

UTSA's Ticket Information		
<u>Total Tickets Sold</u>		
2014	100,692	
2013	116,084	
2012	109,960	
2011	141,214	
<u>2014 Tickets Sold \$10 or Less</u>		
2014	12,517	
<u>2014 Tickets Sold \$10-\$20</u>		
2014	11,878	
<u>Total Tickets Sold but Not Redeemed</u>		
2014	30,949	30.7%
2013	27,213	23.4%
2012	23,999	21.8%
2011	42,694	30.2%

UTSA's Proposal - Adjusted Ticket Fees				2015 Season (FY16)	2016 Season (FY17)	2017 Season (FY18)	2018 Season (FY19)	2019 Season (FY20)	
		Ticket Fee (\$1.50 R&I / \$0.50 Facility Fee*)			\$2.00	\$2.00	\$3.00	\$3.00	\$3.00
		Ticket Fee (Svc Fee)			\$2.00	\$2.00	\$3.00	\$3.00	\$3.00
Average Tickets Sold per Season	116,988	\$233,975.00	\$233,975.00	\$233,975.00	\$350,962.50	\$350,962.50	\$350,962.50		
LESS: Average Tickets NOT Redeemed per Season	(31,214)		(\$62,427.50)	(\$62,427.50)	(\$93,641.25)	(\$93,641.25)	(\$93,641.25)		
LESS: Tickets Sold \$10.00 or Less	(12,517)		(\$25,034.00)	(\$25,034.00)	(\$37,551.00)	(\$37,551.00)	(\$37,551.00)		
Adjusted Total Tickets	73,257		\$146,513.50	\$146,513.50	\$219,770.25	\$219,770.25	\$219,770.25		
Total Ticket Fees Collected per UTSA Proposal			\$380,488.50	\$380,488.50	\$570,732.75	\$570,732.75	\$570,732.75		
Total Ticket Fee Revenue			\$467,952.00	\$467,952.00	\$701,928.00	\$701,928.00	\$701,928.00		
Potential Lost City Revenue			\$87,463.50	\$87,463.50	\$131,195.25	\$131,195.25	\$131,195.25		

UTSA Proposal 5 yr amendment

The following conditions apply to tickets sold under 120,000:

Service Charge will not be assessed on tickets not redeemed

Service Charge will not be assessed on tickets sold for \$10 or less

Future ticket fee increases would be assessed when adopted

Discount over 5 yr period capped at \$500K

Incentive rebates for tickets sold over 120,001 would apply as follows:

5% discount for net tickets sold in tiers between 120,0001 to 160,000

8% discount for net tickets sold in tiers between 160,0001 to 220,000

10% discount for net tickets sold in tiers between 220,0001 to 250,000 plus