# **2015 NATIONAL SPORTS LAW NEGOTIATION COMPETITION**

# FINAL ROUND

"Deuces Wild"

## **GENERAL FACTS FOR BOTH TEAMS**

More so than any other professional sports league in the world, Major League Baseball ("MLB") takes great pride in its' minor league system. While the NBA Development League is merely an afterthought to basketball fans and the NFL draws talent essentially directly from the college ranks, MLB clubs boast a vast array of minor league affiliate teams with player skill levels ranging from teenagers from foreign countries and fresh high school graduates to seasoned veterans.

But even aside from the advantages clubs gain from allowing young prospects to season for 3-5 years in low pressure situations before throwing them into the fire of major league competition, the Minor League Baseball ("MiLB") system allows baseball to expand the sport into various locations untouched by the 27 MLB markets. The 240 MiLB clubs range from Portland, Maine to Lake Elsinore, California and bring professional baseball to media markets as expansive as San Antonio, Texas, as well as towns as small as Greeneville, Tennessee.

Unlike the European Premier League system where minor league affiliates are merely extensions of the top-level club, MiLB teams generally act as their own separate entity exclusive from their MLB parent club. Independent minor league teams are not controlled by their parent club. They are free to pursue their own affiliate relationships as governed by the Major League Rules in the same way that a free agent player is free to choose the team of his choosing.

#### **Player Development Contracts**

As per Rule 56 of the Major League Rules ("Rules"), a working relationship between a MiLB club and a MLB parent is established upon the signing of a Player Development Contract ("PDC"). As the sole and exclusive form of working agreement or contract between the affiliate and parent, the PDC governs the entirety of the relationship between the two entities. While affiliates and parents are free to negotiate some terms of the working relationship as they see fit, PDCs are strictly governed by the Rules, which set forth standard terms for all PDCs.

First, the Rules strictly prohibit any direct or indirect economic benefit being offered or solicited by a parent club to an affiliate, or vice versa. This applies to any benefit that is given or solicited

in connection with the creation, extension, maintenance of a PDC relationship, or in relation to the playing of any exhibition games, by either the affiliate or the parent. This does not apply to standard affiliate expenses the parent club is assigned to pay or reimburse by the Rules, including any expenses related to player development (e.g. minor league player and coach salaries, meal allowances, equipment and travel costs, and a trainer and medical supplies). Affiliate clubs that break the rule are subject to a \$100,000 fine levied by MiLB, while parent clubs that break the rule are subject to a \$500,000 fine levied by MLB.

Second, PDCs are to be established or extended in terms of either two or four-years and renewed only in even-numbered years, and cannot be extended beyond the expiration date of the current Professional Baseball Agreement ("PBA") between MLB and MiLB. The current PBA is set to expire in 2020.

Third, while the minor league club has control over marketing, sponsorship, fan experience and stadium upkeep and improvements, they rarely have any actual control over the on-field product.

Finally, negotiations between parent clubs and affiliates are closely governed by the Rules according to a specific timeline:

- End of the minor league season to September 11: Clubs notify their respective central offices (the MLB Commissioner's Office or the MiLB President's office, respectively) that they intend to seek re-affiliation;
- <u>September 12 to September 15</u>: The Commissioner's Office and MiLB give notice to all clubs seeking re-affiliation and provide a list of affiliates that are to become "free agents";
- <u>September 16 to September 30</u>: MLB clubs may discuss the possibility of a new PDC relationship with MiLB "free agent" clubs, or the possibility of PDC extensions with their current affiliates;
- On or before October 7: Clubs who have not yet entered into a PDC relationship will be assigned affiliates by the MLB Commissioner and the President of MiLB.

#### The Parties

#### The Minnesota Twins

The Minnesota Twins ("Twins") is a MLB club that plays in the American League Central Division. Founded in 1901 as the Washington Senators, the current iteration of the franchise came into being when the team moved to Minneapolis in 1960. While the Twins enjoyed great success in the late 1980s to early 1990s (including World Series titles in 1987 and 1991), the on-field team has fallen onto hard times recently, with four straight 90-loss seasons from 2011-2014. In the stands, however, the Twins franchise enjoys one of the most loyal fan bases in MLB. In 2010, the club opened a new 39,021-seat stadium in downtown Minneapolis, Target Field, which is considered one of MLB's finest new stadiums. In 2010, *ESPN The Magazine* ranked Target Field

the #1 baseball experience in North America. The downtown ballpark had the honor of hosting the 2014 All-Star Game in just its' fourth season.

Known for their methodical and "old school" approach to baseball operations and player development, the Twins have had a fairly consistent system of minor league affiliates. While the past few PDC cycles have been rather chaotic for most of Major League Baseball, the Twins have been able to stick with their upper level affiliates in Rochester, NY (AAA) and New Britain, Connecticut (AA) since 2003.

However, the Twins were recently informed by their Triple-A affiliate, the Rochester Red Wings, that they will be ending their relationship with the Twins once their contract expires in September 2016, in favor of a new relationship with the New York Mets, who had courted them heavily last August during the last PDC negotiation cycle. The Twins know that given the proximity of Rochester to the Mets, there is likely mutual interest. This leaves the Twins scrambling for a new top-level affiliate for the 2016 season.

## The Las Vegas 51's

The Las Vegas 51's ("The 51's"), previously the Las Vegas Stars, are a MiLB team and are currently the Triple-A affiliate of the New York Mets. Over the course of the franchise's history, the team has had 12 different major league affiliates, while playing in three different home ballparks. The team was founded in 1919 as the Portland Beavers before moving to Spokane and changing their name to the Indians in 1973. The team then moved to Las Vegas in 1983, taking the Las Vegas Stars name until settling in as the 51's in 2001. The 51's currently play in the Southern Division of the Pacific Coast League.

The 51's have played at Cashman Field since professional sports returned to Las Vegas in 1983. Cashman Field broke ground in April of 1981 and has a capacity of 9,334 seats and 12,500 with standing room-only areas. Cashman Field hosts at least one MLB spring training game every year and it hosted the Triple-A World Series from 1998-2000. Last season during "Major League Weekend" at the stadium, Cashman Field hosted an exhibition game between the Chicago Cubs and New York Mets. Due mostly to its presence as the only baseball stadium in Las Vegas, Cashman Field has been considered to be a temporary stadium for a MLB team that would maybe want to move or a possible expansion team. However, given the stadium's age and need for considerable work, these talks have been put on indefinite hold by MLB.

The 51's are currently owned by the Summerlin Las Vegas Baseball Club, LLC, who bought the team in April 2013. The Summerlin Las Vegas group is a joint venture of Howard Hughes Corp. and Play Ball Owners Group, including Steve Mack, Bart Wear and Chris Kaempfer. The ownership group has stated they plan on building a new proposed stadium near the Red Rock Resort Spa and Casino, in western Las Vegas. This is a much safer and more affluent neighborhood than where Cashman Field is currently located (Downtown Las Vegas/"Old Vegas"), but there are issues with the proposed new stadium, including with for the surrounding neighborhoods and a

nearby ecological preserve. As a result, the new stadium has yet to be approved by the local government.

Currently, there are 10 finalists for a \$1 million city-administered redevelopment grant funded through Strong Cities, Strong Communities, a White House urban planning initiative backed by the U.S. Commerce Department's Economic Development Administration. One of the finalist development teams wants to develop the Cashman Field property as the Las Vegas Unmanned Aerial and Robotics Resource Center.

This would be a good thing for the 51's, whose current lease of the stadium with the Las Vegas Convention and Visitors Authority runs through 2022. If this development team gets their grant, it may just be the push it takes for the city to help finance the new stadium.

# The Negotiation<sup>1,2</sup>

With the Twins Triple-A affiliate for 2017 and beyond in doubt, Twins management approached the 51's ownership team in hopes of crafting a long-term relationship between the parties in advance of the PDC negotiation period next fall. The parties have indicated to each other that they do not only see this meeting as a discussion of the feasibility of a relationship, but as a negotiation to get a jump-start on starting a comprehensive PDC starting in 2017.

As such, you, the representatives for each club, have been given full authorization by your respective organizations to come to terms on an agreement according to your party's specific negotiation guidelines. You have been encouraged to be creative in thinking of solutions to any issues that may or may not arise in a potential PDC relationship between the two clubs.

Both the Twins and 51's understand this discussion is technically considered tampering under MLB rules. However, high-level members of the Mets and Red Wings organizations have each indicated by email they have no issue with the two sides meeting. Further, both the MLB Commissioner's Office and the MiLB President's Office have given authorization for both the discussion and any potential agreement, hoping that a long-term relationship between the clubs would help fix a struggling club in an important market.

\_

<sup>&</sup>lt;sup>1</sup> All facts regarding potential changes in MLB PDC relationships are fictional. The purpose of this fact pattern is an educational exercise and it is not intended to be a real-life commentary of current events.

<sup>&</sup>lt;sup>2</sup> *Note*: The use of a calculator is permitted for this round.

### CONFIDENTIAL FACTS FOR THE MINNESOTA TWINS

Given the Twins methodical approach to player development, the consistency the franchise has enjoyed at its minor league levels has been very welcome to ownership and the baseball operations staff. While having both of their upper level affiliates in the Northeast rather than the Midwest is not ideal, having both teams located in the same area with similar weather to Minnesota has been plenty sufficient to satisfy the Twins' player development team, especially given the lack of AAA and AA teams in the Midwest.

While the Twins are appreciative to Rochester for giving them more than ample notice to find a new AAA affiliate, losing Rochester has ramifications for the Twins beyond merely just losing a longtime partner; the affiliation scene shifted dramatically in the 2014 PDC cycle and there are simply not enough good affiliates to go around, especially at the AAA level.

Privately, their front office has projected that even though there are other PDCs set to expire next year, the vast majority of teams will stay with their affiliates. The one possible exception is that it is possible that the Colorado Springs franchise will not re-sign with the Milwaukee Brewers, but there are no indications either way as of yet. Switching to the Syracuse Chiefs (the current affiliate of the Washington Nationals) in 2018 is a possibility but the Twins would prefer to not be hampered for two years in favor of such an uncertainty. The nearby Omaha Storm Chasers also have a contract expiring in 2016, but the Twins feel it is very unlikely they will end their 46-year affiliation with the Kansas City Royals in favor of a new relationship.

For this reason, the Twins decided to be proactive and approached the 51's ownership in high-level talks in an effort to construct out a long-term relationship moving forward. While the Twins are anxious to clarify their future moving forward, they know that there is still plenty of time before they need to act. If they cannot make a deal today, they are content to wait until the official negotiation period in September 2016 and see whether things have changed by that time. If a deal can be made where the Twins can use the time ahead to do what they can to shape the 51's to the club's baseball operations department's standards, it would be a benefit to their planning, operations, security, and foresight in the years ahead.

#### **Stadium Issues and Potential Relocation**

For the Twins, one of the major drawbacks of signing a long-term PDC with the 51's is the state and location of Cashman Field. While the longtime home of the 51's was once thought of as a potential temporary home for a MLB expansion team, the ballpark is now over 30-years-old.

While fan experience is not the most important factor for the Twins, Cashman Field also lacks important player development facilities like indoor batting cages that are commonplace at high-level affiliate facilities. Additionally, the ballpark is located in one of the most dangerous

neighborhoods of the Las Vegas metro area. All of these factors combined – plus the summer heat and the city's unique character – help explain why the 51's have had trouble drawing a consistent MLB affiliate.

The Twins realize they are restricted by MLB directive and public policy. They cannot provide any financial assistance towards a new ballpark under MLB rules and they know the City of Las Vegas has thus far refused to put forth financial assistance on building a new ballpark. At the same time, if they cannot find another affiliate, the team will likely be paired with the 51's on a standard two-year PDC regardless of whether an agreement is made between the two parties. However, the Twins have another solution they feel will be best for everyone involved.

Before signing with the Red Wings in 2003, the Twins had a brief but productive relationship with the Edmonton Trappers, a Pacific Coast League team that had previously bounced around with various major league affiliates. During their time in the Pacific Coast League, the Trappers were extremely successful, especially given their location and shaky affiliation history. In fact, the move had shocked many Edmonton fans as the team had drawn over 330,000 fans in every year between 1995 and 2003, earning Edmonton the title of "Baseball City of Canada." While recent attempts at bringing professional baseball back to Edmonton have failed, the city still owns and operates Telus Field, a 10,000 seat capacity riverfront stadium which opened in 1995.

For the Twins, the allure of Edmonton is obvious. While Edmonton is actually not much closer to Minneapolis than Las Vegas, the city has a ready-made ballpark with more modern facilities than Cashman Field. Further, the city has been hungry for high-level professional baseball since the Trappers moved to Texas and the Twins marketing department sees an opportunity to expand their market share into both Central Canada and parts of Western Canada. Further, as a bigger ballpark with dense air, Telus Field plays much closer to Minneapolis's Target Field in play style, and the summer weather is similar to what minor leaguers will be seeing in Minneapolis. Unfortunately, the Commissioner's office has stated that the Twins may not simply purchase the 51's and move the team to Edmonton as MLB wants a baseball presence in Las Vegas. Similarly, the MiLB president's office has refused all attempts at expansion.

The Twins know the preference of the 51's will most likely be to stay in Las Vegas; the team has a history there and the market is one that could conceivably support a MLB team, let alone a AAA affiliate. Still, if a stadium deal with the city of Las Vegas does not appear to be something that will happen in the course of a potential long-term relationship, the Twins would like to persuade the 51's' ownership to come out in favor of the move in order to help push the Commissioner's Office towards moving the team to a location they feel will help the Twins, the 51's and MiLB in the long-run.

One of the main reasons why the Twins are so hesitant to affiliate with the 51's is the vast difference between Target Field and Cashman Field. Generally, the Twins home at Target Field plays well with pitchers, as the big ballpark and cool, dense air prevents most home runs from going over the outfield walls. By contrast, Cashman Field is known as a hitter's haven for the

exact opposite reasons; its tight corner dimensions, dry air and scorching summer heat makes the park a hitter's dream.

The Twins player development staff has expressed concern that having such a massive difference between the hitting environments will not only make it difficult to evaluate hitters and pitchers, but may also wreak havoc on the psyche of young pitchers, who may grow less confident in their abilities, and hitters, who may grow overconfident in their abilities.

The Twins realize there is not much the 51's can do about the heat or dry air; after all, it is difficult to change the weather. On the other hand, if there is to be a long-term relationship between the franchises, the Twins feel that the 51's can take some steps to narrow the gap.

First, the Twins would like to see the 51's expand the outfield corners and raise the outfield walls to better match or even exceed the dimensions of Target Field (shown below). In particular, the Twins feel that Cashman Field's center field is fine but the corners do not match.

<b>Ballpark Dimensions</b>		LF	LCF	CF	RCF	RF
Target Field	Dimensions	339'	377'	404'	367'	328'
	Wall Height	8'	8'	8'	23'	23'
Cashman Field	Dimensions	328'	364'	433'	364'	323'
	Wall Height	20'	20'	20'	20'	20'

Since Cashman Field has no outfield seating, Twins ownership feels these changes will not be too difficult or expensive for the team to manage. However, the Twins are aware that the 51's likely have both a budget and other improvements they would like to make to the stadium, and as much as the Twins would like to help pay for these improvements, they are bound by MLB rules.

Secondly, the Colorado Rockies' Coors Field – another hitter's haven – has had some success with installing a humidor in the ballpark. The Rockies found the higher altitudes and drier atmospheres of Denver caused fly balls to carry further and curveballs to break less, creating a high-scoring environment like MLB had never seen before. With MLB's blessing, in 2002 the Rockies installed a humidor to create consistent conditions for baseballs similar to those in the other 29 ballparks. With help of the humidor, run scoring at Coors Field dropped 17% from 1993-2001 to 2002-2012, and the AAA teams in the similarly high-altitude cities of Colorado Springs and Albuquerque have recently followed suit and installed humidors of their own.

While Las Vegas is not as high-altitude as Denver, Colorado Springs or Albuquerque, the Twins would like to see the 51's follow suit and install a humidor, so long as they have blessing from the Minor League Baseball President's Office. If necessary, the Twins are willing to lobby on their behalf once the PDC agreement is final next fall.

### **Player Development**

The Major League Rules give the parent club exclusive control in roster assignments and on-field personnel hiring. However, the Twins understand the 51's likely will want the Twins to think of their needs when deciding when to call up prospects to and from AAA and whether to send players on rehabilitation assignments to Las Vegas or other affiliates. The Twins know the 51's will be looking to sell tickets, and having the best team possible and the most exciting prospects in the Twins' minor league system will be important to that cause.

The Twins take great pride in their minor league system, investing a lot of time and money into their players. Their baseball operations department is firm in their need to put the needs of the MLB club first, especially if the relationship between the two clubs does not look to be an extensive one. And because of the inconsistency of the hitting environment and Cashman Field's various issues, Las Vegas may not be the best place for the Twins' minor league players to get ready to become Minnesota Twins. If 51's ownership takes significant steps to improve these factors the Twins may consider their needs more when making personnel decisions.

#### On-Field Personnel

In the interests of this potential new relationship, the Twins are willing to be a little flexible in choosing the on-field coaching staff. More so than most other MLB teams, the Twins pride themselves on being a conventional organization that tends to promote from within more than hiring new faces at the upper levels. They have also historically taken great care that their coaching staff at all levels of the organization has been part of the "Twins Way" with control pitching and aggressive contact hitting emphasized more than flashier strikeouts and home runs.

In order to keep a consistent approach to player development, the Twins try avoid situations where their top prospects are being coached by on-field personnel who do not fit this approach, particularly when it comes to field managers.

#### **Term**

Under MLB rules, MLB clubs and affiliates may negotiate for PDCs for either two or four-year terms. PDCs with an odd number years or with terms greater than four-years are not allowed.

Due to the imperfection of the 51's as a minor league affiliate, the Twins realize that this is a unique situation where a two-year term might be more appropriate.

However, the Twins have always strived for stability and consistency in their baseball operations. As such, they would be happy to go above the standard two-year term if they feel 51's ownership is making a commitment to the Twins on par with that extended term by either relocating to Edmonton or elsewhere, or making a firm commitment to investing in a better ballpark situation for the franchise.

# **CONFIDENTIAL FACTS FOR THE LAS VEGAS 51's**

In a whirlwind world of baseball affiliation relationships that often seems like a biannual game of musical chairs, the 51's have far too often been the last man standing. Since their 18-year affiliation with the San Diego Padres ended in 2000, the 51's have had significant trouble keeping a MLB affiliate in town for more than a few years. In the past 15 years, the club has had three different MLB affiliates: the Dodgers (2001-2008), Blue Jays (2009-2012) and the Mets (2013-present). Their current PDC with the Mets will expire after the 2016 season.

For the 51's, one of the major issues the 51's have had in keeping a Major League affiliate has been Cashman Field. While Cashman Field was state-of-the-art when it opened, the stadium is now over 30-years-old. Building of a new stadium would help solidify a long-term agreement between the 51's and the Twins or allow the 51's to be an attractive option for other MLB teams or even as a potential MLB relocation or expansion site in the near future.

This is a great time to try and revamp the team's image since the city has deals in play to lure other professional sports to the area. Currently, the city is building a \$400 million dollar arena that will conform to National Hockey League (NHL) standards with the hopes the city can lure NHL and National Basketball Association (NBA) teams. The city is making efforts to make the entertainment capital of the world more sports friendly (other than sports betting), and the 51's want to be a major part of that new image.

After lengthy deliberations between the 51's' business development office and the county commissioners, the 51's and the local government have come to the consensus that there are only two options to help them keep a major league affiliate: spend money to rehabilitate Cashman Field or build a new \$60 million stadium to be located in the West Las Vegas suburb of Summerlin, near the Red Rock Resort. However, 51's ownership has had a lot of trouble convincing the city or county to invest the needed funds into a new stadium and no such deal is currently pending.

The 51's currently average about 5,000 ticket sales per game, but far fewer fans actually show up to the games, mainly due to the fact the stadium is in a bad neighborhood and the oppressive summer weather. However, the lack of consistent affiliation has made it difficult to keep the people of Las Vegas interested in their team. A consistent MLB affiliate is a major goal for 51's ownership, as it would hopefully convince the city to be more invested in a new stadium and perhaps help someday bring MLB expansion to the city.

# Cashman Field

The 51's also know that a major reason the team has had problems keeping a MLB affiliate is Cashman Field. The quality of Cashman Field has scared away many past affiliates. The stadium has no indoor batting cages and a subpar weight room. Furthermore, the stadium has a very low seating capacity and is severely outdated aesthetically and in amenities for both fans and players.

Cashman Field does not have outfield seating so it would be relatively inexpensive to push the outfield walls back to more reflect what it would be like for hitters that would be hitting at Target Field. Since the summer weather in Las Vegas makes it easier to hit homeruns and the weather in Minneapolis is denser which makes it harder to hit homeruns, it would make sense to push the outfield walls further than the dimensions of Target Field to account for the difference in weather and ability to hit further distances. The 51's also are aware of the effects caused by the installation of a humidor facility for baseball storage, which has cut home run rates drastically in other home run havens like the stadiums in Denver, Colorado Springs, and Albuquerque.

Along with the changes to the stadium dimensions, the 51's know from prior affiliates that they need to consider installing indoor batting cages (preferably at least two) and a new state-of-the-art weight room so that the stadium is more appealing to the Twins organization.

Given the difficulties faced in securing the funding and approval for a new stadium in Summerlin, 51's ownership has privately resigned themselves to their fate. While they have not given up on a new stadium, they have been planning their own improvements that they would like to make to Cashman Field as soon as possible.

First, they would like to add more security to the area during games since the stadium is not in the best neighborhood. The downtown Las Vegas area has been experiencing somewhat of a revival partially due to the new annual Life is Beautiful Music Festival, giving the area an influx of culture year-round. While the area directly surrounding Cashman Field is still dangerous, this has given 51's ownership hope that this revival will push away the suspect areas near the ballpark in the near future. But for now, ownership would like to hire a security detail to patrol the stadium and nearby parking lots, as surveys have made it convincingly clear that fans – especially families – would be more comfortable coming to games if there is an added security presence.

Second, to help fans beat Las Vegas's unbearable summer heat the 51's would also like to add water features to the ballpark proper. Options include a kid's water park in the outfield, a pool suite similar to those in Marlins Field in Miami and Chase Field in Phoenix, or simply installing misters in the stands and dugouts.

In the interests of starting their relationship with the Twins on the right foot, the 51's would like the Twins' input in how to spend their allotted stadium improvement budget.

Category	Item	Cost
Outfield Walls	Adjusting all outfield walls beyond Target Field specifications	\$1,500,000
	Adjusting all outfield walls to Target Field specifications	\$1,250,000
	Adjusting LF and RF walls beyond Target Field specifications	\$750,000
	Adjusting LF and RF walls to Target Field specifications	\$500,000
Baseball Operations	Construction of a humidor room in Cashman Field	\$750,000
	State of the Art Weight Room Facilities	\$500,000
	Indoor Batting Cage (each)	\$250,000
Stadium Improvements	Construction of a kids park beyond the outfield fences	\$1,000,000
	Adding additional seating and a pool beyond the outfield fences	\$750,000
	Additional security for 72 home games	\$250,000
	Misters in the stands and dugouts for 72 home games	\$250,000

51's ownership has budgeted \$2 million for these improvements. However, with a new stadium still hopefully on the near horizon, ownership would prefer to invest as little as possible. If an agreement can be reached today, the 51's are willing to start construction right away making all improvements likely to be ready by the time the PDC begins in 2017. If an agreement is delayed until next September, these improvements will not be ready until the 2018 season at the earliest.

#### **On-Field Personnel**

The 51's ownership feels they need to find a way to inject some excitement into their on-field product. While the 51's acknowledge they have little control over the players on their roster, they feel the Twins could be helping both themselves and the 51's by hiring Jason Giambi as the 51's manager at least for the 2017 season.

While Giambi is perhaps best known to general baseball fans as an admitted steroid user and a primary figure in the BALCO scandal of the early-2000s, Giambi is a Las Vegas native and \who many in baseball consider to be a future big league manager. Giambi has received rave reviews from coaches and his teammates with the Indians and Rockies for his work with young players and he was even considered by the Rockies as a possible player-manager in 2014.

Due to the fact that he lives in the Las Vegas area, Giambi is a personal friend to most of the 51's ownership team and has told them he would be excited about a chance to manage the team if he is not selected as a manager in any MLB organization by the end of 2016. However, the MLB club has the right and responsibility to select the on-field coaching staff and can do so with or without the input from the minor league affiliate. While the Mets refused to replace their organizational icon and manager-in-waiting Wally Backman with Giambi, the 51's are hopeful that the affiliate change will give them a new opportunity to at least guarantee Giambi the job for 2017 if he is not snatched up by another organization by then.

### **Player Development**

The 51's would like to see an agreement made with the Twins that ensures their top prospects will spend a designated amount of time with the 51's before being promoted to the Twins. An advantage in partnering with the Twins is that the Twins consistently have a top minor league systems in MLB, ranking fourth in 2015 by Baseball America. While most of the Twins' consensus top prospects have already hit the big leagues and their remaining top prospect Jose Berrios will likely be in Minnesota by 2017, other big time prospects – including right handed pitcher Kohl Stewart, shortstop Nick Gordon and 2015 sixth-overall pick left handed pitcher Tyler Jay – could be an immediate boon to the 51's both on the field and in the box office.

Having the Twins' spending time with the 51's would give fans the chance to connect with the players and the team. This would be beneficial to both the 51's and the Twins because the fans of the 51's would be more likely to attend games and would also be more likely to continue to follow their "hometown" players through their Major League careers. Since Las Vegas doesn't have a Major League Baseball team nearby, there is more of a chance to get the fans to follow the Major League affiliate of the 51's because they would be able to connect on a personal level.

Another great way to get fans to connect with the team would be to have the Twins injured players do their rehab stints with the 51's, instead of another affiliate that may be closer to Minneapolis. This would be beneficial to the 51's because it would bring current MLB players to Las Vegas to do their rehab stints and keep the fans interested in the 51's as well as their interest in the Twins. The Twins have some older players like Torii Hunter and Joe Mauer who are recognizable around the country. Big name players would bring a lot of locals out to see the team play, as well as Las Vegas' readymade market of vacationers who might want to catch a glimpse of big league players in a more intimate environment.

#### **Term**

The 51's would like to see themselves with a long term MLB affiliate. They would be happy to go into a relationship with the Twins, as long as they are serious, or show signs of considering a long-term relationship with the 51's. Ideally, the 51's would like to see a 4-year PDC signed so they know that the team is willing to commit to a long-term relationship, but they understand changes need to be made to the stadium to make that deal happen. The long-term relationship with the Twins would show the ownership group and the City of Las Vegas that the team is serious about making the 51's a permanent home for the Twins Triple-A team. The 51's would be willing to make necessary changes to Cashman Field and the agreement would likely give the owners the push they need to build a new stadium.