DAVID
TAUSSIG
& Associates, Inc.

FEASIBILITY & ECONOMIC IMPACT STUDY

REGIONAL SPORTS COMPLEX
(PRIVATE, NOT-FOR-PROFIT OPERATOR)

FRESNO, CALIFORNIA

JUNE 24, 2015

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FEASIBILITY
&
ECONOMIC IMPACT
STUDY

REGIONAL SPORTS COMPLEX
(PRIVATE, NOT-FOR-PROFIT OPERATOR)

FRESNO, CALIFORNIA

Prepared For

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EXECUTIVE SUMMARY

I. PURPOSE OF STUDY

The objective of this Feasibility and Economic Impact Study (collectively, the "Study") is to conduct an evaluation of a proposed Regional Sports Complex (the "Project"), and ultimately analyze the feasibility of the Project for its sponsor, the Central Valley Community Sports Foundation ("CVCSF"). CVCSF has entered into an exclusive negotiating agreement ("ENA") with the City of Fresno (the "City") for a long-term ground lease on a site currently owned by the City, see **Appendix B**. Elements of the ENA executed between CVCSF and the City include an initial 25-year ground lease with five 10-year extensions, ground lease rent of $1/year throughout the term of the lease, and payment from the City to CVCSF of $150,000/year for 10 years to assume all maintenance, security, repair, landscaping, and other associated costs for the property – costs currently incurred by the City. Further, when available, the City will provide the site with recycled/reclaimed water. In return, CVCSF will make a minimum investment of at least $1.5 million into the site for infrastructure and capital improvements and will provide ongoing recreational programming and activities to the public, which will generate positive economic and community impacts for the City and CVCSF.

Specifically, David Taussig & Associates ("DTA") has been engaged by CVCSF to prepare (i) a preliminary feasibility analysis to estimate projected operating revenues and costs; and (ii) an economic analysis of the Project, to evaluate the impacts of the Project on the City and region. As part of the economic impacts, the Study identifies the general economic impacts on the City in terms of employment, gross receipts, and earnings creation for City residents and workers. Importantly, DTA's results reflect proforma projections for a feasible project, but do not consider other business-related issues that CVCSF or the City may take into account such as (i) the potential impact on City, County, or State services; (ii) the actual terms and parameters of any subleases, sponsorships, advertising, or other potential revenue streams; or (iii) different potential uses of the site by the City, other not-for-profit, or other profit-motivated organizations.

II. TYPES OF IMPACTS TO CITY OF FRESNO EVALUATED IN THE STUDY

A. FEASIBILITY OF THE PROPOSED REGIONAL SPORTS COMPLEX

The purpose of the feasibility analysis component of the Study is to estimate the revenues and costs of operating the Project. Specifically, DTA determined a potential user base, and given the user base, evaluated the site utilization to estimate the annual revenues and costs once the Project is operational. This analysis considers on-site revenues that include tournament and programming revenues, off-site revenues that include hotel and business revenues indirectly resulting from the usage of the Project site (from participants/spectators traveling into the region), and recurring municipal revenues to the City General Fund that include sales and lodging taxes.

In projecting the annual revenues and costs, DTA has assumed that the City will maintain ownership of the site and enter into the aforementioned ground lease and agreement with

CVCSF. This arrangement allows the City to significantly reduce financial and operational risks related to the development and/or operation of the site. Naturally, though, this structure means the City will have less control to develop the site or align its features with other City or community objectives. Additional pros and cons of this partnership model include, but are not limited to, the following:

Pros

- Economic impacts of the Project
- Fiscal benefits (sales and lodging taxes) to City
- Minimization of financial and operational risk for City
- Creation of a regional recreational amenity with the potential for 100,000 + visits per year from visitors within and outside of the Fresno-Clovis MSA
- Market synergy with existing and future commercial and hotel development

Cons

- Less control over the operations at the site
- Less flexibility to align Project features with other City or community objectives
- Potential for default or foreclosure of leasehold interest
- Monitoring/auditing and oversight

B. ECONOMIC IMPACTS ON CITY OF FRESNO

The Study also identifies the general economic impacts on the City that would occur and quantifies these impacts wherever possible. General economic impacts include additions to the City's employment (number of average annual full- & part-time jobs), economic output (e.g., gross receipts), and earnings (the sum of wages, salaries and benefits, and other labor income). The Study also distinguishes between one-time impacts and permanent impacts. One-time impacts include benefits to the City that occur on a non-recurring basis as a result of construction activity, while permanent impacts refer to benefits that occur on a continuing basis, year after year.

III. DESCRIPTION OF REGIONAL SPORTS COMPLEX

The Project is located in central Fresno, bordered by Hwy 168 to the east, Cedar Avenue to the west, and E. Hampton Way on the north, and is comprised of approximately 20.1 acres zoned for recreational uses. A preliminary site plan has been prepared by CENTERLINE DESIGN and is included in **Appendix C**. However, the site configuration may need to be adjusted to meet the needs of CVCSF in terms of facilities available at the site and the revenue potential of those facilities. However, for purposes of this analysis, DTA has considered a site plan that only includes four (4) baseball/softball diamonds, a new restaurant/concession facility, and additional parking.

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IV. CONCLUSIONS OF ANALYSIS RELATED TO PROJECT

Following are the major conclusions related to the feasibility determination and economic impacts of the Project:

A. FEASIBILITY STUDY

As reflected in **Table A,** based on preliminary projections, the Project would have an annual operating income of $221,031, based on $982,416 in annual revenues and $761,385 in annual expenditures. Revenues generated from the Project consist of $220,000 in annual programming revenues that include annual league fees and fees for camp programs, $595,000 in annual tournament revenues from hosting twenty-five (25) baseball/softball tournaments a year on four (4) baseball/softball fields, $106,416 in concessions generated from leagues and tournaments and $61,000 from signage. Expenditures resulting from the Project are comprised of personnel cost, including salaries and benefits, of $426,400, annual facilities maintenance costs of $234,360, and other miscellaneous expenditures of $100,625.

TABLE A
OPERATIONAL MODEL (PRIVATE, NOT-FOR-PROFIT OPERATOR)

Category	Amount
Annual Revenues	$982,416
Annual Expenditures	($761,385)
Annual Operating Profit/(Loss)	**$221,031**
Percentage Operating Profit/(Loss)	*22.50%*
Annual City Maintenance/Security Payment (first 10 years)	$150,000
Debt Service ($2.7 million, 20-year, 6.0%)	($232,116)
Maintenance Reserves, (30-year, $2.4 million depreciable assets)	*($80,000)*
Operating Cash Flow	***$58,915***

As reflected in **Table B** below, the Project is estimated to generate additional revenues of $28,064 annually for the City, from sales taxes ($1,064) and Transient Occupancy Revenues ($27,000).

However, the analysis does not capture potential increases in general fund expenditures (e.g. police, fire, public works, and parks/recreation) resulting from the increased levels of service created by the influx of participants and spectators to the Project. Depending on the additional demands placed on City services, such expenditures could offset the fiscal revenues generated by the Project.

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TABLE B
ANNUAL REVENUES (CITY GENERAL FUND)

Category	Amount
Sales Tax Revenues	$1,064
Transient Occupancy Revenues	$27,000
Total Recurring Revenues	**$28,064**

B. ECONOMIC IMPACTS

The Study distinguishes between one-time economic impacts – i.e. impacts related to one-time construction jobs ("One-time Construction Jobs") and permanent economic impacts – i.e. impacts related to the creation of permanent jobs ("Permanent Jobs"). One-time Construction Job impacts include benefits to the community that occur on a non-permanent basis as a result of construction and development activity, while Permanent Job impacts refer to benefits that occur on a continuing basis, year after year.

The Study also identifies the general economic impacts on the City that would occur due to the Project, and quantifies these impacts wherever possible. General economic impacts include additions to the City's employment (number of average annual full- & part-time jobs), economic output (e.g., gross receipts), and earnings (the sum of wages, salaries and benefits, and other labor income). For purposes of the Study, all economic impacts are stated in constant (un-inflated) 2015 dollars, based on the assumption that the relative impacts of inflation in future years may be difficult to gauge.

Tables C and **D** below summarize the City's Permanent Jobs and Permanent Job impacts, as well as the One-Time Construction Jobs and One-time Construction Job impacts.

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1. PERMANENT JOBS, WAGES, AND GROSS RECEIPTS

TABLE C
(ALL NUMBERS SUBJECT TO ROUNDING)

Permanent Job Impacts	Direct	Indirect/Induced	Total
Employees			
Countywide	20	9	29
Within City	20	5	25
Employee Wages			
Countywide	$426,400	$375,732	$802,132
Within City	$426,400	$187,866	$614,266
Overall Output			
Countywide	$1,191,416	$866,383	$2,057,799
Within City	$1,191,416	$433,192	$1,624,608

2. ONE-TIME CONSTRUCTION JOBS, WAGES, AND GROSS RECEIPTS

TABLE D
(ALL NUMBERS SUBJECT TO ROUNDING)

One-Time Construction Job Impacts	Direct	Indirect/Induced	Total
Construction Employees			
Countywide	15	10	25
Within City	15	5	20
Construction Wages			
Countywide	$659,520	$421,603	$1,081,123
Within City	$659,520	$210,801	$870,321
Construction Output			
Countywide	$1,700,000	$1,206,337	$2,906,337
Within City	$1,700,000	$603,169	$2,303,169

C. Conclusions & Other Considerations

Based on the conclusions summarized above, the Project – operated and maintained by CVCSF – would be feasible in that the revenues generated by the Regional Sports Complex would more than offset the cost to operate the facility, as well as provide debt service coverage (with an adequate coverage ratio) for up to $2.7 million dollars of debt that may be used to make site and capital improvements. Importantly, this operational model minimizes financial and operational risks to the City while still creating a regional recreational amenity available to all residents of the area.

As discussed above, the Project will result in moderate positive one-time and recurring economic impacts to the City. Importantly, while the quantitative impacts identified represent a large part of the overall potential impacts of the Project on the City, the Project will also benefit businesses in the immediate and surrounding areas. The Regional Sports Complex will draw participants and spectators from both local and regional markets and this influx of visitors will create greater demand for retail, office, and hotel land uses in the areas surrounding the Project, which will create additional synergistic benefits to the City.

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SECTION 1 INTRODUCTION

David Taussig and Associates ("DTA") has been engaged by the Central Valley Community Sports Foundation ("CVCSF") to prepare a Feasibility and Economic Impact Study (collectively, the "Study") that evaluates (i) the potential market for the proposed Regional Sports Complex (the "Project; (ii) the anticipated revenues and costs of operating the Project, by a not-for-profit operator; and (iii) the economic impacts of the Project on the city of Fresno (the "City") and region.

I. SCOPE AND METHODOLOGY

A. FEASIBILITY ANALYSIS

The first step in developing a feasibility analysis for a project is to select and evaluate an operational model. Typically, there are four (4) operational models that are utilized which vary depending on the level of involvement of the public agency and a private entity: public model, public/non-profit model, public/private model, and private model.

Next, based on the operational model selected, the local market for the amenities offered at the site is evaluated. The specific market elements include demographics of the local and regional area, participation rates in activities offered at the site, comparable existing facilities within the market area, potential demand for amenities offered at the site, and overall financial feasibility.

Finally, an examination of facilities with a similar operational model is conducted to provide a benchmark and test of reasonableness for the results attained for the project in question.

B. GENERAL ECONOMIC IMPACTS

The Study also identifies the general economic impacts on the City that would occur due to the Project, and quantifies these impacts wherever possible. General economic impacts include additions to the City's employment (number of average annual full- & part-time jobs), economic output (e.g., gross receipts), and earnings (the sum of wages, salaries and benefits, and other labor income). The Study also distinguishes between one-time economic impacts and permanent economic impacts. One-time impacts include benefits to the community that occur on a non-recurring basis as a result of construction and development activity, while permanent, recurring impacts refer to benefits that occur on a continuing basis, year after year. Additionally, for purposes of the Study, all economic impacts are stated in constant (un-inflated) 2015 dollars, based on the assumption that the relative impacts of inflation in future years may be difficult to gauge.

In evaluating economic impacts, the Study quantifies both direct and indirect/induced economic impacts on the City. Direct economic impacts reflect the initial or first-round increases in jobs, earnings, and output, all of which occur directly on-site at the Project. Indirect/induced economic impacts are the secondary and other additional rounds of economic activity that occur as a consequence of the direct impacts, and can occur elsewhere within the City. The **indirect**

impacts represent the economic activity – buying and selling of goods and services – of *suppliers* to the land use types analyzed. In this Study, suppliers to the Project consist of maintenance and repair professionals, utilities' providers, wholesale trade companies, and business support services. Furthermore, the suppliers representing the indirect one-time impacts are mainly heavy industrial and construction suppliers for the actual development of Project facilities. The **induced** impacts represent the economic activity that results from household spending by *employees* of all companies directly and indirectly affected by the construction and operation of the land uses analyzed in this Study. Induced impacts created by the expenditures of employees at the Project would include local housing, retail outlets, gas stations, recreation venues and restaurants, child care facilities, etc. Indirect and induced impacts can occur throughout all industries of the economy, and have been categorized using the North American Industry Classification System (NAICS). Adopted by the Office of Management and Budget (OMB) in 1997 to replace the Standard Industrial Classification System (SIC), NAICS is a widely-used system to classify business establishments for the collection, analysis, and publication of statistical data in Canada, Mexico, and the United States. NAICS industries are identified using a six-digit coding system to classify all economic activity into twenty (20) broad sectors, five (5) of which are mainly goods-producing sectors and fifteen (15) of which are services-producing sectors. This six-digit hierarchical structure allows for the identification of nearly 1,170 industries. The broad NAICS sectors include the Construction, Retail Trade, and Administrative and Support Services classifications, which are the focal NAICS categories analyzed within this Study to determine the indirect and induced economic impacts generated under the analysis.

(i) IMPLAN MULTIPLIER METHOD

Although most economists agree that indirect and induced, or "multiplier" effects exist, most economists also agree that such effects are difficult to measure. Patterns on spending and employment among suppliers and employee households often vary over time and from one region to another. Nevertheless, there are certain input-output models that can be used to estimate indirect and induced effects.

In quantifying the indirect and induced economic impacts for the Study, DTA utilized the Impact Analysis for Planning ("IMPLAN") Input/Output Modeling System, a type of quantitative economic model that provides an approximate measure of the "multiplier effect" of a firm's spending on payroll and the purchasing of goods and services. Like similar econometric models, IMPLAN helps to calculate the flow of payments for goods and services across different industry sectors, and between households and industries. The IMPLAN model can be envisioned simply as a large spreadsheet with hundreds of industries (plus the household sector) arrayed across the top as producers, and the same industries and households listed down the side as consumers. Each million dollars (output) in spending by any one consumer (i.e. the Project) is allocated across the producing industries from which it buys goods and services. These producing industries, in turn, spend money buying goods and services from their own distinct sets of suppliers. Thus, the IMPLAN multiplier model allows one to gauge the effect on each dollar an industry spends as it diffuses through a regional economy. Furthermore, it allows one to translate the overall regional impact of spending into jobs and employee compensation. Please refer to **Table 1** for a diagram of the multiplier effect.

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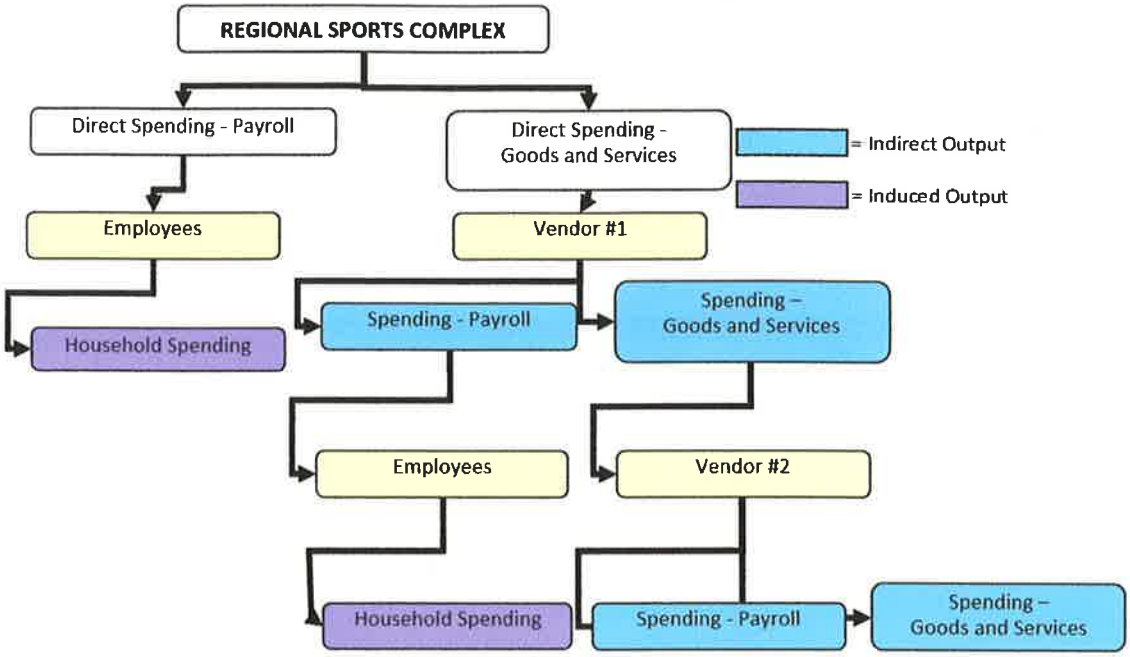
TABLE 1
EXAMPLE OF THE MULTIPLIER EFFECT (INDIRECT AND INDUCED OUTPUT)



The multiplier factors available to determine indirect/induced impacts are intended to reflect impacts for entire areas within a zip code. Therefore, the indirect/induced impacts identified in this Study to occur within the City boundaries are based on assumptions established by DTA and may be subject to change.

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II. LIMITATIONS

A. ACCURACY OF INFORMATION

The feasibility and economic models in the Study contain an analysis of revenues, costs, and impacts to CVCSF and the City resulting from the Project. These models are based on both (i) information provided to DTA by CVCSF and (ii) certain DTA assumptions taken from DTA's municipal cost database, as compiled by DTA from previous similar impact studies prepared by the firm. The sources of information and basis of the estimates calculated in the Study are stated herein. While DTA is confident that the sources of information are reliable, DTA does not express an opinion or any other form of assurance on the accuracy of such information.

The analysis of impacts contained in this report is not considered to be a "financial forecast" or a "financial projection" as technically defined by the American Institute of Certified Public Accountants. The word "projection" used within this report relates to broad expectations of future events or market conditions. Since the analyses contained herein are based on estimates and assumptions that are inherently subject to uncertainty and variation depending on evolving events, DTA cannot represent that such estimates will definitely be achieved. Some assumptions inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, the actual results achieved may vary from these projections stated throughout the Study.

SECTION 2 FEASIBILITY ANALYSIS

The feasibility analysis is an important step in determining the viability for a Project of this nature, and includes (i) an evaluation of the demographics in the Market Area, (ii) a projection of the sports participation rates for the Market Area for the evaluation of potential programming revenues, and (iii) a determination of the annual usage revenues and operation costs for the Project.

I. OPERATIONAL MODEL

As discussed previously, the first step in analyzing the feasibility of the Project is to select and evaluate an operational model. Typically, there are four (4) operational models that are utilized that vary depending on the level involvement of the public agency and a private entity: public model, public/non-profit model, public/private model, and private model.

Given direction from CVCSF, DTA has assumed here that the Project would (although CVCSF is a not-for-profit organization) operate under a private model where the City would ground-lease the Project site to CVCSF to develop, construct, operate, and maintain the Project facilities. This model allows the City to significantly reduce financial and operational risks related to the operations of the site. However, this structure also means the City will have less control over the operations of the Project and potentially lose the flexibility to align Project features with community objectives for the site. Additional pros and cons of this model include, but are not limited to, the following:

A. PROS AND CONS OF PUBLIC/PRIVATE PARTNERSHIP

Pros

- Economic impacts of the Project
- Fiscal benefits (Sales and Lodging Taxes) to City
- Minimization of financial and operational risk for City
- Creation of a regional recreational amenity with the potential for 100,000 + visits per year from within and outside of the Fresno-Clovis MSA
- Market synergy with existing and future commercial and hotel development

Cons

- Less control over the operations at the site
- Less flexibility to align Project features with other community objectives
- Potential for default or foreclosure of leasehold interest
- Monitoring/auditing and oversight

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II. MARKET AREA

Market areas are typically defined by the distance people are willing to travel on a regular basis to utilize certain facilities. These market areas vary in size depending on the types of amenities available at a site, as more active parks with sports fields tend to draw people from farther distances.

In order to evaluate the market area for the site, DTA deployed a **drive time analysis** from the site. Drive time analyses, unlike simple radii, capture and factor in the transportation constraints for participants who may utilize the amenities at the site. Within the drive time analysis, the population characteristics, including age, income, and spending patterns are determined and such characteristics aid in projecting future usage of the facilities at the site. DTA relied on data from Environmental Systems Research Institute ("ESRI"), that provides demographic and consumer information through a geographic information system. Furthermore, upon review of the current sports facilities and through discussions with the City regarding the nature of the proposed operations of the facility, DTA determined that appropriate market area encompassed a 10-minute, 20-minute, and 30-minute drive time (collectively, the "Market Area"). Importantly, DTA utilized the projected participant counts at the Project site (based on this Market Area) to estimate the annual revenues from programming activities (leagues and camps) for the site, discussed below. Please refer to **Figure 1** below for a representation of the Market Area for the Project.

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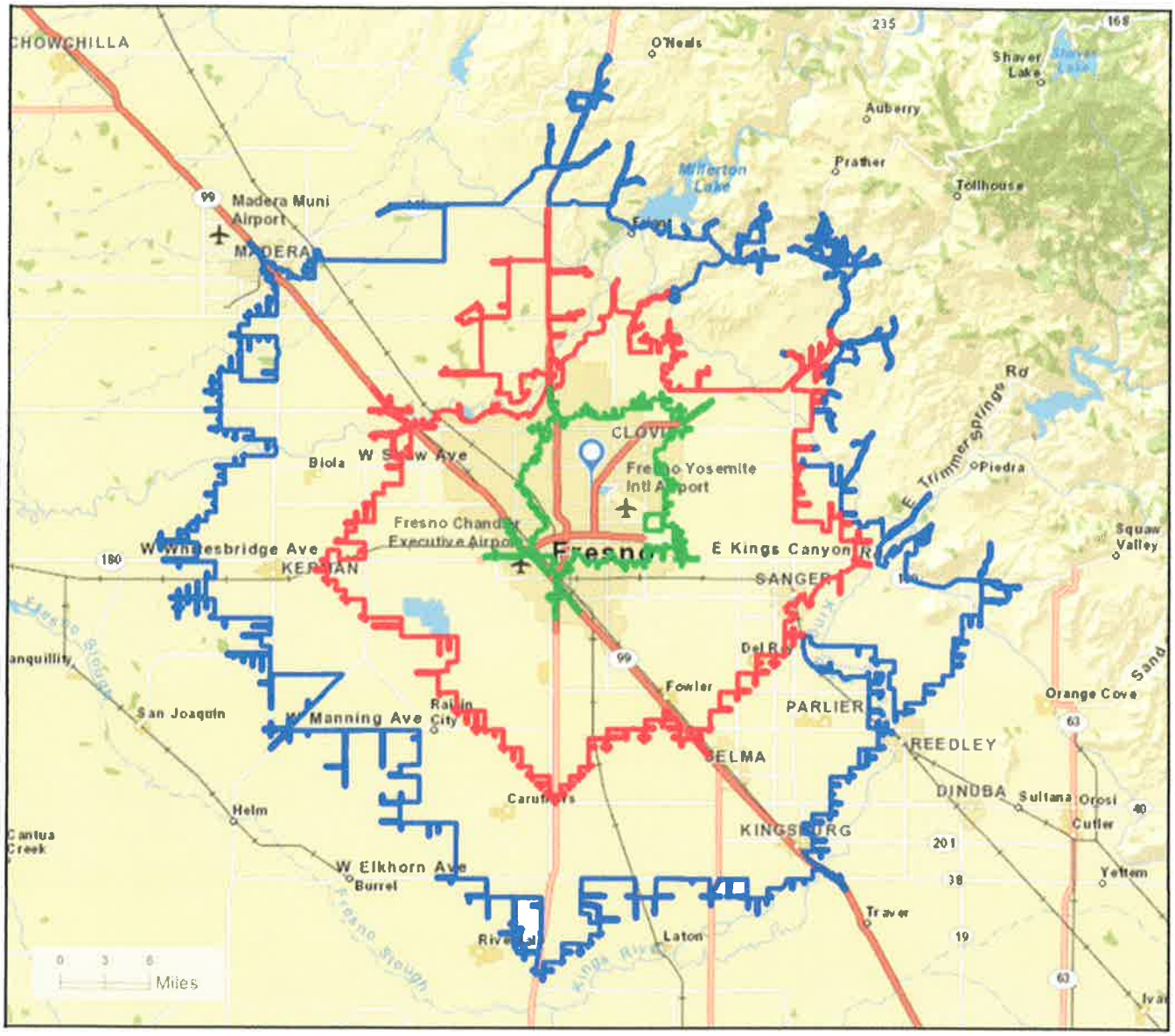
FIGURE 1
10-, 20-, AND 30-MINUTE DRIVE TIMES



III. DEMOGRAPHICS

Based on the geographic information system provided by ESRI, the demographic statistics for each of the drive times in **Figure 1** were compiled and are summarized in **Table 2** below.

TABLE 2
MARKET AREA DEMOGRAPHICS

Metric	Primary (10 Minutes)	Combined Primary & Secondary (20 Minute)	Combined Primary, Secondary, & Tertiary (30 Minute)
Population	276,966	724,609	855,513
Households	90,828	233,350	269,560
Families	61,748	168,139	197,903
Average Household Size	3.00	3.07	3.14
Ethnicity			
White	51.20%	53.30%	53.80%
Black	5.80%	6.30%	5.50%
American Indian	1.90%	1.70%	1.70%
Asian	11.50%	11.90%	10.80%
Pacific Islander	0.20%	0.20%	0.20%
Some Other Race Alone	24.20%	21.60%	23.10%
Two or More Races	5.20%	5.10%	4.90%
Median Age	29.6	31.4	31.2
Household Income	**$37,560**	**$46,364**	**$46,115**
Entertainment/Recreation Expenditure [1]	79	79	90

Source: ESRI Demographic Data (2015).
[1] Spending Potential Index; National average = 100.

IV. SPORTS PARTICIPATION RATES

As part of the demographic analysis, DTA has projected the possible participation by Market Area by residents in various sports/recreation activities. Firstly, DTA estimated the number of people who would participate in a sporting activity. According to the "Spotlight on Statistics – Sports and Exercise" report prepared by the Bureau of Labor Statistics ("BLS"), approximately 18% of the population engage in sports or exercise activities on an average day. DTA applied this percentage to the population in the Market Area to estimate the number of residents who participate in any sporting activity. **Table 3** below summarizes the overall sports participation for the Market Area.

TABLE 3
SPORTS PARTICIPATION ASSUMPTIONS (MARKET AREA)

Metric	Primary (10 Minutes)	Secondary (20 Minute)	Tertiary (30 Minute)	Total
Population	276,966	447,643	130,904	855,513
Participation Rate (% of Population) [1]	18%	18%	18%	18%
Projected Sport Participation	**49,854**	**80,576**	**23,563**	**153,993**

[1] Source: Bureau of Labor Statistic, Spotlight on Statistics – Sports and Exercise, May 2008.

Data for this analysis is based on information provided by the National Sporting Goods Association ("NSGA"). Annually, the NSGA performs an in-depth analysis of the types of activities that residents in the United States participate in during their leisure time. Essentially, the information is comprised of detailed surveys of participation by age, household income, etc., as well as participation by sport across all factors. From this data, DTA was able to estimate the participation rates, for the sporting activities at the Project, for the Market Area based on the household income for residents in the Primary, Secondary, and Tertiary Market Area. **Table 4** below summarizes the sports participation nationwide based on household income.

TABLE 4
SPORTS PARTICIPATION STATISTICS

	Household Income		
Activity	Primary ($39K - $49K)	Secondary ($39K - $49K)	Tertiary ($39K - $49K)
Baseball	4.20%	4.20%	4.20%
Softball	3.60%	3.60%	3.60%
Other Sports/Activities	92.20%	92.20%	92.20%
Total	**100%**	**100%**	**100%**

Source: National Sporting Goods Association, Sports Participation Data (January-December 2013).

The statistics above show the relative national participation in various sporting activities, based on the household income levels of between $39,000 to $49,000 that are consistent with the household income levels in the Market Area. These figures are the basis of estimating the current sports participation within the Market Area, specifically related to programming activities discussed later in this section. Notably, the Sport Participation Data for 2013 estimates that approximately 7.80% of the overall population sample participate in the sports that will be offered at the Project. As a result, DTA has assumed that 7.80% of sport participants in the Market Area will be involved in one of the two (2) sports identified for the Project. **Table 5** below outlines the projected sports participation within the Project's Market Area.

TABLE 5
PROJECTED MARKET AREA SPORTS PARTICIPATION

Activity	Primary	Secondary	Tertiary
Baseball	2,094	3,384	990
Softball	1,795	2,901	848
Other Sports/Activities	*45,965*	*74,291*	*21,725*
Total	**49,854**	**80,576**	**23,563**

Source: National Sporting Goods Association, Sports Participation Data (January-December 2013).

Based on the sports participation developed in **Table 5** above, DTA projected the sports participation at the Project site by assigning a "capture rate" to each drive time within the Market Area. The capture rate is a measure of the percentage of sports participants within a Market Area that will likely utilize the Project. Logically, the assignment of a "capture rate" assumes that the participants closer to the Project are more likely to use the facilities than participants farther from the site. **Table 6** below summarizes the estimated number of participants that will utilize the Project.

TABLE 6
SPORTS PARTICIPATION FOR THE PROJECT

Activity	Primary (60% Capture)	Secondary (30% Capture)	Tertiary (25% Capture)	Total
Baseball	1,256	1,015	248	2,519
Softball	1,077	870	212	2,159

[1] Conservative "capture" assumptions related to the programming activities at the Regional Sport Complex that will primarily draw local residents, and not maintain a significant regional (plus 30-minute drive time) draw.

V. REVENUE ASSUMPTIONS

The following demand and tournament analysis was developed based on DTA's finding for similar sports complexes around the nation. The Project is expected to generate revenues from two main sources: tournament revenues and programming revenues. Notably, programming revenues are assumed to be generated only from potential users in the Market Area that could utilize the facilities. However, under the private operating model, tournaments are expected to draw participants from outside the Market Area. As a result, the participation rates for these tournament events are not solely dependent on the Market Area defined for the Project.

The Project is expected to host weekend tournaments that will create additional revenues in weekend facility rental fees and concessions. Based on the operational model, DTA assumes that the Project would draw participants from the region extending outside the Market Area, and estimates that the Project could successfully host twenty-five (25) tournaments on the diamond fields on an annual basis. These tournaments will create other economic benefits beyond tournament fees (e.g. hotel revenues, and restaurant and retail expenditures) by drawing these non-local participants, and some of these additional economic benefits have been analyzed below.

Additionally, programming revenues will be generated from weekday rentals as well as league and skill camp participation by residents in the Market Area. The projected participant counts at the Project site, developed in Table 6 above, provide a basis for estimating the annual programming revenues for the site. DTA has also provided a preliminary assumption of league and camp fees for participation in weekly activities at the Project. These estimates represent the fees or revenues received by CVCSF, net of league expenses (e.g. player insurance, weekly referee fees, additional charges, etc.) that would typically be built into the fee. **Tables 7** and **8** below summarize the tournament and programming revenue assumptions for the Project, respectively.

In addition, it is expected that lease revenue from signage constructed on the property will be generated from outdoor media companies. Discussions with Outfront Media, the nation's largest outdoor advertising company, have indicated that CVCSF could reasonably expect to generate $61,000 annually in a ground lease scenario.

TABLE 7
TOURNAMENT REVENUE ASSUMPTIONS

Assumptions	Diamonds
Number of Tournaments	25
Weekend Rental Revenue [1]	$3,500
Length of Tournament (days)	2
Hotel Revenue (per night)	$65.00
Hotel Capture Rate	35%
Hotel Rebate (pass-through)	N/A
Less: Direct Expenses	15%
Participants per Team	15
Spectators per Participant	3
Spending per Attendant (Partic. & Spect.)	$3.50

[1] Based on comparable projects offering similar sporting facilities. Preliminary, subject to change.

TABLE 8
PROGRAMMING REVENUE ASSUMPTIONS

Assumptions	Baseball	Softball
Number of Participants	2,519	2,159
Participants per Team (Leagues)	15	15
Participants per Field (Camp)	25	25
Spectators per Participant (Leagues)	1.5	1.5
Spectators per Participant (Camp)	2	2
Cost per Team [1]	$625	$625

Cost per Participant (Camps) [1]	$125	$125
Spending per Attendant (Partic. & Spect.)	$2.25	$2.25

[1] Based on comparable projects offering similar sporting facilities.

Based on the assumptions above, the Project is expected to generate $982,416 in annual revenues that are comprised of the following components (i) programming revenues of $220,000, (ii) tournament revenues of $595,000 and, (iii) concession revenues of $106,416. **Table 9** below summarizes the revenues generated by the Project.

TABLE 9
ANNUAL PROJECT REVENUES

Source	Total
Programming	$220,000
Tournaments	$595,000
Concessions	$106,416
Signage	$61,000
Total	**$982,416**

VI. EXPENDITURE ASSUMPTIONS

As discussed in Section 1 of this Study, DTA has assumed here that CVCSF would ground-lease the site from the City in order to develop, construct, and operate the Project facilities. As a result, CVCSF would assume all annual expenditures related to the operations, programming, and maintenance of the Project. These annual expenses are comprised of personnel expenses, including salaries and benefits for Project employees, and non-personnel expenses that include field maintenance, utility costs, and miscellaneous expense.

A. STAFFING/PERSONNEL EXPENSES

Based on the selected operational model and typical proforma assumptions utilized by private operators, the Project is expected to have a staff of twenty (20) full-time-equivalent ("FTE") employees and an annual payroll budget of $426,400.

B. FACILITIES MAINTENANCE

Facilities maintenance costs include (i) direct maintenance of sports fields such as mowing, fertilizing, and watering of fields, and (ii) indirect maintenance such as utility costs, equipment replacements, and janitorial services. Based on the facilities with similar amenities and projected usage of Project facilities, DTA has estimated an annual cost for direct and indirect maintenance for diamond fields, of approximately $234,360 annually.

C. MISCELLANEOUS EXPENSES

Miscellaneous expenses include general and administrative expensive such as insurance, facility supplies and equipment, and legal and professional costs. For purposes of this analysis, DTA estimated miscellaneous cost to be approximately $100,625 annually.

Table 10 below summarizes the expenditures resulting from the Project.

TABLE 10
ANNUAL PROJECT EXPENDITURES

Project Operation Cost	Annual Cost
Personnel	$426,400
Facilities Maintenance	$234,360
Miscellaneous Expenses	$100,625
Total	**$761,385**

D. CITY OF FRESNO MAINTENANCE/SECURITY PAYMENT

A key element of the ground lease agreement is a $150,000 payment annually over the first 10 years from the City to CVCSF. This payment is generally equivalent to what the City currently pays for maintenance, security, and other landholding costs for the vacant land. Based on projected facility maintenance and utility costs of $234,360, the $150,000 payment will cover almost two-thirds (64%) of this anticipated expense.

TABLE 11
CITY OF FRESNO MAINTENANCE/SECURITY PAYMENT

Assumptions	
Annual City of Fresno Maintenance/Security Payment	$150,000

E. INFRASTRUCTURE AND CAPITAL IMPROVEMENTS

Appendix C includes a site plan and contractor's proposal with listed infrastructure and capital improvements totaling approximately $2.7 million dollars. Soft costs, contingencies, and working capital have been estimated to be $200,000 for a total development cost budget of $2.9 million dollars. CVCSF has an offer to borrow the hard construction costs of $2.7 million from a California based Community Development Financial Institution or "CDFI" at a rate of 6.0%, over a 20-year term. Debt service payments based on these terms will be $19,343 per month, or approximately $232,000 per year.

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TABLE 12
CVCSF DEBT SERVICE

Assumptions	
Annual Debt Service Payments ($2.7 million, 20-year, 6.0%)	$232,116

F. MAINTENANCE RESERVES

Additionally, in order to keep the facility in "like-new" condition, a reserve fund will be maintained to pay for long-term replacement and extraordinary maintenance items. The monthly maintenance reserve deposits are calculated through a 30-year straight-line depreciation of $2.4 million of depreciable assets, or $80,000 per year.

TABLE 13
MAINTENANCE RESERVE EXPENSE/DEPOSITS

Assumptions	
Annual Maintenance Reserve Expense ($2.4 million, 30-year)	$80,000

V. PROJECT FEASIBILITY CONCLUSIONS

As reflected in **Table 14** below, based on preliminary projections discussed above, the Project would have an annual operating income of $221,031, based on $982,416 in annual revenues and $761,385 in annual expenditures. Cash flow from the project after the annual maintenance/security payment, debt service payments, and reserve deposits is estimated to be $58,915.

TABLE 14
OPERATIONAL MODEL (PRIVATE, NOT-FOR-PROFIT OPERATOR)

Category	Amount
Annual Revenues	$982,416
Annual Expenditures	($761,385)
Annual Operating Profit/(Loss)	**$221,031**
Percentage Operating Profit/(Loss)	*22.50%*
Annual City Maintenance/Security Payment (first 10 years)	$150,000
Debt Service ($2.1 million, 20-year, 6.0%)	($232,116)
Maintenance Reserves, (30-year, $1.5 million depreciable assets)	*($80,000)*
Operating Cash Flow	***$58,915***

Based on the conclusions summarized above, the Project – operated and maintained by CVCSF – would be feasible in that the revenues generated by the Regional Sports Complex would more than offset the cost to operate the facility, as well as provide debt service coverage (with an adequate coverage ratio) for up to $2.7 million dollars of debt that may be used to make site and capital improvements.

Operations will also be able to fund an adequate reserve account to pay for long-term maintenance and the replacement of Project assets. The annual payment from the City to CVCSF will also partially offset the Project's overall maintenance costs over the first 10 years of operation.

At that point in time, the cash flow produced from operations should likely be sufficient to cover all operating, debt service, and reserve expenses of the Project. Importantly, this operational model minimizes financial and operational risks to the City while still creating a regional recreational amenity available to all residents of the area. The Regional Sports Complex will draw participants and spectators from both local and regional markets and this influx of visitors will create greater demand for retail, office, and hotel land uses in the areas surrounding the Project and can help spur additional commercial and retail development. This synergy between the Project and local businesses should create additional economic benefits to the City.

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TABLE 15
CITY GENERAL FUND REVENUES RESULTING FROM PROJECT

Category	Amount
Sales Tax Revenues	$1,064
Transient Occupancy Revenues	$27,000
Total Recurring Revenues	**$28,064**

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SECTION 3 ECONOMIC IMPACTS

The Study also identifies the general economic impacts on the City that would occur due to the Project, and quantifies these impacts wherever possible. General economic impacts include additions to the City's employment (number of average annual full- & part-time jobs), economic output (e.g., gross receipts), and earnings (the sum of wages, salaries and benefits, and other labor income). The Study also distinguishes between one-time economic impacts – i.e. impacts related to one-time construction jobs ("One-time Construction Jobs") and permanent economic impacts – i.e. impacts related to the creation of permanent jobs ("Permanent Jobs"). One-time Construction Job impacts include benefits to the community that occur on a non-permanent basis as a result of construction and development activity, while Permanent Job impacts refer to benefits that occur on a continuing basis, year after year.

I. PERMANENT JOB IMPACTS

A. ASSUMPTIONS

In evaluating economic impacts, the Study quantifies both direct and indirect/induced economic impacts on the City. Direct economic impacts reflect the initial or first-round increases in jobs, earnings, and output, all of which occur directly on-site at the Project. Indirect/induced economic impacts are the secondary and other additional rounds of economic activity that occur as a consequence of the direct impacts, and can occur elsewhere within the City. The **indirect** impacts represent the economic activity – buying and selling of goods and services – of *suppliers* to the land use types analyzed. In this Study, suppliers to the Project consist of maintenance and repair professionals, utilities' providers, wholesale trade companies, and business support services. Furthermore, the suppliers representing the indirect one-time impacts are mainly heavy industrial and construction suppliers for the actual development of Project facilities. The **induced** impacts represent the economic activity that results from household spending by *employees* of all companies directly and indirectly affected by the construction and operation of the land uses analyzed in this Study. Induced impacts created by the expenditures of employees at the Project would include local housing, retail outlets, gas stations, recreation venues and restaurants, child care facilities, etc. Indirect and induced impacts can occur throughout all industries of the economy, and have been categorized using the North American Industry Classification System (NAICS). Adopted by the Office of Management and Budget (OMB) in 1997 to replace the Standard Industrial Classification System (SIC), NAICS is a widely-used system to classify business establishments for the collection, analysis, and publication of statistical data in Canada, Mexico, and the United States. NAICS industries are identified using a six-digit coding system to classify all economic activity into twenty (20) broad sectors, five (5) of which are mainly goods-producing sectors and fifteen (15) of which are services-producing sectors. This six-digit hierarchical structure allows for the identification of nearly 1,170 industries. The broad NAICS sectors include the Construction, Retail Trade, and Administrative and Support Services classifications, which are the focal NAICS categories analyzed within this Study to determine the indirect and induced economic impacts generated under the analysis.

For purposes of this analysis, DTA has considered a site plan that only includes four (4) baseball/softball diamonds.

Other assumptions used to analyze the economic impact of the Project are summarized in **Table 16**, below.

TABLE 16
PROJECT ASSUMPTIONS

Assumptions	
Land Use Assumptions [1]	*Sq. Ft.*
Diamond (4 Fields)	279,000
Employment Assumptions [2]	*Employees*
Full-Time/Part-Time Employees	20.0
Full-Time Wage Assumptions [2]	*Annual $*
Annual Payroll	$426,400
Other Wage Assumptions [3]	*Annual $*
Construction Wages	$43,968
Countywide Average Wage	$41,748

[1] Source: Consensus Planning.
[2] Determining based on DTA's review of staffing and wage requirements for similar facilities.
[3] Source: U.S. Census Bureau, Quarterly Workforce Indicator, 1st Quarter, 2014.

B. PERMANENT JOB CREATION & EMPLOYEE WAGES

Development and operation of the Project will contribute to the creation of Permanent Jobs in the City and County. As shown below in **Table 17**, development of the facilities is projected to generate an additional twenty (20) Permanent Jobs within the City. Since the analyses contained herein are based on estimates and assumptions that are inherently subject to uncertainty and variation depending on evolving events, DTA cannot represent that such estimates will definitely be achieved. Some assumptions inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, the actual results achieved may vary from these projections stated throughout the Study.

In addition to these employment opportunities, DTA estimates that the Project will generate new off-site Permanent Jobs in all industries of the economy, which constitute the indirect/induced Permanent Job impacts of the project. Nine (9) indirect/induced Permanent Jobs are expected to be created in the County, five (5) of which are projected to be within the City, as a result of the development of the Project. This estimate was derived utilizing the Impact Analysis for Planning ("IMPLAN") Input/Output Modeling System, a type of quantitative economic model that provides an approximate measure of the "multiplier effect" of a firm's spending on payroll and the purchasing of goods and services. Like similar econometric models, IMPLAN helps to calculate the flow of payments for goods and services across different industry sectors, and between households and industries. Unlike similar econometric models, e.g., the Regional Input-Output Modeling System ("RIMS II"), IMPLAN is the industry standard. RIMS II and IMPLAN both include induced effects, but RIMS II differs from IMPLAN in two ways: (i)

RIMS II uses a single household type for induced personal consumption while IMPLAN uses nine (9) household types; and (ii) RIMS II uses the traditional single row/column Type II formulation whereas IMPLAN uses a more robust mapping of factor income to household consumption using several sub-matrices. RIMS II uses location quotients to regionalize the national technical coefficients, a method which underestimates inter-regional trade and overestimates regional multipliers when cross-hauling is present.

The IMPLAN model can be envisioned simply as a large spreadsheet with hundreds of industries (plus the household sector) arrayed across the top as producers, and the same industries and households listed down the side as consumers. Each million dollars (output) in spending by any one consumer (i.e. the Project) is allocated across the producing industries from which it buys goods and services. These producing industries, in turn, spend money buying goods and services from their own distinct sets of suppliers. Thus, the IMPLAN multiplier model allows one to gauge the effect on each dollar an industry spends as it diffuses through a regional economy. Furthermore, it allows one to translate the overall regional impact of spending into jobs and employee compensation.

While the specific location of the additional indirect Permanent Jobs created within the County cannot be specifically determined, experience and modeling indicate that a large percentage of these Permanent Jobs will be support service jobs, and are likely to be located close to the Project, and therefore within the City itself. For purposes of this Study, it is conservatively modeled that one-half of these indirect Permanent Jobs will be located within the City. **Table 17** shown below, summarizes the direct and indirect Permanent Job impacts of the Project.

TABLE 17
PERMANENT JOBS AND WAGES
(ALL NUMBERS SUBJECT TO ROUNDING)

Permanent Job Impacts	Direct	Indirect/Induced	Total
Employees			
Countywide	20	9	29
Within City	20	5	25
Employee Wages			
Countywide	$426,400	$375,732	$802,132
Within City	$426,400	$187,866	$614,266

Overall, the creation of new Permanent Jobs will provide many benefits to the City. More Permanent Jobs will lead to more consumer spending by employees in existing retail establishments within the City, as well as new retail developments that may be established as a result of this spending. Permanent Job creation also results in increased tax revenues to the City through increased sales/gross receipts taxes related to this new development. However, because of possible variations in the timing/scheduling of Project phases, the number of Permanent Jobs summarized above may not be realized at the same time.

C. OVERALL PERMANENT JOB OUTPUT

Total Permanent Job output (i.e., total expenditures including sales or gross receipts, or other operating income) within the City will increase with development. Total Permanent Job output is estimated based on the different types of development projected to occur. As stated in Section 1, this Study analyzes direct and indirect/induced impacts. Regarding gross receipts, the direct impact reflects the initial or first-round increases in output (total spending/gross receipts, including payroll), all of which occur directly on the Project site. Permanent Job indirect/induced economic impacts are the secondary and other additional rounds of economic activity that occur as a consequence of the direct output impacts, and can occur outside of the Project. The indirect impacts represent the economic activity – buying and selling of goods and services – of suppliers and/or supporting businesses. The induced impacts represent the economic activity that results from household spending by employees of all companies directly and indirectly affected by the Project (please see **Table 1** on *Page 3* for a graphical representation of the indirect and induced effects). **Table 18** shown below summarizes the anticipated Total Permanent Job output projections.

Based again on IMPLAN multipliers and other assumptions utilized in the feasibility model, DTA estimated that the value of Permanent Job direct and indirect/induced effects resulting from the Project to total $2.1 million for the County, of which $1.6 million is attributable to the City.

TABLE 18
PERMANENT JOB TOTAL OUTPUT
(ALL NUMBERS SUBJECT TO ROUNDING)

Permanent Job Impacts	Direct	Indirect/ Induced	Total
Overall Output			
Countywide	$1,191,416	$866,383	$2,057,799
Within City	$1,191,416	$433,192	$1,624,608

II. ONE-TIME CONSTRUCTION JOBS, WAGES, AND OUTPUT IMPACTS

According to IMPLAN, development of the Project is also projected to create 24 estimated construction-related full-time equivalent ("FTE") jobs within the City over the build out period of the Project. Construction and development costs related to these One-time Construction Jobs will also have multiplier effects on the economy, generating one-time increases in output and wages related to One-time Construction Jobs for non-residential buildings and all related site improvements.

As with Permanent Job impacts, experience and modeling indicate that a large percentage of these One-time Construction Jobs will be support service jobs, and are likely to be located close to the Project, and therefore within the City itself. For purposes of this Study, it is conservatively modeled that one-half of these indirect One-time Construction Jobs will be located within the City. **Table 19** and **Table 20** below, summarize the projected increases in employment, wages, and output that are generated directly from One-time Construction Jobs of the Project facilities, based on DTA wage and construction cost assumptions. To the degree the Project is built in multiple phases, the impacts noted below will be largely linear in relation to the percentage of the overall construction budget committed at the time.

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TABLE 19
ONE-TIME CONSTRUCTION JOB INCREASES IN EMPLOYMENT AND WAGES
(ALL NUMBERS SUBJECT TO ROUNDING)

One-Time Construction Job Impacts	Direct	Indirect/ Induced	Total
Employees			
Countywide	24	16	40
Within City	24	8	32
Employee Wages			
Countywide	$1,055,232	$674,565	$1,729,797
Within City	$1,055,232	$337,282	$1,392,514

TABLE 20
ONE-TIME CONSTRUCTION JOB TOTAL OUTPUT
(ALL NUMBERS SUBJECT TO ROUNDING)

One-Time Construction Job Impacts	Direct	Indirect/ Induced	Total
Overall Output			
Countywide	$2,700,000	$1,915,947	$4,615,947
Within City	$2,700,000	$957,974	$3,657,974

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SECTION 4 CONCLUSIONS & OTHER CONSIDERATIONS

I. CITY OF FRESNO SPORTS TOURISM

The City of Fresno is in an ideal location for sporting competitions. Centrally located between the Bay Area and Southern California, Fresno offers a range of other tourist attractions to visitors, such as Yosemite and Sequoia National Parks, and with 310 days of sunshine, the weather allows for outdoor competitions almost all year around. Facilities similar to the Project have been successfully developed and operated throughout California. One such example is the "Big League Dreams" complex in Manteca, 120 miles north of Fresno between Highways 99 and Interstate 5, which brings in over 400,000 visitors and grosses over $5 million annually.

II. CONCLUSIONS

Based on the findings summarized in this Study, the Project – operated and maintained by CVCSF – would be operationally feasible, and provide moderate economic benefits to the City. Additionally, revenues generated by the Regional Sports Complex should more than offset the cost to operate the facility and service up to $2.7 million in capital financing.

The Project will deliver a valuable community recreational amenity, at very low-risk, and with little to no out-of-pocket expense to the City. Evaluated conservatively, after 10 years, the Project should still be able to cover all operational, debt service, and maintenance reserve costs of the facility.

APPENDIX A

FEASIBILITY & ECONOMIC IMPACT MODELS

EXHIBIT 1
FEASIBILITY ANALYSIS (PRIVATE, NOT-FOR-PROFIT OPERATOR)

1. DEMOGRAPHIC ANALYSIS – PROGRAMMING ACTIVITIES AT REGIONAL SPORTS COMPLEX

SERVICE AREAS			
METRIC	PRIMARY (10 MINUTE)	SECONDARY (20 MINUTE)	TERTIARY (30 MINUTE)
Population	276,966	724,609	855,513
Households	90,828	233,350	269,560
Families	61,748	168,139	197,903
Average Household Size	3.00	3.07	3.14
Ethnicity			
White	51.20%	53.30%	53.80%
Black	5.80%	6.30	5.50%
American Indian	1.90%	1.70%	1.70%
Asian	11.50%	11.90%	10.80%
Pacific Islander	0.20%	0.20%	0.20%
Some Other Race Alone	24.20%	21.60%	23.10%
Two or More Races	5.20%	5.10%	4.90%
Median Age	29.6	31.4	31.2
Median Income	$37,550	$46,364	$46,115
Entertainment/Recreation Expenditure [1]	79	79	90

Source: ESRI Demographic Data (2014).
[1] Spending Potential Index; National average = 100.

PROJECT PARTICIPATION ASSUMPTIONS				
USES	PRIMARY (10 MINUTE)	SECONDARY (20 MINUTE)	TERTIARY (30 MINUTE)	TOTAL
Population	276,966	447,643	130,904	855,513
Participation Rate (% of Population) [1]	18%	18%	18%	18%
Projected Sport Participation	**49,854**	**80,576**	**23,563**	**153,992**

[1] Source: Bureau of Labor Statistic, Spotlight on Statistics – Sports and Exercise (May 2008).

SPORTS PARTICIPATION DATA [1]			
INCOME			
ACTIVITY	PRIMARY ($35K - $49K)	SECONDARY ($35K - $49K)	TERTIARY ($35K - $49K)
Baseball	4.20%	4.20%	4.20%
Softball	3.60%	3.60%	3.60%
Other Sports	*92.20%*	*92.20%*	*92.20%*
Total	**100%**	**100%**	**100%**
PARTICIPATION RATES			
ACTIVITY	PRIMARY	SECONDARY	TERTIARY
Baseball	2,094	3,384	990
Softball	1,795	2,901	848
Other Sports	*45,965*	*74,291*	*21,725*
Total	**49,854**	**80,576**	**23,563**
[1] National Sporting Goods Association. Sports Participation Data (January-December 2013).			

PROJECT PARTICIPATION ASSUMPTIONS [1]				
USES	PRIMARY (60% CAPTURE)	SECONDARY (30% CAPTURE)	TERTIARY (25% CAPTURE)	TOTAL
Baseball	1,256	1,015	247	2,519
Softball	1,077	870	212	2,160
[1] Conservative "capture" assumptions related to the programming activities at the Regional Sport Complex that will primarily draw local residents, and not maintain a significant regional (plus 30-minute drive time) draw.				

2. PROJECTED REVENUES FOR REGIONAL SPORTS COMPLEX

PROGRAMMING REVENUE ASSUMPTIONS		
ASSUMPTIONS	BASEBALL	SOFTBALL
Number of Participants	2,519	2,160
Participants per Team (Leagues)	15	15
Participants per Field (Camp)	25	25
Spectators per Participant (Leagues)	1.5	1.5
Spectators per Participant (Camp)	2	2
Cost per Team [1]	$625	$625
Cost per Participant (Camps) [1]	$125	$125
Spending per Attendant (Partic. & Spect.)	$2.25	$2.25
[1] Based on comparable projects offering similar sporting facilities. Preliminary, subject to change.		

TOURNAMENT REVENUE ASSUMPTIONS	
ASSUMPTIONS	DIAMONDS
Number of Tournaments	25
Weekend Rental Revenue [1]	$3,500
Hotel Revenue (per night)	$65
Hotel Capture Rate	35%
Hotel Rebate (pass-through)	n/a
Parking Revenue	n/a
Less: Direct Expenses	15%
Participants per Team	15
Spectators per Participant	3
Spending per Attendant (Partic. & Spect.)	$3.50
[1] Based on comparable projects offering similar sporting facilities. Preliminary, subject to change.	

PROJECTED REVENUES	
SOURCE	**TOTAL**
Programming	$220,000
Tournaments	$595,000
Concessions	$106,416
Signage	$61,000
Parking	$0
Total	**$982,416**

3. PROJECTED EXPENDITURE FOR REGIONAL SPORTS COMPLEX

STAFFING/PERSONNEL ASSUMPTIONS	
POSITIONS	WAGES
Full-Time/Part-Time Wage Assumptions [1]	*Annual $*
All Employees	$426,400
[1] Based on comparable projects offering similar sporting facilities. Preliminary, subject to change.	

FACILITIES MAINTENANCE ASSUMPTIONS	
EXPENDITURES	UNITS
Land Use Assumptions [1]	*Sq. Ft.*
Diamond (6 Fields)	279,000
Facilities Maintenance Cost [2]	*Per Sq. Ft.*
Average Cost	$0.84
[1] Source: Consensus Planning. *[2] Based on comparable projects offering similar sporting facilities. Preliminary, subject to change.*	

MISCELLANEOUS EXPENSES ASSUMPTIONS [1]	
EXPENDITURES	AMOUNTS
Supplies and Equipment	$25,000
Legal/Professional Costs	$62,500
Other Expenses	$13,125
TOTAL	**$100,625**
[1] Based on comparable projects offering similar sporting facilities. Preliminary, subject to change.	

TOTAL EXPENDITURES	
Facilities Maintenance	$234,360
Miscellaneous Expenses	$100,625
Personnel	$426,400
TOTAL	**$761,385**

4. OPERATING ASSUMPTIONS FOR REGIONAL SPORTS COMPLEX

OPERATING ASSUMPTIONS	
OPERATING REVENUES	
Programming	$220,000
Tournament	$595,000
Concessions	$106,416
Signage	$61,000
TOTAL REVENUES	**$982,416**
OPERATING EXPENSES	
Facilities Maintenance	$234,360
Miscellaneous Expenses	$100,625
Personnel	$426,400
TOTAL EXPENSES	**$761,385**
OPERATING PROFIT/(LOSS)	**$221,031**
Percentage Profit/(Loss)	**22.5%**
City Maintenance/Security Payment (1st ten yrs)	**$150,000**
Debt Service ($2M, 20-yr, 6.5%)	**($232116)**
Maintenance Reserves	**($80,000)**
OPERATING CASH FLOW	**$58,915**

From: **Duran, Mark A** mark.duran@outfrontmedia.com
Subject: **RE: Granite Park**
Date: **June 16, 2015 at 10:48 AM**
To: **TJ Cox** tjcox@cvnmtc.com

TJ,

Sorry for the delay in getting back to you. The numbers below are a ballpark figure and in no way are guaranteed until a lease agreement is signed by both parties.

Because we are going to have a large investment in building this structure (close to a million dollars) we are going to need a 20-year lease. Because your entity will not be the actual owners of the property we will need a copy of the agreement wherein the City of Fresno agrees your entity is entitled to all monies generated on the property such as revenue from a billboard.

Initial calculations would put the annual lease payment to your group at about $61,000.00 per year. Again this is an early estimate and is subject to change as we move further along in this process.

Should you have any questions or want to discuss this further we can set a time to meet and the GM will also attend.

Thanks

MD

From: TJ Cox [mailto:tjcox@cvnmtc.com]
Sent: Monday, June 15, 2015 5:24 PM
To: Duran, Mark A
Subject: Re: Granite Park

Hi Mark - any word on this?

Thanks,

TJ Cox
President/COO
Central Valley NMTC, LLC
tjcox@cvnmtc.com

1401 N. Fulton, Suite 610
Fresno, CA 93721
(559) 264 5000 office
(559) 273 6466 direct
(559) 549 9739 Fax

On Jun 4, 2015, at 4:04 PM, TJ Cox <tjcox@me.com> wrote:

APPENDIX B

CITY OF FRESNO
EXCLUSIVE NEGOTIATING AGREEMENT

BRUCE RUDD
City Manager

March 20, 2015

Terance Frazier, Chairman and Founder
Central Valley Community Sports Foundation
7643 N. Ingram Avenue, #105
Fresno, CA 93711

Re: Granite Park Development

Dear Mr. Frazier:

Thank you for submitting your proposal for the Granite Park ball fields (the "Site"). On behalf of City Staff, we will agree not to negotiate a proposal with another entity or individual for the lease or sale of the Site for a period of ninety days from the date of this letter. This agreement would be subject to Council direction as only a majority vote of the Council may legally bind the City. However, if there is any such direction proposed, we will let you know as soon as possible.

The anticipated deal points include:

- City and Central Valley Community Sports Foundation (CVCSF) will enter into a 25-year ground lease with five 10-year extensions. Ownership of the Site improvements will revert to the City upon termination or expiration of the lease period.
- CVCSF will pay City $1/year of rent during the term of the ground lease and any extension. Additional consideration for the ground lease shall be CVCSF's construction, maintenance, landscaping, and capital improvements within the leasehold.
- City will pay CVCSF $150,000/year for ten years to assume all maintenance, security, repair, landscaping, and associated costs for the property.
- CVCSF will invest at least $1.5 million in infrastructure and capital improvements within the first two years after execution of the ground lease.
- CVCSF will use the property solely for construction and operation of recreational facilities available for public use.
- Design, construction, site preparation for improvements, and repairs at the leased property will be at CVCSF's sole cost.

City Manager's Office • City of Fresno
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(559) 621-7784 • FAX (559) 621-7776 • Bruce.Rudd@fresno.gov

- On-going operations, maintenance, and staffing of the facilities and leasehold will be the sole responsibility of CVCSF.
- CVCSF will grant the City, its agents, employees, consultants, and contractors permission to enter upon the property for any reasonable purpose.
- City will provide "purple" water for the leasehold as soon as reasonably possible.
- City will assist CVCSF with grant opportunities which may become available from time to time.
- City will nominate, if desired, a representative to serve on CVCSF's Board of Directors.

We look forward to continuing discussions with you.

Sincerely,

BRUCE RUDD
City Manager

Dated: _____

CENTRAL VALLEY COMMUNITY SPORTS FOUNDATION

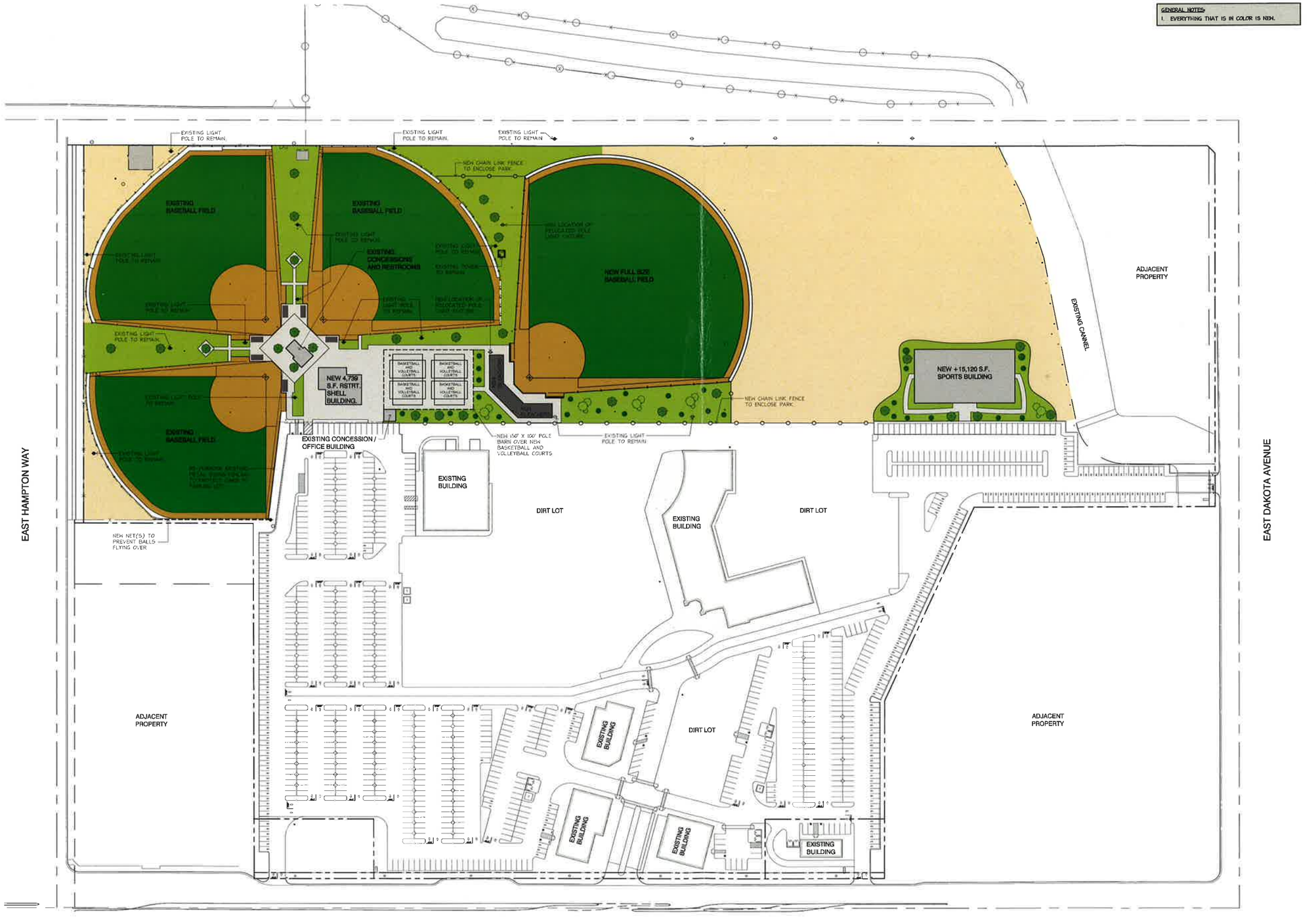
_____
Terance Frazier, Chairman and Founder

KBD:ns [67391ns/kbd]

APPENDIX C

SITE DEVELOPMENT PLAN

GENERAL NOTES:
1. EVERYTHING THAT IS IN COLOR IS NEW.



CENTERLINE DESIGN, LLC
PLANNING - DESIGN - CONSULTING
1568 TOLLHOUSE ROAD, SUITE 'C'
CLOVIS, CALIFORNIA 93611
559-298-3050 (OFFICE)
559-298-3267 (FAX)

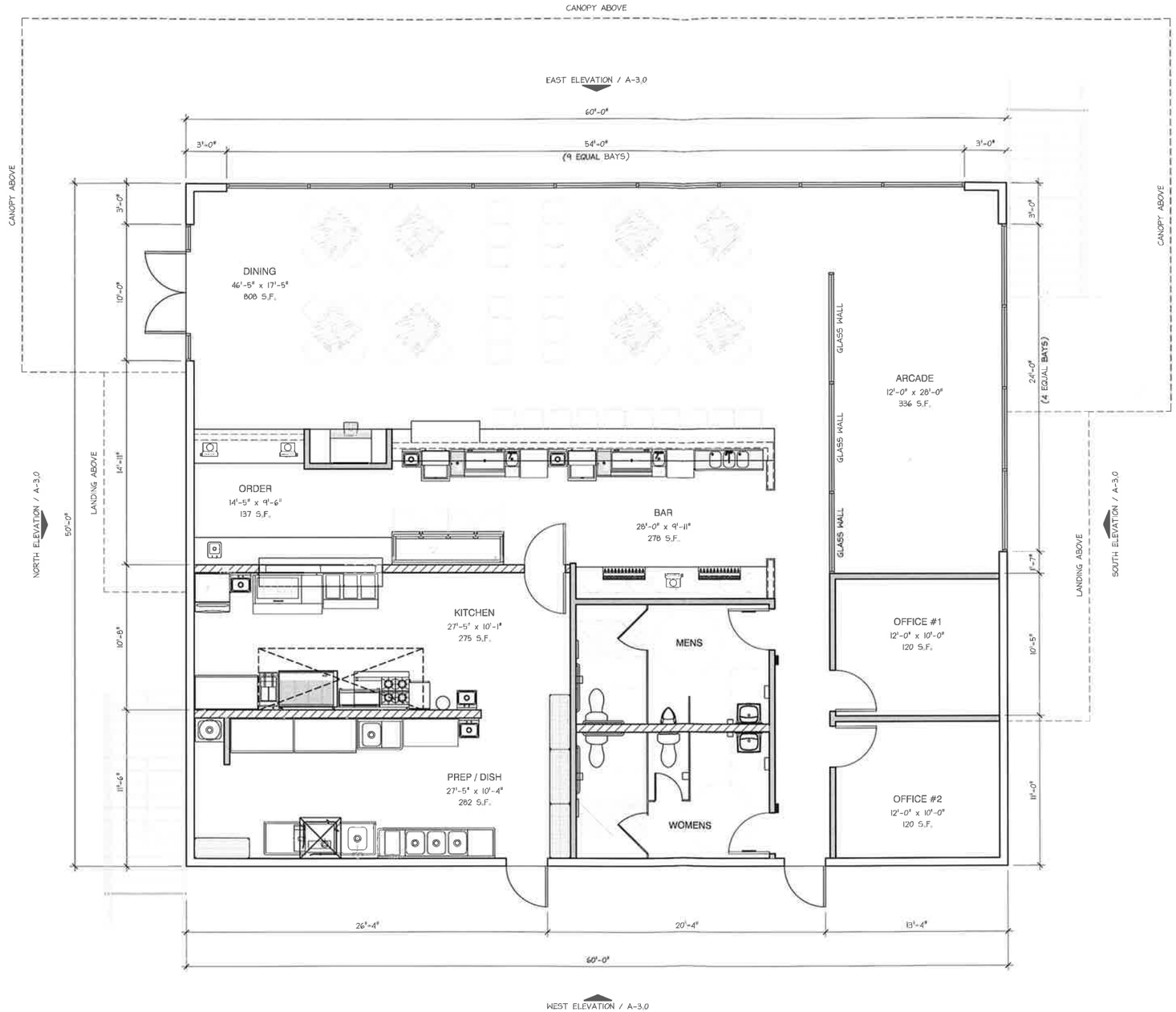
PROJECT
RESTAURANT SHELL BUILDING DEVELOPMENT FOR:
GRANITE PARK
4000 NORTH CEDAR AVENUE
FRESNO, CALIFORNIA 93726

STATUS
Current Release Date
4-23-15
Planning Submittal
--
Plan Check Submittal
--

REVISIONS

IDENTIFICATION
Scale
1" = 60'-0"
Project Coordinator
BRYAN FOX
Project No.
15-117
Sheet
A-0.0

OVERALL SITE PLAN



N

PROPOSED 1st FLOOR PLAN

CENTERLINE DESIGN, LLC
PLANNING - DESIGN - CONSULTING
1508 TOLLHOUSE ROAD, SUITE 'C'
CLOVIS, CALIFORNIA 93611
559-298-3060 (OFFICE)
559-298-3267 (FAX)

PROJECT

SCHEMATIC FLOOR PLAN FOR:
RESTAURANT / OFFICE - GRANITE PARK
4000 NORTH CEDAR AVENUE
FRESNO, CALIFORNIA 93726

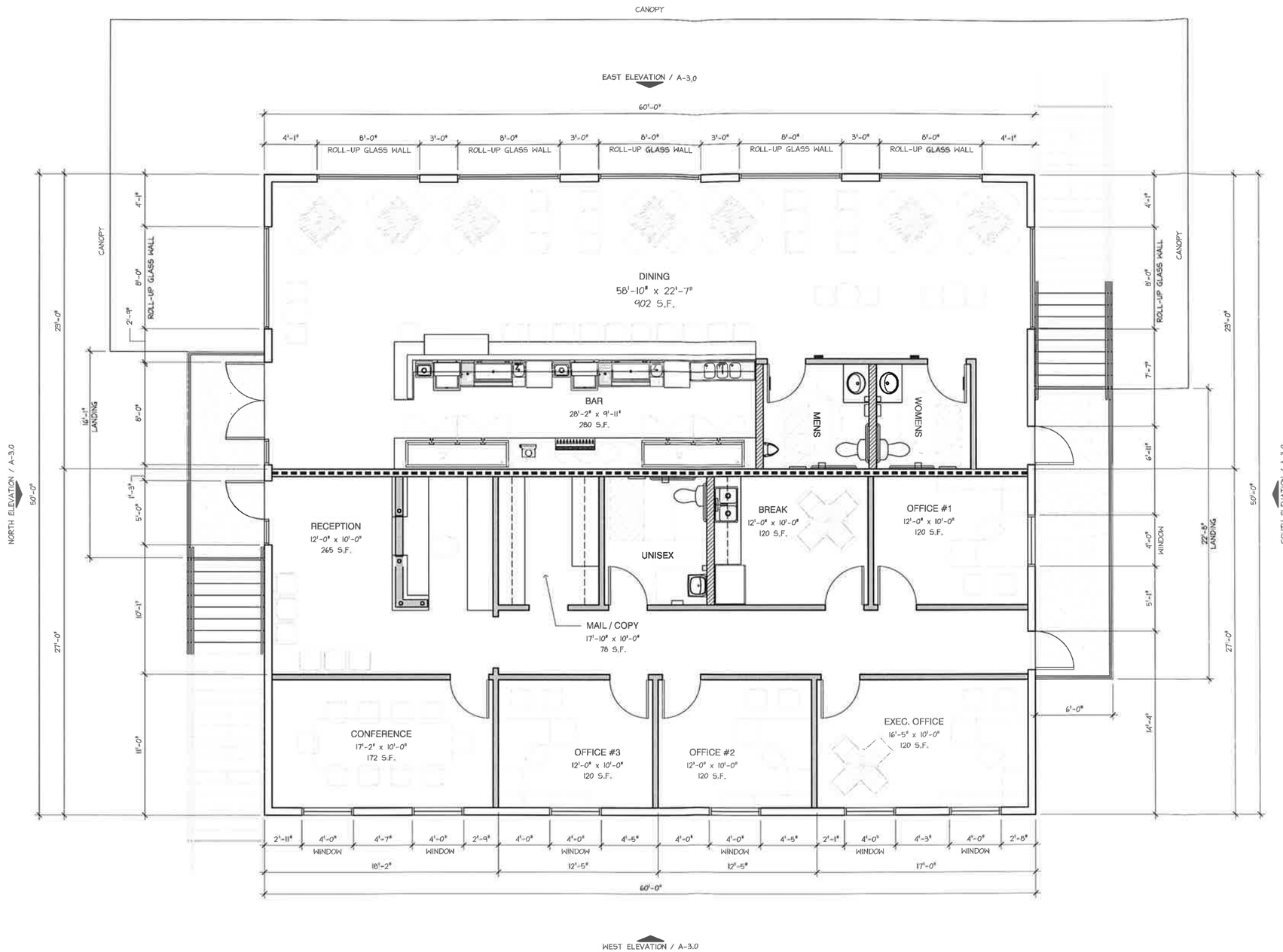
STATUS

Current Release Date
6-29-14
Planning Submittal
--
Plan Check Submittal
--

REVISIONS

IDENTIFICATION

Scale
1/4" = 1'-0"
Project Coordinator
CHRIS WARD
Project No.
15-117
Sheet
A-1.0



CENTERLINE DESIGN, LLC
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1508 TOLLHOUSE ROAD, SUITE 'C'
CLOVIS, CALIFORNIA 93611
559-298-3060 (OFFICE)
559-298-3267 (FAX)

PROJECT

SCHEMATIC FLOOR PLAN FOR:
RESTAURANT / OFFICE - GRANITE PARK
4000 NORTH CEDAR AVENUE
FRESNO, CALIFORNIA 93726

STATUS

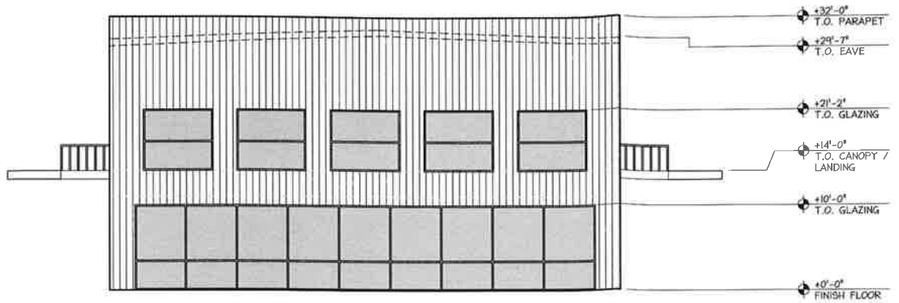
Current Release Date
6-29-14 Planning Submittal
-- Plan Check Submittal
--

REVISIONS

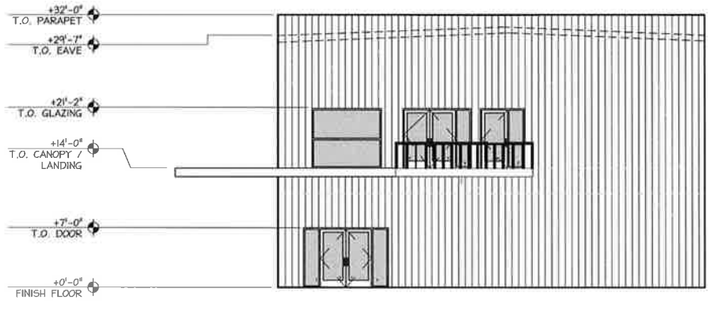
IDENTIFICATION

Scale
1/4" = 1'-0"
Project Coordinator
CHRIS WARD
Project No.
15-117
Sheet
A-1.1

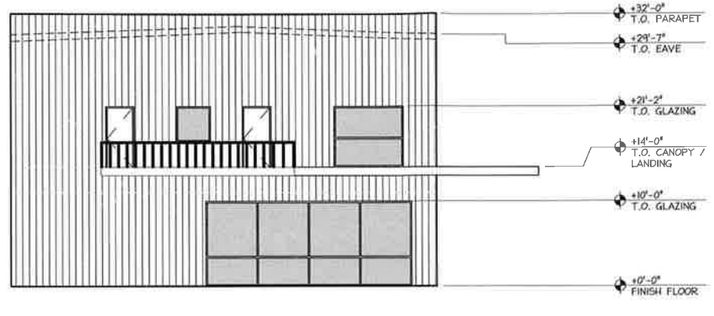
PROPOSED 2nd FLOOR PLAN



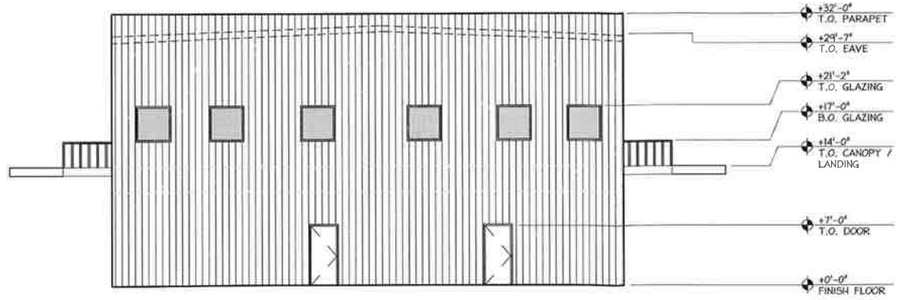
EAST ELEVATION



NORTH ELEVATION



SOUTH ELEVATION



WEST ELEVATION

PROPOSED EXTERIOR ELEVATIONS

CENTERLINE DESIGN, LLC
PLANNING - DESIGN - CONSULTING
1508 TOLLHOUSE ROAD, SUITE 'C'
CLOVIS, CALIFORNIA 93611
559-298-3060 (OFFICE)
559-298-3267 (FAX)

PROJECT

SCHEMATIC FLOOR PLAN FOR:
RESTAURANT / OFFICE - GRANITE PARK
4000 NORTH CEDAR AVENUE
FRESNO, CALIFORNIA 93726

STATUS

Current Release Date
6-29-14 Planning Submittal
-- Plan Check Submittal
--

REVISIONS

IDENTIFICATION

Scale
1/8" = 1'-0"
Project Coordinator
CHRIS WARD
Project No.
15-117
Sheet
A-3.0

Commercial + Professional Office + Industrial + Agricultural
4914 East Ashlan, Suite Number 102 + Fresno, California 93726
Message: 559.291.1922 + Facsimile: 559.314.6190
On the web at lcfresno.com + Email: info@lcfresno.com
" Our Business is Building Yours "

Attn: **Mr. Terance Frazier**
Re: **Granite Park – Baseball Improvements & Restaurant**
4000 North Cedar Ave. Fresno, CA 93726

Good Day Mr. Frazier,

Thank you for the opportunity to provide a construction cost estimate for the above mentioned project. The base bids below are per preliminary conversations with you, preliminary plans prepared by **Legacy Construction**, and site visitations.

Scope of Work inclusions are defined as follows:

01) Design
02) Plans & Drafting
03) Engineering
04) Surveying & Civil Engineering
05) Soils Investigation
06) Administration
07) Temporary Site Fencing
08) Course of Construction Clean Up
09) Final Clean Up
10) Refuse Fees
11) Site Preparation
12) Site & Handicap Signage
13) Wheel Stops & Bollards
14) Truncated Domes
15) Site Concrete
16) Building Concrete
17) Footings & Foundations
18) Masonry Veneer
19) Reinforcing Steel
20) Anchor Bolts
21) Chain Link & Gate
22) Metal Loft
23) Metal Stairs & Hand Railings
24) Handrails
25) Lumber & Misc. Material
26) Nails, Glue, Etc.
27) Rough Carpentry Labor
28) Finish Carpentry Labor
29) Sealants & Caulking
30) Insulation
31) Hollow Metal Doors
32) Door Frames
33) Door Hardware
34) Glass & Glazing
35) Acoustical Ceiling Systems
36) Gypsum Wallboard
37) Metal Studs
38) Floor Coverings & Base
39) Carpet
40) Ceramic Tile
41) Vinyl Base
42) Bathroom Accessories
43) ADA Accessories
44) Fire Extinguishers & Cabinets
45) Metal Buildings
46) Metal Building Systems
47) Metal Building Tax
48) Metal Building Freight

49) Metal Building Erection
50) Building Plumbing Systems
51) Plumbing Fixtures
52) Heating, Ventilation & Air Conditioning (Restaurant Only)
53) Air Balancing
54) Site Electrical
55) Building Electrical Systems
56) Metal Building (3,000 sq. ft @ $25.00/ft.)
57) Metal Overhang (3,400 sq. ft @ $20.00/ft.)
58) Restaurant Interior (3000 sq. ft. @ $165.00/ft.)
59) Exterior Baseball Landscaping (3 Fields)
60) Exterior Baseball Painting (3 Fields)
61) Irrigation System for New Soccer Fields
62) Outdoor Lighting for 4 Soccer Fields
63) Water Distribution, Fire Hydrants, Sanitary Sewer and Storm Drain Connections
64) Permanent Gates and Fencing for Soccer Fields
65) Grass/Hydro Seeding
66) General Landscaping
67) Additional Dumpster Enclosure

Construction cost estimate for the above is for the not to exceed sum of

Scope of Work exclusions are defined as follows:

01) Testing related to this project (re-test by contractor in the event of failure)
02) Security
03) Temporary power
04) Building security systems
05) Telephone systems
06) Utility fees
07) School tax fees
08) Any item not specifically described within the inclusions above.

We look forward to working further with you on this project. If you have any questions or require any further information please do not hesitate to contact me.

Again, we thank you for considering Legacy Construction for your building needs.

Sincerely,

Legacy Construction,

William Cummings
Legacy Construction

Owner Authorized Signature Date

LEGACY CONSTRUCTION

MASTER CONSTRUCTION COST BREAKDOWN

Project Title : Central California Sports Complex - Phase 1
Project Description : Sports Complex Improvements and Restaurant
Project Address : 4000 North Cedar Ave
Fresno, CA 93726

Date : 6.29.15

Project Contact : Terance Frazier and TJ Cox
Notes : Phase 1 - 14 Acres (Baseball, Basketball and Volleyball). Phase 2 - Indoor Soccer and Gym Facility.

Section / Cost Code		Description	Phase 1 Budget	Notes
Section 01 - General Requirements				
01	101	Design		
01	101 001	Plans & Drafting	$ 32,500.00	Centerline Design - Includes Site Plan Review
01	101 002	Engineering	$ 15,000.00	MPE for Restaurant TI. Structural Included in Metal Building Cost.
01	101 003	Surveying & Civil Engineering		
01	101 004	Interior Design		Design by Owner
01	102	Testing		
01	102 001	Soils Investigation	$ 3,500.00	Technicon Soils Test
01	102 002	Torque Testing		
01	102 003	Compaction Testing	$ 1,500.00	
01	102 004	Moisture Testing		
01	103	Mobilization		
01	103 001	Permits & Inspection Fees	$ 15,000.00	Estimate - City of Fresno
01	103 002	Insurance		
01	103 003	Bonds & Certificates		Performance Bond Not Included
01	103 004	Schedule Creation		
01	103 005	Supervision	$ 20,000.00	
01	103 006	Administration	$ 7,500.00	
01	103 007	Subsitance		
01	103 008	Hotel & Motel Fees		
01	103 009	Office Equipment		
01	103 010	Mobile Communications		
01	103 011	Project Signage		
01	103 012	Scaffolding & Platforms		
01	103 013	Vehicular Access & Parking		
01	103 014	Temporary Barriers & Enclosure		
01	103 015	Temporary Site Fencing	$ 2,500.00	
01	103 016	Temporary Phone		
01	103 017	Temporary Toilet	$ 750.00	
01	103 018	Temporary Office		
01	103 019	Temporary Power	$ 1,500.00	
01	103 020	Temporary Water		
01	103 021	Temporary HVAC		
01	103 022	Miscellaneous Labor	$ 7,800.00	ADA, Put Together, Misc.
01	103 023	Local Conditions		
01	104	Project Maintenance		
01	104 001	Course of Construction Clean Up	$ 1,500.00	
01	104 002	Final Clean Up	$ 2,500.00	
01	104 003	Refuse Fees	$ 6,500.00	Dumpster and Debris Removal Fees
01	104 004	Rental Equipment		
01	105	Asbestos Abatement		
01	106	Dust Protection		
01	107	Utility Fees	$ 17,500.00	Estimate for New PGE, Water and Sewer Services. PGE - $7500 and Water/Sewer - $10000.
01	108	Impact Fees		None
Section 02 - Site Work				
02	201	Site Demolition	$ -	Batting Cage Demo Included in Metal Building Cost
02	202	Building Demolition		
02	203	Site Preparation	$ 25,000.00	Misc. Grading and Earthwork - Remove Concrete Canal Pipes
02	204	Dewatering		
02	205	Select Borrow		
02	206	Termite Control		
02	207	Erosion & Sedimentation Control		

Section / Cost Code		Description	Phase 1 Budget	Notes
02	208	Asphalt Concrete Paving		
02	209	Septic Tank & Leach Line		
02	210	Underground Storm Drainage		
02	211	Underground Fire Sprinkler		
02	212	Underground Water Service		
02	213	Underground Sewage Disposal		
02	214	Landscape & Irrigation Systems	$ 428,230.00	Phase 1 3 Existing Baseball Fields (7 Acres) and New Large Field (4 Acres): Complete New System to be Installed due to Existing System has been Vandalized and no Longer Functions. New Grass to be Seeded Bermuda.
02	215	Soil Treatment		
02	216	Site & Handicap Signage	$ 1,200.00	
02	217	Parking Area Striping & Sealing	$ 850.00	
02	218	Wheelstops & Bollards		
02	219	Truncated Domes	$ 1,500.00	
02	220	Fountains		
Section 3 - Concrete				
03	301	Site Concrete	$ -	30190sf of 4" Thick Flatwork Included in Metal Building Cost
03	302	Building Concrete	$ -	All Concrete Work Included in Metal Building Cost
03	302 001	Footings & Foundations	$ -	All Concrete Work Included in Metal Building Cost
03	302 002	Sawcutting & Pourback		
Section 04 - Masonry				
04	401	Brick		
04	402	Concrete Masonry Units		
04	403	Exterior Stone Detailing		
04	404	Masonry Veneer		
04	405	Stone Veneers		
04	406	Parking Enclosures	$ 12,500.00	New Double Fresno City Standard Trash Enclosure
04	407	Retaining Walls		
Section 05 - Metals				
05	501	Structural Metals	$ 8,690.00	2 Foul Ball Posts for Main Baseball Field
05	502	Reinforcing Steel		
05	503	Metal Components & Panels	$ 161,000.00	Main Field FFE - 200 Stadium Seats, 24' Press Box, High Tension Shades to Cover Stadium Seating, 2 Covered Awnings, 2 Dugouts with Metal Roof and All Necessary Concrete.
05	504	Anchor Bolts		
05	505	Ornamental Steel		
05	506	Stainless Steel Fabrication		
05	507	Architectural Metal Fabrication		
05	507 001	Metal Stairs & Hand Railings	$ -	Metal Stairs to Second Story Viewing Platform Above Restaurant Included in Metal Building Cost.
05	507 002	Pipe Handrails		
05	507 003	Fabricated Spiral Stairs	$ 2,500.00	Ladder, Window and Viewing Deck for Main Field Tower
05	507 004	Attic Access Ladders		
05	508	Fences & Gates	$ -	Relocate Existing Metal Siding Fence Panels to Third Base Line of NW Most Field Adjacent to Parking Lot. Cost Included in Metal Building Cost.
05	508 001	Chain Link	$ 95,000.00	Metal Fencing for Large Baseball Field, Site Fencing Along East and West Boundaries to Enclose Park and New Fencing for Controlled Access Entry.
05	508 002	Ornamental Metal		
05	508 003	PVC		
05	508 004	Wire	$ 8,500.00	Additional Netting @ NW Most Baseball Field to Protect Adjacent Office Buildings
05	508 005	Wood		
Section 06 - Woods & Plastics				
06	601	Lumber & Misc. Material		
06	602	Nails, Glue, Etc.		
06	603	Wood Trusses		
06	604	Truss Joints		
06	605	Miscellaneous Steel Anchors		
06	606	Glue Laminated Beams		
06	607	Fiberglass Reinforced Panels	$ 2,200.00	Replace Existing RR FRP in Existing 2 Story Building
06	608	Rough Carpentry Labor	$ 32,660.00	Replace 180 Sheets of Plywood on Existing Baseball Backstops. Includes Boom Lift Rental.
06	609	Finish Carpentry Labor	$ 137,700.00	Second Story Office Tenant Improvement Cost - 2270SF

Section / Cost Code		Description	Phase 1 Budget	Notes
06	610	Millwork		
06	610 001	Interior Trim		
06	610 002	Custom or Prefabricated Woodwork		
06	610 003	Cabinetry		
06	610 004	Countertops		
06	611	Panelized Roof System		
Section 07 - Thermal & Moisture Protection				
07	701	Waterproofing & Damproofing		
07	702	Sealants & Caulking		
07	703	Moisture Protection Flashing & Sheet Metal		
07	704	Insulation		
07	704 001	Batt		
07	704 002	Vinyl Backed		
07	704 003	Spray On		
07	705	Roof Coverings		
07	705 001	Metal Roofing & Siding	$ -	Included in Metal Building Cost
07	705 002	Membrane Roofing		
07	705 003	Asphalt Shingles		
07	705 004	Slate Shingles		
07	705 005	Cedar Shake Shingles		
07	705 006	Clay Tiles		
07	705 007	Concrete Tiles		
07	706	Roof Accessories		
07	706 001	Roof Hatches		
07	706 002	Smoke Vents		
07	706 003	Skylights		
07	707	Penetration Sealing		
Section 08 - Doors, Windows & Glazing				
08	801	Wood Doors		
08	802	Hollow Metal Doors	$ 2,800.00	New Metal Doors Throughout Property
08	803	Door Frames		
08	804	Door Hardware		
08	805	Specialty Door Systems	$ 10,500.00	7 Glass Roll Up Doors for Second Story Restaurant Space
08	805 001	Overhead / Rollup Doors		
08	805 002	Sliding Doors		
08	805 003	Access Doors		
08	805 004	Automatic Sliding Doors		
08	805 005	Knox Box	$ 550.00	
08	806	Glass & Glazing		
08	806 001	Windows	$ 7,750.00	Add 2 Windows and Fix Up Main Entrance Building.
08	806 002	Storefront Systems & Doors	$ -	Storefront for Restaurant Included in Restaurant TI Cost
08	806 003	Tub & Shower Doors		
08	806 004	Tint & Film		
08	806 005	Wall End Caps		
08	806 006	Mirrors		
08	806 007	Glass Block		
Section 09 - Finishes				
09	901	Lath & Plaster		
09	902	Acoustical Ceiling Systems		
09	903	Gypsum Wallboard		
09	904	Metal Studs		
09	905	Metal		
09	905 001	Stainless		
09	905 002	Steel		
09	905 003	Iron		
09	906	Concrete Floor Treatment	$ 47,000.00	Self Lay Sport Court Athletic Flooring. Includes Facility Logo, All Necessary Lines and Installation.
09	907	Floor Coverings & Base		
09	907 001	Floor Preparation		
09	907 002	Wood Flooring		
09	907 003	Vinyl Flooring		
09	907 004	Carpet		
09	907 005	Vinyl Base		
09	908	Paints & Coatings		
09	908 001	Exterior Painting	$ 48,000.00	Powerwash, Prime and Repaint Existing Three Backstops + Existing Bathroom Building
09	908 002	Interior Painting		

Section / Cost Code		Description	Phase 1 Budget	Notes
09	908 003	Staining		
09	909	Tile		
09	910	Stone Countertops		
09	911	FRP / Marlite		
09	912	Epoxy Flooring		
Section 10 - Specialties				
10	1001	Visual Display Boards		
10	1002	Toilet Partitions	$ -	Existing to be Reused
10	1003	Bathroom Accessories	$ 2,500.00	
10	1004	Wall & Corner Guards		
10	1005	Lockers		
10	1006	Identifying Devices & Signage		
10	1007	ADA Accessories	$ 650.00	
10	1008	Closet Specialties		
10	1009	Racks & Shelving		
10	1010	Fire Extinguishers & Cabinets	$ 250.00	
10	1011	Exterior Canopies & Awnings		
10	1012	Exterior Building Signage	$ 15,000.00	New Park Signage
10	1013	Flagpoles		
10	1014	Roof Hatch / Access		
Section 11 - Equipment				
11	1101	Appliances		
11	1102	Dock Levelors		
11	1103	Dock Levelor Installation		
11	1104	Crane Systems		
11	1105	Kitchen Equipment & Appliances	$ 470,100.00	Restaurant TI Cost Including Equipment (Both Floors). 3680sf Restaurant with 400sf Arcade and 2 150sf Multi-Purpose Rooms (After School/Party Rooms/Seating for Restaurant).
11	1106	Stainless Steel Hood & Ansul System	$ -	Included in Restaurant TI Cost
11	1107	Maintenance Equipment		
11	1108	Security & Vault Equipment		
11	1109	Soccer Field Equipment	$ -	Phase 2: 4 Soccer Goals and 8 Corner Flags - $7600
11	1110	General Sports Equipment	$ 22,000.00	4 Basketball Hoops, 4 Removal Volleyball Nets and 4 Baseball Field Sets
11	1111	Bleachers	$ 16,200.00	12 Sets of Metal Bleachers @ $850 Each for Existing Baseball Fields, Basketball and Volleyball Courts. 4 Set of Metal Bleachers @ $1500 Each for New Baseball Field.
11	1112	Theater & Stage Equipment		
11	1113	Food Service Equipment		
11	1114	Medical Equipment		
11	1115	Office Equipment		
11	1116	Agricultural Equipment - TURF		
11	1116 001	TURF OPTION 1	$ -	OPTION (NOT INCLUDED) - Turf Full Infields for 3 Fields - $259,740 (43290sf)
11	1116 002	TURF OPTION 2	$ -	OPTION (NOT INCLUDED) - Turf Just Grass Areas of Infields for 3 Fields - $75,600 (10800sf)
11	1116 003	TURF OPTION 3	$ -	OPTION (NOT INCLUDED) - Turf Warning Track and Outfield - $257,940 (42990sf)
11	1116 004	TURF OPTION 4	$ -	OPTION (NOT INCLUDED) - Turf Infield of Large Field - $56,700 (8100sf)
11	1116 005	TURF/Site Equipment	$ 15,000.00	
				SUB- Total Turf = $664,980
Section 12 - Furnishings				
12	1201	Window Treatments	$ -	Included in TI Costs
Section 13 - Special Construction				
13	1301	Metal Buildings	$ -	6000sf Insulated Wall Panel Two Story Building with Concrete Pan Deck and Framed Openings for Glass. Includes 2 6' Wide Metal Staircases to Deck.
13	1301 001	Metal Building Systems	$ 448,500.00	100' x 150' x 25' High Roof Only Building
13	1301 002	Metal Building Tax		
13	1301 003	Metal Building	$ -	OPTION (NOT INCLUDED) - 3000sf Metal Building for GYM Included 2 Locker Rooms with Showers - $445,000. NOTE - Gym Equipment Not Included.
13	1301 004	Metal Building Erection		
13	1302	Sound & Vibration Control		
13	1303	Radiation Protection		
13	1304	Aquariums		

Section / Cost Code		Description	Phase 1 Budget	Notes
13	1305	Storage Tanks		
13	1306	Hazardous Material Remediation		
Section 14 - Conveying Systems				
14	1401	Elevators	$ -	
14	1402	Pneumatic Tube Systems		
14	1403	Wheel Chair Lifts	$ -	Wheel Chair and Elevator Not Needed due to Equal Facilities.
14	1404	Vehicle Lifts		
Section 15 - Mechanical				
15	1501	Building Plumbing Systems	$ -	Included in TI Costs
15	1502	Plumbing Fixtures		
15	1503	Building Fire Sprinkler Systems	$ 55,000.00	Cost For Sprinklers for 6000SF Building
15	1504	Specialty Plumbing Systems		
15	1504 001	Medical Gas		
15	1504 002	Air & Vacuum		
15	1505	Heating, Ventilation & Air Conditioning	$ -	Included in TI Costs
15	1506	Air Balancing		
15	1507	Flashing & Sheet Metal		
15	1508	Cold Storage Facilities		
Section 16 Electrical				
16	1601	Site Electrical	$ -	Included in Building Electrical Systems
16	1602	Building Electrical Systems	$ 350,000.00	Complete Overhaul of Existing Electrical. Relocate Two Large Moose Co Lights to Main Baseball Field.
16	1603	Controls		
16	1604	Equipment Connection		
16	1605	Electrical Fixtures	$ -	Lighting @ Metal Roof Building Included.
16	1606	Low Voltage		
16	1606 001	Sound & Video	$ 8,250.00	TV's for Restaurant and Second Story Viewing Deck
16	1606 002	Communications & Data	$ 16,975.51	HD DVR Camera System for All Fields. PA System for Park.
16	1607	Detection & Alarm		
16	1607 001	Fire Alarm		
16	1607 002	Security	$ 18,500.00	Develop App for Sports Complex. App will Link to Website and People's Credit Cards for Access without Cash. Included in Price are 2 POS Stations. It will Provide Controlled Access and Allow People to Rent Party Rooms.
16	1607 003	Smoke Alarm		
Section 99				
99	9900	Contingency	$ 5,000.00	
SUB - Total of Sections			2,613,605.51	
Management Overhead and Profit			156,816.33	6%
TOTAL Project Cost			2,770,421.84	