

Attachment A – Comparative Terms in Brief

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| * Terms listed are generalizations and represent best known intentions of proposers as stated. | A & D Consulting, LLC | Laguna Seca Management, LLC | Sports Car Racing Association of Monterey Peninsula |
| Length | 3 years w/3-year option | 3 years w/3-year option | 20 years w/5-year assessments |
| Monthly Management Advances | \$286,000 w/ 2% CPI Monthly | \$270,000 w/MC CPI Monthly | N/A |
| Annual Management Fee | \$0 | \$0 | \$5,700,000 \$475,000 monthly |
| Allowed Expense Deposit | \$150,000 Direct County | \$150,000 County Reimbursed | \$1,500,000 monthly (average) |
| Financial Systems | Monterey County | Management Owned | Management Owned |
| Financial Controls | Shared | Management | Management Exclusive |
| Incentive Fee | 20% | 20% | 20% (N.O.I. calculation excludes all County costs, vehicles, ITD, etc.) |
| Sponsorship Sales | Shared | Shared | Management Exclusive |
| Ticket Surcharge | N/A | N/A | 5% |
| Trademarks | N/A | N/A | Management Exclusive |
| Capital Investment | County | County | County Paid with Management Approval |
| Outside Agencies | Shared | Shared | County Responsible |
| Additional Fees | \$0 | \$108,000 Exec Oversight | \$0 |
| Additional Events | Review & Present | Review & Present | Management Directed |
| Firm Use of Facility | LSRA Business Only | LSRA Business Only | Management Directed |

In general A & D Consulting, LLC (A&D) and Laguna Seca Management, LLC (LSM) are similar in fiscal provisions and length of term. Major differences exist in LSM submittal to have a piggyback contract for Executive Oversight & Forward Planning at a cost of \$108,000 annually for term of contract totaling \$324,000, and LSM appears to be heavy on executive level support. Sports Car Racing Association of the Monterey Peninsula (SCRAMP) differs most from other proposers in overall costs to County and requirement for exclusive rights and autonomy which suggest more of a concessionaire type agreement with County holding all financial risk and investment responsibility without commensurate guarantee of return. SCRAMP additionally requires exclusion of substantial County costs from Net Operating Income related to items such as fleet maintenance, information technology services, safety services (i.e. sheriff staffing), and any agreements SCRAMP determines incur a negative financial position.