



ADDENDUM III

SUBJECT: District Study, (RFP 26-034; RFx 6100019449), Scheduled to Close: March 2, 2026;
Date of Issue: January 16, 2026

FROM: Charisma Esparza
Procurement Administrator

DATE: February 20, 2026

**THIS NOTICE SHALL SERVE AS ADDENDUM NO. III - TO THE ABOVE REFERENCED
REQUEST FOR PROPOSALS**

QUESTIONS SUBMITTED IN ACCORDANCE WITH SECTION 011, RESTRICTIONS ON COMMUNICATION:

Question 1: What existing revenue and incentive mechanisms are already authorized or under consideration for the District (sales tax capture, venue-related assessments, TIRZ, PID, or other district-based tools), and where does the City anticipate policy or Council action may still be required to fully operationalize them?

Response: Please find available at the following link <https://www.sa.gov/Directory/Initiatives/Sports-Entertainment-District> public resources regarding the San Antonio Sports and Entertainment District.

Question 2: Does the City have preferred assumptions or baseline scenarios for modeling the cost of municipal services (public safety, EMS, transportation, sanitation, event operations) across varying event types and frequencies, or should the consultant establish scalable service models based on industry benchmarks?

Response: Data is available for current cost of services for major events and is maintained by the respective Departments. Upon award of a contract, the City will make available and provide access to the respective City Departments that provide services in support of major events. Cost of services should be developed on a gross basis and not net of any new or additional revenue identified as a part of this engagement.

Question 3: As new revenue opportunities are evaluated, does the City have guiding principles regarding the balance between District-specific reinvestment and contributions to the General Fund, particularly as it relates to long-term fiscal sustainability?

Response: Please find available at the following link <https://www.sa.gov/Directory/Initiatives/Sports-Entertainment-District> public resources regarding the San Antonio Sports and Entertainment District.

- Question 4: How does the City anticipate using the study outputs to inform negotiations with anchor partners (including the Spurs and other venue operators), and are there specific decision points or policy thresholds the analysis should be designed to support?
Response: The analysis should not be tailored to negotiations and should focus on the cost of services to support the District and new revenue opportunities as outlined in the scope of work.
- Question 5: Beyond fiscal impacts, are there defined socio-economic priorities the City would like the analysis to explicitly measure or frame, such as workforce access, small business participation, housing linkage strategies, or neighborhood connectivity (ex. land bridge) to support broader City objectives?
Response: Scope of Services should be limited to the requested services in Section 004 of the RFP.
- Question 6: The RFP states the intention to build “potentially a new NBA arena for the San Antonio Spurs.” Should we assume that there will be a new arena planned for the purposes of our proposal? When will this be confirmed/voted upon?
Response: Please refer to the section 004 – Scope of Services in the RFP. “The study will take into consideration the wide range of potential activity occurring within the District. Given the number of venues, the activity and number of attendees in the District could range significantly from a single event to several large events occurring at the same time. Through this study, the City seeks to develop a cost of services model that is scalable taking into consideration the level of activity occurring on any given day.” This should include a potentially new NBA Arena for the San Antonio Spurs.
- Question 7: To what extent will you seek hands-on project management support and coordination with local stakeholders beyond the initial phase of strategic thinking and design?
Response: Scope of Services should be limited to the requested services in Section 004 of the RFP
- Question 8: To what extent are you interested in exploring key enablers and considerations to support the overall project (e.g., sustainability, risk mitigation efforts) beyond cost/revenue considerations?
Response: Scope of Services should be limited to the requested services in Section 004 of the RFP
- Question 9: Do you have a preferred timeline and/or budget in mind? Are there any key dependencies and/or milestones we should be aware of?
Response: This project was anticipated to cost approximately \$350,000 with approval of a contract by City Council in April with draft finding and report delivered by June/July 2026.
- Question 10: Who is expected to be part of the core steering committee throughout the engagement?
Response: The individuals responsible for the oversight of this contract and work product will be the Chief of Financial and Administrative Services and Chief Financial Officer.



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