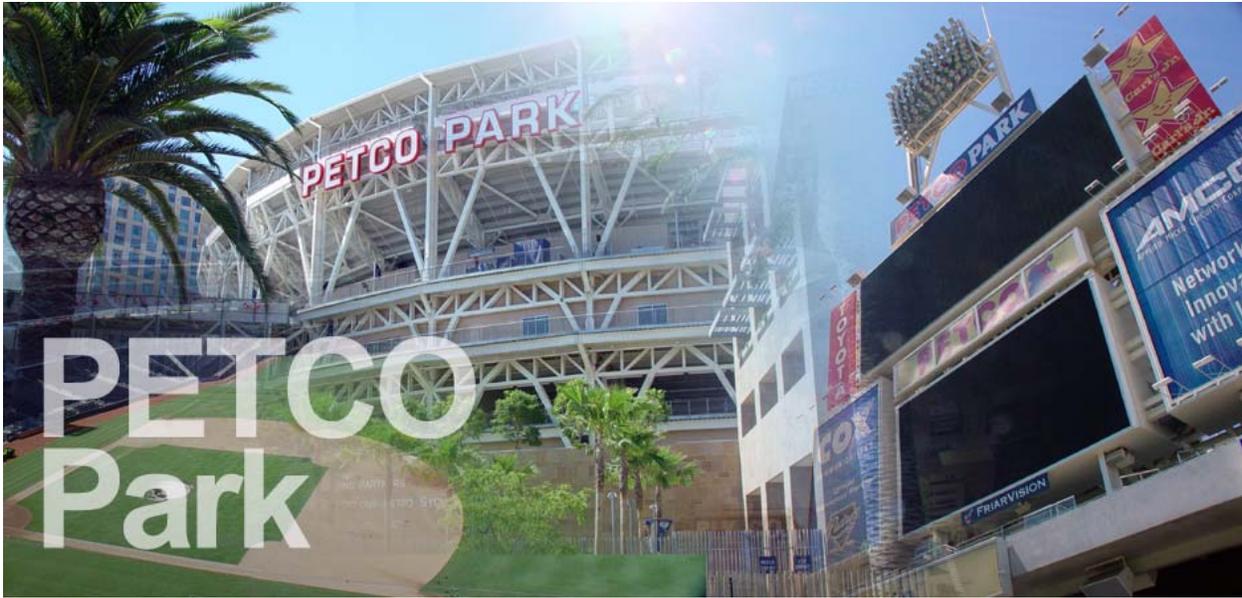


**PETCO Park**



**Page Intentionally Left Blank**



## Description

The PETCO Park management has the role of monitoring and maintaining the relationship between the City and the parties that use PETCO Park facilities, specifically the San Diego Padres Major League Baseball team. Management is also responsible for ensuring that both the City and the San Diego Padres comply with the contractual agreements set forth in the Joint Use and Management Agreement (JUMA).

In May 2012, the City Council approved a proposal to change the share of the City's revenues from non-baseball events from 70 percent City/30 percent Padres to 70 percent Padres/30 percent City. This provides an incentive for the Padres to conduct more special events and generate more revenue for the City. In exchange for the higher split, the Padres guarantee that the City will receive at least \$0.3 million in special event revenue annually and increase their annual payment into the Ballpark Capital Expenditure Fund from \$250,000 to \$1.0 million.

During Fiscal Year 2012, Special Event Revenue was greater than expected primarily as a result of the Sales and Marketing staff booking more events than originally projected. Actual Special Event revenue was \$136,025 more than was budgeted, a 68 percent increase. With the success in getting the Cavalia, an equestrian ballet, at PETCO (starting November 1, 2012), local businesses will enjoy a projected \$10.0 million in new revenue with 200 new jobs and 7,000 hotel room nights. On June 13, 2012, the Padres held the Cisco Systems Customer Appreciation Event. This was the largest non-Padre event ever held at PETCO both in terms of attendance and revenue.

The City expects the Special Event Revenue to continue to increase over the coming years due to both a perceived economic recovery on the horizon, as well as the continued efforts being made by the Sales and Marketing staff at PETCO.



**Page Intentionally Left Blank**

## Department Summary

	FY2011 Actual	FY2012 Budget	FY2013 Adopted	FY2012-2013 Change
Positions (Budgeted)	1.00	1.00	1.00	0.00
Personnel Expenditures	\$ 173,526	\$ 172,640	\$ 172,921	\$ 281
Non-Personnel Expenditures	16,566,881	17,188,968	17,293,388	104,420
<b>Total Department Expenditures</b>	<b>\$ 16,740,407</b>	<b>\$ 17,361,608</b>	<b>\$ 17,466,309</b>	<b>\$ 104,701</b>
<b>Total Department Revenue</b>	<b>\$ 15,798,492</b>	<b>\$ 18,260,280</b>	<b>\$ 17,397,100</b>	<b>\$ (863,180)</b>

## PETCO Park Fund

### Department Expenditures

	FY2011 Actual	FY2012 Budget	FY2013 Adopted	FY2012-2013 Change
PETCO Park	\$ 16,740,407	\$ 17,361,608	\$ 17,466,309	\$ 104,701
<b>Total</b>	<b>\$ 16,740,407</b>	<b>\$ 17,361,608</b>	<b>\$ 17,466,309</b>	<b>\$ 104,701</b>

### Department Personnel

	FY2011 Budget	FY2012 Budget	FY2013 Adopted	FY2012-2013 Change
PETCO Park	1.00	1.00	1.00	0.00
<b>Total</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>	<b>0.00</b>

### Significant Budget Adjustments

	FTE	Expenditures	Revenue
<b>Addition of Contract Expenditures</b> Addition of expenditures as a result of an increase in contractual obligations.	0.00	\$ 66,730	\$ -
<b>Non-Discretionary Adjustment</b> Adjustment to expenditure allocations that are determined outside of the department's direct control. These allocations are generally based on prior year expenditure trends and examples of these include utilities, insurance, and rent.	0.00	35,661	-
<b>Equipment/Support for Information Technology</b> Adjustment to expenditure allocations according to a zero-based annual review of information technology funding requirements and priority analyses.	0.00	2,029	-
<b>Salary and Benefit Adjustments</b> Adjustments to reflect the annualization of the Fiscal Year 2012 negotiated salary compensation schedule, changes to savings resulting from positions to be vacant for any period of the fiscal year, retirement contributions, retiree health contributions, and labor negotiation adjustments.	0.00	281	-
<b>Support for Safety and Maintenance of Visitor-Related Facilities</b> Support to reimburse the PETCO Park Fund for expenditures associated with the safety and maintenance of visitor-related facilities.	0.00	-	(340,000)

# PETCO Park

## Significant Budget Adjustments (Cont'd)

	FTE	Expenditures	Revenue
<b>Revised Revenue</b>	0.00	-	(523,180)
Adjustment to reflect Fiscal Year 2013 revenue projections.			
<b>Total</b>	<b>0.00</b>	<b>\$ 104,701</b>	<b>\$ (863,180)</b>

## Expenditures by Category

	FY2011 Actual	FY2012 Budget	FY2013 Adopted	FY2012-2013 Change
<b>PERSONNEL</b>				
Salaries and Wages	\$ 110,424	\$ 110,001	\$ 106,701	\$ (3,300)
Fringe Benefits	63,102	62,639	66,220	3,581
<b>PERSONNEL SUBTOTAL</b>	<b>\$ 173,526</b>	<b>\$ 172,640</b>	<b>\$ 172,921</b>	<b>\$ 281</b>
<b>NON-PERSONNEL</b>				
Supplies	\$ 86	\$ 5,890	\$ 5,890	\$ -
Contracts	5,268,559	5,715,887	5,782,617	66,730
Information Technology	1,983	129,369	167,473	38,104
Energy and Utilities	15,810	13,658	13,796	138
Other	1,610	-	197	197
Transfers Out	11,278,832	11,324,164	11,323,415	(749)
<b>NON-PERSONNEL SUBTOTAL</b>	<b>\$ 16,566,881</b>	<b>\$ 17,188,968</b>	<b>\$ 17,293,388</b>	<b>\$ 104,420</b>
<b>Total</b>	<b>\$ 16,740,407</b>	<b>\$ 17,361,608</b>	<b>\$ 17,466,309</b>	<b>\$ 104,701</b>

## Revenues by Category

	FY2011 Actual	FY2012 Budget	FY2013 Adopted	FY2012-2013 Change
Other Revenue	\$ 1,046,252	\$ 927,430	\$ 930,000	\$ 2,570
Rev from Money and Prop	933,990	1,170,850	945,850	(225,000)
Rev from Other Agencies	11,318,250	11,322,000	11,321,250	(750)
Transfers In	2,500,000	4,840,000	4,200,000	(640,000)
<b>Total</b>	<b>\$ 15,798,492</b>	<b>\$ 18,260,280</b>	<b>\$ 17,397,100</b>	<b>\$ (863,180)</b>

## Personnel Expenditures

Job Number	Job Title / Wages	FY2011 Budget	FY2012 Budget	FY2013 Adopted	Salary Range	Total
<b>Salaries and Wages</b>						
20001197	Assistant Stadium Manager	1.00	0.00	0.00	\$46,966 - \$172,744	\$ -
20001222	Program Manager	0.00	1.00	1.00	46,966 - 172,744	106,701
<b>Salaries and Wages Subtotal</b>		<b>1.00</b>	<b>1.00</b>	<b>1.00</b>		<b>\$ 106,701</b>

## Fringe Benefits

Employee Offset Savings	\$ 3,300
Flexible Benefits	7,701
Long-Term Disability	627
Medicare	1,595
Other Post-Employment Benefits	6,327
Retirement ARC	40,909
Risk Management Administration	1,042
Supplemental Pension Savings Plan	3,300
Unemployment Insurance	319

# PETCO Park

## Personnel Expenditures (Cont'd)

Job Number	Job Title / Wages	FY2011 Budget	FY2012 Budget	FY2013 Adopted	Salary Range	Total
	Workers' Compensation					1,100
<b>Fringe Benefits Subtotal</b>						<b>\$ 66,220</b>
<b>Total Personnel Expenditures</b>						<b>\$ 172,921</b>

# PETCO Park

## Revenue and Expense Statement (Non-General Fund)

PETCO Park Fund	FY2011 Actual	FY2012 <sup>*</sup> Budget	FY2013 Adopted
<b>BEGINNING BALANCE AND RESERVES</b>			
Balance from Prior Year	\$ 907,892	\$ 297,300	\$ 1,151,678
<b>TOTAL BALANCE AND RESERVES</b>	<b>\$ 907,892</b>	<b>\$ 297,300</b>	<b>\$ 1,151,678</b>
<b>REVENUE</b>			
Interest Earnings	\$ 45,074	\$ 400,000	\$ 50,000
Padres Rental Payment	570,850	570,850	570,850
Reimbursement from Padres for Police Services/Costs	1,046,252	927,430	930,000
Special Event Revenues	318,066	200,000	325,000
Transfer from Other Funds	2,500,000	4,840,000	4,200,000
Redevelopment Agency Loan Repayment	11,318,250	11,322,000	11,321,250
<b>TOTAL REVENUE</b>	<b>\$ 15,798,492</b>	<b>\$ 18,260,280</b>	<b>\$ 17,397,100</b>
<b>TOTAL BALANCE, RESERVES, AND REVENUE</b>	<b>\$ 16,706,384</b>	<b>\$ 18,557,580</b>	<b>\$ 18,548,778</b>
<b>OPERATING EXPENSE</b>			
Administrative (PE) and Project Costs	\$ 193,036	\$ 321,557	\$ 360,277
Debt Service Payment (Bond)	11,278,832	11,324,164	11,323,415
Landscaping Contract	77,265	75,710	77,980
Security Service Contract	13,500	13,500	15,000
Operations & Maintenance (JBOE Contract)	4,190,891	4,253,992	4,314,637
Police Services	986,883	1,372,685	1,375,000
<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 16,740,407</b>	<b>\$ 17,361,608</b>	<b>\$ 17,466,309</b>
<b>TOTAL EXPENSE</b>	<b>\$ 16,740,407</b>	<b>\$ 17,361,608</b>	<b>\$ 17,466,309</b>
<b>BALANCE</b>	<b>\$ (34,023)</b>	<b>\$ 1,195,972</b>	<b>\$ 1,082,469</b>
<b>TOTAL BALANCE, RESERVES, AND EXPENSE</b>	<b>\$ 16,706,384</b>	<b>\$ 18,557,580</b>	<b>\$ 18,548,778</b>

\* At the time of publication, audited financial statements for Fiscal Year 2012 were not available. Therefore, the Fiscal Year 2012 column reflects final budget amounts from the Fiscal Year 2012 Adopted Budget. As such, current fiscal year balances and reserves are estimates of carryover from the previous fiscal year.