

Questions for Bid Respondents

AEG

- Is your plan to have AEG Live be the exclusive provider of musical programming should you win the bid?
- When you built Sprint Center in Kansas City, it was with a similar goal of trying to bring a professional sports team to the city. Why was a team not able to be secured and why is this situation different?
- AEG: What collateral is being offered up in order to guarantee the proposed bond payments?
- Please provide a detailed breakdown of the \$55 million of annual revenue shown in your pro forma.
- Please detail how you arrived at the approximately \$4 million number you project for facility fee revenue.
- What are the purposes of the proposed separate buildings? Are there any revenues attributed to these out buildings? Where do they fit into the \$55 million (office buildings, residential/food and beverage/underground parking)
- How much of the current building are you planning on using without making any modifications?
- Have the NBA and NHL confirmed that your design meets the criteria to host a team per their individual league standards?
- How did you come to the valuation of \$1 million for campus sponsorship rights?

Oak View Group

- What is OVG's plan if the site's landmark status is not achieved and you are unable to secure the \$50 million tax credit?
- Please provide a detailed breakdown of the \$38 million of projected annual revenue.
- How much do you plan on charging for a facility fee? Is it a flat number or based on type of event?
- There's a lot of talk in your bid regarding community outreach and support. Who does this responsibility fall to on a day to day basis? There doesn't seem to be a community liaison type position listed on your proposed organizational chart.
- Have the NBA and NHL confirmed that your design meets the criteria to host a team per their individual league standards?
- Is your plan to have Live Nation be the exclusive provider of musical programming should you win the bid?
- Does your projected sponsorship revenue number include the entire Seattle Center campus or just the Arena? How is the city compensated for sponsorship sales?