

GREATER BOCA RATON
BEACH & PARK DISTRICT
**RACQUET SPORT FACILITY
PROPOSAL**



JULY 20, 2023

INTRODUCTION

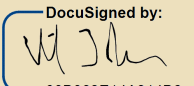
RFP 2023-04

Thank you for the opportunity to introduce the District to Camp Pickle.

The Request for Proposal to Design, Finance, Develop and Operate a Racquet Sport Facility at Park Site Located in Boca Raton, FL. delivers an opportunity to bring Camp Pickle to Boca Raton. As an industry leader in eatertainment concepts, Camp Pickle not only fulfills the District's desire for pickleball courts but brings a comprehensive craft food, beverage, and entertainment experience to the District. Pickleball attracts players across all demographics creating opportunities for friends, families, and communities of all ages to socialize and connect. Designed to support both ala carte guests and community or corporate events, Camp Pickle fosters those connections and drives business and revenues to the District through an unmatched guest experience.

Along with our development partners, we have the flexibility to tailor a public/private partnership structure that will benefit both the District and Camp Pickle. Our award-winning design, development and operations team has personal ties to the area and would relish the opportunity to become an asset to the community.

Sincerely,

DocuSigned by:

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Robert Thompson, CEO
Camp Pickle Growth Co, LLC

CAMP PICKLE



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FIRM INFORMATION

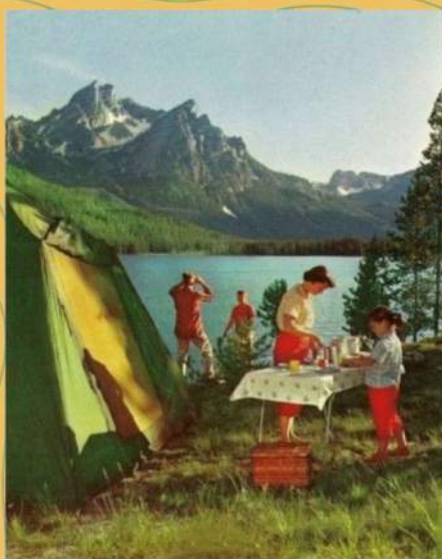


CAMP PICKLE

A NEW CONCEPT



Camp Pickle is nostalgic Americana. A place and time when friends and families warmly gathered over recreational pastimes such as horseshoes, darts, bowling, deck shuffle, and maybe a drinking game or two. And now, pickleball, America's fastest growing sport*, is set to join the pantheon of classic American recreations for both competitive and casual experience seekers. Set in a 1940's rustic "summer camp" aesthetic, Camp Pickle is the new "national park" experience for all ages. It provides an atmosphere for large and small groups, singles, and companion matching. Its core business is a scratch kitchen and craft libations operation utilizing the variety of recreational activations as the magnet to generate what is anticipated to be 83% food and beverage sales. We believe Camp Pickle sales will live at the top of the ladder in an eatertainment category known for high unit volumes.



Experience Camp Pickle

*Source: *Pickleball Frenzy: The race to open eatertainment hotspots*, FSR Magazine, June 2023



CAMP PICKLE

CAMP PICKLE DNA



The DNA of Camp Pickle is a dynamic combination of elements that together create one of the most exciting looks at eatertainment since 2010 when Punch Bowl Social founder, Robert Thompson, reimagined the category with an award-winning brand. Our wood-fired menu features crave-worthy, made-from-scratch dishes inspired by Mexican zest and southern American comfort food. Camp Pickle’s high-volume craft beverage program features thoughtfully curated drinks that offer something for everyone, whether they’re playing pickleball and lookin’ to refresh booze-free, or stretching happy hour into the twilight hours. Our social gaming program was built to provide each customer who enters our camp with an authentic, customizable experience – one that’s perfect for creating quality family time, creating friendships, and blowing off steam with coworkers.



Reference to any specific enterprise, strategy or investments made directly or indirectly in this presentation cannot predict that future performance will be profitable, equal any corresponding historical performance level(s) or be suitable as an investment due to various factors including changing market conditions. For further information on this subject, please see page 51 of this presentation.

OPERATING EXPERIENCE IS EVERYTHING



Camp Pickle will boast the most experienced eatertainment management team in the industry.

Founder and CEO, Robert Thompson, has been successfully developing and operating eatertainment venues since 1997, longer than any executive in the eatertainment sub-segment. Thompson has capitalized, developed, and operated 25 large format eatertainment units. His assembled management team, fresh off a decade's long growth push with Punch Bowl Social, has the institutional knowledge to ensure Camp Pickle's success.

Punch Bowl Social

- Grew to over 20 units across the country (avg sq ft 23,000)
- AUV \$7.2m
- Backed by leading private equity firm L Catterton
- L Catterton sold its interest in Punch Bowl to Cracker Barrel (NYSE:CBRL) at a valuation of \$185 million

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BRAND IS A CLOSE SECOND



While Chicken-N-Pickle and recreational courts in city parks across the nation are a fun way to experience pickleball, no company has coupled an efficient facility layout with an enveloping “brand” consumers can sink their teeth into. Leveraging the team’s track record for such recognitions as “2019 Fast Company Magazine’s 50 Most Innovative Companies in the World” and Nation’s Restaurant News “Breakout Brand” as well as “Hot Concept” awards, we believe Camp Pickle will quickly become the cream that rises to the top of the barrel.

FEATURES

- INDOOR PICKLEBALL COURTS
- OUTDOOR PICKLEBALL COURTS
- EFFICIENT FOOD COUNTER SERVICE
- BARS 2-3
- AREA FOR OUTDOOR BAND
- INDOOR/OUTDOOR DINING
- 1,000 + SEATS
- 2,500 + CAPACITY
- MODULATED CORPORATE EVENT SPACE
- FIREPITS
- DUCKPIN BOWLING
- TENT-CABANAS
- DARTS PROGRAM
- ARTISIANAL COCKTAIL PROGRAM for scale
- PROVEN ENTERTAINMENT OPERATOR for scale
- DISTINGUISHED CULINARY PROGRAM for scale
- DISTINGUISHED "BRAND" for scale

	CNP	CAMP PICKLE
	Y	Y
	Y	Y
	Y	Y
	Y	Y
	Y	Y
	Y	Y
	Y	Y
	Y	Y
	Y	Y
	Y	Y
	X	Y
	X	Y
	X	Y
	X	Y
	X	Y
	X	Y
	X	Y

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**CAMP
PICKLE**

INTERNAL TEAM



CAMP PICKLE

ROBERT THOMPSON

Founder and CEO, Angevin & Co



As a 20-something bartender and waiter in the early 1990's, Robert Thompson bounced from the US to the UK, gaining experience in restaurants and pubs where he sowed the seeds for his future passion. In 1997 at the age of 25, Robert opened his first restaurant, a large-format, dual concept called Buffalo Billiards & Havana Lounge in Nashville, launching what would become a lifelong career in hospitality.

Punch Bowl Social was imagined by Robert after an extensive career conceptualizing and operating both large-format entertainment brands and independent boutique restaurants. Following the award-winning openings of nine different restaurant concepts, Robert began to actualize his vision for Punch Bowl Social in early 2010, opening the first location in Denver's historic Baker neighborhood in 2012. With lines around the block starting on day one, it was clear that Punch Bowl Social had struck a chord with young diners and drinkers seeking out-of-the-ordinary. Robert opened 20 locations and elevated 2019 sales to \$119m. In 2017, Robert brought in

premier PE firm L Catterton, and in 2019 transacted L Catterton out with a new strategic partner, Cracker Barrel (NYSE: CBRL), at a \$185m enterprise value.

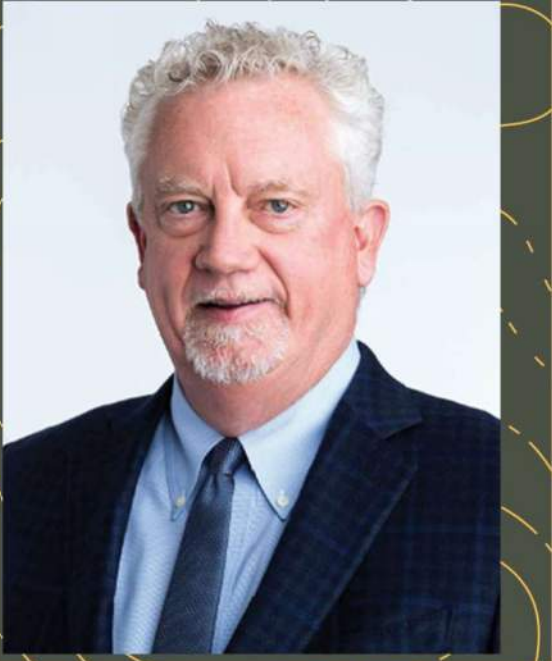
In 2017, Ernst & Young recognized Robert's contribution to the hospitality industry by naming him a recipient of the prestigious Entrepreneur of The Year® award. Robert's Punch Bowl Social brand earned a number of awards and recognitions, including Fast Company Magazine's 50 Most Innovative Companies in the World 2019, Nation's Restaurant News' 2018 Hot Concept, the 2017 Inc. 5000 list of fastest-growing private companies in America, and Nation's Restaurant News' 2017 Next 20 Brands to Watch and a 2015 Breakout Brand.

Following the 2020 pandemic, Robert established a new hospitality company named Angevin & Co. in New Orleans. In 2021, Angevin & Co. acquired the historic Frenchmen Hotel on Frenchmen Street, which re-opened in February 2022 after a top-to-bottom reimagination including a live music venue named Midnight Revival. In December of 2021 Robert purchased the 93-room historic Whitney Hotel in NOLA's CBD. The Whitney will become Hotel Fiona in April of 2023. Never far from his restaurateur roots, in November of 2021 Robert launched a new beverage-forward tapas concept named Three Saints Revival in Denver's North Union Station Neighborhood.

Born on a military base in Germany and raised in Mississippi, Robert loves traveling to explore the roots of international cuisine and design. A lifelong fitness enthusiast, he loves taking long, mind-clearing runs and spending every free moment with his wife, Mia, and their three sons.

BILL ALLEN

Board Member / Strategic Advisor



A. William Allen III is a well-respected visionary within the restaurant industry. Recognized as a strategic industry visionary, Mr. Allen brings startup, turnaround, brand ID, early stage capital advisory, LBO and M&A expertise.

Mr. Allen was Co-Founder of Fleming's Prime Steakhouse & Wine Bar and former Chief Executive Officer and Chairman of OSI Restaurant Partners (Bloomin' Brands).

Bloomin' Brands is a portfolio of casual dining brands, including Outback Steakhouse, Carrabba's Italian Grill, Fleming's Prime Steakhouse & Wine Bar, and Bonefish Grill. Mr. Allen was the CEO of Bloomin' Brands for five years. Most notably, Mr. Allen was responsible for taking Bloomin Brands private in a \$3.9 Billion transaction. After successfully restructuring that Company, he retired in November 2009 and served as Chairman of the Board for two years.

Before his appointment as CEO of Bloomin Brands, Mr. Allen was involved in creating and expanding Fleming's Prime Steakhouse & Wine Bar with his Partner and Co-Founder, Paul Fleming.

Mr. Allen has acted as an Investor, Advisor, and Board member to a wide portfolio of established and early-stage growth companies to include; Fleming's Steakhouse, Habit Burger, Paul Martin's American Grill, Mendocino Farms, Piada, Protein Bar, Dig, Modern Markets, Proper Foods, Boqueria, TE2, Omnivore, Pepper Technology, Studio Movie Grill, Velvet Taco, Just Food for Dogs, Chopt/Dos Toros (Founder's Table), Tender Greens/Tocaya (One Table), Relevant, Bobby's Burgers by Bobby Flay, Uncle Julio's, Whiskey Cake/Sixty Vines/Mexican Sugar/Ida Claire (Front Burner Restaurants), Toco Madera, Barcelona and Bar Taco, The Laser Spine Institute, PDQ, Cobalt, HopDoddy, Good Gracious, POP ID, Two Time Brewery, Revel Systems, Qdoba, and Punch Bowl Social. His passion is to serve as an advisor to Founders and Management to help them manage growth successfully by formulating effective strategies and efficiently accessing capital markets.

Mr. Allen enjoys longstanding relationships in Consumer Private Equity, most notably with L'Catterton and Butterfly.

STEVE KING

Board Member



During his nearly 13 year tenure at Dave & Busters as CEO and Chairman, Steve spearheaded the evolution of the brand's positioning to "Eat Drink Play Watch," broadening its appeal across all generations and demographics, resulting in more than doubling of the Company's revenue to \$1.1 billion, and quadrupling of EBITDA to \$265M. Under his leadership, the Company doubled its store count, consistently delivering excellent cash on cash returns. Mr. King also guided the brand through a successful return to the public markets in 2014, followed by four consecutive years of record growth.



MICHAEL PIRRAGLIA

Board Member



Michael Pirraglia is an Operating Partner with Good Alpha Industries, a high impact venture capital firm focused exclusively on consumer products, consumer entertainment and consumer technology companies. Michael is also Founder and Managing Member of Liviola Ventures, a good and beverage investment group specializing in strategic investments and highly-specialized advisory services. He is also Co-Founder of TORG Holdings, a holding company that invests in, develops and operates unique restaurant and hospitality projects. Michael is also the Co-Founder of several restaurant concepts, including Oak & Almond, Tavola Italian Kitchen, Tuscan Oven and Moto Restaurants, where he served as a Founding Board Member and held several senior leadership roles. Michael was a key figure in developing his Company's strategic road map, leading to its growth and subsequent exit. He is currently a member of the Board of Directors at TORG holdings, as well as a member of several advisory boards in the

restaurant and hospitality industry and for several organizations in the wine and spirits industry. Michael had advised several well-respected restaurant groups and private equity investors in a variety of complex transactions and strategic partnerships, including strategic repositioning and mobilization of several growth brands, turnaround efforts and a diverse real estate portfolio consisting of over 100 units. Michael has served on several industry boards, including the California Restaurant Association, where he served on the Board's Nominating Committee.

Michael's family has been very active in and around Boca Raton for several years. The Pirraglia family has resided in Boca Raton since 2004 and Michael's sister, who also lives in Boca Raton, has been and elementary school teacher in the area for over 15 years.



LEAH GRIMM

Chief Operating Officer



Leah has over 24 years of business experience in multiple facets of the hospitality industry. Leah's expertise lies in Sales & Marketing, Restaurant Operations, Business Development, Strategic Planning, Tactical Implementation, Talent Development, Training and Recruiting.

Most recently, Leah joined the Finally Restaurant Group as Chief People Officer to take over the HR function with emphasis on a post-COVID evolution in talent development and training programming. In partnership with operations leadership, Leah has help build a restaurant support structure that will allow for swift and continuous organizational growth.

Previously, Leah served Punch Bowl Social for 10 years as Vice President of Sales, Training & Human Resources. Leah was a key member of the senior team in partnership with the CEO, COO and CFO and in addition to leading the Sales department, Leah was responsible for ideation,

strategy, operationalizing and tactically implementing systems and processes for the Punch Bowl Social Brand. Leah is an excellent facilitator having created and delivered multiple strategic leadership development seminars inspiring results and contributing to national recognition for Punch Bowl Social.

As Vice President of Sales Development, Leah managed \$45M of annual event revenue, the result of consistent annual increases in event sales since the founding of Punch Bowl Social. Leah built the sales program from the ground up, developing all facets of the event sales organization including strategy, goals, measurements and compensation. Leah recruited, trained and motivated the sales teams in 17 major markets across the US since 2011.

Leah is a proven leader who drives performance through her innovative ideation, strategic leadership and outstanding motivational skills.

BOB OVERSTREET

Chief Administrative Officer & VP of Construction Finance



Bob Overstreet is an entrepreneurial solutions-focused business executive with over 25 years' experience developing teams that deliver metric validated outcomes, management systems that reduce cost and process development for complex program administration. His C-level leadership experience is further demonstrated by competencies in administration, finance, technology and development in both the non-profit and private sectors. Bob was most recently with Punch Bowl Social (PBS) as their SVP for Lease Administration and Construction Finance. Responsibilities at PBS include oversight of IT, Lease Administration, Facilities, Regulatory, Construction and legal affairs related to leasing and construction.

He was a founding staff member of Hunger Free Colorado, CEO/COO of SkyeTek, and has held senior-level positions at a number of organizations including MCI, Maxtor and the Integer Group.

Bob holds a Master of Public Administration from University of Colorado, Denver, and a Bachelor of Science from the University of Colorado, Boulder. He is Chair Emeritus for Social Venture Partners and has served as a community volunteer for various organizations including Capital Hill Community Services, Colorado Youth at Risk, the Denver Museum of Nature & Science, and The Denver Foundation.



TOTAN ROY

SVP of Construction



Experienced Construction Project Management executives not only plan and supervise a wide range of construction projects from start to finish; they pay microscopic attention to minute details—in squeezing out the maximum efficiency out of every aspect, to deliver industry-best practices, within deadline, scope and budgets. As an experienced Industry Expert, Totan Roy delivers just that—dependable Construction solutions—tailored optimally, for projects of every nature and scope.

Through the years, Totan has accumulated expertise in steering multifunctional domains with highly reputed business establishments, with in-depth knowledge of Planning, Coordination, Maintenance, and Training. He has extensive experience in successfully delivering large-scale projects on time and within budget within the public and private Construction sectors.

Totan works with a thorough comprehension of maintenance vision, strategy, policies, processes, and procedures to aid and improve the overall project

performance. Being well-versed in all construction standards and procedures with the ability to coordinate various teams of professionals of different disciplines, he achieves the best possible results.

From balancing the budget, through keeping track of supplies, to collaborating with subcontractors, and ensuring all regulations are met and permits acquired, Totan delivers A-Z Construction Project Management solutions. He's completed over \$3B of construction and built 400 restaurants across his career.



JENE ALIE

Director of Preconstruction



Jene has more than 25 years of experience providing exceptional project management, construction management, and architectural services on nearly \$1 billion dollars of construction. She has extensive experience in restaurant, entertainment, mixed-use, resort and hospitality projects across the country and internationally. Her career as an Architect, Owner's Representative, Construction Manager, and Expert Witness give her exceptional and unique skills in evaluating and resolving design, construction, schedule and cost related issues to achieve successful project outcomes.

Jene's experience bridges the gaps between design and construction to balance guest experience with operational efficiencies while maintaining the construction budget and project schedule. As the Director of Preconstruction for Punch Bowl Social, she applied these skills to help grow the brand to 20 locations. Jene is a licensed Architect and holds a Bachelor and Master of Architecture from Washington University in St. Louis and a Commercial Real Estate Development Certificate from Cornell University.



PATRICK WILLIAMS

VP Beverage Operations



Patrick was one of the original members of the Punch Bowl Social brand where he instilled a commitment to quality, industry recognized beverage innovation and established a culture of hospitality. As National Beverage Director he grew the program to high-level operations in twenty markets across the country. Recognized in Restaurant Business's Power 20 Mixologists of 2019, Bar Smarts Advanced Mixology certified, two-time winner of Cochon's Punch King competition, a panel speaker on beverage trends at the 2019 Multi-Unit Food Service Operator's Conference, a featured judge at The Bartender Spirits Awards national spirits competition, a featured speaker at Technomic's Adult Beverage Planning Conference, and a Certified Cicerone® beer expert.

Patrick is known for his excitement and passion for all things beverage and his friendly and humble approach to developing and mentoring team members. Patrick

lives in Denver, Colorado with his wife Morgan. He enjoys snowboarding and golf and spends most of his free time in the kitchen playing with flavors in food and drink.



MANNY BARELLA

Culinary Director



Manny Monterrey Mexico-born and James Beard Award Semifinalist Chef Manuel (Manny) Barella's culinary journey has led him to Denver, where he leverages his food and his voice to amplify the importance of Hispanic cuisine and those who share it.

Barella's story began in Mexico, where he took the leap to leave law school and enroll in culinary school to pursue his true passion. After culinary school Manny immigrated to the United States in search of more opportunities and landed in the kitchens at the luxury Sea Island Resort in Georgia; stints at five-star Napa Valley spots Calistoga Ranch, Cindy's Backstreet Kitchen and Michelin-rated Solage Resort followed before Manny's travels took him to Boulder, Colorado, where he earned a position at award-winning Frasca Food & Wine as Chef de Partie before moving on to take on the position of Sous Chef at Uchi Denver.

Learning the ropes of the industry working and learning alongside some of the city and nation's top culinary talent eventually led to his subsequent position as Executive Chef at Bellota, which opened in late 2020.

Barella's journey to Denver has come full circle with cuisine deeply rooted in tradition and authenticity. He cultivates affinity for Mexican flavors through heritage recipes passed down from his family generations, all while emerging as a leader in the local Hispanic chef community. Barella leads the Hispanic Restaurant Association's efforts to serve as ambassadors of authentic cuisine while mentoring those working their way up in the industry and donating his time and talents to organizations focused on promoting culinary talent in the community. As a reflection of his work and talents, Barella received a nod as a James Beard semifinalist nomination in 2022.



SERGIO ROMERO

VP of New Restaurant Openings



Growing up on a ranch in rural Northern New Mexico, Sergio lived true farm-to-table. After graduating from high school, Sergio attended New Mexico State University pursuing a degree in Hotel and Restaurant Management. Later, landing with Food & Wine Magazine “Best Chef” winner, Joseph Wrede, “JoChef” became a culinary mentor.

After moving to Denver, Sergio met Robert Thompson and quickly became an integral member of Robert’s team. As executive chef, Sergio was instrumental in Argyll GastroPub winning “best new restaurant in Denver” in 2009 and best new restaurant for Le Grand Bistro in 2011. Sergio later became the first National Culinary Director for Robert’s award winning national growth brand, Punch Bowl Social, managing critical AORs such as National Culinary Director, Regional Director of Operations, VP of Operations, and VP of New Restaurant Openings helping “PBS” grow to 20

locations as the widely recognized best-in-class national eatertainment concept leader.





**CAMP
PICKLE**

CONSULTING PARTNERS



CAMP PICKLE

FAM DESIGN

Architecture & Interior Design



FAM
DESIGN

FAM Design is full-service design studio offering creative thinking and strategic solutions for commercial and hospitality spaces. Co-Founders Frank Mataipule, architect, and Megan Freckelton, interior designer, bring more than 35 years of combined experience in creating successful, design forward, social spaces. These former Co-Design Directors at Punch Bowl Social led the interior design and architecture with their team for multiple locations across the country through innovative and creative storytelling. Designing with Robert Thompson since 2012, they have worked on 30+ projects together and \$130 million total development dollars have been spent over their collaboration history.

FAM Co-Founders, Frank And Megan, have worked on projects in 24 states and counting, been a part of many award-winning design teams and have received multiple IIDA Interior Design BESTawards, including one BEST in “Innovation & Creativity”. One project in Nashville made the 2018 Architectural Digest list of “The Most Beautifully Designed Bar in Each State in America” and their projects have been mentioned in other publications such as: Travel + Leisure, Hospitality Design, Food & Wine, Fast Company, Forbes and Restaurant Development and Design.



FEED MEDIA

Communications + Marketing



Feed Media has served as the communications partner to Robert Thompson for more than seven years, supporting the rapid growth of his company's highly-successful brands and solidifying the respect of top national media, high-visibility influencers and industry competitors.

Our involvement in Angevin concepts far exceeds simple promotion - our integration includes securing national awards, partnering with tourism boards, identifying potential partners and more, complimenting our full-service marketing, PR, social strategy and concepting support services.



PROJECTS & REFERENCES

PUNCH BOWL SOCIAL

Award winning 20 unit, eatertainment concept. Venues averaged 23,000 sf with an AUV of \$7.2 million.

THE FRENCHMEN HOTEL

Boutique hotel in the heart of New Orleans. Remodeled and reimaged in 2021, The Frenchmen continues to honor tradition by breathing new life throughout the historic walls. Hotel amenities include Tiki Tock, a modern twist on the classic tiki bars of yesteryear.

JAGUAR BOLERA

Premium eatertainment concept with elevated culinary, beverage, and design aesthetics. Venues average 20,000 sf and offer duck pin bowling, darts, karaoke, and makertainment.

THREE SAINTS REVIVAL

A wine, tapas, and spirits venue in the Hotel Indigo in Denver, Colorado.

CAMP PICKLE CENTENNIAL

5.4 acres with 26,000 sf Lodge and two court buildings with 8 indoor pickleball courts, 3 covered courts, and 2 outdoor courts. Outdoor activation area of 18,000 sf with firepits, tent cabanas, children's play areas, and social gaming.



CAMP PICKLE

PROJECT APPROACH



CAMP PICKLE

WHY CAMP PICKLE

As a leader in the eatertainment space, Camp Pickle has the unique ability to bring not only a recreation amenity to the District but also a craft food and beverage venue that is a unique community gathering place for groups of all sizes and ages, creating 200+ jobs for the community.

In addition to 13 pickleball courts, Camp Pickle will include 8 duckpin bowling lanes, a darts program, karaoke rooms, foosball, yard games, and a children's play area.



EATERTAINMENT SUCCESS



“Eatertainment venues are revitalizing urban main streets and shopping centers by drawing traffic and consumers seeking high-quality service, diverse entertainment and unique dining experiences.”

—
US Food in Demand Series, Restaurants November 2019



“Eatertainment is arguably one of the most disruptive emerging sub-sectors in the restaurant universe, and we see parallels between eatertainment today and the emergence of fast-casual in the early 2000s.”

—
William Blair & Company



“About 70% of consumers prefer to visit eatertainment venues for group outings, rather than casual dining.”

—
Technomic, May 2019



“21% of diners are willing to pay more at eatertainment venues than traditional bars and restaurants.”

—
US Food in Demand Series, Restaurants November 2019

DESIGN CONCEPT

1940'S SUMMER CAMP

Leaning into the classic summer camp aesthetic, the space takes you back to a simpler time. Pre-industrial age when you awoke in your cabin to the sun and a bugle call, not to an alarm or cell phone. The design celebrates the camp aesthetic through a classic color palette of dark greens, reds, golds with pops of blue, patterns mimic picnic blankets, wool camp throws and bandanas, and custom details use camp activities as the inspiration. The structures throughout are log, board and batten or tented canvas, and evergreens and firepits dot the landscape. A space that is comfortable and flexible for a group of two or fifty to come play, eat, drink and reconnect.

Experience Camp Pickle 



 **CAMP PICKLE**

DESIGN CONCEPT



**CAMP
PICKLE**



CAMP PICKLE

DESIGN CONCEPT



CAMP PICKLE

DESIGN CONCEPT



 **CAMP PICKLE**

CONCEPT SITE PLAN

Concept Site Plan Option A

Phase I: Camp Pickle Boca Raton included restaurant, self-pour beer walls, 8 indoor courts, 3 covered courts, 2 outdoor courts, 8 duck pin bowling lanes, darts, yard games, karaoke, and approx. 244 Parking Spaces

Phase II: Proposed Community Court Pavilion expansion with 12 covered courts

Total Site Area: 8.4 acres

Camp Pickle: 6.3 acres

Community Court Pavilion: 2.1 acres



Phase I
Camp Pickle

Phase II
Community
Court Pavillion



CONCEPT SITE PLAN

Concept Site Plan Option B

Phase I: Camp Pickle Boca Raton included restaurant, self-pour beer walls, 8 indoor courts, 3 covered courts, 2 outdoor courts, 8 duck pin-bowling lanes, darts, corn hole, karaoke, and approx. 224 parking spaces

Phase II: Proposed independent Community Court Pavilion with 12 covered courts and approx. 30 parking spaces

Total Site Area: 8.4 acres

Camp Pickle: 6.4 acres

Community Court Pavilion: 2 acres



Phase I
Camp Pickle

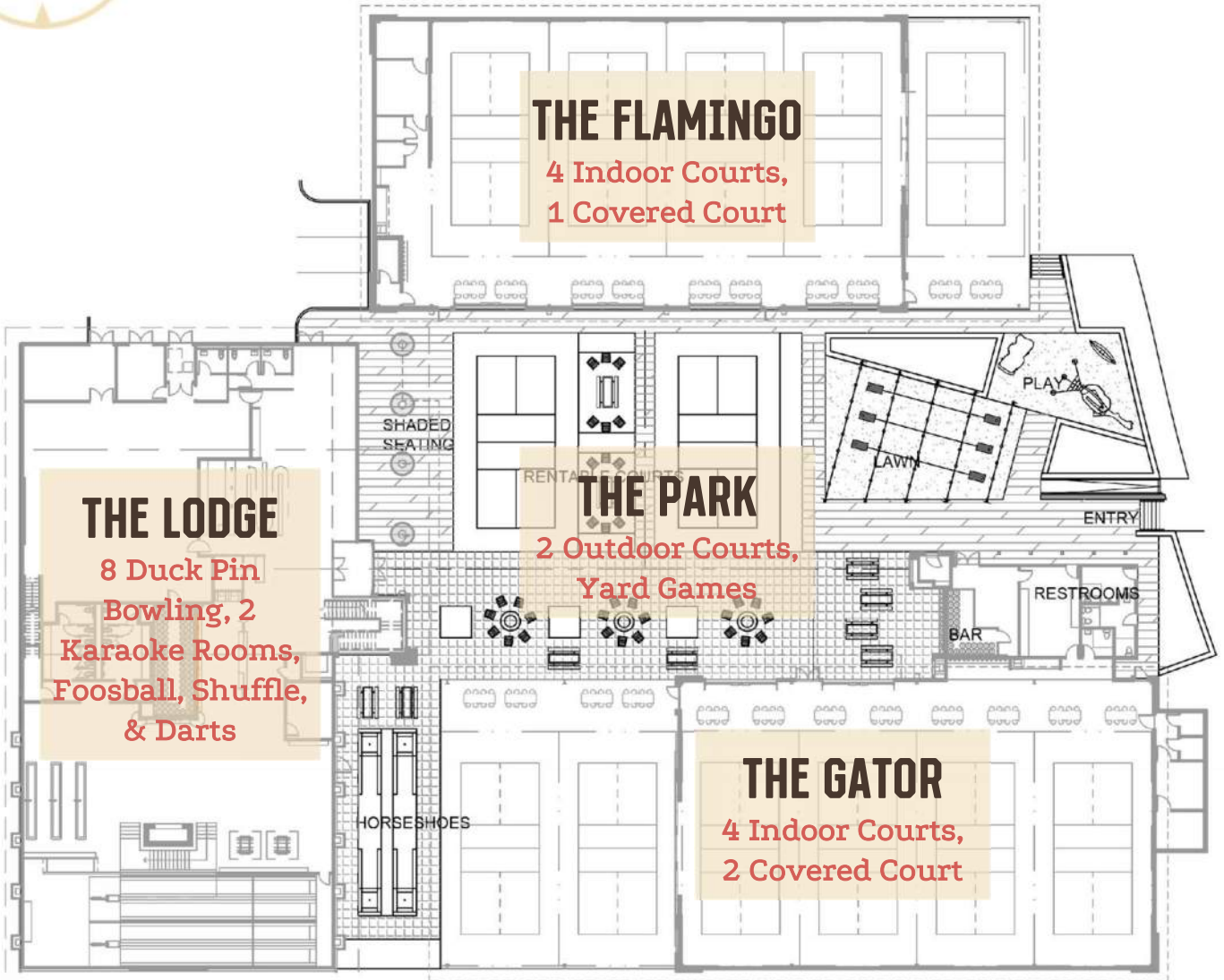
Phase II Community
Court Pavilions



CAMP PICKLE

CONCEPT FLOOR PLAN

Total Amenity Area	70,500 SF
The Lodge	26,000 SF
The Gator	14,000 SF
The Flamingo	11,000 SF
The Ranger Station	1,500 SF
The Park	18,000 SF



EXTERIOR CONCEPTS

THE LODGE

Reminiscent of a 1940s lake lodge, the Lodge is the heart of the camp housing the mess hall, recreation activities and providing a community gathering place. The Lodge is the primary restaurant space with seating for approximately 600 guests in a variety of settings accommodating groups from 2 to 200. The Lodge has a variety of social gaming activations including 8 lanes of duck pin bowling, foosball, darts, and karaoke rooms. Exterior materials are inspired by national parks architecture.



INTERIOR CONCEPTS

THE TRAILHEAD

Modeled after a trailhead kiosk, the Lodge entry includes an information station assisting guests with court, paddle, and game rentals; merchandise sales; and general facility information. Easily approachable from the entry is the food hall style ordering counter and casual dining area.



FAM
DESIGN

CAMP PICKLE

INTERIOR CONCEPTS

SELF-POUR BEVERAGE WALLS MULTIPLE LOCATION ON SITE

Camp Pickle provides a curated beer, wine, and craft cocktails selection through our self-pour beverage walls located throughout the site. The self-pour beverage system uses the latest industry technology to improve the guest experience and maximize revenue.



 **CAMP PICKLE**

FAM
DESIGN

INTERIOR CONCEPTS

THE HEARTH

Casual lounge area with stone fireplace and furniture and lighting inspired by vintage fabrics.



 **CAMP PICKLE**

FAM
DESIGN

INTERIOR CONCEPTS

THE GRAND HALL

Light filled community gathering place ideal for private events with 4 duck pin bowling lanes, darts area and a variety of seating groups.



 **CAMP PICKLE**



INTERIOR CONCEPTS

INDOOR PICKLEBALL

Each court building houses 4 indoor courts in a conditioned space with the ability to open onto the adjacent Park and covered courts through large glass garage doors and hanger style doors.



FAM
DESIGN

CAMP PICKLE

FF&E CONCEPTS



 **CAMP PICKLE**

AMENITIES

FOOD HALL-STYLE COUNTER SERVICE

The restaurant industry has historically benefitted from an abundance of hard-working young adults and seasoned professionals, drawn to the hustle, creative culture and financial opportunities it presented. However, economic cycles, employment trends and cultural evolutions demand that we, the innovators in the industry, adapt and stand through the current cascading forces. Labor inflation cannot be ignored. The Great Resignation cannot be wished away. The days of tip-credit for service staff in many states is gone for good. Municipal level and state minimum wage expansions persist. Demand for more emotionally and financially stable conditions prevail among workers.

We sit and watch the tides, hoping that they will change, or we can grow stronger than our competitors by wading in and learning to swim within the choppy waters. Our founder's 25 years of experience owning and operating extremely successful, high-volume eatertainment venues has informed the creation of Camp Pickle and inspired the evolved culinary program which will utilize a food hall-style counter service model vs a low customer satisfaction, high labor cost, full-service dining model



 **CAMP PICKLE**

FOOD PHILOSOPHY

A WOOD-FIRED MEXICAN + SOUTHERN AMERICAN KITCHEN

Camp Pickle casts the widest imaginable customer net, therefore, its culinary offering draws from a marriage between two of the nation’s most popular cuisines: zesty, flavorful Mexican and iconic comfort food rooted in the American south. This is where pimento cheese meets habanero sorghum and smoked brisket meets Duke’s Mayo and morita chile bbq sauce. We bring the heart and imagination of the American south to the cherished essence of Mexico.



 **CAMP PICKLE**



**CAMP
PICKLE**
—

**PUBLIC / PRIVATE
PARTNERSHIP**



CAMP PICKLE

POSSIBILITY SEEKERS

TARGET AUDIENCE

Whatever our age, whatever our vibe and the size of our tribe, whoever we are, whoever we're with, there's always time to grab a bite, have a drink, play some games and connect once again to our fellow humans to see what happens. Whether we are a **family of four** looking to play pickleball doubles over a snack and cold drinks, or a **30-something team of co-workers** finding ways to connect outside the workplace, we are explorers and gravitate to experiences. We include early morning pickleball and smoothie drinking **aging adults looking to expand their social network**, and remain active. We are the **youthful millennial** that only needs one hand for a pickle paddle and another for a chilled drink. Seeking possibilities is what gives us our balance in life and allows us to explore new adventures, make new friends and take off our 'adulthood' hat for a moment. Only to wake up and start again. We are a tribe of those who don't want to just consume but want to take part.



CAMP PICKLE

PROJECT FUNDING

A WIN WIN

Camp Pickle strives to be a long-term member of the community. We propose a 50-year ground lease with (2) 10-year options. Lease terms to be negotiated as part of the District's initial investment.

Success for Camp Pickle is success for the District. Camp Pickle will be a regional draw as well as a local amenity creating economic impact far beyond the project limits. Camp Pickle Growth Co, LLC will develop, own, operate, and maintain the facility bringing 200+ new jobs to the District.

DEEP BENCH

Our history of success and our long-term relationships in the eatertainment industry afford us many options for development financing. We have built a network of capital partners and joint venture development partners. Our network of potential partners includes but is not limited to:

Good Alpha Industries (GA)

Good Alpha (GA) is a high impact venture capital firm focused exclusively on consumer products, consumer entertainment and consumer technology companies, with a dedicated investment platform in the pickleball industry. GA owns one of twelve professional pickle teams in Major League Pickleball., the LA Mad Drops and DUPR, a player ratings and pickleball tournament data software.

Simon Property Group

Simon Property Group, Inc. is an American real estate investment trust that invests in shopping malls, outlet centers, and community lifestyle centers. It is the largest owner of shopping malls in the United States and is headquartered in Indianapolis, Indiana. Worldwide, it owns interest in 232 properties as of 2021 and publicly traded on the NYSE with a market cap of \$39.78B.

Align

Inland Development Group





CAMP PICKLE BOCA RATON

CAMP PICKLE GROWTH CO LLC

THE DISTRICT

FACILITY DEVELOPMENT

FACILITY OPERATION & MAINTENANCE

INITIAL INVESTMENT

DESIGN

CONSTRUCTION

FOOD & BEVERAGE

RACQUET FACILITY & SOCIAL GAMING

ROI

CAMP PICKLE

DEVELOPMENT BUDGET SUMMARY

PHASE I - CAMP PICKLE

COST CATEGORY	BUDGET
Building Construction	\$ 15,803,500
The Lodge	
The Gator	
The Flamingo	
The Park	
Furniture, Fixtures and Equipment	\$ 3,206,000
TOTAL DEVELOPMENT COST	\$ 19,009,500

Development budget does not include Phase II - Community Court Pavilion. The addition of the Community Court Pavilion may require addition public investment.



LET'S TALK ABOUT PICKLEBALL

CAMP PICKLE AS SAVIOR

48.3 million adult Americans played pickleball at least once in the past 12 months, an increase of 35% since the APP's last research was concluded in August 2022, when the adult participation number reached 36.5 million.* The updated study also showed that the average age of pickleball players is 34.8 years, considerably younger than previously assumed, highlighting the growth of the game, in particular, among people between 18 and 44.

Demographics – Who is Playing Pickleball the Most?The latest research reveals that the average age of avid pickleball players is 34.8. More than 70% of avid pickleball players are between the ages of 18 and 44; 40% are between 25 and 34; and 18% are between 18 and 24. Additionally, since August 2022 there has been an 86% growth in players aged 35-44, and a 32% growth in casual players (those playing at least once per year).

Pickleball is an inclusive sport by nature, appealing to all demographics, but the highest concentration of avid players are male – 62%. Among casual players, 57% are male and 43%

MONETIZING THE DAY PARTS

Unlike traditional eatertainment, pickle ball related concepts activate at 8am for the pickle ball “sporting” class. Coffee, smoothies and breakfast counter service are available from 8am - 11am. Given this enthusiast spectrum for pickle ball, the courts activate up to 17 hours a day with the guests attending after 5pm consuming more alcohol and food. As with all eatertainment concepts, Camp Pickle is “sticky” generating significantly expanded “dwell time” and incremental spend vs casual dining and traditional bars.



**Source: New App Research Reveals Nearly 50 Million Adult Americans Have Played Pickleball in the Last 12 Months; Average Age Drops to 35, Yahoo Finance, March 2023*



SPECIAL EVENTS

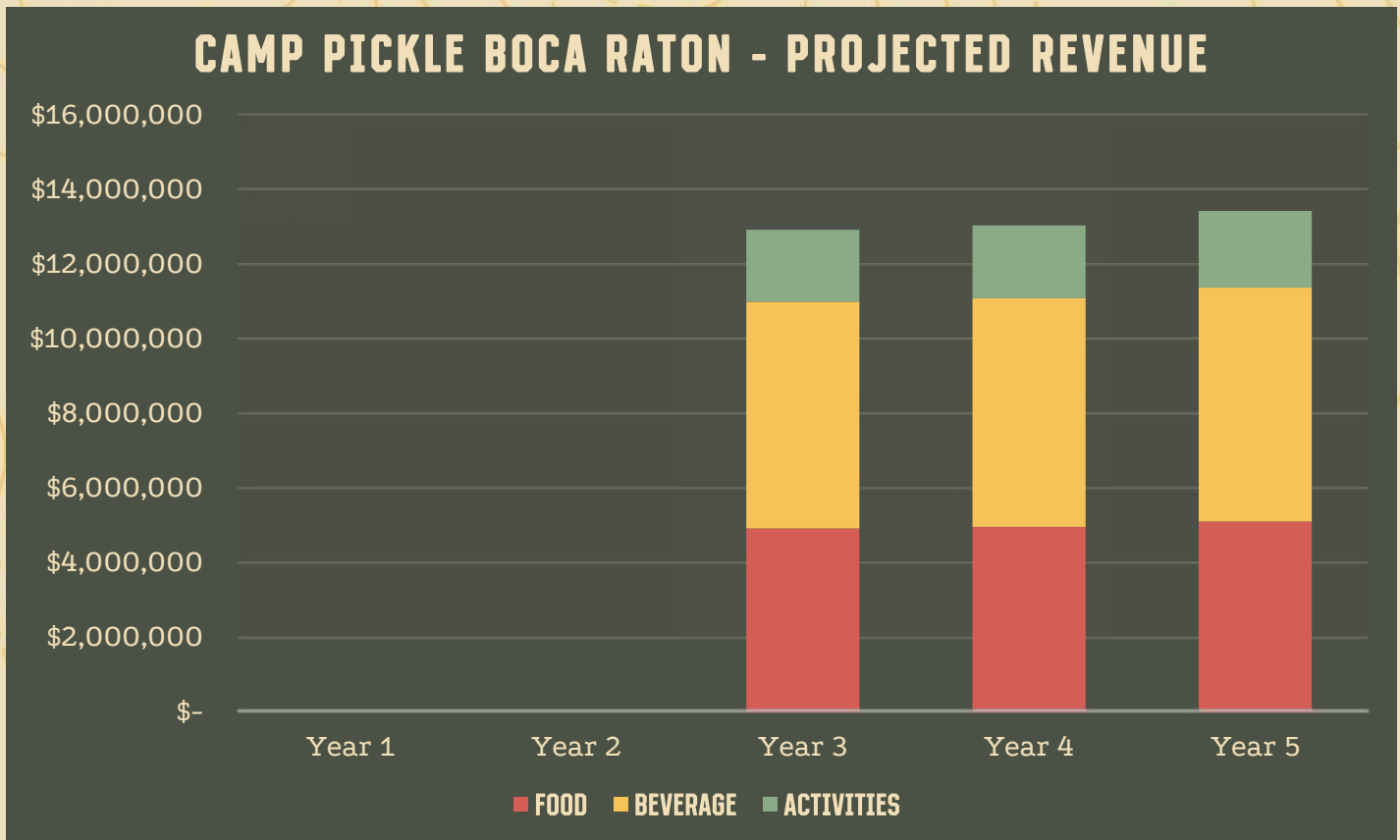
Designed to support both ala carte guests and corporate events, Camp Pickle will drive event business, as groups come back together to celebrate and connect in-person again. As a large format restaurant, Camp Pickle provides spaces for private parties and large social and corporate events, especially early in the week. Spaces can modulate to facilitate both a la carte and event sales simultaneously during the daytime and evening. We believe this segment of the business will represent around 35% of total revenue.



CAMP PICKLE

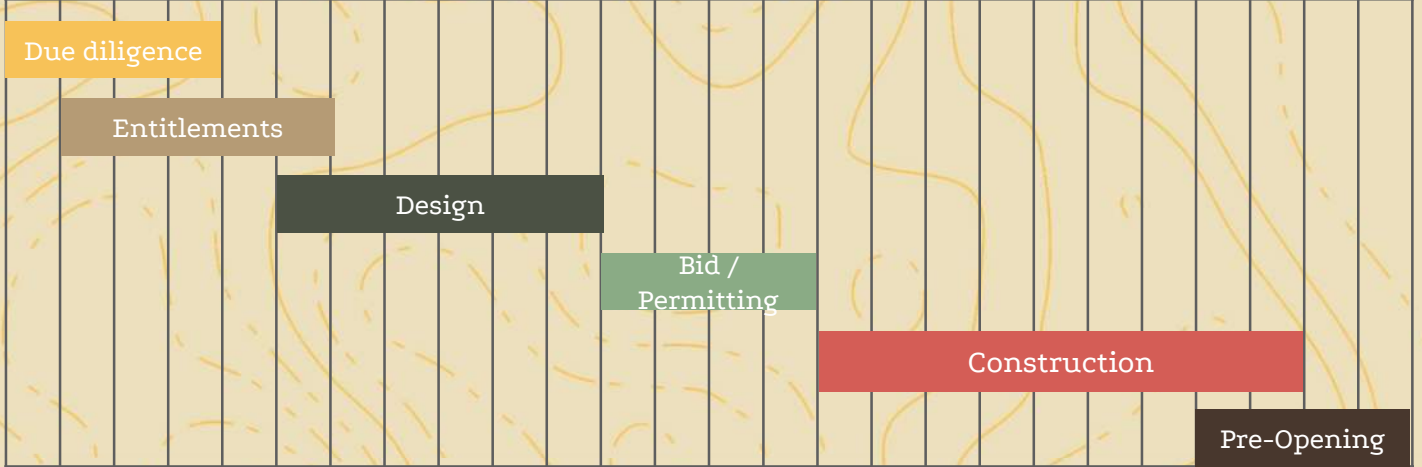
PRO FORMA

Projected revenue does not include potential revenue from Phase II – Community Court Pavilion. Projected revenue does not include preferential community access or pricing structure. Community pricing may be negotiated through the District’s initial investment negotiations.



PROJECT TIMELINE

PHASE I: CAMP PICKLE - 26 MONTH DEVELOPMENT SCHEDULE



DISCLAIMER

These materials and any presentation or spreadsheet of which they form a part are being provided by Angevin & Co (the “Company”) on a confidential basis and are intended solely for the information of the person(s) to whom they have been transmitted for discussion purposes only. The information in these materials is proprietary information of the Company and may not be disclosed, reproduced or otherwise disseminated to third parties in whole or in part without the Company’s prior written consent. By accepting delivery of these materials and receiving any other oral or written information provided by the Company or its representatives, the recipient agrees to keep confidential the contents of these materials and such other information and not to disclose the same to any third party or otherwise use the same for any purpose other than evaluating an investment in the Company.

These materials and the presentations or spreadsheet of which they are a part, and the summaries contained herein, do not purport to be complete and no obligation to update or otherwise revise such information is being assumed. Nothing shall be relied upon as a promise or representation as to the future performance of the Company. The information contained herein is not intended to provide, and should not be relied upon for, accounting, legal or tax advice or investment recommendations. Prospective investors should also seek advice from their own independent tax, accounting, financial, investment and legal advisors to properly assess the merits and risks associated with an investment in the Company in light of their own financial condition and other circumstances.

These materials are not an offer to sell securities and are not soliciting an offer to buy securities in any jurisdiction where the offer or sale is not permitted. These materials are not advice, a recommendation or an offer to enter into any transaction with the Company or any of its affiliates. There is no guarantee that any of the goals, targets or objectives described in these materials will be achieved.

Some statements and information in these materials represent the Company’s expectations and involve certain risks and uncertainties. These forward-looking statements may include figurative projections or be identified by the use of words such as “may,” “will,” “expect,” “intend,” “anticipate,” “estimate,” “believe,” “plan,” “project” or other similar language. The Company has based these forward-looking statements on its current expectations and projections about future events. The Company believes that the expectations and assumptions that have been made with respect to these forward- looking statements are reasonable. However, such expectations and assumptions may prove to be incorrect. A number of factors could lead to results that may differ from those expressed or implied by the forward-looking statements. Given this level of uncertainty, prospective investors should not place undue reliance on any forward-looking statements.





ANGEVIN  & Co

Forms

ACKNOWLEDGEMENT OF ADDENDA

INSTRUCTIONS: COMPLETE PART I OR PART II, WHICHEVER APPLIES

PART I:

List below the dates of issue for each addendum received in connection with this Solicitation:

Addendum #1 Dated _____

Addendum #2 Dated _____

Addendum #3 Dated _____

Addendum #4 Dated _____

Addendum #5 Dated _____

Addendum #6 Dated _____

Addendum #7 Dated _____

Addendum #8 Dated _____

Addendum #9 Dated _____

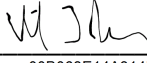
Addendum #10 Dated _____

PART II:

NO ADDENDUM WAS RECEIVED IN CONNECTION WITH THIS SOLICITATION

Camp Pickle Growth Co, LLC

Firm Name
DocuSigned by:


Signature
00B063E14A314B6...

Robert Thompson, Authorized Representative

Name and Title (Print or Type)

07/20/2023

Date

PROPOSAL SUBMITTAL SIGNATURE PAGE

By signing this Proposal, the Proposer certifies that it satisfies all legal requirements as an entity to do business with the District, including all Conflict-of-Interest provisions.

Firm Name:

Camp Pickle Growth Co, LLC

Street Address:

745 Ivanhoe St., Denver, CO 80220

Mailing Address (if different from Street Address):

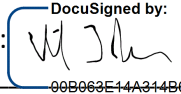
Telephone Number(s): _____

Fax Number(s): _____

Email Address: rt@angevinco.com

Federal Employer Identification Number:

Prompt Payment Terms: _____% _____ days' net _____ days

Signature: 

(Signature of authorized agent)

Print Name: Robert Thompson

Title: Authorized Representative

Date: 07/20/2023

By signing this document, the Proposer agrees to all terms and conditions of this Solicitation and the resulting contract/agreement.

THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF PROPOSER TO BE BOUND BY THE TERMS OF ITS PROPOSAL, FOR NOT LESS THAN 90 DAYS, AND THE PROPOSER'S UNEQUIVOCAL OFFER TO BE BOUND BY THE TERMS AND CONDITIONS SET FORTH IN THIS SOLICITATION. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED ABOVE, BY AN AUTHORIZED REPRESENTATIVE, SHALL RENDER THE PROPOSAL NON-RESPONSIVE. THE DISTRICT MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE PROPOSER TO THE TERMS OF ITS PROPOSAL.

CONFLICT OF INTEREST DISCLOSURE FORM

The award of this contract is subject to the provisions of Chapter 112, *Florida Statutes*. All Proposers must disclose within their Proposal: the name of any officer, director, or agent who is also an employee of the City of Palm Beach Gardens.

Furthermore, all Proposers must disclose the name of any District employee or officer who owns, directly or indirectly, an interest of more than five percent (5%) in the Proposer’s firm or any of its branches.

The purpose of this disclosure form is to give the District the information needed to identify potential conflicts of interest for evaluation team members and other key personnel involved in the award of this contract.

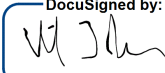
The term “conflict of interest” refers to situations in which financial or other personal considerations may adversely affect, or have the appearance of adversely affecting, an employee’s professional judgment in exercising any District duty or responsibility in administration, management, instruction, research, or other professional activities.

Please check one of the following statements and attach additional documentation if necessary:

- To the best of our knowledge, the undersigned firm has no potential conflict of interest due to any other Cities, Counties, contracts, or property interest for this Proposal.
- The undersigned firm, by attachment to this form, submits information which may be a potential conflict of interest due to other Cities, Counties, contracts, or property interest for this Proposal.

Acknowledged by:

Camp Pickle Growth Co, LLC
Firm Name

DocuSigned by:

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Signature

Robert Thompson, Authorized Representative
Name and Title (Print or Type)

07/20/2023
Date

Notification of Public Records Law Pertaining to Public Contracts and Requests for Contractor Records Pursuant to Chapter 119, Florida Statutes

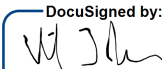
Pursuant to Chapter 119, Florida Statutes, Contractor shall comply with the public records law by keeping and maintaining public records required by the Greater Boca Raton Beach & Park District in order to perform the service. Upon request from the Greater Boca Raton Beach & Park District's custodian of public records, Contractor shall provide the Greater Boca Raton Beach & Park District with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes or as otherwise provided by law. Contractor shall ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion of the contract. Upon completion of the contract, Contractor shall transfer, at no cost, to the Greater Boca Raton Beach & Park District all public records in possession of the Contractor or keep and maintain public records required by the Greater Boca Raton Beach & Park District in order to perform the service. If the Contractor transfers all public records to the Greater Boca Raton Beach & Park District upon completion of the contract, the Contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Contractor keeps and maintains public records upon completion of the contract, the Contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the Greater Boca Raton Beach & Park District, upon request from the Greater Boca Raton Beach & Park District's custodian of public records, in a format that is compatible with the information technology systems of the Greater Boca Raton Beach & Park District.

Acknowledged:

Camp Pickle Growth Co, LLC

Firm Name

DocuSigned by:



Signature 005063E14A314B6...

Robert Thompson, Authorized Representative

Name and Title (Print or Type)

07/20/2023

Date

NON-COLLUSION AFFIDAVIT

STATE OF _____
COUNTY OF _____

Before me, the undersigned authority personally appeared Robert Thompson, who, after being by me first duly sworn, deposes and says of his/her personal knowledge that:

a. He/She is Authorized Representative of Camp Pickle Growth Co, LLC, the Proposer that has submitted a Proposal to perform work for the following:

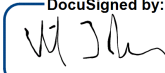
RFP No.: RFP 2023-04 Title: Design, Finance, Develop and Operate Racquet Sport Facility at Park Site Located in Boca Raton, FL Greater Boca Raton Beach & Park District

b. He/She is fully informed respecting the preparation and contents of the attached Request for Proposals, and of all pertinent circumstances respecting such Solicitation.

Such Proposal is genuine and is not a collusive or sham Proposal.

c. Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, conspired, connived, or agreed, directly or indirectly, with any other Proposer, firm, or person to submit a collusive or sham Proposal in connection with the Solicitation and contract for which the attached Proposal has been submitted or to refrain from proposing in connection with such Solicitation and contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Proposer, firm, or person to fix the price or prices in the attached Proposal or any other Proposer, or to fix any overhead, profit, or cost element of the Proposal price or the Proposal price of any other Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against the City or any person interested in the proposed contract.

d. The price or prices quoted in the attached Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

DocuSigned by:

00B063E14A314B6...
Signature

Subscribed and sworn to (or affirmed) before me this _____ day of _____ 20__, by _____, who is personally known to me or who has produced _____ as identification.

SEAL

Notary Signature _____
Notary Name: _____
Notary Public (State): _____
My Commission No: _____
Expires on: _____

TRUTH – IN – NEGOTIATION CERTIFICATE

The undersigned warrants (i) that it has not employed or retained any company or person, other than bona fide employees working solely for the undersigned, to solicit or secure the Agreement and (ii) that it has not paid or agreed to pay any person, company, corporation, individual, or firm other than its bona fide employees working solely for the undersigned or agreed to pay any fee, commission, percentage, gift, or any other consideration contingent upon or resulting from the award or making of the Agreement.

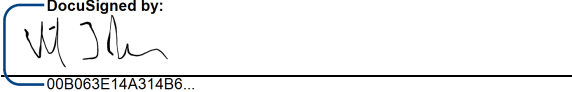
The undersigned certifies that the wage rates and other factual unit costs used to determine the compensation provided for in the Agreement are accurate, complete, and current as of the date of the Agreement.

(This document must be executed by a Corporate Officer.)

Name: Robert Thompson

Title: Authorized Representative

Date: 07/20/2023

Signature: 

SOLICITATION SUMMARY

Greater Boca Raton Beach & Park District
21618 St. Andrews Blvd.
Boca Raton FL, 33433

IMPORTANT NOTICE

The information you provide on this page will be read aloud at the public opening for this Solicitation. It is important that the summary information you provide below is exactly the same information contained in your Proposal. If subsequent to the opening of Proposals, the District determines that the information contained in the electronic version of your Proposal is different from the information on this Solicitation Summary, the District reserves the right to deem your Proposal non-responsive and remove your Proposal from further evaluation and consideration for contract award.

PROPOSAL INFORMATION

Proposal Number: RFP 2023-04

Title: Development of a Racquet Sports Facility.

Due Date and Time: **Month Day, 2023 @ 12:00 PM**

Name of Proposer:
Camp Pickle Growth Co, LLC

Address:
745 Ivanhoe St., Denver, CO 80220

Contact Person:
Robert Thompson

Authorized Signature:
00B003E14A314B6...

Date:
07/20/2023

By signing and submitting this Solicitation Summary, the Proposer affirms that the information provided above is an exact and correct summary of the information contained in the electronic version of the Proposer's Proposal to the Greater Boca Raton Beach & Park District.

THIS SOLICITATION SUMMARY MUST BE SIGNED AND INCLUDED AS AN ORIGINAL HARD COPY IN THE ENVELOPE CONTAINING YOUR PROPOSAL.