

**Exhibit A**

**Fresno Convention and Entertainment Center**

**Revenue and Cost Structure**

| <b>Contractor's Cost Structure</b>                      |  |
|---|--|
| <b>Catered Events</b>                                   | <b>% of Gross sales remitted to Convention Center by Contractor (excluding taxes and gratuities)</b> |
| Catering Food & N/A Beverages Sales \$0 - \$1.5 million | 25%  |
| Catering Food & N/A Beverages Sales Over \$1.5 million  | 30%  |
| Catering Alcohol  | 32%  |
| Backstage Catering                                      | 5%   |
| City of Fresno Events (Discounted see below)            | 0%   |

| <b>Concessions Management</b>          | <b>Fees Paid by Convention Center to Contractor</b> |
|--|---|
| Monthly Management Fee to Contractor   | \$5,500   |
| Management Incentive Fee to Contractor | 6.5% of Gross Sales                                 |

**Note:**

Pardini's to offer 25% discount for all City of Fresno events

Pardini's to offer 5% discount for food and non-alcoholic beverages for all Fresno residents for catered events only.

Additional Catering and Bar discounts available for groups over 750 for Fresno residents only with prior written approval by the City.