



---

---

**USE LICENSE AGREEMENT**

**BY AND BETWEEN**

**SMG**

**And**

**Webb County Sheriff's Office**

**DATED September 1, 2015**

---

---

## USE LICENSE AGREEMENT

**THIS USE LICENSE AGREEMENT** (together with the Exhibits attached hereto, the “**Agreement**”) is dated as of the **1st** day of **September, 2015**, by and between SMG, a Pennsylvania general partnership, with an address at 701 Market Street, 4<sup>th</sup> Floor, Philadelphia, PA 19106 (“**SMG**”), and **Webb County Sheriff’s Office** whose current address is **902 Victoria Street, Laredo, Texas 78040** (the “**Licensee**”).

### BACKGROUND

SMG is a party to a certain management agreement (the “**Management Agreement**”) with **City of Laredo** (the “**Owner**”), whereby SMG has been retained to act as Owner’s managing agent in respect of a facility commonly known as **Laredo Energy Arena** (the “**Facility**”), located at **6700 Arena Blvd., Laredo, Texas 78041**, which is owned by Owner. Licensee desires to use all or a portion of the Facility, as set forth below, for the purposes stated herein. Pursuant to the Management Agreement, SMG has the express authority to enter into agreements on Owner’s behalf relating to the use of the Facility. Accordingly, SMG, as agent for Owner, desires to grant to Licensee, and Licensee hereby accepts from SMG, a license to use certain areas of the Facility in accordance with the terms and conditions set forth herein.

**NOW, THEREFORE**, in consideration of the foregoing and the mutual promises, covenants, and agreements herein contained, the parties hereto, intending to be legally bound, hereby agree as follows:

1. Use of the Facility.

(a) SMG hereby grants Licensee, upon the terms and conditions hereinafter expressed, a license to use those areas of the Facility described on Exhibit A attached hereto (the “**Authorized Areas**”), including all improvements, furniture, fixtures, easements, rights of ingress and egress, and appurtenances thereto, during the dates and times set forth on Exhibit A (each such date and time, an “**Event**”). It is expressly understood by the parties hereto that the Facility shall be vacated by Licensee and all persons participating in or attending an Event hereunder on or prior to the end-time of the last Event listed on Exhibit A hereto (the “**Expiration Time**”) and, as such, Licensee shall arrange to have all Events and activities related thereto cease within a reasonable time prior to the Expiration Time to allow ample time for the Facility to be completely vacated on or prior to the Expiration Time.

(b) In the event Licensee desires to use the Authorized Areas or any other portion of the Facility at any time other than during the dates and times delineated on Exhibit A, Licensee shall request from SMG prior written permission to use such areas of the Facility. In the event such permission is granted, Licensee shall pay as additional rent an amount equal to the sum of SMG’s actual costs for performing its obligations under this Agreement during the date(s) and time(s) requested, and a fee in an amount determined by SMG to represent a fair value for use of such additional areas of the Facility during such date(s) and time(s).

(c) Licensee acknowledges that, in connection with SMG's management and operation of the Facility, SMG utilizes the services of certain third-party independent contractors (the "**Third-Party Contractors**"). Licensee hereby agrees that SMG shall not be responsible in any way for the acts and/or omissions of any one or all of the Third-Party Contractors.

2. Purpose.

(a) The Facility is to be used solely for the purpose of **Drug Awareness Concert on October 22nd, 2015 from 7:00 AM to 12:00 PM.** Licensee shall not use the Facility, or permit the Facility to be used by any of its officers, directors, agents, employees, licensees, or invitees, for any unlawful or immoral purpose or in any manner so as to injure persons or property in, on, or near the Facility.

(b) Licensee shall be solely liable for any and all losses, liabilities, claims, damages and expenses (including reasonable costs of investigation and attorneys' fees) (collectively, the "**Losses**") occurring at the Facility (whether within or without an Authorized Area) caused to SMG, Owner and/or persons and/or property in, on, or near the Facility before, during, or after an Event, by (i) Licensee's failure to comply with any and all federal, state, foreign, local, and municipal regulations, ordinances, statutes, rules, laws, constitutional provisions, and common laws (collectively, the "**Laws**") applicable to Licensee's performance of this Agreement and/or activities at the Facility, (ii) any unlawful acts on the part of Licensee or its officers, directors, agents, employees, subcontractors, licensees, or invitees, (iii) the negligent acts, errors and/or omissions or the willful misconduct of Licensee or its officers, directors, agents, employees, subcontractors, licensees, or invitees, (iv) the material breach or default by Licensee or its officers, directors, agents, or employees of any provisions of this Agreement, including, without limitation, the provisions of Section 14(m) hereof (relating to intellectual property matters), Section 15 hereof (relating to the Civil Rights Act), and Section 16 hereof (relating to the Americans with Disabilities Act), and (v) any and all rigging from or to the physical structure of the Facility or any fixture thereto, set-up, alterations, and/or improvements at or to the Facility necessitated by and/or performed with respect to the Event.

(c) Licensee shall conduct business in the Facility in a dignified and orderly manner with full regard for public safety and in conformity with SMG's General Rules and Regulations, including fire and safety rules as required by SMG and/or local fire regulations, as such may exist from time to time. Without limiting the foregoing, Licensee shall obtain prior written approval from SMG's General Manager at the Facility for any pyrotechnic displays which Licensee anticipates may be performed at the Facility during the term of this Agreement. Licensee agrees that it will not allow any officer, agent, employee, licensee or invitee at, in or about the Facility who shall, upon reasonable grounds, be objected to by SMG and such person's right to use the Facility may be revoked immediately by SMG.

3. Condition of Facility.

(a) Licensee acknowledges that Licensee has inspected the Facility and that Licensee is satisfied with and has accepted the Facility in its present condition.

(b) SMG shall have the continuing obligation and responsibility to maintain and keep the Facility in good order and repair, normal wear and tear excepted; provided, however, that (i) the failure by SMG to accomplish the foregoing, said failure resulting from circumstances beyond the control of SMG, shall not be considered a breach of this Agreement by SMG, and (ii) any damages to the Facility and its appurtenances caused by Licensee or its officers, directors, agents, employees, subcontractors, licensees, or invitees shall be paid for by Licensee at the actual or estimated cost of repair, as elected by SMG.

(c) Licensee shall not make any alterations or improvements to the Facility without the prior written consent of SMG. Any alterations or improvements of whatever nature made or placed by Licensee to or on the Facility, except movable trade fixtures, shall, at the option of SMG, (i) be removed by Licensee, at Licensee's expense, immediately upon the conclusion of the Event, or (ii) become the property of SMG and the City of Laredo.

4. Term of License. The license granted in Section 1 above will be effective as of the date and time set forth on Exhibit A and will continue in effect, unless earlier terminated as set forth in Section 12, until the date and time set forth on Exhibit A.

5. License Fee, Merchandising Fee, Broadcast Fee, and Reimbursable Service Expenses and Complimentary Tickets. In consideration of the grant of the license in Section 1 above, Licensee shall pay to SMG a license fee, merchandising fee, broadcast fee, and shall reimburse SMG for certain service expenditures, all as calculated in accordance with the provisions set forth below and in accordance with generally accepted accounting principles, consistently applied:

(a) License Fee. Licensee shall pay a license fee (the "**License Fee**") equal to (i) **TWO THOUSAND FIVE HUNDRED DOLLARS (\$2,500.00) PER DAY.**

~~(b) — A 3.5 % Credit Card fee will be assessed for each credit card/ electronic check used at the Laredo Energy Arena box office for this event.~~

~~(c) — A facility fee of \$3.00 will be charged for each ticket sold.~~

~~(d) — Merchandising Fee. Licensee shall pay a merchandising fee (the "**Merchandising Fee**") equal to **ZERO PERCENT (0%)** of gross novelty and merchandising revenue, less all applicable taxes, generated in connection with the Event if the Arena sells.~~

(e) Reimbursable Service Expenses.

(i) Licensee shall pay for required venue services and expenses (collectively the "**Services**" or "**Reimbursable Service Expenses**") for each event. Venue services include, but are not limited to, ticket takers, ticket seller labor, ushers, supervisors, phones, medical services for Event attendees, operations personnel, supervisors, paramedics, security personnel, Fire Marshall, audio services; and special facilities, or extra services furnished by SMG such as stagehands, catering, insurance, marketing, and additional equipment

services including barricades, bike racks, and dressing room furniture not owned or retained by the venue at the request of Licensee (which are set forth on Exhibit B).

(ii) SMG shall determine the level of staffing for such Services at each Event after consultation with, and input from, Licensee. Licensee acknowledges and understands that many of the Services are contracted services, the costs of which are subject to change. Licensee shall reimburse SMG for actual costs incurred by SMG in connection with the Services as provided in Section 6 below.

~~(f) — Complimentary Tickets. In addition to the License Fee, Merchandising Fee, Broadcast Fee and Reimbursable Service Expenses, complimentary tickets for promotional purposes shall be available as follows:~~

~~(i) — SMG shall be entitled to **ZERO (0)** complimentary tickets.~~

~~— (ii) — Licensee shall be entitled to AS NEEDED tickets at no charge~~

## 6. Payment Terms.

(a) License Fee, Merchandising Fee, and Broadcast Fee. The License Fee, Merchandising Fee, and Broadcast Fee set forth in Sections 5(a), (b), and (c) of this Agreement shall be paid by Licensee as provided in Exhibit B attached hereto.

(b) Reimbursable Service Expenses. On or about **ZERO (0)** days prior to the first Event, SMG shall deliver to Licensee an expense report estimate (“**Expense Report Estimate**”), setting forth SMG’s estimate of all expenses which SMG will incur in connection with the Services. Within **ZERO (0)** days of Licensee’s receipt of such Expense Report Estimate, Licensee shall pay to SMG the total estimated expenses for the Services reflected in the Expense Report Estimate. At conclusion of an Event, SMG shall deliver to Licensee an expense report setting forth the expenses actually incurred by SMG for the Services (“**Actual Expense Report**”). In the event the amount reflected in the Actual Expense Report exceeds the amount reflected in the Expense Report Estimate, Licensee shall promptly pay to SMG the amount of the excess. In the event the amount reflected in the Expense Report Estimate exceeds the amount reflected in the Actual Expense Report, SMG will promptly pay to Licensee the amount of such excess. Notwithstanding anything to the contrary set forth in this Agreement, SMG’s failure to deliver either the Expense Report Estimate or the Actual Expense Report shall not excuse Licensee’s obligation to pay any amounts due hereunder.

(c) Late Charges. If Licensee fails to pay any amounts when due under this Agreement, Licensee shall pay to SMG a late charge of 1.5% per month on the unpaid balance.

(d) Security for Payment. In order to ensure the payment to SMG of the License Fee, Merchandising Fee, Broadcast Fee, the Reimbursable Service Expenses, and any other amounts as may accrue from time to time under this Agreement, Licensee shall deliver into the custody of SMG, at least ten (10) days prior to the first Event, a certified check payable to SMG, performance bond, letter of credit, ticket sales escrow, or other security acceptable to



SMG, in the amount of **ZERO DOLLARS \$0**. Should Licensee fail to pay the License Fee, Merchandising Fee, Broadcast Fee, the Reimbursable Service Expenses, or any other amounts due to SMG in accordance with the terms of this Agreement, then SMG may apply the proceeds of said check, performance bond, letter of credit, ticket sales escrow, or other security in settlement thereof. The remedy provided under this Section 6(d) shall be non-exclusive and shall be in addition to any other remedy available to SMG in this Agreement or in law or equity.

7. Revenues and Costs. SMG shall retain one hundred percent (100%) of all revenues generated in connection with parking lot fees and the sale of food and beverages at the Facility. In addition to payment of the Reimbursable Service Expenses above, Licensee shall bear all expenses incurred by Licensee in connection with the holding of an Event at the Facility, including, but not limited to, all costs arising from the use of patented, trademarked or copyrighted materials, equipment, devices, processes or dramatic rights used on or incorporated in the conduct of an Event.

#### 8. Records, Reports, and Audits

(a) Records. Licensee shall maintain accurate books and records with respect to its activities at the Facility, including, but not limited to, the costs and revenues of each Event. Licensee shall keep and preserve such books and records at all times during the term of this Agreement and for at least three (3) years following the expiration or termination hereof.

(b) Reports. Licensee shall deliver to SMG no later than **ZERO (0)** days after the date of a revenue-generating Event for the account of SMG a detailed written notice of the amounts claimed to be due to SMG pursuant to Sections 5(a), 5(b), 5(c), and 6(a) of this Agreement (each a "**Statement**"). Each Statement shall detail (i) with respect to ticket sales, all tickets sold and all amounts collected by Licensee, with all deductions (sales tax, etc.) there from, (ii) with respect to novelty and merchandizing revenue, all items sold and all amounts collected by Licensee, with all deductions (sales tax, etc.) there from, and (iii) with respect to broadcast revenues, a detail of all broadcast revenues collected by Licensee, with all deductions (sales tax, etc.) there from. Statements shall be deemed incontestable unless objected to by SMG, in writing, specifying the nature of and reasons for such objection, within twelve (12) months after receipt by SMG.

(c) Audits. Licensee shall give SMG and its representative's access to the books and records Licensee maintains pursuant to Section 8(a) above at any time when so requested by SMG. Licensee shall also provide, at Licensee's own expense, a copy of any such book or record upon request. To the extent that any Statement prepared by Licensee has become contestable, SMG shall have the right to cause nationally recognized independent auditors to audit all of the books and records of Licensee relating to such Statement. If any such audit demonstrates that the revenues or expenses reflected in any Statement are understated (in the case of revenues) or overstated (in the case of expenses), in either case by more than five percent (5%), Licensee shall pay to SMG the reasonable cost of such audit. In any event, Licensee shall promptly pay to SMG the portion of any License Fee, Merchandising Fee, or Broadcast Fee due to SMG as a consequence of such overstatement or understatement.

9. Taxes. SMG shall not be liable for the payment of taxes, late charges, or penalties of any nature relating to any Event or any revenue received by, or payments made to, Licensee in respect of any Event, except as otherwise provided by law. Licensee shall pay and discharge as they become due, promptly and before delinquency, all taxes, assessments, rates, damages, license fees, municipal liens, levies, excises, or imposts, whether general or special, or ordinary or extraordinary, of every name, nature, and kind whatsoever, including all governmental charges of whatsoever name, nature, or kind, which may be levied, assessed, charged, or imposed, or which may become a lien or charge against this Agreement or any other improvements now or hereafter owned by Licensee.

10. Insurance.

(a) Licensee shall, at its own expense, secure and deliver to SMG not less than **thirty (30) days** prior to the first Event set forth on Exhibit A and shall keep in force at all times during the term of this Agreement:

(i) A comprehensive general liability insurance policy in form acceptable to SMG, including public liability and property damage, covering its activities hereunder, in an amount not less than One Million Dollars (\$1,000,000) for bodily injury and One Million Dollars (\$1,000,000) for property damage, including blanket contractual liability, independent contractors, and products and completed operations. The foregoing general liability insurance policy shall not contain exclusions from coverage relating to the following participants, legal liability activities or issues related to the Event hereunder: sporting events, high risk events (including, without limitation, rap concerts), performers, volunteers, animals, off-premise activities, and fireworks or other pyrotechnical devices;

(ii) Comprehensive automotive bodily injury and property damage insurance in form acceptable to SMG for business use covering all vehicles operated by Licensee, its officers, directors, agents and employees in connection with its activities hereunder, whether owned by Licensee, SMG, or otherwise, with a combined single limit of not less than One Million Dollars (\$1,000,000) (including an extension of hired and non-owned coverage); and

(iii) Applicable workers compensation insurance for Licensee's employees, as required by applicable law.

(b) The following shall apply to the insurance policies described in clauses (i) and (ii) above:

(i) SMG and City of Laredo and all its agents be named as additional insureds there under. Not less than thirty (30) days prior to the first Event set forth on Exhibit A, Licensee shall deliver to SMG certificates of insurance evidencing the existence thereof, all in such form as SMG may reasonably require. Each such policy or certificate shall contain a valid provision or endorsement stating, "This policy will not be canceled or materially changed or altered without first giving thirty (30) days' written notice thereof to each of SMG, Risk Management Director, 701 Market Street, 4<sup>th</sup> Floor, Philadelphia, PA, 19106, and the City of

Laredo, 1110 Houston, Laredo, Texas 78040.” If any of the insurance policies covered by the foregoing certificates of insurance will expire prior to or during the time of an Event, Licensee shall deliver to SMG at least Two Weeks (14) days prior to such expiration a certificate of insurance evidencing the renewal of such policy or policies.

(ii) The coverage provided under such policies shall be occurrence-based, not claims made.

(iii) The coverage limits contained on such policies shall be on a per-occurrence basis only.

(iv) Licensee hereby acknowledges that the coverage limits contained in any policy, whether such limits are per occurrence or in the aggregate, shall in no way limit the liabilities or obligations of Licensee under this Agreement, including, without limitation, Licensee’s indemnification obligations under Section 11 below.

(c) The terms of all insurance policies referred to in this Section 10 shall preclude subrogation claims against SMG and Owner and their respective officers, directors, employees, and agents.

#### 11. Indemnification.

(a) Licensee shall indemnify, defend, and hold harmless SMG, City of Laredo and all its agents, and their respective officers, directors, agents, and employees (the “Indemnitees”) from and against any and all Losses arising from (i) the matters described in Section 1(e)(iii) hereof, (ii) the matters described in Section 2(b) hereof, and/or (iii) personal or bodily injury to or death of persons or damage to the property of SMG or Owner to the extent caused by the negligent acts, errors and/or omissions or the willful misconduct of Licensee or its officers, directors, agents, employees, subcontractors, licensees, or invitees.

(b) The provisions set forth in subparagraph (a) above shall survive termination or expiration of this Agreement.

#### 12. Default, Termination and Other Remedies.

(a) Default. Licensee shall be in default under this Agreement if any of the following occur: (i) Licensee fails (A) to pay any amount due hereunder (including, without limitation, the Licensee Fee or the Reimbursable Service Expenses) when the same are required to be paid hereunder or (B) to provide the security required under Section 6(d) hereof by the date when due, (ii) Licensee or any of its officers, directors, employees or agents fails to perform or fulfill any other term, covenant, or condition contained in this Agreement and Licensee fails to commence a cure thereof within five (5) business days after Licensee has been served with written notice of such default, or (iii) Licensee makes a general assignment for the benefit of creditors. SMG shall be in default under this Agreement if SMG fails to perform or fulfill any term, covenant, or condition contained in this Agreement and SMG fails to commence a cure thereof within five (5) business days after SMG has been served with written notice of such



default. Nothing herein shall be construed as excusing either party from diligently commencing and pursuing a cure within a lesser time if reasonably possible. Notwithstanding clause (ii) above, if the breach by Licensee or any of its officers, directors, employees, or agents of such other term, covenant, or condition is such that it threatens the health, welfare, or safety of any person or property, then SMG may, in its discretion, require that such breach be cured in less than five (5) business days or immediately.

(b) Termination. Upon a default pursuant to Section 12(a) hereof, the nonbreaching party may, at its option, upon written notice or demand upon the other party, cancel and terminate the license granted in Section 1 hereof and the obligations of the parties with respect thereto. In addition to the foregoing, if Licensee fails to comply with any of the provisions of this Agreement, SMG may, in its sole discretion, delay and/or withhold payment and/or settlement of all accounts and funds related to monies collected or received by SMG for the benefit of Licensee hereunder until the completion of an investigation relating to such violation.

(c) Injunctive Relief. In addition to any other remedy available at law, equity, or otherwise, SMG shall have the right to seek to enjoin any breach or threatened breach and/or obtain specific performance of this Agreement by Licensee upon meeting its burden of proof of such breach or threatened breach as required by applicable statute or rule of law.

(d) Unique Qualities. The parties agree and acknowledge that the Licensee is a unique entity and, therefore, the rights and benefits that will accrue to SMG by reason of this Agreement are unique and that SMG may not be adequately compensated in money damages for Licensee's failure to comply with the material obligations of Licensee under this Agreement and that therefore SMG, at its option, shall have the right to pursue any remedy available at law, equity, or otherwise, including the recovery of money damages and/or the right to seek equitable relief (whether it be injunctive relief, specific performance or otherwise) in the event that Licensee violates its obligation to hold an Event at the Facility, or to provide evidence of fulfillment of its obligations under Section 14(m) of this Agreement.

13. Representations and Warranties. Each party hereby represents and warrants to the other party, and agrees as follows:

(a) It has the full power and authority to enter into this Agreement and perform each of its obligations hereunder;

(b) It is legally authorized and has obtained all necessary regulatory approvals for the execution, delivery, and performance of this Agreement; and

(c) No litigation or pending or threatened claims of litigation exist which do or might adversely affect its ability to fully perform its obligations hereunder or the rights granted by it to the other party under this Agreement.

14. Covenants. Licensee hereby covenants as follows:

(a) Licensee shall not occupy or use the Facility except as provided in this Agreement.

(b) Licensee shall comply with all legal requirements which arise in respect of the Facility and the use and occupation thereof.

(c) Licensee shall not cause or permit any Hazardous Material to be used, stored, or generated on, or transported to and from the Facility. "**Hazardous Material**" shall mean, without limitation, those substances included within the definitions of "hazardous substances", "hazardous materials", "toxic substances", or "solid waste" in any applicable state or federal environmental law.

(d) Licensee shall not advertise, paint, post, or exhibit, nor allow to be advertised, painted, posted, or exhibited, signs, advertisements, show bills, lithographs, posters, or cards of any description inside or outside or on any part of the Facility except upon written permission of SMG.

(e) Licensee shall not broadcast by television or radio any Event scheduled to be presented in the Facility under the terms of this Agreement without the prior written approval of SMG. If approval is granted by SMG, then all monies received from such broadcast will be considered as broadcast revenues for the purpose of determining the Broadcast Fee due to SMG.

(f) Licensee shall not cause or permit beer, wine, or liquors of any kind to be sold, given away, or used upon the Facility except upon prior written permission of SMG.

(g) Licensee shall not operate any equipment or materials belonging to SMG without the prior written approval of SMG.

(h) Licensee, its officers, directors, employees, agents, members, or other representatives shall not "scalp" tickets for an Event, to the extent applicable. Licensee and its representatives shall provide assistance to SMG in its efforts to control and prevent such ticket "scalping".

(i) No portion of any passageway or exit shall be blocked or obstructed in any manner whatsoever, and no exit door or any exit shall be locked, blocked, or bolted while the Facility is in use. Moreover, all designated exit ways shall be maintained in such manner as to be visible at all times.

(j) If the Licensee Fee includes a percentage of revenue generated from an Event, then no collections, whether for charity or otherwise, shall be made, attempted, or announced at the Facility, without first having made a written request and received the prior written consent of SMG. In such event, donations or collections are granted by SMG in lieu of an admission ticket, then all such monies received from such collections or donations will be considered as ticket revenues for the purpose of determining the License Fee due to SMG.

(k) Licensee shall abide by and conform to all rules and regulations adopted or prescribed by SMG pursuant to certain operating handbooks titled "EVENT SERVICES POLICIES & PROCEDURES" and "EMERGENCY PROCEDURES MANUAL", copies of which can be provided to Licensee upon request and the terms of which are incorporated by reference herein.

(l) Licensee shall not encumber, hypothecate, or otherwise use as security its interests in this Agreement for any purpose whatsoever without the express written consent of SMG.

(m) With respect to any Event at the Facility, Licensee shall comply fully with any and all local, state, and federal laws, regulations, rules, constitutional provisions, common laws, and rights of others applicable to the reproduction, display, or performance of proprietary or copyrighted materials and works of third parties (the "Works"), and to the protection of the intellectual property rights associated with such Works. The fees payable by Licensee under this Agreement do not include royalty, copyright or other payments which may be payable on behalf of third party owners of such Works, and Licensee agrees hereby to make any and all such payments to third parties and/or clearinghouse agencies as may be necessary to lawfully perform, publish, display or reproduce any such Works. Licensee specifically agrees, undertakes, and assumes the responsibility to make any and all reports to such agencies and/or parties, including specifically by way of example only (and not by way of limitation) ASCAP, BMI, SAG, SESAC, Copyright Clearance Center, and other similar agencies. Licensee agrees hereby to obtain and maintain evidence of such reports and any necessary payments, including evidence of compliance with the requirements of this paragraph. Licensee further agrees hereby to provide to SMG any such compliance evidence as may be requested by SMG in advance of or after any such Event. Licensee agrees that the obtaining and maintaining of such evidence by Licensee is a material condition of this Agreement. Licensee agrees to indemnify, defend, protect and hold harmless SMG and all other Indemnitees (as that term is defined in this Agreement) of and from all and all manner of Losses arising in any way from the use by Licensee of proprietary intellectual property of third parties (whether such claims are actual or threatened) under the copyright or other laws of the United States. The foregoing indemnity shall apply regardless of the means of publication, display, or performance by Licensee, and shall include specifically and without limitation the use of recordings, audio broadcasts, video broadcasts, Works on other magnetic media, sounds or images transmitted via the worldwide web, chat rooms, webcasts, or on-line service providers, satellite or cable, and all other publication, display or performance means whatsoever, whether now known or developed after the date of this Agreement.

(n) Licensee shall not engage in the sale and/or distribution of food and/or beverages at the Facility.

15. Civil Rights Act. During the performance of this Agreement, Licensee shall comply fully with Title VI and Title VII of the Civil Rights Act of 1964, as amended, and all other regulations promulgated there under, in addition to all applicable state and local ordinances concerning Civil Rights.

16. Americans With Disabilities Act. With respect to any Event at the Facility, Licensee recognizes that it is subject to the provisions of Title III of the Americans With

Disabilities Act, as amended, and all similar applicable state and local laws (collectively, the "ADA"). Licensee represents that it has viewed or otherwise apprised itself of the access into the Facility, together with the common areas inside, and accepts such access, common areas, and other conditions of the Facility as adequate for Licensee's responsibilities under the ADA. Licensee shall be responsible for ensuring that the Facility complies and continues to comply in all respects with the ADA, including accessibility, usability, and configuration insofar as Licensee modifies, rearranges or sets up in the Facility in order to accommodate Licensee's usage. Licensee shall be responsible for any violations of the ADA, including, without limitation, those that arise from Licensee's reconfiguration of the seating areas or modification of other portions of the Facility in order to accommodate Licensee's usage. Licensee shall be responsible for providing auxiliary aids and services that are ancillary to its usage and for ensuring that the policies, practices, and procedures it applies in connection with an Event are in compliance with the ADA.

17. Construction of this Agreement

(a) Choice of Law. This Agreement shall be deemed to be made, governed by, and construed in accordance with the laws of WEBB COUNTY, STATE OF TEXAS, without giving effect to the conflict of law principles thereof.

(b) Paragraph Headings. The paragraph headings are inserted herein only as a matter of convenience and for reference and in no way are intended to be a part of this Agreement or to define, limit, or describe the scope or intent of this Agreement or the particular paragraphs hereof to which they refer.

(c) Entire Agreement; Amendments. This Agreement (including all Exhibits and other documents and matters annexed hereto or made a part hereof by reference) contains all of the representations, warranties, covenants, agreements, terms, provisions, and conditions relating to the rights and obligations of SMG and Licensee with respect to the Facility and the Event. No alterations, amendments, or modifications hereof shall be valid unless executed by an instrument in writing by the parties hereto.

(d) Severability. If any provision or a portion of any provision of this Agreement is held to be unenforceable or invalid by a court of competent jurisdiction, the validity and enforceability of the enforceable portion of any such provision and/or the remaining provisions shall not be affected thereby.

(e) Time. Time is of the essence hereof, and every term, covenant, and condition shall be deemed to be of the essence hereof.

(f) Successors. This Agreement shall be binding upon, and shall inure to, the benefit of the successors and assigns of SMG, and to such successors and assigns of Licensee as are permitted to succeed to the Licensee's right upon and subject to the terms hereof.

(g) Independent Contractor; No Partnership. SMG and Licensee shall each be and remain an independent contractor with respect to all rights and obligations arising under this

Agreement. Nothing herein contained shall make, or be construed to make, SMG or Licensee a partner of one another, nor shall this Agreement be construed to create a partnership or joint venture between and of the parties hereto or referred to herein.

(h) Singular and Plural. Whenever the context shall so require, the singular shall include the plural, and the plural shall include the singular.

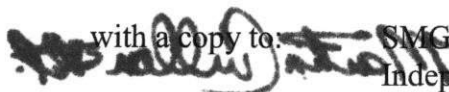
18. Miscellaneous.

(a) Waiver. The failure of any party to enforce any of the provisions of this Agreement, or any rights with respect hereto, or the failure to exercise any election provided for herein, will in no way be considered a waiver of such provisions, rights, or elections, or in any way affect the validity of this Agreement. The failure of any party to enforce any of such provisions, rights, or elections will not prejudice such party from later enforcing or exercising the same or any other provisions, rights, or elections which it may have under this Agreement.

(b) Assignment. Neither this Agreement nor any of the rights or obligations hereunder may be assigned or transferred in any manner whatsoever by Licensee without the prior written consent of SMG. SMG shall be entitled to assign its rights and obligations hereunder to Owner or to any other management company retained by Owner to manage the Facility, and in such event, SMG shall have no further liability to Licensee hereunder for the performance of any obligations or duties arising after the date of such assignment.

(c) Notices. Any notice, consent, or other communication given pursuant to this Agreement shall be in writing and shall be effective either (i) when delivered personally to the party for whom intended, (ii) upon delivery by an overnight courier services that is generally recognized as reliable, and the written records maintained by the courier shall be prima facie evidence of delivery, or (iii) on delivery (or attempted delivery) by certified or registered mail, return receipt requested, postage prepaid, as of the date shown by the return receipt; in any case addressed to such party as set forth below or as a party may designate by written notice given to the other party in accordance herewith.

If to SMG: SMG  
LAREDO ENERGY ARENA  
6700 Arena Boulevard  
Laredo, Texas 78041  
Attention: Xavier Villalon  
General Manager

with a copy to: SMG  
  
Independence Center  
300 Four Falls Corporate Center  
300 Conshohocken State Road  
Conshohocken, PA 19428  
Attention: Director of Risk Management



If to Licensee: Webb County Sheriff's Office  
902 Victoria Street  
Laredo, Texas 78040  
Attn: Deputy Mario Reyes

(d) Non-Exclusive Use. SMG shall have the right, in its sole discretion, to use or permit the use of any portion of the Facility other than the Authorized Areas to any person, firm or other entity regardless of the nature of the use of such other space.

(e) Force Majeure. If the Facility is damaged from any cause whatsoever or if any other casualty or unforeseeable cause beyond the control of SMG, including, without limitation, acts of God, fires, floods, epidemics, quarantine restrictions, terrorist acts, strikes, labor disputes, failure of public utilities, or unusually severe weather, prevents occupancy and use, or either, as granted in this Agreement, SMG is hereby released by Licensee from any damage so caused thereby.

IN WITNESS WHEREOF, this Agreement has been duly executed by the parties hereto as of the day and year first written above.

SMG, as agent for THE CITY OF LAREDO, owner of LAREDO ENERGY ARENA, 6700 ARENA BOULEVARD, LAREDO, TEXAS 78041

By: 

Name: Xavier Villalon  
Title: General Manager

WEBB COUNTY SHERIFF'S OFFICE

By: 

Name:  
Title: Webb County Sheriff or duly authorized representative

EXHIBIT A TO USE LICENSE AGREEMENT

<u>Authorized Area</u>	<u>Day</u>	<u>Date</u>	<u>Time of Use</u>	<u>Purpose</u>
AREA FLOOR, ARENA SEATING, ARENA CONCOURSE, 3 LOCKER ROOMS, 4 DRESSING ROOMS, 1 GREEN ROOM, 1 PRODUCTION ROOM, OFFICE, LOADING DOCK, CLUB LEVEL, MEETING ROOMS 4-6 PARKING LOT	Thursday	October 22, 2015	7:00 AM TO 12:00 PM	Move In; Move Out; Practice Session, Event

**EXHIBIT B TO USE LICENSE AGREEMENT**  
**LAREDO ENERGY ARENA**

1. **Additional Reimbursable Service Expenses.** At the request of Licensee, the following special facilities, equipment, materials, and extra services will be furnished by SMG for the Event: NONE

2. **Payment of License Fee, Merchandising Fee, and Broadcast Fee.**

(a) **Fixed License Fee:** The fixed License Fee set forth in Section 5(a) above shall be paid in accordance with the following schedule:

***Deposit: No deposit required with signed contract on or before October 22, 2015.***

***Certificate of insurance due October 8, 2015.***

***Total Balance for all expenses, rentals and services due upon conclusion of engagement.***

(b) **Percentage Fee. (If applicable)** The percentage Licensee Fee set forth in Section 5(a), Merchandising Fee set forth in Section 5(b), and Broadcast Fee set forth in Section 5(c) above shall be paid no later than 30 days.

(c) **Not for Profit Status. (If applicable)** Licensees that are non-profit organizations not subject to pay sales tax receipts are required to submit copies of the appropriate tax exemption certificates upon submission of these signed contract forms. Should lessee not submit the appropriate tax-exempt certificate before receipt of the final bill and then attempt to claim nonexempt status, licensee shall be charged a fifty dollar (\$50.00) fee for final bill recalculation.

(d) **Catering and Concession Services:**

Contact David Cuellar with SAVOR at 956-523-6596 or [dcuellar@learena.com](mailto:dcuellar@learena.com).

No food or beverage can be brought into the facility. Concession minimums must be met in order to have any concession stand open. Please discuss the details with SAVOR. These concession minimums are not included in the total All-Inclusive cost in this Agreement.

If giving away or selling food/beverage items over 2 oz, a buyout (Amount TBD) must be paid to SAVOR per vendor. Exhibitors may distribute without charge, a sample portion no greater than 2 oz.

SMG/SAVOR will retain 100% of concession revenue.

# Laredo Energy Arena

6700 Arena Blvd.  
Laredo, Texas 78041  
956 791-9192

## EVENT ESTIMATE

ISSUED: 09/08/15

EVENT: DRUG AWARENESS CONCERT  
CONTACT: \_\_\_\_\_  
ADDRESS: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

USAGE DATES: 22-Oct-15  
PHONE# (O): \_\_\_\_\_  
PHONE# (C): \_\_\_\_\_  
FAX #: \_\_\_\_\_  
EST. ATTENDANCE: 8,000

### BUILDING CHARGES:

USAGE DATES	TIME	SHOW	ACTIVITY	DOORS	CHARGES
22-Oct-15	8a - 12m	10:00 AM	CONCERT	9:00 AM	\$2,500.00
			UTILITIES		
			CLEAN-UP		
<b>TOTAL BUILDING CHARGES:</b>					<b>\$2,500.00</b>

**Notes:**

-  
-  
-

### EQUIPMENT RENT

DESCRIPTION	QUANTITY	COST	ITEM TOTAL
SOUND/LIGHTS			\$2,500.00
RIGGING LABOR			\$1,000.00
VIDEO OPS CREW	3	1 DIRECTOR, 2 CAMERA OPS	\$300.00
SPOT LIGHT OPERATOR			\$50.00
VIDEO SCREEN PROJECTOR			\$1,000.00
			\$0.00
			\$0.00
<b>TOTAL EQUIPMENT CHARGES:</b>			<b>\$4,850.00</b>

### LABOR COSTS

HOUSE STAFF	\$534.00
SECURITY	\$826.00
STAGE	
OPERATIONS	\$2,380.00
OTHER LABOR	\$828.00

LABOR ITEMIZED ON PAGE 2.  
*All labor costs are estimated expenses based on a previous similar show; actual cost will be billed as used.*

**TOTAL LABOR CHARGES: \$4,568.00**

### ADVERTISING

CATERING

INSURANCE

*Required two weeks prior to event. See contract for details.*

**BY PROMOTER**

**\$0.00**

**BY PROMOTER**

State Sales Tax: \_\_\_\_\_

**TOTAL EVENT SETTLEMENT \$11,918.00**

A deposit of \_\_\_\_\_ will be required two weeks after a contract is issued to secure dates requested. This is only an estimate of the event expenses. The final cost will be determined by the actual usage of the building, equipment, and services upon completion of the event. This estimate is good for two weeks from the date of issue.

**Laredo Energy Arena**



**EVENT LABOR REQUIREMENTS**

POSITION	NUMBER	HOURS	TTL Hrs		COST	CALL TIME
<b>HOUSE STAFF</b>						
Quad Supervisors	2	6	12	HOURS X16.00=	\$174.00	
				<b>TOTAL SUPERVISORS:</b>	<b>\$174.00</b>	
Ticket Takers			0	HOURS X12.00=	\$0.00	
			0	HOURS X12.00=	\$0.00	
			0	HOURS X12.00=	\$0.00	
			0	HOURS X12.00=	\$0.00	
Guest Services			0	HOURS X12.00=	\$0.00	
				<b>TOTAL TICKET TAKERS:</b>	<b>\$0.00</b>	
Ushers	5	6	30	HOURS X12.00=	\$360.00	
			0	HOURS X12.00=	\$0.00	
Concierge			0	HOURS X12.25=	\$0.00	
				<b>TOTAL USHERS:</b>	<b>\$360.00</b>	
Box Office Supervisor			0	HOURS X16.00=	\$0.00	
Ticket Sellers			0	HOURS X13.00=	\$0.00	
Ticket Sellers			0	HOURS X13.00=	\$0.00	
			0	HOURS X13.00=	\$0.00	
Event Receptionist			0	HOURS X13.00=	\$0.00	
				<b>TOTAL BOX OFFICE:</b>	<b>\$0.00</b>	
<b>TOTAL HOUSE STAFF:</b>					<b>\$534.00</b>	
<b>SECURITY</b>						
Uniformed Police	1	6	6	HOURS X38.00=	\$228.00	
			0	HOURS X38.00=	\$0.00	
				<b>TOTAL UNIFORM:</b>	<b>\$228.00</b>	
Crowd Control	1	10	10	HOURS X 13.00=	\$130.00	
	6	6	36	HOURS X 13.00=	\$468.00	
			0	HOURS X 13.00=	\$0.00	
			0	HOURS X 13.00=	\$0.00	
			0	HOURS X 13.00=	\$0.00	
Overnight Security			0	HOURS X 16.00=	\$0.00	
			0	HOURS X 16.00=	\$0.00	
			46	<b>TOTAL T-SHIRT:</b>	<b>\$598.00</b>	
<b>TOTAL SECURITY:</b>					<b>\$826.00</b>	
<b>OPERATIONS</b>						
Event Ops Supervisor			0	HOURS X16.00=	\$0.00	
Event Operations Staff			0	HOURS X 13.00=	\$0.00	
Event Operations Staff			0	HOURS X 13.00=	\$0.00	
Event Operations Staff			0	HOURS X 13.00=	\$0.00	
Event Housekeeping Super.	1	8	8	HOURS X 16.00=	\$128.00	
Event Hosekeeping Staff	2	8	16	HOURS X 13.00=	\$208.00	
				<b>TOTAL EVENT OPERATIONS:</b>	<b>\$336.00</b>	
Conversion Supervisor In	1	6	6	HOURS X16.00=	\$96.00	
Conversion Staff In	10	6	60	HOURS X 13.00=	\$780.00	
Conversion Staff In			0	HOURS X 13.00=	\$0.00	
Conversion Staff In			0	HOURS X 13.00=	\$0.00	
Conversion Supervisor Out			0	HOURS X16.00=	\$0.00	
Conversion Staff Out			0	HOURS X 13.00=	\$0.00	
				<b>TOTAL CONVERSION LABOR:</b>	<b>\$876.00</b>	
Housekeeping Supervisor	1	8	8	HOURS X16.00=	\$128.00	
Housekeeping Staff	10	8	80	HOURS X 13.00=	\$1,040.00	
			0	<b>TOTAL CLEAN-UP LABOR:</b>	<b>\$1,168.00</b>	
<b>TOTAL OPERATIONS:</b>					<b>\$2,380.00</b>	
<b>OTHER LABOR</b>						
EMT/Paramedic	2	6	12	HOURS X 30.00=	\$360.00	
Ambulance			0	HOURS X 75.00=	\$0.00	
Runner			0	\$175.00 EA. W/CAR	\$0.00	
Fireman	2	6	12	HOURS X 39.00=	\$468.00	
<b>TOTAL OTHER LABOR:</b>					<b>\$828.00</b>	



**WEBB COUNTY, TEXAS**

By:   
TANO TIJERINA  
WEBB COUNTY JUDGE

  
SMG AUTHORIZED OFFICIAL  
  
XAVIER VILLAZON GM  
PRINT NAME & TITLE

ATTESTED:

10/8/15  
DATE

  
MARGIE RAMIREZ IBARRA  
WEBB COUNTY CLERK



APPROVED AS TO FORM:

  
MARCO MONTEMAYOR  
WEBB COUNTY ATTORNEY\*

\*By law, the County Attorney's office may only advise or approve contracts or legal documents on behalf of its clients. It may not advise or approve a contract or legal document on behalf of other parties. Our review of this document was conducted solely from the legal perspective of our client. Our approval of this document was offered solely for the benefit of our client. Other parties should not rely on this approval, and should seek review and approval of their own respective attorney(s).



MARGIE R. IBARRA  
COUNTY CLERK  
FILED

2015 OCT 20 PM 3:00

WEBB COUNTY, TEXAS

BY Mary G. DEPUTY