

CONTACT: Julie Frisoni (623) 640-8254
Marketing/Communications Director

**STATEMENT & FACT SHEET FROM THE CITY OF
GLENDALE REGARDING UPDATE ON THE NHL COYOTES**

*Glendale is releasing a statement and fact sheet and not providing interviews at this time.
A presentation about the new proposed agreement will be given at the council meeting.*

STATEMENT

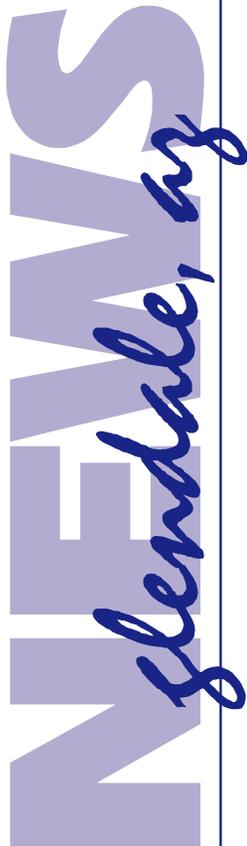
The Glendale City Council is scheduled to vote on a new lease agreement between the city and a potential owner for the National Hockey League (NHL) Coyotes team to use the city-owned Jobing.com Arena. The vote will take place during a regularly scheduled council meeting Tuesday, December 14, at 7 p.m. in the Glendale Council Chambers. Glendale has worked to protect its investment in the Sports and Entertainment District and bring a resolution to the Coyotes situation which began 1 ½ years ago when the team’s owner unexpectedly filed for bankruptcy. Glendale believes a long-term commitment to the community is critical to the economic viability of the entire region.

FACT SHEET

Regional Impact

- The Jobing.com Arena and the Coyotes were the impetus for the creation of Glendale’s Sports and Entertainment District, including the University of Phoenix Stadium, Camelback Ranch-Glendale, Westgate City Center and all of the surrounding amenities.
- Those amenities enabled Glendale to host a Super Bowl, annual Fiesta Bowls, a BCS championship game and other similar events such as WrestleMania. In 2008, the economic impact of the Super Bowl was more than \$500 million. Other large scale events bring an economic value ranging from \$45 million (WrestleMania in 2010) to \$420 million (Fiesta Bowl and BCS projected in 2011).
- The Coyotes and Jobing.com Arena have been economic catalysts that have brought tourists from around the world to area hotels, restaurants and shopping centers.

(More)



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Arizona
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City of Glendale
5850 W. Glendale Ave.
Glendale, AZ 85301
(623) 930-2960
www.glendaleaz.com

The Agreement

- The proposed agreement will continue to allow Glendale to receive all the revenue it currently does to pay its obligations on the arena.
- This proposal provides for the city to purchase parking rights from the team for \$100 million. The city will manage the parking at Jobing.com Arena with this new revenue stream going to pay the purchase rights. The new revenue would include parking fees, advertising and naming rights. Parking revenue is generated year-round at every event at the arena, not just Coyotes games.
- Glendale owns the arena and it is Glendale's responsibility to maintain the facility. Under the proposed agreement, Glendale will contract with a management firm to operate the arena with projected expenses of approximately \$17 million per year, which is currently offset by having the Coyotes as the arena's main tenant.
- Mr. Hulsizer has an option to purchase the arena after five years. If Mr. Hulsizer declines that opportunity, Glendale can seek a new arena owner if it's in the city's best interest. Such a sale will not impact the Coyotes use of the arena.

Regional Economic Impact of the Coyotes and Jobing.com Arena

- Throughout this process, Glendale has had two choices: keep the Coyotes or lose the Coyotes. Losing the Coyotes would create a devastating, negative economic impact to our community of more than \$500 million.
- The proposed agreement positions Glendale to host the NHL All Star Game in 2013 with a potential economic impact of \$10 million to \$30 million. The restaurants, retail outlets and hotels surrounding Jobing.com Arena will have renewed economic security, and our city benefits from revenue generated by those activities.
- The yearly regional economic impact of the Coyotes and Jobing.com Arena (according to a 2008 study by ESI Corporation) is substantial:
 - 750 jobs in Maricopa County and \$20 million in wages
 - \$4.5 million in indirect business taxes for Glendale, Maricopa County and the state
- Tremendous national and international exposure which is a key asset to the business community in attracting and retaining businesses and employees
- Attracting and retaining residents who consider sports in a community a quality of life factor.

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