

# 2017 Annual Ballpark Management and Operations Report



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## **FOREWORD**

The 2017 baseball season marked the Mariners eighteenth full season at Safeco Field. The ballpark continues to function well and to be a popular attraction for fans from throughout the Northwest, with roughly 2.132 million fans attending Mariners games in 2017. Club marketing surveys have shown that about half of those fans came from outside King County, so Safeco Field serves as not only Seattle's but the region's major tourist attraction.

Non-baseball event sales remained steady in 2017 with two major concerts, Tom Petty and The Eagles. Review of other non-baseball events shows that business-related and smaller events dominated event sales. Overall, ballpark events fared comparably to other venues in the area, and Safeco Field remains very competitive in the events market.

Work to maintain and upgrade the facility continued throughout 2017. The continuing analysis of maintenance data is important as we create a comprehensive, detailed long-term picture of the maintenance status and useful life of ballpark equipment and facilities. As we approach the end of two decades of use, the value of this historical data will become even more evident. The Engineering and Maintenance team works hard to assure that the ballpark is maintained at or above applicable standards. The Mariners are proud that the PFD's independent reviews continue to rank Safeco Field as the best maintained and operated facility in its peer group.

The initiative on sustainability continued in 2017 and showed additional improvements in several areas, including increased recycling, the use of more environmentally friendly products, and decreases in the use of power, water and sewer. In 2017, the Mariners won MLB's Green Glove Award for having the highest diversion rate, 96%, of any club in major league baseball. The Safeco Field Urban Garden launched in 2016 in which fresh produce is grown and harvested by Centerplate's Executive Chef and then utilized in menus throughout the ballpark. In 2015, the ballpark became the first in Major League Baseball to utilize LED field lighting, and in 2017 the Mariners realized the savings associated with the use of LED lighting not just on the field but throughout the ballpark.

Our high standards for customer service ensure that fans and clients have a great experience at Safeco Field. Whether taking tickets at a gate, ensuring that restrooms are clean, or handing a young fan a baseball card, everyone working at the ballpark focuses on making a trip to Safeco Field memorable and fun. Our staff have developed a tradition of providing service that continues to inspire fans and assures them that Safeco Field is a safe and welcoming place for families and children.

The Mariners community relations program continued with children's activities, charities and community programs benefiting from this effort. In 2017, fundraising efforts

resulted in over \$2.15 million in support to charitable and children's causes. Since 1991, Mariners Care has raised over \$25 million dollars. In addition, Mariners players maintained their personal commitments to our community through team-organized activities and through private foundations.

Our commitment to our three surrounding neighborhoods again focused on areas of mutual benefit and concern. Public safety, business retention and development, transportation development and neighborhood cleanliness were our priorities, with two neighborhoods (Pioneer Square and Chinatown/International District) receiving grant funding to support their efforts in one or more of these action areas. In SODO, we are ratepayers of the SODO BIA as property owners within the BIA boundaries. We collaborated closely with the SODO BIA on issues such as neighborhood safety and security, transportation, transient encampments and other issues of concern and mutual interest. We represented the stadium area more generally on a variety of committees and task forces providing input on issues and causes affecting not only the surrounding neighborhoods but a broader area around the ballpark.

We are proud to report that Safeco Field remains one of the best-maintained, fan-friendly and sustainable ballparks in America.

## **LEASE AGREEMENT REPORTING REQUIREMENTS**

This report is a compilation of information contained in a variety of documents, some of which may have been previously submitted. It is a consolidated response to Lease section 14.2.2, "Annual Ballpark Management and Operations Report".

## **SUMMARY OF, AND RESOLUTIONS TO, UNANTICIPATED PROBLEMS DURING 2017**

There were a few unanticipated problems that were previously identified for the PFD and continued to resolve or monitor in 2017. Below is a short summary of each project:

### **Roof – Replace Wheel Axles**

In late January 2012 we had an unanticipated wheel axle failure. One of the wheel axles on Panel #1 North, Bogey #1, Wheel #3 sheared off at the locking collar groove. Maintenance crews immediately notified the proper individuals within the Mariners organization and an emergency repair was conducted over the course of the next week. It was determined that 15 additional wheel axles were in need of immediate replacement. The replacement of these 15 wheel axles was publically bid and the work was awarded to Skanska. The wheel axle procurement was awarded to Morgan Engineering in Fall 2012. In January/February 2013, the 15 roof wheel axles were successfully replaced as part of Phase I. We completed Phases II and III in 2014 and 2015 respectfully. Each of these phases included the design and installation of 16 new wheel axles per phase. We proceeded with Phase IV of the Roof Wheel Assembly Replacement Project in 2016. Skanska was awarded this work as part of a public bid process. The Wheel axle procurement was awarded to Steward Machine Company, Inc. Phase II through IX implement a new and more robust wheel axle design, which is engineered to withstand the long term use of the roof. Phase IV included the procurement and installation of 16 new wheel/axle assemblies and 8 new truck assemblies at Panel #2 North. Additionally, Phase IV included 16 wheel/axle assemblies and the refurbishment of 8 existing truck assemblies to be installed during a future phase.

Wiss, Janey, Elstner Associates, Inc. (WJE) used ultrasonic testing (UT) to measure and record crack initiation and propagation in 2017. We paired this monitoring information with a report produced by Thornton Tomasetti that allows us to predict the rate of propagation of the cracks in the axles. We used this information to make the decision to defer Phase V of the Roof Wheel Assembly Project. WJE will continue to monitor the crack initiation and propagation annually. We plan to replace wheel/axle assemblies that exhibit crack initiation or crack propagation in excess of acceptable limits as needed and with the approval of the PFD.

### **Moveable Roof Motor Drive and Control System**

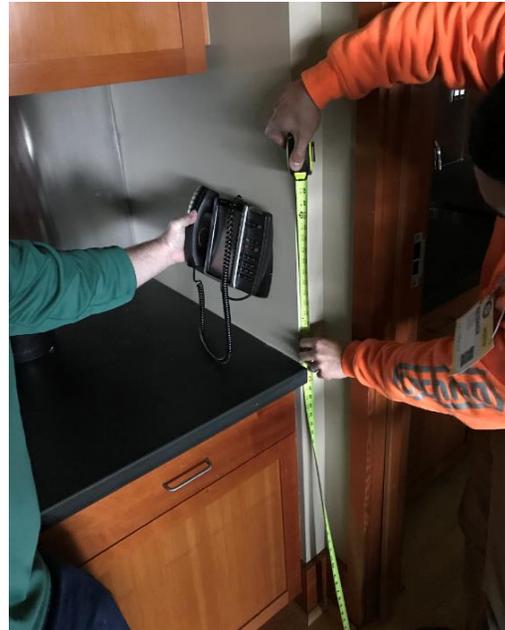
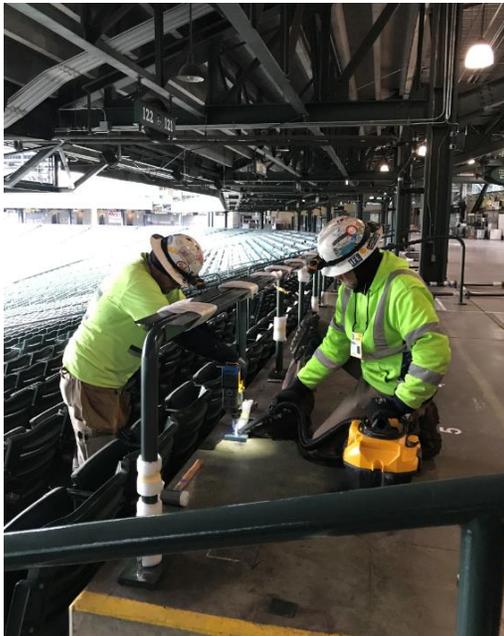
In 2017, we began replacing the control system with new technology to ensure the roof communication and electrical network is reliable. The existing roof control system became unreliable and operationally unpredictable even though it was not scheduled for replacement until 2022 or later. Many of the original roof control components are no longer available and/or supported. Newer electric drives were not compatible with

existing program logic controllers and other key roof components. Testing on the existing network communication structure showed that nearly 50% of the fiber optic cable did not meet industry standards. Installation of the new system will be completed in March 2018.

### **ADA Accessibility Improvements**

This project improves accessibility at the ballpark for our guests with disabilities. We developed a two-year plan to address areas of opportunity, including our parking garage, common areas, ramps, corridors, restrooms, seating bowl, suites, and concessions. The project improves access to these areas by improving signage, handrails, reach ranges, encroachment into maneuvering clearance areas, adjustments in restroom utilities and table heights, among others. This project was started in 2017 and will be complete by the end of 2018.

Photos of the project follow:



## **CLUB ACTIVITIES IN CARRYING OUT ITS BALLPARK OBLIGATIONS**

### **Engineering and Maintenance**

In 2017, the Engineering and Maintenance Department continued our aggressive preventive maintenance plan. Each preventive maintenance task was carefully reviewed and executed under the following criteria:

- Accurate task description (i.e. performing the proper maintenance based on O&M manuals and operational needs)
- Accurate inventory of all equipment items (does the system reflect what is actually in service)
- Are these preventive maintenance measures scheduled to open based on actual need and where can we become most efficient
- What is our estimated labor associated with each preventive maintenance measure (assist us in planning of the work more efficiently)

This plan has helped increase our production, accurately complete all preventive maintenance tasks, plan more accurately and complete all items more efficiently.

Utilizing our maintenance data collection program, MVP Plant, enhances our ability to meet and exceed the applicable standard. We continue to store all data for easy retrieval and review. The database is backed up on a remote server to prevent loss of valuable accumulated maintenance records.

The goal of the Engineering and Maintenance Department is to carry out its obligations to the Public Facilities District in a professional, process-oriented manner. The following steps have been taken to accomplish this goal:

- MVP Plant is used to ensure that preventive maintenance is scheduled and completed in a timely manner
- MVP Plant is used to ensure that demand work orders are prioritized and completed as they occur
- A capital budget process is used to identify, prioritize, and approve project All required maintenance activities are completed as identified in the annual Marx Okubo reports commissioned by the PFD as well as the Thornton Tomasetti and Hardesty & Hanover structural and mechanical roof reports commissioned by the Mariners

The Engineering and Maintenance department is adequately staffed, trained, and equipped to properly maintain the majority of building systems. Specialized maintenance activities for systems such as the fire alarm, emergency generators, and elevator/escalators are under contract to qualified contractors specializing in these types of equipment/systems. For information on work completed, both preventive maintenance and on-demand work orders please refer to the CD-ROM disc. In 2017,

8,123 work orders were completed and documented. Major work categories for 2017 included:

## **Roof**

The roof preventive maintenance program continued. The work program is based upon recommendations from Thornton Tomasetti, Hardesty & Hanover, MKA, WJE and other contributing engineers and manufacturers of components of the roof. Roof maintenance is under the guidance of the Chief Engineer. The following are the major categories of regular roof maintenance and repairs completed this past year:

- Maintenance of PLC panels and the roof transport control system
- Inspect and repack truck bearing assemblies
- Inspect and grease open gear wheels
- Complete inspection and fine tuning adjustments of electric motors
- Spud hydraulic system inspection and maintenance
- Inspection and maintenance of other roof transport system components and needed repairs or replacement
- Visual inspection of exterior roof canopy and roof membrane
- Inspection and replacement of wheel bearing assemblies
- Continued structural inspection of the north runway structure
- Mechanical inspections of all bogey assemblies on each panel
- Mechanical inspection of 256 of the 256 bogie wheel bearings in Panels 1, 2, and 3 which consists of removing each bearing cover so that internal clearance measurements could be taken and the condition of the lubrication, rollers, and race of each bearing could be determined
- Ultrasonic Testing (UT) of all 128 axles to inspect for crack initiation and/or crack propagation within each axle

## **HVAC**

The HVAC preventive maintenance program continues to improve as we optimize operation of the facilities mechanical systems. We have 4 full time employees including a Lead Technician. We have also continued to revise our PM tasks to more accurately reflect the needs of the facility. Items maintained by our in-house technicians included:

- Boilers, both domestic and condensing
- Multiple air handling units (AHUs), heat pumps (HPs), variable air volume (VAV) boxes, fan powered (FP) boxes and exhaust fans (EXFs) fans throughout the ballpark
- Dryer duct cleaning to remove accumulated lint buildup
- Maintenance and operation of Metasys (Johnson Controls) building management computer system
- Cooling towers

- Hydronic heating water system and domestic hot water system
- Gaylord hood washing systems
- Multiple ice machines and refrigerators for clubhouses and suites
- Replacement of domestic boiler shells to repair leaks

## **Plumbing**

There are two licensed plumbers on staff. Plumbing responsibilities completed in 2017 included the following tasks:

- Routine winterization of ground water loops as well as the upper deck restrooms
- Monitoring of plumbing systems
- Test and ensure proper functioning of basins, toilets, urinals and other plumbing equipment
- Test back flow devices and replace as needed
- Annual testing of exterior fire hydrants
- Maintenance and repair of all plumbing systems

## **Electrical**

The electrical staff includes a lead electrician and two full-time electricians. Regular responsibilities included:

- Relamp as needed throughout ballpark
- Operate and troubleshoot Microlite lighting control system
- Maintain and test emergency generators
- Inspect electrical panels through the use of IR testing procedures
- Maintain electrical panels through opening, cleaning, and tightening connections
- Regularly diagnose and repair building electrical problems
- Provide temporary power for event support

## **Painting**

We have one full time painter assigned to the department. Regular responsibilities include:

- Maintain interior and exterior coatings around the ballpark
- Drywall touch-ups and repair
- Tile repair and maintenance
- Repair and replacement of finishes on all levels
- Wall trim and base installation/repair
- Signage repair and fabrication

- General coating touch up and maintenance

We supplemented labor in this category during 2017 with Mariner Housekeeping staff who provided labor for painting of CMU block walls, interior wall paint and touch-ups, safety lines, demarcation lines and various other tasks of this nature around the ballpark.

We also contract support of all structural steel painting to correct any deficiencies not covered under our planned capital maintenance program or as noted in the annual ballpark assessment review by Marx Okubo and Thornton Tomassetti. We proactively addressed areas of the ballpark that have shown corrosion to protect the structural steel members from the elements and reduce future capital expenditures, prolonging the life of the existing coatings.

### **General Maintenance**

We have three full time employees dedicated to support general maintenance tasks. We also supplemented our staff with part time labor during the season to assist with the increased work load. Regular responsibilities within this area are as follows:

- Door hardware maintenance and repair
- General carpentry related issues
- Window repair and hardware replacement/maintenance
- Seat repair and replacement
- Minor carpet repair, tile repair and framing
- Metal work, welding & fabrication
- Wood working
- Event support through specific requirements

### **Building Envelope**

We have two full time employees dedicated to the upkeep and maintenance of building envelope issues and one full time employee dedicated to the upkeep and maintenance of the building expansion joints and seating bowl caulk. This following responsibilities fall within this trade:

- Expansion joint maintenance and repair
- Sealants and caulking repair and maintenance
- Concrete damage and spall repair and maintenance
- Water intrusion issues and preventative maintenance
- Elimination of trip hazards and safety issues
- Support and oversight of pest management
- Minor flooring repair and coating maintenance

## **Service Contract Support**

The following services were supported by either service contract or contractor assistance during 2017:

- Fire Alarm Maintenance & Testing
- Fire Sprinkler Maintenance & Repair
- Fire Extinguisher
- Pest Management
- Window Cleaning
- Elevator/Escalator Maintenance & Testing
- Window and Glass Repair
- Roll-up Door Maintenance & Repairs

## **Audio and Video**

Video and Audio engineering continued to report to the Vice President of Information Technologies.

Maintenance tasks completed in 2017 included:

- Cleaning and storing baseball season audio/video gear at the end of the season
- Cleaning storage rooms at the end of the season
- Set up the mechanical closet rack
- Degrease subsystem racks at various locations
- Control room deep cleaning (fans, filters, dusting equipment)
- All levels broadcast panel winterization
- Truck bay winterization
- Replaced damaged speakers around the ballpark
- Fixed miscellaneous video gear as needed and before the start of the season
- Completed speaker checks at various locations
- Completed A/V upgrades in conference rooms
- OOT maintenance filters swap
- OOT swap components or troubleshoot problems
- Wash spare OOT Filters
- Computer checks and software updates
- Graphics backups
- RF amp check and replacement
- RF amplifier level adjustments
- TVS check and replacement
- ANC system check of all boards and PC

- Engineering/tech training on gear
- Troubleshoot boards and other AV gear problems
- Research, purchase and implementation of audio/video Capital projects
- Recycle material, as well as old gear

### **Centerplate Responsibilities**

As part of the contractual agreement between the Seattle Mariners and Centerplate, the concessionaire of the ballpark, equipment within kitchen areas occupied by Centerplate is to be maintained by Centerplate staff, with the exception of general base building equipment. Concessions equipment is documented in MVP Plant and Centerplate receives monthly work orders for maintenance and cleaning of equipment. Centerplate has agreed to promptly turn in assigned work orders as the work is completed to ensure documentation of work completed. In performing this maintenance Centerplate is required to meet the same standards as the Mariners by using manufacturer supplied O&M manuals. The following equipment was included in the Centerplate preventive maintenance program this past year:

- Vent hoods/exhaust systems
- Walk-in refrigerators/freezers
- Reach-in refrigerators/freezers
- Grease traps
- Beer systems
- Ice machines
- Convection ovens
- Impinger ovens
- Flat top grills
- Char grills (broilers)
- Deep fat fryers
- Steam kettles
- Dishwashing equipment

## **2017 CAPITAL IMPROVEMENT PROJECTS**

The following categories list the most significant capital replacements and improvements continued or completed in 2017:

### **Major Maintenance & Capital Improvements**

- Access Control Upgrade (Phase III)
- Additional Metal Detectors and Weatherproof covers
- Security Compound Gate Replacement
- Field Turf Replacement
- Grow Light Purchase and Grow Light Bulb and Reflector Replacement
- Batter's Eye Cover
- Guest Services Desk Purchase
- Playground Repair
- Engineering Investigation and Study
- Perimeter Security Physical Barrier Design
- New Carpet and Paint for Club and Suite Level Corridors
- New Dugout Flooring
- Pathway to Sound Transit Station Activation
- Field Power Panel Addition
- Backstop Netting Extension
- Kitchen Domestic Hot Water Back Up
- Wireless Water Sensors in Critical Spaces
- Batting Cage Lighting Replacement
- Elevator Door #8
- Cooling Tower Valve Replacement and Sump Pump Overflow Control
- HVAC Platform Build and Ductwork Expansion
- Improved Clubhouse Dryer Fan Access
- New Time Clock Installation
- Audio DA Replacement
- Audio Speaker Replacements – Phase I
- CG Scoreboard and Production Upgrade Replacement
- EVS Xtransfer and Multicams Replay Software
- Monitor Replacement on Upper (300) Level Concourse
- Bowl Mic Replacement
- Digital Media Production Expansion
- Safeco Field Mariners Branding
- Third Base Lobby Carpet and Branding
- Team Store Lighting, Fans, and Countertops Upgrades
- Concession Stand Demo and Replacements
- Draft Beer Replacements
- Purchase Equipment and Smallwares

## **Unanticipated Capital – Improvements and Upgrades**

- ADA Accessibility Improvements – Phase II
- Roof Runway Truss Repair
- Roof Electrical Motor Drive and Control System Replacement

## **COMMUNITY GROUPS AND NEIGHBORHOODS ACTIVITIES**

### **Neighborhood Relations and Association Memberships**

In 2017, we continued to follow the plan developed in prior years. The components of the plan include: (1) providing funding to support neighborhood projects of mutual benefit such as safety/security projects, projects to enhance neighborhood appearance by reducing graffiti or litter, projects to improve transportation and access, and projects to attract and retain businesses in the area surrounding the ballpark; (2) participation in neighborhood projects, activities or committees to ensure that the needs, views and values of the ballpark are taken into consideration; (3) positioning ourselves as partners with the neighborhoods; (4) encouraging neighborhood engagement by hosting community meetings.

In Pioneer Square, we continued participation in, and active communication with, the Alliance for Pioneer Square. In 2017, our main communications occurred via PARC meetings where we worked cooperatively to identify parking and access challenges affecting both Pioneer Square and the stadiums. We also continued to host bi-weekly meetings between the neighborhoods, the stadiums, WSDOT and SDOT where we coordinated construction projects, stadium events and community events to ensure all were accommodated equitably. The downtownseattleparking.com website, which was the outcome of discussions in 2014 has matured and become a recognized opportunity for downtown visitors to locate nearby, reasonably priced off-street parking.

The creation of the SODO BIA, which began operations in January 2015, has matured and has been working collaboratively with us on a variety of issues such as the nearby transient encampments, litter, drug markets and transportation issues. Funding is via a property tax on properties within boundaries defined by the BIA legislation. That legislation does not include the ballpark, however the Mariners participate in the BIA via ownership of the property at the SE corner of First Avenue South and Edgar Martinez Drive South.

In the International District we continued to work with the CIDBIA, providing grant funding for neighborhood cleaning programs, business development projects and community events. We have a positive working relationship with the management at the CIDBIA and look forward to further strengthening our relationship in future years.

We continued to offer the neighborhoods a full-color quarter page ad in the permanent section of the 2017 Mariners Magazine. This opportunity is of great value as it promotes the neighborhoods to a vast audience of potential visitors that their own marketing efforts have limited opportunity to reach.

We actively participated in various city and state committees, and many community groups and organizations, focusing our efforts in areas where we have expertise, where

those groups might benefit from our participation (or vice versa), or where we or the community have issues that need to be resolved. We maintained interest in the Pioneer Square Community Association-Alliance for Pioneer Square, CIDBIA, SODOBIA, Seattle Metropolitan Chamber of Commerce, Bellevue Chamber of Commerce, Association of Washington Business, Downtown Seattle Association and the Green Sports Alliance. Our participation included committee work on PARC, West Precinct Advisory Council, Alaskan Way Viaduct South Portal Working Group and the joint SDOT/WSDOT MOTTF. We regularly met with or communicated with SDOT and Seattle Special Events to coordinate major events and have input into public events planning. We participated at the board level with the Downtown Seattle Association, Seattle Metropolitan Chamber of Commerce and the Seattle Police Foundation. We hosted bi-weekly MOTTF meetings where WSDOT, SDOT, Safeco Field, CenturyLink Field and Event Center, Seattle City Light, SPD, Metro, Port of Seattle and private contractors meet to review the next three weeks proposed regional transportation projects work and traffic modifications, thereby protecting access to the ballpark. We also hosted South Portal Stakeholder meetings for the AWV project.

We continued the Neighborhood Access Pass program. This program includes both Safeco Field and CenturyLink Field and Event Center event impacted streets. We continue to receive comments and feedback from participants in this program, especially now that access into the area is more difficult with the multitude of road construction, building projects, and increased event security measures.

## **Neighborhood Communications**

Digital methods continue to be the most effective means of communication with the large, diverse and transitory community surrounding the ballpark. Messaging is communicated first to the neighborhood associations or neighborhood representatives who can then customize and re-send this information to their current constituents as appropriate to their needs. This method of communication substantially eliminated complaints about lack of or poor communication or timeliness and ensures that new residents and businesses are effectively reached. Meetings with the executive directors of neighborhood associations, plus informal meetings with key neighborhood residents or business owners, have offered both sides insight into opportunities to further grow relations between the various organizations and the Mariners. We continue management of the joint event calendar. In 2017, we continued to expand its content and duration, and increased distribution of the calendar to a broader audience while also revising its design to become more intuitive.

## Community Relations

### **MARINERS CARE RAISES OVER \$2 MILLION FOR NORTHWEST CHARITIES IN 2017**

*Over \$25 million raised since 1991*

Mariners Care, the Seattle Mariners non-profit foundation, and its corporate partners, helped provide \$2,151,142 in 2017 for a variety of charitable programs throughout the Northwest. Since 1991, when Mariners Care was established, the nonprofit has helped raise over \$25 million to benefit primarily youth-oriented community service programs.

“The Seattle Mariners have long been leaders in giving back to the community. It is a responsibility that we all take very seriously. I’m proud to continue the tradition that has helped this organization make such a positive and lasting impact on our community,” said John Stanton, Mariners Chair and CEO.



During 2017, Mariners Care and the Mariners corporate partners supported over 1,500 local organizations including Boys & Girls Clubs of King County, Cystic Fibrosis Foundation, Seattle Children’s, United Way, Make-A-Wish Foundation, Page Ahead Children’s Literacy Program, Northwest Harvest, Fred Hutchinson Cancer Research Center and the Washington State Coalition Against Domestic Violence. Additionally, every Mariners player participated in and supported various community programs and causes.

Additionally, Mariners Care and the Seattle Mariners increased support for local youth baseball and softball organizations to enhance the playing experience for young athletes. In 2017, Mariners Care introduced new youth baseball and softball initiatives including the #CHOOSERESPECT program in partnership with the Washington State Coalition Against Domestic Violence, hosted coaching clinics at Safeco Field in partnership with the Positive Coaching Alliance, and supported 11 Seattle Mariners Grand Slam Camps throughout western Washington.

## **Mariners Care Highlights**

### All-Star Celebrity Softball Classic for Homeless Youth

On May 13, the Mariners and United Way of King County held a celebrity softball game at Safeco Field to benefit homeless youth in King County. Mariners Hall of Famers Dan Wilson and Jay Buhner served as team captains. The 5<sup>th</sup> annual event raised **\$815,000**.

### Toys for Kids Dinner and Auction

Rich Rizzs and the Seattle Mariners RBI Club held the 16<sup>th</sup> annual dinner and auction to benefit several Puget Sound area charities serving disadvantaged children and families. The event raised over **\$300,000**.

### Cystic Fibrosis Mariners Care Golf Tournament

Over **\$200,000** was raised for the Cystic Fibrosis Foundation at the 32<sup>nd</sup> annual golf tournament and auction held on June 26 at Broadmoor Golf Club.

### Goodwill Refuse To Abuse® 5k Run/Walk at Safeco Field

The 6<sup>th</sup> Annual Goodwill Refuse To Abuse 5k Run/Walk, held on July 15 at Safeco Field, raised **\$150,000** for the Washington State Coalition Against Domestic Violence and the Refuse To Abuse® campaign.

### Mariners Care Silent Auctions

Held on Saturday home game at Safeco Field, silent auctions of autographed and game-used memorabilia raised **\$109,823** for Mariners Care in 2017. Since 2000, the Mariners Care Silent Auctions have raised over \$1.6 million.

### Peoria Diamond Club Annual Spring Training Charity Game

The annual Spring Training Charity Game between the Seattle Mariners and San Diego Padres raised **\$100,000** for local charities in Peoria, AZ, home of the Seattle Mariners Spring Training complex.

### PACCAR RBI for Literacy

For every Mariners RBI during the 2017 season, PACCAR made a donation to the Page Ahead Children's Literacy Program. This year, the program raised **\$75,000**.

### Mariners Care Charity Night

*ROOT SPORTS* and the Mariners teamed up to host the 7<sup>th</sup> annual online tele-auction during the June 20 telecast to raise funds for Mariners Care. The total for this year was **\$64,000**.

### Seattle Mariners "Groundskeeper for a Day" Fundraising Program

This season, **\$50,135** was raised for Pacific Northwest charities through the "Groundskeeper for a Day" experiences offered at various auctions.

#### Jack in the Box and Mariners Decals for Seattle Children's

In 2017, Jack in the Box and the Mariners teamed up to help raise **\$46,858** for Seattle Children's through donations from customers at Seattle area Jack in the Box restaurants.

#### Mariners Care Speed Pitch

Located on the Main Level in Center Field, all proceeds from the interactive fan game are donated to Mariners Care. The season ending total is **\$39,500**.

#### Premera Steals for the Cure

For each Mariners stolen base in 2017, Premera Blue Cross made a donation to Susan G. Komen. The inaugural Steals for the Cure program raised **\$30,000**.

#### Alaska Airlines Home Runs for Education

For every home run hit by a Mariners player, Alaska Airlines donated airline miles to the United Negro College Fund Seattle serving Washington, Oregon, Idaho and Alaska. In 2017, 1,000,000 miles, valued at **\$27,500**, were donated to help worth students succeed in education.

#### Holland America Line K's for Kids

For every strikeout recorded by a Mariners pitcher, Holland America Line made a donation to the Seattle Children's Uncompensated Care Fund. The 2017 program raised **\$25,000**.

#### Mariners Wives Favorite Things Auction

A silent auction of baskets filled with the favorite things of Mariners players raised **\$21,665** to benefit Mariners Care.

#### Mariners Wives Mystery Bag Fundraiser

Selling mystery bags of baseballs autographed by members of the 2017 team raise **\$20,700** for Mariners Care.

#### Baseball Tomorrow Fund Equipment Drive

On June 4, Mariners fans and The Baseball Tomorrow Fund teamed up to collect new and gently used baseball and softball equipment to benefit the Boys & Girls Clubs of King County. The equipment and cash donations totaled **\$15,000**.

#### BECU Saves

For every save made by a Mariners pitcher at Safeco Field, Boeing Employees Credit Union donated \$1,000 to Junior Achievement of Washington. The 2017 program resulted in a donation of **\$13,000**.

#### American Red Cross Collection

In September, volunteers from the American Red Cross collected **\$11,154** from fans at Safeco Field to support Hurricane Harvey relief efforts.

#### Baseball Tomorrow Fund Field Maintenance Clinic

The Mariners Grounds Crew and the Baseball Tomorrow Fund teamed up to present a Field Maintenance Clinic where a **\$10,000** grant was presented to the City of Kirkland to help with a field project.

#### Moneytree Wins for Mariners Care

For every Mariners win, Moneytree made a donation to Mariners Care. The 2017 program totaled **\$8,000**.

#### Mariners Care Garage Sales

Mariners Care Garage Sales held at FanFest and at two home games during the 2017 season, featuring memorabilia from current and past seasons, raised **\$7,184** for Mariners Care.

#### Marineros Jersey Auction for Hurricane Relief

An online auction of game-used and team-issued jerseys from the Mariners annual Salute to Latin Beisbol Night on September 9, raised **\$6,800** to benefit the American Red Cross Hurricane Irma relief efforts.

#### Hempler's Doubles

For every double hit by a Mariners player at Safeco Field, Hempler's donated \$50 to the Make-A-Wish Foundation. In 2017, the program raised **\$6,550**.

#### Fight Hunger Presented by 97.3 KIRO FM and Mariners Care

The annual food drive collected **\$3,000** in cash donations, providing 13,600 meals to families in need through Northwest Harvest.

#### Page Ahead Book Drive Presented by PACCAR

On August 15, Mariners Care and PACCAR hosted a book drive at Safeco Field to benefit the Page Ahead Children's Literacy Program. Participating Mariners fans donated 829 books, valued at **\$2,073**.

## **2017 REPORT ON TICKET AVAILABILITY AND AFFORDABILITY**

### **Single Game Ticket Availability**

During the 2017 baseball season, when the Mariners played 81 regular season games at Safeco Field, approximately 3,883,383 tickets were available for sale. Only 822,000 of these tickets were sold in full or partial season ticket packages, meaning that approximately 79% were available for individual game sale. Article 15.2 of the Lease requires that a minimum of 30% of the total available tickets be offered outside of full or partial season ticket packages. This requirement has been satisfied.

### **Ticket Pricing Requirement**

Article 15.2 also requires that 5% of the total seats available for sale, or 194,169 seats, must be made available at 50% or less of the average ticket price of all paid admissions from the prior season. In 2017, 200,612 seats were made available at less than 50% of the 2016 average ticket price.

### **Discounted Ticket Requirement**

For the requirement that an average of 4,600 tickets must be made available at a discount for each game (including those in the 5%/50% rule above) the following totals were achieved:

<u>Program</u>	<u># Per Game</u>	<u>Season Total</u>
Commissioners Initiative	494	40,000
BECU Family Nights	1,407	113,944
Grandslam Family Pack	3,008	243,640
TOTAL:	4,908	397,584

It should be noted that we offered additional programs. This list just represents enough programs to at least meet the minimum requirement.

**WOMEN AND MINORITY VENDORS**

The Mariners continued to actively seek and do business with women and minority businesses. The Mariners did business with the following qualified women and minority businesses in 2017.

<b>VENDOR</b>	<b>CONTACT</b>	<b>PHONE</b>	<b>STATUS*</b>	
<u>47 Brand LLC</u> 19 Yawkey Way Boston, MA 02215	Anita D'Angelo	301-870-1087	M	B
<u>American Casuals</u> 22412 S Main St. Suite 102 Carson, CA	Peter Newhouse	310-547-8064	M	A
<u>Aminco International</u> 20571 Crescent Bay Dr. Lake Forest, CA 92630	Glenda Corona	949-457-3261	M	A
<u>Atlas</u> 611 S. Charleston St. Seattle, WA 98108	Jeremiah Beyl	206-623-4697	W	
<u>Big Trees</u> 10928 Springhetti Rd Snohomish, WA 98296	Jake Johnson	360-563-2700	W	
<u>Bizxchange</u> 155 108th Ave. NE #350 Bellevue, WA 98004	Any	425-998-5055	W	
<u>Brittany Flowers of Kirkland</u> 10637 NE 68th St. Kirkland, WA 98033	Patty Holder	425-827-1414	W	
<u>Builder's Hardware &amp; Supply</u> 1516 15th Ave. W. Seattle, WA 98119	Gail Nightingale	206-281-3700	W	

<u>Cochran, Inc.</u>	Leeann Cochran	206-367-1900	W	
12500 Aurora Ave. N.				
PO Box 33524				
Seattle, WA 98104				
<u>Compleat Company</u>	Memo Kahan	206-405-1600	M	A
2710 First Ave S.				
Seattle, WA 98134				
<u>Contour Team</u>	Lawrence Imamura	206-965-1068	M	A
505 1st Ave. S., Suite 120				
Seattle, WA 98104				
<u>Dunkin &amp; Bush</u>	Jeff Wright	425-885-7064	W	
PO Box 807				
Redmond, WA 98073				
<u>Earnest Images</u>	Al Smith	206-783-3121	M	
835 SE Stephens, Suite 100				
Portland, OR 97214				
<u>EISCO</u>	Brad Singer	732-240-6900	W	
1545 Highway 9				
Toms River, NJ 08755				
<u>Espailat Matos Associates</u>	Arlina Espailat	809-533-8377	W	
Plaza Amer 405B, Ave				
Romulo Bentacourt 1212, Bella Vista				
Santo Domingo, Dominican Republic				
<u>En Pointe Technologies</u>	Bob & Naureen Din	310-337-5955	W	A
PO Box 514429				
Los Angeles, CA 90057-4429				
<u>Enthusiast Media Group</u>	Wendie Martin	253-826-1434	W	
1631 NE Broadway #614				
Portland, OR 97232				

<u>Excel Gloves &amp; Safety Supplies</u>	Irene Reyes	206-762-1148	W/M	
6808 26th St. E. Suite #102				
Fife, WA 98424				
<u>Evergreen Computer Products</u>	Stacy Hilliard	360-786-8775	W	
P.O. Box 1368				
Olympia, WA 98507				
<u>Fairchild Record Research, LTD</u>	Renee Ries	360-786-8775	W	
P.O. Box 1368				
Olympia, WA 98507				
<u>Industry Graphics</u>	Lorraine Henry	253-854-2333	W	H
4208 Auburn Way N. Suite #1				
Auburn, WA 98002				
<u>Inwood Sales &amp; Marketing</u>	Bob Pendarvis	970-946-9039	W	C
PO Box 3998				
Durango, CO 81302				
<u>Jennell's Flowers &amp; Gifts</u>	Jennell Boote	253-922-3535	W	C
1506 11th Ave.				
Milton, WA 98354				
<u>Kalani Packaging</u>	Shelly Dickson	425-385-3120	M	I
14516 53rd Ave. SE				
Everett, WA 98208				
<u>Karla Kava, Inc.</u>	Brenda Packard	425-556-1735	W	C
2572 9th Ave. W.				
Seattle, WA 98119				
<u>Keeney's Office Plus</u>	Brian McCarthy	425-556-1735	W	C
15020 NE 95th St.				
Redmond, WA 98052				
<u>Lacy &amp; Par, Inc.</u>	Robert Schremke	206-343-5719	W	C
660 Industrial Way				
Seattle, WA 98108				

<u>Laundry Loops</u> 1027 South Tracy St. Bozeman, MT 59715	Peggy Durney	888-246-5667	W	
<u>Marsha Kremen &amp; Assoc.</u> 3728 SW Webster St. Seattle, WA 98126	Marsha Kremen	206-923-2029	W	C
<u>May Charters, Inc.</u> 874 W. Tulsa St. Chandler, AZ 85224	Jeri May	480-963-2256	W	A
<u>Min, Susan G</u> 937 21 <sup>st</sup> Ave Seattle, WA 98122	Susan G Min		W	A
<u>Mizuno USA, Inc.</u> PO Box 101125 Atlanta, GA 30392-1125	George Andrea	800-925-4292	M	
<u>Northwest Labels</u> 3225 20th Ave. W. Seattle, WA 98199	Angie Caroll	206-282-5568	W	
<u>Pacific Northwest Shredding</u> PO Box 84412 Seattle, WA 98124	Mark Mamon	206-322-8761	M	B
<u>Petrocard</u> 730 Central Ave. S. Kent, WA 98032	Kevin Buhr	425-754-4325	M	
<u>Phi-Ten USA, Inc.</u> 980 Knox St. Torrance, CA 90502	Toshio Koshiba	310-225-4300	M	A
<u>Sand Creek Group Ltd.</u> 610 N. Main St. #200 Stillwater, MN 55082	Gretchen Stein	651-430-3383	W	

<u>Schutt Sports Mfg.</u>	Stephanie Schofield	217-324-2712	W	
PO Box 9				
Litchfield, IL 62056-0009				
<u>Success Promotions</u>	Chad Everett	314-878-1999	M	H
14440 South Outer Forty Rd.				
Chesterfield, MO 63017				
<u>Styro Recycle</u>	Marilyn		W/M	
PO Box 834				
Milton, WA 98354				
<u>Sustain One, LLC</u>	Paul Rebner	253-951-1951	W	C
1845 Howard Way				
Woodland, WA 98674				
<u>Tacoma Screw Products, Inc.</u>	David Stralen	253-227-7329	W	
2001 Center St.				
Tacoma, WA 98409				
<u>The Third Arm</u>	John Gergis	206-391-5858	M	
17607 14th Pl. W.				
Lynnwood, WA 98037				
<u>Transperfect Translations</u>	Liz Etting	206-652-4147	W	
600 University Street, Suite 1615				
Seattle, WA 98101				
<u>Trio Native American Enterprises</u>	Dennis Brooks	206-728-8181	M	I
1130 Industry Dr.				
Seattle, WA 98188				
<u>Tsutakawa, Gerard</u>	Gerard Tsutakawa	206-329-2285	M	A
1315 32nd Ave. S.				
Seattle, WA 98144				
<u>Valley Floor Company, Inc.</u>	Bobbie Fritcher	253-852-7008	W	
25423 74th Ave. S.				
Kent, WA 98032				

<u>Washington Workwear Stores, Inc.</u>	Barbara Tipps	206-498-4438	W	
27081 185th Ave. SE				
Covington, WA 98042				
<u>West Coast Paper Co.</u>	Bobby Sarnoski	253-850-1900	M	
6703 S. 234th St. Ste. 120				
Kent, WA 98032				
<u>Western Safety</u>	Neil Radheshwa	206-264-0808	M	A
505 S. Lander St.				
Seattle, WA 98134				
<u>Woodburn</u>	Penny Fukui	425-258-4402	M	A
2815 Rockefeller Ave.				
Everett, WA 98201				

\*Breakdown of Minority Status if provided by vendor

- M: Minority
- W: Woman
- A: Asian/Pacific Islander
- B: Black/African American
- C: Caucasian
- H: Hispanic
- I: Indian/Native American
- N: Native Hawaiian/Pacific Islander

## MINORITY EMPLOYMENT OPPORTUNITY

Employment opportunities and announcements of pre-season job fairs resulted in a large pool of prospective candidates who in turn represented a balanced cross-section of ethnic groups in our region. The Mariners and Centerplate report EEO numbers separately.

2017	Mariners			
	Male	Female	Total	%
Hispanic	82	47	129	7%
American Indian/Alaska Native	9	6	15	1%
Asian	62	40	102	6%
African American	99	39	138	8%
White	924	463	1387	76%
Native Hawaiian/Pac. Islander	7	4	11	1%
2 or More	21	17	38	2%
Male	1204		66%	
Female	616		34%	



2017	Centerplate	
	#	%
Hispanic	20	4%
American Indian	5	1%
Asian	29	5%
Black	99	19%
White	202	38%
Native Hawaiian/Pac. Islander	10	3%
2 or more	40	8%
Male	306	58%
Female	226	42%

