



Agenda Item 6.2 – Partnership Updates: Festival Napa Valley and Napa Silverados

Festival Napa Valley

FNV utilized NVC’s Performing Arts Center from 7/13/18 to 7/30/18 for their Blackburn Orchestra Academy and a series of free community concerts (*Sunday at the Symphony: Tribute to First Responders*, *Bouchaine Young Artist Concert: Sophia Bacelar, cello*, *Bouchaine Young Artist Concert: Yoonah Kim, clarinet*, *Bouchaine Young Artist Concert: Russian Renaissance*, *Sunday at the Symphony with Blackburn Music Academy Orchestra*). This year, the 2<sup>nd</sup> in the partnership, also saw a move of the Bouchaine Young Artists program from the Jarvis Conservatory to NVC.



FNV provided NVC with Major Sponsor designation and benefits valued at \$93,250. They also provided piano tuning for a total contribution of \$94,450.

Net billing for FNV’s use of facilities, support staff and parking was \$13,642.25 of which \$8,930 has been paid. The remainder is due by mid-January.

Billing Summary

Total Labor and Parking	\$10,812.25
Total Rent	\$97,280.00
Subtotal	\$108,092.25
In-kind contribution (sponsorship package, piano tuning, etc.)	(\$94,450.00)
Total Due	\$13,642.25
Invoice DAS - 1101 (paid)	(\$8,930.00)
Balance due	\$4,712.25

Napa Silverados

The Napa Silverados utilized NVC’s Storm Field in June, July, and August of 2018 for their inaugural season as an independent league professional baseball team. The Silverados provided NVC with Founding Sponsor designation and benefits valued at \$41,300. They also provided an additional \$13,380.57 worth of facilities improvements for lighting, fencing, and existing bleacher repair.



New bleachers were included in the original estimates for this partnership but were not installed due to lengthy review by the Division of the State Architect (DSA). For the first year of this contract the Silverados received a credit value for work completed to date (deposit, DSA certified plan purchase, and soils testing) of \$22,500.

Napa Silverados has been billed for field prep/site supervisor and Public Safety labor in the amount of \$6867.09 which is due in mid-January.

Billing Summary

Total Labor (field prep/site supervisor and Public Safety)	\$6,867.09
Total Rent	\$27,600.00
Subtotal	\$34,467.09
 In-kind contribution - see detail below	 \$77,180.57
 Balance Due (Labor Only)	 \$6,867.09

<i>Founding Sponsor Designation/Benefits Package</i>	<i>\$41,300.00</i>
<i>Facilities Improvements:</i>	
<i>New Bleacher Installation (deposit on purchase, DSA approved plans, Miller Pacific soils testing, )</i>	<i>\$22,500.00</i>
<i>Carl's Welding-bleacher repair</i>	<i>\$612.83</i>
<i>Green Builders - fencing upgrade</i>	<i>\$4,046.94</i>
<i>Napa Electric - Lighting repair/upgrade</i>	<i>\$8,720.80</i>
<i>ASNVC fundraising opportunity (\$350 earned)</i>	<i>rec'd</i>
<i>NVC Day at the ballpark &amp; tickets</i>	<i>rec'd</i>
	<i>\$77,180.57</i>