

Memorandum

To: Mike Geisel, City Administrator
From: Tom McCarthy
Director of Parks, Recreation & Arts
Date: 10/31/2019
Re: Chesterfield Baseball Softball Association



We have been approached by the Chesterfield Baseball/Softball Association with the opportunity of a \$350,000 offer to assist in adding synthetic turf to the infields on the four F quad main fields 1-4. The letter is attached for your review. We have received preliminary budget figures from Byrne & Jones to turf these four infields. Currently the budget price we were given was right at \$790,000. This is the complete package to install the four infields.

Here are a few of the things we would need to keep in mind if we move forward with turfing the infields with CBSA

1. CBSA would continue to have priority usage for their Spring and Fall leagues.
2. CBSA would continue to receive the best price for the turf fields for league play.
3. We would also be required to build two small U-8 fields down at the west end of the complex with skinned infields and grass out fields. These fields would-be built-in house over the winter of 2019/2020 for spring of 2020 play. Cost for these fields would be under \$40,000 total. This would not hamper the use of the field space for soccer, lacrosse, ultimate frisbee or other field sports when not being used for baseball.
4. By putting in the two small fields, we will help keep our main partner CBSA, as the leading baseball program on this side of the state and create a better feeder program for the older teams.
5. With the additional four turf infields we would be able to free up the C & D quads (eight fields) for us to coordinate tournaments each weekend throughout the baseball/softball season. This would greatly increase our tournament rentals and revenues along with our concession operations.

Here are the benefits Chesterfield Parks, Recreation and Arts would receive

1. The greatest benefit by partnering with CBSA as proposed is that by putting in the turf infields in the F quad it will allow us to remain a leader in Baseball/Softball league and tournament play in the region. Without the turf upgrades, we will fall behind as soon as other facilities put turf fields in. We will lose teams, tournaments and the edge we have over other complexes to generate revenue and remain the leader.
2. By putting in the four turf infields we will be able to significantly increase our revenue and run tournaments, even if we have rain. This past year we had nine complete weekends that were rained out with an estimated \$95,000 loss in revenue. With the turf, we will be able to salvage portions of these tournaments.
3. CBSA would escrow the \$350,000 in a separate account for us, and we would receive the funds over three years at a designated time each year. We would require this due to the past experience we had with another user group that short changed us.

4. With the new turfed F quad and the two fields on the A fields, CBSA will give up the use of the C and D quads so we can run more tournaments on the weekends, increasing our overall revenue and usage at the complex.
5. There will also be an estimated cost savings of about \$30,000 as we will no longer be marking the F quad infields, dragging them, adding Dura Edge and repairing them on a daily basis.
6. In 2018 we generated \$75,175 dollars for the entire year from rentals on the F quad. With the turfed infields we are conservatively estimating that we can generate \$110,000 in additional field revenues. Plus, there will be a boost in concession revenues throughout the complex.

General numbers

Project cost	
Chesterfield Baseball/Softball gift	\$350,000
Total cost for four infields turfed for the City of Chesterfield	\$440,000
Two smaller fields on the A1 & A2 Fields	\$ 40,000
Total cost for the project	\$830,000
Net need from the City	\$480,000

Realized savings on field maintenance, staff cost and material	\$ 30,000/yr
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Projected Impacts


Estimated additional increase in CVAC field rental revenue	\$110,000/yr
Increase in concession revenues from guaranteed F quad play	\$ 75,000/yr

7. With the increased revenue each year I would recommend that we set up an escrow account to cover the full cost of the field replacement in year eight. Byrne and Jones is suggesting putting away \$300,000 for the four turfed infield replacements after eight years. Depending on wear and tear the turf could last up to ten years. I would like to put \$40,000 away per year for field replacement.

This project will show an increase in revenue and will continue to allow us to be the leader in Baseball/Softball across the area. With the additional cost to install the fields, the dollars from CBSA as a gift, along with the increased play and the ability to run more tournaments this improvement will allow us to replace the turfed infields in eight to ten years and still have a substantial increase in revenues over the eight to ten-year time period at the tune of about \$1,000,000.

With your approval I would like to move this forward to the Parks, Recreation & Arts Committee of Council at our next meeting and then on to Council for direction.

Please forward to the PR&A Committee for review and recommendation. Additionally, if the PR&A recommends moving forward, they should identify whether the additional funding is to come from the parks fund - fund reserves or the general fund - fund reserves.

 2019-10-31



October 21, 2019

Chesterfield Baseball Softball Association (CBSA), in an effort to continue our tradition of working together with the City of Chesterfield to improve the quality and usage of Chesterfield Valley Athletic Complex (CVAC), is submitting this letter of support for improvements to A Quad and F Quad at CVAC. Specifically, this letter outlines the willingness of CBSA to enter into an agreement with the City of Chesterfield to build two fields on A1 and A2 and to turf the infields of F Quad in a multi-use format for baseball and softball. The language in this letter is not binding and does not mean a formal agreement has been reached. Both parties agree that they are willing to provide what is stated with the Terms below only upon approval from the Chesterfield City Council and the CBSA Board of Directors. If this agreement is approved by both parties, a formal contract will be provided for CBSA and the City of Chesterfield to execute.

Terms:

Chesterfield Baseball Softball Association (CBSA) will provide:

- \$350,000 to offset field renovation costs for the above mentioned A1 and A2 as well as F Quad renovations. The money will be placed in escrow with mutually agreed terms between the City of Chesterfield and Chesterfield Baseball Softball Association.
- Payment for a minimum of 1,200 hours for field usage on the F quad at \$45/hour for 5 years; additional field rental fees would be applied on an hourly basis for any usage exceeding the 1,200 hours
- City use of C and D quads as tournament fields annually on weekends (Friday – Sunday)
- The ability for the City of Chesterfield to rent F Quad and A1 and A2 to other users when CBSA is not using the fields for baseball/softball league play, CBSA-led tournaments or practices

City of Chesterfield will provide:

- Renovation of A1/A2 into two fields. F Quad infields will be turfed in a multi-use format for baseball and softball.
- CBSA priority usage from March 1 through June 30 and August 1 through mid-October, as stated in the current contract between CBSA and the City of Chesterfield
- Additional space for rained out games
- CBSA the opportunity to host tournaments on C and D quads; number of fields and dates will be determined from year-to-year

Sincerely,

A handwritten signature in black ink, appearing to read "Ron Gibbs".

Ron Gibbs
President, CBSA

A handwritten signature in black ink, appearing to read "Steve Malsch".

Steve Malsch
Vice-President, CBSA