



DRSEA INFORMER

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Muéstrame El Dinero (Show Me The Money) – The baseball industry is spending more money in the Dominican Republic than I previously believed, according to the latest economic impact study by Major League Baseball.

At an astounding \$126,326,008, the annual expenditures are over \$25 million more than I had calculated, and is \$50 million more than presented in Major League Baseball's first economic impact profile in 2003, meaning baseball's financial impact on the island continues to grow.

According to Major League Baseball, several factors have contributed to the increase in investment in the Dominican Republic, most directly the production of quality players, coaches, scouts and other baseball personnel. But there have also been negatives that have affected the investment as well, including age and identity fraud, steroid usage and increasing competition from other countries in the development of prospects, leading baseball to ponder the sustainability of its substantial investment.

Prospects were paid \$37,233,500 in signing bonuses during the 2009 calendar year, Major League Baseball said, actually a decrease from the previous year. MLB said the fluctuations in signing bonuses reflect supply and demand in the baseball marketplace, as well as the fact teams are less willing to take monetary risks as a result of age and identity fraud, which is viewed as a detriment to the growth of the baseball industry in the Dominican Republic.

A whopping \$17,961,384 was spent in 2009 for player development academies, according to the economic study, which reports that currently there are 30 academies in the Dominican Republic operated by major league teams, as well as six in Venezuela and one in Brazil, for a total of 37 camps in Latin America.



Operating baseball academies in the Dominican Republic cost teams \$17,961,384 in 2009

An additional \$3,213,750 was spent on operating the Dominican Summer League, originally created in 1985 as a development platform for prospects who did not have a visa to travel to the United States. It has become one of the most productive minor league systems with 326 players from various nationalities in the majors.

Teams spent \$360,000 for travel to the Dominican Republic to observe and monitor scouting and player development.

The economic impact study also factored in Dominican Major League players' salaries and the percentage directly reinvested in the Dominican Republic. Conservatively estimating that 20 percent of those salaries directly comes into the Dominican Republic, Major League Baseball calculated the reinvestment using the opening day roster for 2010 – with 77 Dominicans earning a total of \$309,773,477 – for an assumed 20 percent reinvestment of \$61,954,695. Major League Baseball added in its report, “Although we do not quantify the economic impact of former players, it is important to mention their investment in real estate and businesses that have a recurring positive impact on the local economy.”

Major League Baseball also calculated minor league players' salaries, and the percentage reinvested in the country was estimated at 50 percent, for a total of \$3,508,055.

Baseball also contributed \$844,624 in donations and support for governmental institutions in the Dominican Republic, including to the National Baseball Commissioner of the Dominican Republic, community initiatives financed by USAID, and the Dominican Republic RBI (Reviving Baseball in Inner Cities) programs. Major League Baseball also pointed out that its economic impact has fostered donations and support from other sources that directly or indirectly benefit the Dominican Republic including charity golf tournaments, holiday activities and others. It was noted in the report that more than \$3,379,500 was donated to Haiti earthquake relief through baseball related sources.

And finally, \$1,250,000 was spent on operating Major League Baseball's office in the Dominican Republic. The size and operating budget have increased as investment by teams has increased over the past decade. The office opened in 2000, a few months after a delegation I led to the Dominican Republic at Major League Baseball's behest filed a report citing the need to improve conditions at existing academies.



Major League Baseball headquarters in Santo Domingo

SUMMARY OF MLB ECONOMIC IMPACT IN THE DOMINICAN REPUBLIC

Signing Bonuses	\$ 37,233,500
Operation of academies	17,961,384
Dominican Summer League	3,213,750
Travel to the Dominican Republic	360,000
Reinvestment of Dominican Major Leaguers	61,954,695
Reinvestment of Dominican Minor Leaguers	3,508,055
Donations and governmental support	844,624
MLB Dominican Republic office	1,250,000
	<hr/>
	\$126,326,008

One economic impact that could not be calculated was that on the informal sector of the economy whose operations and income depend on Major League Baseball and its teams. “Although it is difficult to place an amount on this value,” the report said, “we witness hundreds of leagues, agents, and independent trainers that develop activities to sign prospects. During the last five years, the investment by the informal baseball sector has grown significantly with the operation of new and more sophisticated academies and programs.”

And there was one more important impact the industry has, according to Major League Baseball; that of “name recognition,” having projected the name of the Dominican Republic to many parts of the world. “Due to the efforts of many star players and managers, many foreigners know the name of the Dominican Republic through its baseball players,” the report stated. “As the country seeks to increase its exports and tourist potential to the US, Canadian and Japanese markets, the names of its baseball players become an important asset.”

En Español

Muéstrame El Dinero – La industria pelotera está gastando más dinero en la República Dominicana que yo había creído anteriormente, según el último estudio del impacto económico realizado por las Grandes Ligas del Béisbol.

Llegando a una cifra de \$126,326,008, los gastos anuales son \$25 millones más de lo que yo había calculado, y son \$50 millones más de lo que se presentó en el primer perfil del impacto económico del 2003, señalando que el impacto financiero del béisbol sigue creciendo en la isla.

Según las Grandes Ligas del Béisbol, varios factores han aportado al aumento de inversión en la República Dominicana. Entre ellos, se debe más a la producción de buenos jugadores, entrenadores, cazatalentos y otro personal. No obstante, ha habido fuerzas negativas que han afectado la inversión. Éstas incluyen el fraude de edad e identidad, la utilización de esteroides, y la competencia creciente procedente de otros países en el desarrollo de los prospectos, llevando a Grandes Ligas que reflexione sobre la sostenibilidad de su inversión considerable.

A los prospectos se les pagó \$37,233,500 por las primas provenientes del firmar contratos durante el año 2009, dijo Grandes Ligas, en realidad una disminución del año previo. La MLB dijo que las fluctuaciones en las primas reflejan la oferta y la demanda en el mercado pelotero, y subrayan el hecho de que los equipos están menos dispuestos a tomar riesgos monetarios como resultado del fraude de edad e identidad, lo cual se ve como detrimento al crecimiento de la industria pelotera en la República Dominicana.

Se gastó un enorme cantidad de \$17,961,384 en 2009 en las academias por el desarrollo de jugadores, según el estudio económico, el cual reporta que actualmente hay 30 academias en la República Dominicana dirigidas por equipos de las Ligas Mayores, más seis en Venezuela y una en Brasil, las cuales comprenden 37 campamentos en total en América Latina.



Academias peloterias operantes en la República Dominicana les costaron a sus equipos \$17,961,384 en 2009

Se gastaron \$3,213,750 adicionales para dirigir la Liga de Verano Dominicana, la cual se creó en 1985 como una plataforma de desarrollo para los prospectos que no tenían visado para viajar a los Estados Unidos. Se ha hecho uno de los sistemas más productivos de las Ligas Menores, englobando 326 jugadores de nacionalidades varias de las Mayores.

Los equipos gastaron \$360,000 para viajar a la República Dominicana para la observación y la evaluación de los cazatalentos y del desarrollo de jugadores.

El estudio del impacto económico también tomó en cuenta los sueldos de los jugadores dominicanos de las Grandes Ligas y el porcentaje que se reinvertió directamente en la República Dominicana. Al calcular aproximada y conservativamente que un 20 por ciento de esos sueldos entran directamente en la República Dominicana, Grandes Ligas calculó la reinversión a base de la lista de jugadores del Día Inaugural de 2010 (77 dominicanos habían ganado un total de \$309,773,477) para llegar a una presumida reinversión de 20 por ciento de \$61,954,695. En su informe Grandes Ligas agregó: “Aunque no cuantifiquemos el impacto económico de los jugadores anteriores, cabe mencionar que su inversión en bienes raíces y en negocios tiene un impacto positivo recurrente sobre la economía local.”

Grandes Ligas también calculó los sueldos de los jugadores de las Ligas Menores. El porcentaje reinvertido en el país fue valorado al 50 por ciento, para llegar a \$3,508,055.

El béisbol también les aportó \$844.624 en donaciones y apoyo a las instituciones gubernamentales en la República Dominicana, incluso el Comisionado Nacional de Béisbol de la República Dominicana, iniciativas comunitarias financiadas por USAID, y los programas de Recuperación del Béisbol Dominicano en los Barrios Céntricos (RBI – por sus siglas en inglés). Grandes Ligas también señaló que su impacto económico ha promovido donaciones y apoyo de otras fuentes que directa o indirectamente proveen beneficios a la República Dominicana, incluso torneos de golf caritativos, actividades festivas, y otros. Se notó en el informe que más de \$3,379,500 fueron donados al auxilio para el terremoto en Haití por medio de fuentes relacionadas con el béisbol.

Y por último, se gastaron \$1,250,000 para dirigir la sede de las Grandes Ligas en la República Dominicana. El tamaño y el presupuesto de operación han aumentado a medida que la inversión realizada por los equipos ha aumentado a lo largo de la década pasada. La sede se abrió en 2000, unos meses después de que encabezé una delegación a la República Dominicana a instancias de las Grandes Ligas con el fin de mejorar las condiciones en las academias existentes.



Sede de las Grandes Ligas del Béisbol en Santo Domingo

RESUMEN DEL IMPACTO ECONÓMICO POR LAS GRANDES LIGAS EN LA REPÚBLICA DOMINICANA

Firmas provenientes del firmar contratos	\$ 37,233,500 US
Operaciones de las academias	17,961,384 US
Liga de Verano Dominicana	3,213,750 US
Viaje y transporte a la República Dominicana	360,000 US
Reinversión en los jugadores dominicanos de las Ligas Mayores	61,954,695 US
Reinversión en los jugadores dominicanos de las Ligas Menores	3,508,055 US
Donaciones y apoyo gubernamental	844,624 US
Sede de las Grandes Ligas del Béisbol en la República Dominicana	1,250,000 US
	\$ 126,326,008 US

Un impacto económico que no se podía calcular trataba del sector informal de la economía cuyos ingresos y operaciones dependen de las Grandes Ligas y sus equipos. “Aunque cuesta trabajo asignar una cifra a este valor,” dijo el informe, “nosotros vemos cientos de ligas, agentes, y entrenadores independientes desarrollando actividades para que los prospectos firmen contratos. Durante los últimos cinco años, la inversión por el sector pelotero informal ha crecido

apreciablemente a través de las operaciones de academias y programas nuevos y más sofisticados.”

Y había otro impacto propio de la industria, según Grandes Ligas, el de “reconocimiento de nombre,” debido a la diseminación del nombre de la República Dominicana por el mundo. “Por los esfuerzos de tantos jugadores y managers estrellas, muchos extranjeros conocen el nombre de la República Dominicana por sus peloteros,” dijo el informe. “A medida que el país busca aumentar sus exportaciones y ampliar su potencial turístico a los mercados estadounidenses, canadienses y japoneses, los nombres de sus peloteros se convertirán en un atractivo valioso.”

Traducción de Arthur Calvano

Por Los Números (By The Numbers) – The Dominican Republic has again led the way in delivering the most foreign-born players to Major League Baseball this season.

According to MLB, there were 846 players on season-opening rosters (749 on 25-man rosters and 97 on disabled or restricted players). Of that number, there were 234 players who were born outside the United States, meaning that 27.7 percent of players this season are foreign born, representing 14 countries and territories.



The Dominican Republic delivered the most players with 86. Next is Venezuela with 62, Puerto Rico with 20 and Canada has 16.

The New York Yankees have 16 foreign-born players, the most of any team in the majors. Four teams rank second with 11 foreign-born players (Colorado Rockies, Detroit Tigers, Los Angeles Angels and Los Angeles Dodgers). The Milwaukee Brewers have eight players born in countries other than the United States.

Last season, there were 231 foreign-born players. This season’s percentage of foreign-born players is down slightly from the all-time high of 29.2 per cent in 2005.

Sólo Los Buenos Mueren Jóvenes (Only The Good Die Young) – Ever been delivered news so shocking and unexpected that it floors you like a punch in the gut? Such was my feeling when I was told that Isvanel Carmona had perished in a horrific car crash that also claimed the life of her six-month-old son.

Isvanel was one of the first people I met when I moved to the Dominican Republic. For a time she lived across the hall from me. She was as charming and sweet a person as you could ever be fortunate enough to know.

I remember asking her after a week or so of moving in where I could get my laundry done when she literally picked up my laundry bag and carted it off. I thought to myself, “Well, nobody steals dirty clothes, do they?” The next day she returned with my clean cloths and explained she had taken them to a laundry service.

We would often sit in the park together, going over the flash cards I developed to learn Spanish, with her keen to learn more English while helping me with Spanish pronunciation. She was a university art student but took the time to volunteer to read to children for a reading program the DRSEA created and she made an instant connection with the children who hung on her every word.

Isvanel eventually moved elsewhere so I didn't get to see her on a regular basis, but she would often pop up at my door with a friendly greeting and would frequently call just to see how I was doing. It was always a joy to see or hear from her; she literally brightened any room simply by entering.

I met her son, Dewer Ureña Carmona, for the first time at a Christmas party last year, and though she had sworn to me she was not going to have children until she was 30, the 22-year-old was obviously as happy as could be.

I was rushing out the door a few weeks ago when she called from a level up to say hello and I told her then we would have to get together soon, and had mentioned just recently to another friend that I needed to give her a call. And then someone told me about the accident that claimed her life.

Also killed in the crash was Eddy Gleason, a 64-year-old American who had been Isvanel's boyfriend when I first met her. Eddy was a professional gambler who continued to live in my building even after the pair broke up; we often discussed sports, particularly pro football. It is not unusual in the Dominican Republic for men and women with vast age differences to have meaningful and sincere relationships, and though he and Isvanel had broken up, I know they remained close, close enough to take trips together.

It was returning from one of these trips, and only about an hour from reaching home safely, a Mack truck plowed into the tiny black Kia Eddy drove. I am told the car literally disintegrated upon impact, so I would like to think nobody suffered.

I did not find out about her death until about three weeks afterwards, so I never got a chance to pay my respects. I, along with some others, am trying now to track down her gravesite to go and lay down some flowers. It is the least I can do for a wonderful friend who will be missed so much.

Dormido Al Volante (Asleep At The Wheel) – Security is a huge issue in the Dominican Republic, with what I see as elaborate precautions to guard property. Virtually all homes have bars on the doorways and windows; even windows on upper floors are covered, creating an ornate bird-cage effect that imprisons the inhabitant as much as it locks out would-be intruders.

Most businesses hire armed watchman to guard their property. I have not been able to determine why they simply don't install alarms and have come to assume it is just a time honored tradition.

I had my own security breach recently when I discovered the night watchman who substitutes on Fridays asleep on the job. Not just nodding off, but fully stretched out in a chair, oblivious to the

world. I took a snap shot and e-mailed it to the property manager, who herself had been a victim of an armed robbery in her office.



She promised to bring the matter up with the security company that provided Rip Van Winkle, but a few weeks later I spotted him back on duty and napping away. I went to take another picture but apparently startled him and when he saw me with the camera, he jumped up, pulled his gun and waved it at me! Yes, waved it at me!

Now furious, I shouted, “You’re going to pull a gun on me? Shoot me!,” forgetting for the moment he spoke only Spanish. I later would think to myself that it was probably not the brightest thing in the world to tell a man with a gun to pull the trigger, but logic was not on my mind at that moment.

The police were summoned and calmed everybody down, but I went to the property manager in the morning and told her again that the watchman’s sleeping was a safety issue for everyone. She agreed, and said she would again try to get a replacement for Sleeping Beauty, but cautioned, “The problem is ALL night watchmen in the Dominican Republic sleep on the job.”

I can’t believe that is true, but I know that every Friday since, the same watchman is back on the job, catching 40 winks. I just let him sleep.

Proyección Del Documental Especial (Special Documentary Screening) – The Dominican Republic Sports & Education Academy will present a special screening of “El Play,” a documentary on Dominican baseball, on June 21 at 7 p.m. at the 809 Lounge, 112 Dyckman St., New York, NY.

The screening, followed by a panel discussion on baseball and education in the Dominican Republic, as well as a VIP reception, is part of a DRSEA fundraiser.

“El Play” is produced, directed and written by Pablo A. Medina, an assistant professor at the Parsons New School for Design in New York City, and has won several film festival awards.



The film's main character is Jairo Candelario, a young aspiring baseball player from the town of San Pedro de Macoris, a small city in the Dominican Republic famous for producing some of the best players in the majors, including New York Yankees second baseman Robinson Canó. The film follows Jairo's dream of signing a professional contract, and includes conversations with his family, and interviews with professional scouts, coaches and a baseball historian.

More information on the event, including how to be a sponsor, is available at www.drsea.org. For a peak at "El Play," go to <http://drsea.org/el-play.html#trailer>

Life is not a spectator sport. If you're going to spend your whole life in the grandstand just watching what goes on, in my opinion you're wasting your life. – Jackie Robinson

Charles S. Farrell

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