Glendale
ARIZONA

If you build it, they will come . . . and leave in less than 20 years.

IMLA Fall 2022



2002



2003

How did we get here?

- Previous IMLA presentations: 2006 Building a Sports Facility in Your Community; 2010 Keeping the Coyotes (Bankruptcy).
- Moved from downtown Phoenix. "Sight lines"
- First Event - December 26, 2003 (lacrosse).
- Six different owners (including the developer of the adjacent mixed-use development and the NHL).
- **Ranked in the bottom three for attendance (since 2008), playoffs once in last nine seasons.**

How did we get here?

- 1996 – the Winnipeg Jets relocate to Phoenix, Arizona.
- 2003 – the Phoenix Coyotes relocate to nearby Glendale and the Gila River Arena.
- 2005 – Jerry Moyes buys the team.
- 2009 – Moyes places the team in bankruptcy. The NHL takes over and signs a short-term lease extension with the City of Glendale.
- 2010 – An ownership bid to buy the team is derailed by the threat of litigation.
- 2013 – After the league threatens to relocate the team, Glendale signs a 15-year lease to support a new ownership group: Renaissance Sports & Entertainment. In 2014, they change their name from the Phoenix Coyotes to the Arizona Coyotes.

How did we get here?

- 2015 – Glendale voids the long-term lease/management agreement after an alleged violation of conflict of interest laws.
- 2016 – the Arizona Coyotes announce plans to move to the Arizona State University campus in Tempe, a 25-minute drive from Glendale, and build a new arena there. The university subsequently backs out of the deal.
- 2016 – Glendale enters into a contract for sports entertainment firm AEG to manage the Gila River Arena.

2013 Management Agreement

- Anthony Le Blanc – New Owner
- Threaten to relocate team.
- Salient Terms
  - $15 Million Management Fee
  - Revenue Sharing (ticket surcharge, parking, other events).
  - **If losses more than $50 Million, 5 year opt-out for the team. Annual losses = $54.8M in 2008**
  - Interim city manager and interim city attorney were less than optimistic about the deal.

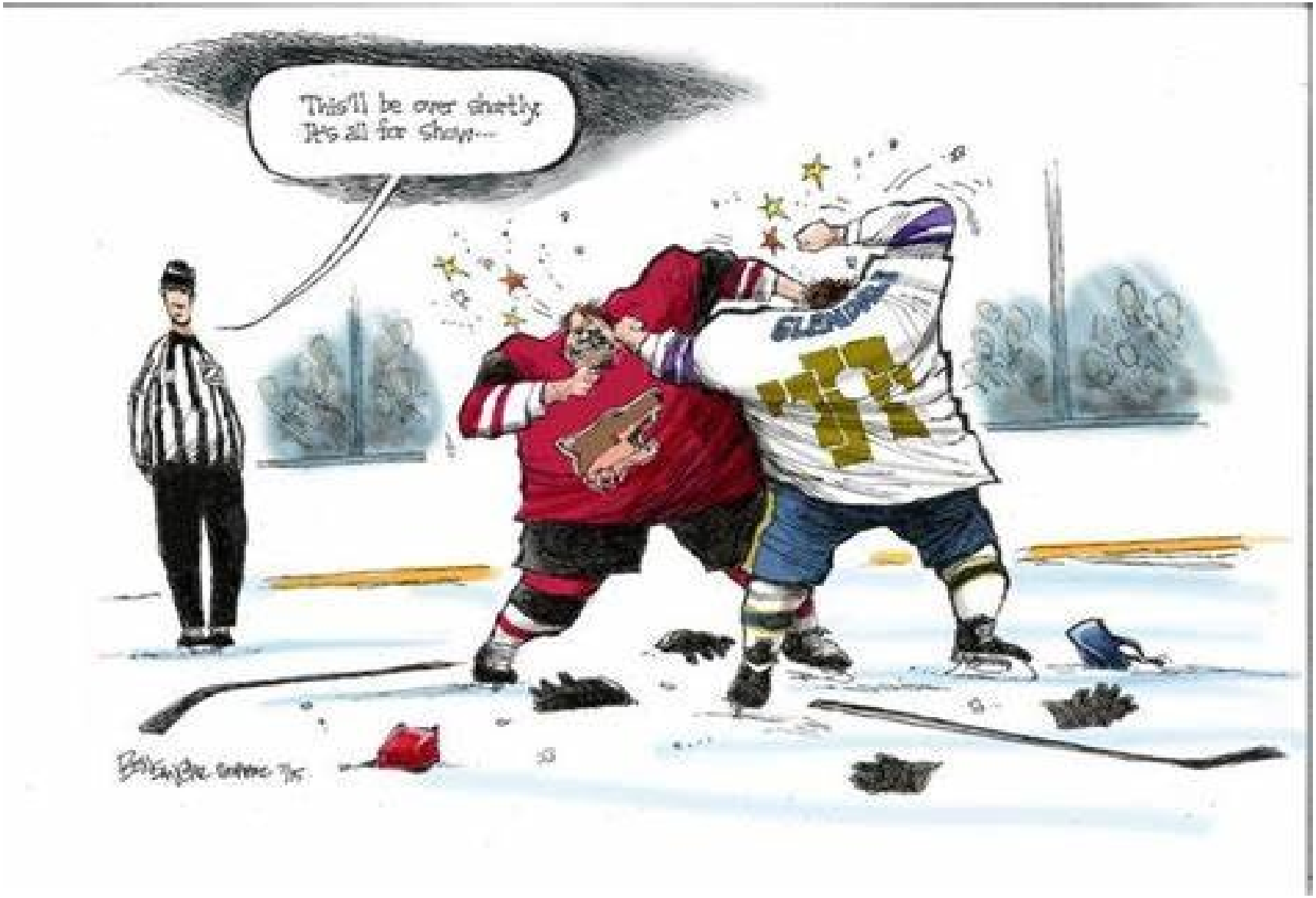
2015 – Reset the Relationship

- City cancelled the existing management agreement - Conflict of Interest of two employees
- Litigation – Team sued
  - Among other things, evidence appeared to show that the management fee was being used to subsidize team operations
- Other events/Concerts
- New management agreement with ASM Global
  - ASM agent of the City. Desire to turn a profit on the Arena.
- Attempt to move to Tempe
- Sought taxing district

Conflict of Interest

A.R.S. 38-511

The state, its political subdivisions or any department or agency of either may, within three years after its execution, cancel any contract, without penalty or further obligation, made by the state, its political subdivisions, or any of the departments or agencies of either if any person significantly involved in initiating, negotiating, securing, drafting or creating the contract on behalf of the state, its political subdivisions or any of the departments or agencies of either is, at any time while the contract or any extension of the contract is in effect, an employee or agent of any other party to the contract in any capacity or a consultant to any other party of the contract with respect to the subject matter of the contract.

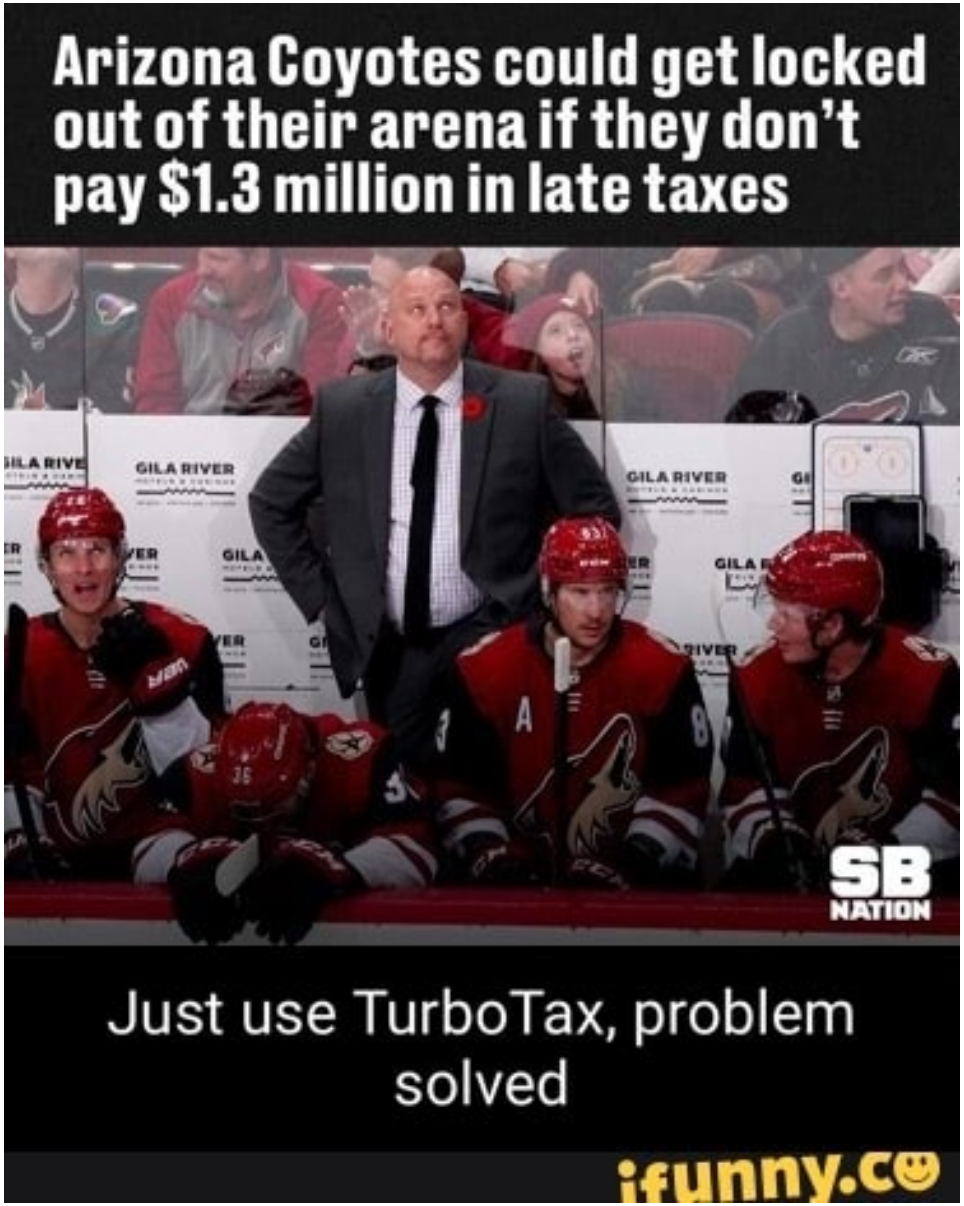

This'll be over shortly.
It's all for show...

2019 Ownership Change

- Alex Muruelo
- New Vision
- Rebrand of the franchise
- Year to year agreement to stay in Glendale

Headed for a heartache

- Missed rental payment
- Transaction privilege taxes
- Minor league operations
- Public statements regarding Arena
  - Demographics
  - Attendance

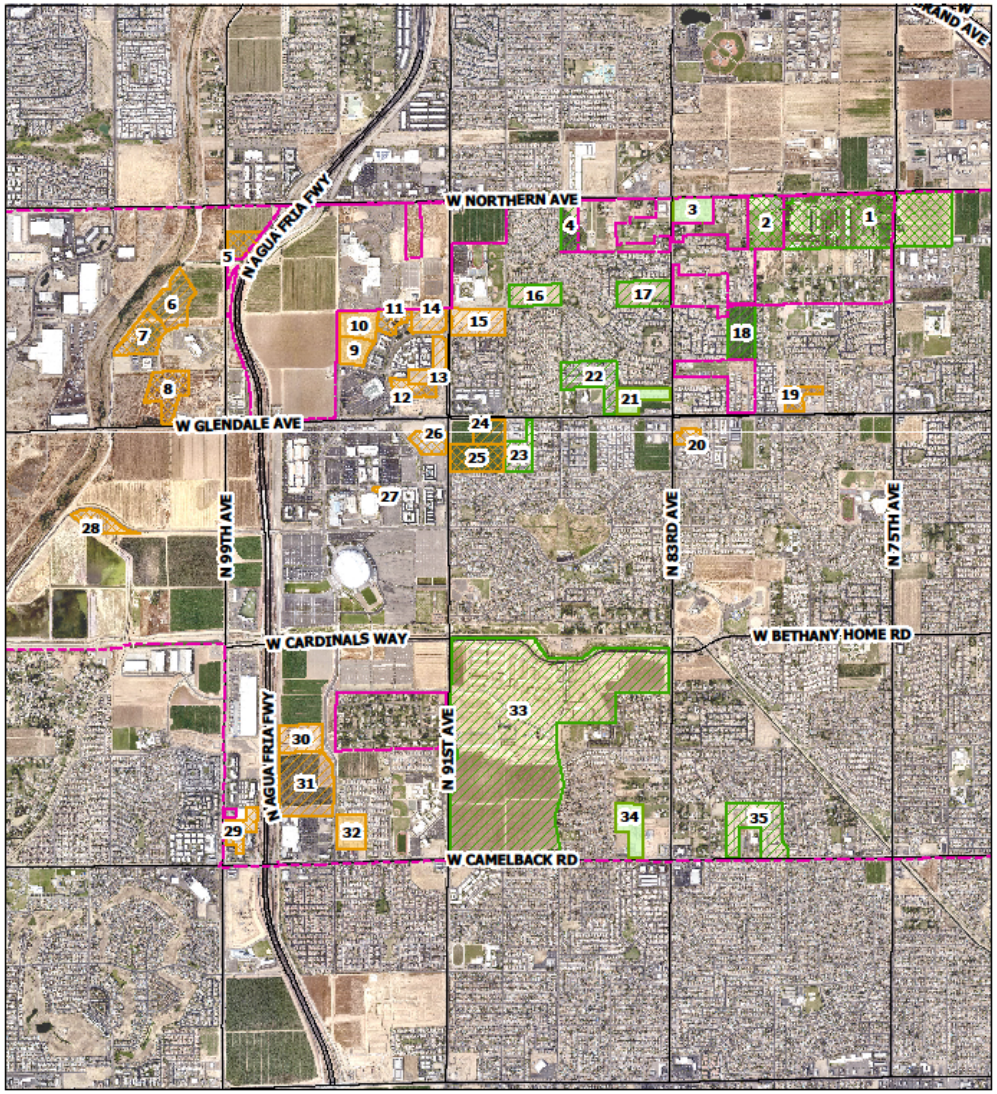

Arizona Coyotes could get locked out of their arena if they don't pay $1.3 million in late taxes
GILA RIVER
SB NATION
Just use TurboTax, problem solved
ifunny.co

Glendale sought a long-term relationship



Regional Growth (2000-2020)

- Glendale 12.5%
- Peoria 75.6%
- Surprise 361%
- Goodyear 418%
- Avondale 143%
- Phoenix 22.4%



RESIDENTIAL ACTIVITY

Planning Division: June 2022

City of Glendale Boundary

Residential Developments

- Multi-Family Projected
- Multi-Family In Construction
- Multi-Family Recently Complete
- Single Family Projected
- Single Family In Construction
- Single Family Recently Complete

N W E S

NUMBER	NAME	ADDRESS	USE_TYPE	UNITS/LOTS
1	Rovey Farms	SWC 75TH AVE & NORTHERN AVE	Single Family	425
2	Ambra	SEC OF 80TH DR & NORTHERN AVE	Single Family	122
3	Northern Ridge Estates Subdivision	8237 W NORTHERN AVE	Single Family	53
4	Palermo	SEC OF NORTHERN AVE & 87TH AVE ALIGNMENT	Single Family	46
5	Ridgehouse at Glendale	SEC 99TH AVE & NORTHERN AVE	Multi-Family	234
6	Prose Apartments	7430 N 100TH AVE	Multi-Family	384
7	Aviva Villa & Flats	99th AVE & DESERT RIVER BLVD	Multi-Family	324
8	Springs at Westgate Apartments	10020 W GLENDALE AVE	Multi-Family	292
9	Metro at Zanjero Apartments	9450 W CABELA DR	Multi-Family	252
10	Zone Apartments	7455 N 95TH AVE	Multi-Family	261
11	The Capistrano - APPROVED: 11/23/2021	7410 N ZANJERO BLVD	Multi-Family	314
12	Zanjero III - APPROVED: 03/18/2022	NWC OF GLENDALE AVE & 91ST AVE	Multi-Family	301
13	Zanjero II Apartments	7200 N 91ST AVE	Multi-Family	310
14	Mera Westgate Apartments	7460 N ZANJERO BLVD	Multi-Family	189
15	Bungalows at Westgate	7403 N. 91ST AVENUE	Multi-Family	193
16	Rovey Park Subdivision	8806 W EMIL ROVEY PKWY	Single Family	43
17	Orangewood Ranch Subdivision	NWC ORANGEWOOD AVE & 83RD AVE	Single Family	43
18	Orangewood Terrace Subdivision	80TH LANE & ORANGEWOOD AVE	Single Family	51
19	Villas at 79th Avenue	NEC 79TH AVE AND GLENDALE AVE	Multi-Family	149
20	Villas at 83rd Ave - APPROVED: 05/04/2022	SEC 83RD AVE & GLENDALE AVE	Multi-Family	72
21	Affinity at Positano Subdivision	8450 W GLENDALE AVE	Single Family	56
22	Garden Grove	NWC W GLENDALE AVE & 83RD AVE	Single Family	82
23	Cadence at Westgate Subdivision	8835 W GLENDALE AVE	Single Family	71
24	Glen 91 Apartments	SWC N 89TH AVE & GLENDALE AVE	Multi-Family	296
25	District at Westgate	NEC 91st AVE & OCOTILLO RD	Multi-Family	384
26	Broadstone Westgate - APPROVED: 04/13/2022	6851 N 93RD AVE	Multi-Family	308
27	Lofts at Westgate	6770 N SUNRISE BLVD	Multi-Family	76
28	Ball Park Apartments	N BALLPARK BLVD & 107TH AVE	Multi-Family	321
29	Anton Glendale	NEC OF CAMELBACK AVE & 99TH AVE	Multi-Family	310
30	Acero at the Stadium	5550 N 95TH AVE	Multi-Family	352
31	Cardinals 95 Apartments	9600 W GEORGIA AVE	Multi-Family	198
32	Copper Falls Apartments	5151 N 95TH AVE	Multi-Family	240
33	Stonehaven (Whole Site)	9050 W CAMELBACK RD	Single Family	1365
34	Camelback Village Subdivision	8420 W CAMELBACK RD	Single Family	53
35	El Prado Subdivision	7932 W CAMELBACK RD	Single Family	119

Total Multi-Family Units (New or Recent): 5,760
+Total Single Family Lots (New or Recent): 2,529
Total Residential Units (New or Recent): 8,289

Sports Idenitity

- **2007** -Tostitos Fiesta Bowl site;
- **2007** - BCS National Championship Game site;
- **2008** - XLII Super Bowl site;
- **2009** - Camelback Ranch (L.A. Dodgers & Chicago White Sox);
- **2015** - XLIX Super Bowl site;
- **2015 -** NCAA Final Four site;
- **2023 -** Super Bowl LVII site;
- **2024 -** NCAA Final Four site.


Swire Coca-Cola
150,000 SF
Facility Expansion
LGE 240,000 SF
Light Industrial
LGE 150,000 SF
Light Industrial
Mack 180,000 SF
Light Industrial
Trammel Crow
350,000 SF
Light Industrial
Desert River
64 Acres
Land Sold
2019
Empire
Group
Sold
2019
Sold
2019
Vision
2
Restaurants and entertainment
facility
Multi
Famil
y
Westgate Office Tenants
Glendale Corporate
Center Tenants
Luxury
Apartments
Sold
2019
JOHNSON
STONEHAVEN
STONEHAVEN
URBAN 95
CORNERSTONE
AT CAMELBACK
MATTAMY
HOMES
CAMELBACK
RANCH
+/- 75 Acres Leasable City- Owned Airport
Northern Parkway Project
DESERT DIAMOND
WEST VALLEY CASINO
CONAIR
JOHN F. LONG
PROPERTIES
Emrland
112.6 Ac.
Ferranlino
71.1 Ac.
Washburn
40.7 Ac.
Glendale


It's not you, it's me. And by that, I mean It's you.
someecards
user card

Economic Impact Study

- Sales Tax
  - Hockey Game $12,0000/event
  - Concert $24,000/event
  - Other Events $15,824/event*

* Assumes no overnight stays in hotels