

December 21st, 2023

Dear City of Bemidji City Council Members,

Per our conversation at the City Council meeting on December 18th, 2023, the Sanford Center is facing an estimated \$150,000 cash deficient for the year ending December 31st, 2023. In an effort to bridge this cash shortfall, ASM Global is proposing the following action items as a solution:

- ASM Global will refund \$50,000 of earned Management Fees from 2023 to the Sanford Center's City of Bemidji Operating Account.
- Allocate \$50,000 of the contractual \$100,000 marketing fund per the ASM Global – City of Bemidji Sanford Center Management Agreement to the Sanford Center in December 2023. ASM Global to send \$50,000 to the Sanford Center's City of Bemidji Operating Account.
- Reappropriate \$50,000 of the 2023 City of Bemidji's Sanford Center Capital Improvement Budget to the 2023 Sanford Center operations budget.

We feel this is an effective solution that meets the cash funding needs of the Sanford Center without asking the citizens of Bemidji for additional tax dollars. We look forward to discussing these items at special city council meeting on December 22nd.

Respectfully Submitted,

A handwritten signature in black ink that reads "Justin Jokovich".

Justin Jokovich
Regional Director of Finance
Arena, Stadium, Theater Division
ASM GLOBAL
JJokovich@asmglobal.com