



# INFORMAL STAFF REPORT

## MEMORANDUM

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**To:** Susan Thorpe, Assistant City Manager  
Safety, Health & Neighborhoods

**From:** Stacie Talbert Anaya, Interim Director  
Parks & Recreation Department

**Date:** January 10, 2015

**Subject:** Sports Complex RFP Evaluation

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### **Issue/Problem**

The Evaluation Committee was formed to review the responses to the Sports Complex RFP issued in August 2014. The committee included:

- Christela Morales, City of Corpus Christi Purchasing Department
- Emily Martinez, Corpus Christi Regional Economic Development Corporation
- Tiffani McKinney, Corpus Christi Convention and Visitors Bureau
- Stacie Talbert Anaya, Corpus Christi Parks and Recreation Department.

Michael Morris, former Director of the Parks and Recreation Department was also a member of the committee through December 2014.

### **Background & Findings**

August 6, 2014 City of Corpus Christi issued a Request for Proposals (RFP) for a Regional Youth Sports Complex – a flagship tournament facility for youth and amateur sports with a primary focus on attracting out of town teams and leagues to Corpus Christi

October 2, 2014 RFP deadline. SQH Sports and Entertainment, Inc. submitted the sole proposal in response to the RFP.

October 19, 2014 Evaluation Committee received a copy of SQH's proposal for review.

October 28, 2014 Evaluation Committee convened to discuss submittal. During the meeting it was established the proposal had various weakness and deficiencies and that further information was needed from SQH in order to finalize a

recommendation for the City Manager. A list of items to be clarified is attached (Sports Complex RFP Comments – Initial Review 10/2014).

November 2014 Purchasing submitted a Request for Clarification (RFC) to SQH. The due date for given for a response was December 1, 2014.

November 26, 2014 A request for an extension of the deadline was submitted by SQH and granted. December 5, 2014 was established as the new due date.

December 5, 2014 SQH response to RFC received by Purchasing Department.

December 19, 2014 Evaluation Committee received a copy of SQH's response to the RFC for review.

January 7, 2015 Evaluation Committee convened to discuss response and finalize recommendation for City Manager. Emily Martinez was not able to attend.

The Evaluation Committee's conclusions are based on the following factors:

- Key personnel lack of experience for developing and operating a sports facility
- Limited or no marketing research provided to indicate what types of fields, courts, or facilities should be included in the complex nor how proposed revenue projections can be met
- Design of proposed facility will not provide adequate number of fields/courts to meet revenue projections (committee used business plans and revenues of other youth sports complexes for comparison)
- Failure to demonstrate how revenue projections will be met by claiming details are "confidential information" and that they are "comfortable with our estimates"
- Did not research the proposed property dismissing environmental and zoning challenges as something that needs to be addressed by the City
- Letter of commitment from Prosperity Bank indicates review of SQH's loan request will be based on "collateral position for the real estate and *improvements* that will be provided by the City of Corpus Christi"

## **Conclusion**

The Evaluation Committee, due to the factors listed above, does not support moving forward at this time with a contract with SQH Sports and Entertainment, Inc. for the development and operation of Regional Youth Sports Complex.