
**CITY OF SAN ANTONIO
CONVENTION & VISITORS BUREAU
INTERDEPARTMENTAL CORRESPONDENCE**

TO: Mayor and City Council

THROUGH: Terry M. Brechtel, City Manager

CC: Roland A. Lozano, Assistant to the City Manager

FROM: Dale Lockett, Acting Director
Convention & Visitors Bureau

SUBJECT: Authorizing: Execution of Professional Service Agreement with the San Antonio Sports Foundation for \$150,000; Execution of Professional Service Agreement with the San Antonio Sports Foundation for \$350,000; and Execution of 2nd Amendment to a professional services contract with the San Antonio Sports Foundation.

February 6, 2003

SUMMARY AND RECOMMENDATIONS:

This ordinance authorizes:

- A. the execution of a one-year professional services agreement, in an amount not to exceed \$150,000.00, with the San Antonio Sports Foundation to support the solicitation of amateur regional, national, and international sporting events, and conventions and meetings of sports-related associations;
- B. the execution of a one-year professional services agreement with the San Antonio Sports Foundation in the amount of \$350,000, previously allocated from the Pan American Games reserve, and represents the initial year of a three year commitment to the SASF contingent upon funding availability, for hosting obligations, site inspections and bid fees in order to secure amateur regional, national, and international sporting events, conventions and meetings of sport-related associations for San Antonio; and
- C. the execution of a second amendment to a professional services contract with the San Antonio Sports Foundation to provide an additional \$100,000.00 for bid related expenditures associated with the solicitation of the 2007 Pan American Games to San Antonio; appropriates funds; and provides for payment.

Staff recommends approval.

BACKGROUND:

The San Antonio Sports Foundation, through its members, has worked aggressively on establishing San Antonio as a premier host city for sporting events. As evidence to their success, the City has experienced several major sporting events.

The list of last year's events includes Big 12 Women's Soccer Tournament, NACAC Track and Field Championships, Roundball Ruckus, Sport Conference of the Americas, and the 2002 Women's Final Four, which set record breaking attendance at the Alamodome.

Events in upcoming years include the 2003 NCAA Men's South Regional and 2004 Men's Final Four Championship Basketball tournaments. Currently, the SASF is bidding for future Final Four Championships for 2008, 2009, 2010 and 2011.

Over the past several years, the City has contracted with the San Antonio Sports Foundation to assist in bringing sport-related events to San Antonio. The FY 2002-03 adopted budget allocated \$150,000 for the recurring program in the current fiscal year.

As part of the FY 2002-03 adopted budget, City Council re-allocated \$350,000 from the Pan American Games reserve to the San Antonio Sports Foundation to assist in their efforts in securing amateur international and regional competitive sporting events, conventions, and meetings of sport-related associations. The \$350,000 represents the initial year of a three-year commitment to the SASF, contingent upon funding availability.

Additionally, this ordinance provides funding for the 2007 Pan American Games Bid for additional unforeseen expenditures associated to the solicitation of the Games for San Antonio. The contract was originally authorized on November 15, 2001 for \$250,000; and was amended on August 22, 2002 in the amount of \$150,000. This ordinance will increase the total, to date, authorized for this professional service contract to \$500,000 and covers the final expenses incurred by the SASF for the Pan American Games solicitation.

POLICY ANALYSIS:

There are several "showcase" sporting events held both in America and abroad. These events offer an opportunity for excellent exposure to a community. Events such as the Final Four positively impact our economy through direct visitor expenditures as well as indirect. Events of this magnitude facilitate and encourage other sporting and non-sporting organizations to consider our city as an option for their own meeting needs.

The annual agreement provides a service to the city that would otherwise need to be met by city staff at an additional cost. For example, the SASF as a private entity can act as guarantor for attendance to transient events which are produced by not for profit organizations.

Additionally, approval of the \$100,000 to cover the remaining bid related expenditures resulting from the solicitation of the 2007 Pan American Games will be a continuation of council policy to support previously approved funds for the 2007 Pan American Games Bid.

FINANCIAL IMPACT:

This ordinance allows for 1) a professional services agreement with the SASF through September 30, 2003 in an amount not to exceed \$150,000 stipulating the use of funds under "Allowable Expenses" such as administrative costs, professional fees, bid fees and salaries; 2) a professional services agreement with the San Antonio Sports Foundation through September 30, 2003 in an amount not to exceed \$350,000, with funds derived from the Pan American Games re-allocation, representing the first year of a three-year commitment to the SASF contingent upon funding availability, stipulating the use of funds under "Allowable Expenses" as those directly related to the solicitation and the securing of events including bid fees, site visits, hosting obligations, marketing, consultants and professional services, excluding salaries and other administrative costs; and 3) a second amendment to a professional services contract in the amount not to exceed

\$100,000 for expenses incurred towards the Pan American Games Bid, stipulating the use of funds under "Allowable Expenses" such as bid fees, site visits, administrative costs and professional fees. The \$100,000 is derived from the remaining funds previously designated for the opening of the Convention Center and were carried forward from FY 2002.

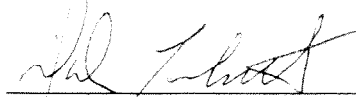
This Agreement is funded fully through the Hotel Occupancy Tax Fund and therefore has no impact on the City's General Fund.

COORDINATION:

This item has been coordinated through the City Attorney's office and the Convention and Visitors Bureau.

SUPPLEMENTAL COMMENTS:

A Discretionary Contract Disclosure Form has been completed and is attached.

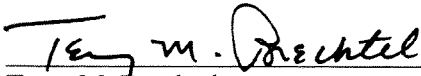


Dale Lockett, Acting Director
Convention & Visitors Bureau

Approved:



Roland A. Lozano
Assistant to the City Manager



Terry M. Brechtel
City Manager

City of San Antonio Discretionary Contracts Disclosure*

For use of this form, see City of San Antonio Ethics Code, Part D, Sections 1&2

Attach additional sheets if space provided is not sufficient.

State "Not Applicable" for questions that do not apply.

* This form is required to be supplemented in the event there is any change in the information under (1), (2), or (3) below, before the discretionary contract is the subject of council action, and no later than five (5) business days after any change about which information is required to be filed.

Disclosure of Parties, Owners, and Closely Related Persons

For the purpose of assisting the city in the enforcement of provisions contained in the City Charter and the code of ethics, an individual or business entity seeking a discretionary contract from the city is required to disclose in connection with a proposal for a discretionary contract:

(1) the identity of any individual who would be a party to the discretionary contract;

NA

(2) the identity of any business entity that would be a party to the discretionary contract, and the name of:

(A) any individual or business entity that would be a subcontractor on the discretionary contract;

NA

(B) any individual or business entity that is known to be a partner, or a parent or subsidiary business entity, of any individual or business entity who would be a party to the discretionary contract;

NA

(3) the identity of any lobbyist or public relations firm employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a party to the discretionary contract;

NA

¹ A business entity means a sole proprietorship, partnership, firm, corporation, holding company, joint-stock company, receivership, trust, unincorporated association, or any other entity recognized by law.

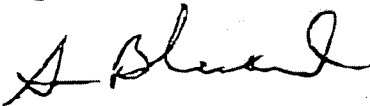
Political Contributions

Any individual or business entity seeking a discretionary contract from the city must disclose in connection with a proposal for a discretionary contract all political contributions totaling one hundred dollars (\$100) or more within the past twenty-four (24) months made directly or indirectly to any current or former member of City Council, any candidate for City Council, or to any political action committee that contributes to City Council elections, by any individual or business entity whose identity must be disclosed under (1), (2) or (3) above. Indirect contributions by an individual include, but are not limited to, contributions made by the individual's spouse, whether statutory or common-law. Indirect contributions by an entity include, but are not limited to, contributions made through the officers, owners, attorneys, or registered lobbyists of the entity.

To Whom Made:	Amount:	Date of Contribution:
NA		

Disclosures in Proposals

Any individual or business entity seeking a discretionary contract with the city shall disclose any known facts which reasonably understood, raise a question² as to whether any city official or employee would violate Section 1 of Part B, (Improper Economic Benefit), by participating in official action relating to the discretionary contract.

NA		
Signature: 	Title: <i>Ex Director</i> Company: <i>San Antonio Sports Pk</i>	Date: <i>1/31/03</i>

² For purposes of this rule, facts are "reasonably understood" to "raise a question" about the appropriateness of official action if a disinterested person would conclude that the facts, if true, require recusal or require careful consideration of whether or not recusal is required.