



Larry Hogan
Governor

Michael J. Frenz
Executive Director

Members

Thomas E. Kelso
Chairman

Leonard J. Attman
Joseph C. Bryce
Michael Huber
Gary L. Mangum
Manervia W. Riddick
Jodi C. Stanalonis

Maryland Stadium Authority
The Warehouse at Camden Yards
333 W. Camden Street, Suite 500
Baltimore, MD 21201
410-333-1560
1-877-MDSTADIUM
Fax: 410-333-1888

www.mdstad.com

Voice: 800-201-7165
TTY: 800-735-2258

November 28, 2022

The Honorable Richard Meehan
Mayor, Town of Ocean City
City Hall, 301 North Baltimore Avenue
P.O. Box 158
Ocean City, Maryland 21843-0158

**RE: Proposed Sports Complex
Berlin, Maryland**

Dear Mayor Meehan,

The Maryland Stadium Authority (the "MSA") is pleased to present the attached report (the "Report") for the proposed Sports Complex in Berlin.

The Sports Complex consists of the following components:

- 8 to 10 tournament quality outdoor athletic fields.
- 125,000 square foot indoor facility.

MSA engaged the following consultants to provide services toward the effort:

- Crossroads Consulting provided market, economic and business services.
- Populous, under contract with Crossroads Consulting, provided design and engineering services.
- O'Connor Construction Management Incorporated (OCMI) provided cost estimating services.

The Report is comprised of the following documents:

- Market and Economic Analysis Update for a Proposed New Sports Complex in Berlin, Maryland Report by Crossroads Consulting dated November 2022.
- MSA Town of Ocean City Sports Complex Conceptual Design Cost Estimate – R3 by OCMI dated August 24, 2022.

The methodology used was as follows:

- Crossroads Consulting established a building program for the components of the Sports Complex based on market and economic research and analysis.
- Populous developed a conceptual site layout based on the building program established by Crossroads Consulting and the characteristics of the selected site.
- OCMI developed cost estimates for the construction of the Sports Complex components based on the conceptual site plan from Populous.
- MSA used the estimated Net Direct Building Cost amount from the OCMI cost estimate to establish costs for general conditions, fees and bonding by a Construction Manager. This was added to the Net Direct Building Cost to determine the total estimated "Cost of Construction." The total estimated Cost of Construction was used to estimate the "soft costs" associated with non-construction related items including design and engineering, permitting, owner project management and on-site representation, testing and inspection services, and overall project contingency.

Key findings including estimated market and fiscal impacts, estimated project cost and potential next steps are identified on the attached fact sheet which summarizes the information contained in the Report.

Please contact this office with any questions or concerns.

Yours,

Michael J. Frenz

Michael J. Frenz
Executive Director

Maryland Stadium Authority
Proposed Sports Complex
Berlin, MD

➤ Background and Timeline of Events

- In May 2019, Maryland Stadium Authority (the “MSA”) entered into a Memorandum of Understanding with the Mayor of the Town of Ocean City (the “TOC”) to manage a market and economic study to assess the merits of developing and operating a new outdoor field complex and a new indoor fieldhouse (collectively the “Sports Complex”) to be located in or near Ocean City.
 - The analysis of each component was non-site specific and the market/economic research for each was independent of the other.
 - Market research indicated demand for 8 to 10 tournament quality, multi-purpose fields and a new indoor fieldhouse with 8 to 10 tournament quality basketball courts (16 to 20 volleyball courts).
 - The study was completed in January 2020. Due to the COVID-19 pandemic, the release of the study was delayed until November 2021.
- In April 2022, the TOC engaged MSA to: (1) update certain aspects of the study released in November 2021, (2) provide a site assessment considering a scenario that co-locates a 10-field outdoor complex and a 125,000 sf fieldhouse on a site adjacent to Stephen Decatur High School in Berlin, and (3) produce an order of magnitude cost estimate to construct the Sports Complex at the proposed site.

➤ Study Includes

- Updated market research including demographic/socioeconomic data, transportation access, hotel supply and key market observations.
- Updated profile of the supply of existing and planned sports facilities in the region and select sports facilities in the nation.
- Updated summary of sports participation trends.
- A conceptual program and site plan to confirm that the Sports Complex can fit on the proposed site.
- A site assessment summarizing relative pros and cons associated with the proposed site.
- Updated economic and fiscal impact analysis including:
 - An estimate of the annual gross and the annual net new economic impacts in terms of spending, employment, and earnings associated with on-going operations of each facility in a stabilized year of operation.
 - An estimate of the annual gross and the annual net new fiscal impacts associated with on-going operations of each facility in a stabilized year of operation.
- An order of magnitude cost estimate to construct the Sports Complex.

➤ Key Findings

- Demand exists for both the indoor and outdoor components of the proposed Sports Complex.
- The proposed new indoor fieldhouse is estimated to account for approximately 48% of estimated economic and fiscal impacts and the proposed new outdoor sports field complex is estimated to account for approximately 52%.
- The proposed site has the capacity to accommodate the new Sports Complex and is generally considered to be adequate to excellent based on evaluation of physical site factors, vehicular/pedestrian access and contextual design issues.

Maryland Stadium Authority
Proposed Sports Complex
Berlin, MD

- Based on the market research conducted to date, the proposed Sports Complex would likely operate at a deficit, which is not unlike other similar facilities that are built for their ability to generate economic activity.
- In addition to tournament activity, the proposed new Sports Complex could host additional activities such as County sports programs, clinics, leagues, etc.

➤ Economic and Fiscal Impacts in a Stabilized Year of Operation

- Usage, Attendance and Net New Hotel Room Nights

	Outdoor Field Complex		Indoor Fieldhouse		Combined (Sports Complex)	
	Range (Low to High)		Range (Low to High)		Range (Low to High)	
Tournament Activity	20	24	34	40	54	64
Total Attendee Days	227,500	273,000	195,825	228,525	423,325	501,525
Net New Room Nights						
Local	49,100	59,000	44,600	52,100	93,700	111,100
State	38,200	45,900	35,200	41,100	73,400	87,000

- Tax Revenue
 - The estimated gross tax revenues generated from ongoing operations of the Sports Complex is estimated to be between \$8.5 million to \$10.1 million in a stabilized year of operation.
 - Net new tax revenue is estimated to be between \$6.6 million and \$7.8 million with \$1.7 million to \$2.0 million net new to the local and \$4.9 million to \$5.8 million new to the State.

Tax Revenue	Outdoor Field Complex		Indoor Fieldhouse		Combined (Sports Complex)	
	Range (Low to High)		Range (Low to High)		Range (Low to High)	
Annual Gross						
Local	\$980,000	\$1,180,000	\$860,000	\$1,010,000	\$1,840,000	\$2,190,000
State	\$3,570,000	\$4,290,000	\$3,120,000	\$3,650,000	\$6,690,000	\$7,940,000
Total	\$4,550,000	\$5,470,000	\$3,980,000	\$4,660,000	\$8,530,000	\$10,130,000
Net New						
Local	\$890,000	\$1,050,000	\$810,000	\$960,000	\$1,700,000	\$2,010,000
State	\$2,520,000	\$3,030,000	\$2,370,000	\$2,760,000	\$4,890,000	\$5,790,000
Total	\$3,410,000	\$4,080,000	\$3,180,000	\$3,720,000	\$6,590,000	\$7,800,000

- Based on current rates, the estimated total annual gross tax revenue (local and State) could potentially support debt service between \$142 million and \$169 million of 20-year revenue bonds if that is contemplated to be a component of the overall financing strategy for the project. This potential contribution amount is estimated at \$31 million to \$36.5 million from the local and \$111 million to \$132.5 million from the State.

Maryland Stadium Authority
Proposed Sports Complex
Berlin, MD

- Employment (Jobs)

- Gross spending associated with the Sports Complex is estimated to support between 990 and 1,180 full-time and part time jobs at the State level and between 900 and 1,060 full-time and part-time jobs at the local level. Between 720 and 860 jobs would be net new to the State and between 830 and 980 jobs would be net new at the local level. Local and State amounts are not additive.

Jobs (see note)	Outdoor Field Complex		Indoor Fieldhouse		Combined (Sports Complex)	
	Range (Low to High)		Range (Low to High)		Range (Low to High)	
Annual Gross						
Local	480	570	420	490	900	1,060
State	530	640	460	540	990	1,180
Net New						
Local	430	520	400	460	830	980
State	370	450	350	410	720	860

- Note: The employment multiplier in the economic model measures the total change in the number of jobs supported in the local economy for each additional \$1.0 million of output delivered to final demand. A person can hold more than one job, so total jobs are not necessarily the same as the count of employed persons. Further, the total number of jobs does not only reflect employees working at the proposed facilities but rather the total number of jobs that are directly and indirectly supported on an annual basis in multiple sectors of the economy due to the ongoing operations of the proposed new Sports Complex.

- Key Assumptions Used in Estimating Usage, Activity, Economic and Fiscal Impacts for Either or Both Facilities

- The proposed new Sports Complex is located at the proposed site which is adjacent to Stephen Decatur High School and near the intersection of Route 50 and 113 in Berlin.
- The proposed new Sports Complex is designed and constructed to be a high-quality tournament facility that is competitive with industry leading facilities.
- The proposed new Sports Complex is operated by personnel who specialize in managing similar facilities.
- Booking is primarily focused on sports tourism events that generate room nights and economic impact.
- The Sports Complex is aggressively marketed by established tourism agencies at the local and State levels.
- A high level of quality customer service will be provided by management and local tourism and hospitality agencies/organizations/companies.
- Cooperative coordination will occur amongst facility management and tourism/hospitality stakeholders at the local and State levels.
- Hotels will actively support sports tourism initiatives (and potentially modify some existing policies) by:
 - Providing access to room blocks to support participants year-round, including summer.
 - Adjusting the required minimum stay lengths to accommodate tournament participant needs.
 - Working with promoters that utilize a stay-to-play model.

Maryland Stadium Authority
Proposed Sports Complex
Berlin, MD

- No other similar, competitive facility is built or expanded in the region other than those noted in the study update.
- No major economic fluctuations, acts of nature, or cataclysmic events occur that could adversely impact the dynamics of the project.
- Estimates do not reflect any potential future implications in the sports industry resulting from COVID-19.

➤ Order of Magnitude Cost Estimate

- The estimated cost to construct each component of the Sports Complex individually.

	Cost of Construction	Soft Costs	Total
Outdoor Fields	\$56,105,598	\$11,494,402	\$67,600,000
Indoor Fieldhouse	\$76,087,723	\$15,112,277	\$91,200,000

- Constructing both components simultaneously would realize a cost saving greater than \$5 million.

	Cost of Construction	Soft Costs	Total
Sports Complex	\$128,440,402	\$25,084,598	\$153,525,000

- The total estimated Cost of Construction includes costs for general conditions, fees and bonding by a Construction Manager.
- The total estimated Cost of Construction amount is used to estimate the “soft costs” associated with non-construction related items including design and engineering, permitting, owner project management and on-site representation, testing and inspection services, and overall project contingency.
- The cost to acquire/assemble property is not included.

➤ Potential Next Steps

- Identify potential financing strategies, which may include both public and private sector partners.
- Identify timeline for design and construction.
- Identify potential operating and programming partnerships with various public and/or private organizations with extensive experience booking, marketing and servicing the target market.
- Develop a solid, sustainable financial plan that addresses both the ongoing operational and long-term capital improvement needs of the facility.

➤ The study will be released to the public and posted on MSA’s website at www.mdstad.com in November 2022.

➤ MSA’s role in managing studies is to provide unbiased and objective analysis which provides information to local officials to assist in the decision-making process about investment and benefits for their communities and constituents.



MARKET AND ECONOMIC ANALYSIS UPDATE FOR A PROPOSED NEW SPORTS COMPLEX IN BERLIN, MARYLAND

PRESENTED TO: MARYLAND STADIUM AUTHORITY

FINAL REPORT – NOVEMBER 2022





November 2022

Mr. Al Tyler, Vice President
Maryland Stadium Authority
Capital Projects Development Group
351 West Camden Street, Suite 300
Baltimore, Maryland 21201

Dear Mr. Tyler:

Crossroads Consulting Services LLC, in association with Populous, has completed its market and economic analysis update and site assessment related to a proposed new sports complex in Berlin, Maryland. This report summarizes our findings and principal conclusions from the research and analysis.

The findings contained in the report reflect analysis of information provided by secondary sources including, but not limited to, data obtained from the Town of Ocean City. We have utilized sources that are deemed to be reliable but cannot guarantee their accuracy. All information provided to us by others was not audited or verified and was assumed to be correct. We have no obligation, unless subsequently engaged, to update our report or revise the information contained therein to reflect events and transactions occurring after the date of this report.

In accordance with the terms of our engagement letter, the accompanying report is restricted to internal use by the Maryland Stadium Authority and may not be relied upon by any party for any purpose, including financing. Notwithstanding these limitations, it is understood that this document may be subject to public information laws and, as such, can be made available to the public upon request.

Although you have authorized reports to be sent electronically for your convenience, only the final hard copy report should be viewed as our work product.

We have enjoyed serving you on this engagement and look forward to the opportunity to provide you with continued services.

Sincerely,

Crossroads Consulting Services LLC

TABLE OF CONTENTS

1.	Project Background	1
2.	Local Market Conditions Update	3
3.	Competitive Landscape Update	10
4.	Sports Participation Trends Update	14
5.	Site Assessment	16
6.	Economic and Fiscal Impact Analysis Update	19
7.	Summary of Study Update Findings	27
8.	Appendix	30
9.	Limiting Conditions and Assumptions	37



PROJECT BACKGROUND

In February of 2017, Crossroads completed a market analysis for a proposed new arena and outdoor sports field complex in Worcester County. As it relates to the proposed outdoor sports field complex, market research which included an analysis of local market conditions, supply of existing and planned facilities, industry trends, and input from stakeholders and user groups, etc. suggested demand existed for a new outdoor sports complex with 8 to 10 tournament-quality multipurpose fields among other amenities. From a programmatic perspective, market research indicated there was more demand for rectangular fields, rather than for baseball/softball diamonds. The study was non-site specific.

In 2019, Crossroads was engaged to conduct a market and economic analysis that assessed the merits of developing a new outdoor field complex and indoor fieldhouse in the Town of Ocean City (TOC). The proposed project was consistent with Ocean City's Tourism Strategic Plan which includes becoming Maryland's amateur sports destination and expanding tourism as two of its four goals. Given the timing of the prior study, it was mutually agreed upon that one objective of the study was to serve as an update to confirm demand still existed for the proposed outdoor field complex recommended. Another objective of the study was to assess potential demand for an indoor fieldhouse that could accommodate various indoor sports and generate sports tourism. The study was non-site specific, and both the outdoor sports complex and indoor fieldhouse were evaluated separately. The study was completed in January 2020; however, due to the COVID-19 pandemic, the TOC delayed the release of the study until November 2021. The study did not reflect changes in market conditions occurring after January 2020.

Consistent with the 2017 study, market research indicated demand existed for 8 to 10 tournament-quality, multi-purpose fields. However, it was noted that timing of development would be important as the supply of similar facilities continued to grow. Market research also indicated relatively strong demand for a new indoor fieldhouse including 8 to 10 tournament-quality basketball courts (or 16 to 20 volleyball courts), spectator seating for a championship court setting, a lobby, meeting/team rooms, offices, concessions, and other supporting amenities and spaces. Detailed building program recommendations can be found later in this report.

Based on the market findings, it was noted if the TOC chose to move forward with either or both proposed projects a next step was to select and obtain a site that could accommodate the required programmatic elements. Another suggested next step was to update estimates of economic and fiscal impacts based on the selected site and changes in market conditions occurring after January 2020.

A site was recently obtained adjacent to Stephen Decatur High School and near the intersection of Route 50 and 113 in Berlin, Maryland. The site is located approximately seven miles, or roughly a 15-minute drive, from the TOC.

After acquisition of the site, Crossroads was retained to update specific components of the previous research and analysis to reflect changes in market conditions as well as the selected site location. In addition, Populous was retained to prepare a conceptual program and site plan to confirm that the recommended building program elements could fit on the site.

The research conducted for this study update did not include a survey of potential user groups and as such, it is assumed that interest from user groups is consistent with the findings presented in the previous study completed in 2020. Outreach with user groups conducted as part of the previous study found relatively strong demand for both the proposed outdoor fields and the indoor fieldhouse. Potential user groups represented a diverse set of sports including basketball, volleyball, gymnastics, wrestling, soccer, lacrosse, rugby, etc.

Further, this analysis did not include any architectural-related services (e.g. an environmental assessment, a noise analysis, or a transportation/traffic impact analysis), any detailed programming, design planning services, site development/planning services (e.g. geotechnical engineering, testing, surveying, etc.) or project cost budgeting/phasing as these services were outside the scope of this engagement. It is our understanding that project costs were developed by a third party contracted separately by the MSA.

The conclusions outlined in this study update are only one factor that the MSA and other project stakeholders should consider in their strategic planning efforts. The research and analysis contained in this report are intended to allow the MSA and other project stakeholders to draw their own informed conclusions regarding the viability associated with future development of a new sports complex.

WORK PLAN

Research tasks completed for this update included the following:

- Conducted a conference call with MSA representatives to discuss issues related to the project
- Updated select market attributes
- Summarized changes in sports participation trends
- Evaluated the capacity of the site to accommodate the proposed development program and created a diagrammatic concept level site plan
- Updated the estimate of potential usage/event activity, economic impacts and tax revenues
- Summarized findings which are meant to serve as an update to the previous report released in November 2021

LOCAL MARKET CONDITIONS UPDATE

This section provides a limited market update including demographic/socioeconomic data, transportation access, hotel supply and key market observations.

DEMOGRAPHIC AND SOCIOECONOMIC STATISTICS

Demographic data, including population, age distribution and income characteristics, is shown for multiple areas including a 30-, 60-, 120- and 180-minute drive time from the proposed site location (collectively referred to as “target markets”). In addition, for comparative purposes, demographic data is shown for Worcester County, the State of Maryland and the U.S. As noted in the previous study, it is likely that individuals within a 30-minute drive time would participate in league games, practices and other related sports activity, while individuals participating in tournaments/competitions are likely to travel from further distances. Industry research indicates that many sports participants are willing to drive three or more hours to compete in regional and national tournaments.

Key Demographic/Socioeconomic Statistics							
Category	Geographic Area						
	Worcester County	30-Minute Drive Time	60-Minute Drive Time	120-Minute Drive Time	180-Minute Drive Time	State of Maryland	U.S.
Population Summary							
2010 Total Population	51,454	93,367	365,921	859,483	11,666,482	5,773,552	308,745,538
2020 Total Population	52,460	105,954	410,470	947,386	12,442,361	6,177,224	331,449,281
2022 Total Population	52,086	108,975	421,387	968,062	12,579,250	6,237,662	335,707,897
2027 Total Population	51,986	112,014	438,470	1,000,213	12,652,425	6,293,158	339,902,796
2010-2020 Annual Growth Rate	0.20%	1.35%	1.22%	1.02%	0.67%	0.70%	0.74%
2020-2022 Annual Growth Rate	-0.36%	1.43%	1.33%	1.09%	0.55%	0.49%	0.64%
2022-2027 Annual Growth Rate (Projected)	-0.04%	0.55%	0.80%	0.06%	0.12%	0.18%	0.25%
2022 Median Age							
Age 18+	52.3	49.7	45.7	42.4	38.7	39.6	38.9
Age 18+	84.1%	82.8%	81.4%	79.6%	79.2%	78.6%	78.3%
Age < 18	15.9%	17.2%	18.6%	20.4%	20.8%	21.4%	21.7%
2022 Household Income Distribution							
Less than \$15,000	7.1%	7.1%	8.3%	8.5%	8.2%	6.8%	8.5%
\$15,000 to \$24,999	9.2%	8.7%	8.4%	7.0%	5.7%	5.0%	7.2%
\$25,000 to \$34,999	8.6%	9.4%	8.8%	7.3%	6.3%	5.8%	7.5%
\$35,000 to \$49,999	11.8%	11.8%	12.1%	11.2%	9.0%	8.0%	11.1%
\$50,000 to \$74,999	15.6%	16.8%	16.6%	17.2%	15.0%	14.2%	16.9%
\$75,000 to \$99,999	14.1%	14.0%	13.4%	13.7%	12.6%	12.9%	13.2%
\$100,000 to \$149,999	17.5%	18.1%	17.9%	18.4%	18.0%	19.8%	17.2%
\$150,000 to \$199,000	6.9%	6.9%	7.8%	9.4%	10.3%	10.9%	8.4%
\$200,000+	9.2%	7.2%	6.7%	7.3%	14.8%	16.6%	9.9%
2022 Median Household Income	\$70,055	\$67,674	\$66,758	\$72,590	\$84,674	\$93,568	\$72,414
2027 Median Household Income (Projected)	\$80,393	\$79,742	\$78,262	\$82,855	\$98,584	\$105,739	\$84,445
2022-2027 Annual Growth Rate (Projected)	3.0%	3.6%	3.4%	2.8%	3.3%	2.6%	3.3%
2022 Average Household Income							
2022 Average Household Income	\$101,785	\$95,970	\$94,390	\$98,754	\$125,771	\$133,359	\$105,029
2027 Average Household Income (Projected)	\$118,581	\$111,981	\$109,163	\$113,682	\$145,475	\$153,067	\$122,155
2022-2027 Annual Growth Rate (Projected)	3.3%	3.3%	3.1%	3.0%	3.1%	3.0%	3.3%

Source: Esri.

Population

Population serves as a base from which the proposed new sports complex could draw attendance and other forms of support. In 2022, the 30-, 60-, 120-, and 180-minute drive times had populations of 108,975; 421,387; 968,062; and 12,579,250, respectively. As noted in the previous study, there is a relatively small local population base. The 180-minute drive time reaches outside the State of Maryland and has a large population which provides an opportunity to draw out-of-town visitors to larger tournaments/ competitions. Population within each of the profiled drive-time markets is expected to minimally increase from 2022 to 2027.

Age Distribution

The distribution of the population by age is useful to understand as different events are targeted toward attendees within specific age groups. Individuals under the age of 18 years old are a popular target market for participants in sports tournaments/competitions. Approximately 21% of the population within a 120- and 180-minute drive time is under the age of 18 years old which is relatively consistent with the State and U.S. Both the 30- and 60-minute drive time populations have a lower percentage of individuals under than age of 18 than that of the State and U.S.

Income Distribution

Household income levels offers a broad measurement of spending potential for a specific population because it indicates the general ability of individuals or households to purchase goods and services including participation in, or attendance at, competitive sporting events. Median household income within the 30-, 60- and 120-minute drive times is relatively consistent with that of the U.S. The median household income within the 180-minute drive time is higher than that of the U.S. Median household income for each drive time is projected to increase at an annual rate relatively consistent with the U.S., with exception of the projected growth within the 120-minute drive time which is slightly lower.

Tapestry Segmentation

According to ESRI, tapestry segmentation classifies neighborhoods into 67 segments on both demographics and socioeconomic attributes. They summarize lifestyle choices as well as what people buy and how people spend free time. The top tapestry segments within a 30-minute drive of the proposed sports complex site are Silver and Gold, Rural Resort Dwellers and The Great Outdoors. The following provides a brief description of each of these three tapestry segments as defined by ESRI.

1. *Silver and Gold (18.3% of 2022 Households)*: Almost the oldest senior market, Silver and Gold is the most affluent. The affluence of Silver and Gold has afforded the opportunity to retire to sunnier climates that feature exclusive communities and vacation homes. These consumers

have the free time, stamina, and resources to do what they enjoy. This market is smaller but growing.

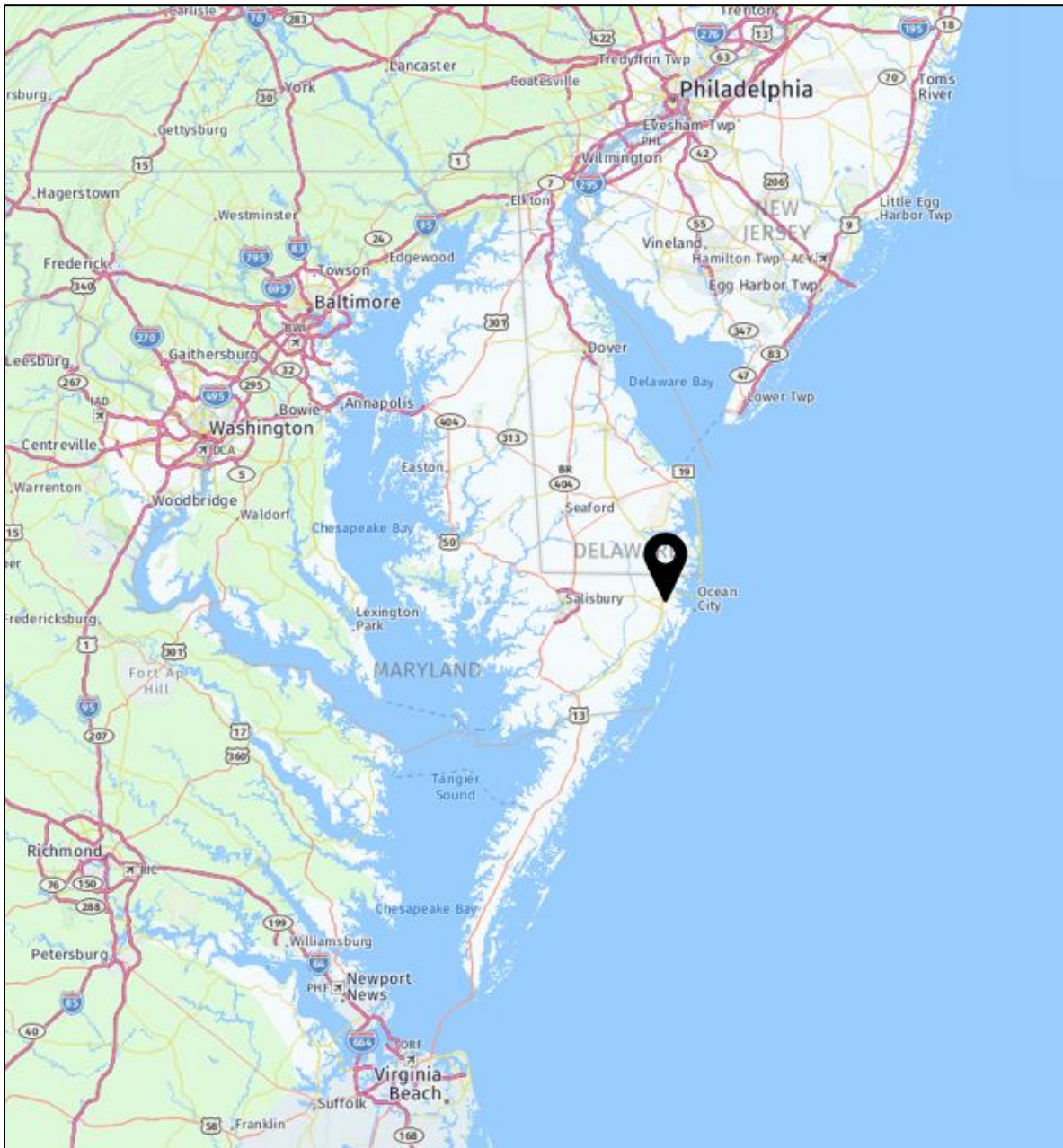
2. *Rural Resort Dwellers (13.1% of 2022 Households)*: These communities are centered in resort areas, many in the Midwest, where the change in seasons supports a variety of outdoor activities. Retirement looms for many of these blue collar, older householders, but workers are postponing retirement or returning to work to maintain their current lifestyles. Workers are traveling further to maintain employment. They are passionate about their hobbies, like freshwater fishing and hunting.

3. *The Great Outdoors (11.6% of 2022 Households)*: These neighborhoods are found in pastoral settings throughout the United States. Consumers are educated empty nesters living an active but modest lifestyle. Their focus is land. They are more likely to invest in real estate or a vacation home than stocks. They are active gardeners and partial to homegrown and home-cooked meals. Although retirement beckons, most of these residents still work, with incomes slightly above the US level.

TRANSPORTATION ACCESS

The method that sporting event promoters/producers use to select venues to host their event is partially based on the ease of access to a market for attendees. In addition, the location and accessibility of a facility relative to the population base can impact its marketability for events. As shown on the maps that follow, the proposed site location is proximate to U.S. Route 113 which is a major north-south highway in Worcester County. U.S. Route 113 connects with U.S. 13 which runs from just north of Fayetteville, North Carolina, through the Delmarva Peninsula and Virginia Beach, to Philadelphia. U.S. Route 50 provides access from the west. In general, the proposed site has adequate vehicular access; however, these routes can become congested during the summer months when visitors are traveling to the beach. Further, the location on the Delmarva (i.e. Delaware-Maryland-Virginia) Peninsula may be considered disadvantages for some event organizers.

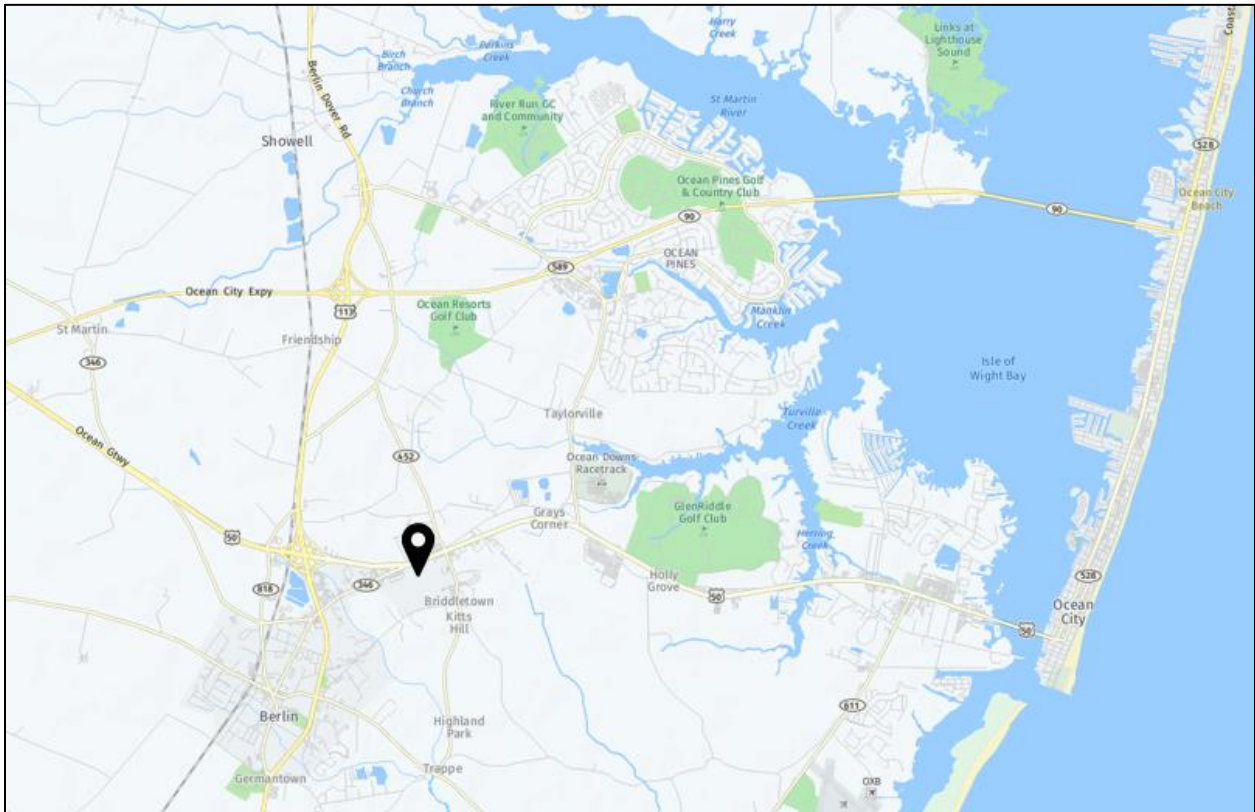
Regional Vehicular Transportation Access



Source: Here WeGo.

The site is proximate to the TOC, which is a highly desired destination given its amenities including the beach, resorts, hotels, restaurants, retail outlets and entertainment.

Local Vehicular Transportation Access



Source: Google maps.

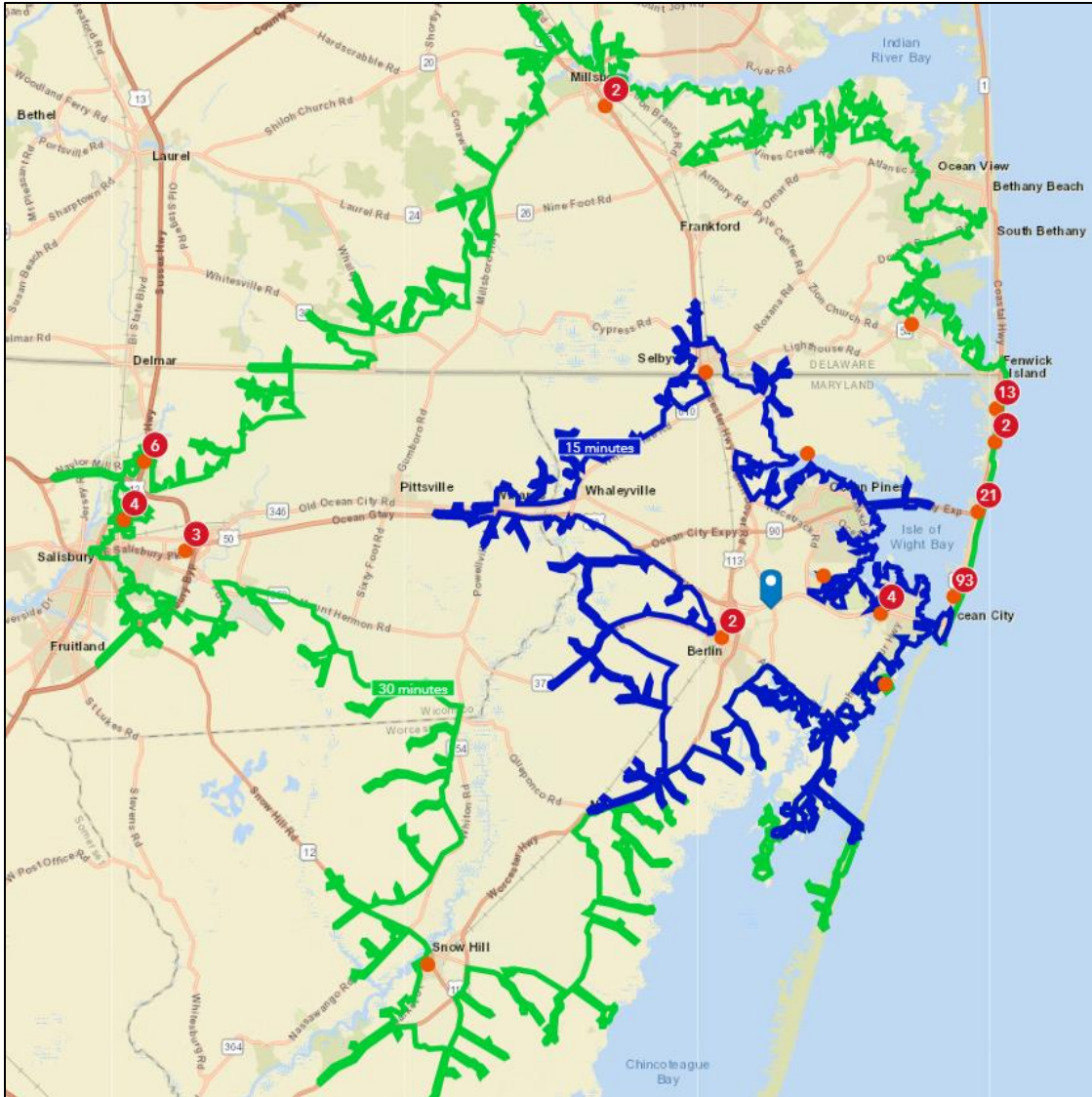
The Salisbury-Ocean City Wicomico Regional Airport is the only Federal Aviation Administration certificated air carrier airport on the entire Delmarva Peninsula. This airport is approximately a 30-minute drive to/from the proposed site for the sports complex. The area is also serviced by the BWI Marshall Airport and the Philadelphia International Airport, which are between a two and three hour drive time from the proposed site.

AREA HOTEL SUPPLY

The diversity, supply and availability of hotel rooms proximate to sports facilities can play a role in attracting tournaments/competitions that draw overnight attendees. While the previous study summarized the number of hotel rooms in the TOC, the following map depicts the number of hotels within a 15-minute and 30-minute drive time from the proposed site location. The most proximate properties in Berlin include the Atlantic Hotel, the Holland House and The Inn Berlin; each of which offer less than 20 rooms.

The majority of the hotel supply is located in the TOC, many of which are located on or across from the Atlantic Ocean. West Ocean City, which is approximately a 10-minute drive from the proposed site, offers approximately 600 hotel rooms.

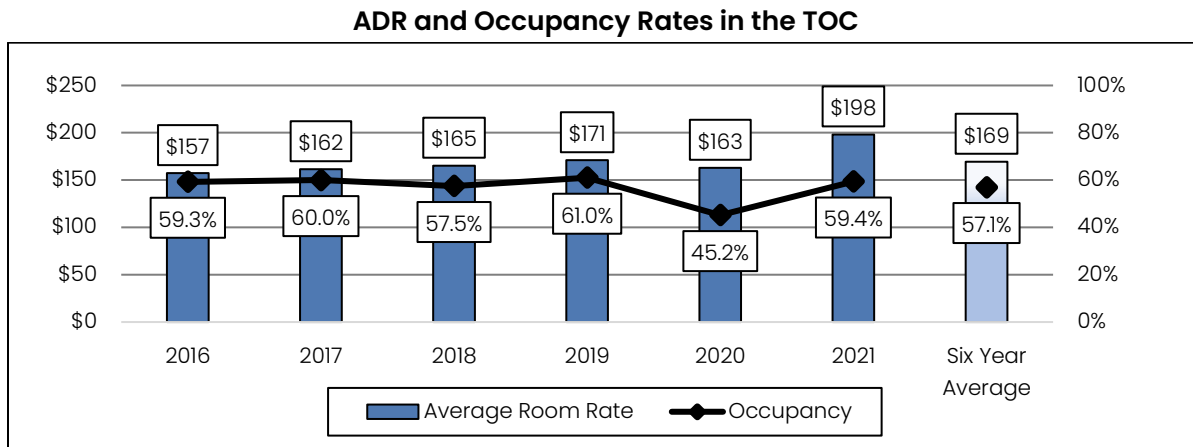
Map of Hotels – 15- and 30-Minute Drive Time



Source: Esri.

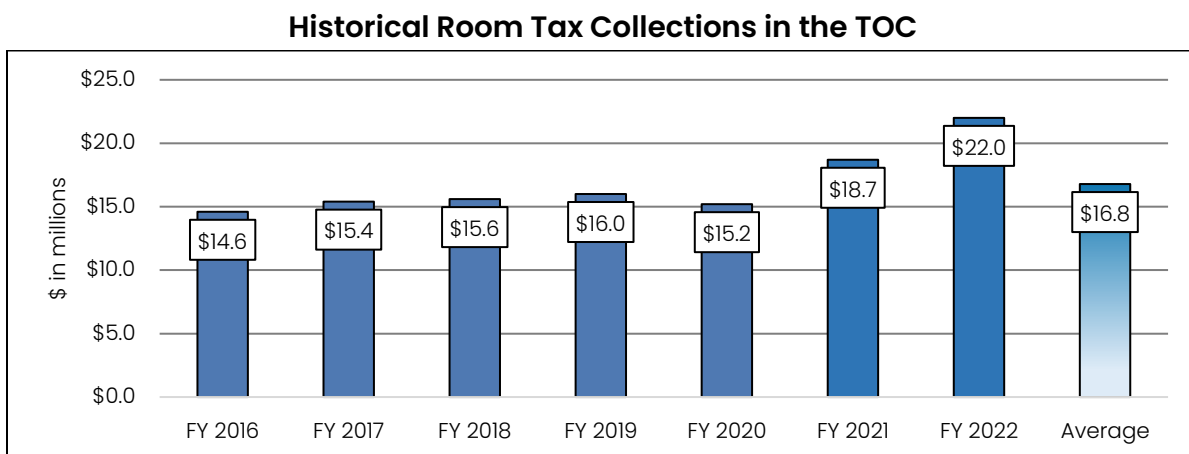
AREA HOTEL STATISTICS

The following graph illustrates recent trends in average daily rate (ADR) and occupancy at TOC hotels. As one would expect, the occupancy rate decreased in 2020 as a result of COVID-19. In 2021, the occupancy rate rebounded to levels consistent with pre-pandemic years and the ADR was approximately 16% higher than in 2019. As mentioned in the previous study, the TOC is a very popular vacation destination which results in significantly higher occupancy in the summer months.



Source: TOC.

Prior to January 2020, rentals of hotel or motel rooms, apartments, rooms, condominiums, cottages, mobile homes or any other sleeping accommodation shorter than four months and one day in the TOC were subject to a 4.5% room tax. In January 2020, the room tax increased to 5.0%. Based on available data at the time of this study update, the following depicts total room tax collections in TOC from FY 2016 through FY 2022. The TOC's fiscal year begins on July 1st and ends on June 30th. Consistent with occupancy rate, room tax collections were lowest in FY 2020 due to COVID-19. Room tax collections were highest in FY 2022 which reflects recovery from COVID-19, higher ADRs, and the increased room tax rate.



Source: TOC.

COMPETITIVE LANDSCAPE UPDATE

This section summarizes the outdoor and indoor sports facilities profiled as part of the previous study, which is not intended to reflect an all-inclusive inventory of facilities, and provides a summary of changes in the supply occurring after completion of the study. Profiled changes include those that have already occurred as well as those that are being considered and/or planned. While this study update provides a summary of potential new developments, it is not meant to be an all-inclusive list as the development of new sports facilities is continuously being considered by both public and private entities throughout the U.S. and there is not a single source that tracks all potential developments.

SUPPLY OF LOCAL INDOOR AND OUTDOOR SPORTS FACILITIES

Local outdoor and indoor sports facilities, defined as those within the Salisbury Metropolitan Statistical Area (Metro Area), profiled as part of the previous study are listed below.

Supply of Local Outdoor Sports Facilities

- John Walter Smith Park
- Northern Worcester Athletic Complex
- Newtown Park
- Fruitland Falcons Sports Complex
- Salisbury University
- Mid-Atlantic Youth Sportsplex
- Crown Sports Center
- Fruitland Recreational Park and Annex
- East Wicomico Little League Park/Winter Place Park
- Henry S. Parker Athletic Complex
- Gordy Park
- Mason Dixon Sports Complex
- Eastside Sports Complex and Willards Park
- Sports at the Beach
- Lower Sussex Little League Complex
- River Soccer Complex
- Sussex Sports Center (Sandhill Fields)

There has been relatively limited change in the supply of outdoor sports fields in the local area since January 2020. Sandhill Fields in Georgetown, Delaware, opened in September 2020 and currently offers eight rectangular fields as well as pickleball courts, trails, and other amenities. Facility management is currently planning to develop a 30,000 SF indoor fieldhouse, which will be discussed later in this study update.

Supply of Local Indoor Sports Facilities

- Wicomico Youth & Civic Center
- Crown Sports Center
- Ocean City Convention Center
- Northside Park Recreation Complex
- Worcester County Recreation Center

Similar to outdoor sports facilities, there has been relatively limited change in the supply of area indoor sports facilities since January 2020. The Ocean City Convention Center (OCCC) recently added 30,000 SF of exhibit space, a 15,000 SF gallery and other improvements. The OCCC is assumed to be a complementary asset to the proposed new fieldhouse.

SUPPLY OF REGIONAL INDOOR AND OUTDOOR SPORTS FACILITIES

Regional outdoor and indoor sports facilities profiled as part of the previous study are listed below. Regional facilities are defined as those within a 150-mile radius.

Supply of Regional Outdoor Sports Facilities

- Maryland Soccerplex & Adventist Healthcare Fieldhouse
- Hampton Roads Soccer Complex
- Kirkwood Soccer Complex
- Warhill Sports Complex
- Cedar Lane Regional Park
- Carsins Run
- Calvert Regional Park
- DE Turf Sports Complex
- River City Sportsplex
- Striker Park
- West Creek Complex
- Baron Cameron Park
- The Harford Polo Grounds
- Bob Lucido Fields at Covenant Park
- Princess Anne Athletic Complex
- Publix Virginia Soccer Training Center
- Embrey Mill Park
- Philip A. Bolen Memorial Park
- Legacy Park
- The Ripken Experience

The following summarizes significant changes in the supply of regional outdoor sports fields since January 2020.

Warhill Sports Complex in Williamsburg, VA – A master plan was completed in 2021 for Warhill Sports Complex which calls for four additional rectangular fields and six additional diamond fields.

Calvert Regional Park in North East, MD – The County recently added four additional rectangular grass fields as well as paved parking.

The Ripken Experience in Aberdeen, MD – Ripken Baseball opened two new baseball fields in 2022 with the objective of hosting more teams at competitions.

Potential New Athletic Complex and Youth Soccer Development Facility in Harrison, NJ – A private developer is planning to build an athletic complex and youth soccer development facility on 385 acres in the Richwood section of the Harrison Township in Gloucester County, NJ. The complex could include up to 60 artificial turf and grass fields, two hotels and up to 200,000 SF of bars, restaurants and other retail outlets. As of November 2022, secondary sources report that no project blueprints have been submitted for the Townships review.

Potential New Sports Complex in St. Mary's County, MD – St. Mary's County is considering developing a new sports complex which could include multi-purpose outdoor sports fields. The County anticipates that the proposed fields would accommodate both amateur leagues, tournaments and other recreational play. The outdoor fields could be part of a larger development that includes an indoor fieldhouse, which is discussed in the following section.

Liberty Sports Park in Upper Marlboro, MD – Opened in October 2022, Liberty Sports Park offers 10 rectangular fields, six of which are turf and four natural grass. The objective of the complex is to be the Mid-Atlantic region’s premier sports vacation destination. Initial estimates state the complex will be utilized approximately 30 weekends annually and generate more than 344,000 visits. The facility is operated by Green Branch Management Group.

Potential Redevelopment of Bader Field in Atlantic City, NJ – According to the Atlantic City Sports Commission, there are multiple proposals for the redevelopment of Bader Field, many of which include sporting facilities such as outdoor fields and indoor areas. Other potential developments include mixed-use and a racetrack, among other options.

Supply of Regional Indoor Sports Facilities

- Boo Williams Sportsplex
- Maryland Soccerplex & Adventist Healthcare Fieldhouse
- Spooky Nook Sports
- The St. James
- Virginia Beach Fieldhouse
- Virginia Beach Sports Center (planned at the time of the previous study)
- 76ers Fieldhouse

The following summarizes significant changes in the supply of regional indoor sports facilities.

Virginia Beach Sports Center in Virginia Beach, VA – The Virginia Beach Sports Center, which opened in 2020, offers 12 basketball courts or 24 volleyball courts, a 200-meter, hydraulically banked track, seating for 5,000 spectators, ticket office, meeting rooms, locker rooms, and other amenities. The 12 basketball courts are approximately 117,000 SF and the track venue is 70,500 SF. This venue is across the street from the Virginia Beach Convention Center, approximately one mile from the beach and proximate to more than 11,000 overnight accommodations. The facility is owned by the City of Virginia Beach and operated by Eastern Sports Management – the same private management company that currently operates the Virginia Beach Field House.

Iron Peak Sports and Events in Hillsborough, NJ – This complex, which recently opened, offers four basketball courts or eight volleyball courts, an indoor field within a 86,000 SF domed bubble, batting tunnels, meeting spaces and three outdoor turf fields. The mission of the facility is to provide Hillsborough and the surrounding community with a unique, state-of-the-art facility for competition, training and special events while promoting a healthy lifestyle. The facility is operated by a private management company.

Henrico Sportsplex in Henrico, VA – Construction recently began on the indoor Henrico Sportsplex which is planned to include 12 basketball courts or 24 volleyball courts, a 4,500-seat arena with stadium seating, meeting rooms, concessions, and other amenities. The facility is designed to attract regional and national tournaments as well as local sports and community events. The facility will be part of a larger redevelopment of the Virginia Center Commons property, which also includes plans for a hotel and a mix of retail and residential uses. The indoor

sports facility is expected to open in September 2023 while the hotel and other developments will be constructed at an undetermined date.

Potential New Sports Complex in St. Mary's County, MD – As previously noted, St. Mary's County is considering developing a new sports complex. In addition to outdoor fields, the development could include an indoor fieldhouse capable of accommodating diverse sports competitions including those related to basketball, volleyball, wrestling, etc.

Potential Sandhill Fields Fieldhouse in Georgetown, DE – Management of Sandhill Fields is planning to develop a 30,000 SF fieldhouse which would offer turf and sport court areas. The facility is anticipated to open in 2023.

SUPPLY OF NATIONAL INDOOR AND OUTDOOR SPORTS FACILITIES

In addition to the previously profiled facilities in the region, there is a significant supply of both indoor and outdoor sports-tourism focused facilities throughout the broader U.S. that is continuously growing. Some of these facilities would also compete with the proposed sports complex for certain event activities such as National competitions. Many of these facilities are located in popular destinations with beaches, entertainment, hotels, etc. and have excellent vehicular and air access. For instance, the sports facilities below are located in Myrtle Beach, SC and proximate to the beach, hotels, entertainment, dining, and the Myrtle Beach International Airport. This list is not meant to be an all-inclusive list.

- Grand Park Athletic Complex – 9 diamond turf fields, 2 natural turf youth fields
- Ned Donkle Athletic Sports Complex – 7 natural turf diamond fields
- Ripken Experience – 9 diamond fields
- North Myrtle Beach Park and Sports Complex – 8 multipurpose fields, 6 diamond fields. There are currently plans to expand the complex to add six diamond and six rectangular fields
- John T. Rhodes Myrtle Beach Sports Center – 8 hardwood basketball courts (16 volleyball courts)

SPORTS PARTICIPATION TRENDS UPDATE

In recent years, sports participation trends were materially impacted due to the environment created by the COVID-19 pandemic. Data used to analyze recent participation trends was obtained by the Sports & Fitness Industry Association (SFIA), a leading trade association focused on advocacy, thought leadership, and research. The SFIA 2022 Topline Participation Report study results are based on completed surveys and interviews with 18,000 individuals who are ages 6 and older. Responses were weighted by SFIA to balance the data and ensure it to be reflective of the U.S. population with consideration given to multiple demographic variables.

Overall sports participation, in terms of both number of participants and participation rate, increased measurably from 2019 to 2021, as shown in the table below.

Overall Sports Participation in the U.S. - Population Aged 6+					
Category	2019	2020	2021	1-YR Change	2-YR Change
Number of Participants (Millions)	221.6 M	229.7 M	232.6 M	1.3%	5.0%
Participation Rate	73.2%	75.6%	76.3%	0.9%	4.2%

Source: SFIA Topline Participation Report 2022.

However, over this period, the levels of participation in different sports and settings experienced significant shifts and changes due primarily to the environment created by the COVID-19 pandemic, with key trends as follows:

- Pandemic-friendly activities, including golf, tennis, biking, running, and a various other outdoor sporting activities surged in popularity during the pandemic as well as at-home/virtual sporting and fitness activities.
- Team sports, especially organized, were severely impacted at the outset of the pandemic with closures of schools and facilities across the country and periods of social distancing and other guidelines. There was however an increase in casual/recreational participation of many team sports including touch football, volleyball, and basketball.
- The impacts of the pandemic varied across the country due to differing state and local policies on closures and operating guidelines/restrictions.

Overall participation in most team sports rebounded in 2021, however many remained below pre-pandemic levels as a result of lingering restrictions and variations in the timing and choices of individuals to resume such sports. Fast-pitch softball, court volleyball, gymnastics, and cheerleading all rebounded from participation losses experienced in 2020, but remained lower than 2019, while basketball, tackle football, and outdoor soccer, all had higher overall participation in 2021 than 2019.

In terms of core participation (defined in the table below by sport) and as to be expected, the impacts of the COVID-19 pandemic were felt much harder. With the exception of basketball,

core participation in every team sport analyzed was down or flat in 2020, and despite some recovery in 2021, many remained significantly below pre-pandemic levels. The 2-year change in core participation from 2019 to 2021 for baseball, cheerleading, gymnastics, lacrosse, indoor soccer, slow-pitch softball, and wrestling all reflect double-digit decreases. These and other trends are shown in the table below.

U.S. Participation in Select Team Sports - Population Aged 6+ (in millions)											
Sport	2019	2020	2021	1-YR Change	2-YR Change	Sport	2019	2020	2021	1-YR Change	2-YR Change
Baseball (Casual) 1 - 12 Times	6.655	8.089	7.392	-8.6%	11.1%	Lacrosse (Casual) 1 - 12 Times	1.021	0.902	1.009	11.9%	-1.2%
Baseball (Core) 13+ Times	9.149	7.643	8.195	7.2%	-10.4%	Lacrosse (Core) 13+ Times	1.094	0.982	0.883	-10.1%	-19.3%
Basketball (Total)	24.917	27.753	27.135	-2.2%	8.9%	Soccer (Indoor - Total)	5.336	5.440	5.408	-0.6%	1.3%
Basketball (Casual) 1 - 12 Times	9.669	11.962	11.019	-7.9%	14.0%	Soccer (Indoor - Casual) 1 - 12 Times	2.581	3.377	3.054	-9.6%	18.3%
Basketball (Core) 13+ Times	15.248	15.791	16.116	2.1%	5.7%	Soccer (Indoor - Core) 13+ Times	2.755	2.063	2.354	14.1%	-14.6%
Cheerleading (Total)	3.752	3.308	3.465	4.7%	-7.6%	Soccer (Outdoor - Total)	11.913	12.444	12.556	0.9%	5.4%
Cheerleading (Casual) 1 - 25 Times	1.934	1.931	2.030	5.1%	5.0%	Soccer (Outdoor - Casual) 1 - 25 Times	6.864	8.360	7.586	-9.3%	10.5%
26+ Times	1.817	1.377	1.435	4.2%	-21.0%	Soccer (Outdoor - Core) 26+ Times	5.050	4.084	4.970	21.7%	-1.6%
Football (Flag - Total)	6.783	7.001	6.889	-1.6%	1.6%	Softball (Fast-Pitch - Total)	2.242	1.811	2.088	15.3%	-6.9%
Football (Flag - Casual) 1 - 12 Times	3.794	4.287	4.137	-3.5%	9.0%	Softball (Fast-Pitch - Casual) 1 - 25 Times	0.993	0.650	0.934	43.7%	-5.9%
Football (Flag - Core) 13+ Times	2.989	2.714	2.752	1.4%	-7.9%	Softball (Fast-Pitch - Core) 26+ Times	1.250	1.162	1.154	-0.7%	-7.7%
Football (Tackle - Total)	5.107	5.054	5.228	3.4%	2.4%	Softball (Slow-Pitch - Total)	7.071	6.349	6.008	-5.4%	-15.0%
Football (Tackle - Casual) 1 - 25 Times	2.413	2.390	2.642	10.5%	9.5%	Softball (Slow-Pitch - Casual) 1 - 12 Times	3.023	2.753	2.729	-0.9%	-9.7%
Football (Tackle - Core) 26+ Times	2.694	2.665	2.586	-3.0%	-4.0%	Softball (Slow-Pitch - Core) 13+ Times	4.048	3.596	3.279	-8.8%	-19.0%
Football (Touch - Total)	5.171	4.846	4.884	0.8%	-5.6%	Volleyball (Court - Total) 1 - 12 Times	6.487	5.410	5.849	8.1%	-9.8%
Football (Touch - Casual) 1 - 12 Times	3.065	2.990	3.171	6.1%	3.5%	Volleyball (Court - Casual) 13+ Times	2.962	2.204	2.465	11.8%	-16.8%
Football (Touch - Core) 13+ Times	2.105	1.856	1.713	-7.7%	-18.6%	Volleyball (Court - Core)	3.525	3.206	3.384	5.6%	-4.0%
Gymnastics (Total)	4.699	3.848	4.268	10.9%	-9.2%	Wrestling (Total)	1.944	1.931	1.937	0.3%	-0.4%
Gymnastics (Casual) 1 - 49 Times	3.004	2.438	2.787	14.3%	-7.2%	Wrestling (Casual) 1 - 25 Times	1.189	1.239	1.290	4.1%	8.5%
Gymnastics (Core) 50+ Times	1.695	1.410	1.482	5.1%	-12.6%	Wrestling (Core) 26+ Times	0.755	0.692	0.647	-6.5%	-14.3%

Source: SFIA Topline Participation Report 2022.

Secondary sources report that sports participation and related tourism is expected to continue to recover in 2022, although new COVID-19 variants could temper demand. According to IBISWorld, a leading publisher of business intelligence specializing in industry and procurement research, the opportunity for today's youth to participate in sports at a higher competitive level than recreational play is appealing to many parents, particularly those aspiring college scholarships for their children as travel teams not only provide the training and practice to enhance athletic skills but can serve as a source of scouting and recruiting for colleges. Accordingly, families are willing to invest time and money to travel significant distances for regional and national competitions/events. Tournacations, a term that merges "tournament" and "vacation", are an increasing trend in sports tourism, particularly with youth sports, and many industry analysts predict this to continue.

SITE ASSESSMENT

Populous, a global architectural design firm, was tasked with evaluating the capacity of the proposed site to accommodate the recommended development program for the potential new sports complex, developing a diagrammatic concept, and summarizing relative pros and cons associated with the site.

The following depicts the existing site and is followed by the diagrammatic concept prepared by Populous. It should be noted that the objective of Populous' conceptual program and site plan was to confirm that the selected site was capable of accommodating the recommended market-supportable building program in a functional manner. Design services were outside the scope of this engagement and will need to be completed at a later stage.

Existing Proposed Sports Complex Site Location



Source: Google maps.

Proposed Sports Complex – Diagrammatic Concept



Plan Legend

- A. Indoor Field House (125K SF)
- B. Field House Parking
375 Spaces
- C. Tournament Central Area
- D. Soccer Field - Typ.
225' x 360'
Note: All Fields To Be Lighted
- E. Field Complex Parking
100 Spaces per Field
- F. Maintenance Area
- G. Storm Water Management/
Bio-Swale
- H. Future Expansion (20K SF)
- I. Perimeter Walking Trail
- J. Playground
- K. Future Complex Expansion
- L. Restrooms/Concessions - Typ.

- Natural Turf/Landscape
- Synthetic Turf

Site Evaluation Matrix

- EXCELLENT
- ADEQUATE
- POOR

PHYSICAL SITE FACTORS	
Site Size and Configuration	EXCELLENT
Ability of Site to Accommodate Future Expansion	EXCELLENT
Topography	EXCELLENT
Adequacy/Proximity Existing Utility Structure	EXCELLENT
Conflicts With Existing Utility Structure	EXCELLENT
Adequacy of Off-Site Infrastructure (Roads, Walks)	EXCELLENT
Environmental Remediation	EXCELLENT
Site Readiness to Build (Prep/Clearing/Demo)	EXCELLENT
VEHICULAR/PEDESTRIAN ACCESS	
Vehicular Access From Existing Road System	EXCELLENT
Pedestrian Access From Surrounding Districts	EXCELLENT
Proximity to All Transportation Networks	EXCELLENT
CONTEXTUAL DESIGN ISSUES	
Proximity to Existing Development Districts	EXCELLENT
Potential to Catalyze New Development	EXCELLENT
Visibility/Chic Image/Community Presence	EXCELLENT
Compatibility With Existing Master Plan Initiatives	EXCELLENT
Compatibility With Adjacent Land Uses	EXCELLENT

Worcester County Sports Complex



30 AUG 22 - DRAFT



The site plan includes 10 rectangular outdoor fields, several of which can also be utilized as baseball/softball diamonds; a 125,000 SF indoor fieldhouse with 10 basketball courts (or 20 volleyball courts) and 20,000 SF of indoor expansion space; a tournament central area, parking, a playground, support spaces such as lobby space, ticket office, restrooms, spectator seating, storage, etc.; and future expansion areas.

Populous prepared a site evaluation matrix that ranked physical site factors, vehicular/pedestrian access and contextual design issues in three general categories: Excellent, Adequate and Poor.

Factors that ranked as excellent include:

- Site size and configuration
- Topography
- Potential conflicts with existing utility structure
- Environmental remediation
- Site readiness to build
- Compatibility with adjacent land uses

A significant advantage of the site is that it is synergetic with adjacent properties including Stephen Decatur High School, which has existing outdoor fields as well as other existing County-owned outdoor fields in the area. Proximate existing fields could be utilized with the proposed new sports complex to accommodate sporting events requiring additional fields.

Factors ranked as adequate include:

- Ability of the site to accommodate future expansion
- Adequacy/proximity to existing utility structure
- Adequacy of off-site infrastructure
- Vehicular access from existing road system
- Proximity to alternative transportation networks
- Potential to catalyze new development
- Visibility/civic image/community presence
- Compatibility with existing master plan initiatives

Factors ranked as poor include:

- Pedestrian access from surrounding districts
- Proximity to existing development districts

Overall, the site has the capacity to accommodate the market-supportable building program for the proposed new sports complex and is generally considered to be adequate to excellent based on evaluation of physical site factors, vehicular/pedestrian access and contextual design issues. Populous' evaluation found limited attributes considered "poor".

ECONOMIC AND FISCAL IMPACT ANALYSIS UPDATE

Based on the limited market analysis conducted for this study update as well as the proposed site location, this section updates estimates of net new economic and fiscal benefits associated with the proposed new sports complex. While this section shows estimated economic and fiscal impacts of the sports complex in its entirety (indoor fieldhouse and outdoor fields combined), a breakdown by each component can be found within the Appendix.

GENERAL METHODOLOGY

Gross economic impacts represent all of the direct spending that could be associated with the proposed new sports complex. With that said, it is reasonable to assume that a portion of spending from attendees is displaced or would have occurred somewhere in the economy without the presence of the proposed new sports complex. As such, adjustments were made in this analysis to estimate the net new economic and fiscal impacts that could potentially be generated at the local and State levels from the proposed new sports complex in Berlin. This analysis estimates the net new economic and fiscal impacts to the economies under consideration separately. Net new impacts reflect spending associated with out-of-town attendees at new events as well as increased attendance at events that are currently taking place in other locations throughout the area. As an example, an attendee originating from outside the local area (or State for net new impacts to the State) is considered net new as they would not have visited the area if it were not for the proposed new sports complex. While not shown in this section, estimates of gross economic and fiscal impacts can be found in the Appendix.

Regional input-output models are typically used by economists as a tool to understand the flow of goods and services among regions and measure the complex interactions among them given an initial spending estimate.

Annual impacts start with the initial direct spending on facility operations as well as spending by attendees outside of the sports complex on items such as lodging, restaurants, retail, entertainment and transportation. For instance, an out-of-town attendee spends money staying at a local hotel and eating at a local restaurant.

Once the amount for direct spending is quantified, a calculated multiplier is applied to generate the indirect and induced effects. The sum of direct, indirect and induced effects equals total economic impact, which is expressed in terms of total output, employment (jobs) and earnings. This analysis also estimates the tax revenues generated from ongoing operations of the proposed new sports complex.

The amount and type of activity, origin of attendees, facility financial operations, industry trends, economic conditions, spending estimates, distribution of spending, multipliers and specific taxes quantified are variables that influence the economic and fiscal impact estimates.

Direct Spending

Estimating direct spending is the first step in calculating economic impact. Direct spending represents the initial change in spending that occurs as a direct result of ongoing operations of the proposed new sports complex. Direct spending occurs from facility operations as well as from attendee spending before and after events. Based on the estimated mix of event activity, attendees were categorized as either non-local daytrippers who travel to and from the event on the same day or non-local overnight attendees who generate room nights. Each group was assigned different per capita spending amounts based on data provided by the TOC, the Maryland Office of Tourism Development and other secondary industry research. In order to estimate the net new economic impact to the area, adjustments were made to gross direct spending to account for displacement (i.e. spending that would likely have occurred elsewhere in the economy without the presence of the proposed new sports complex) and leakage (i.e. spending that occurs outside of the area). Estimated spending by attendees originating from each economy under consideration was excluded to estimate net new direct spending at the local and State level.

The economic impacts shown in this section reflect the estimated net new impacts associated with the proposed new sports complex to the local level and the State. For purposes of this analysis, local is defined as Worcester County which includes the TOC.

Multiplier Effect

Additional economic impacts are produced through the re-spending of net new direct spending. To quantify the inputs needed to produce the total output, economists have developed multiplier models. The estimation of multipliers relies on input-output models, a technique for quantifying interactions between firms, industries and social institutions within a local economy. This analysis uses IMPLAN software and databases which are developed under exclusive rights by IMPLAN Group LLC. IMPLAN, which stands for Impact Analysis for Planning, is a computer software package that consists of procedures for estimating local input-output models and associated databases. The IMPLAN software package allows the estimation of the multiplier effects of changes in final demand for one industry on all other industries within a defined economic area. Its proprietary methodology includes a matrix of production and distribution data among all counties in the U.S. As such, the advantages of this model are that it is sensitive to both location and type of spending and can provide indirect and induced spending, employment and earnings information by specific industry category while considering the leakages associated with the purchase of certain goods and services outside the economy under consideration.

Once the direct spending amounts are assigned to an appropriate industry category, the IMPLAN model estimates the economic multiplier effects for each type of direct new spending attracted to or retained in the area resulting from ongoing operations of the proposed new sports complex. The total output multiplier is used to estimate the aggregate total spending

that occurs beginning with direct spending and continuing through successive rounds of re-spending which are generally referred to as indirect and induced effects on the area economy.

Indirect and Induced Impacts

Indirect impacts reflect the re-spending of the initial or direct expenditures, or the business-to-business transactions required to satisfy the direct effect (e.g. impacts from non-wage expenditures). For example, an attendee's direct expenditures at a restaurant require the restaurant owner to purchase food and items from suppliers. The portion of these restaurant purchases that are spent within the area economy are indirect impacts.

Induced impacts reflect changes in local spending by households on goods and services that result from income changes in the directly and indirectly affected industry sectors (e.g. impacts from wage expenditures). For instance, a server at a restaurant could have more personal income due to an attendee's visit to the restaurant. The amount of increased income that the employee spends in the community is an induced impact.

The model generates estimates of these impacts through a series of relationships using average wages, prices and transportation data, considering commute patterns and the relative interdependence of the economy on outside regions for goods and services.

Total Economic Impact

The calculated multiplier effect is then added to the direct impact to quantify the total economic impact in terms of total output, employment and earnings, which are defined below.

Total Output represents the sum of direct, indirect and induced spending effects generated from operations of the proposed new sports complex. This calculation measures the total dollar change in output that occurs in the local economy for each dollar of output delivered to final demand.

Employment (Jobs) represents the number of full-time and part-time jobs supported by operations of the proposed new sports complex. The employment multiplier measures the total change in the number of jobs supported in the local economy for each additional \$1.0 million of output delivered to final demand. It should be noted that a person can hold more than one job, so total jobs are not necessarily the same as the count of employed persons. Further, the total number of jobs does not only reflect employees working at the proposed facilities but rather the total number of jobs that are directly and indirectly supported on an annual basis in multiple sectors of the economy due to the ongoing operations of the proposed new sports complex.

Earnings (Personal Income) represent the wages and salaries earned by employees of businesses associated with or impacted by operations of the proposed new sports complex. In other words, the multiplier measures the total dollar change in earnings of households employed by the affected industries for each additional dollar of output delivered to final demand.

Tax Revenues

The estimated spending generated from ongoing operations of the proposed new sports complex also creates tax revenues for the local and State economies. Experience in other markets suggests that while a significant portion of the direct spending likely occurs near the facility, additional spending occurs in other surrounding economies. Major tax sources impacted by the proposed new sports complex were identified and taxable amounts were estimated to apply to each respective tax rate. This analysis estimates the revenues generated from room tax, admissions and amusement tax, food and beverage tax and personal income tax at the local level; and sales and use tax, personal income tax, corporate income tax, and motor vehicle rental tax at the State level. While other taxes may be positively impacted by operations of the proposed new sports complex, they are not quantified in this analysis.

The following provides a description of the taxes estimated in this analysis.

Local Taxes

Admissions and Amusement Tax – The admissions and amusement tax is a local tax collected by the Comptroller's Office for Maryland's counties and Baltimore City, incorporated cities and towns and the MSA. The tax is imposed on the gross receipts from admissions, the use or rental of recreational or sports equipment and the sale of merchandise, refreshments or services at a nightclub or similar place where entertainment is provided. The admissions and amusement tax rate varies by locality and by activity. For purposes of this analysis, the appropriate tax rate was applied to the portion of direct spending on entertainment estimated to occur in the local economies under consideration.

Food and Beverage Tax – A 0.5% local sales tax on food and beverages is imposed in the TOC for the purpose of paying the principal and interest on bonds issued to finance the construction, reconstruction, repair, renovation and equipment of the OCCC. The tax is applicable to most food and beverage sales except those for consumption off premises or vending machine sales. For purposes of this analysis, this rate was applied to the portion of direct spending on food and beverage estimated to occur in the TOC.

Local Personal Income Tax – Worcester County imposes a personal income tax of 2.25% which is calculated as a percentage of taxable income. For purposes of this analysis and based on public information obtained online from the Comptroller of Maryland's office, an effective tax rate was calculated and applied to a portion of County-level earnings estimated to be generated from operations of the proposed new sports complex. Because local income tax is based on where a person lives, not where they work, only a portion of personal income taxes generated from the operations of the proposed new sports complex occurs in the County.

Room Tax – Beginning in January 2020, the rental of hotel or motel rooms, apartments, condominiums, cottages, mobile homes and any other sleeping accommodation to an individual for less than four months and one day in the County was subject to a 5.0% room tax. It should be noted that the TOC and County are currently pursuing an increase in the room tax

rate from 5.0% to 6.0%. For purposes of this analysis, the 5.0% tax rate was applied to the portion of direct spending on overnight accommodations estimated to occur in the local area.

State of Maryland Taxes

In general terms, all State tax proceeds are collected in the State's General Fund and then allocated to a variety of program areas, such as education, transportation and public safety, among others. As such, individual revenue sources, such as the sales and use tax, are not designated to fund specific programs. As a result of this process, municipalities and counties may benefit from a variety of State and locally administered programs. For purposes of this analysis, only collections have been quantified, without regard as to how these funds are ultimately spent through the individual State departments/funds. The following describes the State-level taxes quantified in this analysis.

Corporate Income Tax – A corporate income tax of 8.25% of corporate federal taxable income adjusted by State modifications is levied by the State of Maryland on corporations. For purposes of this analysis and based on public information obtained online from the Comptroller of Maryland's office, an effective tax rate was calculated and applied to State-level output estimated to be generated by the proposed new outdoor field complex and indoor fieldhouse operations.

Motor Vehicle Rental Tax – The State imposes an 11.5% tax on short-term passenger car and recreational vehicle rentals. This tax rate was applied to a portion of direct transportation spending in the State.

Personal Income Tax – The State of Maryland imposes a personal income tax assessed against personal income earned in the State. The State income tax is a graduated rate ranging from 2.0% to 5.75% of taxable income. Effective January 2020, nonresidents are subject to a special tax rate of 2.25% in addition to the State income tax rate. For purposes of this analysis and based on public information obtained online from the Comptroller of Maryland's office, an effective tax rate was calculated and applied to a portion of State-level earnings estimated to be generated by the proposed new sports complex operations.

Sales and Use Tax – The State of Maryland collects 6% sales and use tax from sales and leases of tangible personal property and services throughout the State and a 9% tax on alcoholic beverages. For purposes of this analysis, the 6% tax rate is applied to estimated taxable spending at the State level generated from the proposed new sports complex operations, which represents a conservative estimate relative to the sale of alcoholic beverages.

KEY ASSUMPTIONS

The following key assumptions were used to develop the updated estimates of event usage and economic and fiscal impacts for the proposed new sports complex. It should be noted that these assumptions are preliminary and should continue to be refined as decisions related to the sports complex design and other operating characteristics evolve.

- The proposed new sports complex is located at the proposed site which is adjacent to Stephen Decatur High School and near the intersection of Route 50 and 113 in Berlin.
- The proposed new sports complex is designed and constructed to be a high-quality tournament facility that is competitive with industry leading facilities.
- The proposed new sports complex is operated by personnel who specialize in managing similar facilities.
- Booking is primarily focused on sports tourism events that generate room nights and economic impact.
- The sports complex is aggressively marketed by established tourism agencies at the local and State levels.
- A high level of quality customer service will be provided by management and local tourism and hospitality agencies/organizations/companies.
- Cooperative coordination will occur amongst facility management and tourism/hospitality stakeholders at the local and State levels.
- Hotels will actively support sports tourism initiatives (and potentially modify some existing policies) by:
 - Providing access to room blocks to support participants year-round, including summer.
 - Adjusting the required minimum stay lengths to accommodate tournament participant needs.
 - Working with promoters that utilize a stay-to-play model.
- No other similar, competitive facility is built or expanded in the region other than those noted in the study update.
- No major economic fluctuations, acts of nature, or cataclysmic events occur that could adversely impact the dynamics of the project.
- Estimates do not reflect any potential future implications in the sports industry resulting from COVID-19.

USAGE ASSUMPTIONS

The proposed new sports complex is estimated to host 54 to 64 tournaments annually that generate between 423,325 and 501,525 total attendee days (defined as total attendance multiplied by event length).

Proposed New Sports Complex in Berlin, MD			
Estimate of Annual Usage (Stabilized Year)			
Tournament Activity	Range		
Total Events	54	-	64
Total Event Days	135	-	160
Number of Participants	54,110	-	64,070
Number of Spectators	115,220	-	136,540
Total Attendance	169,330	-	200,610
Average Length of Stay (Days)	2.5	-	2.5
Total Attendee Days	423,325	-	501,525

Note: Estimates only reflect tournament play; activity related to leagues, recreation, etc. is not included.

Adjustments were made to the estimate of total attendee days to quantify the net new economic impacts at both the local and State levels.

In addition to tournament activity, the proposed new sports complex could host additional activities such as County sports programs, clinics, leagues, etc.

ESTIMATED ANNUAL NET NEW ECONOMIC IMPACTS

The table below summarizes the estimated annual net new economic impacts generated from ongoing operations of the proposed new sports complex in a stabilized year of operations in terms of output (i.e. direct, indirect and induced spending), total jobs and total earnings.

Proposed New Sports Complex in Berlin, MD						
Estimate of Annual Net New Economic Impacts Generated from Ongoing Operations (Stabilized Year)						
Category	Worcester County			State of Maryland		
	Range			Range		
Output						
Direct Spending	\$58,900,000	-	\$69,800,000	\$46,500,000	-	\$55,100,000
Indirect & Induced Spending	23,100,000	-	27,200,000	33,800,000	-	39,900,000
Total Output	<u>\$82,000,000</u>	-	<u>\$97,000,000</u>	<u>\$80,300,000</u>	-	<u>\$95,000,000</u>
Total Jobs (Full-Time & Part-Time)	830	-	980	720	-	860
Total Earnings	\$30,100,000	-	\$35,700,000	\$31,500,000	-	\$37,300,000

Notes: Local level impacts are shown for Worcester County and include those occurring in the TOC.

Local and State amounts are **not** additive.

Total jobs represents full-time and part-time positions sustained on an annual basis.

As shown, total output (i.e. direct, indirect and induced spending) associated with ongoing operations of the proposed new sports complex in a stabilized year of operations is estimated to range from \$82.0 million to \$97.0 million annually at the local level and from \$80.3 million to \$95.0 million annually at the State level.

Outputs from the IMPLAN model indicate that this new spending is estimated to support between 830 and 980 new full-time and part-time jobs and between \$30.1 million and \$35.7 million in earnings annually at the local level and between 720 and 860 new full-time and part-time jobs and \$31.5 million and \$37.3 million at the State level. It should be noted that a person can hold more than one job, so total jobs are not necessarily the same as the count of employed persons.

ESTIMATED ANNUAL NET NEW TAX REVENUES

Net new tax revenues generated from ongoing operations of the proposed new sports complex are estimated to range from approximately \$1.7 million to \$2.0 million at the local level and from \$4.9 million to \$5.8 million in the State in a stabilized year of operations.

Proposed New Sports Complex in Berlin, MD			
Estimate of Annual Net New Tax Revenues Generated from Ongoing Operations (Stabilized Year)			
	Range		
Local			
Room Tax	\$930,000	-	\$1,100,000
Admissions & Amusement Tax	280,000	-	340,000
Food & Beverage Tax	70,000	-	80,000
Local Personal Income Tax	420,000	-	490,000
Total	\$1,700,000	-	\$2,010,000
State of Maryland			
Sales and Use Tax	\$3,270,000	-	\$3,870,000
Personal Income Tax	1,290,000	-	1,530,000
Corporate Income Tax	270,000	-	310,000
Motor Vehicle Rental Tax	60,000	-	80,000
Total	\$4,890,000	-	\$5,790,000
Grand Total	\$6,590,000		\$7,800,000

It should be noted that tax revenues generated by the proposed new sports complex would be positively impacted by any tax rate increases in the future.

The proposed new indoor fieldhouse is estimated to account for approximately 48% of estimated economic and fiscal impacts and the proposed new outdoor sports field complex is estimated to account for approximately 52%.

CONSTRUCTION BENEFITS

Although not quantified in this analysis, construction costs associated with development of a new sports complex would provide additional economic and fiscal impacts to the local area and the State during the construction period. These benefits would include the creation of jobs

which produce earnings for area residents as well as increased tax revenues from the purchase of materials and supplies.

QUALITATIVE BENEFITS

In addition to economic and fiscal benefits, the local and State economies would benefit from ongoing operations of the proposed new sports complex in several ways, including the following tangible and intangible benefits.

- Enhancing the overall quality of life and livability of the area
- Attracting a critical mass of visitors annually that supports area businesses
- Increasing the development of elite-level sport participants in the area
- Offering a first-class venue to residents and visitors that hosts diverse sports activity
- Enhancing the area's image as a destination
- Capitalizing on existing tourism efforts
- Broadening market reach to new visitors
- Attracting visitors during non-peak months
- Receiving increased State, regional and national media exposure through hosting tournament activity
- Increasing property values surrounding the site
- Serving as a catalyst for future economic development in the area
- Broadening the area's economic base
- Generating private sector development and/or funding

SUMMARY OF STUDY UPDATE FINDINGS

The purpose of this study update is to 1.) update certain aspects of the market and economic analysis that was completed in January 2020 and released in November 2021 to reflect current market conditions and other key assumptions associated with the proposed sports complex at the selected site location and 2.) to provide a site assessment of the current site location under consideration.

As it relates to the previous study, it was noted that there is demand for both the indoor and outdoor components of the proposed sports complex. It was also noted that both components would face several market challenges such as a relatively limited local population base, competition from existing and planned facilities, and potential challenges associated with vehicular/air accessibility. As such, it was recommended that the proposed indoor and outdoor components of the sports complex be designed and constructed as a high-quality tournament facility, operated by personnel who specialize in managing similar facilities, and aggressively marketed by established tourism agencies.

Based on the market research conducted as part of the previous study, market supportable building program recommendations were provided, which included a minimum of 8 to 10 tournament-quality multi-purpose outdoor fields and an indoor fieldhouse with a minimum of 8 to 10 tournament-quality basketball courts (or 16 to 20 volleyball courts). Other indoor and outdoor support areas and amenities such as seating, parking, lobbies, meeting/team rooms, etc. were also recommended. Given the relatively small local population, it was noted that an indoor turf surface that could be overlaid onto the courts could be considered to increase year-round usage for recreational uses during non-peak times as well as fee-based activities such as practice, training, etc. It was noted that strategic programming and pricing as well as storage of the turf would need to be considered.

As it relates to this study update, a primary change since January 2020 is the selection of a potential site located adjacent to Stephen Decatur High School and near the intersection of Route 50 and 113 in Berlin. The site assessment conducted by Populous indicates that it has the capacity to accommodate the market-supportable building program for the proposed new sports complex and is generally considered to be adequate to excellent based on evaluation of physical site factors, vehicular/pedestrian access, and contextual design issues.

Other primary market-related changes occurring after January 2020 and outlined in this study update include the adverse impact of COVID-19 on sports participation levels and changes to the competitive landscape.

Although sports participation was negatively impacted in 2020 as a result of COVID-19, trends indicate participation rebounded in 2021 and is expected to continue to do so in 2022. Participation in several team sports such as basketball and outdoor soccer had higher overall participation in 2021 than in 2019. These trends are a testament to the resilience of sports.

Several indoor and outdoor sports facilities have either expanded or been constructed since January 2020 adding to the significant supply of competitive facilities profiled in the previous study. New sports facilities are constantly being evaluated and/or developed, as communities recognize the economic benefits associated with sports tourism. As such, the competitive landscape should be continuously monitored.

A primary advantage of the proposed sports complex in Berlin in comparison to many existing and planned facilities in the region is its proposed proximity to the TOC, which is a well-known destination given the diverse amenities offered including the beach, entertainment, dining, retail, etc. With that said, there are several existing indoor and outdoor sports facilities along the East Coast such as those in Virginia Beach that also offer these amenities as well as excellent accessibility. While the previous building program recommendations remain market supportable, market research indicates obtaining an operating team that specializes in managing similar facilities, exploring potential partnerships for programming, and developing an aggressive marketing strategy are of paramount importance.

Based on the market research conducted to date, the proposed sports complex would likely operate at a deficit, which is not unlike other similar facilities. With that said, there could be opportunities for the proposed sports complex to generate non-operating revenues such as exclusivity rights, facility naming rights, etc. to help mitigate the potential loss. These potential non-operating revenues are highly market driven and would need to be tested through an extensive pre-development marketing initiative. Many similar facilities are built for their ability to generate economic activity. The proposed sports complex is estimated to generate significant economic impacts at the local and State levels. Further, the proposed sports complex is estimated to generate tax revenues to the TOC, County and the State.

NEXT STEPS

Typical next steps in the development planning process include:

- Exploring potential operating and programming partnerships with various public and/or private organizations with extensive experience booking, marketing and servicing the target market.
- Developing a well-defined mission statement, booking policy and rate structure.
- Developing a solid, sustainable financial plan that addresses both ongoing operational needs and long-term capital improvement needs.
- Creating a funding plan that covers development costs, which may include both public and private sector partners.

APPENDIX

ESTIMATED ANNUAL USAGE BY FACILITY & COMBINED

Proposed New Indoor Fieldhouse in Berlin, MD			
Estimate of Annual Usage (Stabilized Year)			
Tournament Activity	Range		
Total Events	34	-	40
Total Event Days	85	-	100
Total Number of Participants	26,110	-	30,470
Total Number of Spectators	52,220	-	60,940
Total Attendance	78,330	-	91,410
Average Length of Stay (Days)	2.5	-	2.5
Total Attendee Days	195,825	-	228,525
Total Net New Attendee Days - Local	186,030	-	217,100
Total Net New Attendee Days - State	146,871	-	171,395

Proposed New Outdoor Sports Field Complex in Berlin, MD			
Estimate of Annual Usage (Stabilized Year)			
Tournament Activity	Range		
Total Events	20	-	24
Total Event Days	50	-	60
Number of Participants	28,000	-	33,600
Number of Spectators	63,000	-	75,600
Total Attendance	91,000	-	109,200
Average Length of Stay (Days)	2.5	-	2.5
Total Attendee Days	227,500	-	273,000
Total Net New Attendee Days - Local	204,750	-	245,700
Total Net New Attendee Days - State	159,250	-	191,100

Proposed New Sports Complex in Berlin, MD			
Estimate of Annual Usage (Stabilized Year)			
Tournament Activity	Range		
Total Events	54	-	64
Total Event Days	135	-	160
Number of Participants	54,110	-	64,070
Number of Spectators	115,220	-	136,540
Total Attendance	169,330	-	200,610
Average Length of Stay (Days)	2.5	-	2.5
Total Attendee Days	423,325	-	501,525
Total Net New Attendee Days - Local	390,780	-	462,800
Total Net New Attendee Days - State	306,121	-	362,495

Note: Estimates only reflect tournament play; activity related to leagues, recreation, etc. is not included.

ESTIMATED ANNUAL NET NEW ROOM NIGHTS BY FACILITY & COMBINED

Proposed New Indoor Fieldhouse in Berlin, MD			
Estimate of Annual Net New Room Nights			
Range			
Local	44,600	-	52,100
State	35,200	-	41,100

Proposed New Outdoor Sports Field Complex in Berlin, MD			
Estimate of Annual Net New Room Nights			
Range			
Local	49,100	-	59,000
State	38,200	-	45,900

Proposed New Sports Complex in Berlin, MD			
Estimate of Annual Net New Room Nights			
Range			
Local	93,700		111,100
State	73,400		87,000

ESTIMATED ECONOMIC IMPACTS BY FACILITY & COMBINED – ANNUAL NET NEW

Proposed Indoor Fieldhouse in Berlin, MD						
Estimate of Annual Net New Economic Impacts Generated from Ongoing Operations (Stabilized Year)						
Category	Worcester County			State of Maryland		
	Range			Range		
Output						
Direct Spending	\$28,300,000	-	\$33,100,000	\$22,600,000	-	\$26,400,000
Indirect & Induced Spending	11,200,000	-	12,900,000	16,500,000	-	19,200,000
Total Output	\$39,500,000	-	\$46,000,000	\$39,100,000	-	\$45,600,000
Total Jobs (Full-Time & Part-Time)	400	-	460	350	-	410
Total Earnings	\$14,500,000	-	\$16,900,000	\$15,300,000	-	\$17,900,000

Proposed Outdoor Field Complex in Berlin, MD						
Estimate of Annual Net New Economic Impacts From Ongoing Operations (Stabilized Year)						
Category	Worcester County			State of Maryland		
	Range			Range		
Output						
Direct Spending	\$30,600,000	-	\$36,700,000	\$23,900,000	-	\$28,700,000
Indirect & Induced Spending	11,900,000	-	14,300,000	17,300,000	-	20,700,000
Total Output	\$42,500,000	-	\$51,000,000	\$41,200,000	-	\$49,400,000
Total Jobs (Full-Time & Part-Time)	430	-	520	370	-	450
Total Earnings	\$15,600,000	-	\$18,800,000	\$16,200,000	-	\$19,400,000

Proposed New Sports Complex in Berlin, MD						
Estimate of Annual Net New Economic Impacts Generated from Ongoing Operations (Stabilized Year)						
Category	Worcester County			State of Maryland		
	Range			Range		
Output						
Direct Spending	\$58,900,000	-	\$69,800,000	\$46,500,000	-	\$55,100,000
Indirect & Induced Spending	23,100,000	-	27,200,000	33,800,000	-	39,900,000
Total Output	\$82,000,000	-	\$97,000,000	\$80,300,000	-	\$95,000,000
Total Jobs (Full-Time & Part-Time)	830	-	980	720	-	860
Total Earnings	\$30,100,000	-	\$35,700,000	\$31,500,000	-	\$37,300,000

Notes: Local level impacts are shown for Worcester County and include those occurring in the TOC.
 Local and State amounts are **not** additive.
 Total jobs represents full-time and part-time positions sustained on an annual basis.

ESTIMATED ECONOMIC IMPACTS BY FACILITY & COMBINED – ANNUAL GROSS

Proposed Indoor Fieldhouse in Berlin, MD						
Estimate of Annual Gross Economic Impacts from Ongoing Operations (Stabilized Year)						
Category	Worcester County			State of Maryland		
	Range			Range		
Output						
Direct Spending	\$29,800,000	-	\$34,700,000	\$29,800,000	-	\$34,700,000
Indirect & Induced Spending	11,700,000	-	13,700,000	21,600,000	-	25,300,000
Total Output	<u>\$41,500,000</u>	-	<u>\$48,400,000</u>	<u>\$51,400,000</u>	-	<u>\$60,000,000</u>
Total Jobs (Full-Time & Part-Time)	420	-	490	460	-	540
Total Earnings	\$15,200,000	-	\$17,700,000	\$20,200,000	-	\$23,500,000

Proposed Outdoor Field Complex in Berlin, MD						
Estimate of Annual Gross Economic Impacts from Ongoing Operations (Stabilized Year)						
Category	Worcester County			State of Maryland		
	Range			Range		
Output						
Direct Spending	\$33,900,000	-	\$40,700,000	\$33,900,000	-	\$40,700,000
Indirect & Induced Spending	13,200,000	-	15,800,000	24,500,000	-	29,300,000
Total Output	<u>\$47,100,000</u>	-	<u>\$56,500,000</u>	<u>\$58,400,000</u>	-	<u>\$70,000,000</u>
Total Jobs (Full-Time & Part-Time)	480	-	570	530	-	640
Total Earnings	\$17,300,000	-	\$20,800,000	\$23,000,000	-	\$27,600,000

Proposed New Sports Complex in Berlin, MD						
Estimate of Annual Gross Economic Impacts from Ongoing Operations (Stabilized Year)						
Category	Worcester County			State of Maryland		
	Range			Range		
Output						
Direct Spending	\$63,700,000	-	\$75,400,000	\$63,700,000	-	\$75,400,000
Indirect & Induced Spending	24,900,000	-	29,500,000	46,100,000	-	54,600,000
Total Output	<u>\$88,600,000</u>	-	<u>\$104,900,000</u>	<u>\$109,800,000</u>	-	<u>\$130,000,000</u>
Total Jobs (Full-Time & Part-Time)	900	-	1,060	990	-	1,180
Total Earnings	\$32,500,000	-	\$38,500,000	\$43,200,000	-	\$51,100,000

Notes: Local level impacts are shown for Worcester County and include those occurring in the TOC.

Local and State amounts are **not** additive.

Total jobs represents full-time and part-time positions sustained on an annual basis.

ESTIMATED TAX REVENUES BY FACILITY & COMBINED – ANNUAL NET NEW

Proposed Indoor Fieldhouse in Berlin, MD			
Estimate of Annual Net New Tax Revenues Generated from Ongoing Operations (Stabilized Year)			
	Range		
Local			
Room Tax	\$440,000	-	\$520,000
Admissions & Amusement Tax	140,000	-	170,000
Food & Beverage Tax	30,000	-	40,000
Local Personal Income Tax	200,000	-	230,000
Total	\$810,000	-	\$960,000
State of Maryland			
Sales and Use Tax	\$1,580,000	-	\$1,840,000
Personal Income Tax	630,000	-	730,000
Corporate Income Tax	130,000	-	150,000
Motor Vehicle Rental Tax	30,000	-	40,000
Total	\$2,370,000	-	\$2,760,000
Grand Total	\$3,180,000		\$3,720,000

Proposed Outdoor Field Complex in Berlin, MD			
Estimate of Annual Net New Tax Revenues Generated from Ongoing Operations (Stabilized Year)			
	Range		
Local			
Room Tax	\$490,000	-	\$580,000
Admissions & Amusement Tax	140,000	-	170,000
Food & Beverage Tax	40,000	-	40,000
Local Personal Income Tax	220,000	-	260,000
Total	\$890,000	-	\$1,050,000
State of Maryland			
Sales and Use Tax	\$1,690,000	-	\$2,030,000
Personal Income Tax	660,000	-	800,000
Corporate Income Tax	140,000	-	160,000
Motor Vehicle Rental Tax	30,000	-	40,000
Total	\$2,520,000	-	\$3,030,000
Grand Total	\$3,410,000		\$4,080,000

Proposed New Sports Complex in Berlin, MD			
Estimate of Annual Net New Tax Revenues Generated from Ongoing Operations (Stabilized Year)			
		Range	
Local			
Room Tax	\$930,000	-	\$1,100,000
Admissions & Amusement Tax	280,000	-	340,000
Food & Beverage Tax	70,000	-	80,000
Local Personal Income Tax	420,000	-	490,000
Total	\$1,700,000	-	\$2,010,000
State of Maryland			
Sales and Use Tax	\$3,270,000	-	\$3,870,000
Personal Income Tax	1,290,000	-	1,530,000
Corporate Income Tax	270,000	-	310,000
Motor Vehicle Rental Tax	60,000	-	80,000
Total	\$4,890,000	-	\$5,790,000
Grand Total	\$6,590,000		\$7,800,000

ESTIMATED TAX REVENUES BY FACILITY & COMBINED – ANNUAL GROSS

Proposed Indoor Fieldhouse in Berlin, MD			
Estimate of Annual Gross Tax Revenues Generated from Ongoing Operations (Stabilized Year)			
		Range	
Local			
Room Tax	\$470,000	-	\$540,000
Admissions & Amusement Tax	150,000	-	180,000
Food & Beverage Tax	30,000	-	40,000
Local Personal Income Tax	210,000	-	250,000
Total	\$860,000	-	\$1,010,000
State of Maryland			
Sales and Use Tax	\$2,080,000	-	\$2,440,000
Personal Income Tax	830,000	-	960,000
Corporate Income Tax	170,000	-	200,000
Motor Vehicle Rental Tax	40,000	-	50,000
Total	\$3,120,000	-	\$3,650,000
Grand Total	\$3,980,000		\$4,660,000

Proposed Outdoor Field Complex in Berlin, MD			
Estimate of Annual Gross Tax Revenues Generated from Ongoing Operations (Stabilized Year)			
			Range
Local			
Room Tax	\$540,000	-	\$650,000
Admissions & Amusement Tax	160,000	-	190,000
Food & Beverage Tax	40,000	-	50,000
Local Personal Income Tax	240,000	-	290,000
Total	<u><u>\$980,000</u></u>	-	<u><u>\$1,180,000</u></u>
State of Maryland			
Sales and Use Tax	\$2,390,000	-	\$2,870,000
Personal Income Tax	940,000	-	1,130,000
Corporate Income Tax	190,000	-	230,000
Motor Vehicle Rental Tax	50,000	-	60,000
Total	<u><u>\$3,570,000</u></u>	-	<u><u>\$4,290,000</u></u>
Grand Total	\$4,550,000		\$5,470,000

Proposed New Sports Complex in Berlin, MD			
Estimate of Annual Gross Tax Revenues Generated from Ongoing Operations (Stabilized Year)			
			Range
Local			
Room Tax	\$1,010,000	-	\$1,190,000
Admissions & Amusement Tax	310,000	-	370,000
Food & Beverage Tax	70,000	-	90,000
Local Personal Income Tax	450,000	-	540,000
Total	<u><u>\$1,840,000</u></u>	-	<u><u>\$2,190,000</u></u>
State of Maryland			
Sales and Use Tax	\$4,470,000	-	\$5,310,000
Personal Income Tax	1,770,000	-	2,090,000
Corporate Income Tax	360,000	-	430,000
Motor Vehicle Rental Tax	90,000	-	110,000
Total	<u><u>\$6,690,000</u></u>	-	<u><u>\$7,940,000</u></u>
Grand Total	\$8,530,000		\$10,130,000

LIMITING CONDITIONS AND ASSUMPTIONS

This analysis is subject to our contractual terms as well as the following limiting conditions and assumptions:

- This analysis has been prepared for the Maryland Stadium Authority (Client) on behalf of the Town of Ocean City (TOC) for their internal decision-making purposes associated with a proposed new sports complex and should not be used for any other purposes without the prior written consent of Crossroads Consulting Services LLC.
- This report should only be used for its intended purpose by the entities to whom it is addressed. Reproduction or publication by other parties is strictly prohibited.
- The findings and assumptions contained in the report reflect analysis of primary and secondary sources. We have utilized sources that are deemed to be accurate but cannot guarantee their accuracy. No information provided to us by others was audited or verified and was assumed to be correct.
- Although the analysis includes findings and recommendations, all decisions relating to the implementation of such findings and recommendations shall be the Client's responsibility.
- Estimates and analysis regarding the proposed new sports complex are based on trends and assumptions and, therefore, there will usually be differences between the projected and actual results because events and circumstances frequently do not occur as expected, and those differences may be material.
- Although this analysis utilizes various mathematical calculations, the final estimates are subjective and may be influenced by our experience and other factors not explicitly stated.
- We have no obligation, unless subsequently engaged, to update this report or revise this analysis as presented due to events or circumstances occurring after the date of this report.
- The quality of ownership and management of the proposed new sports complex can have a direct impact on economic performance. This analysis assumes responsible and competent ownership and management. Any departure from this assumption may have a significant impact on the findings outlined in this report.
- Multiple external factors influence current and anticipated market conditions. Although we have not knowingly withheld any pertinent facts, we do not guarantee that we have knowledge of all factors which might influence the operating potential of the proposed sports facilities. Due to quick changes in the external factors, actual results may vary significantly from estimates presented in this report.
- The analysis performed was limited in nature and, as such, Crossroads Consulting Services LLC does not express an opinion or any other form of assurance on the information presented in this report.
- The analysis is intended to be read and used in its entirety. Separation of any portion from the main body of the report is prohibited and negates the analysis.
- In accordance with the terms of our engagement letter, the accompanying report is restricted to internal use by the Client and may not be relied upon by any party for any purpose including any matter pertaining to financing.



Maryland Stadium Authority MSA Town of Ocean City Sports Complex

Ocean City, MD

Maryland Stadium Authority - Capital Projects Development Group

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002

24 August 2022



 **COST ESTIMATE**

INTRODUCTORY NOTES

This estimate is based on verbal direction from the client and the following items, received 08 July 2022:

Site/Landscape	OC Sitebase - 100 (01 Sheet)
Architectural	OCEAN CITY - FIELD HOUSE - Floor Plan Model (01 sheet)
Additional Reports	Proposed Worcester County Sports Complex Regulatory and Planning Commentary Information 4.14.22 (03 pages)

The following items are excluded from this estimate:

- Professional fees.
- Building permits and fees.
- Inspections and tests.
- Furniture, fixtures & equipment, except as noted.
- Installation of owner furnished equipment.
- Construction change order contingency.
- Overtime.
- Hazardous material abatement/removal.
- Items referenced as NOT INCLUDED or NIC in estimate.

The midpoint of construction of April 2025 is based on:

- Construction start date of July 2024
- Estimated construction duration of 18 months
- This estimate is based on a Construction Manager at Risk delivery method.
- This estimate is based on prevailing wage labor rates.
- This estimate is based on a detailed measurement of quantities. We have made allowances for items that were not clearly defined in the drawings. The client should verify these allowances.
- This estimate is based on a minimum of four competitive bids and a stable bidding market.
- This estimate should be updated if more definitive information becomes available, or if there is any change in scope.
- We strongly advise the client to review this estimate in detail. If any interpretations in this estimate appear to differ from those intended by the design documents, they should be addressed immediately.

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

PROJECT SUMMARY

ELEMENT	TOTAL COST	GFA	\$/SF AREA
01. INDOOR FIELD HOUSE	\$82,061,791	125,980	\$651.39
02. SITEWORK	\$64,122,970	4,486,680	\$14.29
TOTAL CONSTRUCTION COST	\$146,184,761		

ALTERNATES	TOTAL COST		
01. ADD ALTERNATE - FUTURE EXPANSION H INDOOR COMPLEX	\$13,659,952	20,000	\$683.00
02. ADD ALTERNATE - SOCCER FIELD EACH	\$1,974,591	82,125	\$24.04
03. ADD ALTERNATE - PERIMETER FENCE	\$393,655		

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DETAILED PROJECT SUMMARY

ELEMENT	TOTAL COST	GFA	\$/SF AREA
01. INDOOR FIELD HOUSE	\$48,177,925	125,980	\$382.43
02. SITEWORK	\$37,646,164	4,486,680	\$8.39
TOTAL NET DIRECT COST	\$85,824,089		
GENERAL MARKUPS			
DESIGN CONTINGENCY	20.00%	\$17,164,818	
ESCALATION TO MIDPOINT 04/2025	16.00%	\$16,478,225	
GENERAL CONDITIONS/REQUIREMENTS	10.00%	\$11,946,713	
CONTRACTOR OVERHEAD AND PROFIT	8.00%	\$10,513,108	
INSURANCE AND BONDS	3.00%	\$4,257,809	
TOTAL CONSTRUCTION COST	\$146,184,761		

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

BUILDING SUMMARY

ELEMENT	TOTAL COST	\$/SF AREA
03 CONCRETE	\$2,678,964	\$21.26
04 MASONRY	\$323,752	\$2.57
05 METALS	\$9,056,867	\$71.89
06 WOOD, PLASTICS, AND COMPOSITES	\$90,706	\$0.72
07 THERMAL AND MOISTURE PROTECTION	\$14,087,067	\$111.82
08 OPENINGS	\$1,124,130	\$8.92
09 FINISHES	\$3,745,729	\$29.73
10 SPECIALTIES	\$691,774	\$5.49
12 FURNISHINGS	\$1,270,089	\$10.08
21 FIRE SUPPRESSION	\$583,410	\$4.63
22 PLUMBING	\$1,557,150	\$12.36
23 HEATING, VENTILATING, AND AIR CONDITIONING	\$5,443,030	\$43.21
26 ELECTRICAL	\$4,991,456	\$39.62
27 COMMUNICATIONS	\$917,134	\$7.28
28 ELECTRONIC SAFETY AND SECURITY	\$755,880	\$6.00
31 EARTHWORK	\$860,787	\$6.83
NET DIRECT BUILDING COST	\$48,177,925	\$382.43
DESIGN CONTINGENCY	20.00% \$9,635,585	\$76.49
SUBTOTAL	\$57,813,510	\$458.91
ESCALATION TO MIDPOINT 04/2025	16.00% \$9,250,162	\$73.43
SUBTOTAL	\$67,063,672	\$532.34
GENERAL CONDITIONS/REQUIREMENTS	10.00% \$6,706,367	\$53.23
SUBTOTAL	\$73,770,039	\$585.57
CONTRACTOR OVERHEAD AND PROFIT	8.00% \$5,901,603	\$46.85
SUBTOTAL	\$79,671,642	\$632.42
INSURANCE AND BONDS	3.00% \$2,390,149	\$18.97
TOTAL BUILDING COST	\$82,061,791	\$651.39

GROSS FLOOR AREA: 125,980 SF

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
03 CONCRETE				
Foundation and footing, CIP concrete, assembly	1,198	CY	801.50	\$960,191
Slab on grade, reinforced concrete, assembly				
5" thick	845	SF	11.88	\$10,041
6" thick	125,135	SF	13.47	\$1,685,996
Concrete stepped seating, cast in place, including rebar	232	LFR	98.00	\$22,736
Stepped seating				
TOTAL - 03 CONCRETE				\$2,678,964
04 MASONRY				
CMU, split faced filled and reinforced				
6" thick	1,830	SF	25.44	\$46,555
8" thick	1,070	SF	29.21	\$31,254
8" thick, interior of exterior 10' ht	8,420	SF	29.21	\$245,943
TOTAL - 04 MASONRY				\$323,752
05 METALS				
Structural steel	1,350	TON	6,704.14	\$9,050,589
Misc. metal				
Handrail, floor mounted at stepped seating	22	LF	139.24	\$3,063
Roof access ladder, exterior	16	VLF	200.93	\$3,215
TOTAL - 05 METALS				\$9,056,867
06 WOOD, PLASTICS, AND COMPOSITES				
Rough carpentry	125,980	SF	0.72	\$90,706
TOTAL - 06 WOOD, PLASTICS, AND COMPOSITES				\$90,706
07 THERMAL AND MOISTURE PROTECTION				
Exterior walls				
Composite insulated aluminum panel	47,004	SF	75.23	\$3,536,290
Composite insulated aluminum panel, parapet	11,720	SF	75.23	\$881,740
Waterproofing with fiberboard protection	47,004	SF	3.78	\$177,826
Roofing				
Metal roof assembly, include insulation, painted, Sloped (add 10%)	138,578	SF	65.00	\$9,007,570
Flashing	1,000	LF	8.17	\$8,171
Prepared by: OCMI				Sheet 4 of 24

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
Downspout	240	LF	6.78	\$1,628
Gutter	1,168	LF	16.58	\$19,371
Access hatch	4	EA	2,835.32	\$11,341
Interior partitions				
Insulation, batt				
4"	17,248	SF	0.88	\$15,211
6"	5,900	SF	1.23	\$7,259
Miscellaneous				
Fire protection				
Structural steel	1,350	TON	311.60	\$420,660
TOTAL - 07 THERMAL AND MOISTURE PROTECTION				\$14,087,067

08 OPENINGS

Exterior doors				
Aluminum fully glazed including frame and hardware				
Double	10	PR	15,000.85	\$150,009
Hollow metal including frame and hardware				
Single	2	EA	1,789.09	\$3,578
Double	8	PR	3,086.93	\$24,695
Miscellaneous				
Closer	36	EA	307.49	\$11,070
Panic hardware	22	EA	758.84	\$16,694
Card reader	4	EA	2,940.29	\$11,761
Automatic door opener, handicap	10	PR	2,872.05	\$28,720
Exterior windows				
Curtainwall / glazing	4,700	SF	140.33	\$659,593
Interior doors				
Aluminum fully glazed including frame and hardware				
Single	2	EA	3,127.87	\$6,256
Hollow metal including frame and hardware				
Single	18	EA	1,789.09	\$32,204
Double	4	PR	3,086.93	\$12,348
Miscellaneous				
Vision panel	8	EA	213.76	\$1,710
Closer	28	EA	307.49	\$8,610
Card reader	10	EA	2,940.29	\$29,403
Interior windows				
Interior glazing	1,188	SF	107.31	\$127,479
TOTAL - 08 OPENINGS				\$1,124,130

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
09 FINISHES				
Exterior				
Framing, metal stud 6"	38,584	SF	9.31	\$359,346
Sheathing, plywood	38,584	SF	1.84	\$71,132
Gypsum board Taped and finished	38,584	SF	1.97	\$76,109
Paint	47,004	SF	1.32	\$62,221
Interior				
Wall				
Framing, metal stud 4"	17,248	SF	8.06	\$138,955
6"	5,900	SF	9.31	\$54,949
Shaft wall 2HRFR for MEP, Allowance	2,000	SF	8.81	\$17,627
Gypsum board Taped and finished	46,296	SF	1.97	\$91,322
Underlayment	2,944	SF	1.36	\$4,012
Shaft liner	2,000	SF	3.72	\$7,444
Paint	42,800	SF	1.11	\$47,481
Ceramic tile	2,936	SF	25.31	\$74,310
Acoustic wall panels Fabric, 2"	8,000	SF	19.91	\$159,294
Floor				
Carpet tile	592	SF	6.56	\$3,881
Sheet vinyl	5,052	SF	16.75	\$84,637
Ceramic tile	2,130	SF	23.61	\$50,285
VCT	36,710	SF	7.40	\$271,737
Quarry tile	2,895	SF	25.82	\$74,760
Rubber	4,596	SF	20.88	\$95,985
Vinyl Sheet Athletic Flooring	60,174	SF	22.00	\$1,323,828
Wood floor - (2) basketball court	9,646	SF	33.82	\$326,216
Concrete, sealer	2,395	SF	1.54	\$3,691
Base				
Rubber	4,015	LF	2.02	\$8,104
Ceramic tile	555	LF	12.88	\$7,149
Quarry tile	386	LF	17.58	\$6,785
Ceiling				
ACT, tegular including grid system, 2' 0" x 2' 0"	22,030	SF	8.16	\$179,874
Hard lid	1,418	SF	12.49	\$17,715
Paint	2,382	SF	1.21	\$2,881
Paint exposed ceiling	102,532	SF	1.21	\$123,999

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
TOTAL - 09 FINISHES				\$3,745,729
10 SPECIALTIES				
Restroom accessories				
Restroom accessories	125,980	SF	0.84	\$105,823
Lockers, not included		NIC		
Wall padding, Allowance	2,500	SF	13.50	\$33,750
Foldable partition at multipurpose room	700	SF	360.05	\$252,036
Foldable partition (curtain array) at basketball including structural support	1	LS	126,000.00	\$126,000
Miscellaneous				
Signage, letters, markings	125,980	SF	1.34	\$168,931
Fire extinguisher and recessed cabinet	12	EA	436.19	\$5,234
TOTAL - 10 SPECIALTIES				\$691,774
11 EQUIPMENT				
<i>Kitchen equipment needed, infrastructure is included under plumbing</i>				
Food service equipment, Excluded		NIC		
TOTAL - 11 EQUIPMENT				
12 FURNISHINGS				
Bleachers, telescoping, manual	1,824	SEAT	403.74	\$736,417
Backstop, ceiling mounted	20	EA	10,440.07	\$208,801
Scoreboard, Allowance	4	EA	20,000.07	\$80,000
Reception desk	65	LF	1,053.83	\$68,499
Casework, benches & blinds	125,980	SF	1.40	\$176,372
TOTAL - 12 FURNISHINGS				\$1,270,089
21 FIRE SUPPRESSION				
Fire riser, horizontal water distribution, drops and heads, test and commissioning	125,980	SF	4.50	\$566,910
Ansul system for kitchen	1	LS	16,500.00	\$16,500
Fire pump, assume not required		NOTE		
TOTAL - 21 FIRE SUPPRESSION				\$583,410
22 PLUMBING				

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
Equipment				
Water heating system	125,980	SF	0.60	\$75,588
Water softener	1	EA	8,880.00	\$8,880
Fixture including rough-in, Allowance				
Water closet with flush valve	29	EA	1,717.00	\$49,793
Lavatory, wall hung	30	EA	1,681.00	\$50,430
Urinal, floor, flush valve	9	EA	1,910.00	\$17,190
Service sink	3	EA	2,086.00	\$6,258
Shower	4	EA	1,901.00	\$7,604
Drinking fountain, high-low	4	EA	3,559.00	\$14,236
Sink, stainless steel, single, at team space, Allowance	5	EA	1,686.00	\$8,430
Premium for flush sensor	68	EA	389.25	\$26,469
Miscellaneous fittings	125,980	SF	0.40	\$50,392
Concession and kitchen area				
Fixtures & equipment - see section 11		NOTE		
Rough-in and service to kitchen	1	LS	40,000.00	\$40,000
Grease traps and interceptors, Allowance	1	LS	30,000.00	\$30,000
Domestic water system				
Building entrance	1	LS	14,040.00	\$14,040
Cold water piping, fittings and accessories	125,980	SF	1.30	\$163,774
Hot water piping and fittings, insulation	125,980	SF	1.10	\$138,578
Valve	125,980	SF	0.17	\$21,417
Sanitary waste system, includes clean-outs	125,980	SF	1.40	\$176,372
Sanitary vent system, includes vent through roofs	125,980	SF	1.60	\$201,568
Roof drainage system	125,980	SF	2.25	\$283,455
Indirect condensate drain system	125,980	SF	0.20	\$25,196
Natural gas system	125,980	SF	0.60	\$75,588
LEED commissioning				
Independent commissioning	1	LS	17,500.00	\$17,500
Support service	1	LS	4,000.00	\$4,000
Miscellaneous including seismic control, system test, flush and chlorinate, identification and fire stop	125,980	SF	0.40	\$50,392
TOTAL - 22 PLUMBING				\$1,557,150

23 HEATING, VENTILATING, AND AIR CONDITIONING

Equipment

Prepared by: OCMI

Sheet 8 of 24

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
Cool generating equipment				
Chiller, ~ 400 ton	1	EA	263,330.00	\$263,330
Cooling tower	1	EA	141,350.00	\$141,350
Pump, chilled water	2	EA	14,690.00	\$29,380
Pump, condenser water	2	EA	17,420.00	\$34,840
Miscellaneous fittings and accessories	1	LS	43,410.00	\$43,410
Heat generating equipment				
Boiler, ~ 3,350 MBTU/H	1	EA	37,830.00	\$37,830
Pump	2	EA	15,910.00	\$31,820
Miscellaneous fittings and accessories	1	LS	10,450.00	\$10,450
Air handling unit, four pipe	188,960	CFM	6.00	\$1,133,760
Dedicated AC units				
Computer / data room	1	EA	12,700.00	\$12,700
VAV terminals	50	EA	2,010.00	\$100,500
Exhaust fans				
Rest rooms	6	EA	612.06	\$3,672
Building exhaust	125,980	SF	0.20	\$25,196
Sound attenuation	125,980	SF	0.15	\$18,897
Air distribution system				
Sheet metal ductwork, supports	94,480	LB	9.07	\$856,697
Duct insulation	125,980	SF	2.50	\$314,950
Flexible duct, supports	125,980	SF	0.20	\$25,196
Chilled water distribution system	125,980	SF	3.30	\$415,734
Hot water distribution system	125,980	SF	5.40	\$680,292
Refrigeration piping system, specialties, per system	1	EA	4,500.00	\$4,500
Air inlets and outlets	125,980	SF	1.35	\$170,073
Fire, smoke and manual dampers	125,980	SF	0.90	\$113,382
Duct smoke detectors	125,980	SF	0.05	\$6,299
Automatic temperature controls	125,980	SF	5.00	\$629,900
Air / water balance, by an independent contractor	125,980	SF	0.60	\$75,588
Start-up, commission major equipment	125,980	SF	0.30	\$37,794
LEED commissioning				
Independent commissioning	1	LS	125,000.00	\$125,000
Support service	1	LS	37,500.00	\$37,500
Miscellaneous including seismic bracing, duct identification, testing and fire stop	125,980	SF	0.50	\$62,990

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
TOTAL - 23 HEATING, VENTILATING, AND AIR CONDITIONING				\$5,443,030
26 ELECTRICAL				
Service and distribution				
Normal power				
Main switch gear, < 4,000 amp	1	EA	200,000.00	\$200,000
Distribution board	125,980	SF	0.30	\$37,794
Panel board	125,980	SF	1.80	\$226,764
Transformer	125,980	SF	0.80	\$100,784
Building feeder	125,980	SF	2.00	\$251,960
Emergency power	125,980	SF	2.90	\$365,342
Building grounding system	125,980	SF	0.20	\$25,196
Equipment connection including disconnect switch, conduit and conductors	125,980	SF	4.10	\$516,518
Lighting system				
Lighting control, assume LV system	125,980	SF	2.50	\$314,950
Fixtures	125,980	SF	14.10	\$1,776,318
Branch wiring	125,980	SF	3.70	\$466,126
Convenience power including branch wiring	125,980	SF	4.30	\$541,714
LEED commissioning				
Independent commissioning	1	LS	75,000.00	\$75,000
Support service	1	LS	30,000.00	\$30,000
Miscellaneous including seismic bracing, identification and fire stop	125,980	SF	0.50	\$62,990
TOTAL - 26 ELECTRICAL				\$4,991,456
27 COMMUNICATIONS				
Telephone and data system	125,980	SF	3.00	\$377,940
Fiber optic system	125,980	SF	0.30	\$37,794
Common raceway system	125,980	SF	0.70	\$88,186
Audio visual system	125,980	SF	2.13	\$268,337
Public address system	125,980	SF	0.75	\$94,485
TV outlets and cabling	125,980	SF	0.30	\$37,794

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
Clock system, atomic clock	125,980	SF	0.10	\$12,598
TOTAL - 27 COMMUNICATIONS				\$917,134
28 ELECTRONIC SAFETY AND SECURITY				
Fire alarm system	125,980	SF	3.20	\$403,136
Security system				
Access control	125,980	SF	0.90	\$113,382
CCTV system	125,980	SF	1.90	\$239,362
TOTAL - 28 ELECTRONIC SAFETY AND SECURITY				\$755,880
31 EARTHWORK				
Excavation and fill				
Soil amending for building foundation, Allowance	125,980	SF	5.52	\$695,410
Over excavation	3,651	CY	10.23	\$37,341
Engineered fill	2,453	CY	33.24	\$81,522
Haul	3,651	CY	12.74	\$46,514
TOTAL - 31 EARTHWORK				\$860,787

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

SITE SUMMARY

ELEMENT		TOTAL COST	\$/SF AREA
31 EARTHWORK		\$2,641,345	\$0.59
32 EXTERIOR IMPROVEMENTS		\$29,837,822	\$6.65
33 UTILITIES		\$5,166,997	\$1.15
NET DIRECT SITE COST		\$37,646,164	\$8.39
DESIGN CONTINGENCY	20.00%	\$7,529,233	\$1.68
SUBTOTAL		\$45,175,397	\$10.07
ESCALATION TO MIDPOINT 04/2025	16.00%	\$7,228,063	\$1.61
SUBTOTAL		\$52,403,460	\$11.68
GENERAL CONDITIONS/REQUIREMENTS	10.00%	\$5,240,346	\$1.17
SUBTOTAL		\$57,643,806	\$12.85
CONTRACTOR OVERHEAD AND PROFIT	8.00%	\$4,611,505	\$1.03
SUBTOTAL		\$62,255,311	\$13.88
INSURANCE AND BONDS	3.00%	\$1,867,659	\$0.42
TOTAL SITE COST		\$64,122,970	\$14.29

TOTAL SITE AREA: 4,486,680 SF

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
31 EARTHWORK				
Clearing and grubbing				
Remove planting/ bushes, trees	22,835	SF	1.65	\$37,728
Clear and grub entire site	4,486,680	SF	0.08	\$358,934
Grading				
Fine, machine	4,486,680	SF	0.05	\$224,334
Excavation and fill				
Excavation, 6"	80,237	CY	11.06	\$887,249
Backfill and recompact	60,178	CY	8.61	\$517,850
Hauling, including off-site disposal	20,059	CY	20.74	\$416,045
Erosion and sediment control				
Temporary construction fence incl. gates, 8' high	8,254	LF	21.20	\$175,021
Silt fence, polypropylene	10,000	LF	1.62	\$16,180
Stabilized construction area	2,354	SF	3.40	\$8,004
TOTAL - 31 EARTHWORK				\$2,641,345

32 EXTERIOR IMPROVEMENTS

Hardscape				
Asphaltic concrete paving, 4", on 6" base	446,770	SF	7.92	\$3,538,904
Asphaltic concrete paving, 6", on 6" base	219,940	SF	10.90	\$2,396,867
Concrete paving, 4"	133,190	SF	6.59	\$878,061
Concrete paving, 6"	53,130	SF	7.46	\$396,218
Perimeter walking trail 8'wide, cip concrete 4"	50,000	SF	5.99	\$299,275
Ramp, premium	750	SF	7.28	\$5,460
Curb and gutter	29,858	LF	20.75	\$619,641
Paving specialties				
Striped parking stall	1,375	EA	11.48	\$15,781
ADA symbol, painted	40	EA	61.73	\$2,469
Striping, 2 coat, 4" wide	50,400	LF	0.32	\$15,958
Pole mounted sign	10	EA	267.19	\$2,672
Cross hatching	3,600	SF	0.74	\$2,647
Parking bumper	1,375	EA	75.13	\$103,306
Athletic & recreational surfacing				
Synthetic grass surfacing including aggregate base, geotextile fabric & drainage and conc curb	1,289,000	SF	13.25	\$17,081,410
Kids play area	15,600	SF	6.50	\$101,400
Equipment and furnishing				
Tournament central area - canopy tent, including support, Allowance		NIC		
Furnishing, benches, trash cans, etc., Allowance	1	LS	62,200.00	\$62,200

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
Kids play equipment, Allowance		NIC		
Soccer goal post, fixed with concrete anchors & sleeves	16	EA	7,000.00	\$112,000
Score board		NIC		
Facilities				
Maintenance facility, pre-manufactured metal building	5,236	SF	150.00	\$785,400
Restroom				
Restroom, per Site plan legend-H, assembly	678	SF	240.00	\$162,720
Softscape				
Irrigation, plant area	41,700	SF	2.76	\$115,003
Irrigation, lawn area	50,684	SF	1.70	\$86,150
Planting area, including shrubs and mulch	41,700	SF	8.04	\$335,295
Turf - sodding	50,684	SF	1.38	\$70,049
Seeding, mechanical	552,826	SF	0.07	\$41,111
Seeding, mechanical @ future development area K	456,700	SF	0.07	\$33,963
Bioswale mix	151,910	SF	7.20	\$1,093,752
Trees				
36" Box, trees at parking	135	EA	1,252.65	\$169,108
48" box, trees along roadways, 3-1/2" Cal	294	EA	1,670.20	\$491,040
Miscellaneous				
Topsoil 4"	12,339	CY	45.00	\$555,239
Soil amending	594,526	SF	0.28	\$168,881
Maintenance of landscape 90 days	552,826	SF	0.17	\$95,842
TOTAL - 32 EXTERIOR IMPROVEMENTS				\$29,837,822

33 UTILITIES

Storm water service, Allowance				
Connect to existing service, street connection	2	EA	14,375.00	\$28,750
Man hole	20	EA	4,511.38	\$90,228
Catch basin	100	EA	1,250.00	\$125,000
Atrium drain				
Pipe and fittings, including trench and backfill, SDR-35				
Building rain water branch	800	LF	35.70	\$28,560
Site drainage branch	11,000	LF	44.20	\$486,200
Main runs	6,200	LF	89.20	\$553,040
Storm receptor / filter	1	LS	100,000.00	\$100,000
Fire water service				
Connect to existing service, street connection	2	EA	11,500.00	\$23,000
Premium for hot tap	1	EA	6,010.00	\$6,010
Double detector check valve	2	EA	17,500.00	\$35,000
Fire hydrant	28	EA	5,790.00	\$162,120
Post indicator valve	2	EA	2,080.00	\$4,160

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
Fire department connection	2	EA	3,200.00	\$6,400
Pipe and fittings, including trench and backfill, PVC, C900				
Building branch	300	LF	40.80	\$12,240
Fire hydrant branch	7,300	LF	47.30	\$345,290
Main	6,200	LF	84.10	\$521,420
Thrust block	28	EA	549.69	\$15,391
Domestic water service				
Connect to existing service, street connection	1	EA	7,475.00	\$7,475
Premium for hot tap	1	EA	2,800.00	\$2,800
Water meter, assume by Utility Company		NIC		
Hose bibbs	30	EA	225.00	\$6,750
Drinking fountain	6	EA	3,750.00	\$22,500
Pipe and fittings, including trench and backfill, PVC, C900				
Building branch	300	LF	24.50	\$7,350
Site distribution	6,750	LF	24.50	\$165,375
Main	5,200	LF	26.60	\$138,320
Thrust block	20	EA	201.52	\$4,030
Sanitary sewer service				
Connect to existing service, street connection	1	LS	7,475.00	\$7,475
Man hole	10	EA	4,511.38	\$45,114
Pipe and fittings, including trench and backfill, cast iron				
Building branch	300	LF	63.00	\$18,900
Site distribution	2,000	LF	40.60	\$81,200
Main	5,200	LF	63.00	\$327,600
Natural gas service				
Connect to existing service, street connection	1	LS	5,577.50	\$5,578
Pipe and fittings, including trench and backfill, PVC	1,000	LF	27.80	\$27,800
Electrical				
Primary power, Allowance				
Overhead line and connection	1	LS	29,700.00	\$29,700
Pad mounted sectionalizing switch & connection	1	EA	41,325.00	\$41,325
Feeders				
Duct bank, (2) 4", PVC	430	LF	105.13	\$45,206
Pull box	6	EA	3,790.00	\$22,740
Conductor				
Medium voltage conductor	2,500	LF	21.99	\$54,975
Main transformer				
Pad mounted transformer, 12.4 KV 500 KVA	1	EA	38,518.40	\$38,518
Transformer pad	1	EA	411.67	\$412
Main transformer grounding	1	EA	1,060.00	\$1,060
Secondary feeder				
Duct bank (2) 4"	1	LS	28,285.05	\$28,285
Conductor	1	LS	145,011.00	\$145,011

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
Outdoor distribution systems, Allowance				
Panelboards	1	LS	33,750.00	\$33,750
Pad mounted transformer	2	EA	14,440.00	\$28,880
Lighting system, including conduit and wire, trenching				
Pull box, Allowance	10	EA	900.00	\$9,000
Lighting fixtures, include base and pole, Allowance				
Parking lights, single head	55	EA	5,063.00	\$278,465
Parking lights, double head	35	EA	6,672.00	\$233,520
Pole mounted flood lights (Athletic lighting)	40	EA	7,362.90	\$294,516
Decorative light, pole mounted	16	EA	6,400.00	\$102,400
Conduit and wire	10,950	LF	15.98	\$174,981
Vehicle Charging Station, Allowance	2	EA	7,500.00	\$15,000
Lightning protection system				
Lightning protection, include pole, base, terminal and groundings.	1	LS	27,950.00	\$27,950
Site Communication				
Technology				
Connect to existing system	1	LS	2,150.00	\$2,150
Outdoor Wi-Fi	1	LS	17,291.25	\$17,291
Duct bank, PVC, (4) 4", Allowance	350	LF	75.38	\$26,383
Cabling	450	LF	12.00	\$5,400
Fiber optic system, Allowance	1	LS	1,800.00	\$1,800
Security access control system				
Access control systems	1	LS	7,560.00	\$7,560
Security CCTV camera				
CCTV camera	1	LS	38,500.00	\$38,500
Miscellaneous, unforeseen site electrical & Telecom, Allowance	1	LS	51,143.34	\$51,143
TOTAL - 33 UTILITIES				\$5,166,997

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

BUILDING SUMMARY

ELEMENT	TOTAL COST	\$/SF AREA
03 CONCRETE	\$413,737	\$20.69
04 MASONRY	\$140,205	\$7.01
05 METALS	\$1,407,869	\$70.39
06 WOOD, PLASTICS, AND COMPOSITES	\$14,400	\$0.72
07 THERMAL AND MOISTURE PROTECTION	\$2,901,493	\$145.07
08 OPENINGS	\$232,073	\$11.60
09 FINISHES	\$673,968	\$33.70
10 SPECIALTIES	\$26,681	\$1.33
12 FURNISHINGS	\$82,640	\$4.13
21 FIRE SUPPRESSION	\$92,600	\$4.63
23 HEATING, VENTILATING, AND AIR CONDITIONING	\$840,000	\$42.00
26 ELECTRICAL	\$792,400	\$39.62
27 COMMUNICATIONS	\$145,600	\$7.28
28 ELECTRONIC SAFETY AND SECURITY	\$120,000	\$6.00
31 EARTHWORK	\$136,000	\$6.80
NET DIRECT BUILDING COST	\$8,019,666	\$400.98
DESIGN CONTINGENCY	20.00% \$1,603,933	\$80.20
SUBTOTAL	\$9,623,599	\$481.18
ESCALATION TO MIDPOINT 04/2025	16.00% \$1,539,776	\$76.99
SUBTOTAL	\$11,163,375	\$558.17
GENERAL CONDITIONS/REQUIREMENTS	10.00% \$1,116,338	\$55.82
SUBTOTAL	\$12,279,713	\$613.99
CONTRACTOR OVERHEAD AND PROFIT	8.00% \$982,377	\$49.12
SUBTOTAL	\$13,262,090	\$663.10
INSURANCE AND BONDS	3.00% \$397,863	\$19.89
TOTAL BUILDING COST	\$13,659,952	\$683.00

GROSS FLOOR AREA: 20,000 SF

MSA Town of Ocean City Sports Complex
ADD ALTERNATE - FUTURE EXPANSION H INDOOR COMPLEX
Ocean City, MD

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
03 CONCRETE				
Foundation and footing, CIP concrete, assembly	180	CY	801.50	\$144,269
Slab on grade, reinforced concrete, assembly 6" thick	20,000	SF	13.47	\$269,468
TOTAL - 03 CONCRETE				\$413,737
04 MASONRY				
8" thick, interior of exterior 10' ht	4,800	SF	29.21	\$140,205
TOTAL - 04 MASONRY				\$140,205
05 METALS				
Structural steel	210	TON	6,704.14	\$1,407,869
TOTAL - 05 METALS				\$1,407,869
06 WOOD, PLASTICS, AND COMPOSITES				
Rough carpentry	20,000	SF	0.72	\$14,400
TOTAL - 06 WOOD, PLASTICS, AND COMPOSITES				\$14,400
07 THERMAL AND MOISTURE PROTECTION				
Exterior walls				
Composite insulated aluminum panel	14,400	SF	75.23	\$1,083,367
Composite insulated aluminum panel, parapet	3,360	SF	75.23	\$252,786
Waterproofing with fiberboard protection	14,400	SF	3.78	\$54,478
Roofing				
Metal roof assembly, include insulation, painted sloped (add 10%)	22,000	SF	65.00	\$1,430,000
Flashing	814	LF	8.17	\$6,651
Downspout	120	LF	6.78	\$814
Gutter	480	LF	16.58	\$7,961
Fire protection				
Structural steel	210	TON	311.60	\$65,436
TOTAL - 07 THERMAL AND MOISTURE PROTECTION				\$2,901,493
08 OPENINGS				
Exterior doors				
Aluminum fully glazed including frame and hardware				

MSA Town of Ocean City Sports Complex
ADD ALTERNATE - FUTURE EXPANSION H INDOOR COMPLEX
Ocean City, MD

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
Double Exterior windows	2	PR	15,000.85	\$30,002
Curtainwall / glazing	1,440	SF	140.33	\$202,071
TOTAL - 08 OPENINGS				\$232,073

09 FINISHES

Framing, metal stud 6"	14,400	SF	9.31	\$134,112
Sheathing, plywood	14,400	SF	1.84	\$26,547
Gypsum board Taped and finished	14,400	SF	1.97	\$28,405
Paint	14,400	SF	1.32	\$19,062
Vinyl Sheet Athletic Flooring	20,000	SF	22.00	\$440,000
Concrete, sealer Base		SF	1.54	
Rubber	820	LF	2.02	\$1,655
Paint exposed ceiling	20,000	SF	1.21	\$24,187
TOTAL - 09 FINISHES				\$673,968

10 SPECIALTIES

Miscellaneous Signage, letters, markings	20,000	SF	1.29	\$25,809
Fire extinguisher and recessed cabinet	2	EA	436.19	\$872
TOTAL - 10 SPECIALTIES				\$26,681

12 FURNISHINGS

Backstop, ceiling mounted	6	EA	10,440.07	\$62,640
Scoreboard, Allowance	1	EA	20,000.07	\$20,000
TOTAL - 12 FURNISHINGS				\$82,640

21 FIRE SUPPRESSION

Fire protection	20000	SF	4.63	\$92,600
TOTAL - 21 FIRE SUPPRESSION				\$92,600

23 HEATING, VENTILATING, AND AIR CONDITIONING

HVAC	20000	SF	42.00	\$840,000
------	-------	----	-------	-----------

MSA Town of Ocean City Sports Complex
ADD ALTERNATE - FUTURE EXPANSION H INDOOR COMPLEX
Ocean City, MD

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
TOTAL - 23 HEATING, VENTILATING, AND AIR CONDITIONING				\$840,000
26 ELECTRICAL				
Electrical	20000	SF	39.62	\$792,400
TOTAL - 26 ELECTRICAL				\$792,400
27 COMMUNICATIONS				
Communications	20000	SF	7.28	\$145,600
TOTAL - 27 COMMUNICATIONS				\$145,600
28 ELECTRONIC SAFETY AND SECURITY				
Electronic safety and security	20000	SF	6.00	\$120,000
TOTAL - 28 ELECTRONIC SAFETY AND SECURITY				\$120,000
31 EARTHWORK				
Earthwork	20000	SF	6.80	\$136,000
TOTAL - 31 EARTHWORK				\$136,000

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

BUILDING SUMMARY

ELEMENT		TOTAL COST	\$/SF AREA
32 EXTERIOR IMPROVEMENTS		\$1,112,294	\$13.54
33 UTILITIES		\$46,975	\$0.57
NET DIRECT BUILDING COST		\$1,159,269	\$14.12
DESIGN CONTINGENCY	20.00%	\$231,854	\$2.82
SUBTOTAL		\$1,391,123	\$16.94
ESCALATION TO MIDPOINT 04/2025	16.00%	\$222,580	\$2.71
SUBTOTAL		\$1,613,702	\$19.65
GENERAL CONDITIONS/REQUIREMENTS	10.00%	\$161,370	\$1.96
SUBTOTAL		\$1,775,073	\$21.61
CONTRACTOR OVERHEAD AND PROFIT	8.00%	\$142,006	\$1.73
SUBTOTAL		\$1,917,079	\$23.34
INSURANCE AND BONDS	3.00%	\$57,512	\$0.70
TOTAL BUILDING COST		\$1,974,591	\$24.04

GROSS FLOOR AREA: 82,125 SF

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
32 EXTERIOR IMPROVEMENTS				
Soccer Field				
Synthetic grass surfacing including aggregate base, geotextile fabric & drainage and conc curb	82,125	SF	13.25	\$1,088,294
Soccer goal post, fixed with concrete anchors & sleeves	2	EA	7,000.00	\$14,000
Misc. marking, etc.	1	LS	10,000.00	\$10,000
TOTAL - 32 EXTERIOR IMPROVEMENTS				\$1,112,294
33 UTILITIES				
Storm water service, Allowance	1	LS	25,000.00	\$25,000
Electrical System				
Lighting system, including conduit and wire, trenching				
Pull box, Allowance	1	EA	900.00	\$900
Lighting fixtures, include base and pole, Allowance				
Pole mounted flood lights (Athletic lighting)	4	EA	2,050.40	\$8,202
Pole and base, 35' H, with concrete base	2	EA	4,519.00	\$9,038
Conduit and wire	240	LF	15.98	\$3,835
TOTAL - 33 UTILITIES				\$46,975

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

BUILDING SUMMARY

ELEMENT	TOTAL COST
32 EXTERIOR IMPROVEMENTS	\$231,112
NET DIRECT BUILDING COST	\$231,112
DESIGN CONTINGENCY	20.00% <u>\$46,222</u>
SUBTOTAL	\$277,334
ESCALATION TO MIDPOINT 04/2025	16.00% <u>\$44,374</u>
SUBTOTAL	\$321,708
GENERAL CONDITIONS/REQUIREMENTS	10.00% <u>\$32,171</u>
SUBTOTAL	\$353,879
CONTRACTOR OVERHEAD AND PROFIT	8.00% <u>\$28,310</u>
SUBTOTAL	\$382,189
INSURANCE AND BONDS	3.00% <u>\$11,466</u>
TOTAL BUILDING COST	\$393,655

CONCEPTUAL DESIGN COST ESTIMATE-R3

OCMI JOB #: 191183.002 | 24 August 2022

DESCRIPTION	QUANTITY	UNIT	UNIT RATE	ESTIMATED COST
32 EXTERIOR IMPROVEMENTS				
Perimeter Fence Chain link fence & gate, 3' 6" high	8,254	LF	28.00	\$231,112
TOTAL - 32 EXTERIOR IMPROVEMENTS				\$231,112