



Downtown Development Corp.

- **Update Fiscal Year Ending 8/31/2022 and 5-Year CIP**

December 13, 2022



AGENDA

- Sound Financial Practices
- Summary
- Hotel Occupancy
- Ballpark Revenue Comparison
- 5 Year CIP

Sound Financial Practices

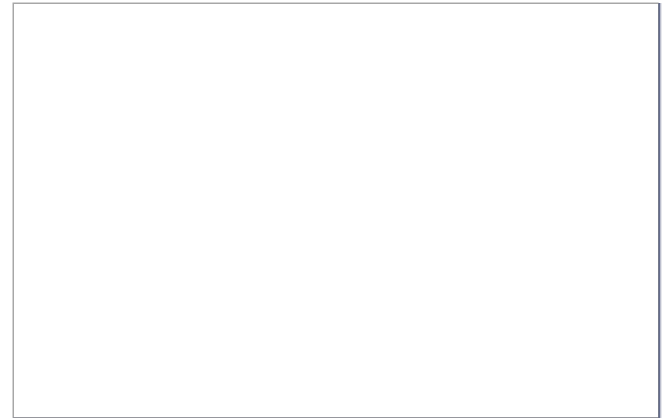
Another Example of Strong Management



- \$3.0+ million collected, since 2016, Hotel occupancy tax (HOT) audits
- \$20.3 million in savings through strategic utilization/timing of refinancings
- Continued strong recovery in hotel occupancy
- Capital project investments (City-owned facility) to maintain high-quality facility

First year with

No General Fund subsidy



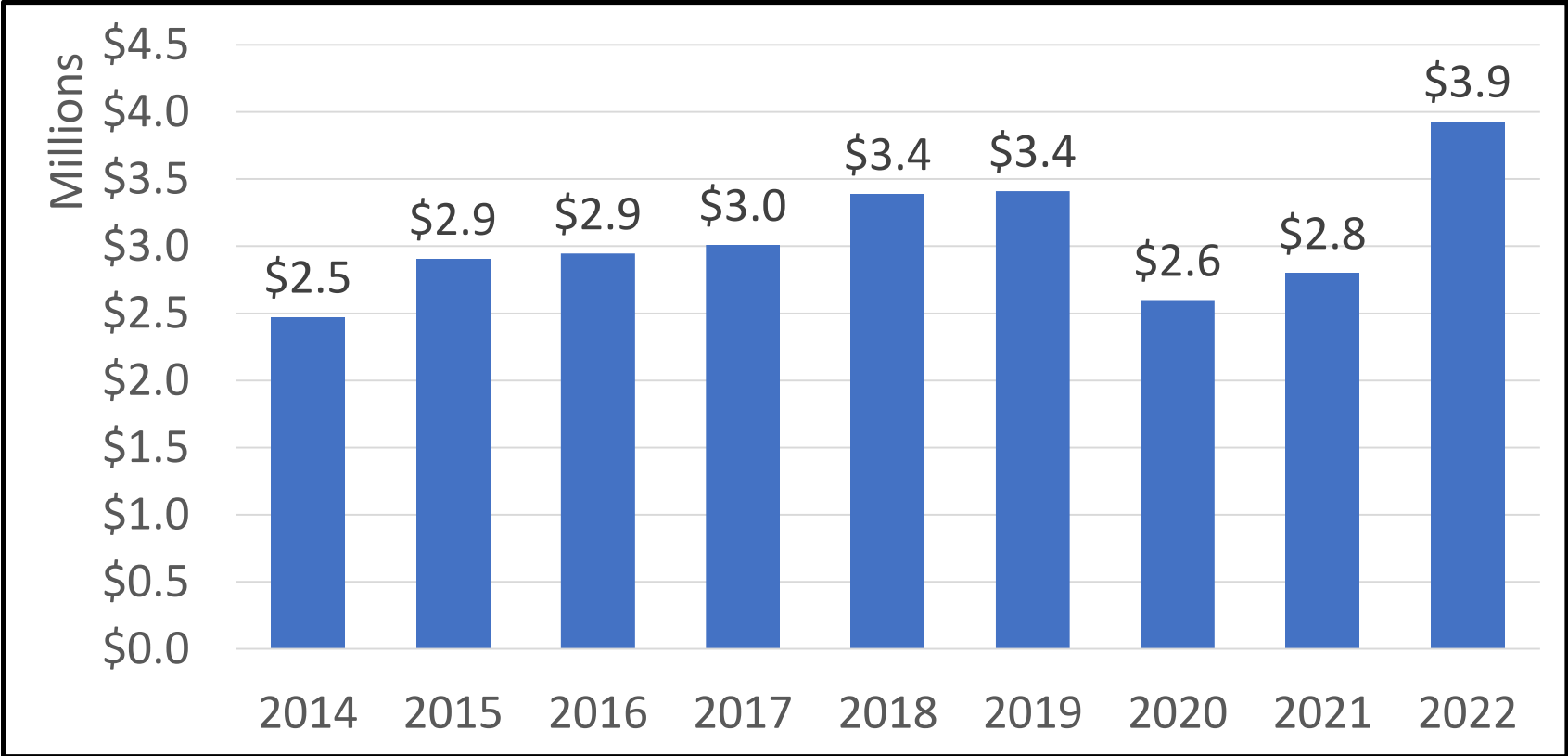
Summary FYE 8/31/2022



	FYE 8/31/2022
Revenue	4,971,886
Debt Payment	3,602,314
Surplus	\$1,369,572

HOT Revenue

2% Ballpark Project Venue



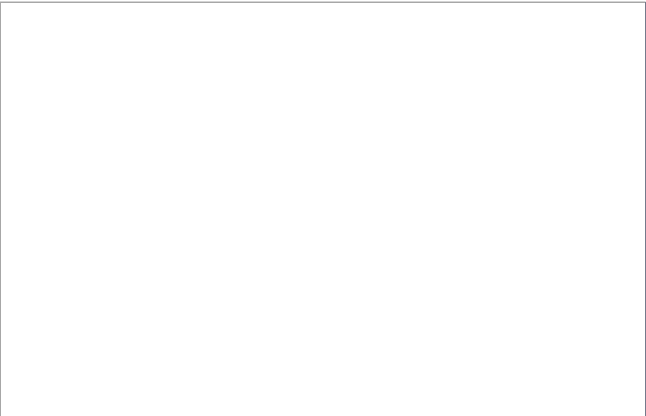
Ballpark Revenue



	FY 2019	FY 2020	FY 2021	FY 2022
2% HOT	\$3,410,696	\$2,598,606	\$2,799,527	\$3,930,669
Sales Tax	\$186,227	\$22,498	\$136,277	\$220,753
Ticket Revenue	\$279,534	\$17,863	\$168,679	\$284,440
Rent	\$290,000	\$290,000	\$290,000	\$290,000
Parking	\$138,436	\$16,060	\$84,572	\$179,599
General Fund Debt Subsidy	\$87,812	\$570,381	\$483,096	\$0



Ballpark Forecast



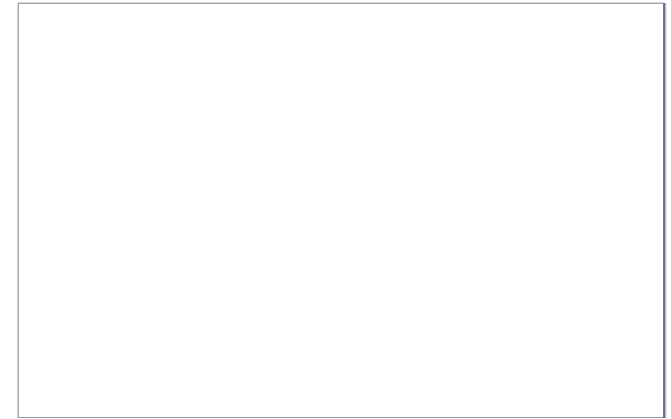
	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027	Total
Projected Ballpark Revenue	5,043,993	5,168,706	5,259,688	5,352,397	5,446,864	26,271,648
Debt Service	3,489,670	4,041,131	4,180,452	4,298,248	4,410,163	20,419,664
Projected Surplus/(Deficit)	\$1,554,323	\$1,127,575	\$1,079,236	\$1,054,148	\$1,036,701	\$5,851,983

Surplus revenue is restricted to the ballpark project



Ballpark 5-Year CIP

Sam Rodriguez



Timeline



- Lease agreement with MountainStar Sports Group (MSSG), LLC on October 2012
- MountainStar Sports Group El Paso Chihuahuas are entering their tenth season at the ballpark
- Major League Baseball implemented standards for minor league affiliates to enhance the customer and player experience and provide consistency of facility systems, lighting, field amenities/conditions of minor league stadiums.
- Every year a five (5) year Capital Improvement Plan (CIP) is developed and presented to City Council; last CIP approved by Council August 31, 2021
- 33 projects completed to date at the Ballpark



City of El Paso

Mountain StarSports Group LLC

City owns facility and has a contractual obligation for the prompt and timely installation, repair, and replacement of all capital improvements

Capital Improvements are any work (including all design, architectural, engineering and construction), that is customarily capitalized under GAAP and is reasonably necessary to repair, restore, refurbish, replace or improve any facility, structure, City property, or other components of the Ballpark

In coordination with MountainStar Sports Group, ensure the ballpark is a safe, attractive and first class facility, and that it meets the standards and requirements established by Major League Baseball (MLB).

Operation & maintenance responsibilities of the City





City of El Paso

Mountain Star Sports Group LLC

**Operation & maintenance
Responsibilities of MSSG, LLC**

- All aspects of operating expenses and costs for the Ballpark- including all direct or indirect expenses associated with the Team or events
- Routine maintenance, including interior and exterior repairs, excluding Capital Improvements
- Managing concessionaires, merchandisers, vendors and obtaining all necessary permits to sell food, beverages, and alcohol

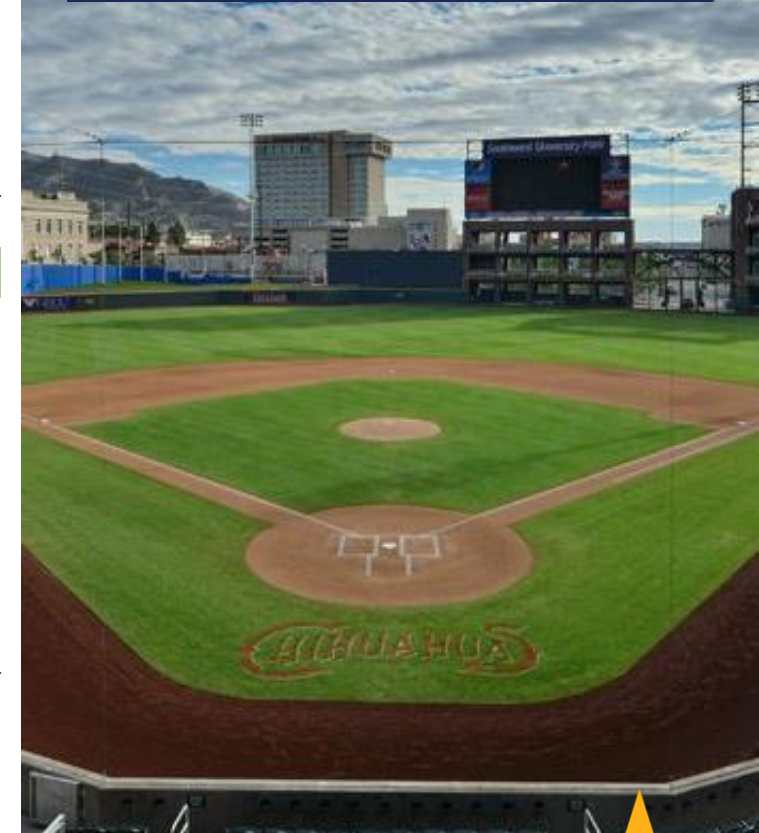
Projects Completed 2017-2020

2017	
Field Wall Padding	\$30,634
Concrete Joints and Sealant Replacement	\$9,250.00
Upper Concourse Drainage Control	\$23,000.00
Concourse Drainage Improvement	\$27,305.00
Security Bollards	\$12,723.00
Santa Fe Gate ADA Ramp	\$29,411.00
Total	\$132,323.00

2018	
Dugout Netting	\$70,187.00
Field Wall Padding	\$17,999.00
Missouri Street Stairs Concrete Slab Repair	\$30,177.00
South Concourse Crack Repair	\$37,500.00
Refinish the Splash Pad Flooring	\$14,926.00
Total	\$170,789.00

2019	
Concession portables/carts	\$59,338.45
Interior upgrades	\$39,182.00
Rubber flooring for dug outs	\$37,129.00
Turf Replacement	\$17,682.78
Clock Repair	\$4,000.00
Total	\$157,332.23

2020	
Concession-portable covers	\$7,200.00
Paver replacement- Santa Fe	\$128,561.00
Backstop netting	\$28,065.00
Concourse sealant	\$276,352.50
Field conversion/turf replacement	\$232,379.04
Cabinetry	\$11,852.80
Total	\$684,410.34



Projects Completed 2021-2022

2021

Production - Video Hardware & Monitor Replacement	\$177,000
Clock Tower - Main Entry Door Replacement	\$22,519
Total	\$199,519

2022

Field Wall Padding**	\$114,009
Suites Interiors and Hallway Upgrade	\$84,091
Visitor/Home Locker Room- Interior Upgrade	\$52,000
Turf Management Equipment	\$65,195
Televisions - Replacement	\$94,481
Production - Camera Replacement/Upgrade	\$153,000
Production - LED Ribbon Boards 1st and 3rd base side**	\$300,000
Total	\$862,776

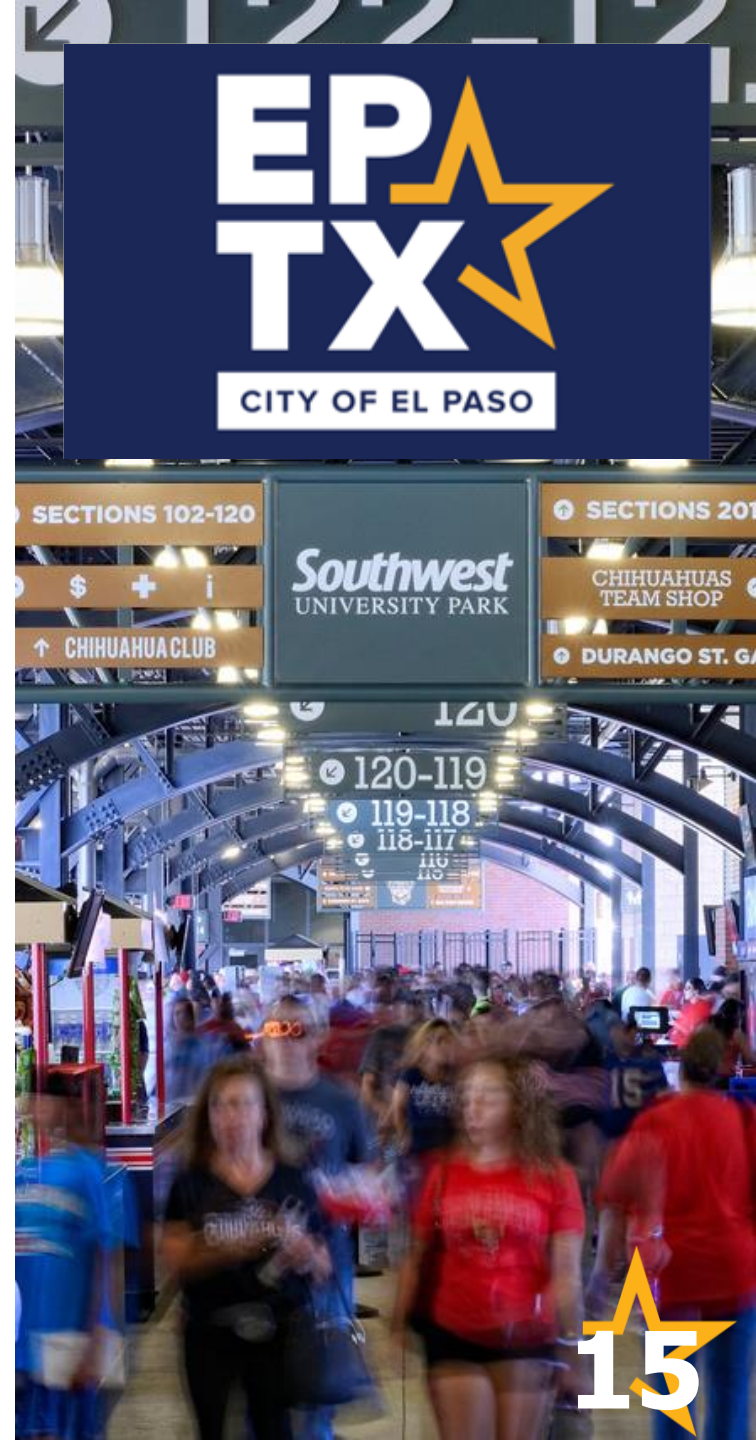
****Turned over to the City for reuse; have also been provided turf used to convert the field for soccer each field conversion for reuse by PARD**



Increase/Decrease Over Previous Plan FY23-25

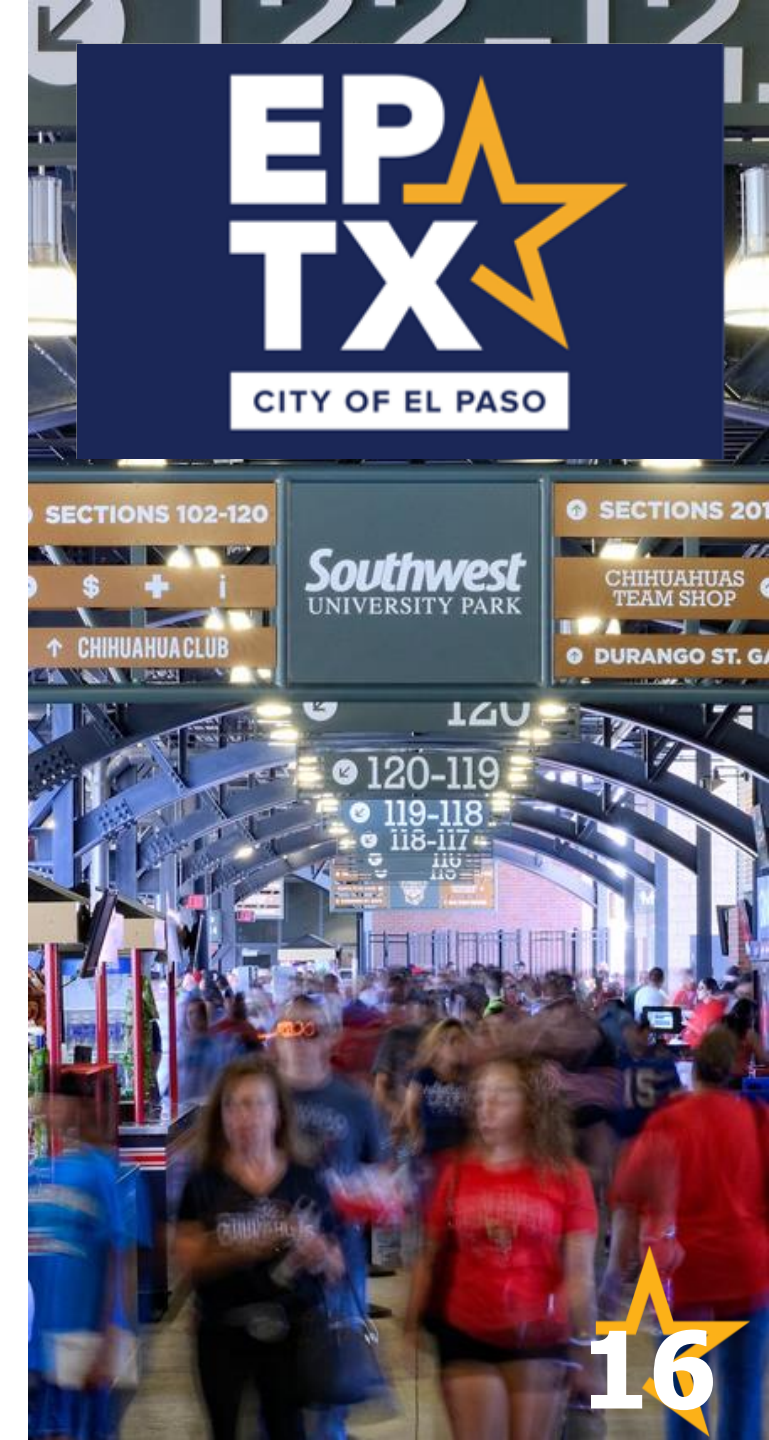
Updated December 2022	Previously Approved	Increase/Decrease
Architectural/Interiors		
Flooring/Carpet Replacement	\$73,267	\$21,733
Field Wall Padding	\$0	\$150,000
Turf/Field Tarp Replacement	\$268,707	\$691,293
Trash Can Replacements	\$123,000	\$77,000
Big Dog House/Weststar Club Interior Upgrades	\$580,006	\$219,994
Suites Upgrades	\$84,091	\$660,909
Locker Room Upgrades	\$17,396	\$48,604
Turf Management and Other Small Equipment	\$65,195	\$229,805
Televisions - Replacement	\$194,481	-\$94,481
Security Cameras	\$99,829	-\$64,829
Video Board	\$1,225,000	\$961,162
Freight Elevator Overall	\$0	\$35,000
Stadium Signage	\$0	\$90,000
Total Architectural/Interiors	\$2,657,705	\$3,004,457
Structure		
Pavement/Sidewalk Repair	\$150,619	\$214,381
Paint Steel Superstructure	\$125,000	\$625,000
Bird Mitigation	\$0	\$200,000
Building Controls/Lighting Upgrades	\$0	\$165,000
Total Structure	\$275,619	\$1,204,381
Food Service & Retail		
Concession Equipment/Enhancements	\$230,000	\$335,645
Total Food Service & Retail	\$230,000	\$335,645
Grand Total	\$3,163,324	\$4,544,483

COVID IMPACTS



Capital Plan FY2023 - FY2027

Updated December 2022	FY 23	FY 24	FY 25	FY 26	FY 27	Total Cost
	CIP YR. 7	CIP YR. 8	CIP YR. 9	CIP YR. 10	CIP YR. 11	
	Season 10	Season 11	Season 12	Season 13	Season 14	
Architectural/Interiors						
Flooring/Carpet Replacement			\$45,000	\$50,000		\$95,000
Field Wall Padding				\$150,000		\$150,000
Turf/Tarp Replacement	\$350,000	\$200,000			\$410,000	\$960,000
Trash Cans - Replacements		\$200,000				\$200,000
Big Dog House/Weststar Club Interior Upgrades			\$650,000		\$150,000	\$800,000
Suite Upgrades	\$80,000	\$440,000		\$75,000	\$150,000	\$745,000
Locker Room Upgrades	\$11,000		\$5,000	\$50,000		\$66,000
Turf Management and Other Small Equipment	\$40,000	\$105,000	\$80,000	\$25,000	\$45,000	\$295,000
Televisions - Replacements		\$100,000				\$100,000
Security Cameras - Replacement	\$35,000					\$35,000
Video Board Replacement	\$1,186,162	\$1,000,000				\$2,186,162
Frieght Elevator Overhaul	\$35,000					\$35,000
Stadium Signage	\$30,000	\$10,000	\$10,000	\$30,000	\$10,000	\$90,000
Total Architectural/Interiors	\$1,767,162	\$2,055,000	\$790,000	\$380,000	\$765,000	\$5,757,162
Structure						
Pavement/Sidewalk Repair	\$215,000	\$125,000	\$25,000			\$365,000
Paint Steel Superstructure			\$750,000			\$750,000
Bird Mitigation	\$200,000					\$200,000
Building Controls Exterior Lighting Replacement	\$15,000	\$50,000	\$50,000		\$50,000	\$165,000
Total Structure	\$430,000	\$175,000	\$825,000	\$0	\$50,000	\$1,480,000
Food Service/Retail						
Concession Equipment/Enhancements	\$393,173	\$30,000	\$120,000	\$30,000	\$120,000	\$693,173
Total Food Service & Retail	\$393,173	\$30,000	\$120,000	\$30,000	\$120,000	\$693,173
Grand Total	\$2,590,335	\$2,260,000	\$1,735,000	\$410,000	\$935,000	\$7,930,335





Capital Plan FY2023 - FY2027

Types of Repairs/ Renovations	<u>FY 2023</u> CIP-YEAR 7 Season 10	<u>FY 2024</u> CIP-YEAR 8 Season 11	<u>FY 2025</u> CIP-YEAR 9 Season 12	<u>FY 2026</u> CIP-YEAR 10 Season 13	<u>FY 2027</u> CIP-YEAR 11 Season 14	Total Cost
Architectural/Interiors Structure	\$1,767,162	\$2,055,000	\$790,000	\$380,000	\$765,000	\$5,757,162
Structure	\$430,000	\$175,000	\$825,000	\$0	\$50,000	\$1,480,000
Food and Retail	\$393,173	\$30,000	\$120,000	\$30,000	\$120,000	\$693,173
Total	\$2,590,335	\$2,260,000	\$1,735,000	\$410,000	\$935,000	\$7,930,335

Funding Sources: Capital Repairs Reserve Fund; 2% Additional HOT Venue Project Revenue, and proceeds from the sale of City capital assets

Capital Plan FY2023 - FY2027



Projected 5 Year Ballpark Revenue	\$5,851,983
Proceeds from the Sale of Capital Assets	<u>\$2,078,352</u>
Projected 5 Year CIP Costs	\$7,930,335



Mission

Deliver exceptional services to support a high quality of life and place for our community



Vision

Develop a vibrant regional economy, safe and beautiful neighborhoods and exceptional recreational, cultural and educational opportunities powered by a high performing government



Values

Integrity, Respect, Excellence, Accountability, People