

### PARTNERING TO BUILD COMMUNITY



#### YMCA OF SOUTH PALM BEACH COUNTY

RFP Response for a New Racquet Sports Facility Submitted to the Greater Boca Raton Beach & Parks District July 20, 2023

#### Tab 1 – Introduction

The YMCA of South Palm Beach County is a 501(c)(3) charitable non-profit organization and member association of the national federation of YMCAs, a national network comprised of more than 700 Ys aligned around a common cause of strengthening community by empowering young people, improving the health and well-being of people of all ages, and inspiring action in and across communities. The Y exists to serve the common good.

For over 50 years, the YMCA of South Palm Beach County has supported the communities of Boca Raton, Delray Beach, Boynton Beach, and other nearby areas of southern Palm Beach County. The Y employs professional and part-time leaders but is accountable to a local board of Trustees comprised of caring community leaders serving in a volunteer capacity.

Today, our local Y primarily provides programs and services through two main facilities: the Peter Blum Family YMCA in Boca Raton and the DeVos-Blum Family YMCA in Boynton Beach. Additionally, the Y provides programs and services at the YMCA@901 and the James A. Rutherford Center, as well as at 56 different school sites and seven (7) additional youth program locations throughout the service area. The Y is everywhere!

In 2022, our Y proudly served more than 32,000 individuals and counted nearly 16,000 of them as members. In keeping with our mission, all are welcome regardless of ability to pay full fees.

With this proposal, our Y expresses interest in positively engaging thousands more of our friends and neighbors through a new Racquet Sport, Health, & Wellness Facility resulting from a proposed public-private partnership amongst the YMCA, the Greater Boca Raton Beach & Park District, and Republic/Metropolitan, a reputable national real estate developer.

Our objective herein is to set the stage for how we might all work together to design, fund, and develop an innovative center of community where our friends and neighbors can gather, play, and exercise while strengthening connections and discovering common ground.

We are presenting a unique and exciting approach.

We believe that in order for a center of this type to be financially sustainable, it must be designed to support not just racquet sports, but other programs and services as well. Our proposal encompasses three additional strategies to provide the best possible chance for a thriving enterprise:

- 1. Include both initial and future opportunities for fitness, group exercise, and additional venues for activities and sport.
- 2. Partner with a reputable, for-profit developer to develop, sub-lease, and manage indoor/outdoor social gathering spaces that include food, beverage, and retail options.
- 3. Design for ALL adults, including those with children, by including youth programming as well as youth-dedicated facilities such as infant/toddler child watch, a youth development center, and future youth activity venues.

In the pages that follow, we will more fully introduce the Y and articulate why electing to partner with us is a winning approach, with much of the underlying support illustrating demand for everything we are proposing. We are excited to share with you our innovative indoor/outdoor concept that is a contemporary, cost-effective, and novel approach to creating and operating a new destination amenity for the community to gather, play, and pursue a healthier lifestyle.

We believe that our concept is a profound, once-in-a-lifetime opportunity for the District, the Y, and the entire community. There are many details to be worked out together, but when we are successful, we will have an entirely unique, co-branded, campus facility supporting a wide of programs and opportunities for the entire community. As a community not-for-profit, YMCAs build sustainable facilities not by going to the bank and financing a loan, but rather by building a coalition of volunteers, charitable supporters, and partners, oftentimes entities like the Greater Boca Raton Beach & Parks District. Our vision for the development of a Beach & Parks YMCA does not abandon that important principle. The result will be the "talk of the town" in YMCA and Community Recreation circles across the country evidenced by YMCA and recreation professionals flocking to Boca to see what we created together!

We look forward to your review of our proposal, any questions that you might have, and any and all opportunities we might have to work with you in the weeks, months, and years ahead. We've been in this community for 50 years and anticipate being here for 150 more, supporting and building community every step of the way.

Thank you for this opportunity to submit a proposal.

Sincerely, loson Hogensick

Jason Hagensick President & CEO YMCA of South Beach County

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#### Tab 3 – Firm Information, Experience, and References

#### YMCA of South Palm Beach County

#### The Organization:

The YMCA of South Palm Beach County is a 501(c)(3) charitable non-profit organization and member association of the national federation of YMCAs, a network comprised of more than 700 YMCAs aligned around a common cause of strengthening community by empowering young people, improving the health and well-being of people of all ages, and inspiring action in and across communities.

For over 50 years, the YMCA of South Palm Beach County has existed to serve the communities of Boca Raton, Delray Beach, Boynton Beach, and other nearby areas of southern Palm Beach County. We employ professional and part-time leaders but are accountable to a local board of Trustees comprised of 31 community leaders serving in a volunteer capacity.

Today, our Y primarily provides programs and services through two main facilities: the Peter Blum Family YMCA in Boca Raton (72 thousand square feet) and the DeVos-Blum Family YMCA in Boynton Beach (58 thousand square feet). Additionally, the Y provides programs and services at the YMCA@901 and the James A. Rutherford Center, both located in Boca Raton, as well as at 56 different school sites and seven (7) additional youth program locations throughout the service area.

In 2022, our Y proudly served more than 32,000 individuals and counted nearly 16,000 of them as members. The YMCA locally engages more than 1,300 volunteers annually and employs nearly 100 full-time and approximately 450 part time staff. The Y currently manages a 2023 operating budget of approximately \$13 million, encompassing an array of charitable, program, and membership revenue streams.

For more than 5 decades, the Y has existed as a bedrock non-profit in the Greater Boca Raton Community, reflecting both staying power and commitment to the community.

#### **Mission and Cause**

Like the Beach & Parks District, the YMCA exists for the common good. The YMCA is a causedriven organization with a Mission to put Christian principles into practice through programs

that build healthy spirit, mind, and body for all. The Y measures success based upon community impact, not profit.

**The YMCA is an organization like no other.** The Y is the leading non-profit nationally committed to its Cause of strengthening the foundations of community by empowering young people, improving the health and well-being of people of all ages, and inspiring action in and across communities.

The YMCA of South Palm Beach County is committed to providing equal access to its programs, facilities, and enjoyment without regard to race, ability, creed, national origin, or gender. The Y's leaders and funders believe that when we come together as one community, we are able to create a place where everyone can feel at home. All members, participants, donors, and volunteers have the opportunity and ability to connect with us each for their own reason, or in some cases, many reasons.

Note: Copies of the Y's two most recent annual reports are included below in **Tab 3 - Attachments and References**.

#### **Structure and Team**

The YMCA of South Palm Beach is governed by a volunteer Board of Trustees comprised of approximately 30 community leaders. The Board of Trustees has fiduciary oversight of the organization, hires, and supervises the CEO, and determines organizational strategy through the regular creation and adoption of multi-year strategic plans.

The organization is led by President and CEO, Jason Hagensick and his team of vice presidents and executive directors. At each of the two YMCA main facilities, the Executive Director works with a volunteer advisory board that supports the Y's strategic plan, builds community connections, and garners resources for the programs and services that are delivered to the community.

Chief Volunteer Officer: Immediate Past Chair: President & CEO: Vice-President & CFO: Branch Executive Director: Senior Director of Marketing: Senior Director of Mission Advancement:

Jackie Reeves, Bell Rock Capital LLC Robert Robes, Baird Family Wealth Jason Hagensick Gary Flaks Bryan Hunt Tracy Sussman Kadi Tarlecky

**Jason Hagensick**, President & CEO, has over 30 years of experience leading YMCAs in Texas, California, and Florida. Prior to joining the YMCA of South Palm Beach County in 2016, Jason served on the national staff at the YMCA of the USA.

**Gary Flaks**, Vice-President & CFO, has been in the field of finance for forty plus years. Having studied in NYC and practiced in the field of public accounting he was exposed to many different types of entities. He then continued his path managing public and private organizations including owning two businesses. He has been with the YMCA for more than 15 years.

**Bryan Hunt,** Branch Executive Director, has 20+ years of experience as a YMCA professional and has been a member of the leadership staff at the Peter Blum Family YMCA in Boca Raton for more than 10 years, serving as Branch Executive Director since 2019. In this role, Bryan is responsible for all membership and program operations.

**Tracy Sussman**, Senior Director of Marketing, Sussman has more than 12 years of experience working with non-profit organizations, including her current role as Senior Director of Marketing for the YMCA of South Palm Beach County. Throughout her career, Sussman has collaborated with a variety of industry leaders, business professionals and senior management teams who have contributed to her growth as a marketing professional by providing opportunities for skill development and encouragement of her ongoing learning.

In addition, Tracy has had over a decade of experience in Marketing Research as an analyst with such responsibilities as data research analysis, ad testing and tracking, moderating, and producing detailed reports for presentation.

**Kadi Tarlecky**, Senior Director of Mission Advancement, has 32 years of YMCA leadership experience. She has worked in YMCAs throughout the United States as an Executive Director with the YMCA of Honolulu, the YMCA of Greater Long Beach, the YMCA of Greater Boston, and the YMCA of South Florida. She joined the YMCA of South Palm Beach County in March 2022.

Kadi has supervised YMCA operations in excess of \$5MM and has led a capital campaign for the completion of an Aquatics Center in South Florida. In her current role she manages the financial development efforts for the YMCA of South Palm Beach County; including the Annual Giving Fund raising \$1MM, Special Events and Grants raising and additional \$800,000 and sits in a leading role the Capital Campaign efforts for the YMCA.

Note: A full list of the YMCA's Board of Trustees is included below in Tab 3 - Attachments and References.

#### **Relevant Organizational Experience**

#### **National and Regional**

The YMCA of South Palm Beach County is one of more than 700 YMCA Member Associations nationally, benefiting from a robust network of YMCA leaders and organizations willing to share best practices, experiences, and lessons learned. Networks are supported by a national organization, the YMCA of the USA, which functions as both an aggregator and disseminator of information beneficial to all Ys.

Within that network of 700 organizations, there are more than 2,600 YMCA facilities, each one a reflection of its local community in terms of design and programmatic offerings.

Amongst the 2,600 locations, there are a plentitude of YMCAs that offer both indoor and outdoor racquet sports offerings. In Florida, YMCAs operate dedicated racquet Sports Facilities in Dade County, Orlando, Jacksonville, Pinellas County, Titusville, Naples, and Punta Gorda.

With the recent, accelerated growth of pickleball, YMCA's nationally have been quick to meet the demand by utilizing existing gymnasiums, converting outdoor tennis courts, and building both outdoor and indoor facilities. The YMCA of the USA has created a national task force of YMCAs interested in optimizing YMCA pickleball programming because of the natural alignment of pickleball with the YMCA:

- Like the YMCA mission, pickleball is "for all" because it is easy to learn, and all ages and abilities can play.
- Like the YMCA cause to bring people together, pickleball is social, and it supports the creation of community
- In alignment with the Y's commitment to healthy living, Pickleball is a way for people to be active and healthy.

#### Local

Since the mid to late 1960s, the YMCA of South Palm Beach County has delivered programs throughout Boca Raton and the South Palm Beach County geographic area. The Y's dedicated group of volunteer policymakers takes tremendous pride in its Four-Star Charity Navigator rating, post-pandemic financial stability, and a demonstrated ability to expertly manage change.

In addition to currently offering pickleball at our two traditional YMCA facilities (Boca and Boynton), the YMCA has a history of offering top-rated programs, including, but not limited to: Preschool; After School Enrichment; Summer Day Camp; Youth and Adult Sports; Swim Lessons and Water Safety; Teen Leadership and Civic Engagement; Special Populations; as well as Health and Wellness programming for every age group and ability.

**The YMCA is a tremendous partner.** The YMCA works with numerous organizations locally, including the District, to deliver programs and services. Partner organizations include Baptist Health South Florida, NCCI, Palm Beach County School District, Palm Beach County Parks & Recreation, the Fuller Center, Caridad, and the Pearl City Cats, to name just a few.

For the past two years, the Y has worked closely with District staff to develop and deliver quality programming at the James A. Rutherford Community Center. Programs currently offered include Summer Day Camp (60+ per day), Karate, Gymnastics, and Film/Theatre Arts.

The Y has a proven track record of meeting and exceeding membership and program enrollment goals:

- Membership enrollment has almost fully recovered to pre-pandemic levels (97%);
- Preschool enrollment is at licensed capacity (100%);
- After School Enrichment program enrollment is at licensed capacity (100%);
- Special Populations program enrollment is at licensed capacity (100%);
- Youth and Adult Sports program enrollment exceeds pre-pandemic levels;
- Swim Lessons and Water Safety program enrollment exceeds pre-pandemic levels;
- Summer Day Camp and Teen program enrollment are at all-time highs.

The Y is a trusted brand. A partnership with the Y often results in significant recognition for everyone involved.

As mentioned above, the YMCA of the USA has convened a national work group focused on supporting Ys interested in growing the sport of pickleball throughout YMCAs across the country. The YMCA of South Palm Beach County is a participating member of the national workgroup whose purpose it is to help create tools and resources for local Ys to use when developing and implementing quality pickleball programming.

Locally, the YMCA also maintains both a "Club Membership +" and "Youth Program Provider (YPP)" membership through USA Pickleball.

#### Partners & Projects

With its strong commitment to partnerships as a vehicle for community impact, the YMCA of South Palm Beach County envisions working with the following list of partners to deliver on a shared vision for this this project:

**The Greater Boca Raton Beach & Park District:** The YMCA could not envision entering into this project without the close collaboration and involvement of the Beach & Park District. Examples abound across the country of YMCA offerings that could not have been timely or at all possible without the close collaboration, investment, and partnership provided by municipalities, special districts, and other forms of local government that recognize the special value that the YMCA brand and reputation bring to large community projects. In this instance, the YMCA is interested in working alongside the District to bring a special project out of the ground and to the community.

**Rich Mascolo:** Mr. Mascolo (retired) is a volunteer YMCA board member with deep professional expertise in market research and the ensuing promotion of products and services. He managed the market research and developed the findings contained below. Mr. Mascolo will continue to advise and guide the YMCA through the development and launch of the envisioned project.

**Republic Metropolitan:** The YMCA recognizes the importance of social gathering space with food, beverage, and retail as important components of creating a destination amenity for the community. To deliver a quality offering, the Y envisions working with a for profit developer on the food, beverage, retail component of the project, and is excited by the interest shown in this opportunity by Republic Metropolitan, a national developer that is developing a track record of innovative mixed-use development projects with YMCAs as anchor tenants. Letter of Interest and Qualifications included below.

**Triangle2 Solutions:** For 22 years, Triangle2 Solutions (T2) has been in the business of supporting YMCAs through market research and planning services. T2 worked with the YMCA on the development and production of the initial Beach & Parks YMCA concept contained herein. Senior Consultant, **Brian Kridler**, spent 32 years working for local Ys before joining the T2 team where he now manages a portfolio of Y clients interested in pushing the boundaries of YMCA programs and facilities towards a new, sustainable future of growth opportunities. Current include the YMCAs in Houston, Chattanooga, Rochester, NY, and Greenville, SC. <u>www.triangle2.com</u>

**DBD Group (Donor By Design):** DBD Group will be retained as Campaign Counsel for the YMCA's forthcoming capital campaign. With the most recognized name in YMCA Capital Campaign circles, for nearly 20 years, DBD Group has brought a wealth of experience and expertise to YMCAs looking to successfully engage communities in philanthropic support for new YMCA facilities. <u>www.dbd.group</u>

**The YMCA of the USA Pickleball Work Group:** Led by **Heidi Brasher**, YUSA's Senior Director, Product Line Cohorts, Strategy and Innovation, this work group includes leaders from the YMCA's making a big splash in the pickleball space and willing to offer their support and expertise to additional Ys looking to follow suit.

Architects/Engineers: To be determined.

General Contractor: To be determined.

#### **Attachments & References**

#### YMCA of South Palm Beach Board of Trustees

Jackie Reeves, Chair Paul Adkins Jason Aube Jonathan Barbar Jason Busch Dr. Katrina Carter Jason Coker Tim Devlin David Dunston **Terry Fedele Nicole Grimes** Linda Gunn Paton Susan Harris Dan Huck Rosie Inguanzo-Martin Hank Jackson Scott Jordan **Reggie Laroche** Connor Lynch Adam Marshall **Richard Mascolo Doug Mosley** John Mulhall Pearl Percy George Rizzuto **Robert Robes** Michael Sorg Charlie Torano Christopher B. Warren Brad Winstead

Bell Rock Capital, LLC Florida Peninsula/Edison Insurance Truist Barbar & Associates, LLC JAXX Consulting & Technology Tellison, Lynn University Wells Fargo Bank CohnReznick, LLP **Dunston Independent Bill Butch Physical Rehabilitation Services Grimes Events and Party Tents Sklar Furnishings** Retired **MPR Development LLC** Allegiance Home Health Shutts & Bowen, LLP Tripp Scott, PA **Baptist Health South Florida** Plastridge Insurance 820 Lorium Law Retired The Walt Disney Co/ESPN Mulhall Family Matters, P.A. **JM Family Enterprises** West Boca Medical Center **Baird Private Wealth Management** Acorda Therapeutics Retired Lawless, Edwards and Warren Casa de Montecristo

#### YMCA of South Palm Beach Annual Report (2022)



A MESSAGE <b>FROM OUR LEADERSHIP</b>		OUR TEAM LEADING THE YMCA OF SOUTH PALM BEACH CO	OUR TEAM LEADING THE YMCA OF SOUTH PALM BEACH COUNTY IN 2022	2
Dear YMCA Family and Friends:	riends:	<b>BOARD OF TRUSTEES</b>	USTEES	
Our YMCA celebrated a tremendous milestone in 2022 as we observed 50 yes and families in our South Palm Beach County community. We are pleased to sh for our Y and would like to thank the countless volunteers, staff, Y members to our mission and have contributed in making 2022 truly a successful year.	Our YMCA celebrated a tremendous milestone in 2022 as we observed 50 years serving the needs of children and families in our South Palm Beach County community. We are pleased to share this impact report of results for our Y and would like to thank the countless volunteers, staff, Y members and donors who are dedicated to our mission and have contributed in making 2022 truly a successful year.	Jackie Reeves, Chair & CVO Hank Jackson, Vice Chair Sott Jordan, Secretary Rossila Ingularizo-Martin, Treasurer Paul Ackins		Richard Mascolo Doug Mosiey John Muhall Pearl Percy George Rizzuto
As a cause-driven organization, the Y's Mission is to put Christian principles into I that build healthy spirit, mind and body for all. Our three main Areas of Focus in Healthy Living and Social Responsibility. When you support your local Y, you are:	As a cause-driven organization, the Y's Mission is to put Christian principles into practice through programs that build healthy spirit, mind and body for all. Our three main Areas of Focus include Youth Development, Healthy Living and Social Responsibility. When you support your local Y, you are:	Jason Aube Jonathan Barbar Jason Busch Dr. Karina Carter-Tellison Jason Coker	Daniel Huck Beth Johnston Reggie LaRoche Connor Lynch Adam Marshall	Robert Robes Christopher B. Warren Brad Winstead
Empowering youth to cultivate self-confidence, perso innovative and engaging youth programs and initiatives. Creating communities that promote well-being throug	<ul> <li>Empowering youth to cultivate self-confidence, personal integrity and effective leadership through innovative and engaging youth programs and initiatives.</li> <li>Creating communities that promote well-being through initiatives targeting chronic disease in both</li> </ul>	FOUNDATIO Robert Robes, Chair	FOUNDATION BOARD OF DIRECTORS abbertRobes, Chair christopher Warren ch	<b>DIRECTORS</b> Christopher Warren
cmoren ano aduits, ano supporting treur priysical, interlectual and spiritual strengui. Cultivating a culture of volunteerism within the South Palm Beach County community by pro opportunities for individuals to contribute, serve and make a positive impact in their communities.	crimoren and aduits, and supporting their prysical, intellectual and spiritual strength. Cultivating a culture of volunteerism within the South Palm Beach County community by providing opportunities for individuals to contribute, serve and make a positive impact in their communities.	Tim Devlin Susan Harris	Randy Nobles Jack Warner	
The Y is committed to providing equal access to its programs, facilitie ability, creed, national origin, and gender. When we come together a place where everyone can feel at home. Every member, donor and us for their own reason, or in some cases, many reasons.	The Y is committed to providing equal access to its programs, facilities, and enjoyment without regard to race, ability, creed, national origin, and gender. When we come together as one community, we are able to create a place where everyone can feel at home. Every member, donor and volunteer has the ability to connect with us for their own reason, or in some cases, many reasons.	TRUSTEE EMERITUS Peter Blum DEVOS-BLUM FAMILY YMCA	LENTUS LLYYMCA	
On behalf of the Board of Trustees and the staff of the Y, we invite you to experi and share your Y story with a friend. To learn more, please visit YMCASPBC.ORG	On behalf of the Board of Trustees and the staff of the Y, we invite you to experience all the Y has to offer, and share your Y story with a friend. To learn more, please visit <b>YMCASPBC.ORG</b>	DOAKUOLU Daniel Huck, Chair Barn Arrishs		Thomas Miko
For a Better Us,		Ryan Brawner Ryan Brawner Nanry Cuvanagh Ben Dyar Barbara Garrido	Journ mines Ted Hoskinson Nicole Jennings Jacqueline Kaleel Kelley Marcellus	Grant Skolnick Michael Sorg Jamael Stewart Cassandra Wilbanks
ASON HAGENSICK Present & EC 2052-Present	OUR MISSION: To put Christian principles into practice through programs that build healthy spirit, mind and body for all.	PETER BLUM FAMILY YMCA BOARD OF DIRECTORS Adam Marshall, Chair Matan Marshall, Chair Mataa Platerson Ettan Esen Ettan Esen Ettan Esen Fredele July-Johnson Haris Moore Haris M	YYMCA IRECTORS Michael Nathanson Michael Plerson Alex Price Christen Ritchey Erick Solins Nicole Stelzer Charlie Torano Giorá Wark	OUR VISION: The YMCA of South Palm Beach County serves as a counturity anchoin Palm Beach County by emicing lives and strengthening community. Through youth development, healthy fliving and social responsibility.



kland Golf & Country Club undation. Inc. he Percy Family Richard & Mary Jo Polloch emiere Gymnastics ex & Jessica Price hn Prokos & LuAnn War ure Peal Fetate 110 alth Foundation ller Electric Company is & Jackie Riorda exis Nexis Risk il Sluggers PBC LLC ek Pest Control rty & Kelly Parsons & Cindi Sor Ashlev Robi d/City Mai re CPA's The Wall ve, LLC ricia Costopoulos holas Costopoulos nron Crawford : Insurance Services, Inc. ncesca Daniels arry & Stephanie Davis serfield Automotive, LLC isan & Edward Diener king Broward Holdings, LLP .aurie Burns & Jill Ramsier Charitable Fund ice DiLorenzo vid & Michelle Dunston ather & Michael Dupree ague of Boca Rato die July-Johnson & Jos ie Barrivaldi Family nathan & Katie Barbar ill Rock Capital, LLC n & Leah Esan er Bray Real Estate USA Swimming Foundati Eddie & Elyse Ventrice Jonathan Whitney Haley & Brad Winstead Sam Zietz-Grubbrr Triangle Society Member oint Market & Eatery sms Coogler Attorney eal & Teresa Gillespi n & Edward Kaplar ara & Harold Garrid gle Match ieth & Leslie Greene an Joens th & Tom Johnston \$1,200-\$2,499) n & Jonathan Harri e Clawson Family Kids Helping Kids Paul Kiedis an & Trish Brawne mino Real Realty na Angus ntis Air, Inc. ancy Cavanagh hick-fil-A **NK Financial** Dennis Thies Barbara Tindall ennings AWFPICP BaiFamily ard Cane nelle Kazek rix Systems **Jara Torres** Ike E. Bojes cole Leno 2022 YMCA TRIANGLE SOCIETY MEMBERS Lynn University Nendy& Masthew Maschler A mita McSharry & Bruce Hindin John & Lisa Mulhal Linda & Disug Paton The Pete Store Craig & Nicole Stelzer Step Into Swim/Hot Hub & Po Foundation ida Aquastore George Snow Scholarship arbar & Associates aron & Baron Enterprises ndrea & David Chen aniel & Stephanie Huck cott & Patricia Jordan onnor & Ryan Lynch homas & Hilary Lynch filliam & Jessie Marino cikimon wright Wealth Aandement ace Gathering Church abitat for Humanity of Gre 'alm Beach County Charlie & Stephanie Toran Charlie & Stephanie Toran Toshiba Business Systems Bob & Gwen Tucker Silver Triangle (\$2,500-\$4,999) tha Hoffmann & Neil B The Piedt Family R2 Untified Technologies Douglas & Michelle Reade Courtney & Kevin Regan George & Geri Rizzuto phins Foundation ussman Family kins - Broll Family lay & Marilyn Weinberg Paul & Nancy Zarcadoola inda & Edward Appleby am & Tony Arrieta hael & Lidia Nathanso kinsons Cure Researc PNC Grow Up Great Jo Ann & Phil Procacci Jackie & Jason Reeves Bruce & Ann Rhodes mmunity Care Plan aative Financial Netwi Murdoch Weires PLLC Fran & Nathan Nachlas iouthState Bank Christine & George Tern on & Jackie Coker da & Cliff Viner Carrie Rubin Family Foundation Lyr Joe DiMaggio Children's Hospital We Kenneth & Rema Kaleel An Lee Pearlson Steinberg Joi Gary & Nidla Flaks Kelly & Will Fleming F Flords State Allance of YMCAs The Gardens of Boca Raton, Cemetery and Funeral Home The Gary Peters Family Plastridge Insurance Agency Robert & Hiromi Printz Roofclaim, com Boca Raton Bowl Sklar Furnishings Town of Palm Beach United Way Palm Beach County Sheriff's Department Law Enforcement Trust Fund ublix Super Market Charities totary Club Downtown Boca A Communications uts & Bowen LLP s Sidney, Milton & Leoma mon Foundation Anna A. Moldrup Foundation lames and Elaine McAndrew nin & Miosotys Dyer E. & Birdie W. Einstein Brent D & Tammy J Burns Jason & Katie Busch Caulfield Family Fund Comerica Wealth Managem Cornella T Bailey Foundatio Vest Boca Medical Center Gold Triangle (\$5,000-\$9,999) our Cleaning Adams/Adams Ben CHotel & Casing ank & Michelle Jacksor erry & Terry Fedele Marc & Nicole Grimes mary & Ben Krie arbara & Benjamin ell Lisk Trust & Kathv Assaf celly & Pat Liguor **ICCI Holdings** lick & Pat Ho asa de Moni M Family Enterprises Forrest C. & Frances H. Lattner Family Foundation Lawrence A. Sanders Foundation Lawrence A. Sanders Foundation Baldwin Family Foundation The Batchelor Foundation, Inc. Boca West Children's Foundation Caridad Center U Foundation T srida Power & Light k e Greater Boca Raton Chamber R f Commerce L Denis Arsenault Bay Branch Foundation Yvonne\* Boice & Al Zucaro Campany Roofing, Inc. Company Gary Cantor Family Foundation Christine E. Lynn Rich & Bebe Mascolo Dan & Stephanie O'Bryon Polen Capital, Dan & Shoshana Davidowitz llegiance Home Health & Rehab/ Rosie Inguanzo-Martin & Joe Baptist Health South Florida May & Rever Blum May & Rever Blum Magaret & Robert Blume Bohns Charles Dayo Early Learning Caalilon Myrna Gordon Sturnick Myrna Gordon Sturnick Michael Bagarry Amy & Mice Kazma Peroocote Trati Bill & Mary Donnell Edward T Bedford Foundation Estate of Bernard Winiker Howard Guggenheim Heidi Schaeffer MD Charitable Trust James H and Marta T Batmasian Christopher & Elizabeth Warrer Lavless, Edwards & Warren Wells Fargo Foundation Jonathan Winson Red Triangle (\$10,000-\$24,999) aul & Kathy Adkins/Florida Peninsula Insurance Compa Bob and Emily Robes Schmidt Family Foundation YMCA of the USA Visionary Gift (\$25,000-\$49,000) mothy R. & Amy F. Devlin/ Daszkal Bolton LLP **Cornerstone Gift** Cobb Foundation Office Depot Ed & Kathy Quinn ucy Ayer Craske (\$50,000+) rida Blue



tte Miko

5,868 children created memories at Y CAMPS.

**BY THE NUMBERS** 

**PAC** 

More than 88,000 HOURS OF PHYSICAL ACTIVITY were completed through our Y's Summer Camp.

4,500 youth participated in after school programs through our 2,314 youth participated in After School programs at the Y and partnership with Prime Time Palm Beach County.

# Nearly 400 HOURS OF HOMEWORK HELP AND

**458** individuals donated their time volunteering for the Y.

2,406 TEENS participated in Teen Leaders clubs, Christian Values Conference or other teen programming with our  ${\sf Y}.$ 



land-based water safety education.

8,010 children and teens participated in our YOUTH SPORTS PROGRAMS.

abilities participated in the Y's Special Needs progra **348** youth, teens and young adults with diverse

#### 2022 REVENUES + OTHER SUPPORT

Revenues and other support (in thousands)		2022
General Contributions	\$	606
Annual Giving Campaign	\$	763
Grants	\$	485
Special Events (net)	\$	1,671
Subtotal Support	\$	3,525
Government Contract	\$	381
Membership	\$	4,841
Preschool	\$	1,980
Aquatics	چ \$	960
	⊅ \$	1,222
Family Life Summer Camp	⊅ ¢	840
F	\$ \$	
Health & Wellness		444
Youth Sports	\$	576
Special Needs	\$	62
The Lab	\$ \$	149
Miscellaneous		89
Total Revenues and Other Support	\$	15,069
Expenses:		
Program Services:		
Membership & Program Services	\$	4,570
Youth Development	\$	5,989
Financial Assistance	\$	1,684
Total Program Services	\$	12,243
Support Services:		
	¢	1 4 7 7
Management & General	\$ \$	1,427 268
Fundraising	ې \$	
Total Support Services		1,695
Total Expenses	\$	13,938
Change in fair value of interest rate swap	\$	250
Change in Net Assets	\$	1,381











#### YMCA of South Palm Beach Annual Report (2021)



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#### A MESSAGE FROM OUR LEADERSHIP

#### **Dear YMCA Family and Friends:**

We are pleased to share this annual report of results for the YMCA of South Palm Beach County and would like to thank the many dedicated volunteers, staff, Y members and donors who contributed in making 2021 a successful year.

As a cause-driven organization, the Y's Mission is to put Christian principles into practice through programs that build healthy spirit, mind and body for all. Our three main Areas of Focus include Youth Development, Healthy Living and Social Responsibility. When you support your local Y, you are:

- Helping our youth develop self-confidence, character values and leadership skills by providing innovative and nurturing youth programs.
- Creating communities that support healthy living by addressing childhood obesity and chronic disease among children and adults and supporting their physical, intellectual and spiritual strength.
- Instilling an ethic of volunteerism by providing opportunities for South Palm Beach County to give back and serve their communities.

The Y is committed to providing equal access to its programs, facilities, and enjoyment without regard to race, ability, creed, national origin, and gender. When we come together as one community, we are able to create a place where everyone can feel at home. Every member, donor and volunteer has the ability to connect with us for their own reason, or in some cases, many reasons.

On behalf of the Board of Trustees and the staff of the Y, we invite you to experience all the Y has to offer, and share your Y story with a friend. To learn more, please visit **YMCASPBC.ORG** 

#### For a Better Us,



JASON HAGENSICK President & CEO 2016 - Present



BOB ROBES Chief Volunteer Officer 2020 - 2021



JACKIE REEVES Chief Volunteer Officer 2022-2023

#### **OUR MISSION:**

To put Christian principles into practice through programs that build healthy spirit, mind and body for all.

#### OUR TEAM LEADING THE YMCA OF SOUTH PALM BEACH COUNTY IN 2021

#### **BOARD OF TRUSTEES**

Bob Robes, Chair & CVO Jackie Reeves, Vice Chair Hank Jackson, Secretary Scott Jordan, Treasurer Paul Adkins Jason Aube Jonathan Barbar Jason Busch Dr, Katrina Carter-Tellison Jason Coker Timothy Devlin David Dunston Teresa Fedele James Galvin Linda Gunn Paton Susan Harris Daniel Huck Rosie Inguanzo-Martin Beth Johnston Connor Lynch Adam Marshall Rich Mascolo Doug Mosley John Mulhall Randy Nobles Daniel O'Bryon Pearl Percy George Rizzuto Christopher Warren Bernardo Wolfson

#### FOUNDATION BOARD OF DIRECTORS

Randy Nobles, Chair Tim Devlin Kenneth Kaleel Jack Warner Robert Robes Christopher Warren

#### **TRUSTEE EMERITUS**

Peter Blum

#### DEVOS-BLUM FAMILY YMCA BOARD OF DIRECTORS

Daniel Huck, Chair Pam Arrieta Ryan Brawner Nancy Cavanagh Kirk Francis Barbara Garrido Michael Gillespie John Hiller Jacqueline Kaleel Thomas Miko Johnny-Lee Reinoso Ian Robinson

#### PETER BLUM FAMILY YMCA BOARD OF DIRECTORS

Adam Marshall, Chair Elke Bojes Mary Sol Gonzalez Freddie July–Johnson Lauren LeBas William Marino Michael Nathanson Alex Oliveira Phil Piedt Alex Price Christen Ritchey Jordan Sherwood Erick Solms Charlie Torano Gloria Wank Grant Skolnick Michael Sorg Cassandra Wilbanks

#### **OUR VISION:**

The YMCA of South Palm Beach County serves as a community anchor in Palm Beach County by enriching lives and strengthening community through **youth development**, **healthy living** and **social responsibility**.

### **2021** A YEAR IN REVIEW

#### THE YAWARDED NEARLY **\$1.8 MILLION** IN FINANCIAL ASSISTANCE AND SUBSIDIZED PROGRAMMING IN 2021.

#### HEALTHY KIDS DAY

Generously sponsored by Florida Blue, the Peter Blum Family YMCA and DeVos-Blum Family YMCA welcomed over **2,500 people** from the community to celebrate health and well-being at Healthy Kids Day!

#### **INSPIRATION BREAKFAST**

Our Y's 19th Annual Inspiration Breakfast with the energizing Desmond Howard was a **HUGE** success! Held outdoors at the Peter Blum Family YMCA for the first time in history, this event raised **\$289,571** to support the Y's Financial Assistance scholarships for youth programs.



#### TRIANGLE SOCIETY

The Triangle Society includes donors who have contributed **\$1,200** or more annually to the YMCA during our Annual Giving Campaign. In 2021, our Y recognized **268 Triangle** 

Society members for their

commitment to supporting our mission.

#### THE LAB: YMCA LEADERSHIP ACADEMY

THE LAB Teen Center officially **Opened its doors in March 2021.** Located in Town Center Boca Raton, THE LAB offers youth ages 12-17 a variety of engaging programs including Leaders Qub, Film Academy, 3D Printing class, Art Qub and more.



#### **COMMUNITY HEALTH**

Our Yprovides a variety of Health & Wellness programs for seniors and individuals dealing with chronic illnesses.

In 2021, our YMCA provided **167** participants with the following services.

- Parkinson's exercise
- Enhance Fitness
- Blood Pressure Self-Monitoring program
- Diabetes Self- Management program
- LiveSTRONG at the YMCA



#### ANNUAL GIVING CAMPAIGN

It would not be possible for our Y to impact the lives of so many in our community without the generosity of our donors. With support from more than 1,100 donors, our Yraised \$908,627 for the 2021Annual Giving Campaign.

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#### **IMPACT** BY THE NUMBERS



In 2021, the YMCA of South Palm Beach County served **31,825 INDIVIDUALS** in our community.



**4,379** children created memories at **Y CAMPS. 515** of these children received financial assistance.

More than **62,000 HOURS OF PHYSICAL ACTIVITY** were completed through our Y's Summer Camp.

**Over 1,900** youth participated in After School programs at the Y and **10%** of these participants received financial assistance.

**More than 3,000 HOURS OF HOMEWORK HELP AND LITERACY HOURS** were completed in our Education Enrichment Program.



**349** individuals donated their time volunteering for the Y.

**More than 1,700 TEENS** participated in Teen Leaders clubs, Christian Values Conference or other teen programming with our Y.



As part of our Drowning Prevention and Aquatics Programs, **more than 4,600 swim LESSONS** were provided.

**953** AT RISK YOUTH received Water Safety Education and Swim Instruction.

**3,488** children and teens participated in our **YOUTH SPORTS PROGRAMS.** 

**171** youth, teens and young adults with disabilities participated in the Y's Special Needs program.



#### 2021 YMCA TRIANGLE SOCIETY MEMBERS

#### **Cornerstone Gift**

(\$50,000+) Robin & Charles Deyo Judi & Craig Donoff Amy & Mike Kazma Myrna Gordon Skurnick Sun Capital Partners

The Sidney, Milton & Leoma Simon Foundation-FL Town of Palm Beach United Way Kristy Hartofilis United Way of Palm Beach County Christopher & Elizabeth Warren/Ted Hoskinson Lawless, Edwards & Warren Wells Fargo

#### **Visionary Gift** (\$25,000-\$49,000)

Paul and Kathy Adkins/Florida Peninsula Insurance Company **Baptist Health South Florida** The Batchelor Foundation, Inc. **Community Foundation for** Palm Beach & Martin Counties: Bailey Stein Fund & John D. & Catherine T. MaCarthur Fund JM Family Enterprises Forrest C & Frances H Lattner **Family Foundation** Rich & Bebe Mascolo Daniel & Stephanie O'Bryon Office Depot Ed & Kathy Quinn Lawrence A. Sanders Foundation Truist Jonathan Winson YMCA of the USA

#### **Red Triangle** (\$10,000-\$24,999)

Allegiance Home Health & Nicole & Craig Stel Rehab/Rosie Inguanzo-Martin The Torano Family & Joe Martin ADT **Baldwin Family Foundation** James & Marta Batmasian Edward T Bedford Foundation Mary & Peter Blum Boca Magazine Boca West Children's Foundation Gary Cantor Caridad Center The Chamber of Nonprofit Health & Human Services Agencies in PBC, Inc The Cobb Foundation Timothy R. and Amy F. Devlin/ Daszkal Bolton LLP Mary & Bill Donnell Florida Blue Grimes Events & Party Tents Mary and Ralph Gesualdo Thomas Modaca Anna A. Moldrup Foundation Plastridge Insurance Agency Polen Capital, Dan & Shoshana Davidowitz Publix Super Markets Charities, Grace Gathering Inc Roofclaim.com Boca Raton Bowl Commerce SBA Communications

Schmidt Family Foundation

Dorian Beck Trauger Living Trust West Boca Medical Center **Gold Triangle** (\$5,000-\$9,999) 24 Hours Cleaning David Adams/Adams Benefit Corporation Boca Rio Foundation, Inc. Brent D. Burns & Tammy J. Burn Michael Caulfield Diabetes Coalition of Palm Beach County Albert E. & Birdie W. Einstein Fund, Inc. John & Bonni Hiller

Rick & Pat Howard Joe DiMaggio Children's Hospital Christine E. Lynn Anita McSharry & Bruce Hindin Nilsa & Frank McKinney NCCI Holdinas The Pete Store Shutts & Bowen LLP Lisa Sliney Lee Steinberg Nicole & Craig Stelzer Toshiba Business Systems USA Swimming Foundation Walmart Supercenter Paul & Nancy Zarcadoolas

#### **Silver Triangle** (\$2,500-\$4,999)

Adams | Coogler, P.A. Anonymous Pam & Tony Arrieta

Atlantis Air, Inc Aucamp, Dellenback & Whitney Barthelette Law, P.A. Bluegreen Vacations Jason and Katie Busch Casa de Monterristo Chick-fil-A Boca Raton Lucy Childs Jason & Jackie Coker Comerica Wealth Management **Crocker Partners** Dawn Edwards Salon FAU Foundation, Inc. First Horizon Foundation Florida Power and Light Greater Boca Raton Chamber of Bell Rock Capital, LLC Howard Guggenheim

Habitat for Humanity of South

Liz & Jason Hagensick Donna Hollinshead The Honda Classic Daniel & Stephanie Huck Hank and Michelle Jackson Jaxx Consulting and Technology The Chen Family Junior League of Boca Raton Gary Kain Kaufman Lynn Construction Kayne Anderson Real Estate LaCroix Sparkling Water Connor & Ryan Lynch Tom & Hilary Lynch Lvnn University Adam & Stefanie Marshall Miami Dolphins Foundation Sarah & Matt Milligan Abdol & Cathy Moabery Thomas Moraca Kyle Mowitz John & Lisa Mulhall Michael & Lidia Nathanson Linda and Doug Paton Jay Presser Precor Premier Estate Properties Bob & Emily Robes Tim Sharp Sklar Furnishings The George Snow Scholarship Fund SouthState Bank St. Andrews Adult Community & Michael & Teresa Gillespie Edgewater Adult Community GL Homes Third Federal Savings and Loan Neil Glazier Dara Torres Tripp Scott, P.A. Stephanie & Travis Tunis Ultimate Kronos Group United Healthcare Ed & Elyse Ventrice Waterfront Estates & Condo Sam Zietz-Grubbrr Mickey & Katie Zitzmann

Palm Beach County

#### **Triangle Society** Membe (\$1,200-\$2,499)

American Cylinder Exchange Donna Angus Anonymous Jason & Erica Aube Jonathan & Katie Barbar Baron & Baron Enterprises Tom & Connie Baron **BBX** Capital BDO Biogen Martha Blandon

Boca Raton Airport Authority Elke E. Bojes Ryan & Trish Brawner Laurie Burns and Jill Ramsier **Charitable Fund** Jim Cacioppo Katrina Carter-Tellison, Ph.D.-Lynn University Nancy Cavanagh Citrix **City Maintenance Supply** Jennie Coppit Nicholas Costonoulos Patricia Costopoulos CRC Insurance Services, Inc. Francesca Daniels Barry & Stephanie Davis **Del-Raton RV Park** John Dempsey Janice DiLorenzo Nancy Dockerty Dorri's Dental Juan Ducos David and Michelle Dunston Heather & Michael Dupree William Earnhart, MD Dawn & Larry Edwards Eitan and Leah Esan Michelle Esposito Terry & Jerry Fedele **Danny Fineman** Finn-Atic Fish Co Fisher Bray Real Estate Garv & Nidia Flaks Barbara & Harold Garrido Mary Sol & Abilio Gonzalez Susan & Jonathan Harris Jennifer Harrold **Charles Hill** Martha Hoffmann & Neil Burns Terri Honeycutt **Brvan Hunt iTHINK** Financial Nicole Jennings Joan Joens Johnson, Ritchey & Feldman, P.A. Beth & Tom Johnston Scott & Patricia Jordan Freddie July-Johnson & Joshua Johnson Jackie Kaleel Paul Kiedes King Broward Holdings, LLP Rosemary & Ben Krieger Jenna Lawrence Nicole Leno Lil Sluggers PBC, LLC Katrina Lindsev Fernanda Macedo Mako Pools

Jessie & Billy Marino Wendy & Matthew Maschler Microsoft Thomas & Annette Miko Leilani Miller Miller Electric Company Minuteman Press of Boca Raton Monar Corporation Alan & Haris Moore Steven Morrell Joan Morris Fran & Nathan Nachlas The Nathanson Brothers Dan Nathanson Randy & Patty Nobles Alexsandro & Erin Oliveira Palm Beach County Sheriff's Department Karly Parsons Kelly & Arty Parsons Paycom The Percy Family Philip & Megan Piedt Richard & Mary Jo Pollock Premiere Gymnastics Alex & Jessie Price John Prokos & LuAnn Warner-Prokos Protek Pest Control **R2** Unified Technologies Jackie & Jason Reeves Johnny-Lee Reinoso Chris & Jackie Riordan George & Geri Rizzuto lan & Ashley Robinson The Estate of Margaret Rodriguez Dan Schuler, Spark Creative Group **Ryan Shea** Margaret Mary Shuff Grant & Katharine Skolnick Stanley Smith Erick Solms Michael & Cindi Sorg South Florida Business & Wealth State Farm Mandi Stephenson The Sussman Family Richard N. Thornton Kimberley Trombly-Burmeister & Jim Burmeister Christian Van Horn Gloria Wank Michele Weizer Henry Willis Brad & Haley Winstead Elaine J. Wold The Bernardo Wolfson Family Young Engineers

To learn more about becoming a donor, contact Kadi T<u>arlecky</u> 561-300-3238.

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#### 2021 **REVENUES + OTHER SUPPORT**

Revenues and other support (in thousands)	2021
General Contributions	\$ 3,665
Annual Campaign	\$ 908
Grants	\$ 262
Special Events (net)	\$ 256
Subtotal Support	\$ 5,091
Government Contract	\$ 2,826
Membership	\$ 4,085
Preschool	\$ 1,894
Aquatics	\$ 875
Family Life	\$ 1,155
Summer Camp	\$ 565
Health & Wellness	\$ 374
Youth Sports	\$ 519
Special Needs	\$ 46
The Lab	\$ 76
Total Revenues and Other Support	\$ 17,505
-	
Expenses:	
Program Services:	
Membership & Program Services	\$ 4,259
Youth Development	\$ 4,937
Financial Assistance	\$ 1,283
Total Program Services	\$ 10,479
Support Services:	
Management & General	\$ 1,139
	\$ 281
Fundraising	
Fundraising Total Support Services	\$ 1,420



Fundraising

PLATINUM

Change in fair value of interest rate swap

Change in Net Assets



142

\$ 5,748

\$

United Way Town of Palm Beach United Way





#### Republic Metropolitan Expression of Interest (Food, Beverage, & Retail Component)



July 17, 2021

Jason Hagensick YMCA of South Palm Beach County 2500 N Military Trail, Suite 475 Boca Raton, FL 33431

Dear Mr. Hagensick,

It is our pleasure to submit this Letter of Interest (LOI) with regards to your proposed YMCA development at the Boca Teeca location in Boca Raton. Republic Metropolitan (ReMet) is prepared to partner with the YMCA of South Palm Beach County (YMCASPBC) to explore the development of a retail/food & beverage component that would adjoin and complement the proposed YMCA recreation and fitness complex at the site and provide dining and/or shopping amenities for Y members, visitors and local residents.

Part of the Republic Family of Companies, ReMet specializes in public-private and institutional partnerships with cities, transit authorities, universities, chur ches, and community-serving nonprofits. ReMet is the most active developer of YMCA projects in the country, partnering with the Y's of Arlington, Charlotte, Denver, Detroit and Burbank on redevelopment ventures that include both new YMCA facilities and mixed-use housing and r etail elements.

The Republic Family of Companies (Republic) is a privately owned, full-service r eal estate development firm based in Washington, D.C. Over the last 40 years Republic has developed 29M square feet of real estate across all categories – multi-family, office, retail, hotel and institutional – representing an investment of over \$9 billion. Republic has an active pr esence in Florida and has built or is currently developing over 3000 units of housing across the state. Previously, principals of Republic developed Sawgrass Mills, one of the lar gest shopping malls in the country, in Sunrise, Florida, and Republic is the developer/owner of several pur e retail/ food & beverage projects throughout the east.

The retail/food & beverage component of the Boca Teeca project would be developed and financed by ReMet and its parent company separate from but in coordination with the YMCASPBC's development of the recreation and fitness complex. ReMet is willing to structure a financial agreement (ie. ground lease, fee simple purchase etc.) that aligns with the project goals of the Greater Boca Raton Beach & Parks District, and we'r e prepared to allocate funding and resources to design, entitle and build the retail/food & beverage component.

We're delighted to join with the YMCASPBC on this exciting ventur e, and we thank you for the opportunity.

Sincerely,

Aaron Mendelsohn Vice President of Development Republic Metropolitan

315 Kent Ave. Kentfield, CA 94904 (415) 305-9313



5161 Lankershim Blvd., Suite 250 North Hollywood, CA 91601 (818) 634-4957

REPUBLIC

**BRIEF HISTORY** 

#### Republic Metropolitan Qualifications (Food, Beverage, & Retail Component)



**COMPANY OVERVIEW** transportation hub.

Charlotte.

the Ъ

DC,

27

Republic



**Y PARKVIEW** Royal Oak, MI

Republic, The Alan Group, **Project Type:** Mixed Use (multi-family esidential), New YMCA /MCA of Metro Detroit Project Scope: **Owner:** Facility use project called Y ParkView, featuring a new, modern YMCA awarded ReMet and local partner The Alan Group the right to After a competitive RFEI process, the YMCA of Metro Detroit develop a 6.14 acre parcel of City-owned land into a mixed-

facility, three parks and a multi-family apartment building with direct access to Coolidge Highway and Thirteen Mile

Soad.

Nestled between Memorial Park and the Royal Oak Golf Center, this site positions the new 60,000 SF YMCA to connect with seasonal activity centers that have an established presence amongst residents.

The apartment building consists of approximately 443 market rate and affordable units and features an interior courtyard with a pool as well as a clubhouse.

local Michiganders seeking a desirable and affordable home in destination for current and future members of the YMCA and Y ParkView promises to be a signature health and wellness the Royal Oak/Birmingham area.

Construction Cost: (60,000 SF YMCA) \$158 million 540,000 SF

Funding Sources: Partnership equity and third party debt



friendly amenities, an upscale grocery store, an appetizing array of food and beverage choices, and a state-of-the-art nealth and welln®ss anchor in the new Schlessman YMCA. Residents and visitors to "Y Co" will be energized by the highly welcoming public spaces, an abundance of family-

### Republic

Y COLORADO VILLAGE

Denver, 00

**RELEVANT PROJECT EXPERIENCE** 

Schlessman Family YMCA property in the upscale University Hills neighborhood of South Denver. The vision: Y Colorado Village, a 1.1 million square foot mixed-use village offering ReMet and Denver-based developer Conflunt prev ailed in a competitive solicitation to redevelop the 5.8 acre

Republic, Conflunt, WCA

Owner:

of Metro Denver

resitclential, offic, ret a I), Project Type: Mixed Use (multi-family Vew YMCA Facility Project Scope:

(90,000 SF YMCA) 800,000 SF

**Construction Cost** \$196 million Funding Sources: Partnership equity and third party debt

> 0 0 0

FEE

**U**C

6

**Y MAGNOLIA VILLAGE** 

Republic

Burbank, CA

Republic

YMCA OF ARLINGTON

Arlington, VA



(health & wellness and interior and rooftop tennis courts) and After a competitive RFP process, Republic and The Michaels Organization recently won the bid to redevelop the 4.4 acre YMCA property in Arlington, Virginia, in collaboration with western portion of the site with an active program space the Michaels Organization and the YMCA of Metropolitan Washington. The project will deliver a new, functionally efficent and visually exciting, standalone YMCA on the below grade vehicular parking and bicycle storage.

sub-market. The building has been sensitively designed to achieve the principles articulated by the community and other portion of the site. The residential program is targeted to meet existing and emerging demand in the Virginia Square A new 374-unit apartment building will occupy the eastern stakeholders during the GLUP amendment process.

Organization, YMCA of Metropolitan Washington DC Republic, The Michaels Owner:

Multi-family residential New YMCA Facility Project Type:

(90,000 SF YMCA) Project Scope: 435,000 SF

**Construction Cost:** \$190 million

Funding Sources: Partnership equity and third party debt

Burbank to develop Y Magnolia Village, a signature, 315-unit Prevailing in a competitive RFEI process, ReMet and the Michaels Organization is collaborating with the YMCA of mixed-use development for downtown Burbank.

**Owner:** Republic, The Michaels Organization, YMCA of Burbank

Aulti-family residential

Project Type:

new YMCA facility

serving boutique retail and the replacement of the nearly 100 year old Burbank YMCA with a new, state-of-the-art Y facility transit-oriented living, the project will include much needed affordable and market rate residential housing, community-Designed with an emphasis on health & wellness and and Child Development Center.

In the spirit of the YMCa mission to "strengthen community by connecting all people to their potential purpose and each other," Y Magnolia Village seeks to provide a dynamic place for the citizens of Burbank to live, work and play while they nourish their mind, body and soul.

**Construction Cost:** \$96 million (70,000 SF YMCA) Project Scope: 410,000 SF

Funding Sources: Partnership equity an third party debt

# **NoDA Village**

**Charlotte, North Carolina** 

Republic



mixed-use TOD called NoDa Village. This is Republic's fourth awarded the right to redevelop the 5.8 acre Johnston YMCA property in Charlotte's upscale NoDa district into a vibrant YMCA award in three years, joining Y redevelopments in Prevailing in a highly-competitive RFP process involving fifteen competitors, Republic Metropolitan was recently Arlington, Burbank and Denver.

eclectic arts district with soaring home values and compelling demographics", the NoDa neighborhood is known for its NoDa - "North of Davidson" - has emerged as a cultural hub for the rapidly growing Charlotte. Recognized as an local restaurants, dynamic music venues, and close-knit community.

vibrant, walkable mixed-use community featuring 341,000 SF of multifamily housing across two buildings, nearly 50,000 SF of retail including, to be developed by EDENS, 1020 parking Currently in predevelopment, NoDa Village is planned as a spaces, 20,475 SF of public open space including a civic plaza, and a new, modern 36,000 SF YMCA facility.

**Owner:** Republic, YMCA of Greater Charlotte Project Type:

Mixed Use (multi-family residential, retail), New /MCA Facility

(36,000 SF YMCA) Project Scope: 550,000 SF

Construction Cost: \$ 191 million

Funding Sources: Partnership equity third party debt

## **Charlotte Gateway Charlotte, North Carolina**

Republic





Awarded to Republic, and The Spectrum Companies through an RFP hub, soaring towers designed by Skidmore Owings and Merri**ll** (SOM) component developer and a mixed-use neighborhood in the District connections to streetcar service, future light rail service, bus service, accommodating intercity passenger rail service with a new Amtrak rail station ("Charlotte Gateway Amtrak Station") with multimodal process, Charlotte Gateway Station is a 4,300,000 square foot, P3 phased project that will deliver a new, multimodal transportation highway transportation network. A critical element of Charlotte's multimodal station and iconic towers will anchor the larger CGS consolidate public transit and intercity transportation modes at Irade and Graham Streets in Uptown Charlotte. The signature taxis and bicycles as well as access to the regional road and a hotel where Capstone Development was brought on as a 2030 Transit Corridor System Plan, this 13.9 acre project will Development Project and District.

destination where residents, businesses, and tourists come together Charlotte Gateway will become a new icon signaling Charlotte's arrival as a global city. Connecting the city, county, and region through the multimodal transit hub, Gateway Station will be a and experience the best that Charlotte has to offer.

**Project Type:** Multifamily Residential/ Republic, The Spectrur Retail, Veteran-Prefer Companies

Owner:

Office/Retail, Hotel/Retail Affordable Multifamily Transit Oriented Project Scope:

**Construction Cost:** \$ 1.5 billion

2.8M SF

Partnership equity, third party debt, value transfers, local and federal grants; local, state and federal debt Funding Sources: and equity



# GATEWAY AT MILLBRAE STATION Republic Millbrae, CA

MILLBRAE STATION

80-unit veterans preferred multifamily project, all (except the affordable building) with ground flor retail. A I four build rgs -ocated at the intersection of BART and Caltrain transit rails multifamily project (20 of which are affordable), a 151,000 pedestrian-only paseo, making the project pedestrian and n transit oriented to encourage residents and visitors to rely square foot Class - A offic building, a 164-room hotel, and only a mile away from San Francisco International Airport, the transit-oriented development is inclusive of a 320-unit are cohesively tied together via widened sidewalks and a less on their cars.

Project Type idential, of xed Use (m

Owner: Republic

program featuring installations, statues, and murals alongside stackable parking system efficent ly del iv ers required parking amenities of swimming pool, fitess a series of parks and open spaces brings residents and the centers, communal gathering spaces, etc., the public arts rest of the Millbrae community together. Lastly a unique, spaces to residents of the development. In addition to the private

Š Project Scope Construction 330,000 SF etail)

\$475 million

unding So e Se Bank ď

### Republic



Sawgrass Mills, located in Sunrise, Florida opened in 1990 as the third "Mills" super regional mall developed by the principals of Republic Properties and now totals over 23 million square feet of retail selling space. It is the eleventh largest mal in the United States and the second largest mall in Florida. The project sees over 21 million visitors a year, making it the second most popular tourist destination in Florida after Disney World. The principals of Republic Properties helped revolutionize retailing by combining scores of manufacturers' outlets, discount retailers and entertainment under one roof. Sawgrass Mills is a renowned global destination for worldclass shopping, showcasing an unrivaled collection of retailers and unique-to-market brands, dining, and entertainment. The anual total sales value generated from the project is \$1.68. The project's fifteen file arvice restaurants generate a compiled \$100 million in sales. Sawgrass Mills is now owned by Simon Property Group.

Funding Sources: Partnership equity and third party debt

Project Scope 23,000,000 SF Annual Sales: \$1.6 billion

Project Type: Retail, Food & Beverage

**Developer** Republic

## SAWGRASS MILLS Ft. Lauderdale, FL

Republic

THE PORTALS COMPLEX

Washington, DC



Republic Properties Corporation is the master developer of Portals phases I - V and its principals have overseen the entitling, design, construction, financing, and management of all phases. The Portals is a large-scale development project in Washington DC that required extensive infractucture investment, coordination with both local and federal agencies in addition to a multitude of other interested parties in the neighborhood and across the city. Similar to the Armed Forces Retire Home redevelopment, the Portals represents a long-term development process across multiple uses and the complete transformation of the development area and surrounding neighborhoods.

One of the largest projects in the history of the Nation's Capital, The Portals is a \$1 billion mixed-use development representing the last major Urban Renewal project to be constructed on sites in Southwest Washington, DC. This monumental undertaking was also the largest mixed-used project offered by the DC Redevelopment Land Agency, the District's key development arm.

**Owner:** Republic, PacificW estern Bank, Various Equity Partners

Project Type: Mixed Use District (multifamily residential, offic, hotel, retail)

Project Scope: Over 3,000,000 SF Construction Cost: \$1.5 billion Funding Sources: Equity: AIG Investments, Blackstone, Parse Capital, Samsung SRA Asset Mymt. Debt: Pacific estern Bank

WALDORF PARK **Naldorf**, **MD** 



was developed by Republic in the high barrier to entry region of Washington, DC, and, more specifically, in Charles County, Waldorf Park – a 7.49–acre, 35,935–SF retail shopping center Maryland, the wealthiest minority-majority county in the United States.

Owner: Republic

Project Type: Retail, Food & Beverage

Project Scope: 7.49 Acres

at Waldorf Park include Aspen Dental, Jersey Mike's Subs, and the former being subject to a ground lease and the latter leasing an end-cap with a drive thru. Other notable tenants Waldorf Park is anchored by Chick-fil-A and Starbucks, with Crumbl Cookies

Department of the Environment and securing several off-site multi-year entitlement process, including securing a Nontidc access easements with adjacent property owners to provide properties. Republic took Waldorf Park through an extensive, Waldorf Park has been designed to meet the market where the level of ingress and egress required by today's retailers. investor demand is strongest: "bite sized" triple net leased Wetland and Waterway Permit from the Maryland

Partnership equity and debt from Sandy Spring Bank

Funding Sources:

Construction Cost: \$15.4 million 35,935 SF of Retail

Republic

# SENECA CORNER

YMCA of South Palm Beach County

Republic

July 20, 2023

Great Falls, VA



Proposal to Design, Finance, Develop & Operate a Racquet Sport Facility

Submitted to the Greater Boca Raton Beach & Park District

Pharmacy with a drive thru and the site infrastructure for Phase I and Burgers & Fries, Jersey Mike's Subs, and Domino's Pizza. Phase II is set Seneca Corner, a 5,760–SF multitenant building leased to Five Guys In 2019, Republic – through a joint venture with a local landowner – delivered Phase I of Seneca Corner including delivery of a CVS a future Phase II. In 2022, Republic broke ground on Phase II at to deliver in early 2023.

delivered on its vision to bring a national-tenant profile project to the development partner to help them recoup their investment, master Republic was introduced to the landowner by a local real estate finance and deliver on their vision. Since that time, Republic has plan a site, bring a project through entitlements, and ultimately broker, who felt the owner – a private family – needed a wner's site. ando

consistently ranked in the top ten wealthiest counties in the United submarkets in the United States. The entitlement process involved significant community outreach with local civic associations and States and an area known as one of the highest barriers to entry Seneca Corner is located in Great Falls, Virginia, a community ounding neighbors

Owner: Republic

Project Type: Retail, Food & Beverage

Project Scope:

3.21 Acres Phase 1: 11,691-SF CVS Pharmacy Phase 2: 5,760-SF Multi-Tenant Retail

Construction Cost: \$8.3 million

Building

Funding Sources: Partnership equity ar debt from Summit Community Bank

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CONFIDENTIAL PROPRIETARY INFORMATION

Preferred Equity/ Mezzanine	Equity/ Mezzanine Source	Senior Financing	Senior Provider	Type of Project	Type of Financing
\$23m \$23m \$13.5m	Essex Property Trust	\$60m \$85m \$100m	Bank of the West Wispar 2 Finco LLC KKR	Multi-family	Construction Refinancing Refinancing
\$28.8m \$19.6m	Essex Property Trust	\$66m \$92m	Bank of the West Prudential – PGIM	Multi-family	Construction Refinancing
N/A	N/A	\$23.4m \$29.5m	Technology Credit Union MetLife	Multi-family	Construction Refinancing
\$70.2m \$46m	Parse Capital Square Mile Capital	\$100m \$170.2m \$235m	Pacific Western Bank Square Mile Capital Pacific Life	Multi-family	Construction Bridge Permanent
N/A	N/A	\$70m	Freddie Mac	Multi-family	Refinancing
N/A	N/A	\$45.8m	Fannie Mae	Multi-family	Refinancing
\$15.6m	Essex Property Trust	\$59.1m	Freddie Mac	Multi-family	Refinancing
N/A	N/A	\$116.3m	U.S. Bank	Multi-family	Construction
N/A	N/A	\$24.9m	Synovus	Multi-family	Construction
N/A	N/A	\$7.4m	Bridge Bank	Office/Retail	Construction
\$20.9m	Heitman	\$75.3m	Citizens Bank	Multi-family	Construction
N/A	N/A	\$72.3m	First Horizon	Multi-family	Construction
N/A	N/A	\$28.4m	First Horizon	Multi-family	Construction
N/A	N/A	\$33.5m	Renasant Bank	Multi-family	Construction
N/A	N/A	\$43.5m	Ameris Bank	Multi-family	Construction
\$260.9m		\$1.5b			
N/A	N/A	\$17.9m	Freddie Mac	Multi-family	Purchase
N/A	N/A	\$18.4m	Freddie Mac	Multi-family	Purchase
N/A	N/A	\$58.8m	Freddie Mac	Multi-family	Purchase
N/A	N/A	\$13.7m	Freddie Mac	Multi-family	Purchase
N/A	N/A	\$13.2m	Freddie Mac	Multi-family	Purchase
\$4.1m	Riverbanc LLC	\$23.2m	Freddie Mac	Multi-family	Purchase
N/A	N/A	\$22.8m	MFI Capital LLC	Multi-family	Purchase

Project Nome	Location	#Unite/Sf	Verr Financed	Total Financing Cost	Fouriev
Silver at Midtown	San Jose, CA	268 Umits 14,244 SF Retail	2016 2019 2021	\$102.3m \$108m \$113.5m	\$19.3m
Patine at Midtown	San Jose, CA	269 Units	2017 2021	\$118.2m \$111.6m	\$23.4m
Sunsweet	Morgan Hill, CA	83 Units 7,860 SF Retail	2018 2021	\$37.6m \$29.5m	\$14.2m
Portals V	Washington, DC	373 Units	2017 2020 2022	\$216.2m \$216.3m \$235m	\$46m
Meridian	San Jose	218 Units	2015	\$104m	\$33.9m
Marquis	San Jose	166 Units	2016	\$71m	\$25.2m
LINQ at Berryessa Station	San Jose, CA	230 Units 11,650 SF Retail	2017	\$80.7m	\$6m
Gateway Millbrae Residential	Millbrae, CA	320 Units 13,613 SF Retail	2019	\$212.8m	\$96.5m
The Avery	Orlando, FL	200 Units	2021	\$41.6m	\$17.1m
Willow Glen	San Jose, Ca	Mixed Use - 14,935	2021	\$11.5m	\$4.1m
Westmont	Arlington, VA	250 Units 20,000SF Retail	2021	\$115.9m	\$19.7m
The Avida	Orlando, FL	400 Units	2022	\$115.9m	\$43.6m
Harmon at the Lake	Apopka, FL	180 Units	2022	\$43.8m	\$15.3m
Pecan Park	Jacksonsville, FL	240 Units	2022	\$52.9m	\$19.4m
Collins Preserve	Jacksonsville, FL	330 Units	2022	\$65.2m	\$21.6m
Total				\$2.2b	\$405.7m
Apartment Purchases					
Canopy at Belfort Park	Jackonsville, FL	192 Units	2017	\$27.2m	\$9.3m
Courts of Yorkshire Downs	Yorktown, VA	202 Units	2017	\$24.5m	\$6m
Crystal Woods	Alexandria, VA	343 Units	2018	\$79.4m	\$20.5m
Vert at Six Forks	Raleigh, NC	174 Units	2019	\$23.lm	\$9.4m
Villas at Dame Pointe	Jacksonville, FL	180 Units	2016	\$17m	\$3.7m
Somerhill	Gainsville, VA	140 Units	2015	\$31.5m	\$4.lm
Millspring	Pichmond VA	150 Linite	0000	\$30 Qm	4g Im

CONFIDENTIAL PROPRIETARY INFORMATION

Refinancing Refinancing & Renovate

Office

AIG Investments US Bank

\$100m \$130m

AIG Investments AIG Investments (Tranche A + B)

Construction Refinancing

Office

America Apollo Global Management

\$97.5m \$95m

Teachers Ins & Annuity of America Paramount

Group

Teachers Ins & Annuity of

Type of Financing

Type of Project

Senior Provider

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enior Fir

Preferred Equity/ Mezzanine Source

Preferred Equity/ Mezzanine

CONFIDENTIAL PROPRIETARY INFORMATION

# REPUBLIC FAMILY OF COMPANIES: FINANCING ACTIVITIES 2015 TO 2022 (CONT.)

Project Name	Location	#Units / Sf	Year Financed	Total Financing Cost	Equity	Preferred E Mezzanine
Office Construction/Refinancing	Incing					
Republic Square	Washington DC	198,880 SF Office	2018 - 2019	\$164.2m \$133.6m	\$37.2m	\$29.5m \$38.6m
Portals II	Washington DC	609,217 SF Office	2017 - 2020	\$211.8m \$357.3m	\$24.8m	\$111.8m \$202.5m
Portais III	Washington DC	506,626 SF Office	2015	\$257.5m	1	\$97.5m
Gateway Millbrae Office	Millbrae, CA	157,694 SF Office 22,093 SF Retail	2019	\$138m	\$57.Im	N/A
TOTAL				\$1.2b	\$119.1m	\$479.9m
Hospitality						
Homewood Suites	Livermore, CA	104 Rooms	2019 - 2021	\$26.3m \$21m	\$8.3m	N/A N/A
Residence Inn	Livermore, CA	112 Rooms	2018 - 2021	\$26m \$21m	\$8m	N/A N/A
Gateway Mi <b>li</b> brae Hotel	Millbrae, CA	164 Rooms 7,860 SF Retail	2020	\$98.7m	\$20.5m	\$36m
TOTAL				\$193.1m	\$36.9m	\$36m
Retail						
Republic Square Plaza	Livermore, CA	63,735 SF Retail	2018	\$40.7m	\$11.2m	N/A
Seneca Corner	Great Fa <b>l</b> s, VA	3.23 acres	2019 - 2023	\$8.3m	\$3.8m	N/A
Waldorf Park	Waldorf, MD	35,329 SF	2022	\$15.4m	\$5.6m	N/A
Macomb Properties	Washington, DC	18,198 SF Retail	2017	\$11.9m	\$4.9m	N/A
Westmont Properties	Arlington, VA	44,047 SF Retail	2016	\$13m	\$3.7m	N/A
TOTAL				\$87.9m	\$28.8m	I
Land Held for Development						
Block A	San Jose, CA	263 Units 12,000 SF Retail	2019	\$15.3m	\$10.9m	N/A
Livermore - Parcel 4	Livermore, CA	5.11 acres	2019 - 2021	\$7.1m \$3.6m	\$3.3m	N/A N/A
TOTAL				\$26.2m	\$14.3m	

Construction Refinance

Hote

Construction

Hote

Construction

Summitt Community Bank Sandy Spring Bank Sandy Spring Bank Sandy Spring Bank

Construction

Refinance Refinance Purchase Refinance

Land

\$3.6m \$3.6m **\$11.8m** 

N/A N/A

Purchase

Land

Bank of the West Bank of the West Bank of America

\$4.4m

N/A

Construction

Retai Retai Retai Retai Retail

Bank of the West

\$29.5m

N/A N/A N/A N/A

\$3.5m \$9.7m \$9.3m \$59m

\$7m

N/A

\$120.2m

\$42.2m

EB5 Capital

Construction Refinance

Hote

Bank of the West Western Alliance Bank Bank of the West Western Alliance Bank Western Alliance Bank

\$21m \$21m \$18m \$21m

A/N N/A N/A

Construction

Multi-family

US Bank

\$80.9m

A/A

\$663.4m

Refinancing

Office

KEB NY Financial

\$160m

Samsung SRA Asset Mgt. Co. Ltd

CONFIDENTIAL PROPRIETARY INFORMATION

CONFIDENTIAL PROPRIETARY INFORMATION

EQUITY PROVIDER / CONTACT	YEAR	PROJECT	TOTAL EQUITY RAISED (\$MM)
Huntington Hotel Group Contact Kevin Keefer	2020	<b>JV Equity:</b> Gateway Hotel	10.3
Morgan Stanley Contact Nailah Flake-Brown	2013	Preferred Equity: Republic Square I	36.0
Parse Capital, LLC Contact: Adam Mabry	2012	<b>Preferred Equity:</b> Porta <b>l</b> s V	70.3
Pembrook Capital Management LLC Contact: Chris Simon	2012	Preferred Equity: Meridian at Midtown	16.5
Principal Real Estate Investors LLC Contact Jeff Uittenbogaard	2019 2019	<b>JV Equity:</b> Gateway Office Gateway Residential	51.4 86.9
Prudential Financial, Inc. Contact Rushabh Shah	2018 2012	Preferred Equity: Portals II Portals II	92.2 31.1
RiverBanc LLC Contact: Joe Kunson	2015	<b>Preferred Equity:</b> Somerh <b>ili</b> Farms	4.1
Tharldson Hospitality/Tharldson Investments Contact. Joe Blagg	2019 2018	JV Equity: Homewood Suites Residence Inn	4.2 4.0
Samsung SRA Asset Management Co. Ltd Contact: Yonekyung Kim	2014	Proferred Equity: Portals II	97.5
Schneider Downs Corporate Finance, LP Contact: Peter J. Lieberman		<b>JV Equity:</b> Courts at Yorkshire Vert at Six Forks Millspring	4,9 8,0 8,0
TOTAL EQUITY RAISED (\$MM)			\$1,078.4

# CONFIDENTIAL PROPRIETARY INFORMATION

# REPUBLIC FAMILY OF COMPANIES: FINANCING ACTIVITIES 2015 TO 2022 (CONT.)

EQUITY PROVIDER / CONTACT	YEAR	PROJECT	TOTAL EQUITY RAISED (\$MM)
AIG investments Contact: Jeff Flinn	2020	Preferred Equity: Portals II	203.0
Artemis Real Estate Partners Contact: Rich Banjo	2014	Preferred Equity: Republic Square II	34.0
Barry Swenson Builders Contact: Case Swenson	2016 2019	<b>JV Equity:</b> Ohlone Block C Ohlone Block A	9.7 5.5
Blackstone Contact: Michael Nash	2011 2012	<b>Preferred Equity:</b> Republic Square I Portals III	47.0 57.0
Core Companies Contact: Chris Neale	2013	<b>JV Equity:</b> Marquis LINQ	1.8 3.0
EB5 Capital Contact: John Mullen	2020	<b>Preferred Equity:</b> Gateway Hotel	36.0
Essax Property Trust, Inc. Contact Keith Guericke	2013 2014 2018 2018 2019	Preferred Equity: Meridan at Midtown UNQ Ohlone Block C Ohlone Block B	1,0 12,0 2,0 6,6
Essex Property Trust, Inc. Contact: Craig Zimmerman	2017	<b>JV Equity:</b> Ohlone Block B	11.7
Glenrock Builders, Inc. Contact: Rocke Garcia	2018	<b>JV Equity:</b> Morgan H <b>ill</b>	6.8
Harrison Street Real Estate Capital Contact: Justin Gronlie	2018	<b>JV Equity:</b> Crystal Woods	18.0
<b>High Net Worth Individuals (various)</b> Contact Richard Kramer	2013 2014 2018 2018 2019	Friends & Family: Marquis UNQ Margan Hill Livermore Gateway Millbrae	1.0 12.0 7.0 6.6
# Tab 4 – Project Approach

## Wellness Related Community Data & Insights

#### **Background & Purpose:**

In order to be sure that our concept was aligned with community interest and needs, we set out, to analyze multiple primary and secondary information sources in order to inform our planning and gauge the scale of the Facility's potential. In this endeavor, we benefited from Rich Mascolo's expertise in market research and analysis.

The insights supported our YMCA's significant experience both nationally and our 50+ yrs. of local operation.

The main sources:

- <u>ESRI</u>\*\*: A global leader in hyper-local data sources incl. census, lifestyle clusters, etc.
- <u>Proprietary Survey of YSPBC Members ages 50+\*\*\*</u>: Incl. wellness strategies, barriers, program interest, etc.); July 2023
- <u>YMCA Boca Teeca Racquet Sports Facility Study</u>\*:
  - For the purposes of enriching our Plan, we commissioned a proprietary pilot survey among Boca Teeca area residents.
  - Fielded by a nationally recognized research co.; N=850; error margin 3%; balanced sample; 20 min. drive radius (<10 mi.); 95% confidence; July 2023. The questions:
  - *"Have you played any of the following racquet sports within the past 12 mos.: Tennis, Racquetball, Pickleball, Padel or Paddleball?"*
  - "Have you ever played Pickleball?
  - o "If you haven't played Pickleball, do you have any interest in trying it?"
  - "If offered at a local park or place where you exercise, which of the following programs and amenities would be of interest to you and your family?"
    - Drop-in childcare while you exercise
    - Fitness classes like Yoga, Pilates or Zumba
    - Community gathering space for socializing
    - Splash pad for safe water activities
    - Playgrounds for kids to have fun
    - Fitness center with weights & exercise equipment
    - Youth sports like soccer & healthy activities for kids
    - Classes to aid mobility and long-term wellness

- Personal Training
- Aquatics center for training and family fun

#### Main Takeaways:

- Pickleball is a strategically opportune anchor amenity for the Racquet Sports Facility.
  - In addition to its meteoric growth, Pickleball also represents a behavioral/social gateway into other related interests, activities, and community involvement.
- The nature and scope of local, wellness-related community needs extend way beyond that of a traditional Racquet Sports Facility.
  - o Incl. Traditional Fitness, Group Exercise, Social Spaces, Aquatics, Youth programs
- Our constituency is diverse with respect to Age, Socio-economic status, Life Stage, and Interests. Our facility's programs, places, and pricing must address those differences.
  - A few examples:
    - Resident Age distribution is basically divided in thirds: < 35 yrs. (35.3%), 35-64 (35.0%), 65+ (29.7%).\*\*
      - Behind Baby Boomers, (ages 65-74), 'Generation Z' (15-24) is the next largest cohort at 12.5% of the total pop.\*\*
    - Med. Net Worth is \$217k; 10% of HH's below poverty level (ACS 2021)
    - Diversity Index is 64.0 (0 = no diversity; 100 = complete diversity)

#### A Closer Look at the Findings by Conceptual Project Phase:

Sources (unless otherwise noted): YMCA Boca Teeca Racquet Sports Facility Study, 2023(\*), ESRI (\*\*), 2023 YMCA Proprietary Survey of YSPBC Members ages 50+, 2023 (\*\*\*)

#### Phase 1: The Launch

A one-of-a-kind Racquet Sports Facility with complementary wellness amenities.

- 1. Indoor/Outdoor Pickleball pavilion (5 covered courts, 10 outdoor courts)
- 2. Fitness center (7,000 sq. ft. that incl. weights, fitness equipment, etc.)
- 3. Group Exercise studio for fitness/group exercise classes (e.g., Yoga, Pilates, Zumba etc.)
- 4. General Public and member/participant spaces for social gathering
- 5. Drop-in Childcare center (for use while parents exercise)

- **<u>1.</u>** <u>Pickleball</u> exhibits huge potential within the Boca Teeca service area.
- Some Overall Pickleball Stats:
  - Compound annual growth rates:
    - 28.3% from 2019-2022 (SFIA, 2023).
    - 39.3% in past 2 yrs. (Assoc. of Pickleball Professionals, 2023).
    - Avg. player Age has dropped from 41.0 in 2020 to 38.1 in 2022. (SFIA, 2023).
      - 27.8% of players are ages 18-34 now highest among any group.
      - Ages 55+ represent 19.8% of total.
    - 60% of players are men but the fastest growth is among women.
    - 45% of players said they plan to play more in the next 6 mos. than in the past 6 mos. (Assoc. of Pickleball Professionals, 2023).
    - o 2022 Pickleball 87.5% growth greatly outpaced Tennis' 4% (USTA, SFIA)
- Local, Pickleball Insights:
  - 30.6% of those surveyed have played Pickleball (66.4% had not).\*
  - Of the non-Pickleball players, 41.3% want to try it and 19.4% are "not sure".\*
  - 27.4% potential new players = [66.4% haven't played] x [41.3% want to try].\*
    - The pool of potential new players (27.4%) almost equals the number of current/former players (30.6%).\*
    - Half again as many (1.6x) respondents want to try Pickleball than have played it in last 12 mos. (17.6%).\*
    - There are almost as many potential Pickleball players (27.4%) as those who have played tennis in the past 12 mos. (32.8%).\*
  - Within the past 12 mos., Tennis participation among responders drops drastically as player age increases (from 48.0% among 18-24 to 9.4% among 65+).\*
  - Among those surveyed, Tennis participation is 2x that of Pickleball until age 55 at which point the participation percents equalize.\*
  - Two thirds of respondents (65.5%) played a form of racquet sports in the past year: Tennis (32.8%), Pickleball (17.6%), Racquetball (8.4%); Paddle/Padel 6.7%)\*

#### 2. <u>Fitness Center</u> is the top vote-getting amenity among virtually all survey respondents:

- "Fitness center with weights, exercise equipment" was by far the highest scoring amenity across the board with over half (56.2%) of responders citing its appeal.\*
  - Peak interest was among 25-34 (67.1%) and 35-44 (65.4%)\*. Although the lowest scores were among ages 65+, well over a third (38.1) still expressed interest\*.
  - Well over half (57.8%) of Households with Children < 18 found it appealing.\*</li>
- Almost two thirds (63.8%) of non-players who expressed interest in playing Pickleball also showed an interest in a "Fitness Center with weights & exercise equipment"\*
- Almost half (41.7%) of respondents expressed interest in 'Personal Training''\*

- 34% of those within a 10 min. drive time *"Make sure they exercise regularly".*\*\*
- At 18%, Weightlifting was the #2 ranked 'physical activity' among local residents\*\*
- When asked, "Which fitness classes do you take now?", the #1 overall response (35.2%) was 'No classes, I just use the wellness center."\*\*\*
- When asked, "What is the YMCA's primary benefit to you and your family?"\*\*\*
  - At 87.6%, 'Improved personal health & fitness' was the most cited by far.

### 3. <u>Group Exercise/Fitness Studio</u> enjoys a significantly broad, deep appeal:

- Overall, "Fitness classes like Yoga, Pilates and Zumba" enjoyed the 2<sup>nd</sup> highest level of interest among responders at an extremely strong 43.8%.\*
  - Observed strong, mid-to-high 40% interest levels among all 25-64 brackets; about a third of the 18-24 set (38.7%) and 65+ (33.1%) also expressed interest.\*
- Half of non-Pickleball players (50.2%) who expressed interest in playing Pickleball were also interested in *"Fitness Classes like Yoga, Pilates & Zumba"*.\*
- "Classes to aid mobility & long-term wellness" appealed to almost a third (30.4%)\*
- Yoga and Aerobics were the #4 and #5 top ranked 'physical activity' among residents within a 10 min drive time (27% combined)\*\*
- Q: "Which fitness classes do you currently participate in?"\*\*\*:
  - At 32.4%, 'Mind, Body, Spirit' classes (Yoga, Pilates, Tai Chi) tallied the 2<sup>nd</sup> highest score of any class.
  - Almost 1-in-5 (18.8%) mentioned 'Senior Fitness'.
- Q: "Which fitness classes are likely to become most important to you in the next 2-3 years?"\*\*\*:
  - 'Mind, Body, Spirit' classes (Yoga, Pilates, Tai Chi) scored highest at 47.5%.
  - Almost a third (30.3) cited 'Senior Fitness'.
- 80% of responders expressed satisfaction with Y wellness programs.\*\*\*
  - Almost half (41%) were 'very satisfied'.

#### <u>4.</u> <u>Social Gathering Spaces</u> are generally seen as a key component:

- Q: "What kinds of things do you do to promote a healthy & fulfilling life?"\*\*\*:
  - 80.9% said, 'Socialize with family & friends.', (esp. among older groups).
  - 42.6% reported, 'Spend a lot of time outdoors'.
- Over a third of responders (34.8%) expressed interest in having *"Community gathering spaces for socializing"*.\*
  - Interest scores were in the mid 30%s among a broad age range of residents (25-64). The greatest interest (45.1%) was reported by age 35-44 responders.
- Q: "What is the YMCA's primary benefit to you and your family?"
  - A quarter (25.5%) cited, 'Social aspect, seeing friends and making new ones'.

- 5. Drop-in Childcare Center holds real appeal for young, growing families:
- Within a 20 min drive radius there are 50,000+ (21.6%) HH's with children <18 (2010)\*\*
- Over a quarter of all respondents (28.7%) cited interest in "Drop-in Childcare"\*
  - Not surprisingly, greatest interest was among the 25-34 (22.5%) and 35-44 (21.8%) age brackets.\*

#### Phase 2: Core Expansion + Youth

#### Expand all core facilities (racquet, fitness, group ex) and add a major Youth component.

- Group Fitness Indoor/Outdoor Mezzanine
- Tennis courts (3),
- Padel courts (3)
- Youth Development Center
- Playground

#### Playground:

- More than half (56.1%) of HH's with children showed interest in "*Playgrounds for kids to have fun.*' \*
- Overall, almost a third (31.1%) expressed interest\*

#### Youth Activities:

- Almost half (47.5%) of HH's with children found 'Youth Sports like soccer and healthy activities for kids' appealing.\*
- Overall, a quarter (24.3%) of respondents showed interest.

#### Phase 3: Full-Service Community 'Destination'

A Beach & Parks campus with leading edge wellness and racquet sports at its heart.

- Lap Swimming Pool & Splashpad
- Indoor Gymnasium
- Additional Group Exercise studio & expanded changing facilities
- Soccer mini-pitches (2) and shaded viewing area

#### Pool & Splashpad:

- Almost half of HH's with children (47.8%) expressed interest in an 'Aquatics Center for training and family fun'\*
- Overall, a third (34.7%) of responders also saw the appeal.\*
- At 21%, Swimming was the top-ranked 'physical activity' among area residents.\*\*
- Nearly a quarter of respondents (22.8%) found a "Splashpad for safe water activities' appealing.\*

## **Results from the YMCA Boca Teeca Racquet Sports Facility Study:**

Q: If offered at a local park or place where you exercise, which of the following programs and amenities would be of interest to you and your family?



## Facility Scope Definition & Estimated Budgets



#### Concept: Phase One – 77,000 Square Feet, \$8.9 Million

The YMCA proposes a project delivered in multiple phases, allowing for a timelier delivery of the project while fundraising continues for later phases.

The approach to this project is to develop a contemporary and unique YMCA campus that takes advantage of the favorable climate and capitalizes on why people choose to live in beautiful Boca Raton – to be outside. At the same time, Y envisions a project with plenty of shelter from the sun and regular rain that falls in the tropics. There will be fans aplenty to move air, as well!

The third pillar of the YMCA's cause is *social responsibility*, so in future iterations of the design of the campus, it only makes sense for the project to align with the District's desire for responsible landscaping (SITES) as well as additional energy saving and other sustainable building practices. The entire project will be delivered to meet Florida hurricane standards as well as all local building codes.

As shown above, Phase One of the project includes 77,000 square feet of recreational and healthy living venues designed to meet the needs articulated above. It also accounts for approximately 160 parking stalls initially but could be more if needed. We estimate that the elements shown above and described below, excluding the public social gathering spaces that Republic Metropolitan, or another developer, would work with us to redesign, finance, and deliver, can be constructed for approximately \$8.9 million or an economic \$116/square foot of indoor and outdoor venues.

We initially propose that the offering would likely contain, subject to funding, the following:

1. Wellness Building (approximately 10,000 sf): an air-conditioned interior space that includes strength, cardio, and stretching areas for members and guests. Outfitted with the latest advances in wellness equipment, this offering meets the #1 area of interest for local residents as found during our initial discovery effort.

The building would also contain a YMCA Kids Zone where parents can place their infants, toddlers, and young children into a caring, playful environment while they exercise or recreate. Adequate, but limited space would also be provided initially for changing and showering.

 On the second level of the wellness building, accessed by either stairs or a lift, one would find a spacious Wellness Studio for group exercise (yoga, pilates, tai chi, etc.), youth programs (martial arts, dance, etc.), or educational programs (diabetes prevention, cancer recovery, weight loss, etc.).



- 3. We envision that the greatest amount of square footage in the total project would be dedicated to pickleball including the 5 courts found under the **Pickleball Pavilion**, a steel structure designed to maximize shade and shelter for play throughout the day.
- Adjacent to and immediately to the east of the pavilion, we are showing 10 additional Outdoor Pickleball Courts. Across the project, all courts would be designed for recreational as well as professional play.
- 5. The Y is not in the food, beverage, and retail business, so we propose partnering with a developer to create a place where we people want to gather, eat, drink, listen to music, and spend time with friends. Republic Metropolitan is a reputable developer that has a proven ability to work collaboratively and productively with YMCAs, government entities like the District, and other non-profits. The **Social Commons** area would likely be enlarged in future iterations of the design that we would collaborate with both the District and a developer to create
- 6. A vertical, anchored shipping container serves as a tower and beacon inviting the community into the shared facility but also denotes the transition from the Social Commons to the Center. We imagine using the back of the tower as a rock-climbing amenity, providing another opportunity for recreation in and amongst Member Social gathering space as participants transition in and amongst the venues of the facility or conduct business at the YMCA reception desk and welcome center.
- One of the ways that the design both creatively and sustainably re-uses refurbished and custom-adapted shipping containers throughout the project, is as two-level Shade Structures that function as shaded, social pods amongst the outdoor pickleball courts





## Concept: Phase Two – 65,000 Square Feet, \$4.125 Million,

In the second phase of the concept, we see several elements being added including additional racquet sports (#4 Padel and #5 Tennis above).

In an effort to begin to serve more purposefully all ages, we envision an approximately 4,000 square foot **Youth Development Building** (#1) that would serve as a home base for camp programs as well as an array of other youth serving programs like STEM, Arts, and Ninja/Parkour, potentially. The Youth Building sits adjacent to a shade-covered **Playground** (#2) activity space for youth.

Perhaps the most striking phase two feature will be the imagined two-story **Outdoor Studio Mezzanine** (#3) that will serve as two new program spaces capable of hosting additional group programs like outdoor yoga, boot camps, or dance fitness while below outdoor fitness advocates are able to catch a workout.

In Phase Two, approximately 90 additional parking stalls would likely need to be added.

When completed, the second phase, if built as described, would create an additional 65,000 square feet of activity space at an approximate cost of \$4.125 million, or \$64 per square foot.

Note: Additional images provided in the Tab 4 - Attachments section.



## Concept: Phase Three – 43,000 Square Feet, \$8.65 Million

In the likely final phase of the project, we conceptualize the addition of several key elements enabling this facility to finally meet all of the needs identified by Mr. Mascolo during his community wants and needs discovery effort.

The original Wellness Building is added onto with a 4,000 square foot addition (#1) that includes new **Locker Rooms** as well as another **Wellness Studio** program space capable of hosting for more classes and community offerings. This final piece creates a compelling block of adjacent studio program spaces between the two indoor second story studios and the Mezzanine.

In our concept, we can now several exciting new elements including an indoor **Gymnasium** (#2) for court sports like basketball and volleyball as well as an outdoor **Swimming Pool** (#3) for teaching swimming, holding water exercise classes, and providing lap swimming opportunities.

Finally, at the back of the property, we now also find a **Splash Pad** (#4) located adjacent to the new pool as well as two Soccer/Futsal walled, artificial turf **Mini-Pitches** (#5) and a shaded viewing area for parents and other spectators. This area would not be limited to use only by youth. All ages can play!

At 43,000 square feet, we estimate a Phase Three budget of \$8.65 Million or \$201 per square foot of new activity space.

## **Estimated Capital Budget**

The following amounts include design and engineering fees, additional consultant reports, permits, hard construction costs, FFE, construction contingencies, and owners contingencies. It does not include Developer's costs for food, beverage and retail and also does not yet assume their share of infrastructure costs.

#### Phase One Estimate- 77,000 SF, \$116 per square foot

٠	Site work/ tap fees/ permits	\$ 795,375
•	Wellness building	\$3,576,771
•	Front and rear courtyard	\$ 575,700
•	Pickleball pavilion	\$1,590,750
•	Outdoor pickleball and shade	\$ 790,830
٠	Site fence	\$ 151,500
•	Parking lot A	\$ 390,000
•	Sub-Total Phase 1 -	\$7,870,926
٠	Total Phase 1 (with approximate13% buffer)	\$8,900,000

#### Phase Two Estimate – 65,000 SF, \$64 per square foot

Outdoor mezzanine	\$ 636,300
• Padel	\$ 557,338
• Tennis	\$ 582,349
• Games	\$ 300,000
<ul> <li>Youth building</li> </ul>	\$1,080,734
<ul> <li>Playground</li> </ul>	\$ 250,000
Parking lot B	\$ 240,000
<u>Sub-Total Phase 2</u>	\$3,646,721
<ul> <li>Total Phase 2 (with 13% buffer) -</li> </ul>	\$4,125,000

#### Phase Three Estimate – 43,000 SF, \$201 per square foot

• Gymnasium	\$2,496,986
<ul> <li>Pool and Splash Pad</li> </ul>	\$3,211,800
<ul> <li>Locker room and studio addition</li> </ul>	\$1,451,070
• Mini Pitch	\$ 492,375
• <u>Sub-Total Phase 3</u>	\$7,652,231
Total Phase 3 (with 13% buffer)	\$8,650,000

#### Total Project Estimate – 185,000 SF, \$117 per square foot \$21,675,000

## **Estimated Operating Budget: All Phases**

The following scenarios assume a 3%, 4%, and 6% household market penetration rates respectively for memberships. Penetration increases as amenities and programs offered grow with new venues coming online.

Revenue	Phase One	Phase Two	Phase Three
<ul> <li>Annual Philanthropy</li> <li>Membership Revenue</li> <li>Program Revenue</li> <li>Special Event Revenue</li> <li><u>Miscellaneous</u></li> <li>Subtotal Revenue</li> </ul>	<pre>\$ 150,000 \$ 1,453,086 \$ 150,000 \$ 100,000 \$ 50,000 \$ 50,000 \$ 1,903,086</pre>	\$ 200,000 \$1,937,448 \$ 350,000 \$ 100,000 \$ 75,000 <b>\$2,662,448</b>	<ul> <li>\$ 300,000</li> <li>\$2,906,172</li> <li>\$ 750,000</li> <li>\$ 100,000</li> <li>\$ 100,000</li> <li>\$4,156,172</li> </ul>
Expense			
<ul> <li>Salaries &amp; Benefits</li> <li>Supplies</li> <li>Occupancy</li> <li>Depreciation</li> <li>Administrative Overhead</li> <li><u>Miscellaneous</u></li> <li>Subtotal Expense</li> </ul>	\$1,100,000 \$ 15,000 \$ 115,000 \$ 235,000 \$ 335,517 \$ 100,000 <b>\$1,900,517</b>	\$1,500,000 \$35,000 \$160,000 \$350,000 \$441,773 \$125,000 <b>\$2,611,773</b>	\$2,200,000 \$60,000 \$215,000 \$600,000 \$696,159 \$200,000 <b>\$3,971,159</b>
Net Income	\$ 2,569	\$ 50,675	\$ 185,013

#### Innovation

### **A Public-Private Partnership**

In coming to the District with an innovative proposal, the YMCA offers a unique form of publicprivate partnership of a kind that is seen across the country between governmental entities and YMCAs. We have presented herein a very cost-effective vision for a very large campus of more than 200,000 square feet once a food, beverage, and retail concept is layered in with a developer like Republic Metropolitan. That said, raising nearly \$22 million, even when spread out over a number of successive campaigns is no easy task for a Y.

To that end, we would like to propose a different arrangement, and on in which the possibility of the District as a contributor to the capital stack is fully explored.

Assembling nearly \$22M in capital is going to require a multi-year capital campaign that includes Government grants (local, state, and federal), partnerships (Republic Metropolitan), private philanthropy, and perhaps some low interest financing born by the Y, but perhaps facilitated by the District.

## **Ownership & Operating Structure**

The YMCA is open to exploring any and all forms of ownership structure including but not limited to a structure in which the District owns the racquet and recreation facility that has been jointly funded, but the Y operates the facility as a Y membership and program center under a long-term, no-cost lease arrangement. A key part of the Y's operational responsibility could be full responsibility for ongoing cap-ex repairs and improvements, freeing the District of any ongoing capital reinvestments.

We would like to explore with the District all of these possibilities and more under the auspices of an MOU that protects both Beach & Parks' and the Y's interests while respecting the different governance requirements of both organizations.

## **Sustainability**

The operating budgets presented above demonstrate the sustainability of the concept presented. With the power of the Y brand behind it, the market interest demonstrated by Mr. Mascolo, the support around the enterprise of the YMCAs administrative team and volunteers, and the YMCA's proven ability to deliver a wide array of programs, this project has tremendous upside and a strong likelihood of being sustainable for many years to come. Depreciation will generate cash for continued upkeep of the property and the maintaining of a quality standard understandably expected by both organizations.

The YMCA's revenue mix are both key too long-term sustainability, and the Y would propose following its existent model comprised largely of membership revenue (individual, senior, family and youth categories) strongly enhanced by program revenue (classes, lessons, camps, personal training & instruction) and supported by a number of other revenue sources including ongoing philanthropy, special events, and a miscellaneous line mostly comprised of guest pass income.

It is important to note that, for persons not able to afford full membership or program fees due to limited income, the YMCA provides financial assistance on a sliding fee scale. A for-profit provider would not do this and only persons who could afford their offering would be able to participate. Additionally, the Y sets pricing at very reasonable and affordable levels for the quality of the programs and services provided. In cases where taxpayer dollars are utilized to bring YMCAs forward, the taxpayers often receive some form of discounted access to the Y, and we would be open too that discussion as well.

Provided that the District agrees to a third development partner to bring food, beverage and retail too the mix, the Beach & Parks also stands to benefit greatly from those taxable businesses.

#### **Project Management plan and Proposed Timeline**

In the event that a developer is included in the project, the YMCA could see, in return for a development fee, working closely with the developer to deliver the first phase of construction as a way to benefit from the firm's expertise in project management. In later phases it would make sense for the YMCA to hire an owner's rep too deliver the ensuing projects. In both cases, the Y would propose taking the lead in facilitating delivery of the projects but would of course welcome participation by the district to the degree that it would like to be involved. Collaboration is key in every aspect of the design, funding, construction, and operation. That is how our community will benefit the most.

The YMCA is in the late stages of a process to begin a capital campaign in support of improvements to its two main facilities, so the timing could not be better for this project to be added to the mix as much of the preparation for fund development is already happening.

To that extent, we propose the following timeline, dependent upon how the agreement the District to fund, deliver, and operate the Center comes to fruition. This is also contingent upon a variety of factors out of either party's control:

•	Aug – Dec 2023	Finalize MOU between the District and YMCA
•	Jan 2024 – Dec 2025	Communication, Fund Development, Architect/Contractor Selection & Design Development, Developer Agreement
•	Jan 2026 – Dec 2026	Continued Fund Development, Design Completion, and Construction Underway
•	Jan 2027 – May 2027	Fund Development, Construction, and Grand Opening

### **Conclusion & Proposed Next Steps**

In this proposal we have presented a compelling opportunity for a three-way collaboration amongst the Beach & Parks District, the YMCA, and a private developer to deliver a striking addition to the portfolio of services and amenities to the Greater Boca Raton community.

Because the YMCA is not a typical for-profit firm, turning this vision into reality requires require a different approach than what is envisioned in a typical RFP that is seeking a vendor.

#### But what an opportunity!

The YMCA not only brings a nationally recognized brand and a 50-year track record in the community, but it also carries with it a cause-and purpose-driven philosophy that aligns with the District's desire to serve the common good, positively impact all residents of the community, and strengthen what is already an amazing south Florida community.

We hope that you are as excited about the groundbreaking concept that we have presented and, when placed in the right hands, the number of programs it can support, the diversity of people that it can engage, and the degree to which it can enhance the community we both serve.

If the District has interest in moving forward alongside the YMCA, we propose, as first next step, that key leaders from both the YMCA (staff and volunteers) and the Beach & Park District come together to map out a path forward that both community-serving entities can pursue together. By working together, we can make magic happen in Boca Teeca.

Thank you for the opportunity to submit our proposal.

# **Attachments**

## **Additional Renderings**

















# Tab 5 – Affidavits