

**CITY OF LA VISTA
MAYOR AND CITY COUNCIL REPORT
NOVEMBER 3, 2015 AGENDA**

| Subject: | Type: | Submitted By: |
|--|---|--------------------------------------|
| STATEMENT OF INTENT — NEBRASKA MULTISPORT COMPLEX | ◆ RESOLUTION ORDINANCE RECEIVE/FILE | BRENDA S. GUNN CITY ADMINISTRATOR |

SYNOPSIS

A resolution has been prepared to approve a Statement of Intent with Omaha Multi-Sport Complex, doing business as Nebraska Multisport Complex and authorizing further actions.

FISCAL IMPACT

There are substantial public benefits to be realized by the City and its residents from the proposed development of the Multisport Complex, including new construction, permanent jobs, availability of new recreational facilities at preferred rates for La Vista residents and potential for additional hotel, dining, retail, entertainment and other development, and related tax revenues.

RECOMMENDATION

Approval.

BACKGROUND

The Nebraska Multisport Complex, a nonprofit 501(c)(3) corporation, has announced plans for the development of a state of the art championship athletic complex in the City located northeast of Giles Road and Eastport Parkway. The project was presented to the City Council on July 7, 2015.

The proposed development would create a local, regional and national destination for swimming, diving, soccer and tennis. The Site of approximately 185 acres has been designated in the City's comprehensive plan for recreational uses and the topography, relatively level grade and location near the I-80 interchange, lodging and restaurants make the Site an ideal location for the Multisport Facilities.

In the interests of public health, safety and welfare, additional City public infrastructure improvements are necessary to ensure among other things sufficient public streets, public offstreet parking and uncongested traffic flows along City streets and in and around the Giles Road & I-80 interchange. The City can also facilitate tax-exempt financing for Nebraska Multisport Complex facilities and other matters without use of City taxes.

The following notes identify the key points of the Statement of Intent (SOI).

Nebraska Multisport Complex

- Responsible for cost of constructing and operating all indoor and outdoor swimming, diving, tennis, soccer and any other athletic or recreational facilities.
- Construction of multisport facilities will be financed with City revenue bonds, and Nebraska Multisport will lease the facilities from the City.
- Nebraska Multisport lease payments will be used to repay City revenue bonds and are expected to be secured in part by private donations. The schedule of Nebraska Multisport lease payments will cover debt service on the bonds.
- Bondholders will look to Nebraska Multisport to make lease payments for repayment of the bonds. City taxes will not be obligated or used on the bonds. Bond documents will be clear on this.
- Nebraska Multisport will obtain title to the facility at the end of the lease period, currently projected as 20 years.
- Operations of the multisport facilities are projected to be self-supporting by year three and generate sufficient revenues from memberships and events to cover operating costs.
- Provide La Vista residents with certain preferred rates for use of multisport facilities (including aquatic facilities to address the City's aging pool).

City

- Construct up to \$10 million public streets, parking, and other infrastructure in accordance with a prudent phasing schedule.
- Maintain public streets, parking, and infrastructure.
- Issue revenue bonds and otherwise facilitate financing for construction of multisport facilities, all as described above.

Note: The SOI is not a legally binding agreement. The SOI and described actions and improvements will be subject to development of final plans and specifications and approval and execution of definitive, legally binding documents, instruments and agreements as determined necessary or appropriate.

RESOLUTION NO. _____

A RESOLUTION OF THE MAYOR AND CITY COUNCIL OF THE CITY OF LA VISTA, NEBRASKA APPROVING A STATEMENT OF INTENT WITH OMAHA MULTI-SPORT COMPLEX, AND AUTHORIZING FURTHER ACTIONS

WHEREAS, the Omaha Multi-Sport Complex, a Nebraska nonprofit corporation and tax exempt organization under Internal Revenue Code Section 501(c)(3) doing business as Nebraska Multisport Complex ("Nebraska Multisport") announced plans for proposed development of state of the art championship athletic complex in the vicinity of the I-80 and Giles Road interchange of the City of La Vista ("La Vista") to host local, regional and national championship competitions in the areas of swimming, diving, soccer and tennis, and provide facilities for public use, including recreational swimming ("Multisport Facilities"); and

WHEREAS, Nebraska Multisport desires construction and operation of the Multisport Facilities on an undeveloped site in La Vista located northeast of Giles Road and Eastport Parkway ("Site"). The Site consists of approximately 185 acres previously designated in La Vista's comprehensive plan for recreational uses. The topography, relatively level grade, and location near the I-80 interchange, lodging and restaurants make the Site an ideal location for the Multisport Facilities; and

WHEREAS, the proposed development would create a regional and national destination for swimming, diving, soccer and tennis, and build on existing development in La Vista; and

WHEREAS, there are substantial public benefits to be realized by La Vista and its residents from proposed development of the Multisport Facilities, including new construction, permanent jobs, availability of new recreational facilities at preferred rates for La Vista residents, and potential for additional hotel, dining, retail, entertainment and other development, and related tax revenues; and

WHEREAS in the interests of public health, safety and welfare, additional La Vista public infrastructure is required, including for example additional public streets and public offstreet parking facilities to ensure safe and uncongested traffic flows along La Vista's streets and in and around the vicinity and Giles Road and I-80 interchange; and

WHEREAS, a proposed statement of intent is presented at this meeting, which includes a description of the Multisport Facilities and anticipated financing, which statement of intent is incorporated into this Resolution by reference ("Statement of Intent").

NOW, THEREFORE, BE IT RESOLVED, that the Mayor and City Council of La Vista do hereby approve the Statement of Intent, as presented at this meeting and incorporated herein by this reference, including without limitation the

proposed Multisport Facilities and anticipated financing described therein, and the Mayor or his designee is authorized to execute said Statement of Intent.

BE IT FUTHER RESOLVED, that the Mayor or City Administrator, or his or her designee(s), is hereby authorized and directed in his or her sole discretion to take all actions on behalf of La Vista as he or she deems necessary or appropriate (i) to negotiate and develop definitive documents and instruments, including without limitation a lease with Nebraska Multisport for the Multisport Facilities and related portions of the Site, (ii) to apply for any and all loans, grants or other potential public or private financing, funds, or assistance of any kind, nature or source whatsoever with respect to any and all of the proposed Multisport Facilities or proposed public improvements, and (iii) to otherwise carry out the actions approved in this Resolution or contemplated by the Statement of Intent.

PASSED AND APPROVED THIS ____ DAY OF _____, 2015.

CITY OF LA VISTA

Douglas Kindig, Mayor

ATTEST:

Pamela A. Buehe, CMC
City Clerk

CERTIFICATION

I, the undersigned City Clerk for the City of La Vista, Nebraska, hereby certify that attached is a true and correct copy of the Resolution and approving action of the Mayor and City Council of the City of La Vista as adopted at a validly called, convened and held meeting of said City Council in accordance with the Nebraska Open Meetings Act and other applicable law on November _____, 2015, executed and attested.

City Clerk

[SEAL]

Statement of Intent

This statement of intent describes planned cooperation of the City of La Vista ("La Vista") and Omaha Multi-Sport Complex, a Nebraska nonprofit corporation and tax exempt organization under Internal Revenue Code Section 501(c)(3) doing business as Nebraska Multisport Complex ("Nebraska Multisport"), and Nebraska Multisport's proposed development of a state of the art championship athletic complex designed to host local, regional and national championship competitions in the areas of swimming, diving, soccer and tennis, and provide facilities for public use, including recreational swimming ("Multisport Facilities").

Nebraska Multisport desires construction and operation of the Multisport Facilities on an undeveloped site in La Vista located northeast of Giles Road and Eastport Parkway ("Site"). The Site consists of approximately 185 acres previously designated in La Vista's comprehensive plan for recreational uses. The topography, relatively level grade, and location near the I-80 interchange, lodging and restaurants make the Site an ideal location for the Multisport Facilities.

Nebraska Multisport, at its cost and with proceeds from certain donations, grants, gifts, anticipated lease structured conduit financing, and any other available funds, will provide for the acquisition, construction, improvement and equipping of the Multisport Facilities, initially depicted in the conceptual site plan and renderings attached as Exhibit A, subject to any modifications determined necessary or appropriate, and at its cost will maintain and operate said facilities. Nebraska Multisport will be responsible for 100% of the costs of the Multisport Facilities and related financing, the design, development, construction and acquisition of which as initially depicted is estimated at more than \$100 million, excluding Public Improvements proposed to be constructed by La Vista.

La Vista, subject to any applicable statutory requirements or other potential public participation, will design, develop and construct, the following public improvements at the Site up to a total cost of land and construction contract award not exceeding \$10 million (together "Public Improvements"), and at its cost maintain and operate said improvements:

1. Public improvements within dedicated right of way as follows ("Right of Way Improvements"):

Phase 1: Initial public street (4,400 feet assumed), public sanitary sewer (2,500 feet assumed), public drainage systems, public water main (2,500 feet assumed), and public sidewalks along public streets and connecting Southport East and West

Phase 2: Additional public street (1,800 feet assumed), 120th and Giles traffic signal modification, public sanitary sewer (2,500 feet assumed), public drainage systems, public water main (2,500 feet assumed), and public sidewalks along public streets and connecting Southport East and West, and

Phase 3: Additional public street (1,100 feet assumed), railroad undercrossing, and sidewalks connecting Southport East and West.

2. Offstreet public parking facilities on the Site as follows, consistent with utilization and development of the area, to facilitate continued sensible, efficient and uncongested traffic flow in and around the vicinity and Giles Road and I-80 interchange ("Offstreet Public Parking"):

Phase 1 - 1,200 stalls (675 paved, 525 unpaved), with unpaved stalls to be paved in accordance with a schedule to be developed based on achieving specified milestones,

Phase 2 - 525 stalls (unpaved), with unpaved stalls to be paved in accordance with a schedule to be developed based on achieving specified milestones, and

Phase 3 - 250 stalls (unpaved), with unpaved stalls to be paved in accordance with a schedule to be developed based on achieving specified milestones.

Right of Way Improvements include standard street lighting by OPPD. Land on the Site required for Right of Way Improvements will be dedicated at no cost to La Vista. La Vista will purchase land required for Offstreet Public Parking at a price and on terms approved by La Vista and by the seller of said land. The actual amount and description of land required for Public Improvements will be determined by survey. La Vista, with the exception of land dedicated for Right of Way Improvements, will be responsible for paying 100% of costs of Public Improvements. Public Improvements will be subject to final plans approved by La Vista. La Vista may elect to charge and collect parking fees for mutually agreed events. Any other available public offstreet parking or shuttle services of La Vista may be used on a nonexclusive basis by the public visiting the Site or events held at the Site.

La Vista also will participate as the issuer and lessor in certain anticipated lease structured conduit financing for the acquisition, construction, improvement and equipping of the Multisport Facilities, whereby La Vista will hold legal title to the Site and Multisport Facilities and lease the same to Nebraska Multisport. Nebraska Multisport's lease payments together with any other available sources will be sufficient to repay such revenue bond financing, and tax revenue of La Vista will not be used. After repayment of all bonds, Nebraska Multisport in accordance with typical lease structured conduit financing will receive from La Vista title to the Multisport Facilities and related portions of the Site. The parties agree to cooperate with each other to obtain reduced utility connection and permit fees for the Site and to apply for financial assistance that may be applicable for the Public Improvements or Multisport Facilities.

Nebraska Multisport in accordance with its mission will make certain areas of the Multisport Facilities available for use of the general public on affordable terms. Nebraska Multisport acknowledges that La Vista's current outdoor swimming pool may be nearing the end of its useful life. Nebraska Multisport, in consideration of Public Improvements and facilitation of financing of the Multisport Facilities by La Vista, will provide La Vista residents with certain preferred rates when compared with rates charged to non-La Vista residents for use of the Multisport Facilities, including the proposed state of the art aquatic facilities. Rates and usages of Multisport Facilities by La Vista residents will be in accordance with parameters satisfactory to Nebraska Multisport and La Vista.

Construction and completion of the various Public Improvements and Multisport Facilities will be phased, scheduled and carried out based on such milestones as established and approved by La Vista and Nebraska Multisport. Rough grading of right of ways and public parking areas according to plans satisfactory to the parties will be provided by Nebraska Multisport as part of development of the Site at no cost to La Vista.

This statement of intent is not a legally binding agreement. The statement of intent and described actions and improvements will be subject to development of final plans and specifications, and approval and execution of definitive, legally binding documents, instruments and agreements, as each party determines necessary or appropriate in accordance with applicable law, in form and content approved and executed by each party.

[The Remainder of This Page Intentionally Left Blank; Signature Page Follows]

Dated this _____ of _____, 2015.

Omaha Multi-Sport Complex d/b/a
Nebraska Multisport Complex

City of La Vista

By: _____

By: _____

Its: _____

Its: _____



FUTURE DEVELOPMENT

ATHLETIC CENTER

GILES ROAD

SITE AERIAL
0 150 300
FEET

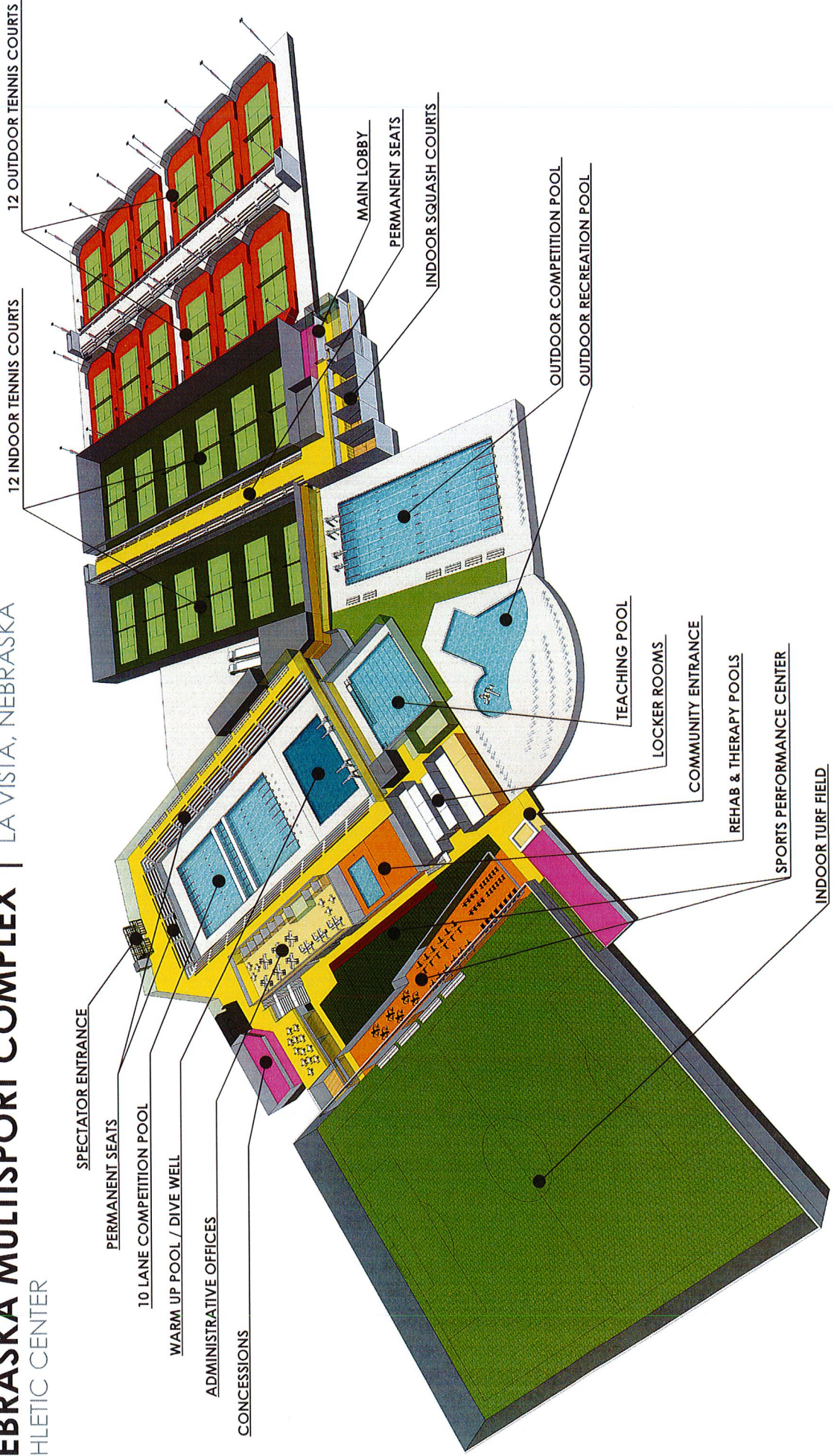


EXHIBIT A, PAGE 1 of 3

NEBRASKA MULTISPORT COMPLEX
EASTPORT PKWY & GILES RD - LA VISTA, NE
SITE LAYOUT

NEBRASKA MULTISPORT COMPLEX | LA VISTA, NEBRASKA

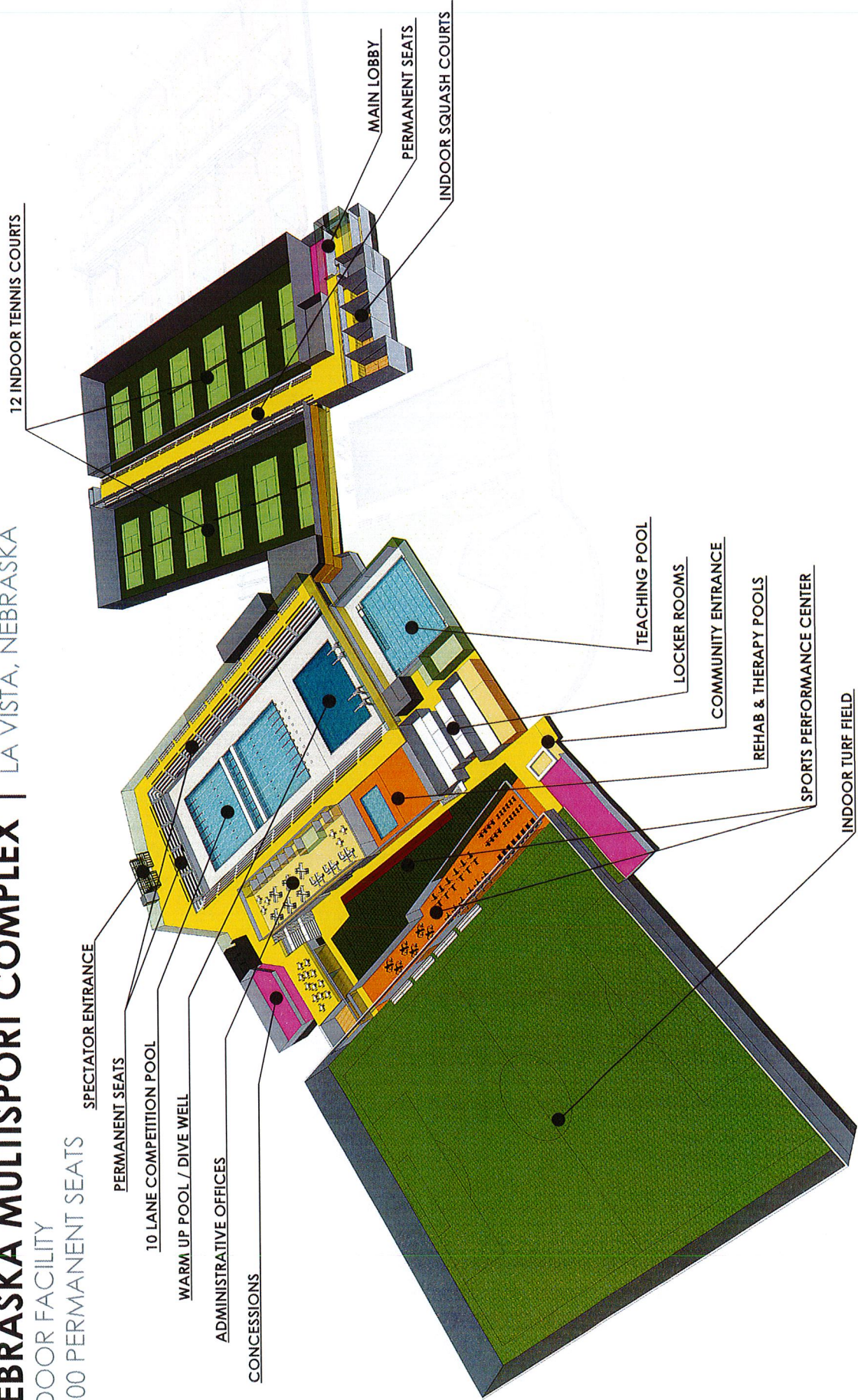
ATHLETIC CENTER



NEBRASKA MULTISPORT COMPLEX | LA VISTA, NEBRASKA

INDOOR FACILITY

3,800 PERMANENT SEATS



12 INDOOR TENNIS COURTS

SPECTATOR ENTRANCE

PERMANENT SEATS

10 LANE COMPETITION POOL

WARM UP POOL / DIVE WELL

ADMINISTRATIVE OFFICES

CONCESSIONS

MAIN LOBBY

PERMANENT SEATS

INDOOR SQUASH COURTS

TEACHING POOL

LOCKER ROOMS

COMMUNITY ENTRANCE

REHAB & THERAPY POOLS

SPORTS PERFORMANCE CENTER

INDOOR TURF FIELD



Key Questions

- What are the components of project?
- What events/organizations will the project attract to La Vista and Sarpy County?
- What is the competitive supply for each use?
- What are comparable venues?
- What are the projections of demand and performance for the project?
- What is the impact of the project?



Headlines

- State of the art multi-purpose complex will put La Vista and Sarpy County on the regional and national sports map for several different sports.
- Swimming will be the crown jewel, but others, like tennis, will also drive significant public relations.
- All sports will induce new visitation to La Vista and Sarpy County, much of it overnight stays.
- Spending impact on the community will be large.
- Free media and PR for La Vista on ESPN, etc.



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Headlines

- Additional recreational and team options for residents of La Vista and Sarpy County
- Solution for La Vista and its residents for its aging swimming pool



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What are the components of the project?



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Tennis

- Indoor Courts - 12
 - Two pods of six each
 - Portion of courts (perhaps six) will be multi-lined for youth programming
- Outdoor Courts – 12
 - Two pods of six each
 - Portion of courts (perhaps six) will be multi-lined for youth programming
- Will also include pro shop/team room/locker rooms/meeting room/800 permanent seats



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Playing Fields

- 12 lighted synthetic turf fields
 - One of these configured as a “stadium” championship field
 - Has been downsized
 - Permanent and expandable temporary seating
 - Scoreboard
 - Media facilities
- Three satellite buildings spread across complex that include restrooms, concessions, and picnic tables



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Fieldhouse

- Was initially included in later phase of facility. Additional research and analysis determined that there is a need for an indoor, turf Fieldhouse in Phase One
- Playing Surface and Sports Area
 - Includes turf space to support a full-sized soccer and lacrosse playing field (110 yards x 75 yards)
 - Another section is designed for additional use among other sports, training, and activities
 - Includes locker rooms, permanent seating, and small meeting space
- Sports Performance Center
 - 24,600 square feet – strength and conditioning
 - Therapy and rehab



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Aquatic Center

- Total Indoor Space: 98, 876 sq ft
- Total Outdoor Space: 42,158 sq ft
- Main Competition and Training Pool
 - 54 m x 26 m – increased from original 52.4-meter length
 - Depth: 3 m – increased from original 8 ft depth
 - 10 x 2.5 50-meter lanes
 - 20 x 25 yard or 25-meter lanes
- Can accommodate all levels of championship meets
- Seating 3,000 permanent
- Full HD dual video scoreboard/timing system for 20 lanes/hospitality space/media workroom/training space/ticket booth/retail/ and concessions

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Aquatic Center (Cont'd)

- Deep Water/Diving Pool
 - 25 meters: 82 ft x 58 ft
 - Downsized from original 25 m x 25 yards
 - Provides additional 25 m lap lanes for training and warm-up
 - Two 1-meter and two 3-meter boards
- Teaching fitness pool – 25 yards x 58 ft
- Outdoor Main Pool – 50 meters x 25 yards
 - 10 x 7.5 50 m lanes
- Outdoor Recreation/Leisure Pool
 - 4,000 sq. ft – design to be determined
- Locker rooms/party room/lifeguard office/restrooms

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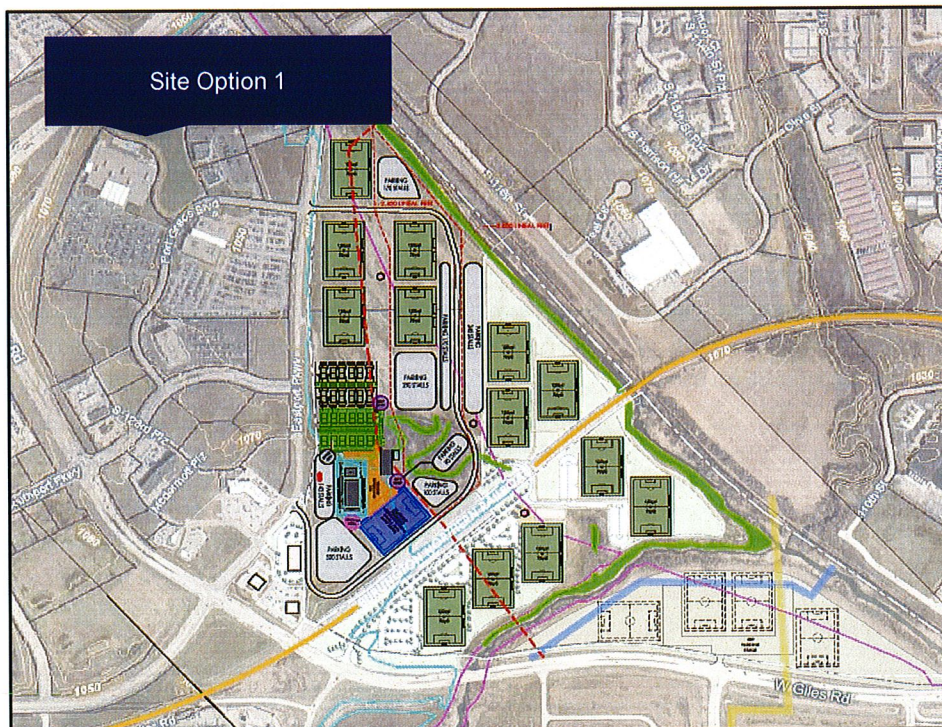
La Vista Site

- Significantly Increases Ease of Access
 - Less than half a mile from I-80 exit
 - Ease of Access from Lincoln and Omaha
- Increased proximity of hotel rooms
- La Vista and Sarpy County residents obtain access to additional recreational facilities
- La Vista will close its current aging outdoor Municipal Pool
 - Facility will provide access and programming at discounted costs to residents of La Vista
 - Annual municipal fiscal savings



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Site Option 1



Takeaways

- The Aquatics venue has been programmed to include the facilities, amenities, and features to host swimming championship events at all levels
- The tennis and soccer complexes will offer high-quality facilities that are capable of hosting large regional events
- The facility will also offer venues and opportunities for Sarpy County and La Vista residents to enjoy and take advantage of



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What events/organizations will the project attract to La Vista and greater Sarpy County?



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Overview

- HSP conducted interviews with potential users of each facility type
- Goal was to determine how likely events are to come annually or rotate through
- Ultimate goal to determine event demand, attendance and daytrippers and overnighers, then
- Calculate economic, fiscal and employment impact



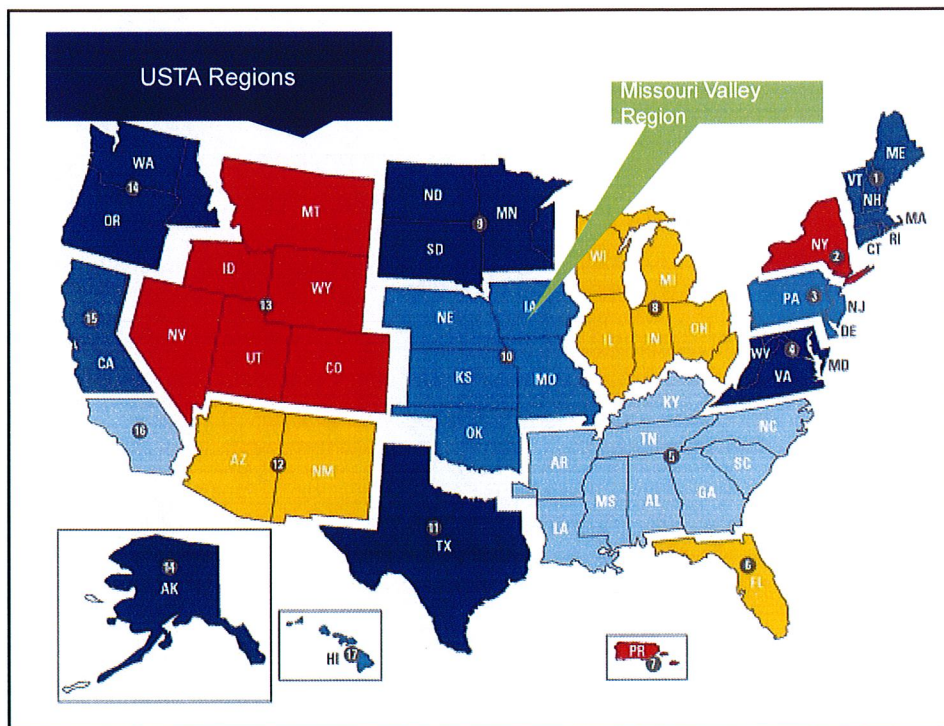
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Tennis

- Representatives of the Missouri Valley Region of the United States Tennis Association (USTA) and the Nebraska division of the USTA are interested in utilizing the facility for leagues all year, in addition to local, state, and regional events
- Additional opportunity to host larger events by also utilizing the Koch Family Tennis Center (Omaha)
- Potential to eventually host UNO and Creighton Tennis, though they currently plan to continue with the Koch Center



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Tennis (Events)

- USTA Tournaments (rotational):
 - Regionals
 - Super Regionals
 - Futures
 - Sweet 16
 - Nationals
- Collegiate:
 - Collegiate Invitational
 - Conference Championships
 - NCAA Regional Championship
- High School Invitational and State Championships



Multipurpose Fields

- Nebraska State Soccer Association has expressed interest in long-term rental for as many fields as possible
- Other local soccer organizations are interested in long-term field rental for their teams
- Nebraska State High School Lacrosse Association, Omaha Lacrosse Club, and True Lacrosse Nebraska need fields for tournaments and training
- Potential events include in-season club tournaments and governing body championship events



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Fieldhouse

- Expressed interest from Creighton University Men's soccer program for indoor training, clinics, and even games
- Strong interest from Kingwood Athletic Association for rental time for year-round baseball and softball
- Additional uses include:
 - Ultimate Frisbee
 - Field Hockey
 - Cheerleading
 - Special Events



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Aquatics

- Conversations with USA Swimming and Midwestern Swimming (State Organization of USA Swimming) have indicated strong interest in hosting state, regional, and national events
- Organizations such as Lincoln-based club Greater Nebraska Aquatic are interested in utilizing the facility for hosting:
 - Weekend camps
 - Weeklong camp
 - Clinics
 - Training
- Opportunity exists with La Vista Recreation to start a summer-based team program in the Omaha Recreational Swim League

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Swim Meets

- Club Team – Short Course and Long Course Meets
- Midwestern Swimming Short Course and Long Course Championships
- USA Swimming Sectional Meets
- Central Zone Championships
- USA Swimming Grand Prix
- NMSC Masters Meets – Short Course and Long Course
- High School Invitational and State High School Championships

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Midwestern Swimming

MINNESOTA SWIMMING, p. 29

SOUTH DAKOTA SWIMMING, p. 51

WYOMING SWIMMING p. 60

COLORADO SWIMMING p. 9

IOWA SWIMMING p. 19

MISSOURI VALLEY SWIMMING, p. 31

Nebraska counties: Sheridan, Garden, Deuel, Lyon, Osceola, Cherokee, Woodbury, Ida, Monona, Grawford, Hamilton, Shelby, Pottawattamie, Mills, Montgomery, Page, Fremont.

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-One of 59 LSCs of USA Swimming
 -Includes all of Nebraska except the Panhandle region
 -Includes the western two tiers of counties in Iowa

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Diving Meets

- Mid-size D1 and all D2 and D3 college conference meets
 - Summit League Championships could be hosted by UNO
- NCAA D2 and D3 Swimming and Diving National Championships
- USA Diving Age Group Zone meets
- USA Diving Age Group Regional Meets

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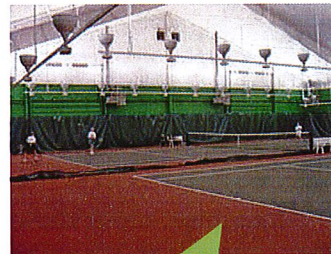
What is the competitive supply?



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Tennis

Koch Outdoor Tennis Center
-27 outdoor hard courts
-6 lighted courts
-Hosts Missouri Valley Sectional Tournaments, National 12 and under Open, Class A High School Championships, Adult Open Championships



Hanscom – Brandeis Indoor Tennis Courts
-8 indoor hard courts
-Hosts Holiday Adult and Junior Tournaments



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Multipurpose Fields

Tranquility Park – Omaha, NE
-17 soccer fields
-Home of Nebraska Soccer League



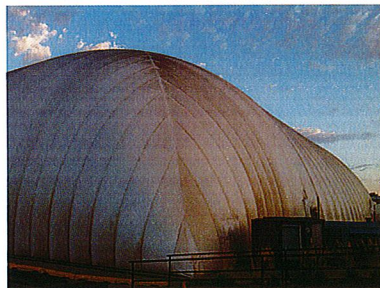
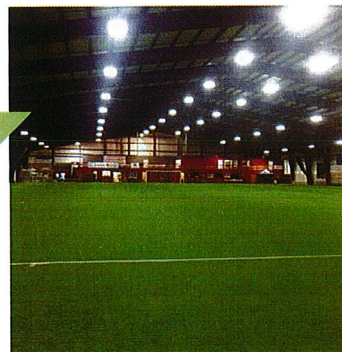
La Vista Sports Complex
-12 soccer fields, two football fields
-All natural grass
-Operated by the City of La Vista

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Fieldhouse

Omaha Sports Complex
-114yd x 64 yd synthetic turf field
-Offers and AV Room
-Tenants Include Omaha FC, OPTI physical therapy, and Explosive Edge



UNO Dome
-43,000 sq. ft of total synthetic turf space
-Tenant – Omaha FC
-Closing within the year

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Aquatics

University of Nebraska – Lincoln
-25-yard Devaney Auditorium
-2m and 3m springboards and 5m platforms
-Has hosted big 12 relays
-Teams also uses Woods Memorial Pool, which is a 50m outdoor training facility in Lincoln



Hitchcock Park Swimming Pool - Omaha
-8 lanes
-5m, 7.5m, and 10m diving platforms
-1m and 3m spring platforms

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Aquatics

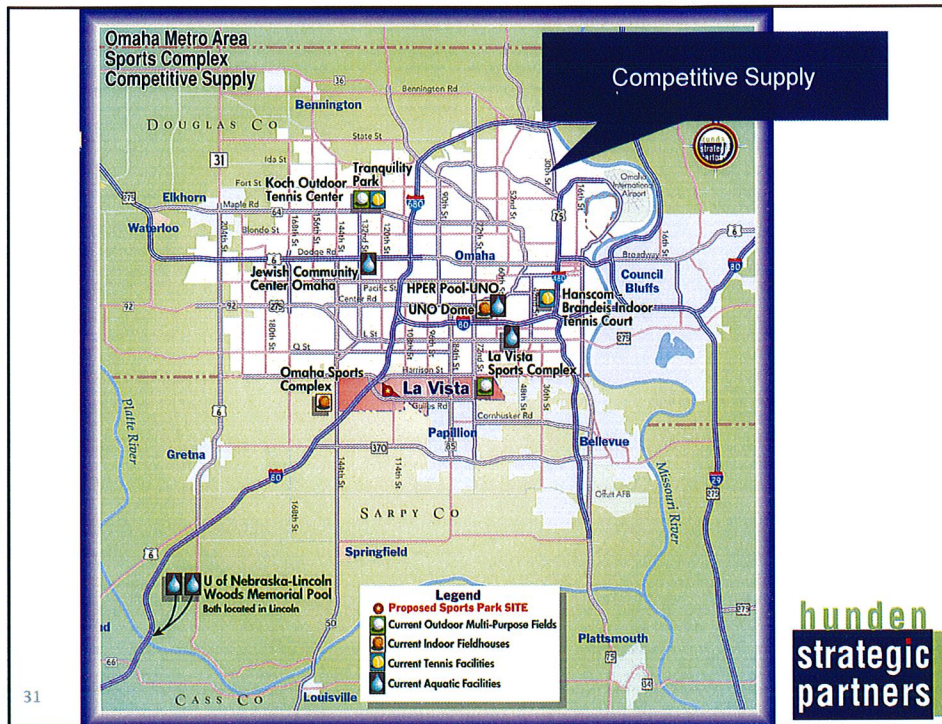
Jewish Community Center - Omaha
-Features indoor and outdoor pool
-Outdoor Pool – Olympic Sized Pool: 6 lanes



HPER Swimming Pool
-Home to University of Nebraska Omaha Swimming and Diving teams
-50m, 6 lane pool
-5m platform

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Takeaways

- Initial concerns about competition with Koch Family Tennis Center and Tranquility Park soccer fields have subdued
- Quality and design of Tranquility Park does not allow complex to attract events that this project will attract
- User groups have confirmed that configuration and offering of indoor tennis courts will secure commitments over Koch Family Tennis Center
- USTA has expressed interest in bringing larger events to the area to utilize both tennis complexes



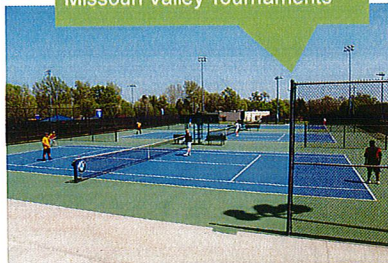
What are comparable venues?



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Tennis

Oklahoma City Tennis Center
-24 lighted outdoor courts
-6 indoor courts
-Home to State High School Championships and USTA Missouri Valley Tournaments



Cooper Tennis Center – Springfield, MO
-12 indoor courts
-17 outdoor lighted courts
-Home to USTA Junior and Adult leagues and Missouri Valley Championship



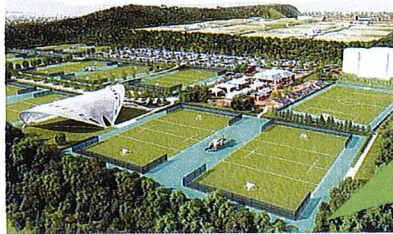
Dwight Davis Tennis Center – St. Louis
-19 lighted courts
-Home of St. Louis University Tennis
-Hosted NCAA Div. III Championships



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Multipurpose Fields

Overland Park Soccer Complex – Kansas
 -12 lighted synthetic fields
 -1,100 sq. ft. of meeting space
 -Has hosted US Youth Soccer Presidents Cup and US Youth Soccer National Championships



Lakepointe Sporting Community – Emerson, GA
 -In development
 -14 lighted multipurpose fields
 -HydroChill turf technology – maintains cooler temperatures
 -Confirmed tenants with North Atlanta Soccer Association and Georgia United Soccer Alliance

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Aquatics

SPIRE Institute
 -10 Lane, 50m Olympic Sized Pool
 -1m and 3m Diving
 - Hosted A10, State High School championships



IU Natatorium
 -50m pool with 8 lanes
 -Seating capacity of 4,700
 -Has hosted Olympic Trials, Big Ten Championships, and NCAA Championships



University of Minnesota
 -50 m competition, 8 lanes wide
 -1,5, 7.5, and 10 m diving platforms
 -Has hosted 9 Big Ten Championships and Six NCAA Championships



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What are the projections of demand and performance for the project?



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Demand Summary

| Nebraska Multi-Sport Complex Demand Overview | | | | | | | | | | |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Item | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 |
| Events | | | | | | | | | | |
| Swimming & Diving | 34 | 34 | 36 | 35 | 34 | 36 | 35 | 34 | 36 | 35 |
| Multipurpose Fields | 20 | 20 | 20 | 20 | 20 | 20 | 20 | 20 | 20 | 20 |
| Fieldhouse | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 |
| Indoor & Outdoor | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| Tennis | 17 | 19 | 17 | 19 | 17 | 19 | 17 | 19 | 17 | 19 |
| Total | 82 | 84 | 84 | 85 | 82 | 86 | 83 | 84 | 84 | 85 |
| Event Days | | | | | | | | | | |
| Swimming & Diving | 91 | 92 | 98 | 96 | 91 | 99 | 95 | 92 | 98 | 96 |
| Multipurpose Fields | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 |
| Fieldhouse | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 |
| Indoor & Outdoor | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 6 |
| Tennis | 48 | 56 | 48 | 56 | 48 | 56 | 48 | 56 | 48 | 56 |
| Total | 210 | 219 | 217 | 223 | 210 | 226 | 214 | 219 | 217 | 223 |
| Total Attendance | | | | | | | | | | |
| Swimming & Diving | 122,315 | 126,965 | 140,315 | 135,365 | 122,315 | 144,965 | 130,715 | 126,965 | 140,315 | 135,365 |
| Multipurpose Fields | 190,420 | 190,420 | 190,420 | 190,420 | 190,420 | 190,420 | 190,420 | 190,420 | 190,420 | 190,420 |
| Fieldhouse | 6,880 | 6,880 | 6,880 | 6,880 | 6,880 | 6,880 | 6,880 | 6,880 | 6,880 | 6,880 |
| Indoor & Outdoor | 4,500 | 4,500 | 4,500 | 4,500 | 4,500 | 4,500 | 4,500 | 4,500 | 4,500 | 4,500 |
| Tennis | 18,452 | 22,132 | 18,452 | 22,132 | 18,452 | 22,132 | 18,452 | 22,132 | 18,452 | 22,132 |
| Total | 342,567 | 350,897 | 360,567 | 359,297 | 342,567 | 368,897 | 350,967 | 350,897 | 360,567 | 359,297 |

Source: Isaac Sports Group, Hunden Strategic Partners



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What is the impact of the project?



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La Vista Hotels

Impact projections do not anticipate any new hotel developments

| La Vista Hotels | | | |
|---|--------------|----------------------|------------|
| Property | Location | Class | Rooms |
| Hampton Inn Suites Omaha Southwest La Vista | La Vista, NE | Upper Midscale Class | 120 |
| Courtyard Omaha La Vista | La Vista, NE | Upscale Class | 246 |
| Embassy Suites Omaha La Vista Hotel & Conference Center | La Vista, NE | Upper Upscale Class | 257 |
| My Place Hotel | La Vista, NE | Economy | 64 |
| Comfort Suites* | La Vista, NE | Upper Midscale Class | 72 |
| TOTAL | | | 759 |

*received conditional use permit
Source: STR, HSP

La Vista will be first choice for hotels, but limited supply means bigger events won't all be accommodated locally. Spillover to other Sarpy County hotels and Omaha.



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Sarpy County Hotels

Many more rooms in Sarpy County. Most are smaller. May not block rooms. La Vista makes up 1/3 of county rooms.

| Sarpy County Hotels | | | |
|--|---------------|----------------------|--------------|
| Property | Location | Class | Rooms |
| Imperial Motel | Bellevue, NE | Economy Class | 22 |
| Offit Motor Court | Bellevue, NE | Economy Class | 18 |
| Royal Inn | Bellevue, NE | Economy Class | 16 |
| Best Western White House Inn | Bellevue, NE | Midscale Class | 58 |
| Super 7 | Bellevue, NE | Economy Class | 40 |
| Rodeway Inn Bellevue | Bellevue, NE | Economy Class | 105 |
| Comfort Inn & Suites Bellevue | Bellevue, NE | Upper Midscale Class | 70 |
| Microtel Inn & Suites by Wyndham Bellevue | Bellevue, NE | Economy Class | 62 |
| Value Place Omaha Bellevue | Bellevue, NE | Economy Class | 121 |
| Candlewood Suites Bellevue | Bellevue, NE | Midscale Class | 85 |
| Hampton Inn Bellevue | Bellevue, NE | Upper Midscale Class | 74 |
| Holiday Inn Express & Suites Bellevue Omaha Area | Bellevue, NE | Upper Midscale Class | 87 |
| Holiday Inn Express | Gretna, NE | Upper Midscale Class | 75 |
| Super 8 Motel | Gretna, NE | Economy Class | 52 |
| Courtyard | La Vista, NE | Upscale Class | 246 |
| Embassy Suites | La Vista, NE | Upper Upscale Class | 257 |
| Hampton Inn | La Vista, NE | Upper Midscale Class | 120 |
| My Place Hotel | La Vista, NE | Economy Class | 64 |
| Comfort Suites* | La Vista, NE | Upper Midscale Class | 72 |
| Countryside Suites | Omaha, NE | Upper Midscale Class | 32 |
| Econo Lodge West | Omaha, NE | Economy Class | 48 |
| Hometown Lodge | Omaha, NE | Economy Class | 96 |
| Motel 6 | Omaha, NE | Economy Class | 66 |
| Quality Inn and Suites | Omaha, NE | Midscale Class | 54 |
| Red Carpet Inn | Omaha, NE | Economy Class | 56 |
| Fairfield Inn and Suites | Papillion, NE | Upper Midscale Class | 98 |
| Liberty Lodge | Papillion, NE | Economy Class | 35 |
| TOTAL | | | 2,129 |

*received conditional use permit
Source: STR HSP



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Sarpy County Hotels

| Historical Supply, Demand, Occupancy, ADR, and RevPar for Competitive Hotels | | | | | | | | | | | |
|--|-----------------------------|-----------------------|-------------|------------------|-------------|-------------|-------------|----------------|-------------|----------------|--------------|
| Year | Annual Avg. Available Rooms | Available Room Nights | % Change | Room Nights Sold | % Change | % Occ. | % Change | ADR | % Change | RevPar | % Change |
| 2009 | 1,310 | 478,295 | - | 230,433 | - | 48.2 | - | \$84.98 | - | \$40.94 | - |
| 2010 | 1,453 | 530,263 | 10.9% | 276,594 | 20.0% | 52.2 | 8.3% | \$85.07 | 0.1% | \$44.37 | 8.4% |
| 2011 | 1,581 | 577,065 | 8.8% | 327,070 | 18.2% | 56.7 | 8.7% | \$81.04 | -4.7% | \$45.93 | 3.5% |
| 2012 | 1,581 | 577,065 | 0.0% | 349,517 | 6.9% | 60.6 | 6.9% | \$84.24 | 3.9% | \$51.02 | 11.1% |
| 2013 | 1,581 | 577,065 | 0.0% | 361,968 | 3.6% | 62.7 | 3.6% | \$86.94 | 3.2% | \$54.54 | 6.9% |
| 2014 | 1,594 | 581,951 | 0.8% | 367,888 | 1.6% | 63.2 | 0.8% | \$89.11 | 2.5% | \$56.33 | 3.3% |
| 2015 YTD (June) | 1,594 | 303,899 | 0.0% | 192,632 | 3.8% | 63.4 | 3.8% | \$94.21 | 0.5% | \$59.72 | -0.5% |
| Projected 2015 | 1,594 | 581,951 | 0.0% | 386,282 | 5.0% | 66.4 | 5.0% | \$92.68 | 4.0% | \$61.52 | 9.2% |
| CAGR* (2009-2014) | 4.3% | 4.3% | - | 11.9% | - | 6.2% | - | 1.0% | - | 7.5% | - |

*Compound Annual Growth Rate
Sources: Smith Travel Research, Hunden Strategic Partners

County hotel market is improving, but not so occupied that there is not room for groups and tournaments. Rates increasing but not at pace of US as a whole.



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Sarpy County Hotels - Occupancy

Occupancy Percent by Day of Week by Month - July 2014 - June 2015

| | Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Avg |
|----------|--------|--------|---------|-----------|----------|--------|----------|-------|
| Jul - 14 | 55.7% | 71.8% | 76.6% | 75.2% | 71.5% | 80.4% | 86.5% | 74.0% |
| Aug - 14 | 51.9% | 72.2% | 78.9% | 75.3% | 63.1% | 73.9% | 81.4% | 70.9% |
| Sep - 14 | 48.2% | 65.3% | 73.6% | 76.2% | 66.6% | 72.4% | 80.8% | 69.0% |
| Oct - 14 | 44.0% | 60.9% | 69.7% | 69.1% | 56.5% | 61.2% | 68.7% | 61.4% |
| Nov - 14 | 35.0% | 52.4% | 56.5% | 63.6% | 59.7% | 55.8% | 58.2% | 54.5% |
| Dec - 14 | 35.2% | 47.7% | 50.0% | 52.0% | 44.9% | 45.3% | 52.3% | 46.8% |
| Jan - 15 | 31.0% | 50.9% | 58.7% | 57.7% | 46.4% | 46.4% | 46.2% | 48.2% |
| Feb - 15 | 37.5% | 51.2% | 63.3% | 63.6% | 59.5% | 53.8% | 64.7% | 56.2% |
| Mar - 15 | 39.1% | 61.6% | 71.0% | 71.3% | 65.5% | 69.3% | 75.5% | 64.8% |
| Apr - 15 | 41.1% | 63.4% | 74.9% | 73.7% | 63.4% | 63.8% | 67.9% | 64.0% |
| May - 15 | 50.0% | 58.9% | 66.9% | 70.9% | 64.9% | 85.1% | 88.7% | 69.3% |
| Jun - 15 | 57.1% | 74.0% | 79.8% | 83.8% | 77.6% | 84.7% | 87.2% | 77.7% |
| Average | 43.7% | 60.8% | 68.4% | 69.1% | 61.4% | 65.9% | 71.1% | |

Sources: Smith Travel Research

County hotels are most full on warm weather weekends. This suggests compressed demand, where sellouts occur at the best hotels, pushing demand to lesser hotels. Late fall and early spring still available. Occupancy will force tournaments to book and block rooms early. Weekend business not enough to justify new hotel development since weekday business is not as strong and is required for more hotels.



Sarpy County Hotels – ADR

ADR by Day of Week by Month - July 2014 - June 2015

| | Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Avg |
|----------|--------|--------|---------|-----------|----------|--------|----------|--------|
| Jul - 14 | 83.75 | 91.37 | 92.77 | 94.31 | 88.77 | 87.02 | 89.45 | 90.04 |
| Aug - 14 | 79.68 | 88.42 | 90.64 | 90.92 | 83.81 | 84.93 | 87.73 | 86.80 |
| Sep - 14 | 78.48 | 85.61 | 89.50 | 88.90 | 85.14 | 81.44 | 85.49 | 85.53 |
| Oct - 14 | 74.81 | 85.66 | 91.41 | 88.85 | 80.74 | 78.11 | 80.76 | 83.43 |
| Nov - 14 | 69.08 | 80.52 | 83.69 | 90.33 | 86.52 | 78.19 | 80.91 | 81.91 |
| Dec - 14 | 69.59 | 78.24 | 80.83 | 82.78 | 74.52 | 72.37 | 75.57 | 77.09 |
| Jan - 15 | 68.94 | 82.41 | 86.50 | 84.87 | 80.00 | 77.64 | 75.43 | 80.11 |
| Feb - 15 | 72.32 | 81.97 | 88.97 | 88.37 | 88.59 | 80.28 | 86.54 | 84.73 |
| Mar - 15 | 73.48 | 86.43 | 88.95 | 89.11 | 86.63 | 84.46 | 86.56 | 85.76 |
| Apr - 15 | 74.62 | 87.43 | 92.83 | 92.25 | 90.39 | 81.78 | 83.59 | 87.29 |
| May - 15 | 84.72 | 88.51 | 92.77 | 93.88 | 92.83 | 110.54 | 108.95 | 98.33 |
| Jun - 15 | 111.24 | 112.85 | 115.30 | 124.39 | 124.71 | 121.91 | 119.79 | 118.71 |
| Average | 79.90 | 88.69 | 92.26 | 93.07 | 89.61 | 88.96 | 90.31 | |

Sources: Smith Travel Research

Rates are still highest during weekdays due to corporate travel. Weekend business is busy, but rate conscious, so rates are lower, except in June.



% of Sarpy County Rooms Needed – Largest Events

Important to note that most events are not shown, only those that take up a large portion of hotel rooms. Most events do not (ie all tennis events)

Projected Room Nights Generated - % of Sarpy County Rooms

| | % Overnight | People/Room | Nights per Event | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 |
|--------------------------------|-------------|-------------|------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| Swimming | | | | | | | | | | | | | |
| Midwestern SC Champs | 65% | 3 | 3 | 36.6% | 36.6% | 36.6% | 36.6% | 36.6% | 36.6% | 36.6% | 36.6% | 36.6% | 36.6% |
| USA Swimming Sectional Meet-SC | 90% | 3 | 4 | 0.0% | 0.0% | 50.7% | 0.0% | 0.0% | 50.7% | 0.0% | 0.0% | 50.7% | 0.0% |
| USA Swimming Grand Prix | 90% | 3 | 3.5 | 0.0% | 0.0% | 0.0% | 33.8% | 0.0% | 0.0% | 33.8% | 0.0% | 0.0% | 33.8% |
| Field | | | | | | | | | | | | | |
| In Season tournaments | 65% | 3 | 3 | 50.9% | 50.9% | 50.9% | 50.9% | 50.9% | 50.9% | 50.9% | 50.9% | 50.9% | 50.9% |
| In Season tournaments | 65% | 3 | 3 | 61.1% | 61.1% | 61.1% | 61.1% | 61.1% | 61.1% | 61.1% | 61.1% | 61.1% | 61.1% |
| In Season tournaments | 65% | 3 | 3 | 81.4% | 81.4% | 81.4% | 81.4% | 81.4% | 81.4% | 81.4% | 81.4% | 81.4% | 81.4% |
| In Season tournaments | 40% | 3 | 3 | 43.8% | 43.8% | 43.8% | 43.8% | 43.8% | 43.8% | 43.8% | 43.8% | 43.8% | 43.8% |
| In Season tournaments | 65% | 3 | 2 | 61.1% | 61.1% | 61.1% | 61.1% | 61.1% | 61.1% | 61.1% | 61.1% | 61.1% | 61.1% |
| Championship Tournament | 66% | 3 | 3 | 83.7% | 83.7% | 83.7% | 83.7% | 83.7% | 83.7% | 83.7% | 83.7% | 83.7% | 83.7% |
| Championship Tournament | 66% | 3 | 3 | 55.8% | 55.8% | 55.8% | 55.8% | 55.8% | 55.8% | 55.8% | 55.8% | 55.8% | 55.8% |
| Lacrosse Tournament | 60% | 3 | 3 | 37.6% | 37.6% | 37.6% | 37.6% | 37.6% | 37.6% | 37.6% | 37.6% | 37.6% | 37.6% |

Source: Various Sports Organizations, Hunden Strategic Partners

Certain outdoor field events will require a high percentage of all quality County rooms.



% of La Vista Rooms Needed – Largest Events

Most events are not shown, only those that take up a large portion of hotel rooms. Most events do not (ie all tennis events), but more than in County table.

Projected Room Nights Generated - % of La Vista Rooms

| | % Overnight | People/Room | Nights per Event | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 |
|---------------------------------|-------------|-------------|------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| Swimming | | | | | | | | | | | | | |
| Short Course Meet-MWS | 55% | 3 | 3 | 65.2% | 65.2% | 65.2% | 65.2% | 65.2% | 65.2% | 65.2% | 65.2% | 65.2% | 65.2% |
| Long Course Meet-MWS | 55% | 3 | 3 | 72.5% | 72.5% | 72.5% | 72.5% | 72.5% | 72.5% | 72.5% | 72.5% | 72.5% | 72.5% |
| Long Course Meet-MWS | 55% | 3 | 3 | 65.2% | 65.2% | 65.2% | 65.2% | 65.2% | 65.2% | 65.2% | 65.2% | 65.2% | 65.2% |
| Midwestern SC Champs | 65% | 3 | 3 | 102.8% | 102.8% | 102.8% | 102.8% | 102.8% | 102.8% | 102.8% | 102.8% | 102.8% | 102.8% |
| Midwestern LC Champs | 65% | 3 | 3 | 0.0% | 89.9% | 0.0% | 89.9% | 0.0% | 89.9% | 0.0% | 89.9% | 0.0% | 89.9% |
| USA Swimming Sectional Meet-SC | 90% | 3 | 4 | 0.0% | 0.0% | 142.3% | 0.0% | 0.0% | 142.3% | 0.0% | 0.0% | 142.3% | 0.0% |
| USA Swimming Grand Prix | 90% | 3 | 3.5 | 0.0% | 0.0% | 0.0% | 94.9% | 0.0% | 0.0% | 94.9% | 0.0% | 0.0% | 94.9% |
| State High School Championships | 80% | 3 | 2 | 84.3% | 0.0% | 84.3% | 0.0% | 84.3% | 0.0% | 84.3% | 0.0% | 84.3% | 0.0% |
| Field | | | | | | | | | | | | | |
| In Season tournaments | 65% | 3 | 3 | 142.7% | 142.7% | 142.7% | 142.7% | 142.7% | 142.7% | 142.7% | 142.7% | 142.7% | 142.7% |
| In Season tournaments | 40% | 3 | 2 | 70.3% | 70.3% | 70.3% | 70.3% | 70.3% | 70.3% | 70.3% | 70.3% | 70.3% | 70.3% |
| In Season tournaments | 65% | 3 | 3 | 171.3% | 171.3% | 171.3% | 171.3% | 171.3% | 171.3% | 171.3% | 171.3% | 171.3% | 171.3% |
| In Season tournaments | 50% | 3 | 2 | 87.8% | 87.8% | 87.8% | 87.8% | 87.8% | 87.8% | 87.8% | 87.8% | 87.8% | 87.8% |
| In Season tournaments | 65% | 3 | 3 | 228.4% | 228.4% | 228.4% | 228.4% | 228.4% | 228.4% | 228.4% | 228.4% | 228.4% | 228.4% |
| In Season tournaments | 40% | 3 | 3 | 123.0% | 123.0% | 123.0% | 123.0% | 123.0% | 123.0% | 123.0% | 123.0% | 123.0% | 123.0% |
| In Season tournaments | 65% | 3 | 2 | 171.3% | 171.3% | 171.3% | 171.3% | 171.3% | 171.3% | 171.3% | 171.3% | 171.3% | 171.3% |
| In Season tournaments | 40% | 3 | 2 | 70.3% | 70.3% | 70.3% | 70.3% | 70.3% | 70.3% | 70.3% | 70.3% | 70.3% | 70.3% |
| Championship Tournament | 66% | 3 | 3 | 234.8% | 234.8% | 234.8% | 234.8% | 234.8% | 234.8% | 234.8% | 234.8% | 234.8% | 234.8% |
| Championship Tournament | 66% | 3 | 3 | 156.5% | 156.5% | 156.5% | 156.5% | 156.5% | 156.5% | 156.5% | 156.5% | 156.5% | 156.5% |
| Lacrosse Tournament | 60% | 3 | 3 | 105.4% | 105.4% | 105.4% | 105.4% | 105.4% | 105.4% | 105.4% | 105.4% | 105.4% | 105.4% |

Source: Various Sports Organizations, Hunden Strategic Partners

| | |
|--|-----------|
| | 65 - 110 |
| | 110 - 155 |
| | >155 |



La Vista Hotels

- City will not be able to entirely accommodate the majority of the field events and larger swimming events
- Sarpy County will be able to accommodate the majority of the projected events, outside of a few outdoor soccer events
- Larger swimming events will need approximately 45 to 65 percent of the hotel rooms in the city
- Fieldhouse and tennis events can be accommodated by the City of La Vista



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Net New Visitors and Room Nights: La Vista

| Net New Visitors and Room Nights | | | | | | | |
|----------------------------------|--------|--------|--------|---------|---------|---------|-----------|
| | Year 1 | Year 2 | Year 3 | Year 10 | Year 15 | Year 20 | Total |
| New Daytrip Visitor Days | 2,709 | 2,933 | 2,709 | 2,933 | 2,933 | 2,933 | 57,544 |
| New Overnight Visitor Days | 47,508 | 48,768 | 51,558 | 50,658 | 50,658 | 50,658 | 1,005,783 |
| New Hotel Room Nights (Local) | 19,003 | 19,507 | 20,623 | 20,263 | 20,263 | 20,263 | 402,313 |

Source: Hunden Strategic Partners

Most participants share rooms, often four per rooms. Limits impact somewhat, but still, La Vista hotels will see noticeable impact of approximate 20,000 room nights per year.



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Direct Net New Spending: La Vista

| Direct Net New Spending (000s) | | | | | | | |
|--------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|
| | Year 1 | Year 2 | Year 3 | Year 10 | Year 15 | Year 20 | Total |
| Food & Beverage | \$1,277 | \$1,352 | \$1,466 | \$1,777 | \$2,060 | \$2,388 | \$36,369 |
| Lodging | \$2,451 | \$2,593 | \$2,824 | \$3,420 | \$3,968 | \$4,603 | \$70,022 |
| Retail | \$232 | \$246 | \$267 | \$323 | \$375 | \$434 | \$6,613 |
| Transportation | \$395 | \$418 | \$454 | \$550 | \$637 | \$739 | \$11,251 |
| Other | \$403 | \$427 | \$463 | \$561 | \$650 | \$754 | \$11,485 |
| Total | \$4,758 | \$5,036 | \$5,474 | \$6,630 | \$7,690 | \$8,917 | \$135,739 |

Source: Hunden Strategic Partners

Conservative spending estimates result in \$5+ million per year in direct new spending in La Vista. More than half is lodging spending, followed by restaurants. 20-year total is more than \$135 million.



Direct, Indirect, and Induced Net New Spending: La Vista

| Direct, Indirect & Induced Net New Spending (000s) | | | | | | | |
|--|----------------|----------------|----------------|----------------|-----------------|-----------------|------------------|
| | Year 1 | Year 2 | Year 3 | Year 10 | Year 15 | Year 20 | Total |
| Net New Spending | | | | | | | |
| Direct | \$4,758 | \$5,036 | \$5,474 | \$6,630 | \$7,690 | \$8,917 | \$135,739 |
| Indirect | \$1,185 | \$1,254 | \$1,363 | \$1,651 | \$1,915 | \$2,220 | \$33,800 |
| Induced | \$831 | \$880 | \$956 | \$1,159 | \$1,344 | \$1,558 | \$23,718 |
| Total | \$6,774 | \$7,170 | \$7,794 | \$9,440 | \$10,948 | \$12,696 | \$193,257 |

Source: Hunden Strategic Partners

Spillover spending (indirect and induced) adds \$57 million more new spending to La Vista in first 20 years, totaling \$193 million, or approximately \$9.7 million per year.



Net New Earnings from Direct, Indirect, and Induced Spending: La Vista

| Net New Earnings from Direct, Indirect & Induced Spending (000s) | | | | | | | |
|--|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|
| | Year 1 | Year 2 | Year 3 | Year 10 | Year 15 | Year 20 | Total |
| Net New Earnings | | | | | | | |
| From Direct | \$1,594 | \$1,687 | \$1,833 | \$2,220 | \$2,575 | \$2,986 | \$45,459 |
| From Indirect | \$99 | \$104 | \$113 | \$137 | \$159 | \$185 | \$2,811 |
| From Induced | \$42 | \$45 | \$48 | \$59 | \$68 | \$79 | \$1,201 |
| Total | \$1,734 | \$1,836 | \$1,995 | \$2,416 | \$2,802 | \$3,250 | \$49,470 |

Source: Hunden Strategic Partners

New local earnings estimated to total \$49 million over the period, or approximately \$2.47 million per year.



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Net New Full-Time Jobs from Direct, Indirect, and Induced Spending: La Vista

| Net New Full-Time Equivalent Jobs from Direct, Indirect & Induced Earnings (000s) | | | | | | |
|---|------------|------------|------------|------------|------------|------------|
| | Year 1 | Year 2 | Year 3 | Year 10 | Year 15 | Year 20 |
| Net New FTE Jobs | | | | | | |
| From Direct | 184 | 189 | 200 | 197 | 197 | 197 |
| From Indirect | 7 | 8 | 8 | 8 | 8 | 8 |
| From Induced | 3 | 14 | 15 | 15 | 15 | 15 |
| Total | 194 | 210 | 222 | 219 | 219 | 219 |

Source: Hunden Strategic Partners

Supported Full-Time Equivalent Jobs total 219 at stabilization, primarily in hospitality and service fields, but also in related sports and event industries.



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Net New Direct Fiscal Impact: La Vista

La Vista Fiscal Impact - Tax Impacts from Net New Spending (000s)

| | Year 1 | Year 2 | Year 3 | Year 10 | Year 15 | Year 20 | Total |
|---------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------|
| La Vista Taxes Collected | | | | | | | |
| Sales Tax (2%) | \$722.8 | \$143.4 | \$155.9 | \$188.8 | \$219.0 | \$253.9 | \$4,452 |
| Hotel Occupancy Tax (5%) | \$122.6 | \$129.6 | \$141.2 | \$171.0 | \$198.4 | \$230.1 | \$3,501 |
| Total | \$845 | \$273 | \$297 | \$360 | \$417 | \$484 | \$7,954 |

* First Year includes sales tax impact from construction spending
 Source: Hunden Strategic Partners

Total local tax revenue expected: nearly \$8 million over 20 years. Includes construction spending impact (shown in first year).



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Summary of Impacts

| | 20-Years | Stabilized Year |
|---------------------------------|-------------------|-----------------|
| Net New Spending | (millions) | |
| Direct | \$135.7 | \$6.02 |
| Indirect | \$33.8 | \$1.50 |
| Induced | \$23.7 | \$1.05 |
| Total | \$193.3 | \$8.57 |
| Net New Earnings | (millions) | |
| From Direct | \$45.5 | \$2.02 |
| From Indirect | \$2.8 | \$0.12 |
| From Induced | \$1.2 | \$0.05 |
| Total | \$49.5 | \$2.19 |
| Net New FTE Jobs | Actual | |
| From Direct | 197 | 189 |
| From Indirect | 8 | 8 |
| From Induced | 15 | 14 |
| Total | 219 | 211 |
| La Vista Taxes Collected | (000s) | |
| Sales Tax (2%) | \$4,452 | \$171 |
| Hotel Occupancy Tax (5%) | \$3,501 | \$155 |
| Total | \$7,954 | \$326 |
| Construction Impact | (000s) | |
| Total Spending | \$29,366 | |
| Direct Labor Spending | \$30,600 | |
| Job-Years, Actual | 182 | |

Impact Summary: La Vista

Major impact on La Vista. In addition, many intrinsic benefits, public relations and fiscal savings at municipal pool (not shown here).



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Source: Hunden Strategic Partners

Net New Visitors and Room Nights: Sarpy County

| Net New Visitors and Room Nights | | | | | | | |
|----------------------------------|--------|--------|--------|---------|---------|---------|-----------|
| | Year 1 | Year 2 | Year 3 | Year 10 | Year 15 | Year 20 | Total |
| New Daytrip Visitor Days | 2,709 | 2,933 | 2,709 | 2,933 | 2,933 | 2,933 | 57,544 |
| New Overnight Visitor Days | 79,181 | 81,280 | 85,931 | 84,430 | 84,430 | 84,430 | 1,676,306 |
| New Hotel Room Nights (Local) | 31,672 | 32,512 | 34,372 | 33,772 | 33,772 | 33,772 | 670,522 |

Source: Hunden Strategic Partners

Sarpy County expected to capture 50% of all new hotel room nights. Approximately 68,000 total for Omaha area and nearly 34,000 for Sarpy County.



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Direct Net New Spending: Sarpy County

| Direct Net New Spending (000s) | | | | | | | |
|--------------------------------|----------------|----------------|----------------|-----------------|-----------------|-----------------|------------------|
| | Year 1 | Year 2 | Year 3 | Year 10 | Year 15 | Year 20 | Total |
| Food & Beverage | \$2,100 | \$2,223 | \$2,414 | \$2,923 | \$3,388 | \$3,928 | \$59,827 |
| Lodging | \$3,769 | \$3,986 | \$4,341 | \$5,253 | \$6,093 | \$7,066 | \$107,554 |
| Retail | \$383 | \$405 | \$440 | \$532 | \$617 | \$715 | \$10,898 |
| Transportation | \$653 | \$691 | \$751 | \$909 | \$1,053 | \$1,221 | \$18,604 |
| Other | \$664 | \$703 | \$764 | \$925 | \$1,072 | \$1,243 | \$18,928 |
| Total | \$7,569 | \$8,008 | \$8,710 | \$10,541 | \$12,224 | \$14,173 | \$215,812 |

Source: Hunden Strategic Partners

Lower average daily rate and total hotel spending per room vs. City. Still, total spending over 20 years is \$216 million, or \$10.8 million per year new to the County.



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**Direct, Indirect, and Induced
Net New Spending: Sarpy
County**

| Direct, Indirect & Induced Net New Spending (000s) | | | | | | | |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|
| | Year 1 | Year 2 | Year 3 | Year 10 | Year 15 | Year 20 | Total |
| Net New Spending | | | | | | | |
| Direct | \$7,569 | \$8,008 | \$8,710 | \$10,541 | \$12,224 | \$14,173 | \$215,812 |
| Indirect | \$1,885 | \$1,995 | \$2,170 | \$2,626 | \$3,045 | \$3,530 | \$53,757 |
| Induced | \$1,326 | \$1,403 | \$1,526 | \$1,846 | \$2,141 | \$2,482 | \$37,799 |
| Total | \$10,780 | \$11,405 | \$12,406 | \$15,013 | \$17,409 | \$20,186 | \$307,367 |

Source: Hunden Strategic Partners

Spillover spending (indirect and induced) adds more than \$91 million more new spending to Sarpy County in first 20 years, totaling \$307 million, or an average of nearly \$15.4 million per year.



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**Net New Earnings from Direct,
Indirect, and Induced Spending: Sarpy
County**

| Net New Earnings from Direct, Indirect & Induced Spending (000s) | | | | | | | |
|--|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|
| | Year 1 | Year 2 | Year 3 | Year 10 | Year 15 | Year 20 | Total |
| Net New Earnings | | | | | | | |
| From Direct | \$2,542 | \$2,690 | \$2,926 | \$3,541 | \$4,106 | \$4,760 | \$72,486 |
| From Indirect | \$157 | \$166 | \$180 | \$218 | \$253 | \$294 | \$4,472 |
| From Induced | \$67 | \$71 | \$77 | \$94 | \$109 | \$126 | \$1,919 |
| Total | \$2,767 | \$2,927 | \$3,184 | \$3,853 | \$4,468 | \$5,180 | \$78,877 |

Source: Hunden Strategic Partners

New local earnings estimated to total nearly \$79 million over the period, or approximately \$4 million per year.



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Net New Full-Time Jobs from Direct, Indirect, and Induced Spending: Sarpy County

| Net New Full-Time Equivalent Jobs from Direct, Indirect & Induced Earnings (000s) | | | | | | |
|---|------------|------------|------------|------------|------------|------------|
| | Year 1 | Year 2 | Year 3 | Year 10 | Year 15 | Year 20 |
| Net New FTE Jobs | | | | | | |
| From Direct | 286 | 294 | 310 | 305 | 305 | 306 |
| From Indirect | 12 | 12 | 13 | 12 | 12 | 12 |
| From Induced | 5 | 22 | 24 | 23 | 23 | 23 |
| Total | 302 | 328 | 347 | 341 | 341 | 341 |

Source: Hunden Strategic Partners

Supported Full-Time Equivalent Jobs total 341 at stabilization.



Net New Direct Fiscal Impact: Sarpy County

| Fiscal Impact - Tax Impacts from Net New Spending (000s) | | | | | | | |
|--|--------------|--------------|--------------|--------------|--------------|--------------|----------------|
| | Year 1 | Year 2 | Year 3 | Year 10 | Year 15 | Year 20 | Total |
| Sarpy County Taxes Collected | | | | | | | |
| Hotel Occupancy Tax (4%) | \$151 | \$159 | \$174 | \$210 | \$244 | \$283 | \$4,302 |
| Total | \$151 | \$159 | \$174 | \$210 | \$244 | \$283 | \$4,302 |

Source: Hunden Strategic Partners

Total county hotel tax revenue expected: \$4.3 million over 20 years.




| Summary of Impacts | | |
|--|----------------|-----------------|
| | 20-Years | Stabilized Year |
| Net New Spending (millions) | | |
| Direct | \$215.8 | \$9.57 |
| Indirect | \$53.8 | \$2.38 |
| Induced | \$37.8 | \$1.68 |
| Total | \$307.4 | \$13.63 |
| Net New Earnings (millions) | | |
| From Direct | \$72.5 | \$3.21 |
| From Indirect | \$4.5 | \$0.20 |
| From Induced | \$1.9 | \$0.09 |
| Total | \$78.9 | \$3.50 |
| Net New FTE Jobs Actual | | |
| From Direct | 306 | 294 |
| From Indirect | 12 | 12 |
| From Induced | 23 | 22 |
| Total | 341 | 328 |
| Sarpy County Taxes Collected (000s) | | |
| Hotel Occupancy Tax (4%) | \$4,302 | \$191 |
| Total | \$4,302 | \$191 |
| Construction Impact (000s) | | |
| Total Spending | \$29,366 | |
| Direct Labor Spending | \$30,600 | |
| Job-Years, Actual | 182 | |

61 Source: Hunden Strategic Partners

Impact Summary: Sarpy County

Significant county impact in all areas of economic, fiscal and job measures.




| Nebraska Multi-Sport Complex City of La Vista Debt Service vs. City Fiscal Impacts | | | | | | |
|---|------------------------------|---------------------|------------------------------------|------------------------|----------------------|---------------------|
| Year | Bond Payments Total (\$10 m) | New City Taxes | Replacement Pool Savings (\$5.7 m) | Operating Cost Savings | Total | Net Fiscal Impact |
| 2016 | \$ 206,025 | \$ - | \$ 45,125 | \$ - | \$ 45,125 | \$ (160,900) |
| 2017 | \$ 753,516 | \$ 845,371 | \$ 405,094 | \$ 100,000 | \$ 1,350,465 | \$ 596,949 |
| 2018 | \$ 765,844 | \$ 273,038 | \$ 402,688 | \$ 103,000 | \$ 778,725 | \$ 12,881 |
| 2019 | \$ 767,141 | \$ 297,097 | \$ 405,000 | \$ 106,090 | \$ 808,187 | \$ 41,046 |
| 2020 | \$ 764,411 | \$ 300,952 | \$ 406,938 | \$ 109,273 | \$ 817,162 | \$ 52,751 |
| 2021 | \$ 764,353 | \$ 290,761 | \$ 403,594 | \$ 112,551 | \$ 806,906 | \$ 42,553 |
| 2022 | \$ 763,540 | \$ 332,923 | \$ 404,969 | \$ 115,927 | \$ 853,819 | \$ 90,279 |
| 2023 | \$ 765,249 | \$ 320,773 | \$ 405,969 | \$ 119,405 | \$ 846,147 | \$ 80,898 |
| 2024 | \$ 762,778 | \$ 326,475 | \$ 406,594 | \$ 122,987 | \$ 856,056 | \$ 93,278 |
| 2025 | \$ 762,829 | \$ 355,188 | \$ 406,844 | \$ 126,677 | \$ 888,709 | \$ 125,880 |
| 2026 | \$ 761,974 | \$ 359,776 | \$ 406,719 | \$ 130,477 | \$ 896,972 | \$ 134,998 |
| 2027 | \$ 763,490 | \$ 370,627 | \$ 406,219 | \$ 134,392 | \$ 911,237 | \$ 147,747 |
| 2028 | \$ 763,950 | \$ 381,800 | \$ 405,344 | \$ 138,423 | \$ 925,567 | \$ 161,617 |
| 2029 | \$ 760,081 | \$ 393,307 | \$ 404,094 | \$ 142,576 | \$ 939,976 | \$ 179,895 |
| 2030 | \$ 761,856 | \$ 405,156 | \$ 402,469 | \$ 146,853 | \$ 954,478 | \$ 192,622 |
| 2031 | \$ 759,152 | \$ 417,358 | \$ 405,375 | \$ 151,259 | \$ 973,992 | \$ 214,840 |
| 2032 | \$ 758,666 | \$ 429,924 | \$ 402,813 | \$ 155,797 | \$ 988,534 | \$ 229,868 |
| 2033 | \$ 760,248 | \$ 442,865 | \$ 404,781 | \$ 160,471 | \$ 1,008,117 | \$ 247,869 |
| 2034 | \$ 757,200 | \$ 456,192 | \$ 406,188 | \$ 165,285 | \$ 1,027,664 | \$ 270,464 |
| 2035 | \$ 759,495 | \$ 469,916 | \$ 407,031 | \$ 170,243 | \$ 1,047,190 | \$ 287,695 |
| 2036 | \$ 707,012 | \$ 484,049 | \$ 402,406 | \$ 175,351 | \$ 1,061,806 | \$ 354,794 |
| Total | \$ 15,388,810 | \$ 7,953,550 | \$ 8,146,250 | \$ 2,687,037 | \$ 18,786,837 | \$ 3,398,027 |

62 Source: City of La Vista, HSP

Comparing La Vista Debt Service to Fiscal Impacts

City taxes estimated at \$7.95 million plus \$8.14 million pool savings and \$2.69 million in saved operating costs totals \$18.79 million. Results in a net fiscal impact of \$3.40 million.



 QUESTIONS?

hunden
strategic
partners