

## MAJOR LEAGUE BASEBALL

*Note: Information compiled from Sports Business News, Forbes.com, LexisNexis.com, Sports Business Journal, Sports Business Daily, RSV Fax, and other sources published on or before October 30, 2003.*

<b>Team</b>	<b>Principal Owner</b>	<b>Most Recent Purchase Price (\$/Mil)</b>		<b>Current Value (\$/Mil)</b> <b>Percent Increase/Decrease From Last Year</b>
Anaheim Angels	Walt Disney Co.	183.5 (2003)		\$225 (+15%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Edison International Field of Anaheim	1966	\$24	100%	In April 1998, Disney completed a \$117 M renovation. Disney contributed \$87 M toward the project while the City of Anaheim contributed \$30 M through the retention of \$10 M in external stadium advertising and \$20 M in hotel taxes and reserve funds.

### NAMING RIGHTS

The Anaheim Angels currently play at Edison International Field of Anaheim. On September 15, 1997, Edison International entered into a naming-rights agreement that will pay the Angels \$50 million over 20 years with an average annual payout of \$2.5 million. The naming-rights agreement expires in 2018.

<b>Team</b>	<b>Principal Owner</b>	<b>Most Recent Purchase Price (\$/Mil)</b>		<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
Arizona Diamondbacks	Jerry Colangelo	\$130 (1995)		\$269 (-1%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Bank One Ballpark	1998	\$355	71%	The Maricopa County Stadium District provided \$238 M for the construction through a .25% increase in the county sales tax from April 1995 to November 30, 1997. In addition, the Stadium District issued \$15 M in bonds that will be paid off with stadium-generated revenue. The remainder was paid through private financing; including a naming rights deal worth \$66 M over 30 years.

#### **NAMING RIGHTS**

On June 5, 1995, the Arizona Diamondbacks entered into a \$66 million naming-rights agreement with Bank One that extends over 30 years, expiring in 2028, and averages a yearly payout of \$2.2 million.

<b>Team</b>	<b>Principal Owner</b>	<b>Most Recent Purchase Price (\$/Mil)</b>		<b>Current Value (\$/Mil)</b> <b>Percent Increase/Decrease Since Last Year</b>
Atlanta Braves	Time Warner	\$12 (1976)		\$423 (0%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Turner Field	1997	\$235	100%	The original stadium was built for the 1996 Summer Olympics at a cost of \$209 M. After the games, it was converted into a 50,000-seat baseball stadium for the Braves. The Braves paid for the conversion.

#### **UPDATE**

Time Warner had expressed interest in selling the Braves in 2003, and former owner Ted Turner was a part of an investment group that expressed interest in purchasing the team.. In September of 2003, however, Time Warner sold the NBA's Hawks and the NHL's Thrashers in a deal that did not include the Braves. Citing growing satisfaction with how the Braves were performing, Time Warner officials stated they were no longer seeking a buyer for the Braves.

#### **NAMING RIGHTS**

In September 1996, Time Warner Chairman Gerald Levin announced that he planned to name the Braves' new stadium for Ted Turner after his company's merger with Turner Broadcasting System. The decision disappointed many fans in Atlanta who had hoped that the stadium would be named after legend Hank Aaron or former mayor Ivan Allen Jr. In addition, by naming the stadium after Turner, Time Warner gave up at least \$3 million a year in potential naming rights revenue. The Braves have played at Turner Field since April 4, 1997.

<b>Team</b>	<b>Principal Owner</b>	<b>Most Recent Purchase Price (\$/Mil)</b>		<b>Current Value (\$/Mil)</b> <b>Percent Increase/Decrease From Last Year</b>
Baltimore Orioles	Peter Angelos	\$173 (1993)		\$310 (-3%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Oriole Park at Camden Yards	1992	\$235	96%	Financed with \$137 M in lease revenue bonds and \$60 M in lease revenue notes issued by the stadium authority. The debt is being repaid from revenue generated by special sports themed lottery tickets. The remaining costs were covered with cash that accumulated in the lottery fund since it was established in 1988 to finance sports stadiums. The team contributed \$9 M for construction of skyboxes. The Maryland Sports Authority spent \$1.5 M on improvements in 1998.

#### **NAMING RIGHTS**

In September of 2001, The State Board of Public Works amended their lease with the Orioles giving the team the authority to enter into a naming rights agreement. In addition, because the Baltimore Ravens had received a better contract on their new stadium despite a contract guarantee of parity with the Ravens, the Maryland Stadium Authority was forced to deposit \$10 million into an improvement fund for Oriole Park at Camden Yards. As of June 2003, the Orioles have not entered into a corporate naming rights agreement for their stadium.

Team	Principal Owner	Most Recent Purchase Price (\$/Mil)		Current Value (\$/Mil) Percent Increase/Decrease From Last Year
Boston Red Sox	John Henry & Tom Werner	\$700 (2002)		\$488 (+14%)
Stadium	ETA	Cost (millions)	% Publicly Financed	Facility Financing
Fenway Park	1912	\$ .420		

#### UPDATE

New Red Sox owners John Henry and Tom Werner have wasted no time in increasing the revenue potential of Fenway Park. For 2003, Fenway debuted 280 new seats atop the famed "Green Monster." This new 15,766 square feet of space was the result of converting part of a warehouse and a service area. The seats are located 310 feet away from home plate and 40 feet above the playing field. Local steel workers worked around the clock and finished the 20 week project 17 days early in an unseasonable Spring snowstorm. Due to the success of the "Green Monster" seats Red Sox officials have made tentative plans to add seats on the roof over the right-field grandstands. This space is currently occupied by TV camera crews.

In addition to adding a total of 400 new seats to the ballpark, Fenway has added new restroom facilities and a new food court and picnic area under the right field grandstands. Fenway Park's current seating capacity of 34,892 remains the lowest in Major League Baseball. Talks of building a new \$650 million stadium complex next door to the existing ballpark have been placed on hold by the new ownership; while officials have conceded there is not much more they can do with Fenway as it is. A new stadium that could generate at least \$100 million in naming rights revenue would be financed with a \$312 million investment by the city and the balance paid for by the team. For the near future, the Red Sox will continue to play at Fenway Park.

#### NAMING RIGHTS

Former Boston Globe owner General Charles Henry bought the team for his son John I Taylor in 1904. After changing the name from the Pilgrims to the Red Sox in 1907, Taylor announced plans to build a new ballpark in 1910. Taylor called the new ballpark "Fenway Park" because of its location in the Fenway district of Boston. There are no current plans to change the name of Fenway Park.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease Since Last Year</b>
Chicago Cubs	Tribune Company		\$21 (1981)	\$335 (+17%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Wrigley Field	1914	\$250,000		Owned by the Tribune Company.

#### **UPDATE**

The Cubs are looking for ways to fund more seating in Wrigley. They are negotiating with neighborhood groups in order to add 12 new night games to the team's schedule. Success with these games could create revenue for the new seating but also create many problems with the Wrigley Field neighborhood. In October 2003, The Cubs offered a \$1 million investment over 15 years to push the new night game agreement forward. The money would go towards traffic message boards, a study on the viability of a new street ramp, and shuttle bus service to reduce traffic. The team has also committed to increase trash collection in the ballpark area. The Cubs want to reach an agreement before the 2004 season.

#### **NAMING RIGHTS**

Originally known as Weeghman Park, Wrigley Field was built on grounds once occupied by a seminary. The ballpark became known as Cubs Park in 1920 after the Wrigley family bought the team. In 1926, the ballpark was named Wrigley Field after William Wrigley Jr., the club's owner. Selling the naming rights to Wrigley field is not likely to happen anytime soon. In June 2001, Executive Vice President Mark McGuire stated, "None of us has the courage to pursue that... Wrigley Field is a very, very special place, and it's known as Wrigley Field. To tamper with that is just too much to take on."

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
Chicago White Sox	Jerry Reinsdorf		\$20 (1981)	\$233 (+5%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
U.S. Cellular Field	1991	\$150	100%	The Illinois Sports Facilities Authority issued \$150 M in bonds for land and the construction of the new stadium. A 2% hotel tax levied on Chicago hotels services the debt.

#### **UPDATE**

With a new naming-rights agreement in place, the Chicago White Sox want to proceed with the renovation of U.S. Cellular Field, formally called Comiskey Park. The White Sox recently extended their current lease up to the year 2025. However, the Illinois Sports Facility Authority has voiced concerns that it lacks financial leverage over U.S. Cellular and has repeatedly stated that it is not willing to use any public funds for the project. In October of 2003 the ISFA approved the sale of \$45 million in bonds and will begin selling them within a month. These funds, in combination with revenue from the naming rights deal, will go towards taking down the notoriously steep upper deck that fans have been complaining about since the ballpark opened. The work, along with other general upgrades to the park, will be done for the opening of the 2004 season.

#### **NAMING RIGHTS**

On January 31, 2003, U.S. Cellular and the Chicago White Sox agreed to a 23 year, \$68 million naming-rights deal.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
Cincinnati Reds	Carl Lindner		\$183 (1999)	\$223 (+10%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
CINergy Field	1970	\$44	100%	Publicly financed through a \$44 M revenue bond issue to accommodate football and baseball. Bond debt is serviced with stadium revenues.
Great American Ball Park	2003	\$290	82%	The original plan called for the Reds to contribute \$30 M up front toward construction, \$10 M at groundbreaking and \$10 M when the venue is completed. Rent will amount to \$2.5 M annually for nine years, and then one dollar per year for the remaining 21 years of the 30-year lease. However, because of the rising costs of this project the team has agreed to expand its lease in the facility to 35 years. The county will pay most of the cost using proceeds from the half-cent sales tax increase voters approved in 1996.

#### **UPDATE**

Improvements that were intentionally delayed during construction of the Great American Ballpark are being planned for 2004. The Reds plan to ease congestion at concession areas along the first base line by widening the concourse. They are also planning to build a Hall of Fame, rose garden, and a picnic and play area for families. Additional parking is also in the works.

#### **NAMING RIGHTS**

The Cincinnati Reds and The Great American Insurance Company have agreed to a 30 year, \$75 million naming-rights deal. The Reds will now call their new home, "Great American Ball Park." The deal, which expires in 2033, will pay out an average of \$2.5 million annually.



<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
Cleveland Indians	Larry Dolan		\$320 (1999)	\$331 (-8%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Jacobs Field	1994	\$173	88%	Built as part of a city sports complex that was funded both publicly and privately. The Gateway Economic Development Corp. issued \$117 M in bonds backed by voter approved countywide sin taxes on alcohol (\$3/gallon on liquor, 16 cents/gallon on beer) and cigarettes (4.5 cents/pack) for 15 years. They also issued \$31 M in stadium revenue bonds. The Gateway Corp. received about \$20 M up front from early seat sales.

#### **NAMING RIGHTS**

Richard Jacobs bought the naming rights to the Cleveland Indian's homefield in 1994 for \$13.9 million. All Indian home games are now played at Jacobs Field, affectionately referred to by locals as "The Jake." The original deal extends over 20 years.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
Colorado Rockies	Jerry McNorris/Charlie Monfort		\$95 (1992)	\$304 (-12%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Coors Field	1995	\$215	75%	The legislature created the Denver Metropolitan Major League Baseball Stadium District in the six counties surrounding Denver. The district issued bonds and levied a one-tenth of 1% sales tax within the six-county area to fund the stadium. The tax remains in place until the bonds are paid off in about 10 years. The Rockies contributed \$53 M.

#### **UPDATE**

Escalators at Coors Field were closed from July of 2003 through the end of the 2003 season following an accident that injured 30 people. Following the accident the Rockies commissioned an independent report to determine the cause and decided to keep all escalators closed awaiting the result of the report.

#### **NAMING RIGHTS**

In 1995, Adolph Coors Company paid \$15 million dollars for the naming rights to Coors Field. The deal is for an indefinite period of time. This is Major League Baseball's first open-ended naming rights arrangement.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
Detroit Tigers	Michael Ilitch		\$82 (1992)	\$237 (-10%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Comerica Park	2000	\$395	63%	The Tigers owner will contribute \$145 M to the new stadium. The remaining costs will be financed through publicly through a 2% car rental tax and a 1% hotel tax, and money from Indian casino revenue.

#### **NAMING RIGHTS**

Comerica Bank purchased the naming-rights for Comerica Park on December 21, 1998. Comerica will pay \$66 million over 30 years. The average annual payout is \$2.2 million. The deal expires in the year 2030.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last year</b>
Florida Marlins	Jeffrey Loria.		\$158.5 (2002)	\$136 (-1%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Pro Player Stadium	1987	\$115	3%	Stadium was originally built with private funds as a football stadium. The Marlins spent an additional \$10 M to renovate the stadium for baseball. Pro Player paid \$20 M for 10-year naming rights beginning in 1996.

#### **UPDATE**

Major League Baseball contraction talks are off the table until at least 2007 with the recent approval of the new Collective Bargaining Agreement. In October of 2003 the Marlins and the Miami/Dade county government finally announced a plan to build a \$325 million, 38,000 seat covered ballpark that could open in 2007. \$73 million of the funding would come from taxes levied on area hotels. \$137 million would come from the team. The team pledged to cover construction cost overruns. It is unknown where the remaining \$115 million will come from. City officials are still considering what contribution they will make; no public vote is required on the new stadium plan. The Marlins and the University of Miami have discussed the possibility of renovating the Orange Bowl and using it as a joint football/baseball facility. Any local government contribution to the potential \$450 million project would be contingent on the Marlins changing their name to the Miami Marlins. No site has been selected but city officials are still in favor of placing it next to the Orange Bowl. The county is facing a Dec. 1 deadline on \$50 million they have earmarked for a new ballpark; if a ballpark deal is not signed by that date then the money will go towards upgrading Miami Beach's convention center. The county has set a March 15 deadline for completion of the deal, but is still on the December 1<sup>st</sup> deadline for the earmarked ballpark funds.

#### **NAMING RIGHTS**

In 1996, Pro Player entered into a 10 year, \$20 million deal renaming Joe Robbie Stadium. When parent company Fruit of the Loom filed for bankruptcy, the deal fell apart. The Marlins continue to look for a new naming rights agreement, but its on-field performance and low attendance do not make it the first choice for available venues.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From last year</b>
Houston Astros	Robert McLane Jr.		\$102.7 (1992)	\$327 (-3%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Minute Maid Park	2000	\$266	68%	Financed through a team payment valued at \$53 M; Private investors will contribute \$35 M; and a \$180 M hotel/rental car tax.

#### **UPDATE**

The Astros are considering different options in regard to the problem they are having with fungus growth that is darkening the roof on Minute Maid Park. The manufacturer of the roof has offered to give the plastic membrane a good cleaning for free and claims this is all that is needed to get rid of the fungus. However, the manufacturer says it never promised that the roof would remain white. Tests have shown the infestation to be a “primordial ooze” of molds, yeast, bacteria, and fungi common to the Houston area. If the ooze is eating the roof itself the Astros may have a claim against the manufacturer. Replacing the roof would cost around \$2 million. The Astros want the problem fixed before they host the 2004 All-Star Game.

#### **NAMING RIGHTS**

The Houston Astros originally had a naming-rights agreement with Enron for \$170 million over 28 years. When the Enron scandal broke and resulted in bankruptcy, Enron promptly fired thousands of employees in the Houston area. Faced with a public relations nightmare, the Astros actually bought back the naming-rights from bankrupt Enron for \$2.1 million. Prior to the buyback, Enron had remained current on all its payments to Houston under the agreement. On June 5, 2002, the Houston Astros inked a 28 year deal with Minute-Maid, a division of Coca-Cola, worth more than \$100 million. The deal expands a long term relationship with Minute-Maid and Coca-Cola, who signed the deal in an effort to compete with rival Pepsi Co owned Tropicana. Tropicana currently owns the naming-rights for the Tampa Bay Devil Rays’ stadium in Florida.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From last year</b>
Kansas City Royals	David Glass		\$96 (2000)	\$153 (0%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Kauffman Stadium	1973	\$43	100%	Stadium financed through a \$43 M million county bond issue that also funded neighboring football stadium. \$13 M in revenue bonds with \$10 M in private donations for stadium features.

#### **UPDATE**

The Royals have a lease at their current venue until 2015. The state contributes \$3 million a year for the Truman Sports Complex, which includes the NFL Chiefs' Arrowhead Stadium and the Royals' Kauffman Stadium. The Truman Sports Complex is publicly owned and is operated by the Jackson County Sports Complex Authority. Kansas and Missouri voters will be asked to vote on a quarter-cent sales tax increase in 2004 in order to raise money for improvements at Kaufmann Stadium. If voters approve the increase half of the new revenues would go towards stadium improvements. The Royals will be asked to extend their lease until 2029 if the measure passes.

#### **NAMING RIGHTS**

On July 2, 1993, Royals Stadium was renamed in honor of Ewing M. Kauffman. Kauffman, a self-made millionaire, purchased the Royals as an expansion team in 1968 with the commitment of making the Royals a competitive team. Kauffman, who was a much beloved member of the Kansas City community, passed away on August 1, 1993. It is highly unlikely that the Royals would entertain any thoughts of selling the naming rights under these circumstances. 2003 is the thirty-first year that Kansas City has played in their current facility.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
Los Angeles Dodgers	News Corp.		\$350 (1998)	\$449 (+%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Dodger Stadium	1962	\$18	0%	Private.

#### **UPDATE**

In October 2003 Frank McCourt, a Boston businessman, made a bid to buy the Dodgers and Dodger Stadium. News Corp. announced on October 10, 2003 that they had agreed to sell the team to an investor group headed by McCourt for around \$430 million. The deal began after Malcolm Glazer, owner of the Tampa Bay Buccaneers, failed in his bid to buy the team and stadium. Glazer had run into problems with the NFL's rules on cross-ownership. McCourt previously failed in his attempts to buy both the Angels and the Red Sox. The sale is still subject to approval by a majority of Major League Baseball's owners. The proposed agreement does not affect television broadcast rights. A previous \$360 million bid by former Mariner owners Jeff Smulyan hinged on the inclusion of six television stations from current owner News Corp.

#### **NAMING RIGHTS**

As one of the only two privately funded stadiums built in the twentieth century, Dodger Stadium opened on April 10, 1962. The Dodgers do not currently have a naming rights deal in place for Dodger Stadium.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last year</b>
Milwaukee Brewers	Wendy Selig-Prieb		\$11 (1970)	\$449 (+3%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Miller Park	2001	\$322	66%	The Brewers are contributing \$90 M for the stadium structure. The State of Wisconsin is contributing \$160 M through a five-county, one-tenth-of-a-cent sales tax increase. The \$72 M infrastructure costs are split as follows: \$18 M each from the city and county with \$36 M from the state.

#### **UPDATE**

In October of 2003 the Miller Park stadium board advocated a plan to spend \$299,000 on improving the sound system at the park. Money for the improvements would come from a reserve account funded jointly by the Brewers and taxpayers. Final approval for the project will be considered after work bids are obtained. In addition, a \$5 million contingency fund has been created for any future repairs necessary to the roof of Miller Park. Devices that move the ballpark's fan-style roof are wearing faster than expected. The stadium district board must give final approval for the fund.

#### **NAMING RIGHTS**

Miller Brewing Company purchased the naming-rights to Miller Park for \$41 million over 20 years. The deal has an average annual payout of \$2.1 million and expires in 2020.



<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
Minnesota Twins	Carl Pohlad		\$44 (1984)	\$148 (+16%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Hubert H. Humphrey Metrodome	1982	\$102.8	93%	Financed through the sale of \$55 M in revenue bonds, a hotel and liquor tax that raised \$15.8 M, and a Metro liquor tax that raised \$8 M. The City of Minneapolis spent \$4 M on the infrastructure costs. The remaining costs were financed with \$13 M in interest earned on the bonds and \$7 M from the Vikings and Twins for auxiliary facilities.

#### **UPDATE**

Fears of imminent contraction are over in Minnesota. With the new Major League Baseball Collective Bargaining Agreement in place, Minnesota cannot be contracted until at least 2007. The Twins continue to play, and win, in the Metrodome despite repeated failed efforts to build a new stadium.

Another plan for a new Twins stadium has recently been offered by the owners of the land adjacent to the Target Center. The ownership group is currently developing housing units on the land and also want to add a 40,000-seat open-air ballpark that would cost approximately \$250 million. Twins officials say they will discuss the plan at the end of the 2003 season.

Similar plans for a new ballpark to be located in downtown St. Paul are also being offered by the St. Paul mayor's office and local businesspeople. In October 2003, the Minneapolis mayor called for the Twins to make a decision about where they want to build their new ballpark. The mayor doesn't want St. Paul and Minneapolis competing against each other in legislative actions next year. The Twins say they are not interested in having the cities compete, but with no concrete deals on the table they have nothing to consider.

#### **NAMING RIGHTS**

The Twins' home stadium is named after former Vice President and University of Minnesota graduate Hubert H. Humphrey. The Twins have no current plans to change the name of the stadium.

Team	Principal Owner		Most Recent Purchase Price (\$/Mil)	Current Value (\$/Mil) Percent Increase/Decrease From Last Year
Montreal Expos	Major League Baseball		\$120 (2002)	\$113 (+5%)
Stadium	ETA	Cost (millions)	% Publicly Financed	Facility Financing
Olympic Stadium	1976	C\$770	100%	Paid for from public sources and Olympic Games revenue.

#### UPDATE

After surviving imminent contraction talks, the Expos' future is now the hot topic in Major League Baseball. The Expos, now owned by Major League Baseball, are being courted in five different geographic locations. The five most likely destinations for the Expos future home are listed below.

- (1) **Washington D.C.:** Washington has a 5.2 million person fan base and is the eighth largest television market in the country. Annual local television rights could generate as much as 20 million dollars. The most prominent potential ownership group includes financier Fred Malek, developer Joseph Robert, AOL CEO James Kimsey and Fanie Mae CEO Frank Raines. DC's hunt for the Expos is also helped by reports that Cal Ripken has expressed interest in running a MLB team and would consider a position with a team in DC if the area was awarded one. On the down side, the Baltimore Orioles' ownership fears that with 20-25% of Orioles ticket buyers coming from Washington and northern Virginia, any expansion into the existing geographic market would economically cripple the Orioles. Washington officials are prepared to provide as much as \$300 million in public financing for a new ball park. In May 2003, the District offered a \$338 million incentive to move the Expos to Washington D.C. The deal includes a budget of \$275 million for a new ball park and \$15 million to renovate RFK Stadium, where the team would play until the new stadium is completed. The plan would raise the necessary funds through a 10% tax at the stadium, a "jock tax" on players' salaries, and a ball park fee on large local businesses that earn more than \$3 million a year. The ballpark financing bill is currently stuck in the D.C. Council finance committee and the Chairman has said he will not allow it to go forward without a commitment from the MLB to relocate a team.
- (2) **Northern Virginia:** Northern Virginia's relocation efforts are headed up by Gabe Paul, the executive director of the Virginia Baseball Stadium Authority. The group is playing the "Baltimore Card," which capitalizes on Major League Baseball executives' fears about the impact a new franchise in the D.C. area would have on the Baltimore Orioles. State legislatures have already approved a 30 year, \$150 million stadium bond that would be repaid with tax dollars generated by the ball park. The group's latest proposal projects that tax revenue generated by a potential ball park will pay as much as \$300 million. VA lawmakers have said they will not approve funding until MLB commits to locating a franchise there and support for a new stadium in General Assembly is very low. Arlington County officials even recently tried to remove VA from consideration for a new ballpark.
- (3) **Portland, Oregon:** With demographics similar to Phoenix and Denver and a population of 2 million people, Portland is one of the fastest growing cities in the United States. Portland has only one other existing professional sports franchise-the NBA's Trail Blazers. Public financing for the sport, however, will not be easy due to Oregon's 7% unemployment rate. In addition, Oregon has no sales tax, which most

communities use to finance local stadiums. Oregon does hope to take advantage of an unusual quirk in its state law to issue lease revenue bonds that would be paid off by income from tax on Portland's players and opponents. This plan calls for \$150 million in bonds, \$10 million in hotel and rental car taxes, \$30 million in seat licenses, \$49 million in ticket surcharges and property taxes, and \$70 million from a potential ownership group. The plan also assumes a 20% contribution from the team's owner and is clear that the state does not want to assume any obligation for repaying the construction debt. The ballpark funding bill approving the \$150 million in bonds had been in limbo in the Oregon legislature but was revived in August of 2003 and moved quickly through the House and Senate. Gov. Ted Kulongoski signed the bill in October of 2003. Now the City of Portland must finalize the plans for private sources of funding. Hotel operators in the area have recently come out against any increase in hotel tax to help fund a new ballpark. The city may look for help from the Confederated Tribes of the Grand Ronde which had previously offered to fund the entire park. This development has put Portland ahead of DC and Northern Virginia in the hunt for the Expos.

- (4) San Juan, Puerto Rico:** Recently, Major League Baseball Commissioner Bud Selig politely agreed to "seriously" consider San Juan as a potential permanent home for the Expos. This year the Expos will play 22 of their 81 home games in the 20,000 seat Hiram Bithorn Stadium. Although Major League Baseball likes San Juan's local business climate, Puerto Rico's struggling economy is a concern as supporting an 81 game home schedule is a major step above the economic commitment required to support this year's 22 game schedule. The Expos have had success in drawing fans, however, as the first 10 games they played in Puerto Rico drew average crowds of 14,282, 42% higher than the Expos averaged last year at Olympic Stadium in Montreal.
- (5) Monterrey, Mexico:** Monterrey entered the fray in August of 2003 with a proposal that they host the Expos' 2004 home games. Value Investment Group submitted the proposal and says the city would bid for the permanent relocation of the Expos in 2005. The Monterrey ballpark could be expanded from 30,000 to 40,000 by 2005 at that cost of approximately \$50 million.

#### NAMING RIGHTS

The Expos played their first home game at Olympic Stadium on April 15, 1977. On July 17, 1976 Olympic Stadium, although not yet completed, hosted the opening ceremonies for the 1976 Summer Olympic Games. There are no plans to rename the stadium.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
New York Mets	Fred Wilpon		\$391 (2002)	\$498 (+3)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Shea Stadium	1964	\$21	100%	General obligation bonds were issued by the city.

#### **NAMING RIGHTS**

Shea Stadium was named after William A. Shea, who spearheaded the drive to bring National League Baseball back to New York after the Dodgers and Giants left in 1957. The Mets rent their stadium from the city and any naming rights agreement would have to be initiated by the city. As of March 2003, the city has expressed no intention of changing the stadium's name.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last year</b>
New York Yankees	George Steinbrenner		\$75 (10%) 2000	\$849 (+13%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Yankee Stadium	1923	\$2.3	100%	Public financing with land given by the city. In 1974-74 Yankee Stadium closed for renovations which eventually cost the city \$100 M. Since 1989, the city has spent \$13 M on stadium improvements.

#### **UPDATE**

With a \$6.4 billion city budget deficit, plans for publicly financed stadiums for both the Yankees and the Mets, first proposed by former mayor Rudolph Giuliani, are now, at least temporarily, in doubt. The Yankees, however, are moving ahead with plans for a \$800 million stadium without a firm commitment from the city of New York for public funding. Team representatives have indicated that the lack of financial backing from the city threatens to delay the new ballpark's opening from April 2007 to at least 2008. George Steinbrenner says the Yankees will probably exercise its option to extend the lease at Yankee Stadium through 2007 while a decision is made on whether to refurbish or move.

#### **NAMING RIGHTS**

The Yankees, like the Mets, rent their stadium from the city. The city has not expressed any interest in assigning the naming rights of the legendary ballpark to any corporation. With huge budget deficits in New York City, a naming rights deal for Yankee Stadium or Shea Stadium may no longer be out of the realm of possibility.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
Oakland Athletics	Steve Schott, Ken Hoffman		\$85 (1995)	\$172 (+10%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost</b>	<b>%</b>	<b>Facility Financing</b>

		(millions)	Publicly Financed	
Network Associates Coliseum	1966	\$30	100%	\$100 M renovation in 1997.

### NAMING RIGHTS

Network Associates officials decided in September of 2003 not to invoke the clause in their 1998 \$5.8 million naming-rights deal with the A's and Raiders that would allow them to opt out after five years. Network Associates currently pays about \$1.3 million a year. The deal calls for the fee to increase 5% each year from the base payment of \$1.05 million. The deal now extends through 2008 unless the A's or Raiders move. The venue was formally called "Oakland-Alameda County Stadium."

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil)</b>
Philadelphia Phillies	Bill Giles & David Montgomery		\$30 (1981)	\$239 (+3%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Veterans Stadium	1971	\$50	100%	Publicly financed to accommodate football and baseball. Voters approved a \$25 M bond issue in 1964 and another \$13 M in 1967 due to cost overruns.
Citizens Bank Park	2004	\$348	50%	Totals include \$348 M for ballpark construction and \$110 M for site work. The city and state will each put \$88 M towards construction, while the team and city will split site costs. The Phillies and NFL Eagles will collectively receive \$304 M for construction and \$90 M for operation costs from the city of Philadelphia, collected through a 2% car rental tax. The state will contribute \$170 M to the Phillies' and Eagles' stadium projects through grants.

#### **UPDATE**

The Phillies will have a brand new home for the 2004 season. With construction scheduled for completion in April, 2004, the Phillies will play opening day 2004 in their \$348 million, 43,000 seat stadium. The new stadium is located on a 21 acre site in south Philadelphia. Stadium highlights include 50 foot high glowing glass towers located behind homeplate and the first and third base seating areas.

Views of the playing field from an open air concourse will keep fans connected to the game at all times. Designed by leading architectural firms Ewing Cole Cherry Brott, and HOK Sport+Venue+Event, the park provides bowl style seating featuring a cantilevered structure. Plans for the new stadium were inspired by the classic plans of Baker Bowl, the Phillies home until 1938, and Connie Mack Stadium, which was the Phillies' home until 1971. The new stadium could actually fit inside Veterans Stadium with room to spare.

#### **NAMING RIGHTS**

On June 17, 2003, the Phillies entered into a naming-rights agreement for their new stadium. The ballpark will be called Citizens Bank Park. The deal totals \$95 M. Citizens Bank will pay 57.5 M over 25 years, or 2.3 M annually, to put its name on entrances, scoreboard,

concourses, parking lot banners and behind home-plate. The bank will also pay the Phillies an additional \$37.5 M for advertising on Phillies radio and television broadcasts.



<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
Pittsburgh Pirates	Kevin McClatchy		\$92 (1996)	\$224 (-7%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
PNC Park	2001	\$228	70%	The Pirates contributed \$40 M to the project. The remaining amount will come from the state, county, and city as part of an \$809 M sports facilities/convention center financing proposal that includes a new stadium for the Steelers.

#### **NAMING RIGHTS**

In August 1998, PNC Bank agreed to a 20 year, \$40 million deal for the naming-rights to PNC Park. The deal officially ends in 2020 and averages an annual payout of \$2 million.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
San Diego Padres	John Moores		\$94 (1995)	\$226 (+9%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Qualcomm Stadium	1967	\$24	100%	Publicly financed after affirmative vote in 1965 by San Diego residents. Stadium was expanded in 1984 at a cost of \$6.4 M. A renovation in 1997 cost \$78 M, which was supported by the sale of \$60 M in bonds and the sale of naming rights to Qualcomm Corp. for \$18 M over 20 years.
Petco Stadium	2004-2005	\$449	57%	The city's investment is \$206 M; county redevelopment funds account for \$76 M; The Port of San Diego is providing \$21 M, and the Padres are providing \$146 M.

#### **UPDATE**

2003 marks the last year that the San Diego Padres play in their current home. For opening day 2004, the Padres will move from Qualcomm Stadium to Petco Stadium. Petco stadium will seat 42,000 people. The Padres' official website offers live web-cam views of ongoing construction as well as aerial construction photos. In addition, the Padres offer their fans an opportunity to purchase an actual personalized brick that will become part of Petco Stadium. Petco Stadium contains 20 million pounds of structural steel and, as of March 2003, was 62% complete. The stadium was funded by an estimated \$206 million from a new city hotel tax approved in November 1998, \$76 million from county redevelopment funds, \$21 million from The Port of San Diego and \$146 million from the Padres.

#### **NAMING RIGHTS**

In January 2003, the San Diego Padres agreed to a 22 year, \$60 million naming-rights deal with San Diego based Petco. Petco has been based in San Diego since 1965 and has more than 600 stores in 43 states. With the completion of this deal, both San Diego stadiums will have naming-rights agreements with San Diego based companies. Funds from the naming-rights deal will be put towards the Padres' portion of the stadium's funding, which totals \$146 million.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
San Francisco Giants	Peter A. Magowan & Harmon Burns		\$125 (1992)	\$382 (+8%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Pacific Bell Park	2000	\$306	5%	The financing plan included \$121 million from naming rights (24-years \$50 M with Pacific Telesis) and other sponsorships, concession rights and the selling of charter seats; a \$170 M loan secured by the Giants; and a \$15 M tax increment financed by the City's Redevelopment Agency.

#### NAMING RIGHTS

Pacific Telesis purchased the naming-rights to Pac Bell Park in 2000. The agreement extends over 24 years, paying the Giants \$50 million at an average of \$2.1 million annually. In December 2002, San Antonio based SBC Communications decided to retire its Pacific Bell trade names. Pacific Bell Park will become SBC Park beginning January 1, 2004.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
Seattle Mariners	Hiroshi Yamauchi		\$125 (1992)	\$385 (+3%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Safeco Field	1999	\$517	72%	The Mariners contributed \$145 M including \$100M in cost overruns. The public's share is capped at \$372 M.

				Washington State contribution: .017% sales tax credit, proceeds from the sale of sports lottery scratch games (\$3 M a year guaranteed), and proceeds from the sale of commemorative ballpark license plates. King county: .5% sales tax on food and beverages in King County restaurants, taverns and bars; 2% sales tax on rental car rates in King County; 5% admission tax on events at the new ballpark. Safeco Field opened July 15, 1999.
--	--	--	--	--

**UPDATE**

The Mariners have requested from the Seattle Monorail Authority that they build a new rail station near Safeco Field. Previous plans to build a station were postponed because the money to develop new stations is limited. Team officials think a new station would lead to an increase in fans using the service.

**NAMING RIGHTS**

Safeco Corporation bought the naming rights to Safeco Field in June of 1998. The deal extends until 2019, paying an average \$2 million annually for a \$40 million total.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
St. Louis Cardinals	William O. DeWitt Jr.		\$150 (included Busch Stadium) (1995)	\$308 (+14%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Busch Stadium	1966	\$22	0%	Private.

#### **UPDATE**

The Cardinals are close to beginning work on a new ballpark. Team officials are finalizing plans for the \$400 million venue to open in 2006. Details of the plan have not been made public but it will be financed with largely private money. \$75 million would come from private investors, \$150 million from the company that builds and owns the stadium, and \$45 million from the county. The county has not approved this money yet. The Cardinals are to invest \$50 million and also plan on funding from state tax credits. The Cardinals would receive all revenue during the 30 year lease term.

#### **NAMING RIGHTS**

August A. Busch Jr., who was instrumental in convincing the Board of Directors of Anheuser Busch to buy the Cardinals, played a major role in securing the Cardinals' current home in down town St Louis. Busch Stadium opened on May 12, 1966. The Cardinals have no current plans to change the name of Busch Stadium. However, potential naming rights revenue will undoubtedly play a significant role in the financing of a new stadium.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
Tampa Bay Devil Rays	Vincent Naimoli		\$130 (1995)	\$145 (+2%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost</b>	<b>%</b>	<b>Facility Financing</b>

		(millions)	Publicly Financed	
Tropicana Field	1990	\$85	100%	The city of St. Petersburg issued general obligation bonds to fund construction. The bond debt is being partially serviced through a 1% increase in the countywide bed tax. A tourist development commission issued additional bonds for \$62 M to renovate the stadium for the new baseball stadium. The debt is serviced by a combination of bed tax revenues, stadium revenues and city general fund monies. In addition, the team qualified for the state rebate program designed to attract new teams to Florida. \$65 M renovation project completed in 1998, \$14 M of which was funded by the Devil Rays.

**NAMING RIGHTS**

Tropicana, owned by PepsiCo, holds the naming rights to Tropicana Field. The agreement extends for 30 years and pays out a total of \$50 million dollars with an average annual pay out of \$1.5 million.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From Last Year</b>
Texas Rangers	Thomas O. Hicks		\$250 (1998)	\$332 (-7%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
The Ballpark in Arlington	1994	\$191	80%	Financing for the stadium comes from \$135 M in bonds sold by the Arlington Sports Facilities Development Authority and the remaining balance provided by the sale and lease of luxury suites and seat options, loans guaranteed by the team, a concessions contract with Sportservice and city street funds. Debt service on the bonds is financed through a \$3.5 M. rental payment by the team and a half cent local Arlington sales tax that was approved in 1991.

#### NAMING RIGHTS

The Rangers' home field was given its current name on September 28, 1993. Tom Hicks, the team's multi-millionaire owner, is still looking for a naming rights agreement worth signing. Hicks seems to be willing to wait out the weak economy in order to secure a more lucrative naming rights deal in the future.

<b>Team</b>	<b>Principal Owner</b>		<b>Most Recent Purchase Price (\$/Mil)</b>	<b>Current Value (\$/Mil) Percent Increase/Decrease From last Year</b>
Toronto Blue Jays	Rogers Communications		\$112M (2000 – 80%)	\$166 (-9%)
<b>Stadium</b>	<b>ETA</b>	<b>Cost (millions)</b>	<b>% Publicly Financed</b>	<b>Facility Financing</b>
Sky Dome	1989	C\$570	63%	Local government paid \$360 M, with \$150 M from 30 corporations and \$60 M from luxury seat fees.

## **NAMING RIGHTS**

In August 2003 Sportsco Int'l, which bought Skydome in 1999, secured the right from local officials to put signage on the outside of the building and is seeking corporate sponsorship. Sportsco is asking \$2.8 million per year and is targeting consumer products, financial services, and automotive companies.