



February 3, 2017

Mr. John David Wicker
Director of Intercollegiate Athletics
San Diego State University
5500 Campanile Drive
San Diego, CA 92182

Re: Stadium Development Consulting

Dear John David,

JMI Sports ("JMIS") is extremely privileged to have another opportunity to work with the San Diego State University Athletics Department ("Athletics"). I am confident that our deep experience and exceptional track record will provide tremendous value to Athletics. Below please find the fundamental elements of our proposal to support Athletics in your exploration of a new football stadium development ("Project").

I. ROLE

JMIS will provide analysis and recommendations to Athletics as you evaluate the opportunity to build a joint-use stadium that may be shared with a Major League Soccer team. In this role, JMIS will strive to ensure that the best interests of Athletics are being represented in all facets of the complex Project. JMIS will provide industry data and professional opinion to better inform Athletics in making the important decisions regarding the Project.

II. SERVICES

During this engagement, JMIS may provide expertise to Athletics in numerous areas including, but not limited to, the following:

STRATEGIC PLANNING

- Business/Financial Modeling
- Revenue Maximization
- Benchmarking
- Fan Experience
- Ticket and Premium Sales
- Sponsorship and Naming Rights
- Stakeholder Outreach

PRE-DEVELOPMENT

- Site Evaluation
- Project Budgeting
- Project Scheduling
- Facility Programming
- Conceptual Design
- Master Planning
- Facility Integration

III. TERM

A consulting engagement shall commence upon the execution of an agreement and continue on a month-to-month basis. Either party may terminate the agreement upon a 30-day notice to the other party.

IV. TEAM

Erik Judson - Principal in Charge - \$400 per hour

Kacie Renc - Project Executive - \$250 per hour

Zach Davis - Project Manager - \$125 per hour

V. FEE

In consideration for the Services, Athletics shall compensate JMIS on an hourly basis, per the rates outlined above. Following each month, JMIS will invoice Athletics for the actual hours spent by each team member. JMIS' fee shall not exceed \$25,000 in any given month. The fee structure shall be modified if there is a mutually agreed upon change in the scope of services and/or work load.

VI. EXPENSES

Approved travel and other project related expenses shall be in addition to the hourly fee. Following each month, JMI Sports will invoice Athletics for direct reimbursement of actual expenses, with no mark-up.

JMI Sports is committed to serving as a trusted resource to San Diego State University. We look forward to demonstrating how our team can add considerable value, mitigate risk to the University, and ultimately be instrumental in ensuring a successful Project for Athletics. Once again, thank you for considering our engagement!

Warm regards,



Erik Judson
Chief Executive Officer



SDSU Stadium Project
JMI Sports - Monthly Consulting Fees

TOTAL MONTHLY FEES - February to June	\$ 35,218.75
Breakdown By Month	
February Hours	\$ 8,362.50
March Hours	\$ 9,456.25
April Hours	\$ 5,175.00
May Hours	\$ 7,425.00
June Hours	\$ 4,800.00



SDSU Stadium Project
JMI Sports - Monthly Consulting Fees

TOTAL MONTHLY FEES - FEBRUARY	\$ 8,362.50
<u>Breakdown By Employee</u>	
Total Fees - Erik Judson	\$ 4,800.00
Total Fees - Kacie Renc	\$ 562.50
Total Fees - Zach Davis	\$ 3,000.00



SDSU Stadium Project

JMI Sports - Monthly Consulting Fees

TOTAL MONTHLY FEES - MARCH	\$ 9,456.25
Breakdown By Employee	
Total Fees - Erik Judson	\$ 4,800.00
Total Fees - Kacie Renc	\$ 2,250.00
Total Fees - Zach Davis	\$ 2,406.25



SDSU Stadium Project
JMI Sports - Monthly Consulting Fees

TOTAL MONTHLY FEES - APRIL	\$ 5,175.00
<u>Breakdown By Employee</u>	
Total Fees - Erik Judson	\$ 4,800.00
Total Fees - Kacie Renc	\$ 250.00
Total Fees - Zach Davis	\$ 125.00



SDSU Stadium Project

JMI Sports - Monthly Consulting Fees

TOTAL MONTHLY FEES - MAY	\$ 7,425.00
Breakdown By Employee	
Total Fees - Erik Judson	\$ 4,800.00
Total Fees - Kacie Renc	\$ 875.00
Total Fees - Zach Davis	\$ 1,750.00



SDSU Stadium Project
JMI Sports - Monthly Consulting Fees

TOTAL MONTHLY FEES - JUNE	\$ 4,800.00
Breakdown By Employee	
Total Fees - Erik Judson	\$ 4,800.00
Total Fees - Kacie Renc	\$ -
Total Fees - Zach Davis	\$ -

JMI Sports LLC
629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-01553
Invoice Date 07/31/17

Amount Due: \$25,000.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
UNITED STATES

Due Date	Terms
08/30/17	Net 30

Item	Description	Amount
Consulting	SDSU Stadium Project - July Consulting Fees	\$25,000.00

Subtotal: \$25,000.00
Sales Tax: \$0.00

Total: \$25,000.00
Payments: \$0.00

Amount Due: \$25,000.00

Please remit payment to:
JMIS Development LLC
629 J St, Suite 205
San Diego, CA 92101

For billing inquiries, contact Gina Whitis at 859-425-7630.

JMI Sports LLC
629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-01554
Invoice Date 08/31/17

Amount Due: \$25,000.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
UNITED STATES

Due Date	Terms
09/30/17	Net 30

Item	Description	Amount
Consulting	SDSU Stadium Project - August Consulting Fees	\$25,000.00

Subtotal: \$25,000.00
Sales Tax: \$0.00

Total: \$25,000.00
Payments: \$0.00

Amount Due: \$25,000.00

Please remit payment to:
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629 J St, Suite 205
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INVOICE



Invoice # INV-01555

Invoice Date 09/30/17

Amount Due: \$25,000.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
UNITED STATES

Due Date	Terms
10/30/17	Net 30

Item	Description	Amount
Consulting	SDSU Stadium Project - September Consulting Fees	\$25,000.00

Subtotal:	\$25,000.00
Sales Tax:	\$0.00
Total:	\$25,000.00
Payments:	\$0.00
Amount Due:	\$25,000.00

Please remit payment to:

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629 J St, Suite 205
San Diego, CA 92101

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859-425-7630

INVOICE



Invoice # INV-01556
Invoice Date 10/31/17

Amount Due: \$25,000.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
UNITED STATES

Due Date	Terms
11/30/17	Net 30

Item	Description	Amount
Consulting	SDSU Stadium Project - October Consulting Fees	\$25,000.00

Subtotal: \$25,000.00
Sales Tax: \$0.00

Total: \$25,000.00
Payments: \$0.00

Amount Due: \$25,000.00

Please remit payment to:
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629 J St, Suite 205
San Diego, CA 92101

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JMI Sports LLC
629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-01561

Invoice Date 01/02/18

Amount Due: \$4,872.75

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
02/01/18	Net 30

Item	Description	Amount
Reimbursable Expenses	Aug-Oct Reimbursable Expenses - Air	\$1,784.20
Reimbursable Expenses	Aug-Oct Reimbursable Expenses - Car	\$646.16
Reimbursable Expenses	Aug-Oct Reimbursable Expenses - Hotel	\$1,547.60
Reimbursable Expenses	Aug-Oct Reimbursable Expenses - Meals	\$894.79

Subtotal:	\$4,872.75
Sales Tax:	\$0.00
Total:	\$4,872.75
Payments:	\$0.00
Amount Due:	\$4,872.75

Please remit payment to:
JMIS Development LLC
629 J St, Suite 205
San Diego, CA 92101

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JMI Sports LLC
629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-01557

Invoice Date 12/14/17

Amount Due: \$25,000.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
01/13/18	Net 30

Item	Description	Amount
Consulting	SDSU Stadium Project - November Consulting Fees	\$25,000.00

Subtotal:	\$25,000.00
Sales Tax:	\$0.00
Total:	\$25,000.00
Payments:	\$0.00
Amount Due:	\$25,000.00

Please remit payment to:
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629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-01562
Invoice Date 01/19/18

Amount Due: \$25,000.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
02/18/18	Net 30

Item	Description	Amount
Consulting	SDSU Stadium Project - December Consulting Fees	\$25,000.00

Subtotal: \$25,000.00
Sales Tax: \$0.00

Total: \$25,000.00
Payments: \$0.00

Amount Due: \$25,000.00

Please remit payment to:
JMIS Development LLC
629 J St, Suite 205
San Diego, CA 92101

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JMI Sports LLC
629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-01567

Invoice Date 01/23/18

Amount Due: \$831.02

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
02/22/18	Net 30

Item	Description	Amount
Reimbursable Expenses	December Reimbursable Expenses - Air	\$635.92
Reimbursable Expenses	December Reimbursable Expenses - Car	\$171.86
Reimbursable Expenses	December Reimbursable Expenses - Meals	\$23.24

Subtotal:	\$831.02
Sales Tax:	\$0.00
Total:	\$831.02
Payments:	\$0.00
Amount Due:	\$831.02

Please remit payment to:
JMIS Development LLC
629 J St, Suite 205
San Diego, CA 92101

For billing inquiries, contact Gina Whittis at 859-425-7630.

JMI Sports LLC
629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-02652

Invoice Date 05/30/18

Amount Due: \$12,500.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
06/29/18	Net 30

Item	Description	Amount
Consulting	Extension to Stadium Development Consulting Agreement - January Fees	\$12,500.00

Subtotal:	\$12,500.00
Sales Tax:	\$0.00
Total:	\$12,500.00
Payments:	\$0.00
Amount Due:	\$12,500.00

Please remit payment to:
JMIS Development LLC
629 J St, Suite 205
San Diego, CA 92101

For billing inquiries, contact Gina Whitis at 859-425-7630.

JMI Sports LLC
629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-02653

Invoice Date 05/30/18

Amount Due: \$12,500.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
06/29/18	Net 30

Item	Description	Amount
Consulting	Extension to Stadium Development Consulting Agreement - February Fees	\$12,500.00

Subtotal: \$12,500.00

Sales Tax: \$0.00

Total: \$12,500.00

Payments: \$0.00

Amount Due: \$12,500.00

Please remit payment to:

JMIS Development LLC
629 J St, Suite 205
San Diego, CA 92101

For billing inquiries, contact Gina Whitis at 859-425-7630.

JMI Sports LLC
629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-02654

Invoice Date 05/30/18

Amount Due: \$12,500.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
06/29/18	Net 30

Item	Description	Amount
Consulting	Extension to Stadium Development Consulting Agreement - March Fees	\$12,500.00

Subtotal: \$12,500.00
Sales Tax: \$0.00
Total: \$12,500.00
Payments: \$0.00
Amount Due: \$12,500.00

Please remit payment to:
JMIS Development LLC
629 J St, Suite 205
San Diego, CA 92101

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JMI Sports LLC
629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-02655

Invoice Date 05/30/18

Amount Due: \$12,500.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
06/29/18	Net 30

Item	Description	Amount
Consulting	Extension to Stadium Development Consulting Agreement - April Fees	\$12,500.00

Subtotal:	\$12,500.00
Sales Tax:	\$0.00
Total:	\$12,500.00
Payments:	\$0.00
Amount Due:	\$12,500.00

Please remit payment to:
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San Diego, CA 92101

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Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-02656
Invoice Date 05/30/18

Amount Due: \$12,500.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
06/29/18	Net 30

Item	Description	Amount
Consulting	Extension to Stadium Development Consulting Agreement - May Fees	\$12,500.00

Subtotal: \$12,500.00
Sales Tax: **\$0.00**

Total: \$12,500.00
Payments: **\$0.00**

Amount Due: **\$12,500.00**

Please remit payment to:
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629 J St, Suite 205
San Diego, CA 92101

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JMI Sports LLC
629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-03224

Invoice Date 08/02/18

Amount Due: \$12,500.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
09/01/18	Net 30

Item	Description	Amount
	SDSU Stadium Project – June Consulting Fees	\$12,500.00

Subtotal: \$12,500.00
Sales Tax: \$0.00
Total: \$12,500.00
Payments: \$0.00
Amount Due: \$12,500.00

Please remit payment to:

JMIS Development LLC
629 J St, Suite 205
San Diego, CA 92101

For billing inquiries, contact Gina Whitis at 859-425-7630.

JMI Sports LLC
629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-03225
Invoice Date 08/02/18

Amount Due: \$12,500.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
09/01/18	Net 30

Item	Description	Amount
	SDSU Stadium Project – July Consulting Fees	\$12,500.00

Subtotal: \$12,500.00
Sales Tax: \$0.00

Total: \$12,500.00
Payments: \$0.00

Amount Due: \$12,500.00

Please remit payment to:
JMIS Development LLC
629 J St, Suite 205
San Diego, CA 92101

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JMI Sports LLC
629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-03142
Invoice Date 10/03/18

Amount Due: \$897.27

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
11/02/18	Net 30

Item	Description	Amount
Reimbursable Expenses	July Reimbursable Expenses - Air	\$339.40
Reimbursable Expenses	July Reimbursable Expenses - Car	\$89.48
Reimbursable Expenses	July Reimbursable Expenses - Hotels	\$468.39

Subtotal: \$897.27
Sales Tax: \$0.00

Total: \$897.27
Payments: \$0.00

Amount Due: \$897.27

Please remit payment to:
JMIS Development LLC
629 J St, Suite 205
San Diego, CA 92101

For billing inquiries, contact Gina Whitis at 859-425-7630.

JMI Sports LLC
629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-03140
Invoice Date 09/25/18

Amount Due: \$12,500.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
10/25/18	Net 30

Item	Description	Amount
Consulting	SDSU Stadium Project – August Consulting Fees	\$12,500.00

Subtotal: \$12,500.00
Sales Tax: \$0.00

Total: \$12,500.00
Payments: \$0.00

Amount Due: \$12,500.00

Please remit payment to:
JMIS Development LLC
629 J St, Suite 205
San Diego, CA 92101

For billing inquiries, contact Gina Whitis at 859-425-7630.

JMI Sports LLC
629 J Street
Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-03143
Invoice Date 10/03/18

Amount Due: \$998.89

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
11/02/18	Net 30

Item	Description	Amount
Reimbursable Expenses	August Reimbursable Expenses - Air	\$843.88
Reimbursable Expenses	August Reimbursable Expenses - Car	\$95.58
Reimbursable Expenses	August Reimbursable Expenses - Meals	\$59.43

Subtotal: \$998.89

Sales Tax: \$0.00
Total: \$998.89

Payments: \$0.00

Amount Due: \$998.89

Please remit payment to:
JMIS Development LLC
629 J St, Suite 205
San Diego, CA 92101

For billing inquiries, contact Gina Whitis at 859-425-7630.

JMI Sports LLC
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Suite 205
San Diego, CA 92101
859-425-7630

INVOICE



Invoice # INV-03145

Invoice Date 10/03/18

Amount Due: \$12,500.00

Bill To:

Michael Haberkorn
Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
United States

Due Date	Terms
11/02/18	Net 30

Item	Description	Amount
Consulting	SDSU Stadium Project – September Consulting Fees	\$12,500.00

Subtotal:	\$12,500.00
Sales Tax:	\$0.00
Total:	\$12,500.00
Payments:	\$0.00
Amount Due:	\$12,500.00

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