



COUNTY ADMINISTRATOR'S OFFICE

PIMA COUNTY GOVERNMENTAL CENTER
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(520) 724-8661 FAX (520) 724-8171

C.H. HUCKELBERRY
County Administrator

April 8, 2015

Mr. Ted A. Schmidt
Vice President, Arizona Youth Soccer Association
President, Pima County Junior Soccer League
1790 E. River Road, Suite 300
Tucson, Arizona 85718

Re: Kino Fields Pricing

Dear Mr. Schmidt:

Thank you for your March 17, 2015 email letter and attachments, including a chart, copy attached, that purports to compare Kino Sports Complex (KSC) charges to other facility charges for a three-day Tucson Soccer Academy (TSA) Soccer Tournament. The KSC charges shown in your chart total \$5,871.

Also attached is a copy of the March 16, 2015 quotation provided to you by KSC for a three-day President's Cup Tournament on March 20, 21 and 22. The total charge quoted you for the three-day tournament at the discounted youth tournament rate is \$4,187. The quoted cost includes use of both the KSC North Stadium and the North Grandstand as the primary venues reserved exclusively for your use for all three days, as well as use of the North Fields 1, 2 and 3. It also includes all fees, including lights, field preparation, staff charges and free parking. Both the North Stadium and the North Grandstand are Major League Soccer (MLS), professional quality playing fields with MLS quality lights and stadium and bleacher seating. North Fields 1, 2 and 3 are MLS quality practice fields.

Your chart indicates that City of Phoenix Reach 11 cost for the three-day tournament would be \$1,960. My staff believes this is low because you would be required to pay Recreation Maintenance or Recreation Supervision staff fees for the "duration of the tournament," which would add at least another \$920 to \$1,200, bringing your total closer to \$3,000, or within \$1,100 of our KSC quote. Reach 11 fields are of lower quality than are any of the Kino North Complex fields; and they do not have the stadium seating and amenities available at

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Kino North. In addition, the City of Phoenix Reach 11 website states: "This rate would apply to all youth and adult tournaments where at least 70 percent of all out-of-state teams scheduled to play at Reach 11 stayed in hotels located within the City of Phoenix". Such a restriction was not part of the KSC March 16, 2015 quotation.

I note that KSC is successfully hosting numerous events that use the same pricing structure provided to you in the March 16, 2015 quotation. One youth event that is very similar to yours is the Canyon del Oro Challenge Cup Tournament now being held at KSC on April 10, 11 and 12. This is the third year this event has been held at KSC; and this year, the event has increased by 29 percent from last year to 177 teams and 2,585 youth.

I also remind you of Pima County's longstanding support of your soccer league and academy at Rillito Regional Park. Between the 1997 and 2004 bond elections, Pima County has spent a total of \$12.2 million on a variety of improvements to support youth and amateur field sports at Rillito Regional Park. Improvements included six new soccer fields, irrigation, lighting, restrooms, concessions stands, and other park amenities to support a broad variety of uses and users.

Our March 16, 2015 quotation can be further discounted for youth tournaments that are scheduled at least three months in advance and do not conflict with professional games or other high-revenue events or with field maintenance periods. In such cases we will discount by 50 percent, rather than the present 35 percent, all standard field charges and fees except the direct pass-through costs of event staff (\$23 per hour as compared to \$40 and \$51 per hour for staff at Reach 11) and direct electricity cost for lights, for any youth tournament where at least 70 percent of the out-of-state teams stay in hotels that pay bed tax to Pima County, which is the unincorporated area. The purpose of this condition is the same as is stated for Reach 11; to increase the economic impact of the event on Pima County.

I hope this communication clarifies the field and tournament costs for Kino Sports Complex.

Sincerely,



C.H. Huckelberry
County Administrator

CHH/mjk
Attachment

c: The Honorable Chair and Members, Pima County Board of Supervisors
Hank Atha, Deputy County Administrator for Community and Economic Development
Nanette Slusser, Assistant County Administrator for Public Works Policy
Chris Bartos, Director, Stadium District

Maura Kwiatkowski

From: Hank Atha
Sent: Monday, April 06, 2015 3:22 PM
To: Maura Kwiatkowski
Subject: FW: Kino Fields--Pricing Shuts out Kids
Attachments: Kino Field Cost Comparison.docx; Field Pricing - TSA.docx; Kino Johnson.pdf

From: Ted Schmidt [mailto:tschmidt@kss-law.com]
Sent: Tuesday, March 17, 2015 11:48 AM
To: Chris Bartos; Sallyann Wassmuth; DIST2; Andres Cano; District5; Hank Atha; Celina Cuaron; Keith Bagwell; Jennifer Eckstrom
Cc: Gregory Foster
Subject: Kino Fields--Pricing Shuts out Kids

Folks,

The cost structure for renting the fields at Kino for youth soccer don't work. Can we please solve this problem now?

In trying to schedule the fields for the upcoming AYSA President's Cup and State Cup Tournaments we have been quoted the following fees:

We have 34 games scheduled at Kino for \$3996 = \$117.52 per game

By comparison the Scottsdale Sports Complex charges:

We have 114 games scheduled at SSC for \$2890 = \$25.35 per game

Please also see the Graph and Field Pricing documents attached and our Executive Director's letter on this topic.

I raised this issue with you last September when we trying to make Kino work for the Tucson Soccer Academy Tournament. After that event, you folks agreed to study the topic and adjust the fees for youth soccer appropriately. Towards that end, at Ramon's request, I sent the attached chart and pricing list to Ramon's and Richard's staff for consideration. Hank Atha then asked to meet with me at Ramon and Richard's request. I shared this same information with Hank when we met last October. Again I was told the price structure was to be adjusted comparable to what Reach 11 and Scottsdale charge. Since then I have heard nothing until now when we tried to reserve the fields for the coming weeks.

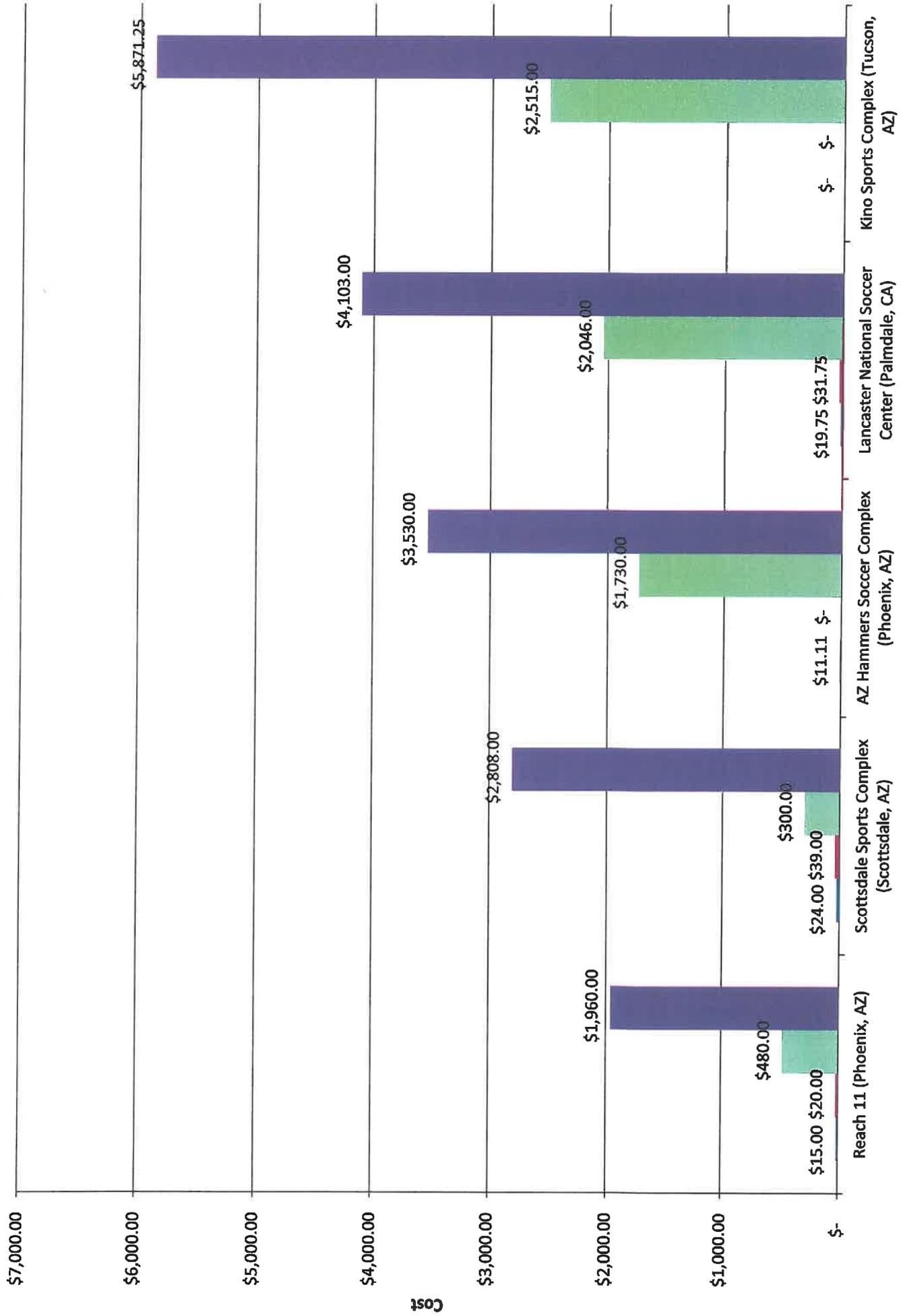
The bottom line is this. The Kino Fields were built for the kids as well as the pros. It's not fair that our kids have to drive by the best facility in the State on their way to North Phoenix to compete for State titles, always the "Away" team. It's not good for the county that our residents go to Maricopa to spend money instead of the other way around. It's not right that Tucson's fields meanwhile sit vacant because no one can afford to play there. This cost structure effectively closes the fields to our youth. This is not what the voters were promised when the decision was made to go forward with Kino.

Is there nothing that can be done about this? I am truly hoping we can bring this issue to a head now and make this work somehow. Ted

Ted A. Schmidt
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Tucson, Az. 85718
520-545-1670
tschmidt@kss-law.com
www.kss-law.com

Cost of 3-day TSA Soccer Tournament

■ Price/hr/field ■ Price/hr/field w/ lights ■ Additional Fees ■ Total



Potential Venues

Field Prices Included in Graph

Reach 11

\$15/hr per field

\$20/hr with lights

\$80 set up fee, per field

Scottsdale

\$24/hr per field

\$39/hr with lights

\$50 set up fee, per field

AZ Hammers Complex

\$100 per field per day 8am to 5 pm.

\$30 hr staff fee (\$150 min per day)

\$30 set up fee.

Event radios \$50 per day (6 radios)

Awards stage 10'x14' \$100 per day

Golf carts \$100 per day

Lancaster National Soccer Center

Contact: 7022296297

Non-profit w/o lights: 19.75/hr/field

NP w/lights 31.75/hr/field

Commercial w/o lights 24.75

Commercial w/ lights 37.75

15 staff fee/hr: 3-4/11

Striping fee: 26/field

Peoria Pioneer Pricing

4 fields from 8am-10pm/day: \$1335

4 fields from 8am-6pm/day: \$865

Supervision Personnel per hour: \$20

Facility reservation/cleanup deposit: \$500

San Bernadino Soccer Complex

Contact: Dolores (909) 864 9482

30/hr/field

55/hr/field w/ lights

Clean up fee of \$250

\$30/field prep fee

Venues not included in graph

Charlie Kellogg and Joe Zaher Sports Complex

Contact: 7022296297

70/hr/field

10/hr/field lights

50 set up/tear down fee

Star Soccer Complex (San Antonio, Texas)

Contact: Rob (210) 637-3404

Rough estimate of 2 full days and 2 nights of field time, with 6 fields, including all fees: \$7200

Dick's Sporting Goods Park (Denver, CO)

Contact: Xander (303) 727 3500

\$500/field/day

\$35/hr/field lights

\$500 cleaning fee



August 11, 2014

To Whom It May Concern:

Arizona Youth Soccer Association has been honored to use the Kino Sports Complex for our soccer events. In the past we have used the complex for two of our major tournaments, Presidents Cup and State Cup.

Presidents Cup is held the last two weekends of March. Last year 194 teams entered the competition. Of those teams, 168 reside outside of Tucson. The first weekend we completed 257 games.

State Cup is held the third and fourth weekend of April. We had 179 teams compete this year, with 151 of those teams from outside the Tucson area. Over the course of two weekends we completed 259 games.

In addition to our tournaments, Kino Sports Complex has hosted our Region IV Far West Regional League. During the spring of 2013, the league used the complex on two occasions, once hosting 8 teams, of which 2 were from Phoenix and 5 were from outside the state of Arizona, the second event consisted of 7 teams from Phoenix and 8 from out of state.

Unfortunately, due to an unexpected increase in rental fees as well as the new concession policy we had to cancel several of our events. This not only reduces the amount of teams from outside of Arizona attending events in Tucson, our own members who reside in Tucson must now travel to compete in Arizona Cup events.

Kino Sports Complex is one of the premier soccer facilities in Arizona and the entire Southwest. However, it has become cost prohibitive for most youth organizations.

Arizona Youth Soccer Association would welcome the opportunity to host events at the complex if there could be a decrease in the usage fees.

Sincerely,

A handwritten signature in blue ink that reads "Leslie Johnson".

Leslie Johnson
Executive Director

9034 N. 23rd Avenue ☎ Suite 10 ☎ Phoenix, AZ 85201
602.433.9202 ☎ Fax 602.433.9221 ☎ Toll Free 877.723.2972

Quotation For Resources From Kino Sports Complex

Pima County Stadium District
 East Ajo Way,
 AZ 85713

2500
 Tucson,



Date: 03/16/15

Event Name: Presidents Cup Soccer Tournament

Event Date(s): March 20, 21, 22, 2015

Resource	Hourly Rate	Qty	Total	% Disc	Discount Amount	Final Cost
North Stadium Venue	\$70.00	23.5	\$1,645.00	35%	\$575.75	\$1,069.25
N. Grandstand	\$50.00	22	\$1,100.00	35%	\$385.00	\$715.00
North #1	\$30.00	7	\$210.00	35%	\$73.50	\$136.50
North #2	\$30.00	16	\$480.00	35%	\$168.00	\$312.00
North #3	\$30.00	6.5	\$195.00	35%	\$68.25	\$126.75
North #4	\$30.00	0	\$0.00	35%	\$0.00	\$0.00
Sub Total			\$3,630.00		\$1,270.50	\$2,359.50
Other Services						
N. Stadium Lights	\$35.00	7	\$245.00	0%	\$0.00	\$245.00
N. Grandstand Lights	\$72.00	6	\$432.00	50%	\$216.00	\$216.00
Field Line Charge	\$150.00	4	\$600.00	0%	\$0.00	\$600.00
Field Line Charge- small	\$100.00	1	\$100.00	0%	\$0.00	\$100.00
Event Staff	\$23.00	29	\$667.00	0%	\$0.00	\$667.00
No Concessions						
No Admission						
Sub Total			\$2,044.00		\$216.00	\$1,828.00

Total \$5,674.00 \$1,486.50
 Total due at signing: **\$4,187.50**

Remarks: This quoted estimate is for this event only. Actual use of Resources may vary and final billing will be based on actual use.

Sunset (18:35) 6:30 p.m.

Friday, March 20 (5 pm - 10 pm)	Hours	Lights	
North Stadium	6 pm - 9:30 pm	3.5	3 Warm up 1 hr prior to game

Quotation For Resources From Kino Sports Complex

North Grandstand	6 pm - 8 pm	2	2 Warm up 1 hr prior to game
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Saturday, March 21 (9 am - 9 pm)

North Stadium	10 am - 8 pm	10	2 Warm up 1 hr prior to game
North Grandstand	10 am - 8 pm	10	2 Warm up 1 hr prior to game
Field #1	10 am - 5 pm	7	0 Warm up 1 hr prior to game
Field #2	10 am - 6:30 pm	8.5	0 Warm up 1 hr prior to game
Field #3	10 am - 4:30 pm	6.5	0 Warm up 1 hr prior to game

Sunday, March 22 (9 am - 9 pm)

North Stadium	10 am - 8 pm	10	2 Warm up 1 hr prior to game
North Grandstand	10 am - 8 pm	10	2 Warm up 1 hr prior to game
Field #2	10 - 5:30 pm	7.5	0 Warm up 1 hr prior to game

75
9
84

total warm up

Gate will open one hour prior to game time.
 Client will provide corner flags for all field use.

***NOTE: Field #1 will have field markings to accommodate youngest players
 Customer will provide schematic by March 19
 and small goals***