

At this time, all members of management, except Mr. Adams, Ms. Bui, Ms. Lancaster, Mr. Meier, Ms. Paige, Ms. Radford, Dr. Southam, Mr. Tyson, Mr. Yu and Mr. Zemelman were excused.

3. WARRIORS SPONSORSHIP STRATEGY (Kaiser Foundation Health Plan, Inc. and Kaiser Foundation Hospitals)

Mr. Adams, Ms. Paige and Ms. Radford presented for approval a request to approve a new sponsorship arrangement with the Golden State Warriors in an amount not-to-exceed \$295.58 million (attached in Exhibit 21 of the Committee binder). Mr. Adams explained that the arrangement builds on a longstanding relationship based on aligned values and commitment to the Bay Area, and will begin in the 2019-2020 season. Ms. Paige said the new sponsorship arrangement has four key components focused on underserved populations and Total Health (1) creating enduring impact on the health and well-being of at-risk Bay Area youth through the Thrive Academy; (2) amplifying the organization's commitment to Total Health through the branding of Thrive City as a new Bay Area landmark destination focused significantly on health including underserved populations; (3) increasing the organization's visibility as clinical experts as the Warriors team physicians; and (4) expanding Kaiser's current marketing benefits into a new, innovative setting and state of the art arena. The Committee had an extensive discussion on marketing, valuation, and community benefits.

After discussion, the Committee agreed to recommend to the full Board approval of the following resolution:

RESOLVED, that the expenditure in an amount not-to-exceed \$295.58 million for the Golden State Warriors sponsorship strategy over a twenty-year period, on the terms and conditions as described at this meeting, is approved.