



French Field Proposal

CITY OF OCEANSIDE REQUEST FOR PROPOSALS AND QUALIFICATIONS
FOR
LEASE, CAPITAL IMPROVEMENTS & ONGOING MAINTENANCE
OF
FRENCH FIELD

Prepared for: Vicki Gutierrez, Real Estate Manager, City of Oceanside

Prepared by: Moody's (Jerry Perrault) and Kory Smith

February 4, 2025

February 4, 2025

Ms. Vicki Gutierrez
Real Estate Manager
Property Management Division
City of Oceanside
300 North Coast Highway
Oceanside, California 92054

Re: Request for Proposals and Qualifications - Lease, Capital Improvements &
Ongoing Maintenance of French Field (“Property”)

Dear Ms. Gutierrez:

This cover letter is in response to your Request for Proposals and Qualifications for the Lease, Capital Improvements & Ongoing Maintenance of French Field (“RFP”). Moody’s (Jerry Perrault) and Kory Smith (collectively the “Prospective Party”), are interested in the development of the Property and the ongoing use and maintenance thereof as described in the RFP.

The Prospective Party will form an entity for the development, lease, operation and ongoing maintenance of the Property. The Prospective Party possesses the expertise and experience in both capital improvement projects and in operating an organization and facilities involved with youth sports and activities.

Moody’s has extensive experience working with the City Of Oceanside (“City”) on a number of projects on City-owned real property. These projects include the remediation and restoration of French Field as required by various regulatory agencies having jurisdiction over the Property. Other projects include the grading and other improvements to the Socal Sports Complex at El Corazon and the El Corazon Aquatics Center. Moody’s has also maintained El Corazon over the years.

Moody’s intends to provide the financing and to construct the capital improvements to the Property. Moody’s familiarity with the Property and the requirements of the regulatory agencies involved with the site, as well as its working relationship with the City, will help in the expeditious completion of the capital improvements to the Property.

Kory Smith has two decades of experience in the operation of baseball training facilities and running travel/club baseball teams. They have also provided private coaching, conducted clinics and organized tournaments as well as operated and maintained baseball facilities. The number of players they work with at any given time varies depending on the time of year but averages around 72 boys on the travel/club baseball teams with an average of 82 lessons per week.

The Prospective Party will operate and maintain the Property by utilizing the fields not only for instruction and boy's travel/club baseball teams (that are available to the youth of North County San Diego) but to also have girl's travel/club softball teams use the fields. The Prospective Party also intends to have clinics at the fields with some clinics available free of charge for the youth of the City of Oceanside. Additionally, scholarships will be available to a few boys and girls from the City of Oceanside that are selected to play on the travel/club baseball and softball teams.

The Prospective Party has the experience and expertise in both the construction of the capital improvements to the Property and the operation and maintenance thereof as youth baseball/softball fields. The Prospective Party welcomes the opportunity to further discuss its proposal with the City.

Sincerely,

Jerry Perrault

3210 Oceanside Blvd.
Oceanside, CA 92054
(760) 801-0339
jprecycle@yahoo.com

Kory Smith

1370 W. San Marcos Blvd., Ste. 120
San Marcos, CA 92078
(760) 271-2777
bigflybats@gmail.com

DEVELOPMENT PLAN AND DESCRIPTION

The Prospective Party, through Moody's and Jerry Perrault (hereinafter referred to as "Moody's"), will construct the requisite capital improvements as described in the Plans and Specifications, entitled CIP #00061 French Field Grading Plan, dated July 24, 2013 ("Plans"), which were provided by the City as part of the RFP. As set forth in the Plans, the capital improvements to the Property will include, but not be limited to, the restoration of the fields (i.e., replacing grass and restoring the infield dirt), the completion of backstops and dugouts, the completion of ancillary structures (e.g., snack bar, storage facilities, scoreboard, etc.) and other site improvements (i.e., irrigation and landscaping, etc.).

Moody's intend to self-finance the construction of the capital improvements. Said capital improvements and related construction shall be pursuant to the Preliminary Development Schedule/Preliminary Development Proforma ("Proforma") shown on Attachment No. 1 below. The Proforma, in addition to the tentative development schedule, also sets forth the specific items that are planned to be constructed and the estimated costs.

PRELIMINARY LIST OF CAPITAL IMPROVEMENTS, ESTIMATED COSTS AND A TENTATIVE CONSTRUCTION SCHEDULE

Set forth below is 1) a list of the initial capital improvement items; 2) the tentative construction schedule; and 3) the estimated cost of each item.

Preliminary estimated total cost of capital improvement items: \$260,000

Tentative construction schedule is 12 months.

ITEMS	YEAR 1												Total Estimated Cost
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	
Obtain approvals	X												
Fees, permits, inspection	TBD												
Install Best Management Practices (BMP)	5,000												5,000
Install irrigation	20,000												20,000
Plant grass	10,000												10,000
Install portable storage structure	5,000												5,000
Finish dugouts		15,000											15,000
Sewer improvements & tie in		20,000											20,000
Install modular portable bathrooms			20,000	20,000	8,000								48,000
Install backstops						20,000							20,000
Complete site landscaping							10,000						10,000
Install modular portable concession stand								25,000					25,000
Install scoreboards and bleachers									48,000				48,000
Install electrical improvements and panels										6,000	6,000	6,000	18,000
Contingency	16,000												<u>16,000</u>
													260,000
Subtotal by Month	56,000	35,000	20,000	20,000	8,000	20,000	10,000	25,000	48,000	6,000	6,000	6,000	260,000

RELEVANT EXPERIENCE

MOODY'S

Moody's been doing business within City of Oceanside ("City") since 1999. In 2003 Moody's became the designated operator of the reclamation and recycling program at El Corazon and has been operating same to date.

Moody's has had various agreements with the City to provide reclamation, recycling, grading and other construction related services. Moody's and the City are currently parties to an Operating and Use Agreement for a reclamation and recycling operation at El Corazon.

Other projects between Moody's and the City on city-owned real property include but are not limited to the following:

- Contractor for the remediation of French Field as directed by various state and local regulatory agencies. Work performed included over-excavation and soil preparation for structures, light poles and irrigation.
- Provided for the grading of a portion of El Corazon to allow for the construction and development of the Socal Sports Complex ("Socal"). Moody's continues to perform periodic maintenance of the site for Socal.
- Contracted with the City to perform the preliminary grading for the El Corazon Aquatics Center.

The above described projects on behalf of the City were completed on time and within the budget parameters.

Also, as as part of the Operating and Use Agreement, Moody's provides periodic maintenance of El Corazon. Maintenance includes irrigation installation and repairs, fence installation and repairs, and landscaping improvements. Additionally, Moody's constructs capital improvements to El Corazon such as infrastructure installation (e.g., drainage swales, etc.).

RELEVANT EXPERIENCE

KORY SMITH

Kory Smith (“Smith”) has been providing lessons, instruction and the coaching of thousands of boys and young men from North San Diego County for 20 years. Smith has also conducted baseball clinics, hosted fund raising activities (e.g., Toys for Tots, San Diego Food Bank, etc.) and provided college advisory and recruitment services.

In addition to lessons, instruction and coaching, Smith has operated on and provided maintenance to playing fields within the City of Carlsbad and the City of San Marcos. Smith also successfully operates and maintains an indoor training facility in San Marcos.

Smith has run a boy’s travel/club baseball team out of North San Diego County for 20 years. Smith currently operates teams under the name “No Fear”. As part of the proposed use of the Property, the Prospective Party is planning to expand its travel/club operation to include girl’s travel/club teams.

Among the thousands of boys and young men that have been taught, coached and been associated with Smith many have gone on to college to play baseball, have coaching careers at all levels, as well as go on to play professional baseball. There are currently a number of former players who have played at the Major League Baseball level.

Smith has sponsored many youth teams and leagues by supplying them with thousands of hours of free batting cage time. Smith has also provided equipment to those that could not afford gear as well as assist in paying dues and fees associated with travel/club teams. Smith also teaches the boys and young men life lessons learned from the game of baseball that they can carry forward into adulthood.

DEVELOPMENT AND/OR OPERATING QUALIFICATIONS

MOODY'S

As described in the Relevant Experience section above, Moody's has the development qualifications to construct the proposed construction of capital improvements on the Property per the RFP. The range of capabilities and services that Moody's can provide not only include soil placement and/or removal but also site preparation, grading, trenching and infrastructure.

In addition to the actual construction of the capital improvements for past City projects, other qualifications and experience of Moody's included working with related city department processes and procedures and working with other regulatory agencies having jurisdiction over the projects (e.g., LEA of San Diego County Environmental Health assigned to French Field).

As another example of the development qualifications of Moody's is the relocation of their reclamation and recycling operation to its current location at El Corazon. As part of the relocation Moody's constructed similar capital improvements to the site with those described in the RFP for the Property. Capital improvements at the El Corazon site included site preparation, building concrete structures, fencing, installation of utility infrastructure, irrigation and landscaping.

Further, at its site on El Corazon Moody's has collected, manufactured and blended the various materials used in the construction and maintenance of baseball/softball fields. Moody's has provided said field mix to various facilities throughout North San Diego County (e.g., Sage Creek High School).

Please feel to contact the various City of Oceanside department directors and division heads in the Development Services Department (i.e., Engineering, Planning, Building) and the Public Works Department (i.e., Property Management).

DEVELOPMENT AND/OR OPERATING QUALIFICATIONS

KORY SMITH

Smith has the requisite qualifications in operating a youth organization. As also described in the Relevant Experience section above, the past expertise and experience of Smith shows the required qualifications to what the City is looking for in the use of the Property. Smith has the support of a number of individuals in the community and within the baseball industry such as Lonnie Murray, MLBPA Certified Sports Agent at (858) 386-3649 and Dave Roberts, Manager of the Los Angeles Dodgers (contact information can be provided in confidence).

Smith has also operated on both public and private playing fields and facilities in the City of Carlsbad and the City of San Marcos. Utilization of said facilities included the maintenance thereof.

Smith's current operation of an indoor training facility further shows his capability in maintaining the Property. Maintenance related to said facility includes simulated field areas (e.g., batter's boxes, pitching mounds, etc.), batting cages, fencing, bathrooms and a concession area.

Smith intends to use the fields for practice and scrimmages during the week. Organizing and running tournaments are planned for most weekends and holidays. Other activities at the Property that could generate additional revenue include lessons, batting facilities as well as a snack bar. Also, as previously mentioned, the travel/club program will be expanded to include girl's softball.

Set forth on Attachment No. 2 below is a Preliminary Annual Operation and Maintenance Proforma. The Proforma sets forth the line items involved in the operation and maintenance of the Property, the estimated cost, and the revenues sources and projections once the capital improvements are completed.

PRELIMINARY ANNUAL OPERATION AND MAINTENANCE PROFORMA

French Field Estimated Operating Statement - Years 1 thru 6
2 Fields with Assumption of 14 Total Teams

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	
Revenue							
<u>Fees</u>							
Team Fee	\$800	\$800	\$840	\$865	\$891	\$936	
Number of Teams	14	14	14	14	14	14	
# of Weeks per Year	40	40	40	40	40	40	
Fees Total	\$448,000	\$448,000	\$470,400	\$484,512	\$499,047	\$524,000	
<u>Camps and Clinics</u>							
Cost per Person	\$250	\$250	\$263	\$270	\$278	\$282	
Number of Players	40	40	40	40	40	40	
# of Camps	10	10	10	10	10	10	
Camps and Clinics Total	\$100,000	\$100,000	\$105,000	\$108,150	\$111,395	\$116,964	
Total Revenue	\$548,000	\$548,000	\$575,400	\$592,662	\$610,442	\$640,964	
Operating Costs							
<u>Umpires</u>							
Cost per Game	\$140	\$144	\$149	\$153	\$158	\$162	
# of Games	26	26	26	26	26	26	
# of Weeks per Year	40	40	40	40	40	40	
Umpires Costs	\$145,600	\$149,968	\$154,467	\$159,101	\$163,874	\$168,790	
<u>Director</u>							
Cost per Weekend	\$400	\$412	\$424	\$437	\$450	\$464	
# of Weeks per Year	40	40	40	40	40	40	
Director Costs	\$16,000	\$16,480	\$16,974	\$17,484	\$18,008	\$18,548	
<u>Camp Staff</u>							
Personnel	\$70,000	\$70,000	\$73,500	\$75,705	\$77,976	\$81,875	
Camp Staff Costs	\$70,000	\$70,000	\$73,500	\$75,705	\$77,976	\$81,875	
<u>Rent</u>							
Cost per Game	\$50	\$52	\$53	\$55	\$56	\$58	
# of Games	26	26	26	26	26	26	
# of Weeks per Year	40	40	40	40	40	40	
Rent Costs	\$52,000	\$53,560	\$55,167	\$56,822	\$58,526	\$60,282	
<u>Field Prep</u>							
Cost per Day per Person	\$250	\$258	\$265	\$273	\$281	\$290	
# of Persons	1	1	1	1	1	1	
# of Days	2	2	2	2	2	2	
# of Weeks per Year	40	40	40	40	40	40	
Field Prep Costs	\$20,000	\$20,600	\$21,218	\$21,855	\$22,510	\$23,185	
<u>Baseballs</u>							
3 Balls per Team	42	42	42	42	42	42	
# of Dozens	4	4	4	4	4	4	
Cost per Dozen	\$65	\$67	\$69	\$71	\$73	\$75	
# of Weeks per Year	40	40	40	40	40	40	
Baseball Costs	\$10,400	\$10,712	\$11,033	\$11,364	\$11,705	\$12,056	
<u>Awards</u>							
Awards per Team	\$110	\$113	\$117	\$120	\$124	\$128	
# of Teams	2	2	2	2	2	2	
# of Weeks per Year	40	40	40	40	40	40	
Award Costs	\$8,800	\$9064	\$9336	\$9616	\$9904	\$10202	
Total Operating Costs	\$322,800	\$330,384	\$341,696	\$351,946	\$362,505	\$374,939	
General and Admin Costs							
Water	\$24,000	\$24,720	\$25,462	\$26,225	\$27,012	\$27,823	
Electric	\$12,000	\$12,360	\$12,731	\$13,113	\$13,506	\$13,911	
Irrigation Repair & Maintenance	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	
Landscaping	\$12,000	\$12,360	\$12,731	\$13,113	\$13,506	\$13,911	
Accounting/ Management Firm	\$18,000	\$18,540	\$19,096	\$19,669	\$20,259	\$20,867	
Insurance	\$7,200	\$7,416	\$7,638	\$7,868	\$8,104	\$8,347	
Marketing	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	
Legal	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	
Total G&A Cost	\$86,200	\$88,546	\$90,962	\$93,451	\$96,015	\$98,655	
Total Costs	\$409,000	\$418,930	\$432,658	\$445,398	\$458,520	\$473,595	
Profit	\$139,000	\$129,070	\$142,742	\$147,264	\$151,922	\$167,369	
Loan Payments	\$0	\$52,000	\$52,000	\$52,000	\$52,000	\$52,000	\$260,000
Profit after Loan Payments	\$139,000	\$77,070	\$90,742	\$95,264	\$99,922	\$115,369	
Cumulative Profit	\$139,000	\$216,070	\$306,812	\$402,076	\$501,999	\$617,368	

FINANCIAL QUALIFICATIONS AND HISTORY

MOODY'S

The Moody's component of the Prospective Party's team will be constructing the capital improvements applicable to the Property. Moody's also possesses the financial capability to perform the construction of the capital improvements to the Property.

Moody's financial qualification is evidenced by Moody's track record with the City in completing its contracted responsibilities (as previously set forth in the projects described under Relevant Experience) on a timely basis and within the budget parameters. Moody's also continues to timely and accurately make its percentage rent payments to the City under its Operating and Use Agreement.

Included as part of the Proposal is a statement of financial capability that reflects Moody's financial ability to perform the construction of the capital improvements to the Property. Said statement of financial capability is provided under separate cover and is to be considered "Confidential" and not available for public review.

Additionally, also included as part of this Proposal is an attached letter from a financial institution referencing Moody's capability to provide the funding for the construction of the capital improvements to the Property.

FINANCIAL QUALIFICATIONS AND HISTORY

KORY SMITH

Smith will be operating and maintaining the Property. Smith's financial qualification is evidenced by his track record in successfully operating a baseball training and coaching business for 20 years. Further, the financial capability of Smith is also reflected in the current successful ownership and operation of a 15,000 SF indoor baseball training facility.

As described in the Operation and Maintenance Proforma above, the funding for the operation and maintenance of the Property will come from a number of different revenue sources. These include, but are not limited to revenue generated from the use of the fields on the Property and the fees and dues from the travel/club teams. Further, in the event additional revenue is needed, Smith can access revenue from the indoor training facility operation.

Included as part of the Proposal is a statement of financial capability that reflects Smith's ability to fiscally operate and maintain the Property. Said statement of financial capability is provided under separate cover and is to be considered "Confidential" and not available for public review.

LITIGATION HISTORY

MOODY'S

No past or current litigation associated the development, operation and/or use related to a real estate transaction or development application process.

KORY SMITH

No past or current litigation associated the development, operation and/or use related to a real estate transaction or development application process.