

Big A: Anaheim consulting services

- **What:** consultants retained by city of Anaheim for baseball negotiations

Dan Barrett

- **Who:** executive vice president, Manhattan Beach-based CAA ICON Strategic Advisory
- **CAA ICON:** part of Los Angeles-based entertainment and sports consultancy Creative Artists Agency LLC
- **Retained:** February 2019
- **Terms:** not to exceed \$50,000 through Dec. 31, 2019; amended to \$100,000 on Dec. 3, 2019
- **Services:**
 - Advise on a potential stadium lease, land sale
 - Analysis of stadium leases from other cities
 - Negotiation assistance and support
 - Stadium valuation support
 - Document, legal services
 - Financial analysis
 - Economic impact
- **Experience:** Barrett has nearly 30 years of experience in real estate, including more than 1,000 sports projects
- **Prior projects and clients:**
 - Petco Park, consultant to the city of San Diego
 - AT&T Park, now Oracle Park, consultant to the San Francisco Giants
 - T-Mobile Park, formerly Safeco Field, consultant to the Washington State Major League Baseball Public Facilities District
 - Coors Field, consultant to the Colorado Rockies
 - Progressive Field, consultant to the Cleveland Indians
 - Golden 1 Center, consultant to the city of Sacramento





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Dan Barrett

- **Prior Anaheim experience:**

- City consultant, 2013-2015 lease discussions with Angels Baseball
- Earlier served as city of Anaheim consultant on Honda Center, hockey, basketball and football
- Served as consultant in the early 1990s to then-Anaheim Angels for a ticket price analysis

- **Career:**

- Executive vice president of CAA ICON with 2017 acquisition of Barrett Sports Group LLC by CAA
- Founder, principal, Manhattan Beach-based Barrett Sports Group LLC
- Managing director, western region, sports & entertainment investment banking division, A.G. Edwards & Sons Inc.
- Leader, western region, hospitality, sports & leisure consulting practice, Deloitte & Touche LLP

- **Education:**

- Master's of business administration in finance and real estate, University of Southern California
- Bachelor's in economics and international studies, University of California, Los Angeles

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Larry Kosmont

- **Who:** chairman, chief executive, Manhattan Beach-based Kosmont Cos.
- **Kosmont Cos.:** real estate, financial and economic development consultancy
- **Retained:** July 2019
- **Terms:** not to exceed \$49,900 through Dec. 31, 2019; amended to \$125,000 on Dec. 17, 2019
- **Duration:** upon completion of services
- **Services:**
 - Economic benefit analysis
 - Land use analysis
 - Public infrastructure analysis
 - Financing district analysis
 - Advise any real estate agreements
- **Experience:** 40 years of experience in public and private finance, negotiation, development and management of real estate and public finance transactions of more than \$12 billion
- **Prior projects and clients:**
 - City of San Diego, Seaport Village
 - City of Santa Monica, Third Street Promenade
 - City of Redondo Beach, waterfront revitalization
 - City of Norwalk, economic development plan
 - City of Placentia, economic development and developer selection





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Larry Kosmont

- **Career:**



- Founder, Kosmont Co., 1986
- Founder, Kosmont Reality brokerage, 1990
- Founder, Kosmont Transactions Services, 2015
- Co-principal, California Golden Fund, specializing in EB-5 visa investments
- City administrator, city of Montebello, 2011-2012
- City manager and community development director for Santa Monica, Seal Beach, Bell Gardens and Burbank, 1975-1986

- **Education:**

- Master's of public administration, University of Southern California
- Bachelor's in political science, State University of New York, Binghamton

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Outside Legal Counsel

- **Who:** Kevin H. Kelley, office managing partner, Denver office of Kansas City-based Husch Blackwell LLP 
- **Who:** Andrea Austin, senior counsel, Denver office of Kansas City-based Husch Blackwell LLP 
- **Retained:** fall 2019
- **Terms:** billable hours
- **Services:** negotiations counsel, purchase and sale agreement, other agreements
- **Experience:**
 - City of Phoenix, renegotiation of Phoenix Suns agreements
 - Municipal ownership of T-Mobile Park, Seattle Mariners lease
 - City of Sacramento, Golden 1 Center redevelopment with Sacramento Kings