



# Regional Youth Sports Complex RFP Update to City Council



Council Presentation  
February 10, 2015  
Parks & Recreation and Purchasing



# Sports Complex RFP



- December 2013 – Presentation to City Council regarding concept of Private/Public Partnership for a Youth Sports Complex
- July 2014 – Presentation to City Council on RFP Process
- August 2014 – Request for Proposal (RFP) issued
- October 2, 2014 – RFP deadline
  - SQH Sports & Entertainment, Inc. submitted the sole proposal.
- October 28, 2014 – Evaluation Committee Review Meeting
  - Committee identified various weaknesses & deficiencies in proposal
  - Requested clarification from SQH
- November 18, 2014 – Request for Clarification (RFC) to SQH
- December 5, 2014 – SQH submitted response
- January 7, 2015 – Evaluation Committee Review of Response



# Sports Complex RFP Evaluation Committee

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## Committee Members:

- Michael Morris, Parks and Recreation
  - Stacie Talbert Anaya, Parks and Recreation
  - Emily Martinez, CCEDC
  - Christela Morales, Purchasing Department
  - Tiffani McKinney, CVB
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# Sports Complex RFP Contents/Requirements



- Regional Youth Sports Complex
- Development Objectives
  - Primary focus of attracting out of town teams and leagues
  - Market study to determine amenities
  - Increasing sales and hotel tax revenues
  - No municipal bonds to be used for development
- Operation Objectives
  - Self supporting
  - Regional, state and national tournaments and events
  - Cooperation with local and regional sports organizations
  - Environmentally sound turf and facility management practices
- City Offered
  - 50 acres of land located south of Oso Creek across SH286 from Bay Area Fellowship Church
  - Long term ground lease for up to 60 years



# Sports Complex RFP – Proposed Location





# Sports Complex RFP Contents/Requirements

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- Response/Submittal to include:
    - Proposer Qualifications/Experience
    - Programming Plan
    - Market Feasibility
    - Project Conceptual Design
    - Proposer Financial Capability
    - Proposed Economic Impact
    - Financial Proposal (Pro Forma) – Construction and Operations
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# Summary of SQH Submittal



- SQH
  - 3 key principals; 2 supporting team members
- Market Feasibility
  - Sports field houses/indoor facilities – national trend
  - Baseball and soccer – highest participation ages 7 to 17
- Project Conceptual Design
  - 47,000 sq ft sports field house
    - 6 basketball courts, 12 regulation volleyball courts
  - 6 lighted multi sport rectangular fields
  - 3 lighted baseball/softball diamonds
  - Sports themed restaurant, concession, gaming center
- Program Plan
  - Focus on travel team sports within 4-hour drive to Corpus Christi
  - Weekend tournaments
  - Accommodate local teams and leagues during weekdays



# Summary of SQH Submittal



- Proposed Economic Impact
  - 98,840 visitors per year
  - \$10.1 million per year on taxable spending (lodging, meals, sales, etc.)
  - \$4.45 million in projected sales, hotel taxes over 10 years
- Financial Proposal (Pro Forma) – Construction and Operations
  - Construction - \$18,945,494
  - Annual Operations (first year)

Revenue	Expenses	Interest Expense	Net
\$4,754,003	\$3,540,154	\$690,502	\$523,777





# Committee Questions / Concerns

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Numerous questions and concerns regarding proposal from SQH for the development of the Regional Sports Complex

- Key personnel lack of experience for developing and operating a sports facility
  - Limited or no marketing research provided to determine what type of fields, courts or facilities to include in design
  - Limited or no back up for revenue projections
  - Lack of sponsorship/naming rights plan
  - Design of proposed facility will not provide adequate number of fields/courts to meet revenue projections
  - Did not research proposed property's environmental and zoning challenges
  - Letters of commitment from banks did not demonstrate capacity to finance project
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# Sports Complex RFP – Next Steps

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- Council Questions & Feedback
- Staff Next Steps