Rabobank ARENA THEATER & CONVENTION CENTER

Projected Budget 2016-17

bright house NETWORKS AMPHITHEATRE

SAN JOAQUIN COMMUNITY HOSPITAL ICE CENTER OF BAKERSFIELD

Overview . . .

- 81 Rabobank Arena events with attendance of over 380,000
- 82 Rabobank Theater and Convention Center events with attendance over 95,390
- 8 Bright House Networks Amphitheatre events with attendance over 16,000
- Over 25,000 customers at the San Joaquin Community Hospital Ice Center
- Overall facilities attendance increased over 5%

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SAN JOAQUIN COMMUNITY HOSPITAL ICE CENTER OF BAKERSFIELD

Rabobank Arena, Theater & Convention Center highlights 2015-2016. . .

- Capacity crowds for Florida Georgia Line, Kevin Hart, Juan Gabriel, G-Eazy, and Chris Stapleton
- NHL Hockey returns to Bakersfield with LA Kings vs Arizona Coyotes exhibition game

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Bright House Networks Amphitheater highlights 2015-2016 . . .

- Improvements made to facility to allow for larger touring acts to perform
- Thanks to Council and City efforts, 4th of July celebration was held for 4th time at Amphitheatre and Park, with over 12,000 in attendance

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San Joaquin Community Hospital Ice Center highlights 2015-2016. . .

- Two Dragons teams, Squirt and Bantam level, made state finals
- Dragons to be re-branded as Junior Condors for next season
- Kern County Knights finished as runner-up in inaugural LA Kings High School Hockey League

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SAN JOAQUIN COMMUNITY HOSPITAL ICE CENTER OF BAKERSFIELD

Rabobank Arena
2015-2016 Events

WWE Live

Florida Georgia Line

Ringling Bros. Circus

LA Kings vs Coyotes

Old School Jam

Pepe Aguilar

Kevin Hart

Disney On Ice

PBR Velocity Tour

Juan Gabriel

Guns ‘n Hoses Boxing

Monster X Tour

Harlem Globetrotters

CIF State Wrestling Championships

G-Eazy

Roberto Tapia

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Rabobank Theater & Convention Center
2015-2016 Events

Dancing With The Stars
Espinoza Paz
Fifth Harmony
Baby and Child Expo
Gerardo Ortiz
Wild Kratts
J Balvin
Taste of Home Cooking Expo
Nutcracker Ballet
Disney Live

Healthy Kids Expo
The Producers
Valentine's Love Jam
La Arrolladora Banda El
Limon
Ragtime
Cage The Elephant
Slayer
Chris Stapleton
Aloha Cheer Competition

Sesame Street Live
Shen Yun 2015
Ramon Ayala
Celtic Woman
Adrian Uribe
Sesame Street Live
The Groove Summer Jam

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Bright House Networks Amphitheatre Events 2015-16

4th of July Celebration

Firefall

Gary Allan

Hotel California

Gospel Fest

Lynyrd Skynyrd

Ziggy Marley

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UPCOMING EVENTS

Rabobank Arena

Carrie Underwood	September 13
Chris Young	September 29
Ringling Bros. and Barnum & Bailey Circus	September 8-11
Bakersfield Condors	October - April
Disney on Ice	October 13-16
CIF Wrestling	March 3-4

Rabobank ARENA THEATER & CONVENTION CENTER

UPCOMING EVENTS

Rabobank Theater & Convention Center

K9 Competition	July 8-9
Chase Rice	July 21
Rockwell Automation Conference	August 29-Septmber 2
Rudolph The Red-nose Reindeer Musical	December 22
Annie	January 8
Cinderella The Musical	May 18

Rabobank ARENA THEATER & CONVENTION CENTER

UPCOMING EVENTS

Bright House Networks Amphitheatre

Kenny Rogers	July 1
4th of July Celebration*	July 4
UB40 with The Wailers	August 4
The Beach Boys	September 9

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SAN JOAQUIN COMMUNITY HOSPITAL ICE CENTER OF BAKERSFIELD

2015-2016 CAPITAL IMPROVEMENTS

The following capital improvements approved for 2015-16 have been completed:

- Condor Locker Room and Coaching Office Upgrade
- Dressing Room Relocation to Press Room
- Zamboni Purchased
- Acrylic Hockey Shielding
- Concession Dry Storage Area
- Press Room/Production Office Relocation
- Arena LED Sports Lighting Retrofit
- Theater Downlights LED Retrofit
- Exterior Downlight/Uplight LED Retrofit
- Ice Center Interior Painting

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TENANTS

Bakersfield Condors

- First year of AHL action in new Western Division
- 16 Condors spent time this year in the NHL
- Record was 29-28-9, Home record 17-13-4
- Just missed playoffs, finishing 5th of 7 in the Pacific Division
- Average regular season attendance: 5,195, up 9.7% from 2014-15

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TENANTS

Jam Theatricals

This was the 11th season for Jam Theatricals presentation of "Broadway in Bakersfield"

2015-16 Season

The Producers
Ragtime The Musical
Blue Man Group

2016-17 Season

Rudolph Musical
Annie
Cinderella The Musical

The Bakersfield Symphony Orchestra will also continue to call Rabobank Theater home in 2015-16, for the 41st straight year.

SUSTAINABILTY AND CONSERVATION

- Saved approximately 2,000,000 gallons of water since 2014
- Retro Commission Project (RCx)
  -- Assessment complete and moving forward on 6 separate measures saving approx. $26,000 annually on electrical consumption
- Theater LED Lighting Retrofit completed
  -- Past Theater Lighting – 52,650 watts
  -- Current LED Lighting – 7,709 watts
- 2015-2016 Monthly Recycling Diversion Rates from 21%-51% with extension recycling and composting program
- Only arena in State of California to be a Certified Recycling Collection Program
- Nominated for two Kern Green Awards for environmental practices
- America Recycles Day event collected 100,000 lbs of recyclable waste from community

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SPONSORSHIP SALES AND SUITES

Added sponsorship deals with AT&T, WA Thompson/Coors, Alta One Federal Credit Union, Bright House Networks, Budweiser, California Resources Corp, Motor City, Cleanwell and Toyota

at&t

W. A. Thompson, Inc.

AltaOne FEDERAL CREDIT UNION www.altaone.org

bright house NETWORKS

BUD LIGHT

CALIFORNIA RESOURCES CORPORATION

Motor City GMC

CleanWell™

TOYOTA

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SAN JOAQUIN COMMUNITY HOSPITAL ICE CENTER OF BAKERSFIELD

2016-2017
COMBINED PROPOSED BUDGET

Operating Income	$6,454,790
Operating Expenses	$6,836,784
Net Income/(Loss)	($381,994)
City Coverage	($381,994)

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SAN JOAQUIN COMMUNITY HOSPITAL ICE CENTER OF BAKERSFIELD

4 YEAR NET PROFIT (LOSS)

Fiscal Year Ended	Revenue	Expense	Net Loss	City Coverage	Net Loss Guarantee
2014	$6,327,492	($7,112,078)	($784,586)	$415,718	$368,868
2015	$6,924,306	($8,098,132)	($1,173,826)	$415,718	$758,108
2016*	$6,599,544	($7,424,965)	($825,421)	$415,718	$409,703
2017**	$6,454,790	($6,836,784)	($381,994)	$381,994	$0

City losses guaranteed never to exceed ($415,718) per year per City Agreement 013-028

*Forecasted
**Budgeted

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