



Robert Malley <robert.malley@capeelizabeth.org>

Re: FALMOUTH

1 message

Robert malley <robert.malley@capeelizabeth.org>
To: Dave McGillivray <dmse@dmsports.com>
Cc: Michael McGovern <michael.mcgovern@capeelizabeth.org>

Sat, Feb 27, 2016 at 3:45 PM

Dear Dave,

Thank you very much for the detailed and thoughtful feedback. I will share your information with the members of the advisory commission.

Best Regards,

Bob

Sent from my iPad

On Feb 27, 2016, at 5:14 AM, Dave McGillivray <dmse@dmsports.com> wrote:

Hi Bob:

Received this. Thanks. As for Falmouth, I'm not aware of any "user" fees that are accessed to us. We pay for custodial services and the like, but are not charged a fee for the use of the ballfields or schools (getting confirmation on this now). In fact of all the races I manage (except Boston), I think the B2B is perhaps the only one that gets accessed a fee for the use of a field. For example, we use Franklin Park and the Boston Common for some BAA events and are not charged a user fee for those. Most cities/towns realize the overall economic impact and goodwill created by the event and evidently feel that is a good enough return. Interestingly, I know of other events around the country where the host city actually pays the event a fee for bringing the event to their community with some cities even incurring most of the city or town costs associated with the event. That being said, in the case of the Falmouth race, yes, the race pays all the expenses but still generates a fair amount of profit (it is more than double the size of B2B and secures more than double the sponsorship) and as such, the race voluntarily contributes a lot back to various non-profit groups in the community. In the case of the Boston Marathon, we are not charged user fees either, however, the BAA generously makes significant "contributions" back to each city and town to do what they want with it. In the case of facilities, we use the World Trade Center in Boston, for example, for one of my races and are charged a rental fee for this use. DMSE manages a 20,000 person race in Green Bay and uses a big park similar to Fort Williams as an ending location but I don't believe we are charged a fee for this use. We produce a 25,000 runner 10K in Annapolis, MD over the Chesapeake Bay Bridge and are accessed a fee to use and shut down the bridge. So, as you can see, every event is different based on what it brings to the community, use of public facilities, use of private facilities, etc.

If you want my opinion (not that you do!), based on what I know about other similar events, I think what the B2B pays for the use of Fort Williams is a reasonable amount based on the size of our event and the use of the property and feel leaving it at the amount makes sense until and unless the event grew much larger (not that this is our current plan or objective).

meeting again on March 17th and I told them I would report back to them at that time.

Best Regards,

Bob

On Fri, Feb 26, 2016 at 3:01 PM, Dave McGillivray <dmse@dmsesports.com> wrote:

Hi Bob...Jennifer from our office at the New Balance Falmouth Road Race just emailed me saying you were looking for information about what Falmouth pays for town services. Can I help you with whatever specifically you are looking for? DMSE Sports manages Falmouth, too.

Dave

Dave McGillivray

Race Director – B.A.A. Boston Marathon

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