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Team San Jose Demonstrates Solid Results for FY 2008-09 *For second year in a row, 97% of customers said they would return*

SAN JOSE, CA (February 2, 2010) Team San Jose's city report highlighting solid fiscal year end results for 2008-2009 was released. Team San Jose had the largest revenue generating year for the City of San Jose from the San Jose's Convention Center and Cultural Facilities including the San Jose Civic, Montgomery Theater, California Theatre and Center for the Performing Arts.

Even with a declining economy and 20 year old facility in the Convention Center, the non-profit organization supported over 340 events in San Jose, with approximately 60% of these events being repeat clients of Team San Jose's. Major milestones include an increase in revenue of 6.8% over the prior year, generating \$117,750,000 in economic impact and visitor spending and bringing over 1.8 million visitors to San Jose. Since taking over management of the facilities in 2004, Team San Jose has increased revenue by 94%.

"We are proud to serve the City of San Jose and offer excellent service to customers," said Dan Fenton, CEO Team San Jose, said. "Our revenue results demonstrate a strong end to a successful year."

Also in 2008-2009, Team San Jose increased the ending fund balance for Fund 536 from \$8.3 million to \$10.3 million. These funds are to support operational impacts of construction for a potential expansion and safeguarding the City's General Fund. Funding for the Convention Center and Cultural Facilities is funded through a dedicated portion of the hotel occupancy tax as well as revenues generated by the facilities.

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Another highlight from the year end results included customer service feedback. For the second year in a row, 97% of client surveyed provided a strong indication they would return to San Jose in the future. Also, 98% of client surveyed reported excellent, very good or good when rating their overall customer experience.

Team San Jose is a unique model with one point of contact for customers and meeting planners. Team San Jose focuses on having a direct impact on San Jose's local economy and business Downtown through a unique local partnership between hoteliers, labor, business and the arts community as well as acting as the San Jose Convention and Visitors Bureau.

"We believe these results further support our unique service model as we continue to work to differentiate San Jose from our competitors," Fenton said.

Late in 2008, the City of San Jose extended the Team San Jose contract for another five years, with additional options for extensions. The extension was based on continued performance and consistent results.

About Team San Jose (TSJ)

Team San Jose, Inc. is a management company for the San Jose Convention Center and multiple theaters in Downtown San Jose including the San Jose Civic, Parkside Hall, Center for the Performing Arts, California Theatre and Montgomery Theater. Team San Jose is a unique customer service model where the company acts as the San Jose Convention and Visitors Bureau and works in partnership with local hoteliers, organized labor, local arts and business leaders to provide a one-team approach to all event-planning needs. For more information about Team San Jose, please visit our website at www.sanjose.org.

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