SUMMARY OF QUALIFICATIONS

FOR CONSULTING SERVICES IN RELATION
TO THE LARGE EVENTS CENTER/UNLV STADIUM

RFP #3108 – DECEMBER 20, 2013

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JMI Sports

JMI Sports is a provider of development management services assisting professional sports teams, universities and municipalities seeking to build or renovate major sports venues. Through its Development Division, JMI Sports enhances a client’s vision and brings it to fruition, while minimizing risk and maximizing value for all stakeholders including: ownership, sports teams, development partners, government entities and the public. Leadership is offered in every project phase, from conceptual planning, pre-development and design, to construction and move-in. The firm’s expertise in the business of sports also serves to identify revenue opportunities, develop operational efficiencies, and improve the fan experience, adding considerable long-term value to a venue. Approaching each project with an owner’s perspective and an unparalleled attention to detail, JMI Sports delivers world-class facilities on time and on budget.

JMI Sports was founded in 2006 upon the PETCO Park experience by John Moores, former owner and chairman of the San Diego Padres, and Erik Judson, principal of JMI Sports. Five members of the JMI Sports team played an instrumental role in the development of this Major League Ballpark and the master planning of the surrounding area. These key players skillfully managed unprecedented political, legal, financial, entitlement, planning, design and construction challenges to make PETCO Park an unqualified success for all stakeholders. Entering its ninth year, JMI Sports has proven successful in its project management efforts, having played a key role on the following projects:

- **Matthew Knight Arena**: Collegiate Arena for University of Oregon Ducks
- **Goodyear Ballpark**: MLB Spring Training Facility for Cleveland Indians and Cincinnati Reds
- **JetBlue Park**: MLB Spring Training Facility for Boston Red Sox
- **Fowler Park**: Collegiate Ballpark Renovation for University of San Diego Toreros
- **Oakland Coliseum**: NFL Stadium Feasibility Study for Oakland Alameda County Coliseum Authority
- **University of Houston Stadium**: Collegiate Stadium Feasibility Study for University of Houston
- **PETCO Park**: MLB Ballpark for San Diego Padres (prior to JMI Sports)

For the Large Events Center/UNLV Stadium Project, JMI Sports will act as the Project Manager and primary point of contact for the Project Team. In this role, JMI Sports will employ the same comprehensive project management services that are typically provided when acting as the development manager during the predevelopment phase of a sports facility project, including the creation of a master project budget and master project schedule. Additionally, JMI Sports will create a comprehensive business model that initially informs and then ultimately drives the programming and design of the Project. In addition to providing in-depth research and industry expertise, JMI Sports will play the critical role of managing the process and the work product of the Project Team to comprehensively assess the viability of a new stadium.
360 Architecture

360 Architecture is a multi-discipline architectural design firm with specialties in various building types including sports/athletics, hospitality, retail, dining, entertainment, commercial office shell and core, civic, and higher education. Collegiate/higher education facilities used for hosting collegiate sports, athletic and live events account for approximately half of the stadium, arena and related “sports and entertainment” facility portfolio for 360. Recent relevant projects include MetLife Stadium, University of Washington Husky Stadium, the University of Central Florida Stadium, San Jose Earthquakes Stadium and the New Seattle Arena.

For this Project, 360 will work with JMI Sports to meet with the CIAB and other Project Stakeholders in order to develop the Stadium program. Once program approval is received, 360 will create the conceptual design of the Stadium. This process involves constant client feedback in order to ensure that the new Stadium reflects the CIAB’s vision and objectives. 360 is well known for their unique architectural artistry, and are exceptional at translating their client’s aesthetic desires onto paper. Both the Project program and conceptual design will be presented in the final Report.

Clark Construction

Clark Construction Group is the 10th largest General contractor in the United States. Clark has established a track record of delivering world class sporting facilities on time and on-budge, including such prominent projects as FedEx Field (home to the Washington Redskins), Petco Park (home to the San Diego Padres), and M&T Bank Stadium (home to the Baltimore Ravens). The firm has a rich history of working with public and private ownership groups at the professional and collegiate level to deliver projects that meet expectations for schedule, cost and luxury.

For this Project, Clark will assist JMI Sports in their efforts to generate an overall Project Budget and Milestone Project Schedule. Clark’s focus will be to provide a construction cost estimate based on the Stadium program, conceptual design and the CIAB’s objectives. It is imperative to have an experienced construction firm, such as Clark, providing feedback to the architect during the creation of the Stadium program and conceptual design in order to ensure that the design can be afforded within the Project’s funding limits/approved budget. In addition, Clark will provide a construction schedule. Both of these construction-specific documents are critical components to the overall Project Budget and Milestone Schedule which will be included in the final Report.

Venue Solutions Group

Venue Solutions Group is a facility operations consultancy formed in 2011 by three former senior facility management professionals. The firm assists clients in operating their venues in a more efficient and effective manner. Russ Simons, the Venue Solutions Group partner assigned to this project has over 30 years of experience in the management of public assembly facilities, including the last 12 as a consultant to facilities, professional sports teams, universities, and municipalities. Over the past three decades, Russ has been involved in nearly every facet of the sports and entertainment facility industry, from design and construction to operations, marketing and public relations. He has worked with such stadium clients as Baylor University, Texas A&M University, Cal Berkeley, the University of Oklahoma, San Diego Padres, and Pittsburgh Steelers.

For this Project, VSG will be focused on maximizing the operational efficiency of the new Stadium and calculating the operational costs based on the Project program and their considerable industry experience.