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THE CITY'S TERM SHEET VS. THE COMPS — STREAM BY STREAM

Prepared July 2026 · draft term sheet of July 17
Every figure sourced at /city-draft & /deals

How to read this: each block is one revenue or protection stream. The red row is **Portland's July 17 draft term sheet** (posted at portland.gov). The rows below it are **named peer deals** — what other councils actually signed. The gold line in each header is the ask the comps justify. Gold-shaded rows are **this same ownership's own signatures** (Raleigh, via the Carolina Hurricanes). Where the draft already delivers, it says so — those terms need defending, not negotiating.

1 · PRIVATE CAPITAL INTO CONSTRUCTION

Justified ask: **a named ownership capital line** — peers paid 18–62% of renovation cost

PORTLAND · July 17 draft Moda Center renovation	The $573M budget "is the public portion" — State $365M + City $120M + County $88M. Ownership's base construction line: **$0** (it pays overruns and operating losses only)	0%
Cleveland Cavaliers Rocket Arena reno · 2019	Ownership paid **$115M of $185M** — and absorbed the overruns when the 50/50 deal grew	62%
Detroit Pistons Little Caesars Arena · 2017	Ownership side **$539M of $863M**	60%
Milwaukee Bucks Fiserv Forum build · 2018	Private **$274M of $524M** (state 15%, local 33%)	52%
Sacramento Kings Golden 1 Center · 2016	Private **$279M of $534M** — and a hard cap put a **$57M overrun on the Kings**	52%
Minnesota Timberwolves Target Center reno · 2017	Team (Glen Taylor) **$58M** + operator $5.9M of $140M; city $74M	~46%
Washington Wizards/Capitals Capital One Arena reno	Monumental **$285M of $800M**	36%
Atlanta Hawks State Farm Arena reno · 2018	Ownership **$50M of $192.5M**	26%
Indiana Pacers Gainbridge reno · 2023	Private **18%** of the ~$400M project (state's own PFM study)	18%
Seattle Kraken Climate Pledge Arena · 2021	Operator (OVG) privately financed the **entire ~$1.15B** rebuild of a city-owned arena — won in a competitive process	100%

2 · PILOT / PROPERTY-TAX PAYMENT

Justified ask: **greatest-of-three** — the county's own formula makes $5.1–9.4M/yr the post-renovation minimum

PORTLAND · July 17 draft	"Property Tax Offset Payment" of **$3M/yr**, escalating 5%, split City/County/Schools. No completion reset, no formula, no appraisal true-up. (Multnomah's own construction formula on the $573M renovation: **$5.1–9.4M/yr**; the arena paid $1.2–1.5M/yr before the exemption)	$3M/yr
Carolina Hurricanes — this ownership Lenovo Center, Raleigh	Pays **>$3.5M/yr in PILOTs today** to the City of Raleigh and Wake County — per the arena authority's own published facts, on a ~$300M-class building	>$3.5M/yr
Sacramento Kings Golden 1 Center	Pay **possessory-interest taxes** (California's default) *plus* lease payments of **$6.5M/yr escalating toward $16.7M** on the city-owned arena	taxes + rent
Golden State Warriors Chase Center, San Francisco	Fully taxed: assessed at $1.7B (**~$20M/yr**). Even the Warriors' own appeal valuation ($706M), at Portland's rate, implies **~$9.7M/yr**	~$20M/yr
Philadelphia 76ers Market East (proposed, 2024)	Negotiated PILOT averaging **~$6M/yr** — on a **100% privately financed** $1.3B arena	~$6M/yr

3 · RENT

Justified ask: **$4.5M/yr escalating 3%** — the schedule this ownership signed in Raleigh

PORTLAND · July 17 draft	**No rent line appears in the document.** The bridge lease is $1/year	$0
Carolina Hurricanes — this ownership Raleigh · signed 2024	Rent of **$4.5M rising to $5.5M/yr** (~$75M over the lease), replacing rent-free status — negotiated by the public side's own consultant	$4.5–5.5M/yr
Oklahoma City Thunder Paycom Center	**$58K per game** with a 3% annual escalator (~$2.5M+/yr and growing)	~$2.5M+/yr
Cleveland Cavaliers Rocket Arena	Base rent **$2.0M/yr** (state's own PFM study)	$2M/yr
Minnesota Timberwolves Target Center	Rent **$1.6M/yr** — as a tenant in a city-owned, third-party-operated arena	$1.6M/yr
Orlando Magic Kia Center	Base rent **$1.0M/yr** — *plus* the city keeps a revenue share (next stream)	$1M/yr +

4 · REVENUE SHARING — NAMING, PREMIUM, PARKING

Justified ask: **participation above an audited baseline** + keep the 50/50 district-naming split Portland already signed

PORTLAND · July 17 draft	None. Operator keeps "customary naming… rights"; no premium-revenue share; City's own user-fee and Blazers-parking receipts are committed *back into arena capital* (Exhibit D, $275M/20yrs)	$0
Orlando Magic Kia Center	The city receives a **revenue share from naming rights and corporate suite sales** — documented in the State of Oregon's own comparables study	naming + suites
Oklahoma City Thunder Paycom Center	Public side shares **food, beverage, and venue revenue**	venue share
Milwaukee Bucks Fiserv Forum	**$2/ticket surcharge on all events** (~$60M over 30 yrs; 75% to the district, 25% to the state) — a per-ticket public return that reaches public budgets	$2/ticket
Raleigh — this ownership district naming	Portland's own signed 2024 Development Agreement (§31.2.4) already gives the City **50/50 on district and project naming** — it just has to survive into the new deal	50/50 signed

5 · RELOCATION SECURITY

Justified ask: **hold what the draft delivers** — and peg damages to the full public stack

PORTLAND · July 17 draft	**Delivered:** a non-relocation agreement with specific performance (“without the necessity of proving actual damages”), liquidated damages, clawback of public money, an unconditional parent guaranty binding successors. Remaining: a damages *formula*, and the “limited exceptions” to be defined in the MOU	**delivered**
Oklahoma City Thunder	Relocation penalty reported at **~$1B** in the deal’s first five years, declining after	**~$1B**
Indiana Pacers Gainbridge	Early lease termination payment of **~$750M** — in the State of Oregon’s own comparables study	**~$750M**
Seattle · the cautionary comp KeyArena / Sonics, 2008	The one protection Seattle had was a binding lease — enforced, it produced a **~$45M (up to $75M) settlement**. Portland’s draft has far more	**enforce it**

6 · COST OVERRUNS

Justified ask: **hold the named payer** — add an owner-level GMP and the itemized budget (Exhibit A is blank)

PORTLAND · July 17 draft	**Delivered:** “Anything in excess of the Renovation Budget… is the responsibility of Rip City” — plus post-renovation operating losses, and an anti-value-engineering clause. Remaining: no GMP, and the budget itemization is a blank exhibit the operator will draft	**named**
Cleveland Cavaliers	Ownership **absorbed the overruns** — its $70M half grew to $115M and the public’s didn’t	**absorbed**
Sacramento Kings	A hard cap put a **$57M overrun on the team**, not the city	**hard cap**
Atlanta Hawks · Washington (Capital One)	Ownership-side absorption in both renovations	**absorbed**

7 · THE STATE’S SHARE OF THE BILL

Justified ask: **a private capital line brings Portland into the peer range**

PORTLAND · July 17 draft	Oregon’s proposed share is **~62%** of the renovation ($365M of $573M) — the highest state share in the state’s own comparables study	**62%**
Memphis Grizzlies FedExForum reno (planned)	State share **42%** — the peer maximum	**42%**
Indiana Pacers	State-linked share **34%**	**34%**
Milwaukee Bucks	State share **15%**	**15%**
Minnesota · Orlando · Cleveland	State share **0%** — local money and private money only	**0%**

> **Two lines councilors should never let anyone blur: construction capital** (stream 1) is upfront money that builds the premium spaces — peers made ownership fund 18–62% of it because the operator keeps those spaces’ income. **Revenue participation** (stream 4) is an ongoing share of what those spaces *earn* once built — Orlando’s naming-and-suite share is the model. They are different asks with different comps, and conceding one is not conceding the other. Likewise: **a labor agreement is not rent, and a 20-year stay commitment is the minimum consideration for a package this size — not a concession.**

The one-sentence version for the dais: the July 17 draft already delivers the protections column — overruns on the operator, real relocation security, a parent guaranty — and the City’s negotiators deserve credit for it. What no peer council accepted, and this one is being asked to, is the economics column: **zero construction capital, zero rent, zero revenue share, and a tax payment below the county’s own construction formula.** Every ask above has a named precedent — and three of them carry this ownership’s own signature.

Sources, one hop from each figure: the City’s posted draft term sheet (portland.gov); the State of Oregon’s PFM comparables summary (oregon.gov, July 9); the executed 2024 bridge-lease exhibits (Ordinance 191857); the Centennial Authority’s published facts (Raleigh); City of Sacramento financing report; SF Examiner / SF Assessor (Chase Center); WHYY/NBC10 (Philadelphia); contemporaneous reporting compiled with links at **ripcitynotripoff.com/deals** and **/city-draft**. PILOT methodology: **/pilot**. Cleveland’s split is contested by the PFM study (which lists it inverted); the figure above matches contemporaneous reporting and the venue’s own materials — flagged at /deals.

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