



*House Education & Economic Development Subcommittee
January 26, 2017*



*Senate Education, Business & Administration Subcommittee
January 27, 2017*

The Maryland Stadium Authority

Mission

- To plan, finance, build and manage sports and entertainment facilities in Maryland.
- Provide enjoyment, enrichment, education, and business opportunities for citizens.
- Develop partnerships with local governments, universities, private enterprise and the community.

Priorities

- Safety and security
- Fiduciary responsibility
 - Financial management
 - Property management
- Diversity of stadium events
- On-time and on-budget construction management

What We Do

1. Operate and maintain Camden Yards Sports Complex real estate assets on behalf of the State of Maryland.
2. Oversee feasibility studies and construction projects for local municipalities or state agencies upon request.
3. Oversee Baltimore City Schools Construction Program (21st Century Schools)
4. Oversee Project C.O.R.E. demolition program.
5. Promote the use of sports-related facilities across Maryland to foster economic development.



Legislative Services/Analysis Questions & Response

Baltimore City School Revitalization Program

The Department of Legislative Services (DLS) recommends that MSA update the subcommittees on the progress of the Baltimore City School Revitalization Program. Further, MSA should comment on the program's financing and on any implications of transferring a portion of the State's fiscal 2016 funds to the General Fund or to relieve the city school system of its fiscal 2018 financial obligations. DLS further recommends that the subcommittee consider a Budget Reconciliation and Financing Act provision that allows the excess fiscal 2016 fund balance to be used for other more immediate needs.

Based on a review of the bond documents and the statute, this suggested action would be a violation of the statute and MSA's pledge of the funds as collateral for the outstanding bonds for Baltimore City Public Schools. Under the statute, the Lottery funds are deposited into the Financing Fund. The Financing Fund is pledged as collateral to the bondholders. Under section 10-645.I, in the Economic Development Article, only funds from Baltimore City and Baltimore City Public Schools are allowed to be transferred to the Facilities Fund. Removing that money from the Financing Fund would contradict MSA's statements made in the Official Statement related to the pledge of revenues for the Series 2016 Baltimore City Public Schools Construction and Revitalization Revenue Bonds.

Also, this would potentially have a negative impact on the rating of the bonds from the rating agencies.

Baltimore Ravens Capital Improvements

The Authority should comment on any plans it has for financing such repairs or renovations.

The Authority will look at available cash or issue debt for the funds needed under the Baltimore Ravens agreement. It is the Authority's goal to pay for the improvements from excess revenues generated at Camden Yards Sports Complex or to pay the debt service on a bond issue from operations.

In fiscal year 2020, the bonds used to fund the baseball stadium will mature, reducing the debt service needs from lottery by \$14.0 million which could also be an option to pay the debt service. See page 7

\$350,000 Maryland Sports Grant Program

MSA should comment on its plans for the program given the potential loss of funding.

In FY16, Maryland Sports touched over 317 events generating over \$176.6 million in direct spending on Maryland's economy. Based on the projected Youth & Amateur Sports Grant program, Maryland Sports actively pursued numerous events and initiated growth strategies with various partners and Rights Holders for FY18, during the fourth quarter of FY16 and first two quarters of FY17. The potential economic growth with the grant shows direct spending increasing approximately \$48.4 million or a 21.6% increase from FY16 to FY18.

Without the Grant program, much of this direct spending growth would not occur. The impact of this loss would be detrimental to Maryland's Sport Tourism and Sports Event Industry, TEAM Maryland, MAASA and Maryland Sports.

The Authority will seek to have the reduction deleted from the Budget Reconciliation and Financing Act.

Security & Public Safety

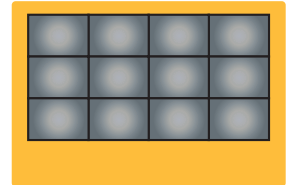
Data Collection

Improved data collection and analysis of key security metrics for early recognition of emerging trends, potential threats and overall increased situational awareness of the Camden Yards Sports Complex.



Warehouse Emergency Operations Center

Completed project to add Video Wall in the Warehouse Emergency Operations Center, on the Warehouse's 5th Floor North area, for enhanced situational awareness during events by providing real-time access to a variety of critical security information systems, e.g. video cameras, weather and aircraft radar sources, social media monitoring, media feeds, emergency management assets and resources, etc.



Camden Yards Sports Complex Security Camera Project

Increased camera coverage throughout the Camden Yards Sports Complex by adding 125 high-definition video cameras; several cameras were installed in locations that allowed dual-purpose coverage, e.g. seating bowls, concourses and concession areas during events and facility perimeters, sidewalks, plazas, and parking lots during non-events.



Emergency Preparedness

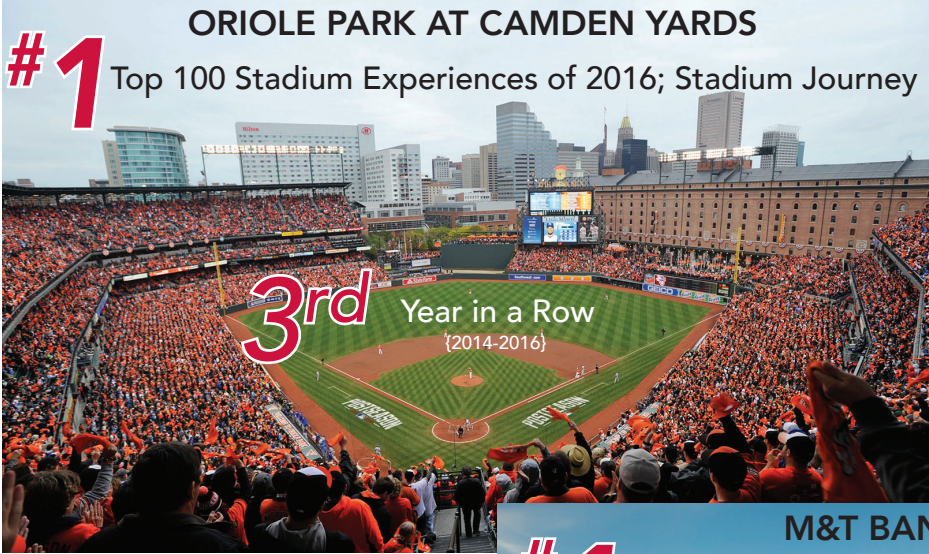
On March 24, 2016 a tabletop exercise was held to test the emergency preparedness and response of federal, state and local public safety agencies, as well as our private sector partners during a crisis at Oriole Park at Camden Yards. On September 20, 2016 a second tabletop exercise was conducted with federal, state and local law enforcement agencies and private sector partners to test and validate emergency response plans, evacuation procedures and crisis communications, information and intelligence sharing during a stadium event at M&T Bank Stadium.



Partnered with the Department of Homeland Security to conduct critical infrastructure vulnerability assessments to identify vulnerabilities, interdependencies and capabilities at Oriole Park at Camden Yards and M&T Bank Stadium; Used DHS Infrastructure Survey Tool (IST) to identify and document the overall security and resiliency of both venues.

Working with the Baltimore Ravens and other stadium partners to obtain Department of Homeland Security's SAFETY Act Designation and Certification for the M&T Bank Stadium Security Program

Maintaining Real Estate Assets




761 venues reviewed
2 selected from Maryland


BOTH managed by MSA



Camden Yards Sports Complex

MAINTENANCE PROJECTS

-  **FY16 Stadium Construction:**
- ✓ M&T Bank Stadium (MTBS) North Concourse
 - ✓ Oriole Park at Camden Yards (OPACY) Facilities & Security Offices
 - ✓ OPACY Family Restrooms

- FY16 Parking Lot Projects:**
- ✓ Lot D,E, MTBS ENG Lots
 - ✓ Lot G/H
 - ✓ Lot A
- 

-  M&T Bank Stadium's field was converted to natural grass

-  **FY16 Restoration Projects:**
- ✓ OPACY Metal Deck
 - ✓ MTBS Metal Deck
 - ✓ Storm-water Management Pond

Maintaining Real Estate Assets

CURRENT & FUTURE PROJECTS

- OPACY new playing field (funded by Orioles)
- OPACY new LED sports lighting (funded by MSA)
- MTBS: 1/25/17 - BPW approved agreement for \$120 million Ravens' funded fan experience improvements:
 - Larger video boards and ribbon boards
 - Improved vertical circulation – addition of escalators and elevators
 - Suites and video boards in corner notches
 - Renovation and addition of suite kitchens
 - Club level improvements
- MSA makes good faith effort to fund \$24 million of nuts and bolts capital improvements (e.g., building controls, steel painting, current elevator and escalator modernization, pipe replacement)

Leasing

CAMDEN STATION

- Sports Legends Museum vacated during November 2015
- Geppi Entertainment Museum (GEM) occupies 16,055 square feet of space on 2nd and 3rd floors with lease ending September 2016; is currently month-to-month
- Currently negotiating with tenant for the entire building

B&O WAREHOUSE AT CAMDEN YARDS

- 92.8% occupancy at between \$18 to \$24 per square foot
- Annual rental income is approximately \$4.0 million
- Annual telecommunications hosting yields approximately \$600,000
- July 2016, major tenant vacated 56,000 s.f. of which 50% is re-leased as of today



General Administrative Funding

Camden Yards Debt Outstanding

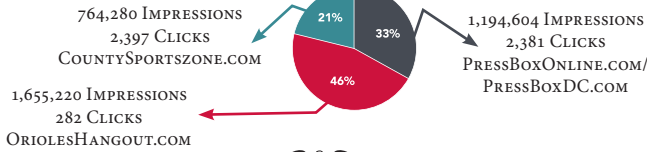
Years	Principal	Interest	Total
2017	\$19,314,115	\$5,748,225	\$25,062,340
2018	\$20,102,403	\$4,882,306	\$24,984,709
2019	\$20,561,158	\$3,968,571	\$24,529,729
2020	\$21,411,554	\$3,017,789	\$24,429,342
2021	\$8,036,092	\$2,328,787	\$10,364,879
2022-2026	\$38,621,417	\$5,798,600	\$44,420,017
TOTAL	\$128,046,738	\$25,744,279	\$153,791,017

Includes: Bonds, Equipment and Energy financings

Maryland Sports

SportsEvents MEDIA GROUP **sports SPG** DESTINATION MANAGEMENT SportsPlanningGuide
 TEAM Maryland FY16 branding placement within (Sports Tourism) Industry Publications

FY16 Web Advertising Report from



Web Traffic Report from Baltimore Sun Media Group

Campaign/Period	# of Ads	Impressions	Clicks
Advertising Campaign at Kentucky Derby (5/6-11/16)	3	265,437	1,885
June 2016 Campaign (5/12-28/16)	6	703,899	4,251

5 PRESS RELEASES IN FY16
 Maryland Sports' Media Notes

641 MEDIA RECIPIENTS

4 NEWSLETTERS IN FY16
 Maryland at Play

5,948 RECIPIENTS

MD Sports' & TEAM Maryland members attended:

- S.P.O.R.T.S. Relationship Conference-
- NASC Sports Event Symposium-
- ConnectSports Marketplace-
- USOC Olympic SportsLink- **Connect SPORTS**
- US Sports Congress-
- TEAMS Conference-



Maryland Sports sponsored the NGB breakfast at the 2015 US Sports Congress

TEAM MD & MAASA were the trade show floor sponsors at the 2016 NASC Sports Event Symposium

Maryland Sports is a proud member of the:

- National Association of Sports Commissions (NASC)-
- International Association of Event Hosts* (IAEH)-
- Association of Chief Executives for Sport (ACES)-



Maryland Sports is a founding member of this organization

317 Events Touched in FY16
 \$176,641,000 in Direct Spending

\$325,000 BRINE GIRLS BEACH LAX FESTIVAL



\$4,083,000 DIRECT SPEND



\$377,000 DIRECT SPEND

\$408,000 EASTERN REGIONAL SILVERSTICK



\$7,817,000 DIRECT SPEND



\$2,820,000 DIRECT SPEND



\$558,000 DIRECT SPEND

\$2,000,000 CONCACAF Gold Cup QUARTERFINALS

\$944,000 WHITE MARLIN OPEN



\$11,421,000 DIRECT SPEND

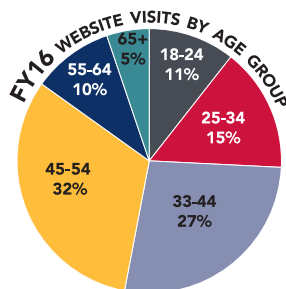
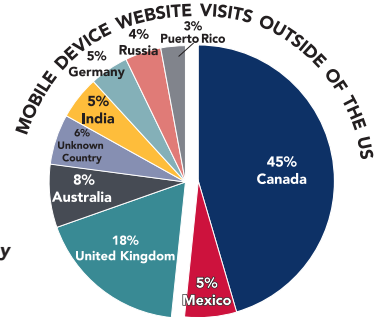


39 Posts
 5,648 Reached
 77 Likes
 13 Shares

107 Tweets
 6,862 Profile Visits
 119 New Followers
 99,219 Impressions

- MarylandSportsCommission
- MarylandSports.us
- MarylandSportsUS
- MarylandSports
- Maryland Sports
- Here2Play

14 Posts
 112 Shares
 Most Popular Day: Wednesday
 Most Popular Hour: 8am



135,134 Pageviews
 81,422 Sessions
 Most Popular Browser: Safari
 Most Popular Mobile Device: iPhone



Maryland Sports

Forecasting FY17

EVENTS

- 2016 AAU 8U National Championships
- USSSA Eastern World Series
- Columbia Triathlon
- LAXCON- US Lacrosse Convention
- Ironman Maryland
- Iron Girl Columbia
- 10k Across the Bay
- SAC Invitational Memorial Day Tournament
- Governor's Challenge
- USA Rugby National Development Summit
- 142nd Preakness
- Big Ten 2017 Men's Golf Championships
- Constellation Senior Players Championship 2017
- The Dutta Corp Fair Hill International
- 2017 Division I and Wheelchair National Championships & April North American Cup (Fencing)
- The Baltimore & Frederick Running Festivals
- DVA Beachfest
- ISSA Senior Softball Eastern Shore Championships
- US Quidditch 2016 Mid-Atlantic Regional Championship



OTHER

- Attend sport tourism & event industry trade shows and conventions
- TEAMS Conference Ambassador Program sponsorship
- MD Sports member asked to attend Connect Women in Sports Tourism Forum, a leadership council
- Sponsor US Sports Congress "Tech Tuesday"
- Sponsor NASC Sports Events Symposium trade show floor and "Meet Up" space
- Aide Fair Hill International in their pursuit of FEI 4* event
- Begin implementation of FY17 Amateur & Youth Grant program, part of the 2016 International Sports & Preakness Stakes Incentive Fund*

* Fund and Grant have been removed from Governor's proposed budget

Projects & Studies

Current Studies

OCEAN CITY CONVENTION CENTER EXPANSION (2015)

- Requested by the Town of Ocean City
- \$34 million expansion and renovation project
- Significant economic and fiscal impact projections – Estimated between \$3.3 and \$4.4 million annually
- Report issued January 26, 2017

WORCESTER COUNTY ARENA & SPORTS COMPLEX

- Requested by Worcester County
- Study to evaluate benefits of an indoor arena and multi-field sports complex
- Market Study expected to be released early 2017

MARKET AND ECONOMIC STUDY OF PIMLICO RACECOURSE

- Requested by the Maryland Racing Commission and Department of Labor, Licensing and Regulations
 - Study will evaluate Pimlico Racecourse's ability to serve as the permanent home for the Preakness Stakes
- Phase I expected to be released early 2017; study will be performed in two phases

BALTIMORE CITY CONVENTION CENTER EXPANSION (2016)

- Phase I
 - Requested by Baltimore City
 - Budget of \$1 million funded by state, city and private sources
 - Due Diligence Study; Program Review; Conceptual Design; Revised Economics
 - Scheduled for release Winter 2017
- Phase II
 - Budget is \$1.5 million

BALTIMORE CIRCUIT COURTHOUSE DEVELOPMENT OPTIONS

- Requested and funded by Circuit Court
- Budget is \$84,000
- Procurement process to identify all development options in the city
- Completion expected Fall/Winter 2017

Current Projects

NORTH BETHESDA CONFERENCE CENTER PARKING STRUCTURE

- Requested and funded by Montgomery County
- Budget is \$21 million
- Construction began December 2016
- Construction expected to be complete Winter 2017/2018



Baltimore City Public Schools Construction

Plan Year One Construction Cost Snapshot

October 2016

School	Approved EAP	Target GMP	Actual GMP *	Diff	Notes
Arlington PK-5 **	\$41,260,642	-	-	-	Currently in design (100% DD)
Arundel PK-2	\$44,253,517	\$37,800,000	\$36,859,523	(\$940,477)	
Cherry Hill 3-8 **	\$48,281,839	-	-	-	Currently out to bid (Phased GMP)
Forest Park HS **	\$70,122,898	\$60,400,000	\$56,193,983	(\$4,206,017)	
Ft Worthington K-8	\$42,187,379	\$34,300,000	\$33,080,645	(\$1,219,355)	
Frederick PK-5	\$30,855,997	\$25,100,000	\$25,135,322	\$35,322	
John Eager Howard PK-5	\$33,539,979	\$28,600,000	\$28,359,808	(\$240,192)	
Lyndhurst PK-8	\$39,938,364	\$35,300,000	\$35,204,180	(\$95,820)	
Patterson HS **	\$95,000,000	-	-	-	Currently in design (Concept/SD)
Pimlico PK-8 **	\$45,279,387	\$38,700,000	\$37,836,909	(\$863,091)	
Robert Poole (ACCE/Ind)	\$55,056,540	\$45,200,000	\$38,507,745	(\$6,692,255)	
CURRENT TOTALS	\$ 545,776,542	\$ 305,400,000	\$ 291,178,115	(\$14,221,885)	

*Actual GMP Cost depicted reflects construction cost at time of bid/award only, inclusive of contingencies. GMP does not reflect additional costs assumed in EAP Budget (i.e. design, preconstruction, inspections, FFE, AV/IT, etc...)

** Target GMP's not reflected due to projects currently in bid process for construction packages or in early design/estimating phases



Baltimore City Public Schools Construction

Program Update & Successes

CONSTRUCTION COSTS

- Bid results for the first nine schools are averaging 5% under estimate

SCHEDULE

- Year 1 and Year 2 schools remain on schedule for completion in 2020
- First two (2) schools opening Summer, 2017 on schedule
- First Bond Sale for \$320 million generated \$66 million in premium

REACHING UTILIZATION RATE

- GOAL - target on track for 86%, without the swing space, by 2020.

WORKFORCE DEVELOPMENT

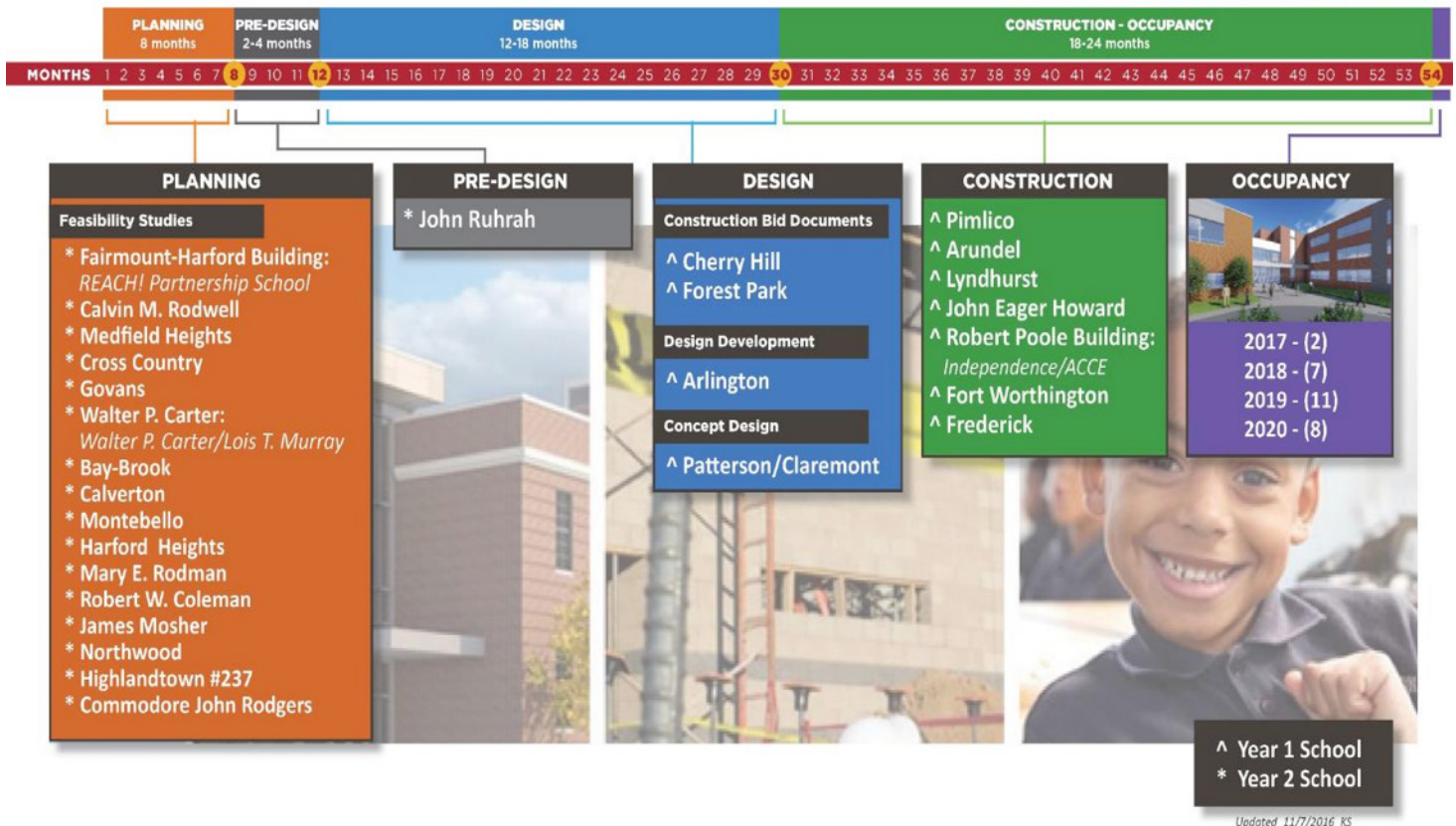
- First seven schools have generated over 200 new local hire job commitments
- Implemented work-based learning/student internship program

MANAGEMENT

- MSA is transitioning to oversee the management and administration of remaining projects



21st Century School Buildings Status Map



Updated_11/7/2016_KS

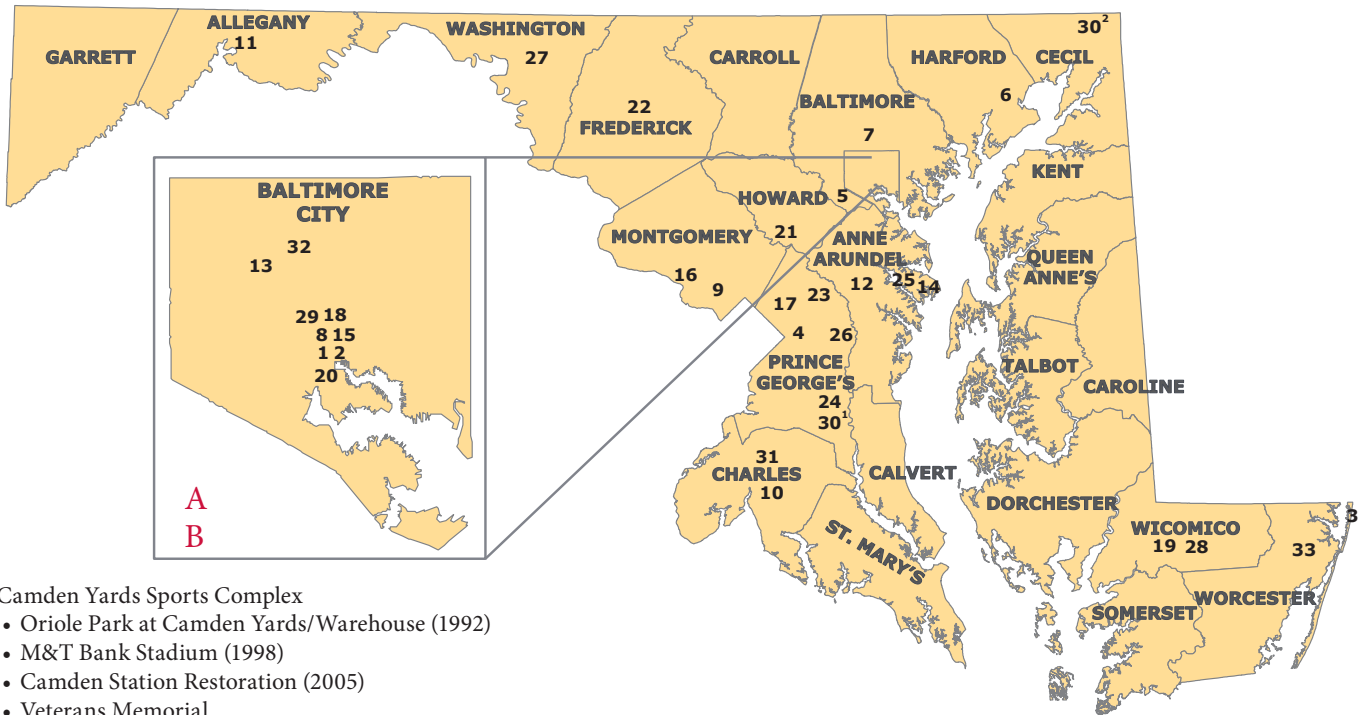
Project C.O.R.E.

Project C.O.R.E.- Creating Opportunities for Renewal and Enterprise

- Project C.O.R.E. established new demolition protocols for safe blight removal
- DHCD requested MSA to manage the contract administration of the program
- MSA issues Notice to Proceed letters (NTP) when properties are ready for demolition
 - NTP 1 – Twenty-seven (27) properties – Completed
 - NTP 2 & 3 – Sixty-eight (68) properties – In demolition
 - NTP 4 – Fifty-two properties (52) – Received January 17, 2017
 - NTP 5 – Expected March 2017



Projects & Studies 1992- 2016



1. Camden Yards Sports Complex
 - Oriole Park at Camden Yards/Warehouse (1992)
 - M&T Bank Stadium (1998)
 - Camden Station Restoration (2005)
 - Veterans Memorial
 - Baltimore Gran Prix Pit Lane Improvements (2011)
2. Baltimore City Convention Center
 - BCCC Expansion (1996)
 - BCCC Expansion/Arena Study (2011)
 - BCCC Expansion Study (2016)
3. Ocean City Convention Center
 - OCCC Expansion (1996)
 - OCCC Study & Expansion (2011)
 - OCCC Performing Arts Center (2014)
 - OCCC Expansion Study
4. University of Maryland, College Park
 - Comcast Center (2002)
 - Softball Field (2002)
 - Parking Garage (2002)
5. UMBC Commons (2002)
6. Ripken Stadium (2005)
7. Uinitas Stadium at Towson University (2002)
8. Hippodrome Theater/France-Merrick Center (2004)
9. Montgomery County Conference Center (2004)
 - North Bethesda Conference Center Parking Structure (2014)
10. Charles County Minor League Stadium (2008)
11. Allegany Motor Sports Park Feasibility Study (2007)
12. Maryland Horse Park Feasibility Study (2007)
13. Coppin State University Physical Education Complex (2010)
14. National Sailing Hall of Fame Feasibility Study (2008)
15. Baltimore Arena Feasibility Study (2007)
16. Montgomery County Arena Study (2007)
17. MLS Stadium Study in Prince George's County (2009)
18. Baltimore City Circuit Courthouse Study
 - Baltimore City Circuit Courthouse (2011)
 - Baltimore City Circuit Courthouse (2016)
19. Wicomico County Youth and Civic Center Study (2012)
20. Baltimore City Soccer Stadium Study (2010)
21. Troy Park Tennis Feasibility Study (2012)
22. City of Frederick Conference Center Study (2012)
23. Washington Redskins Training Center/Headquarters Study (2012)
24. Show Place Arena Study (2012)
25. Annapolis Arts Center Study (2012)
26. Bowie Lacrosse Stadium Study (2012)
 - Green Branch Multi-Field Sports Complex Study (2014)
 - Collington Stream Valley Park Lacrosse Complex (2015)
27. Hagerstown Stadium Lease Study (2012)
28. Perdue Stadium Improvements Study (2012)
29. State Center (2014)
30. Market and Economic Analysis for the Proposed New Maryland Horse Park System (2015)
31. Market and Economic Analysis for a Proposed New Multi-Purpose Civic Center in Waldorf (2015)
32. Market and Economic Study of Pimlico Racecourse (2016)
33. Worcester County Arena & Sports Complex (2016)
 - A. Baltimore City Public Schools Program
 - B. Project C.O.R.E.

