A nighttime aerial view of San Francisco, showing the city skyline with illuminated buildings, the waterfront, and the Golden Gate Bridge in the distance. The text is overlaid on the left side of the image.

Proposed FY2022-23 Monthly Rental Rate Schedule, Monthly Parking Stall Rates, and Special Events

“Parameter Rates”

Item 11C - Informational Presentation

July 12, 2022

Presented By: Rebecca Benassini



Outline

- Framework & Background
- Parameter Rates Process & Market Context
- Port's property & performance
- Recommended Rates
 - Same
 - Different
 - New
- Proposed changes to delegations
- Next steps



Framework for Rate Resetting

▪ **Portfolio Management**

Rental rate schedule - one of several Port Commission directives and policies to address real property agreements, in accordance with the Port's mission to manage and steward the Port's diverse real estate portfolio.

▪ **Delegated authority, subject to Parameter Rates**

Since 1993, the Port Commission delegated authority to the Executive Director to approve property agreements, provided that the terms of these agreements conform to certain minimum parameter terms of the Port's leasing policies.

Background – Parameter & Other Rates

All land and water-use rates are comprised of:

- Parameter rate schedule
- Landing fee schedule
- South Beach Harbor rates
- Fisherman's Wharf Harbor rates
- Port's tariff

Parameter Rates Process

- Data Review
 - Third Party Consultant Market Overview and Rate Review
 - Keyser Marston & Maven Commercial
 - Commercial Real Estate Market Sector Data
 - 7 Office Market Reports
 - 5 Industrial Market Reports
 - ~30 Local Parking Operations
 - Several harbors
- Port-specific context
 - Port Leasing Activity
 - Review of YTD Port Leasing Activity
- Rates review & leasing tactics
 - Consultant's proposals
 - Internal review with property managers, development project managers, maritime managers
- Propose rates

Market Context

Office

- 21.9% vacancy - 18 million sq.ft. vacant
- Office rates flat, 14% below pre-pandemic levels
- Tenants seeking best lease and rent packages
- Subleases make up 38.5% of new leases
- Landlords upgrading & adding amenities to older buildings

Industrial

- San Francisco/San Mateo County industrial market - relatively strong during the pandemic.
- Logistics generally (including key last-mile logistics tenants) comprise 50% of market

Hospitality

- Since 2020, hotel occupancy rates exceed 70%.
- San Francisco lags MSAs like LA, Denver, Boston, NYC in recovery of domestic and international air travel.

HOW FAR HAVE WE COME SINCE MARCH 2020?

BART Bart Ridership (Montgomery Station)

Wednesday May 22 2019	46,813	
Wednesday May 20, 2020	2,008	4.3%
Wednesday May 19, 2021	4,923	10.5%
Wednesday May 18, 2022	12,066	25.8%
April 2022 Overall Average		32.0%

Source: Bay Area Rapid Transit

Hotel Occupancy

May 2019	87.1%
May 2020	19.2%
May 2021	25.4%
May 2022	58.4%

Source: STR

Bay Bridge Traffic

April 2020	54.0%
April 2021	90.0%
April 2022	88.0%

Source: Bay Area Council Economic Institute

Cal Train

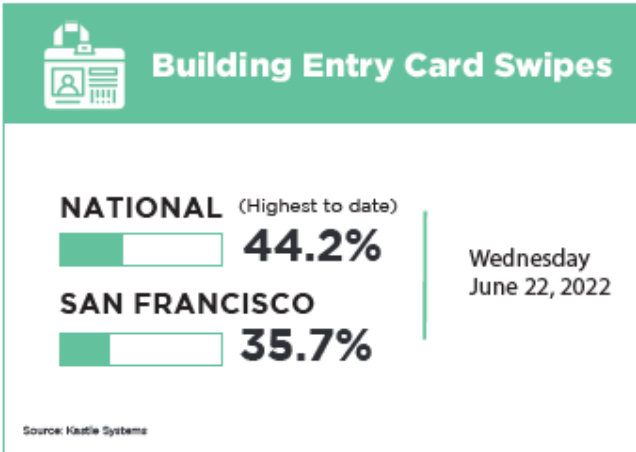
April 2020	6.0%
April 2021	7.0%
April 2022	19.0%

Source: Bay Area Council Economic Institute

Unemployment Rate

	April 2019	April 2020	April 2021	April 2022
San Francisco	2.4%	13.5%	6.4%	2.5%
NATIONAL	3.6%	14.7%	6.0%	3.6%

Source: U.S Bureau of Labor Statistics



Tourism/Visitors

2019 (Historical High)	26.2 Million
2020	11.8 Million
2021	14.8 Million

Source: SF Travel

Seated Diners

Name	Saturday, March 21, 2020	Saturday, March 20, 2021	Saturday, March 19, 2022	Saturday, June 4, 2022
San Francisco	-100.00%	-69.30%	-39.95%	-45.13%
Chicago	-100.00%	-35.44%	-21.35%	-22.59%
New York	-100.00%	-63.29%	-33.77%	-32.71%
California	-100.00%	-27.49%	-1.15%	-1.74%
Illinois	-100.00%	-33.45%	-20.06%	-20.94%
New York	-100.00%	-48.03%	-24.47%	-20.05%
Texas	-100.00%	16.57%	26.66%	21.99%
United States	-99.90%	-19.92%	-0.67%	-0.98%

Port's Property & Performance

- 400K sq.ft. office across 20+ office buildings – 14.5% vacant
- 1.6M sq.ft. shed & industrial space – 25% vacant
- 15.6M sq.ft. master, land, submerged, & parking leases – 5.8% vacant

Portfolio	Vacancy Rate FY19	Vacancy Rate 1/1/21	Vacancy Rate 1/1/22
Fisherman's Wharf	0.9%	4.5%	0.1%
Northeast Waterfront	16.0%	11.6%	15.3%
Ferry Plaza / South Beach	3.0%	7.9%	14.3%
China Basin / Central Basin	17.4%	24.6%	16.0%
Southern Waterfront	2.2%	2.6%	2.7%
Total	5.8%	7.2%	6.7%

2020 Rate not tracked

Recommended Rates

115 rental rates in Rate schedule



50% of rates proposed for increase



40% of rates proposed to remain same



10% of rates proposed for decrease

Delegated Authority:

Lease Term

Up to 5 Years

Total Lease Value

Up to \$1 Million

Rental Rate

Parameter Rates

Leasing Form

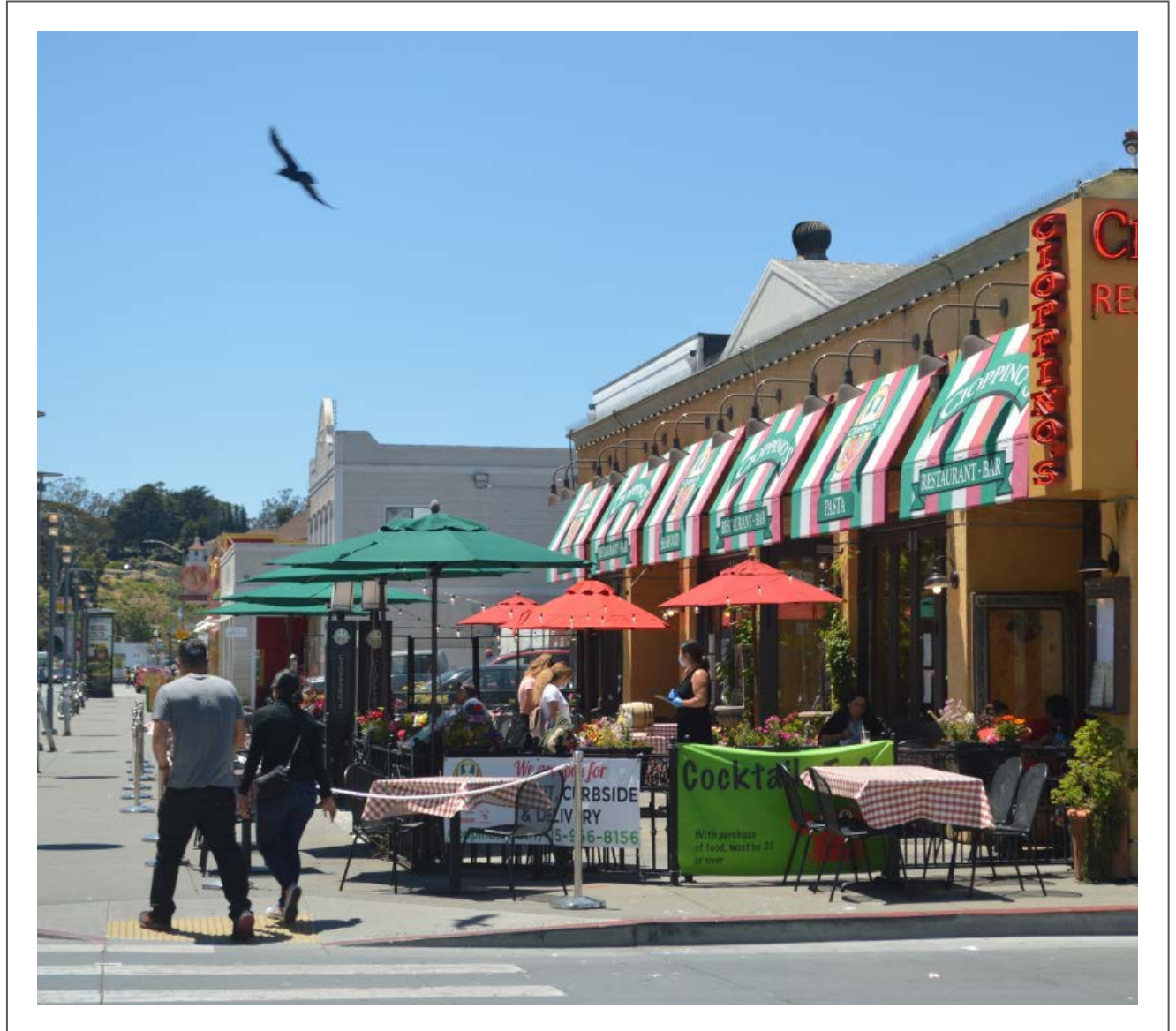
Boilerplate Lease

Recommended Rates

- Low vacancy, demand, limited barriers to leasing, or market trends increasing – **Rates increase**
 - Agricultural Building, 401 TFB, Pier 50 bulkhead, 501 Cesar Chavez, Piers 45 & 47, Pier 96 M&R, cell sites, land rates
- Vacancies & difficulty matching space to tenants – **Keep rates same**
 - Piers 9, 19, 23, 29, 31, 33, 28, 50
 - 696 Amador, Pier 96 Admin building
- Vacancies or fully vacant building, reclassified – **Rates decrease**
 - Piers 35, 26, 28, 40,
 - 409 Jefferson, Beltline Bldg, 601 Cesar Chavez

New Rates

- Sidewalk rates for Port tenants w/percentage rent leases
- Pier 40 maritime-serving businesses
 - Water recreation, marine chandlery, other maritime support services, or OCII-selected visitor-serving tenants – Will be updated each year
- Airspace rights
- Small outdoor classes



Leasing Tactics – Office: Soft Market

- Cannot offer tools in marketplace like: TI allowance, full furnishings, upgraded facilities
- Can offer: incentives for longer-term leases and Termination right for tenant-fleixbility
- Keep Long-standing incentives (paint & carpet, 1 month free rent/yr lease)
- Recommended Incentives
 - 3-yr or 4 yr lease ramp up (70/80/100%; or 70/80/90/100% of parameter rate)
 - Termination right, for a fee equal to:
 - 1 month rent x yrs remaining on lease +
 - Unamortized leasing incentives +
 - Reimbursement of Port's costs for processing the termination.

Leasing Tactics

- Continue Excess Rent sharing (not less than 50% to Port)
 - Allowed in 2021; 1 agreement signed since then
 - Good option for Port & tenants, rather than termination
- Continue Maritime Triple Threat, with edit
 - Existing tenants and new maritime tenants
 - Lease must include three out of the four of: office, shed, apron, submerged land
 - Port staff may then offer:
 - office portion of lease not less than 75% of parameter office rate, +3%/yr
 - If tenant leases all 4 uses, submerged land may be offered along with the apron, for no additional charge to facilitate the intended water-dependent use.

Proposed Changes in Delegations

- Outdoor dining – Not a retail opportunity
- Development – utilities & improvements in streets & sidewalks
- Routine lease agreements – include in delegated authority
- Cease reporting of consents and assignments
- Continuity of leases in negotiation



Special Events

- Context: Must charge FMV, however, not a key revenue source, but activation tool
 - Sept 2021 – June 2022: \$72.7K in special event license fees
 - FY 2019 – revenues were \$207K
- Most fees increased 10%-35%
- More size-segments for each event type, by # of attendees



Special Events

	Non-Profit Events	NEW! Diversity & Equity Events	NEW! Pop Up RFQ
Event Qualifications	Fundraising event to benefit the nonprofit Open to the public	Benefits communities of color or marginalized communities Open to the public	Interim activations like cultural events, F&B food, retail, athletic art, & performances Open to the public
Sponsor Qualification	SF-based and Annual budgets <\$2M/yr and:		
	501 (c)(3)	Mission or event goals aligned w/community serving	Named a Port Qualified Operator
License Fees	Fee Reduction – 25% off license fee	Fee Waivers up to \$7K/event and \$60K/ FY and 12 events/yr. Fee Reduction – 50% off license fee beyond 12 events	Fee Reduction – 25% off license fee

NEXT STEPS

Today
Q&A

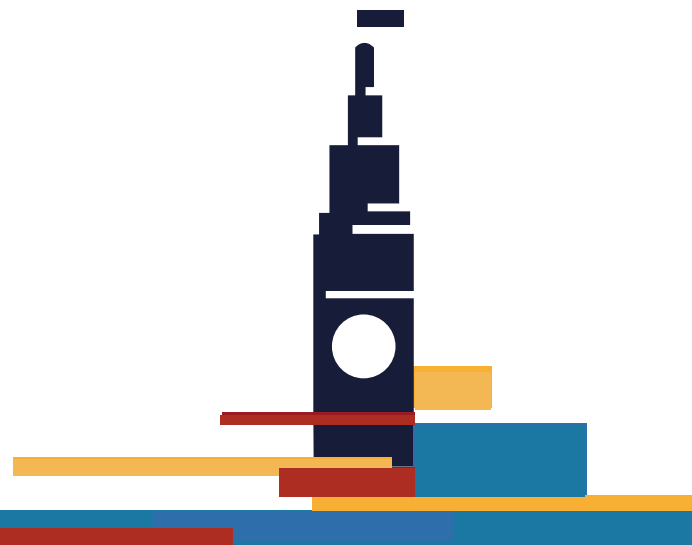
August 9
Request Port Commission
Approval

September 1
Rates in effect



Reference Tables, if Required

Item 11C



Full Service Office - Class B Rates		FY 2022/23			
Sub-Area	Location Type	Monthly Rental Rate		Monthly Net Eff. Rental	
		Range PSF		Range PSF*	
NE Waterfront	Roundhouse Plaza-RH 2	\$ 4.25	- \$ 4.89	\$ 3.45	- \$ 3.97

Full Service Office - Class C Rates		FY 2022/23			
Sub-Area	Location Type	Monthly Rental Rate		Monthly Net Eff. Rental	
		Range PSF		Range PSF*	
Ferry Plaza	Ag. Building Interior	\$ 1.75	- \$ 2.00	\$ 1.42	- \$ 1.63
Ferry Plaza	Ag. Building Window	\$ 3.75	- \$ 4.05	\$ 3.05	- \$ 3.29
China Basin	401 Terry Francois	\$ 3.60	- \$ 4.05	\$ 2.93	- \$ 3.29
Southern Waterfront	501 Cesar Chavez	\$ 1.60	- \$ 2.00	\$ 1.30	- \$ 1.63

Office NNN - Class B Rates		FY 2022/23			
Sub-Area	Location	Monthly Rental Rate		Monthly Net Eff. Rental	
		Range PSF		Range PSF*	
NE Waterfront	Roundhouse Plaza-RH 1	\$ 4.00	- \$ 4.65	\$ 3.25	- \$ 3.78
NE Waterfront	Pier 33 ½ North	\$ 3.50	- \$ 4.05	\$ 2.84	- \$ 3.29
NE Waterfront	Pier 33 Bulkhead Bldg.	\$ 3.25	- \$ 3.75	\$ 2.64	- \$ 3.05
NE Waterfront	Pier 35 Bulkhead Bldg.	\$ 3.50	- \$ 4.05	\$ 2.84	- \$ 3.29
NE Waterfront	Pier 9 Bulkhead Bldg.	\$ 4.25	- \$ 4.90	\$ 3.45	- \$ 3.98
NE Waterfront	Pier 9 Pier Office	\$ 4.25	- \$ 4.90	\$ 3.45	- \$ 3.98
South Beach	Pier 26 Annex Bldg.	\$ 3.25	- \$ 3.75	\$ 2.64	- \$ 3.05

Office NNN - Class C Rates		FY 2022/23			
Sub-Area	Location	Monthly Rental Rate Range PSF		Monthly Net Eff. Rental Range PSF*	
Fishermen's Wharf	490 Jefferson St.	\$ 3.00	- \$ 3.50	\$ 2.44	- \$ 2.84
NE Waterfront	Pier 29 ½	\$ 2.00	- \$ 2.75	\$ 1.63	- \$ 2.23
NE Waterfront	Pier 29 Annex "Beltline" Bldg	\$ 2.25	- \$ 2.75	\$ 1.83	- \$ 2.23
NE Waterfront	Pier 35 Interior Office	\$ 2.25	- \$ 2.75	\$ 1.83	- \$ 2.23
NE Waterfront	Pier 23 Bulkhead Bldg.	\$ 2.00	- \$ 2.50	\$ 1.63	- \$ 2.03
South Beach	Pier 28 Bulkhead Bldg.	\$ 2.75	- \$ 3.15	\$ 2.23	- \$ 2.56
China Basin	Pier 54 Office	\$ 1.95	- \$ 2.50	\$ 1.58	- \$ 2.03
Pier	Pier 70, Building 11	\$ 1.20	- \$ 1.50	\$ 0.98	- \$ 1.22
China Basin	Pier 50 Bulkhead Bldg.	\$ 3.40	- \$ 4.00	\$ 2.76	- \$ 3.25
Southern Waterfront	601 Cesar Chavez	\$ 1.30	- \$ 1.50	\$ 1.06	- \$ 1.22
Southern Waterfront	671 Illinois St.	\$ 1.00	- \$ 1.25	\$ 0.81	- \$ 1.02
Southern Waterfront	696 Amador	\$ 1.35	- \$ 1.55	\$ 1.10	- \$ 1.26
Southern Waterfront	Pier 96 Admin. Bldg.	\$ 1.50	- \$ 1.73	\$ 1.22	- \$ 1.41

Office Storage Rates		FY 2022/23			
Sub-Area	Location Type	Monthly Rental Rate Range PSF		Monthly Net Eff. Rental Range PSF*	
Portwide	Office Storage	\$ 2.00	\$ 2.55	\$ 1.63	- \$ 2.07

Pier and Shed Rates		FY 2022/23			
Sub-Area	Location	Monthly Rental Rate Range PSF		Monthly Net Eff. Rental Range PSF*	
Fisherman's Wharf	Pier 47	\$ 1.65	- \$ 1.85	\$ 1.50	- \$ 1.68
Fisherman's Wharf	Pier 45	\$ 1.65	- \$ 1.85	\$ 1.50	- \$ 1.68
Northeast Waterfront	Pier 35	\$ 1.60	- \$ 1.80	\$ 1.46	- \$ 1.64
Northeast Waterfront	Pier 33	\$ 1.60	- \$ 1.80	\$ 1.46	- \$ 1.64
Northeast Waterfront	Pier 31	\$ 1.65	- \$ 1.85	\$ 1.50	- \$ 1.68
Northeast Waterfront	Pier 29	\$ 1.65	- \$ 1.85	\$ 1.50	- \$ 1.68
Northeast Waterfront	Pier 23	\$ 1.65	- \$ 1.85	\$ 1.50	- \$ 1.68
Northeast Waterfront	Pier 19	\$ 1.65	- \$ 1.85	\$ 1.50	- \$ 1.68
Northeast Waterfront	Pier 9	\$ 1.75	- \$ 1.95	\$ 1.59	- \$ 1.77
South Beach	Pier 24 Annex	\$ 3.40	- \$ 3.75	\$ 3.09	- \$ 3.41
South Beach	Pier 26	\$ 1.70	- \$ 1.80	\$ 1.55	- \$ 1.64
South Beach	Pier 28	\$ 1.70	- \$ 1.80	\$ 1.55	- \$ 1.64
South Beach	Pier 40	\$ 1.65	- \$ 1.85	\$ 1.50	- \$ 1.68
South Beach	Pier 40-Maritime-serving tenants ¹	\$ 1.10	- \$ 1.50	\$ 1.00	- \$ 1.37
China Basin	Pier 50	\$ 1.75	- \$ 1.95	\$ 1.59	- \$ 1.77
China Basin	Pier 54 Shed	\$ 0.75	- \$ 1.25	\$ 0.68	- \$ 1.14
China Basin	Seawall Lot 343	\$ 1.30	- \$ 1.45	\$ 1.18	- \$ 1.32
China Basin	Seawall Lot 345	\$ 1.30	- \$ 1.45	\$ 1.18	- \$ 1.32
Southern Waterfront	Pier 70 Shipyard Office Trailers	\$ 1.30	- \$ 1.75	\$ 1.18	- \$ 1.59
Southern Waterfront	Pier 70 Building 36	\$ 1.20	- \$ 1.40	\$ 1.09	- \$ 1.27
Southern Waterfront	Seawall Lot 349 (same as noonan=office, delete?)	\$ 1.20	- \$ 1.40	\$ 1.09	- \$ 1.27
Southern Waterfront	Pier 80	\$ 1.25	- \$ 1.40	\$ 1.14	- \$ 1.27
Southern Waterfront	Seawall Lot 354	\$ 1.25	- \$ 1.40	\$ 1.14	- \$ 1.27
Southern Waterfront	Pier 90	\$ 1.10	- \$ 1.20	\$ 1.00	- \$ 1.09
Southern Waterfront	Pier 92	\$ 1.10	- \$ 1.20	\$ 1.00	- \$ 1.09
Southern Waterfront	Seawall Lot 352	\$ 1.25	- \$ 1.40	\$ 1.14	- \$ 1.27
Southern Waterfront	Seawall Lot 344	\$ 1.25	- \$ 1.40	\$ 1.14	- \$ 1.27
Southern Waterfront	Pier 96 - M&R Building	\$ 1.30	- \$ 1.40	\$ 1.18	- \$ 1.27
Southern Waterfront	Fmr. RR ROW-Fac # 6019	\$ 0.75	- \$ 0.83	\$ 0.68	- \$ 0.76

Open Land, Pier and Airspace Rates		FY 2022/23			
Sub-Area	Location Type	Monthly Rental Rate Range PSF		Monthly Net Eff. Rental Range PSF	
Open Land	Improved Land & Sidewalk (including outdoor dining)	\$ 0.85	- \$ 0.94	\$ 0.77	- \$ 0.86
Open Land	Sidewalk & Land for Port Percentage Rent tenants (largely outdoor dining) ³	\$ 0.45	- \$ 0.85	\$ 0.41	- \$ 0.77
Open Land	Pedicab, rate per pedicab	\$ 30.00	per cab per month		
Open Land	Paved Land	\$ 0.55	\$ 0.75	\$ 0.50	- \$ 0.68
Open Land	Unpaved Land	\$ 0.40	\$ 0.50	\$ 0.36	- \$ 0.46
Open Land	Un/ & Paved Land w/ Industrial Power Capacity	+0.20	+0.40	\$ 0.18	- \$ 0.36
Open Land	Subterranean Land	\$ 0.19	\$ 0.21	\$ 0.17	- \$ 0.19
Open Land	Submerged Land	\$ 0.19	\$ 0.21	\$ 0.17	- \$ 0.19
Open Land & Pier	Airspace (signage, overhangs)	\$ 0.40	- \$ 0.50	\$ 0.36	- \$ 0.46
Open Pier	Open Pier Space	\$ 0.40	\$ 0.44	\$ 0.36	- \$ 0.40
Open Pier	Apron Space	\$ 0.40	\$ 0.44	\$ 0.36	- \$ 0.40
China Basin	Pier 54 - apron	\$ 0.15	- \$ 0.25	\$ 0.14	- \$ 0.23

¹ Includes businesses with the following characteristics at Pier 40 only: water recreation, marine chandlery, and other maritime support services.

² Only applies to Port tenants with percentage rent leases where Port receives a portion of the sales on the sidewalk under the lease.

*Assumes 2 year lease with 2 months rent abatement.

Fish Processing & Wholesale Industry Rates		FY 2022/23					
Sub-Area	Location Type	Monthly Rental Rate Range			Monthly Net Eff. Rental Range PSF		
		PSF			Range PSF		
Fisherman's Wharf	Pier 45 2nd Fl Mezz.	\$ 1.15	-	\$ 1.27	\$1.04	-	\$1.14
Fisherman's Wharf	Pier 45 Office 1st Fl Office	\$ 1.40	-	\$ 1.54	\$1.26	-	\$1.39
Fisherman's Wharf	Pier 45 Shed	\$ 1.50	-	\$ 1.75	\$1.17	-	\$1.29
Fisherman's Wharf	Second floor warehouse	\$ 0.80	-	\$ 0.88	\$0.72	-	\$0.79
Fisherman's Wharf	SWL 302	\$ 1.30	-	\$ 1.43	\$1.17	-	\$1.29
Northeast Waterfront	Pier 33	\$ 1.50	-	\$ 1.65	\$1.35	-	\$1.49

Fishing Gear Storage Rates		FY 2022/23					
Sub-Area	Location Type	Monthly Rental Rate Range			Monthly Net Eff. Rental		
		PSF			Range PSF		
Portwide	Berthholders	\$ 0.55	-	\$ 0.61	\$ 0.50	-	\$ 0.54
Portwide	Non-Berthholders	\$ 1.65	-	\$ 1.82	\$ 1.49	-	\$ 1.63

Pier 40 Storage Locker Rates		FY 2022/23			
Sub-Area	Location Type	Base Rent			
South Beach	Pier 40 Lockers	\$ 100.00	Per Month per Locker		

Telecommunications Site Rates		FY 2022/23			
Sub-Area	Location Type	Base Rent			
Portwide	Fixed Telecom Site	\$ 6,750.00	-	\$ 7,000.00	Per Month
Portwide	Small Cell Site	\$ 1,200.00	-	\$ 3,000.00	Per Month
Portwide	Temporary Telecom Site	\$ 500.00	Per Day		

Parking Stall Permit Rates		FY 2022/23		
Facility	Stall Type	Pre-Tax	Parking Tax	Stall Rent
Agriculture Building	Building Tenant	\$ 360.00	\$ 90.00	\$ 450.00
Pier 9	Shed Tenant	\$ 360.00	\$ 90.00	\$ 450.00
SWL 302	Commercial Tenant	\$ 340.00	\$ 85.00	\$ 425.00
SWL 302	Restaurant Tenant	\$ 235.00	\$ 58.75	\$ 293.75
SWL 303	Commercial Tenant	\$ 340.00	\$ 80.00	\$ 420.00
SWL 303	Restaurant Tenant	\$ 235.00	\$ 60.00	\$ 295.00
Pier 26	Shed Tenant	\$ 220.00	\$ 55.00	\$ 275.00
Pier 40	Berthholder	\$ 110.00	\$ 30.00	\$ 140.00
601 Cesar Chavez	Building Tenant	\$ 165.00	\$ 45.00	\$ 210.00
Pier 80	Industrial Trucking	\$ 220.00	\$ 55.00	\$ 275.00
Pier 90	Industrial Trucking	\$ 220.00	\$ 55.00	\$ 275.00
Pier 94	Industrial Trucking	\$ 220.00	\$ 55.00	\$ 275.00
Pier 96	Industrial Trucking	\$ 220.00	\$ 55.00	\$ 275.00

Color Curb Program Licenses		FY 2022/23		
Zone Type	Zone Use	Set-Up Fees	Monthly Fees	Size
Green Zone	Short Term Parking	\$ 425.00	\$ 325.00	Per 20 Feet
White Zone	Passenger Loading	\$ 425.00	\$ 325.00	Per 20 Feet
Yellow Zone	Commercial Delivery	\$ 425.00	\$ -	Per 40 Feet

Temporary No Parking Fees		FY 2022/23	
	Set-Up Fee	Per Meter	
		\$ 27.00	



SMALL FEE-BASED CLASSES PERMIT RATES					
Event Size	Application Submittal Date	Set-up Fees*		Event Fees*	Additional Fees*
Up to 1,600 sf; not fenced	45 Days			\$50 per 2-hour session	None.

LONGER TERM FEE-BASED CLASSES PERMIT RATES					
Event Size	Application Submittal Date	Set-up Fees*		Event Fees*	Additional Fees*
Up to 1,600 sf; not fenced	45 Days			\$20/hour 1 hour/day x # days	None.
Up to 1,600 sf; not fenced	45 Days			\$25/hour 2 hour/day x # days	None.

ATHLETIC EVENT RATES					
Event Size	Application Submittal Date	Set-up Fees*		Event Fees*	Additional Fees*
Small < 2,000 People	120 Days	\$1,850+	Per Day	\$3,700+ Per Day	Restrooms, Maintenance, Trash
Small < 2,000 People	45 Days	\$2,750+	Per Day	\$5,500+ Per Day	5% of Concession Sales, 25% of Ticket Sales
Medium 2,001 - 5,000 People	120 Days	\$2,600+	Per Day	\$5,200+ Per Day	Restrooms, Maintenance, Trash
Medium 2,001 - 5,000 People	45 Days	\$3,750+	Per Day	\$7,500+ Per Day	5% of Concession Sales, 25% of Ticket Sales
Extra Large > 5,000 People	120 Days	\$3,200+	Per Day	\$6,400+ Per Day	Restrooms, Maintenance, Trash
Extra Large > 5,000 People	45 Days	\$4,700+	Per Day	\$9,400+ Per Day	5% of Concession Sales, 25% of Ticket Sales

FREE PUBLIC OR PUBLIC TICKETED EVENT RATES					
Event Size	Application Submittal Date	Set-up Fees*		Event Fees*	Additional Fees*
Small 1-50 people <10,000 sf	45 Days	\$250-500	Per Day	\$500-1000 Per Day	Restrooms, Maintenance, Trash 5% of Concession Sales, 25% of Ticket Sales
Medium 51-100 people <25,000 sf	45 Days	\$1,500+	Per Day	\$3,000+ Per Day	Restrooms, Maintenance, Trash 5% of Concession Sales, 25% of Ticket Sales
Large 101-400** people 25,000+ sf	120 Days	\$2,500+	Per Day	\$5,000+ Per Day	Restrooms, Maintenance, Trash
	45 Days	\$3,625+	Per Day	\$7,250+ Per Day	5% of Concession Sales, 25% of Ticket Sales
Extra Large 400->2000** people 25,000+ sf	120 Days	\$3,500+	Per Day	\$7,000+ Per Day	Restrooms, Maintenance, Trash
	45 Days	\$5,075+	Per Day	\$10,150+ Per Day	5% of Concession Sales, 25% of Ticket Sales



PAID PUBLIC TICKETED EVENT RATES							
Event Size		Application Submittal Date	Set-up Fees*		Event Fees*		Additional Fees*
Small	1-50 people <10,000 sf	45 Days	\$500-\$1,500+	Per Day	\$1,000-\$3,000+	Per Day	Restrooms, Maintenance, Trash 5% of Concession Sales, 25% of Ticket Sales
Medium	51-100 people <25,000 sf	45 Days	\$2,000-\$3,000+	Per Day	\$4,000-\$6,000+	Per Day	Restrooms, Maintenance, Trash 5% of Concession Sales, 25% of Ticket Sales
Large	101-400** people 25,000+ sf	120 Days 45 Days	\$3,000-\$8,000+	Per Day	\$6,000-\$8,000+	Per Day	Restrooms, Maintenance, Trash 5% of Concession Sales, 25% of Ticket Sales
Extra Large	400->2,000 people 25,000+ sf	120 Days 45 Days	\$3,500+	Per Day	\$7,000+	Per Day	Restrooms, Maintenance, Trash 5% of Concession Sales, 25% of Ticket Sales

CORPORATE OR PRIVATE EVENT RATES							
Event Size		Application Submittal Date	Set-up Fees*		Event Fees*		Additional Fees*
Small	1-50 people <10,000 sf	45 Days	\$2,000+	Per Day	\$4,000+	Per Day	Restrooms, Maintenance, Trash 5% of Concession Sales, 25% of Ticket Sales
Medium	51-100 people <25,000 sf	45 Days	\$4,000+	Per Day	\$8,000+	Per Day	Restrooms, Maintenance, Trash 5% of Concession Sales, 25% of Ticket Sales
Large	101-400** people 25,000+ sf	120 Days 45 Days	\$5,000+	Per Day	10,000+	Per Day	Restrooms, Maintenance, Trash 5% of Concession Sales, 25% of Ticket Sales
Extra Large	400->2000 25,000+ sf	120 Days 45 Days	\$7,500+	Per Day	15,000+	Per Day	Restrooms, Maintenance, Trash 5% of Concession Sales, 25% of Ticket Sales

PIER 30/32 & VALLEY EVENT RATES							
Event Size		Application Submittal Date	Set-up Fees*		Event Fees*		Additional Fees*
All Events		120 Days	\$ 8,000+	Per Day	\$ 25,000+	Per Day	Restrooms, Maintenance, Trash 5% of Concession Sales, 25% of Ticket Sales

FIREWORKS							
Event Size		Application Submittal Date	Set-up Fees*		Event Fees*		Additional Fees*
All Events		120 Days			\$ 1,100.00	Per Show	