



## REPORT TO CITY COUNCIL

**To:** Honorable Mayor and Members of the City Council

**From:** Jason Simpson, City Manager

**Prepared by:** Johnathan Oliver Skinner, Director of Community Services

**Date:** July 25, 2023

**Subject:** Professional Services Agreement with Triple Crown Sports, Inc. (TC Sports) for Operational Services of Rosetta Canyon Sports Park

### **Recommendation**

Approve and authorize the City Manager to execute a Professional Services Agreement with TC Sports, Inc. in an amount not to exceed \$150,000.00 per year for management services, \$62,400 for field maintenance, plus reimbursable for Rosetta Canyon Sports Park, in such final form as approved by the City Attorney.

### **Background**

In 2018, the City contracted with TC Sports, Inc., a Triple Crown Sports franchisee, a leader in Southern California related to girls' fast pitch softball, was hired to staff the facility and manage all events, including field preparation. TC Sports, Inc. is a recognized leader in event production, including field preparation. The alliances and relationships they have built nationwide over the years testify to the customer service and care of individual needs, evident in the high-quality tournaments and events they produce.

City staff's vision for Rosetta Canyon Sports Park has not changed since the planning of its construction, which is to be an economic catalyst for the community. The vision requires high-quality programming and planning of significant tournaments with many organizations. TC Sports has the infrastructure and contacts to build the tournament offerings with reputable organizations and local teams while hitting all age groups and play levels. Their success has grown over time, and the City stands to benefit from their investment over the years because they used to be a minor player in the market. While high-end programs seek their Triple Crown events, less-seasoned teams, and younger ages are still considered valuable customers. All segments of the Southern California market need attention, with other tournament providers now looking hungrily at the team numbers TCS can assemble on any given weekend. They lead in programming field reservations, ensuring payment to the City, educating participants on park rules, providing field maintenance preparation, and making the City the premier location for all events.

### **Discussion**

TC Sports, Inc. is a sports management firm serving Triple Crown Sports as a franchisee. TC Sports has operated successful events nationwide, but the largest demographic for girls' fast pitch softball is here in Southern California. They offer high-quality events to girls of all ages and levels of play to promote the sport. They even host college tournaments and showcase events catering to college exposure and recruiting efforts. The City wants to continue its contract with TC Sports for the next Fiscal Year ending June 30, 2024.

### **Fiscal Impact**

Funds are budgeted in the Fiscal Year 2023-2024 Annual Operating Budget and is primarily funded by field reservation fees for the facility.

### **Attachments**

Attachment 1 - Agreement