

**DEREK HACOPIAN  
BASEBALL ACADEMY**

**18966 BONANZA WAY  
GAITHERSBURG, MD 20879  
301-977-1450**

December 24, 2000

Don Cochran  
Director of Parks  
Department of Park & Planning  
9500 Brunett Avenue  
Silver Spring, MD 20901

**Subject: CABIN JOHN BASEBALL TRAINING CENTER**

Dear Don:

Thanks to you and to Bill Hussmann for taking the time to tour the baseball facilities at Cabin John Regional Park on October 2. I appreciate your interest in my proposal to build an indoor baseball facility next to Shirley Povich Field in Cabin John Regional Park. This will be a great asset for Montgomery County and a key element of the first-class baseball complex we are building at Cabin John.

Others have attempted to find a site for this type of facility in the lower county on private ground and have concluded that it is not economically feasible. In partnership with the Parks Department, our citizens will be able to have a wonderful public amenity. As Bethesda-Chevy Chase Baseball and other youth baseball organizations now use school gyms to practice in the winter, this facility will provide a vastly improved instruction facility for our young baseball players while freeing up scarce gym time in the lower county.

At your suggestion, I met with Gerry Bush and others on your staff and concluded that a contract between Parks and a private entrepreneur will produce the soundest deal and the best facility in the most expeditious time frame. I have attached a letter from Derek Hacopian proposing to build a one million dollar facility. At present, Derek owns and operates the Derek Hacopian Baseball Academy in Gaithersburg near the Airpark. He manages the Bethesda Big Train and the Big Train Summer Baseball Camp at Cabin John for the Bethesda Community Base Ball Club.

I met Derek soon after he returned to the area at the completion of his professional baseball career in August of 1996. Derek, a resident of Rockville, is a graduate of the Montgomery County Public Schools and a former All-American baseball player at the University of Maryland. He played professional baseball for five years before retiring because of injury. Derek is a first rate baseball instructor with solid business instincts, skills, and experience. I have greatly valued his contributions as an employee of the Bethesda Community Base Ball Club these last two years both as our Big Train manager and as the manager of our summer camp. I can guarantee you that he will run an outstanding facility that will be a great asset to the Parks system.

I pledge to you that I will work closely with Derek on this project as we move it from a dream to a reality. My interest is to see that we bring this much-needed facility to the lower county. For the record, I have no monetary stake in this. Thank you again for your consideration. Please let me know what steps we should take to gain approval by the Parks Commission. Our goal is to begin construction April 15, 2001 in order to open in the fall. We recognize that the 40 year lease Derek is asking for will require County Council approval and that we need to get it to the Council by no later than March 1, 2001.

Sincerely,



**Bruce Adams**  
301/652-4019  
bruce@greaterwash.org  
7211 Exeter Road  
Bethesda, MD 20814

copy: Bill Hussmann

## **PROPOSAL OF DEREK HACOPIAN BASEBALL ACADEMY**

Derek Hacopian Baseball Academy ("Hacopian Baseball") submits this unsolicited proposal to The Maryland-National Capital Park and Planning Commission ("the Commission") for the construction, lease, maintenance, and operation of a community baseball training and batting cage facility ("the Facility") at Cabin John Regional Park in Montgomery County, Maryland ("the Park").

### **I. HOW THE FACILITY WOULD BENEFIT THE PARK & THE COMMUNITY**

The Commission owns and operates the Park for the benefit of all the citizens of the Maryland-National Capital District. The Park is located approximately twelve (12) miles northwest of Washington, D.C., adjacent to Interstate Route 270 on the west and bounded by Tuckerman Lane, Westlake Drive, Seven Locks Road, and Democracy Boulevard. The Park consists of an Athletic Area that includes Shirley Povich Field (a lighted baseball field), five softball fields (three of which are lighted), four lighted tennis practice walls, nine lighted tennis courts, one pee-wee soccer field, four single wall handball courts, and one volleyball court. The Athletic Area also includes public restrooms, play equipment, and hiking trails. The Park further includes six indoor tennis courts and two indoor ice skating rinks.

Hacopian Baseball proposes to construct, lease, maintain, and operate the Facility on approximately 14,500 square feet of land adjacent to Shirley Povich Field, the tennis courts, and one of the softball fields. The Facility will become a key element of a first-class baseball complex, providing not only quality year-round instruction, but also a convenient venue for kids and adults alike to warm-up before playing on nearby fields or attending a Big Train game. Many have explored locating a baseball training facility in the lower county on private land and concluded that it is not economically feasible. Through its proposed partnership with the Commission, Hacopian Baseball seeks to fill this void in the lower county to the benefit of several youth baseball organizations, Bethesda Big Train baseball, the Park, and the citizens of Montgomery County.

### **II. TERMS OF THE HACOPIAN BASEBALL PROPOSAL**

#### **A. FACILITY DESCRIPTION & CONSTRUCTION PLAN**

The exterior of the Facility will occupy approximately 14,500 square feet of land and incorporate the existing public restrooms on the northeast corner of the building. The exterior front of the Facility will be made of brick to emulate the fit and finish of Shirley Povich Field. From the existing public restrooms, the

Facility will run southwest approximately 100 feet toward the tennis courts and then southeast approximately 145 feet toward Field #2.

The interior of the Facility will include several key amenities, including:

- Five (5) high quality, coin-operated Batting Cages, at least three (3) of which would remain open to the public, on a walk-in basis, at all times. Three cages will throw slow hardball, medium hardball and fast hardball, respectively. The fourth cage will throw medium hardball/slow softball. The fifth cage will throw fast softball/slow softball. Including a public viewing area, the batting cages will occupy approximately 4,200 square feet.
- 70'x45' multi-use, synthetic turf surfaced Training Area encompassed by netting. The training area will accommodate two (2) pitching tunnels and two (2) pitching machines, and will be available for individual and group lessons, as well as for team rental. With the netting pulled back, the training area can be used to conduct infield drills. The training area will occupy approximately 3150 square feet.
- 70'x20' Enhanced Training Area with video capability. The enhanced training area, which will be available for individual and group lessons, will occupy approximately 1400 square feet.
- 20'x10' Office occupying approximately 200 square feet.
- 25'x20' Pro Shop occupying approximately 500 square feet. The Pro Shop will offer high quality, competitively priced baseball and softball equipment and merchandise for sale to the general public.
- 70'x28.5' Equipment Storage Area occupying approximately 2000 square feet. The equipment storage area will be offered for rent to local youth baseball organizations. One such organization, Bethesda-Chevy Chase Baseball, already seeks to sub-let the storage area.
- 30'x30' Existing Public Restrooms occupying approximately 900 square feet.
- 30'x30' Office above the public restrooms occupying approximately 900 square feet. This office space will be sub-let to Bethesda-Chevy Chase Baseball, which will enable it to consolidate its operations for the benefit 3500 families in the lower county.

THIS PROPOSAL CONTAINS INFORMATION AND DATA PROPRIETARY TO DEREK HACOPIAN AND DEREK HACOPIAN BASEBALL ACADEMY. THIS PROPOSAL IS NOT INTENDED FOR PUBLIC RELEASE, BUT SOLELY TO FACILITATE THE EVALUATION OF THE CONTENTS HEREOF BY THE MARYLAND-NATIONAL CAPITAL PARK AND PLANNING COMMISSION.

Hardy Construction Services of Frederick, Maryland and Syracuse, New York proposes to construct the Facility as detailed in Attachment A to this proposal. Hacopian Baseball will continue to solicit quotes from other reputable construction firms to insure that Hacopian Baseball, the Commission, and the public receive overall best value.

Hacopian Baseball seeks to begin construction on April 15, 2001, so that the Facility can open to the public in September 2001, in time for the fall/winter baseball season.

**B. LEASE TERMS**

Hacopian Baseball proposes to lease the land underlying the Facility for a term of forty (40) years on a fixed monthly rental basis, plus a percentage of gross over \$300,000.00 annually. For the first four years of the lease, Hacopian Baseball proposes to forego paying rent to cover extraordinary construction and equipment installation expenses, as well as to cover the costs of promoting the new Facility. The rents paid in years 21 through 40 increase significantly because the mortgage will have been retired. All proposed rents are expressed in terms of year 2000 dollars and thus will remain subject to annual cost of living adjustment in accordance with the Consumer Price Index.

Subject to further negotiations between the parties, Hacopian Baseball proposes the following broad lease terms:

Term: Forty (40) years

Fixed Rent:	<u>Years</u>	<u>Monthly Rent</u>	<u>Annual</u>	<u>Cumulative</u>
	1 through 4	\$0.00	\$0.00	\$0.00
	5 through 10	\$1,000.00	\$12,000.00	\$72,000.00
	11 through 20	\$1,500.00	\$18,000.00	\$180,000.00
	21 through 40	\$4,000.00	\$48,000.00	<u>\$900,000.00</u>
				\$1,152,000.00

Overage:	<u>Years</u>	<u>Percentage Of Gross</u>	<u>Rent Overage*</u>
	1	-0-	\$0.00
	2	1%	\$414.00
	3	2%	\$1,208.00

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4	3%	\$2,028.00
5	4%	\$2,804.00
6 through 40		<u>\$98,140.00</u>
		\$104,594.00

\*Projected.

Utilities: Hacopian Baseball pays all utilities associated with the Facility, except sewer and water (as those costs arise primarily from operation of the public restrooms).

Maintenance: Hacopian Baseball maintains the Facility, except for the public restrooms and exterior landscaping, which will continue to be maintained by the Commission. The Commission will be responsible for the disposal of trash from the Facility.

Permits & Taxes: Hacopian Baseball pays all permits and taxes associated with the construction and operation of the Facility, including property taxes.

Insurance: Hacopian Baseball maintains appropriate coverage and pays all premiums.

Assignment: Permitted upon the Commission's consent, which shall not be unreasonably withheld.

Miscellaneous: The Commission provides temporary restrooms during construction.

Donation: At the conclusion of the lease, Hacopian Baseball will donate the facility to the Commission to the benefit of the citizens of Montgomery County.

A draft Lease will be submitted on January 2, 2001.

### III. ABOUT HACOPIAN BASEBALL

#### A. PAST PERFORMANCE

For nearly half a decade, Hacopian Baseball has been committed to providing professional instruction to baseball players throughout Montgomery County and the surrounding metropolitan region. Hitting and pitching instruction typically occurs in a small group setting to ensure that each player receives ample attention. Individual lessons and team cage rentals also are made available. A schedule of services currently offered by Hacopian Baseball is enclosed as Attachment B to this proposal.

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Hacopian Baseball currently provides instruction at its year round training facility at 18966 Bonanza Way near the Gaithersburg AirPark. That facility includes "L" screens, tees, other training aids, and pitching machines that later will relocate to the proposed Facility.

Hacopian Baseball is owned and operated by Derek Hacopian, a five-year veteran of professional baseball. Mr. Hacopian, whose resume is enclosed as Attachment C to this proposal, resides with his wife, Missy, and daughter, Alexandra, in Rockville. He is a graduate of Potomac's Churchill High School and a former All-American baseball player at the University of Maryland. Named Atlantic Coast Conference Player of the Year and Runner-Up National Player of the Year in 1992, Mr. Hacopian was signed originally by the Cleveland Indians. He later played for teams in the Milwaukee Brewers, Detroit Tigers, San Diego Padre, and Montreal Expos organizations, until injury forced his retirement in 1996.

After retiring from professional baseball, Mr. Hacopian returned to Montgomery County in August 1996, to teach the fundamentals of the game to local youth. His entrepreneurial vision went far beyond providing simple coin-operated batting cages. Instead, Mr. Hacopian assembled a team of former professional and collegiate players with a demonstrated ability to communicate and work with kids. That staff, comprised principally of Kelton Jacobson and Sal Colangelo, will join Mr. Hacopian at the proposed Facility. The biographies of Messrs. Jacobson and Colangelo are enclosed collectively as Attachment D to this proposal.

## **B. UNIQUE QUALIFICATIONS**

The Commission is able to evaluate and approve this proposal on a non-competitive basis under paragraph 1.3 of the Commission's "Guidelines for the Evaluation and Approval of Solicited and Unsolicited Offers for Joint-Venture Development of Park Property." Hacopian Baseball offers a unique proposal that holds particular public appeal. Since 1999, Derek Hacopian has managed the Bethesda Big Train and the Big Train Summer Baseball Camp at the Park. Mr. Hacopian is negotiating a long-term extension of his contract with The Bethesda Community Baseball Club to continue serving in these capacities, thus making him uniquely qualified to promote, enhance and exploit the economic synergy created by the proximity of the proposed Facility to Shirley Povich Field, the home of Bethesda Big Train baseball. Mr. Hacopian, as discussed above, also has owned and operated a premier and successful baseball training facility in Montgomery County since retiring from professional baseball in 1996. In addition, the underlying costs of construction, which, in large measure, drive the terms of the proposed Lease, will be competitively let by Hacopian Baseball using reasonable commercial practices.



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### **C. FINANCIAL CAPACITY & BUSINESS PLAN**

Hacopian Baseball will invest over \$1 million dollars to build and furnish the Facility. The Business Plan of Hacopian Baseball regarding the proposed Facility is enclosed as Attachment E to this proposal. Additional records will be made available to the Commission, upon request, on a confidential basis, confirming Hacopian Baseball's historical financial success and financial ability to perform.

### **IV. CONCLUSION**

Hacopian Baseball appreciates the opportunity to submit this proposal to the Commission. The proposed Facility will occupy approximately 14,500 square feet of land and complement and enhance adjacent Shirley Povich Field and the Athletic Area in general. The interior of the Facility will be furnished with state-of-the-art equipment for year round baseball training and recreational enjoyment. The Facility will be operated and maintained by a team of dedicated professionals from Hacopian Baseball with a proven track record of financial success. Led principally by Derek Hacopian, this team will provide high quality baseball instruction to the community and local youth baseball organizations from the convenience of a lower County locale. Hacopian Baseball looks forward to working with the Commission to transform this exciting proposal into a permanent reality for the citizens of Montgomery County.