



INVESTING IN OUR NEXT 25 YEARS

TOP RANKING ARENA OF 2024 *(mid-year)*

#13 TOP SELLING ARENA IN THE USA
#25 TOP SELLING ARENA WORLDWIDE

- Bon Secours Wellness Arena concert sales are **up 22.5%** since 2018
- Outperformed Atlanta, Charlotte & Columbia in concert ticket sales in Q1 & Q2.
- Surpassed sales in major cities like Los Angeles, Washington, DC, Seattle, Baltimore, and Tampa.
- Outranked Charlotte and Columbia for Gross Sales Revenue and is on par with cities like Houston, Miami, Portland, and London for Ticket Sales Revenue.



BY THE NUMBERS

\$100 MILLION+

INJECTED ANNUALLY INTO THE LOCAL ECONOMY

UP TO 100
COMMUNITY/NON-PROFIT EVENTS

635 K
VISITORS



500+

F.T.E JOBS

130
COMMERCIAL/
TICKETED
EVENTS



15,000 SEATS



IMPACT ON COUNTY HOTELS



SEC WOMEN'S BASKETBALL

Hotel Occupancy	80.3%	↑ 13%
Average Daily Rate	\$131	↑ 22.1%

STEVIE NICKS

Hotel Occupancy	83.9%	↑ 9.2%
Average Daily Rate	\$123	↑ 11.7%

ZACH BRYAN

Hotel Occupancy	77.2%	↑ 27.7%
Average Daily Rate	\$128	↑ 21.7%

LYNYRD SKYNYRD

Hotel Occupancy	76.1%	↑ 8.3%
Average Daily Rate	\$114	↑ 7.7%

OUR IMPACT

SERVING TOGETHER: ARENA'S GIVING EXPERIENCE

- Arena staff complete over **150 hours** of community service annually and serve over **6 professional societies** in addition to involvement with STAGE.
- Bon Secours Wellness Arena proudly supports over 28 additional community and charitable organizations via **monetary and ticket donations.**



UPSTATE FATHERHOOD COALITION



SELF-SUSTAINING, INDEPENDENTLY MANAGED BUILDING

FINANCIAL STEWARDSHIP

SURPLUS BUDGET

Operating revenues exceed expenses

CAPITAL INVESTMENT

Over \$2M spent annually to execute CIP (10 years)

RESPONSIBLE RESERVES

Unrestricted available cash for the unexpected or additional investment

DEBT ADMINISTRATION

AA+ Bond Rating, less than \$15M outstanding



\$20M IN CAPITAL IMPROVEMENT PROJECTS IN THE PAST 10 YEARS

**FRONT & BACK OF HOUSE
RENOVATIONS - \$4.4M**

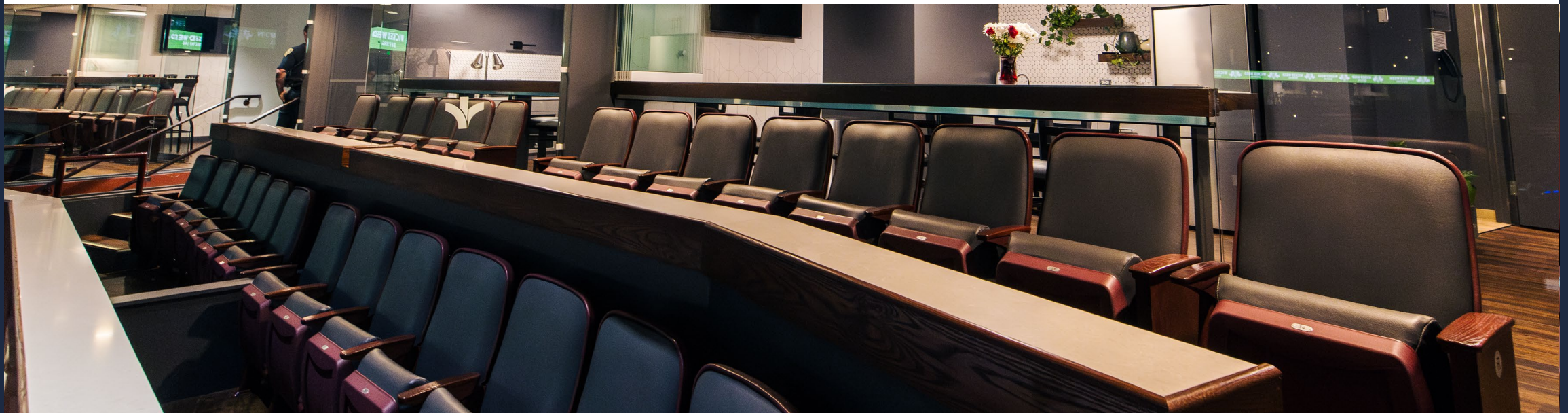
SUITE RENOVATION - \$1.7M

EXTERIOR LANDSCAPE - \$1.1M

FULL ROOF REPLACEMENT- \$2M

MAJOR MECHANICAL & IT - \$3.6M

**SECURITY, CONCESSIONS,
& FF&E- \$4.7M**



OUTSTANDING DEBT

OUTSTANDING DEBT	SOURCES OF FUNDING	AMOUNT	MATURITY
General Obligations Refunding Bonds (GORB)	.3 Mills Property Tax	\$9,120,000	April 2033
Accommodations Fee Revenue Refunding and Improvement Bond (AFRRIB)	2.3% of Accommodations Fee	\$5,015,000	March 2027
Accommodations Fee Revenue Bond (AFRB)	2.3% of Accommodations Fee	\$825,000	March 2027
OUTSTANDING DEBT TOTAL		\$14,960,000	

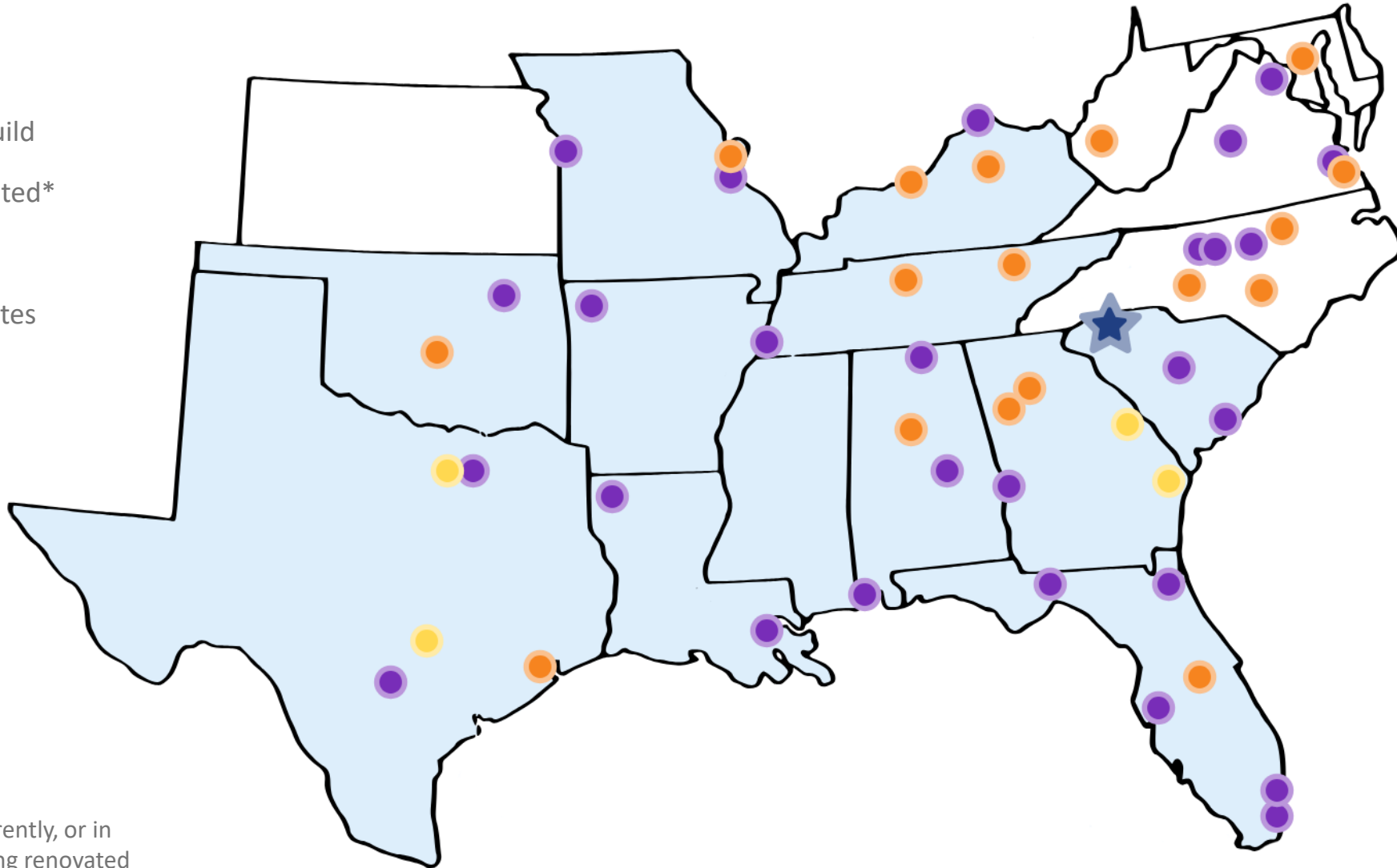


THE OPPORTUNITY

MAINTAIN COMPETITIVE ADVANTAGE, ENHANCE FAN EXPERIENCES, MODERNIZE AGING FACILITY

A LOOK AT OUR COMPETITORS

- ★ BSWA
- New Build
- Renovated*
- Others
- SEC States



*Recently, currently, or in process of being renovated

REGIONAL ARENA ANALYSIS



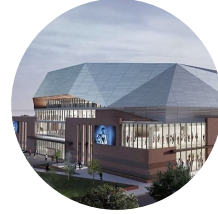
SPECTRUM CENTER

Charlotte, NC



PNC ARENA

Raleigh, NC



JAMES BROWN ARENA

Augusta, GA



ENMARKET ARENA

Savannah, GA



STATE FARM ARENA

Atlanta, GA



LEGACY ARENA

Birmingham, AL



THOMPSON BOLING ARENA

Knoxville, TN

OPEN DATE

2005

1999

2024

2022

1999

1976

1987

RENOVATED

2024

2027

–

–

2018

2021

TBD

PROJECT COST

\$275M

\$300M

\$250M

\$165M

\$200M

\$125M

\$85M

2025 EQUIVALENT COST

-

-

-

\$211M

\$292M

\$160M

-





\$170 MILLION

BON SECOURS WELLNESS ARENA CAPITAL
IMPROVEMENT & REVITALIZATION PROGRAM*

FOR KNOWN PROJECTS*





OUR PARTNERS

We are grateful for the support we've received since the beginning from:

GREENVILLE COUNTY

STATE OF SOUTH CAROLINA

CITY OF GREENVILLE

Our 25 years of success would not have been possible without these invaluable relationships.

PREDICTED SOURCES & USES OF FUNDS

SOURCES OF FUNDS

Capital Investment (GAD)
(Pay-Go) \$34,400,000

General Obligations Bonds (GAD) \$70,000,000

Other Debt Financing \$34,600,000

Proposed State Contribution *(including \$5 million earmark for FY25)* \$31,000,000

Total: \$170,000,000

USES OF FUNDS

Front of House Renovation *(concession stands, concourse, restrooms, safety and security, hospitality areas, ADA amenities)*

Back-of-House *(Locker Rooms, Warehouse, Waste Management, Loading Dock, Freight Elevator, Star Dressing Rooms)*

Arena Bowl *(seating, dasher boards, acoustics/sound, technology, scoreboard, seating reduction system, new premium seating)*

Major Mechanical & FF&E

Total: \$170,000,000

THE BEST IS STILL AHEAD! AHEAD!

- ➔ VISION
- ➔ PASSION
- ➔ INVESTMENT
- ➔ PARTNERSHIP

GAD is requesting approval from Greenville County (“County”) for the issuance of not to exceed \$70 million in General Obligation Bonds (the “Bonds”). The Bonds are solely obligations of GAD and secured by millage levied in the GAD.





THANK YOU