

Maryland Stadium Authority

House Education and Economic Development Subcommittee



January 24, 2013



Issues/Major Trends

1. **Responsibilities Expand Beyond Original Mission:** Comment on current mission, how MSA has evolved beyond the management of stadiums and convention centers, and to what extent MSA can maintain its effectiveness when pressed beyond its original responsibilities.
2. **Measuring Facility Management Performance:** There are no performance measures to gauge MSA's ability to operate and maintain the stadiums at the Camden yards complex.
3. **Seating Bowl Events Post Lower Revenue:** Revenues from the use of Camden Yards facilities for seating bowl events declined significantly.



Security and Public Safety

- Installed state-of-the-art video security system at M&T Bank Stadium. (Completed September)
- Oriole Park video management upgrade expected to be completed by March 2013.
- Hardened M&T Bank Stadium security perimeter by adding 90 concrete protective bollards with another 90 to be added this Spring.
- Also, added pneumatic rising bollards at service entrance.
- Implemented text alert notification system for employees, tenants and visitors to the Camden Yards Sports Complex.

Maintaining Real Estate Assets

2012: Warehouse roof replacement, waterproofing, and vertical resurfacing.



2013

- Maryland Plaza paver replacement.
- Club level escalator replacement.

Maintaining Real Estate Assets

Upgrades to Oriole Park, 2012

- Center field rooftop deck.
- Renovated picnic area.
- Flag court viewing deck.



Upgrades to Warehouse, 2012

- Dempsey's Restaurant.
- Lobby shop.
- Warehouse signage.





Deferred Maintenance Plan

BUILDING	PROJECT DESCRIPTION	FY2011	FY2012	FY2013 - 2015	TOTAL
		7/2010-6/2011	7/2011-6/2012	7/1/2012 – 6/30/2015	
Oriole Park	Seating Bowl	\$10,000,000			\$10,000,000
	Concrete and Paver Replacements			\$1,000,000	1,000,000
	ADA Upgrades			1,000,000	1,000,000
	OPACY Centerfield Building Roof Replacement		\$350,000		350,000
	Modernize Escalator 4 & 5		2,500,000	3,500,000	6,000,000
	Mezzanine Renovations			2,250,000	2,250,000
	Security Improvements			500,000	500,000
	Facility Assessment Study			200,000	200,000
Warehouse	Roof Replacement and Facade		6,300,000		6,300,000
	Fire Alarm System		850,000	1,550,000	2,400,000
Total		\$10,000,000	\$10,000,000	\$10,000,000	\$30,000,000

Maintaining Real Estate Assets



Warehouse

- 100% occupancy at between \$17 to \$26 per square foot.
- Annual rental income is approximately \$3.4 million.

Camden Station

- Fully leased with Sports Legends Museum and Geppi Entertainment Museum.
- Annual rental income is approximately \$425,000



Maryland Stadium Authority General Administrative Funding

Fiscal Year	Funding Amount (\$ 000)	Management Fees
2011	\$3,115	\$160,000
2012	\$3,511	\$245,000
2013	\$3,345	\$100,000
2014	\$3,340	\$100,000

Administrative expense summary:

- FY 2012
 - Payroll costs increased in FY 2012 by \$300,000:
 - * salaries returned to pre-salary reduction levels
 - * \$750 one-time bonus payment for full-time employees in FY 2012
 - * increase in retirees health insurance costs.
 - Non-budgeted funds for studies in FY 2012 increased by \$100,000.
- FY 2013
 - Increase in Payroll for 2% Cola Adjustment.
 - Decrease in studies funds of \$100,000.
- FY 2014
 - Budgeted to remain flat.
 - Constant monitoring of expenditures.
 - All years include \$200,000 for Office of Sports Marketing.

Maryland Stadium Authority Economic Impact for FY 2012 and FY 2013 Events

Event	State Taxes (including Admissions Taxes)	MSA Contributions	Projected MSA Revenues (including Admission Taxes)
Face Off Lacrosse	\$98,000	\$0	\$65,500
Monster Jam	\$195,000	\$0	\$67,037
Tottenham vs Liverpool	\$582,000	\$225,000	\$443,067
Totals	\$875,000	\$225,000	\$575,604



Maintaining Real Estate Assets

Other Past Events:

- Face-off Classic March 10, 2012 – triple header featuring Princeton, North Carolina, Cornell, Virginia, Hopkins and UMBC at M&T Bank Stadium. (FY12)
- Liverpool-Tottenham soccer July 28, 2012 – Drew almost 43,000 fans to M&T Bank Stadium. (FY13)
- Baltimore Grand Prix – drew 131,000 spectators to Baltimore. Business impact estimated at \$42 million. (FY13)
- Monster Truck Jam June 2, 2012 – inexpensive, family event. (FY12)
- Baltimore Running Festival October 13, 2012 – 26,100 runners generated \$38.6 million in economic activity. (FY13)



Maintaining Real Estate Assets

Upcoming Events:

- CONCACAF Gold Cup – World Cup Soccer Qualifying Tournament, July 2013
- U of Maryland football vs. West Virginia, September 21, 2013

- NCAA lacrosse Final Four, May 24-26, 2014
- Navy football vs. Ohio State, August 30, 2014
- U of Maryland football vs. TBD, October 2014
- Army vs. Navy football, December 13, 2014

- Army vs. Navy football, December 10, 2016

Projects and Studies

Ocean City Convention Center Expansion, Phases I and II

Phase I:

- \$8.9 million 20,000 SF ballroom expansion.
- Groundbreaking in August 2011.
- Completed on time, on budget in October 2012.



New ballroom space, completed October 2012

New auditorium/performing arts space.

Phase II:

- \$14 million 1,248-seat auditorium.
- \$8.3 million from City and \$5.7 million from State.
- Groundbreaking planned for Summer 2013.





Projects and Studies

Coppin Center Demolition/Redevelopment

- MSA completed \$134 million Coppin State Physical Education Complex in 2010 approximately \$3 million under budget.
- Savings provided funding to demolish old 110,000 sq. ft. Coppin Center and redevelop site to include green space, lawn areas, new landscape/hardscape, lighting, and parking.
- Demolition began in October 2011 and was completed on time, on budget, in May 2012.



Projects and Studies - Completed

Maryland Horse Park

- Viability study for Horse Park that reviewed results of the 2006 study performed for single site venue.
- Confirmed economic importance of horse industry to State and recommended a concept using existing facilities for equestrian network of complexes.
- More extensive study ordered in November 2012.

Frederick Hotel and Conference Center

- Study confirmed viability of privately owned and operated hotel
- Expected to be a 200-room hotel with meeting space to accommodate 600 people.

Hagerstown Baseball Stadium

- Analysis of team lease for new minor league stadium.
- Lease was equivalent to comparable team leases in league.



Projects and Studies - Completed

Washington Redskins Training Facility

- Proposed relocation to Prince George's County would generate significant economic activity and fiscal benefits for County and State.
- On June 6, 2012, Redskins, state of Virginia and Loudon County agreed on plan to renovate current facility in Ashburn and to hold preseason training camp in Richmond.

Troy Park Tennis Stadium

- Market demand exists for the proposed facility.
- Direct financial benefits insufficient to support operations and debt service.



Projects and Studies - Ongoing

Baltimore City Convention Center Expansion/Arena/Hotel Project

- Proposal through GBC with private financing of arena and hotel, and public financing of convention center expansion.
- MSA-overseen study of convention center expansion showed significant economic and fiscal benefits.
- Legislature appropriated \$2.5 million for convention center expansion design and construction estimate upon execution of MOU among State, City and private.
- MOU still being negotiated.

Show Place Arena/Prince George's County Equestrian Center

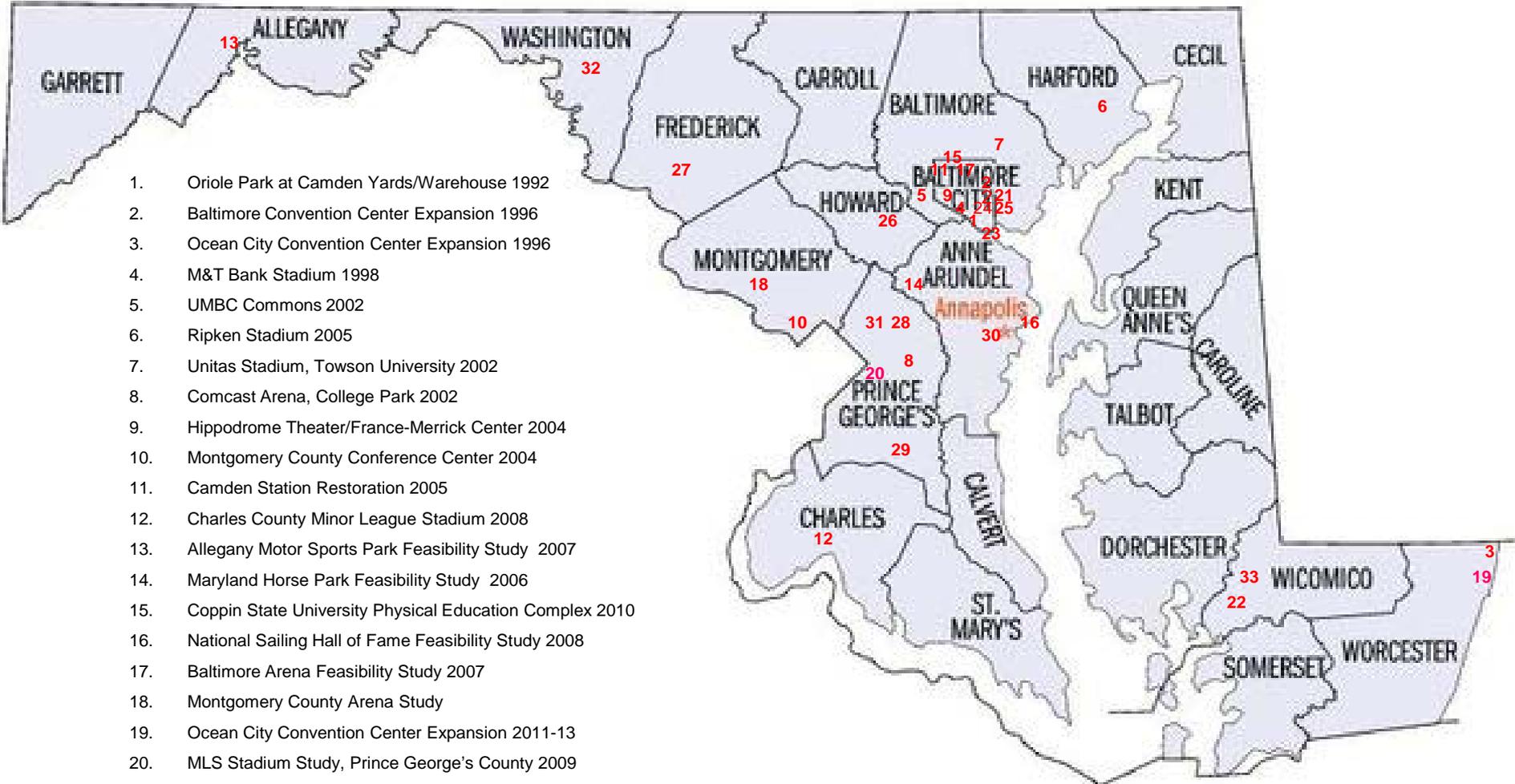
- Study of operations of facility, evaluation of market potential, and recommendations for improvement.
- Second study of management practices and governance structure.
- Both will be released during 2013.

Bowie Lacrosse Stadium and Field Complex

- Market and economic study on stadium to house MLL Chesapeake Bayhawks and adjacent complex of fields for youth tournaments.
- Study focuses on site adjacent to Bowie Baysox stadium.
- Release is imminent.

Perdue Stadium in Salisbury

- Market and economic study of stadium to determine level of improvements and amenities necessary to keep facility competitive in order to retain team upon lease expiration in 2015.
- Will be released during 2013.



1. Oriole Park at Camden Yards/Warehouse 1992
2. Baltimore Convention Center Expansion 1996
3. Ocean City Convention Center Expansion 1996
4. M&T Bank Stadium 1998
5. UMBC Commons 2002
6. Ripken Stadium 2005
7. Uitas Stadium, Towson University 2002
8. Comcast Arena, College Park 2002
9. Hippodrome Theater/France-Merrick Center 2004
10. Montgomery County Conference Center 2004
11. Camden Station Restoration 2005
12. Charles County Minor League Stadium 2008
13. Allegany Motor Sports Park Feasibility Study 2007
14. Maryland Horse Park Feasibility Study 2006
15. Coppin State University Physical Education Complex 2010
16. National Sailing Hall of Fame Feasibility Study 2008
17. Baltimore Arena Feasibility Study 2007
18. Montgomery County Arena Study
19. Ocean City Convention Center Expansion 2011-13
20. MLS Stadium Study, Prince George's County 2009
21. Baltimore City Circuit Courthouse Study 2011
22. Wicomico County Youth and Civic Center Study 2012
23. Baltimore City Soccer Stadium Study 2010
24. Baltimore Grand Prix Pit Lane Improvements 2011
25. Baltimore City Convention Center/Arena
26. Troy Park Tennis Feasibility Study 2012
27. City of Frederick Conference Center 2012

28. Washington Redskins Training Center/Headquarters 2012
29. Show Place Arena Study 2012
30. Annapolis Arts Center Study 2012
31. Bowie Lacrosse Stadium Study 2012
32. Hagerstown Stadium Lease Study 2012
33. Perdue Stadium Improvements Study 2012