,460	$48,362	$32,771	$18,597	$51,369
Hotel Room Nights	97,000	97,000	--	--	97,000	--	--
Income ($000s)	$10,952	$8,214	$3,197	$11,411	$10,952	$5,683	$16,635
Jobs	190	143	35	177	190	61	252
Taxes ($000s)							
Sales Tax	$2,612	n/a	n/a	n/a	n/a	n/a	n/a
TOT	$2,044	n/a	n/a	n/a	n/a	n/a	n/a
Construction Impacts							
Sales of Materials ($000s)	$58,500	$35,100	$5,043	$40,143	$43,875	$23,030	$66,905
Income ($000s)	$31,500	$18,900	$1,746	$20,646	$23,625	$10,785	$34,410
Jobs	373	224	45	269	280	169	449

Source: Stone Planning

Table 6.3. Estimated Impacts – Mid Scenario

	Gross Direct	City Net Direct (A)	City Net Indirect (B)	City Total Net (A + B)	County Net Direct (A)	County Net Indirect (B)	County Total Net (A + B)
Spending ($000s)	$60,808	$47,236	$20,157	$67,393	$45,637	$25,911	$71,548
Hotel Room Nights	134,000	134,000	--	--	134,000	--	--
Income ($000s)	$15,202	$11,402	$4,438	$15,839	$15,202	$7,889	$23,091
Jobs	264	198	48	246	264	85	349
Taxes ($000s)							
Sales Tax	$3,631	n/a	n/a	n/a	n/a	n/a	n/a
TOT	$2,825	n/a	n/a	n/a	n/a	n/a	n/a
Construction Impacts							
Sales of Materials ($000s)	$58,500	$35,100	$5,043	$40,143	$43,875	$23,030	$66,905
Income ($000s)	$31,500	$18,900	$1,746	$20,646	$23,625	$10,785	$34,410
Jobs	373	224	45	269	280	169	449

Source: Stone Planning

Table 6.3. Estimated Impacts – High Scenario

	Gross Direct	City Net Direct (A)	City Net Indirect (B)	City Total Net (A + B)	County Net Direct (A)	County Net Indirect (B)	County Total Net (A + B)
Spending ($000s)	$77,809	$60,571	$25,853	$86,424	$58,504	$33,224	$91,728
Hotel Room Nights	171,100	171,100	--	--	171,100	--	--
Income ($000s)	$19,452	$14,589	$5,678	$20,267	$19,452	$10,095	$29,547
Jobs	338	254	61	315	338	109	447
Taxes ($000s)							
Sales Tax	$4,650	n/a	n/a	n/a	n/a	n/a	n/a
TOT	$3,606	n/a	n/a	n/a	n/a	n/a	n/a
Construction Impacts							
Sales of Materials ($000s)	$58,500	$35,100	$5,043	$40,143	$43,875	$23,030	$66,905
Income ($000s)	$31,500	$18,900	$1,746	$20,646	$23,625	$10,785	$34,410
Jobs	373	224	45	269	280	169	449

Source: Stone Planning

ECONOMIC IMPACT ESTIMATES

DRAFT

Table 6.3. Estimated Impacts – All Scenarios

	LOW			MID			HIGH		
	Gross Direct	City - Total Net	County - Total Net	Gross Direct	City -Total Net	County - Total Net	Gross Direct	City - Total Net	County - Total Net
Spending ($000s)	$43,808	$48,362	$51,369	$60,808	$67,393	$71,548	$77,809	$86,424	$91,728
Hotel Room Nights	97,000	--	--	134,000	--	--	171,100	--	--
Income ($000s)	$10,952	$11,411	$16,635	$15,202	$15,839	$23,091	$19,452	$20,267	$29,547
Jobs	190	177	252	264	246	349	338	315	447
Taxes ($000s)									
Sales Tax	$2,612	n/a	n/a	$3,631	n/a	n/a	$4,650	n/a	n/a
TOT	$2,044	n/a	n/a	$2,825	n/a	n/a	$3,606	n/a	n/a
Construction Impacts									
Sales of Materials ($000s)	$58,500	$40,143	$66,905	$58,500	$40,143	$66,905	$58,500	$40,143	$66,905
Income ($000s)	$31,500	$20,646	$34,410	$31,500	$20,646	$34,410	$31,500	$20,646	$34,410
Jobs	373	269	449	373	269	449	373	269	449

Source: Stone Planning

STONE
PLANNING

www.stoneplanningllc.com

RESOLUTION NO. 2026-

Adopted by the Sacramento City Council

September 15, 2026

Approve Budget Adjustments and Grant Agreement for Due Diligence Studies for Flat Sports Fields located at Granite Regional Park

BACKGROUND

A. In 2026, the Sacramento Housing and Redevelopment Agency issued bonds for the former Army Depot Redevelopment Area.

B. The bond funds were allocated to a public improvement project that did not come to fruition due to funding shortfall.

C. In 2021, Visit Sacramento commissioned the Huddle Up Group to conduct a sports facility assessment of the Greater Sacramento region and provide recommendations for future facility development.

D. In 2025, Visit Sacramento contracted JLL to evaluate potential sites that could support the Sacramento Tourism Marketing District (STMD), including an assessment of the feasibility of Granite Regional Park.

E. These studies have not identified any known constraints that would preclude the development of an anchor flat-field sports complex on the site and therefore Visit Sacramento and the City of Sacramento desire to conduct additional due diligence of the site to confirm the viability of the site for the development of an anchor flat-field complex.

BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:

Section 1. The Granite Flat Fields Project (I18270000) is established as a new Multi-Year Operating Project.

Section 2. The City Manager or designee is authorized to transfer $442,000 from the available fund balance of the 2006 Army Depot Redevelopment Tax-Exempt Fund (Fund 3803) and $1,158,000 from the available fund balance of the 2006 Army Depot Redevelopment Taxable Fund (Fund 3802) to the Granite Flat Fields Project (I18270000).

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Section 3. The City Manager or designee is authorized to execute a Grant Agreement with Visit Sacramento in an amount not-to-exceed $1,600,000 to fund Phase 1C of due diligence for proposed flat fields at Granite Regional Park.

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Table of Contents:

City of SACRAMENTO Contract Routing Sheet

☐ **Payment / Performance Bond Only**

General Routing Information

Department: Economic Development Department

Contract Coordinator: Ginger Weagraff Email: gweagraff@cityofsacramento.org

Effective Date: 09/15/2026 Expiration Date: 06/30/2027

Grant/Project Name: Granite Regional Park Sports Flat Fields

Other Party: Visit Sacramento

Original Not to Exceed Amount: $ 1,600,000.00

Assessor's Parcel Number(s):

Project Number: Bid/RFQ/RFP#:

Supplements/Addendums/Change Orders ☐

Adjusted Amount of this Change (+/-): New Not to Exceed Amount:

Change In Scope: No

Original Contract Number: Supplement Number:

Council Approval ☑

Original Meeting Date: 9/15/26 Council File ID: 2026-01382

Supplement Meeting Date: Council File ID:

Processing Information

- ☐ Clerk's Office to Mail for Recording
- ☐ Return to Dept for Other Party Signature
- ☐ Real Estate
- ☐ Return to Dept for Recording
- ☐ Construction Related
- ☐ Additional Originals Attached – Return to Dept.

Add notes/instructions, including any other contract or council file ID numbers related to this agreement:

Signing Authority - Department Directors up to $100K; $100K -$250K City Manager or Assistant City Manager; $250K+ Council Approval & Council Appointee or designee.

Department Review and Routing

AB 339 Review Confirmation (if needed)

Sign Ginger Weagraff (Sep 2, 2026 16:31:04 PDT)

Sign

Sign

Sign

Sign

Rev. 02032026

Grant Agreement

This Grant Agreement, dated September 15, 2026, for reference (hereinafter "Agreement"), is between the **City of Sacramento**, California (the **"City"**), a California municipal corporation, and **Visit Sacramento**, a California corporation (**"Visit Sac"**), collectively the "Parties."

Background

Visit Sac has been examining future opportunities for a flat-field sports complex in Sacramento ("**Proposed Project**"), dating to an initial market analysis in 2021 from Huddle Group to a more recent "Flat Field Economic Analysis" by Stone Planning released in 2026. They have commissioned multiple subcontractors for due diligence since 2024 to explore potential sites, including Granite Regional Park.

Recognizing the potential economic development benefits of the Proposed Project, as reflected in the initial economic analysis, the Parties would like to further explore the viability of constructing such a complex at Granite Regional Park.

The City has funding available from its 2006 Army Depot Redevelopment Area bond issuance. These funds were previously allocated to a public improvement project that did not materialize due to lack of funding. The remaining funds must be used in the former Army Depot Redevelopment Area (or surrounding area) and in a manner consistent with the original bond covenants.

The City will contribute this available funding to Visit Sac to complete Phase 1C due diligence to viability of Granite Regional Park as a potential site for the Proposed Project.

With these background facts in mind, the parties agree as follows:

1. **Funding.** The City shall provide Visit Sac with up to $1,600,000 **("NTE Amount")** to complete due diligence studies in the area identified in Exhibit A for the Proposed Project.

a. Payment to Visit Sac shall be made on a reimbursement basis. Visit Sac may request payment on an as-needed basis, but no more frequently than once a month. The City's payment obligation under this Agreement will not exceed the NTE Amount.

b. Neither Visit Sac nor the City shall have any obligations under this Agreement until the funds for this Agreement have been appropriated and approved by the Sacramento City Council.

c. To request payment, Visit Sac shall provide the City with a detailed and properly documented invoice for reimbursement that includes third party invoices and a detailed accounting of costs already incurred in sufficient detail for the City, in its opinion, to substantiate the costs. Expenses incurred prior to the effective date of this agreement are not eligible for reimbursement. The City will notify Visit Sac within fifteen business days following receipt of its invoice of any circumstances or data identified by the City that would cause withholding of approval and payment. The City may request any additional documentation it determines is needed to substantiate any request for reimbursement.

d. The City reserves the right to withhold payment of unauthorized amounts. The City shall remit payment to Visit Sac within a reasonable time after invoice approval.

e. Any amounts that are determined by subsequent audit to be unauthorized are subject to repayment by Visit Sac to the City within 60 days unless the City approves in writing an alternative repayment plan.

2. Authorized Uses of Funding.
Visit Sac may seek reimbursement solely for costs it incurs that are necessary to carry out the due diligence activities listed in Section 3 ("**Authorized Activities and Deliverables**"), below, and in accordance with the budget listed in Exhibit B ("**Approved Budget**").

3. Authorized Activities and Deliverables.

a. Visit Sac shall provide the City with updates on the status of the Project no less than once per month.

b. Visit Sac shall contract with third party consultants to provide all necessary Phase 1C studies and deliverables in accordance with Exhibit B, including but not limited to:

(1) Master Planning, Land Use & Title Reports
(2) Operating Framework Options Analysis
(3) Civil Engineering and Landscape
(4) Aquatic Resource Delineation
(5) Cultural Survey & Monitoring
(6) Special-status Plant Survey (ongoing)
(7) Riparian Wetland Mitigation Survey
(8) Arborist
(9) Mitigation Bank Credit Research
(10) Biological Resource Assessment
(11) Traffic Impact Study
(12) Sports and Pedestrian Lighting Impact Study
(13) Acoustics Impact Study
(14) Site Logistics
(15) Agronomist

(16) Environmental Study & Phase 2 Soil Testing
(17) Geotech Studies & Research
(18) Air Quality Studies
(19) Proposed Financing Framework
(20) Updated Construction Cost Estimates

c. Visit Sac will provide draft scopes of work for its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement to the City. Within ten (10) business days' of City's receipt of each draft scope of work, City will review and provide comments or revisions as needed to ensure that all deliverables provided are suitable for the City's use in the next phases of Project development. If the City requires more than 10 business days to review a draft scope of work, the City shall notify Visit Sac. The Completion Date as set forth in Section 4(c) will be extended by the same number of days as the delay in providing comments or revisions, unless both parties agree otherwise. Any draft scope of work to which the City has provided comments or revisions must be resubmitted to the City for review under the provisions of this Section 3(c).

d. The City and Visit Sac will agree on a schedule for meetings (no less than monthly) between the City and Visit Sac, including its consultants, contractors, subcontractors, or any other third parties performing work funded under this Agreement, to allow the City to provide technical input regarding the studies, plans, estimates, and analyses produced pursuant to this Agreement. Any delay or postponement by the City in the agreed-upon schedule of meetings will cause the Completion Date as set forth in Section 4(c) to be extended by the same amount of days as the delay or postponement of the meetings unless both parties agree otherwise.

e. The City will receive all draft studies, plans, estimates, and analyses produced pursuant to this Agreement (collectively, "**Draft Plans**") and shall have sufficient opportunity (no less than 10 business days) to review all Draft Plans and provide feedback prior to acceptance of any deliverable and corresponding payments to Visit Sac's consultants, contractors, subcontractors, or any other third party performing work under this Agreement. If the City requires more than 10 business days to review any Draft Plans, the City shall notify Visit Sac. The Completion Date as set forth in Section 4(c) will be extended by the same number of days as the delay in providing comments or revisions, unless both parties agree otherwise. Any Draft Plans to which the City has provided comments or revisions must be resubmitted to the City for review under the provisions of this Section 3(e).

f. Visit Sac and its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement, shall provide the City with copies of all final materials and studies, plans, estimates, and analyses produced pursuant to this Agreement.

4. Schedule of Performance.

a. The work to be completed under this Agreement shall be completed in two phases. Phase I shall include the work required to determine whether it is feasible to acquire the land identified in Exhibit A that is not owned by the City and the development of a site plan depicting the anticipated 24-30 field layout. Phase I work will also include Authorized Activities related to wetlands and water that cannot be completed during the rainy season or in 2027 without delaying the overall project completion. The City and Visit Sac shall agree to the work schedule for Phase I as part of the City's review pursuant to Section 3(c), above.

b. Phase II shall include the remaining Authorized Activities not included in Phase I. Work shall not begin on Phase II activities until a written notice to proceed is received from the City. The City may elect not to proceed with Phase II activities based on the outcome of the Phase I work. Any delay in the City providing a written notice to proceed after written request by Visit Sac will extend the Completion Date by a proportionate number of days.

c. All Authorized Activities must be completed and all deliverables must be provided to the City no later than June 30, 2027 ("**Completion Date**"). The Completion Date shall be extended by the number of days reasonably necessary to account for any delay caused by the City, including any delay in providing required reviews, comments, approvals, access, information, direction, or notices to proceed, and for any delay resulting from actions, omissions, or events beyond Visit Sac's reasonable control, including delays caused by governmental agencies, third-party property owners, utility providers, weather conditions, site conditions, or other force majeure events.

5. Rights of Entry.

a. *For areas owned by the City.* Visit Sac, and its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement, that are conducting testing or other inspections will be required to sign the City's standard "right of entry" agreement, attached hereto as Exhibit C prior to coming on City property. Visit Sac, and its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement, shall contact City staff identified below to obtain a right of entry:

Jason Wiesemann
Park Plan Design & Development Manager
916-808-7634
jwiesemann@cityofsacramento.org

b. *For areas owned by third parties*. Visit Sac, and its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement, that are conducting testing or other inspections, must take all steps necessary to obtain written owner approval prior to entering properties owned by other parties, as identified in Exhibit A.

6. **Prevailing Wage.** It is Visit Sac's responsibility to ensure its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement, comply with Labor Code Section 1720 et seq. Visit Sac shall indemnify, hold harmless, and defend the City from all additional wages, benefits, fees, damages, penalties, fines, legal fees, court costs, arbitration costs, and other costs arising from its or its consultants, contractors, subcontractors, or any third party's improper application of prevailing wage laws.

7. **Effective date.** This Agreement is effective on the date both parties have signed it, as indicated by the dates in the signature blocks below.

8. **Indemnity.**

   a. *Indemnity:* Visit Sac and its consultants, contractors, and subcontractors performing work funded under this Agreement (each an "Indemnifying Party"), shall each defend, hold harmless, and indemnify City, its officers, and employees, and each and every one of them, to the fullest extent permitted under law, from and against all actions, damages, costs, liabilities, claims, demands, losses, judgments, penalties, and expenses of every type and description, whether arising on or off the site of the work or services performed under this Agreement, including any fees and costs reasonably incurred by City's staff attorneys or outside attorneys and any fees and expenses incurred in enforcing this provision (hereafter collectively referred to as "**Liabilities**"), including Liabilities for personal injury or death, damage to personal, real, or intellectual property, damage to the environment, contractual or other economic damages, or regulatory penalties, arising out of, pertaining to, or related to such Indemnifying Party's negligent act or omission, recklessness, or willful misconduct related in any way to the performance of or failure to perform by the Indemnifying Party whether or not the Liabilities are litigated, settled, or reduced to judgment; provided that the foregoing indemnity does not apply to liability for damages for death or bodily injury to persons, injury to property, or other loss, damage, or expense, to the extent arising from the active negligence or willful misconduct of, or defects in design furnished by, City, its agents, servants, or independent contractors who are directly responsible to City.

   b. *Insurance Policies; Intellectual Property Claims:* The existence or acceptance by City of any of the insurance policies or coverages described in this Agreement will not affect or limit any of City's rights under this Section, nor will the limits of any insurance limit the liability of Visit Sac or its contractors, subcontractors, consultants, or other third parties performing work funded under this Agreement.

   c. *Survival*. The provisions of this section will survive any expiration or termination of this Agreement.

9. Insurance

Visit Sac shall ensure that all it, and its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement, satisfy the insurance requirements set forth in Exhibit D.

10. Termination

a. City shall have the right at any time to suspend Visit Sac's performance hereunder, including its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement, in whole or in part, by giving Visit Sac ten (10) business days' written notice of suspension to Visit Sac. Upon receipt of such notice, Visit Sac shall immediately suspend all activities under this Agreement, as specified in the notice.

b. The City shall have the right to terminate this Agreement at any time by giving a thirty (30) day written notice of termination to Visit Sac. Upon receipt of such notice, Visit Sac shall immediately take all reasonable actions to notify its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement to -cease performance as specified in the notice. If the City terminates this Agreement:

(1) Visit Sac shall, not later than thirty (30) days after receipt of the notice, deliver all information prepared under this Agreement, and for which City has paid, to the City.

(2) The City shall pay Visit Sac the cost of all services provided by Visit Sac and its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement, before termination; provided, however, City shall not in any manner be liable for lost profits that might have been made by Visit Sac or its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement had the Agreement not been terminated or had Visit Sac completed performance required by this Agreement. Visit Sac shall furnish to the City any financial information requested by the City to determine the cost of the services provided by Visit Sac.–The foregoing is cumulative and does not affect any right or remedy that City may have in law or equity.

11. Standard of Performance. Visit Sac and its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement, shall perform in the manner and according to the standards currently observed by a competent practitioner of their respective professions in California and in compliance with all requirements of this Agreement. All products that Visit Sac delivers to City under this Agreement must be prepared in a professional manner and conform to the standards of quality normally observed.

12. **Confidentiality of City Information.** During performance of this Agreement, Visit Sac and its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement, may gain access to and use City information regarding inventions, machinery, products, prices, apparatus, costs, discounts, future plans, business affairs, governmental affairs, processes, trade secrets, technical matters, systems, facilities, customer lists, product design, copyright, data, and other vital information (hereafter collectively referred to as "**City Information**") that are valuable, special and unique assets of the City.

Visit Sac and its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement shall protect all City Information and treat it as strictly confidential, and further agree that no City Information shall be directly or indirectly, divulged, disclosed or communicated in any manner to any to any third party at any time without the City's prior written consent except as necessary for Visit Sac and its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement to perform the services as required by such party under this Agreement.

In addition, Visit Sac and its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement must comply with all City policies governing the use of the CITY network and technology systems, as set forth in applicable provisions of the City of Sacramento Administrative Policy Instructions # 30. A violation of this section is a material violation of this Agreement and shall justify legal and equitable relief.

a. City shall have full ownership and control, including ownership of any copyrights, of all information prepared, produced, or provided by Visit Sac and its consultants, contractors, subcontractors, or any third party performing work paid for by City under this Agreement. Notwithstanding the foregoing, City's ownership rights do not include any pre-existing proprietary information, materials, methodologies, tools, software, data, or intellectual property of Visit Sac or its consultants, contractors, subcontractors, or other third parties performing work under this Agreement (collectively "Pre-existing Work"). However, the City shall have the right to access and obtain a copy of any Pre-existing Work to the extent it was used, supports, or is referenced in the work paid for by the City under this Agreement. In this Agreement, the term "information" means and includes: any and all work product, submittals, reports, plans, specifications, and other deliverables consisting of documents, writings, handwritings, typewriting, printing, photostatting, photographing, computer models, and any other computerized data and every other means of recording any form of information, communications, or representation, including letters, works, pictures, drawings, sounds, or symbols, or any combination thereof. Visit Sac shall not be responsible for any unauthorized modification or use of such information for other than its intended purpose by City.

b. Visit Sac and its consultants, contractors, subcontractors, or any third party performing work funded under this Agreement, shall each fully defend, indemnify and hold harmless City, its officers and employees, and each of them, from and against any and all claims, actions, lawsuits or other proceedings alleging that all or any part of the information prepared, produced, or provided under this Agreement by such party infringes upon any third party's trademark, trade name, copyright, patent or other intellectual property rights. City shall make reasonable efforts to provide written notice to Visit Sac not later than ten (10) business days after the City is served with any ~~such~~ claim, action, lawsuit, or other proceeding alleging infringement of a third party's intellectual property rights arising from information prepared, produced, or provided under this Agreement. City's failure to provide timely notice shall not relieve Visit Sac and any applicable consultant, contractor, subcontractor, or other third party of its obligations hereunder City shall reasonably cooperate, at Visit Sac's expense, in the defense and resolution of any such matter. The obligations under this provision survive expiration or termination of this Agreement.

13. Miscellaneous.

a. *Assignments*. A party may not assign or otherwise transfer this agreement or any interest in it without the other party's prior written consent, which the other party may withhold in its sole discretion. An assignment or other transfer made contrary to this section is void.

b. *Binding effect*. This agreement binds and inures to the benefit of the parties' successors and assigns.

c. *Time of Essence*. Time is of the essence in performing this agreement.

d. *Severability*. If a court with jurisdiction rules that any nonmaterial part of this agreement is invalid, unenforceable, or contrary to law or public policy, then the rest of this agreement remains valid and fully enforceable.

e. *Waiver*. A party's failure to insist on strict performance of this agreement or to exercise any right or remedy upon breach of this agreement will not constitute a waiver of the performance, right, or remedy. A party's waiver of another party's breach of any provision in this agreement is not a continuing waiver or a waiver of any later breach of the same or any other provision. A waiver is binding only if set forth in a writing signed by the waiving party.

f. *Interpretation*. This agreement is to be interpreted and applied in accordance with California law, except that that the rule of interpretation in California Civil Code section 1654 will not apply.

g. *Attorneys' fees*. The parties must bear their own costs and attorneys' fees incurred in connection with this agreement.

h. *No Third-Party Beneficiaries*. This agreement is solely for the benefit of the City and VISIT SAC. It is not intended to benefit any third parties.

i. *Counterparts*. The parties may sign this agreement in counterparts, each of which is considered an original, but all of which constitute the same agreement. Facsimiles, pdfs, and photocopies of signature pages of the agreement have the same binding effect as originals.

j. *Integration and modification***.** This agreement sets forth the parties' entire understanding regarding the matters set forth above and is intended to be their final, complete, and exclusive expression of those matters. It supersedes all prior or contemporaneous agreements, representations, and negotiations—written, oral, express, or implied—and may be modified only by another written agreement signed by both parties.

City of Sacramento

By: ______________________________
Maraskeshia S. Smith
City Manager

Approved as to Form
Sacramento City Attorney

By: Jennifer Gore ______________________________
Jennifer Gore
Senior Deputy City Attorney

Attest:

By: ______________________________
Assistant City Clerk

Visit Sacramento

By: Michael R. T ______________________________
Mike Testa
President & CEO

Exhibit A

Map of Proposed Project Area

Exhibit B

Approved Budget

Phase/Line Item Description	Consultant	Estimated Cost
Project Management	JLL	$240,000
Project Management Reimbursables	JLL	$15,000
Brokerage, Master Planning & Municipal Advisory	JLL	$120,000
Operations/Tourism Analysis	JLL	$45,000
Market/Economic/Feasibility	Stone Planning	$29,500
Stakeholder Input/Outreach	TBD	$40,000
Civil Engineering & Landscaping	BKF	$136,138
Aquatic Resource Delineation	ECORP	$10,200
Cultural Survey and Monitoring	ECORP	$26,000
Special Status Plant Survey	ECORP	$9,700
Riparian Wetland Mitigation Survey	ECORP	$60,000
Arborist	ECORP	$17,100
Mitigation Bank Credit Research	ECORP	$10,000
Biological Assessment	ECORP	$13,200
Traffic Analysis - Basic	Fehr & Peers	$53,920
Traffic Analysis - Enhanced	Fehr & Peers	$34,000
Land Use Attorney T & M	Hefner Law	$70,000
Acoustics	Henderson	$55,400
Land Survey & Title Reports	Kier & Wright	$75,000
Sports Lighting	Musco	$5,000
Site Logistics/ GC Precon T & M	TBD	$20,000
Agronomist - T & M	TCS Turf	$50,000
Environmental Study & Phase II Soil Testing	Youngdahl	$100,000
Geotech Studies & Research	Youngdahl	$150,000
Consultant Reimbursables	All	$20,000
Subtotal		*$1,405,158*
Contingency (10% of Original Budget)		$144,600
Phase I C Total		$1,549,758

Exhibit C

City Right of Entry Form

(see next page)

City RESS File No.:_______________
Project:_________________________
APN: ___________________________
PN/WO.:_______________________

CITY OF SACRAMENTO
RIGHT OF ENTRY AGREEMENT

THIS AGREEMENT ("Agreement") is made at Sacramento, California, as of ____________________, 20__ ("Effective Date"), by and between the CITY OF SACRAMENTO, a municipal corporation ("City") and _________________, a ________________ corporation ("Licensee"), who agree as follows:

1. **Definition of Licensee**. For purposes of this Agreement, all references to "Licensee" include Licensee's contractors, subcontractors, officers, agents, employees, and others acting under its or their authority.

2. **Rights Granted; Purpose**. City grants Licensee the non-exclusive right, during the term of this Agreement and subject to all terms and conditions of this Agreement, to enter upon and to have ingress to and egress from that portion of property in the County of Sacramento, State of California located on Assessor's Parcel No. __________________ and depicted in the map attached hereto and incorporated herein as Exhibit A (the "Premises"), for purposes of _________________________ (the "Project"), and for no other purpose without the prior written consent of City.

3. **Term; Termination.** The grant of rights herein made to Licensee shall commence upon the Effective Date and shall terminate on ___________, 20____ unless sooner terminated as herein provided, or at such time when Licensee has completed its use of the Premises, whichever is earlier. Licensee agrees to notify the City Representative specified in Section 20 in writing when Licensee has completed its use of the Premises if earlier than the termination date. This Agreement may be terminated by either party for cause with three (3) days written notice to the other party.

4. **No Interference**. No work performed by Licensee shall cause any interference with the constant, continuous and uninterrupted use of the Premises and adjacent City property by City, its officers, agents, contractors, lessees, licensees or others. Nothing shall be done or suffered to be done by Licensee at any time that would cause damage or destruction of the facilities, equipment, improvements, or other property or appurtenances of City or its agents, contractors, lessees, licensees, or other third parties. Licensee shall reimburse City for any such damage or destruction, or upon mutual agreement, replace or restore said facilities, equipment, or other property to City's satisfaction.

5. **All Expenses Borne by Licensee.** Licensee shall bear any and all costs and expenses associated with any work performed by Licensee in association with the Project. All work performed by Licensee on City's property shall be performed in a manner satisfactory to the City Representative listed in Section 20 below.

6. **Processing Fee.** Licensee shall pay to City a processing fee for this Agreement in the amount of $________. Licensee shall submit such processing fee by check to City within 30 calendar days following the Effective Date of this Agreement. The processing fee shall be made payable to the City of Sacramento (with work order # ____________ in the memo line of the check) and forwarded to the City Representative identified in Section 20 below.

7. **Permits; Reports.** Prior to beginning any work, Licensee, at its sole expense, shall obtain all necessary permits to perform any work contemplated by this Agreement. Any report completed that involves the subject parcel shall be provided to the City Representative listed in Section 20.

8. **Special Conditions.** Licensee shall comply with all special conditions listed in Exhibit B attached hereto and incorporated herein.

9. **Release of Liability.** Licensee shall release and hold City harmless for loss of or damage to property and equipment, or personal injury, of Licensee and its officers, employees, agents, contractors, subcontractors, invitees, volunteers, and others acting under its or their authority while such individuals, property or equipment is in or on the Premises, except where such loss of or damage to property and equipment, or personal injury, results from the sole negligence or willful misconduct of City and its officials, employees, agents or volunteers. Licensee and its officers, employees, agents, contractors, subcontractors, invitees, volunteers, and others acting under its or their authority have inspected the Premises or will inspect the Premises prior to commencement of any work under this Agreement and represent to City that: (a) they accept the Premises in its present condition; (b) they will make the Premises safe for any activity under their care and control on the Premises, whether or not permitted activities; and (c) City is not and shall not be obligated to make Premises safe or suitable for use by Licensee or for anyone on the Premises at the invitation or sufferance of Licensee, or otherwise to prepare the Premises or access to the Premises in any manner whatsoever. City does not assume, by this Agreement or otherwise, any responsibility for, or to protect against, personal injury suffered, or any loss, damage, theft or vandalism of any property or material which may be placed on the Premises, by Licensee or its officers, employees, agents, contractors, subcontractors, invitees, volunteers, and others acting under its or their authority.

10. **Indemnity**. Licensee shall defend, hold harmless and indemnify City, its officers and employees, and each and every one of them, from and against any and all actions,

damages, costs, liabilities, claims, demands, losses, judgments, penalties, costs and expenses of every type and description, including, but not limited to, any fees and/or costs reasonably incurred by City's staff attorneys or outside attorneys and any fees and expenses incurred in enforcing this provision (hereafter collectively referred to as "Liabilities"), including but not limited to Liabilities arising from personal injury or death, damage to personal, real or intellectual property or the environment, contractual or other economic damages, or regulatory penalties, arising out of or in any way connected with performance of or failure to perform this Agreement by Licensee, any consultant, contractor or agent, anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable, whether or not (i) such Liabilities are caused in part by a party indemnified hereunder or (ii) such Liabilities are litigated, settled or reduced to judgment; provided that the foregoing indemnity does not apply to liability for any damage or expense for death or bodily injury to persons or damage to property to the extent arising from the sole negligence or willful misconduct of City, its agents, servants, or independent contractors who are directly responsible to City, except when such agents, servants, or independent contractors are under the direct supervision and control of Licensee. The provisions of this Section 10 shall survive any expiration or termination of this Agreement.

11. **Insurance Requirements.** During the entire term of this Agreement, Licensee shall maintain the insurance coverage described in this Section 11. Licensee is solely responsible for all premiums that Licensee is required to pay for the insurance coverage described herein. No compensation will be provided by City for Licensee's insurance premiums. Any available insurance proceeds in excess of the specified minimum limits and coverages shall be available to City. If the Licensee maintains broader coverage and/or higher limits than the minimums shown below, the City requires and shall be entitled to the broader coverage and/or the higher limits maintained by the Licensee.

A. Minimum Scope & Limits of Insurance Coverage.

(1) Commercial General Liability Insurance providing coverage at least as broad as ISO CGL Form 00 01 on an occurrence basis for bodily injury, including death, of one or more persons, property damage, and personal injury, arising out of activities performed by or on behalf of Licensee and subcontractors, products and completed operations of Licensee and subcontractors, and premises owned, leased, or used by Licensee and subcontractors, with limits of not less than one million dollars ($1,000,000) per occurrence. The policy shall provide contractual liability and products and completed operations coverage for the term of the policy. If a general aggregate limit applies, either the general aggregate limit shall apply separately (ISO CG 25 03 or 25 04) or the general aggregate limit shall be twice the required

occurrence limit.

The City, its officials, employees and volunteers shall be covered by policy terms or endorsement as additional insureds as respects general liability arising out of: activities performed by or on behalf of Licensee and subcontractors; products and completed operations of Licensee and subcontractors; and premises owned, leased, or used by Licensee and subcontractor.

(2) Automobile Liability Insurance providing coverage at least as broad as ISO Form CA 00 01 for bodily injury, including death, of one or more persons, property damage, and personal injury, with limits of not less than one million dollars ($1,000,000) per occurrence. The policy shall provide coverage for owned, non-owned, and/or hired autos as appropriate to the operations of Licensee.

The City, its officials, employees and volunteers shall be covered by policy terms or endorsement as additional insureds as respects auto liability.

(3) Excess Insurance: The Licensee may use Umbrella or Excess Policies to meet the required liability limits. This form of insurance will be acceptable provided that any Umbrella or Excess Policies provide all of the insurance coverages required and meet the other requirements for the primary policies as set forth in the Agreement. Umbrella and/or Excess Policies shall be provided on a true "following form" or broader coverage basis, with coverage at least as broad as provided in the underlying primary policy.

Umbrella or Excess Policies shall contain, or be endorsed to provide that the City, its officials, employees, and volunteers shall be covered as additional insureds, as well as a provision that it will apply on a primary basis for the benefit of the City. Any insurance or self-insurance maintained by City, its officials, employees, or volunteers will be in excess of Licensee's Umbrella or Excess Policies coverage and will not contribute to it. No insurance or self-insurance maintained by the City that applies to a loss covered herein, whether Primary or Excess, and which also applies to a loss covered hereunder, shall be called upon to contribute to a loss until the Licensee's Primary and Excess liability policies are exhausted.

(4) Workers' Compensation Insurance with statutory limits, and Employers' Liability Insurance with limits of not less than one million

dollars ($1,000,000). The Workers' Compensation policy shall include a waiver of subrogation in favor of the City.

B. Other Insurance Provisions.

The policies must contain, or be endorsed to contain, the following provisions:

(1) Licensee's insurance coverage, including excess insurance, shall be primary and non-contributory insurance as respects the City, its officials, employees, and volunteers. Any insurance or self-insurance maintained by City, its officials, employees, or volunteers will be in excess of Licensee's insurance and will not contribute with it.

(2) Any failure to comply with reporting provisions of the policies will not affect coverage provided to the City, its officials, employees, or volunteers.

(3) Coverage shall state that Licensee's insurance applies separately to each insured against whom claim is made or suit is brought, except with respect to the limits of the insurer's liability.

(4) Licensee shall provide the City with thirty (30) days written notice of cancellation or material change in the policy language or terms.

C. Waiver of Subrogation.

Licensee hereby grants to City a waiver of any right to subrogation which any insurer may acquire against the City by virtue of the payment of any loss under such insurance. Licensee agrees to obtain any endorsement that may be necessary to affect this waiver of subrogation, but this provision applies regardless of whether or not the City has received a waiver of subrogation endorsement from an insurer.

D. Acceptability of Insurance.

Insurance must be placed with insurers with a Bests' rating of not less than A:VI. Self-insured retentions, policy terms or other variations that do not comply with the requirements of this Section 11 must be declared to and approved by City in writing prior to execution of this Agreement.

E. Verification of Coverage.

(1) Licensee shall furnish City with certificates and required endorsements evidencing the insurance required. The certificates and

endorsements shall be forwarded to the City Representative named in Section 20. Copies of policies shall be delivered to the City on demand. Certificates of insurance must be signed by an authorized representative of the insurance carrier.

(2) For all insurance policy renewals during the term of this Agreement, Licensee shall send insurance certificates reflecting the policy renewals directly to:

City of Sacramento
c/o EXIGIS LLC
P.O. Box 947
Murrieta, CA 92564

Certificate Holder must be listed as:

City of Sacramento
c/o EXIGIS LLC
P.O. Box 947
Murrieta, CA 92564

(3) The City may withdraw its offer of Agreement or cancel this Agreement if the certificates of insurance and endorsements required have not been provided before execution of this Agreement. The City may withhold payments to Licensee or cancel the Agreement if the insurance is canceled or Licensee otherwise ceases to be insured as required herein.

F. Subcontractor Insurance Coverage.

Licensee shall require and verify that all subcontractors maintain insurance coverage that meets the minimum scope and limits of insurance coverage specified in subsection A, above.

12. **Mechanics' Liens.** Licensee shall pay in full all persons who perform labor or provide materials for the work to be performed on the Premises. Licensee shall not permit or suffer any mechanics' or materialmen's liens of any kind or nature to be enforced against any property of the City for such work performed. In accordance with the provisions of Sections 9 and 10 above, Licensee shall indemnify and hold harmless the City from and against any and all liens, claims, demands, costs or expenses of whatsoever nature in any way connected with or growing out of such work done, labor performed, or materials furnished.

13. **No Recording.** Neither party shall record this Agreement.

14. **Compliance with Laws.** In the prosecution of the work performed on the Premises, Licensee shall comply with all applicable federal, state and local laws, regulations and enactments. Licensee shall use only such equipment as is consistent with safety, both as concerns Licensee, Licensee's agents and employees, the officers, agents, employees and property of the City and the public in general. Licensee (without limiting the generality of the foregoing) shall comply with all applicable state and federal occupational safety and health acts and regulations. If any failure by Licensee to comply with any such laws, regulations, and enactments, shall result in any fine, penalty, cost or charge being assessed, imposed or charged against City, Licensee shall reimburse and indemnify City in accordance with the provisions of Section 10 above for any such fine, penalty, cost or charge, including without limitation, attorney's fees, court costs and expenses.

15. **Assignment; Subcontracting.** Except as provided in this paragraph, Licensee shall not assign, sublet or subcontract this Agreement, or any interest therein, without the written consent of City and any attempt to so assign, sublet or subcontract without the written consent of City shall be void and of no effect. City hereby gives Licensee permission to subcontract all or any portion of the work described in this Agreement; however, Licensee is and shall remain responsible for all work of subcontractors and all work of subcontractors shall be governed by the terms of this Agreement.

16. **Binding Effect.** This Agreement shall be binding on the heirs, executors, administrators, successors and assigns of the parties, subject to the provisions of Section 15 above.

17. **Hazardous Materials**. Licensee shall not use, store, release or otherwise introduce on the Premises, any substance, chemical, waste or other material that is identified as hazardous, toxic or dangerous in any Federal, State or local law or regulation (hereafter "Hazardous Material"), nor shall Licensee damage, alter or otherwise affect any clay cap present on the Premises, if any. Licensee shall be solely responsible for the complete cost of removal and/or remediation of any Hazardous Material spilled by Licensee on the Premises, and Licensee shall defend and indemnify City, its officers and employees from and against all claims or other liabilities therefor, in accordance with the provisions of Section 10 above to the extent allowed by law. Licensee shall not be responsible to remediate any Hazardous Material that it inadvertently discovers on the Premises.

18. **Nuisance.** Licensee shall at all times conduct its use of the Premises in such a manner that it shall not constitute a public or private nuisance.

19. **No Joint Ventures.** It is understood and agreed that each party is an independent entity and that this Agreement shall not create a relationship between City and Licensee or its individual members of employer-employee, joint venture,

partnership, or any other relationship of association. Except as expressly provided in this Agreement or as the parties may specify in writing, neither party shall have authority, express or implied, to act on behalf of the other party in any capacity whatsoever as an agent.

20. **Representatives.** Any and all processing fees, notices or demands by or from either party shall be in writing, and shall be served either personally or by mail. If served personally, service shall be conclusively deemed made at the time of service. If served by mail, service of notices or demands shall be conclusively deemed made as of the time of deposit in the United States mail, postage paid. Any notice or demand shall be given to:

City Representative:	Licensee Representative:
City of Sacramento Department of Public Works 915 I Street, 2nd Floor Sacramento, CA 95814 Attn: Phone: Email:	[COMPANY NAME] Attn: [NAME] [ADDRESS] Phone: Email:

21. **Attorney Fees.** Except as required by Section 10 above, each party shall bear its own costs and attorneys' fees incurred in connection with this Agreement.

22. **Entire Agreement.** This Agreement and the exhibits attached hereto constitute the entire agreement between the parties concerning the subject matter thereof. No alteration, modification, or variation of the terms of this Agreement shall be valid unless made in writing and executed by both parties.

23. **Waiver.** The waiver by City of the breach of any condition, covenant or agreement herein contained to be kept, observed and performed by Licensee shall in no way impair the right of City to avail itself of any remedy available for any subsequent breach thereof. No waiver will be effective unless it is in writing and signed by the waiving party.

24. **Severability.** If any portion of this Agreement or the application thereof to any person or circumstance shall be held invalid or unenforceable, the remainder of this Agreement shall not be affected thereby and shall be enforced to the greatest extent permitted by law.

25. **Enforcement of Agreement.** This Agreement shall be governed, construed, and enforced in accordance with the laws of the State of California. Litigation arising out of or connected with this Agreement may be instituted and maintained in state or

federal courts located in the City of Sacramento, California only. The parties consent to jurisdiction over their person and over the subject matter of any such litigation, in those courts, and consent to service of process issued by such courts.

26. **Counterparts**. This Agreement may be executed in any number of counterparts and by different parties hereto on separate counterparts; each of which, when so executed and delivered, shall be an original, but all such counterparts shall together constitute but one and the same instrument.

[*Signature Page Follows*]

Executed as of the day and year first above stated.

[NAME OF LICENSEE]
a _________ corporation

By: ______________________________

Print Name: ______________________
Title: ___________________________

___________________ ____________
State I.D. No.

____
City Business Op. Tax. Cert. No.

CITY OF SACRAMENTO,
a municipal corporation

By: ______________________________

Matt Eierman
Director, Public Works Department
For Leyne Milstein, Interim City Manager

APPROVED AS TO FORM:

By: ______________________________
Deputy City Attorney

ATTEST:

By: ______________________________
City Clerk

Exhibit A
The Premises

Exhibit B
Special Conditions

Licensee shall comply with the following special conditions during the term of the Agreement:

1) Notice of Entry. Licensee shall notify the following City representatives a minimum of 72 hours in advance of entry to the Premises:

   City of Sacramento
   Department of Public Works
   Attn:
   915 I Street, 2nd Floor
   Sacramento, CA 95814
   Tel:
   Email:

   and

   City of Sacramento
   Department of
   Attn:
   Tel:
   Email:

2) Underground Service Alert (USA). No work to be performed under this Agreement shall occur before Licensee has contacted Underground Service Alert to ensure that Licensee will not disturb underground infrastructure.

3) Restoration of Premises. Upon termination of the Agreement, Licensee shall restore the Premises to the condition it was in prior to Licensee's entry onto the Premises, or restore it to the reasonable satisfaction of City, at the sole discretion of City. All materials and equipment brought onto the Premises as well as any remnant materials or equipment remaining after the Project must be completely removed from the Premises. If this is difficult to achieve with the types of materials to be stockpiled, a protective barrier between the ground surface and stockpiled materials shall be used.

4) Photographs of Premises. Before initial entry on the Premises, Licensee shall email "before" photographs of the Premises to the City Representative identified in Section 20 of the Agreement. Prior to vacating the Premises, Licensee shall provide photographs of the Premises in the "after" condition. If no photographs are sent before initial entry on the Premises, then any damage to City's assets and/or the Premises occasioned by the Project will be assumed to be Licensee's responsibility

and Licensee shall reimburse City for any such damage or destruction, or upon mutual agreement, replace or restore said facilities, equipment, or other property to City's satisfaction, as specified in Section 4 of the Agreement.

5) Repairs. Licensee must make repairs, upon written notification by City of the need for repairs, within thirty (30) business days of receipt of said notification. If repairs are not completed within thirty (30) business days, City reserves the right to make repairs and charge Licensee the cost of such repairs.

6) No Damage to City Streets. Licensee shall ensure that its vehicles, equipment and hauling operations do not damage City streets.

7) Maintenance of City Access. Licensee shall not block access at any time to the Property. Licensee shall not place any objects, vehicles, equipment or materials upon City improvements within the Premises which may need to be accessed by City personnel.

Exhibit D

Insurance Requirements

1. **Insurance Requirements**. During the entire term of this Agreement, Contractor shall maintain the insurance coverage described in the Insurance Terms below. For the purpose of this Exhibit, "Contractor" shall include Visit Sac and any of its consultants, contractors, subcontractors, or any third parties performing work under this Agreement.

   Full compensation for all premiums that Contractor is required to pay for the insurance coverage described herein shall be included in the compensation specified under this Agreement. No additional compensation will be provided for Contractor's insurance premiums. Any available insurance proceeds in excess of the specified minimum limits and coverages shall be available to the City.

   If the CONTRACTOR maintains broader coverage and/or higher limits than the minimums shown below, the City requires and shall be entitled to the broader coverage and/or the higher limits maintained by the CONTRACTOR. Any available insurance proceeds in excess of the specified minimum limits of insurance and coverage shall be available to the City.

2. **General Liability Minimum Scope and Limits of Insurance Coverage.** Commercial General Liability Insurance is required providing coverage at least as broad as ISO CGL Form 00 01 on an occurrence basis for bodily injury, including death, of one or more persons, property damage, and personal injury, arising out of activities performed by or on behalf of the Contractor and subcontractors, products and completed operations of Contractor and subcontractors, and premises owned, leased, or used by Contractor and subcontractors, with limits of not less than one million dollars ($1,000,000) per occurrence. The policy shall provide contractual liability and products and completed operations coverage for the term of the policy. If a general aggregate limit applies, either the general aggregate limit shall apply separately (ISO CG 25 03 or 25 04) or the general aggregate limit shall be twice the required occurrence limit.

   The City, its officials, employees and volunteers shall be covered by policy terms or endorsement as additional insureds as respects general liability arising out of: activities performed by or on behalf of Contractor and subcontractors; products and completed operations of Contractor and subcontractors; and premises owned, leased, or used by Contractor and subcontractors.

3. **Automobile Liability Minimum Scope and Limits of Insurance Coverage**. (*Check the applicable provision*.)

   _X_ Automobile Liability Insurance is required providing coverage at least as broad as ISO Form CA 00 01 for bodily injury, including death, of one or

more persons, property damage and personal injury, with limits of not less than one million dollars ($1,000,000) per occurrence. The policy shall provide coverage for owned, non-owned and/or hired autos as appropriate to the operations of the Contractor.
The City, its officials, employees and volunteers shall be covered by policy terms or endorsement as additional insureds as respects auto liability.

___ No automobile liability insurance is required, and by signing this Agreement, Contractor certifies as follows:

"Contractor certifies that a motor vehicle will not be used in the performance of any work or services under this agreement. If, however, Contractor does transport items under this Agreement, or this Agreement is amended to require any employees of Contractor to use a vehicle to perform services under the Agreement, Contractor understands that it must maintain and provide evidence of Automobile Liability Insurance providing coverage at least as broad as ISO Form CA 00 01 for bodily injury, including death, of one or more persons, property damage and personal injury, with limits of not less than one million dollars ($1,000,000*)* per occurrence. The policy shall provide coverage for owned, non-owned and/or hired autos as appropriate to the operations of the Contractor."

4. **Excess Insurance**. The CONTRACTOR may use Umbrella or Excess Policies to meet the required liability limits. This form of insurance will be acceptable provided that any umbrella or excess policies provide all of the insurance coverages required and meet the other requirements for the primary policies as set forth in this Agreement. Umbrella and/or Excess policies shall be provided on a true "following form" or broader coverage basis, with coverage at least as broad as provided in the underlying primary policy.

Umbrella or excess policies shall contain, or be endorsed to provide that the City, its officials, employees, and volunteers shall be covered as additional insureds, as well as a provision that it will apply on a primary basis for the benefit of the City. Any insurance or self-insurance maintained by City, its officials, employees, or volunteers will be in excess of Contractor's umbrella or excess coverage and will not contribute to it. No insurance or self-insurance maintained by the City that applies to a loss covered herein, whether Primary or Excess, and which also applies to a loss covered hereunder, shall be called upon to contribute to a loss until the Contractor's Primary and Excess liability policies are exhausted.

5. **Workers' Compensation Minimum Scope and Limits of Insurance Coverage.** (*Check the applicable provision*.)

_X_ Workers' Compensation Insurance is required with statutory limits and Employers' Liability Insurance with limits of not less than one million dollars ($1,000,000). The Workers' Compensation policy shall include a waiver of subrogation in favor of the City.

___ No work or services will be performed on or at CITY facilities or CITY Property, therefore a Workers' Compensation waiver of subrogation in favor of the CITY is not required.

___ No Workers' Compensation insurance is required, and by signing this Agreement, Contractor certifies as follows:

"Contractor certifies that its business has no employees, and that it does not employ anyone, and is therefore exempt from the legal requirements to provide Workers' Compensation insurance. If, however, Contractor hires any employee during the term of this Agreement, Contractor understands that Workers' Compensation with statutory limits and Employer's Liability Insurance with a limit of not less than one million dollars ($1,000,000) is required. The Workers' Compensation policy will include a waiver of subrogation in favor of the City."

6. **Professional Liability Minimum Scope and Limits of Insurance Coverage.** Professional Liability Insurance for errors and omissions, or malpractice with limits of not less than one million dollars ($1,000,000):

_X__ Is ___ Is not *[check one]* required for this Agreement.

a. If Professional Liability insurance is provided on a claims made basis:

i. The Retroactive Date must be shown and must be before the date of the Agreement or the beginning of contract work.

ii. Insurance must be maintained and evidence of insurance must be provided for at least three (3) years after completion of the Agreement.

iii. If coverage is canceled or non-renewed, and not replaced with another claims-made policy form with a Retroactive Date prior to the Agreement effective date, the CONTRACTOR must purchase "extended reporting" coverage for a minimum of three (3) years after completion of contract work.

7. **Other Insurance Provisions.** The policies must contain, or be endorsed to contain, the following provisions:

A. Contractor's insurance coverage, including excess insurance, shall be primary and non-contributory insurance as respects the City, its officials, employees and volunteers. Any insurance or self-insurance maintained by the City, its officials, employees or volunteers will be in excess of Contractor's insurance and will not contribute with it.

B. Any failure to comply with reporting provisions of the policies will not affect coverage provided to the City, its officials, employees or volunteers.

C. Coverage shall state that Contractor's insurance applies separately to each insured against whom claim is made or suit is brought, except with respect to the limits of the insurer's liability.
D. Contractor shall provide the City with 30 days written notice of cancellation or material change in the policy language or terms.

8. **Waiver of Subrogation**. CONTRACTOR hereby grants to City a waiver of any right to subrogation which any insurer may acquire against the City by virtue of the payment of any loss under such insurance. CONTRACTOR agrees to obtain any endorsement that may be necessary to affect this waiver of subrogation, but this provision applies regardless of whether or not the City has received a waiver of subrogation endorsement from an insurer.

9. **Acceptability of Insurance**. Insurance must be placed with insurers with a Bests' rating of not less than A:VI. Self-insured retentions, policy terms or other variations that do not comply with the requirements of this Exhibit C must be declared to and approved by the City in writing before execution of this Agreement.

10. **Verification of Coverage.**

A. Contractor shall furnish City with certificates and required endorsements evidencing the insurance required. Certificates of insurance must be signed by an authorized representative of the insurance carrier. Copies of policies shall be delivered to the City Representative on demand.

B. Contractor shall send all insurance certificates and endorsements, including policy renewals, during the term of this Agreement directly to:

City of
Sacramento
c/o Exigis LLC
PO Box 947
Murrieta, CA 92564

C. Certificate Holder must be listed as:

City of
Sacramento
c/o Exigis LLC
PO Box 947
Murrieta, CA 92564

D. The City may withdraw its offer of Agreement or cancel this Agreement if the certificates of insurance and endorsements required have not been provided before execution of this Agreement. The City may withhold payments to Contractor and/or cancel the Agreement if the insurance is canceled or Contractor otherwise ceases to be insured as required herein.

11. Subcontractor Insurance Coverage. Contractor shall require and verify that all subcontractors maintain insurance coverage that meets the minimum scope and limits of insurance coverage specified in this Exhibit D.