

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.
- 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,

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 cause-driven 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: Jackie Reeves, Bell Rock Capital LLC Immediate Past Chair: Robert Robes, Baird Family Wealth

President & CEO:

Vice-President & CFO:

Branch Executive Director:

Senior Director of Marketing:

Jason Hagensick

Gary Flaks

Bryan Hunt

Tracy Sussman

Senior Director of Mission Advancement: 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. www.triangle2.com

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. www.dbd.group

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 Bell Rock Capital, LLC

Paul Adkins Florida Peninsula/Edison Insurance

Jason Aube Truist

Jonathan Barbar Barbar & Associates, LLC

Jason Busch JAXX Consulting & Technology

Dr. Katrina Carter Tellison, Lynn University

Jason Coker Wells Fargo Bank
Tim Devlin CohnReznick, LLP

David Dunston Dunston Independent

Terry Fedele Bill Butch Physical Rehabilitation Services

Linda Gunn Paton Sklar Furnishings

Susan Harris Retired

Dan Huck MPR Development LLC
Rosie Inguanzo-Martin Allegiance Home Health
Hank Jackson Shutts & Bowen, LLP

Scott Jordan Tripp Scott, PA

Reggie Laroche Baptist Health South Florida Connor Lynch Plastridge Insurance 820

Adam Marshall Lorium Law Richard Mascolo Retired

Doug Mosley The Walt Disney Co/ESPN
John Mulhall Mulhall Family Matters, P.A.

Pearl Percy JM Family Enterprises

George Rizzuto West Boca Medical Center

Robert Robes Baird Private Wealth Management

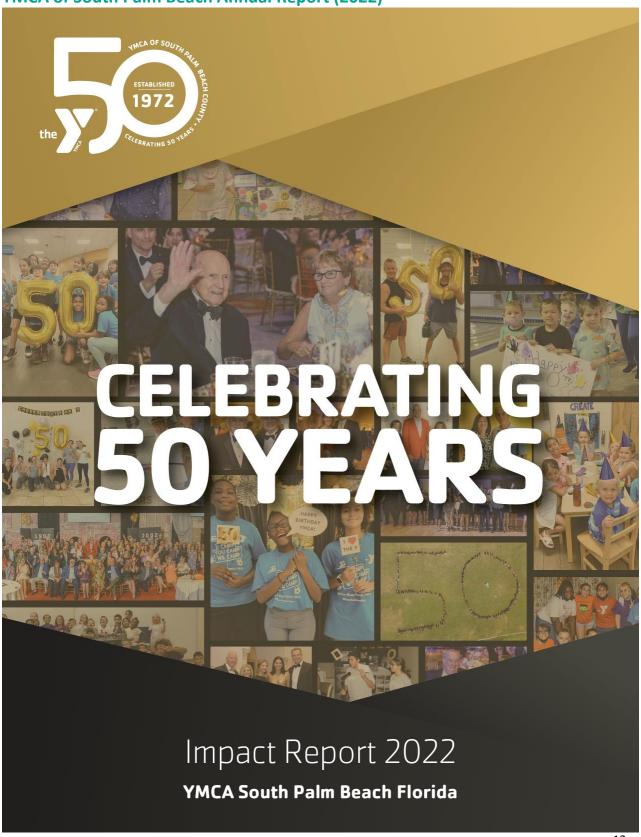
Michael Sorg Acorda Therapeutics

Charlie Torano Retired

Christopher B. Warren Lawless, Edwards and Warren

Brad Winstead Casa de Montecristo

YMCA of South Palm Beach Annual Report (2022)



The YMCA of South Palm Beach Cou **OUR VISION: BOARD OF DIRECTORS** EADING THE YMCA OF SOUTH PALM BEACH COUNTY IN 2022 **OARD OF DIRECTOR** RUSTEE EMERITUS BOARD OF TRUSTEES **DEVOS-BLUM FAMILY YMCA** ETER BLUM FAMILY YMCA OUNDATION OARD OF DIR and families in our South Palm Beach County community. We are pleased to share this impact report of results Our YMCA celebrated a tremendous milestone in 2022 as we observed 50 years serving the needs of children Creating communities that promote well-being through initiatives targeting chronic disease in both Cultivating a culture of volunteerism within the South Palm Beach County community by providing On behalf of the Board of Trustees and the staff of the Y, we invite you to experience all the Y has to offer, for our Y and would like to thank the countless volunteers, staff, Y members and donors who are dedicated 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, Empowering youth to cultivate self-confidence, personal integrity and effective leadership through The V 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 opportunities for individuals to contribute, serve and make a positive impact in their communities. **OUR MISSION:** To put Christian princip children and adults, and supporting their physical, intellectual and spiritual strength. Healthy Living and Social Responsibility. When you support your local Y, you are: and share your Y story with a friend. To learn more, please visit YMCASPBC.ORG to our mission and have contributed in making 2022 truly a successful year. Dear YMCA Family and Friends: innovative and engaging youth programs and initiatives. us for their own reason, or in some cases, many reasons. JACKIE REEVES Chief Volunteer Officer 2022–2023 FROM OUR LEADERSHIP SON HAGENSICK President & CEO 2016 - Present For a Better Us,

The Yawarded nearly \$1.7 MILLION in Financial Assistance FINANCIAL ASSISTANCE and subsidized programming in 2022. A YEAR IN REVIEW

120 PEOPLE

Generously sponsored by Florida Blue, the Peter Blum Family YMCA and DeVos-Blum Family YMCA welcomed well over 4,000 people from the community to celebrate health and well-being at Healthy Kids Day! **HEALTHY KIDS DAY**



\$779,000

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 Y raised \$779,000 for the 2022 Annual Giving Campaign.

291 MEMBERS

In 2022, our Y recognized 291 Triangle Society members for their dedication to supporting our mission. The Triangle Society includes donors who give 51,200 or more to our TRIANGLE SOCIETY Annual Giving Campaign.



INSPIRATION BREAKFAST \$456,215

Our Y's 20th Annual Inspiration Breakfast with Hall of Famer, Bill Walton raised

\$456,215 to support our Y's Financial Assistance scholarship program.



Classic raised \$33,070. This event was held at Indian Spring Country Club in Boynton Beach. The DeVos-Blum Family YMCA's 23rd Annual Golf **ANNUAL GOLF CLASSIC**

50TH ANNIVERSARY GALA

Blood Pressure Self-Monitoring Diabetes Self-Management LiveSTRONG at the YMCA Parkinson's exercise **Enhance Fitness** being programs for seniors and adults dealing with chronic illness. In 2022, Our Y offers many Health and Wellour Y provided **272 participants** in the following programs:

HEALTH AND WELL-BEING PROGRAMS

61 MEMBER

The Heritage Club recognizes those who have included the Y in their planned giving and estate plans to help preserve our legacy. Our Yacknowledged 61 Heritage Club members in 2022.





BY THE NUMBERS

County served 35,607 INDIVIDUALS



5,868 children created memories at Y CAMPS.

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.



2,406 TEENS participated in Teen Leaders clubs, Christian 458 individuals donated their time volunteering for the Y. Nearly 400 HOURS OF HOMEWORK HELP AND

5,917 participated in swim lessons and 839 in land-based water safety education.

Values Conference or other teen programming with our Y.

911 AT RISK YOUTH received Water Safety Education and Swim Instruction.

8,010 children and teens participated in our

YOUTH SPORTS PROGRAMS.



Cornerstone Gift	ramily roundation	Lynn University	Dennis Inles	Lexis Nexis KIS
(\$50,000+)	Joe DiMaggio Children's Hospital	Wendy & Matthew Maschler	Barbara lindall	Lil Sluggers PB
Paul & Kathy Adkins/Florida	Lee Poarlson Steinbern	John & Lica Mulhall	LIKG	Fernanda Mac
Peninsula Insurance Company Bantist Health South Florida	Foundation	Linda & Doug Paton	USA Swimming Foundation	Robert & Jenni
Mary & Peter* Blum	Anna A. Moldrup Foundation	The Pete Store	Eddie & Elyse Ventrice	Tom & Annette
Margaret & Robert Blume	James and Elaine McAndrew	PNC Grow Up Great	Jonathan Whitney	Leilani Miller
Robin & Charles Deyo	MICLOSOIL NCCI Holdings	Jo Ann & Phil Procacci	Haley & Brad Winstead	Miller Electric
Early Learning Coalition	Palm Beach County Sheriff's	Jackie & Jason Reeves	Sam Zietz-Grubbrr	Sarah & Matth
Myrna Gordon Skurnick	Department Law Enforcement	Carrie Rubin	Triangle Society	Moore CPA's
Amy & Mike Kazma	Plastridoe Insurance Agency	Lisa Sliney	Member	Steven Morrell
Leonore Whiteman Revocable	Robert & Hiromi Printz	Craig & Nicole Stelzer	(\$1,200-\$2,499)	Dan Nathanson
Trust	Roofclaim.com Boca Raton Bowl	Step Into Swim/Hot Hub & Pool Foundation	4 Point Market & Eatery	The Nathanson
Christine E. Lynn	Publix Super Market Charities	The Sussman Family	Adams Coogler Attorneys at Law	Neeld/Lity Ma
Rich & Stenhanie O'Bryon	Rotary Club Downtown Boca	Tompkins - Broll Family	Donna Angus	Dandy & Datric
Polen Capital, Dan & Shoshana	Raton Ruscall ick Trust	Foundation	Atlantis Air, Inc.	Nordap Invest
Davidowitz	SBA Communications	Charlie & Stephanie Torano	The Bai Family	On The Wall
Bob and Emily Robes	Shutts & Bowen LLP	Toshiba Business Systems	The Barrivaldi Family	Palm Health Fo
Schmidt Family Foundation	The Sidney, Milton & Leoma	Bob & Gwen Tucker	Jonathan & Katie Barbar	Parkland Golf 8
YMCA of the USA	Simon Foundation	Andrea Virgin	Fike F Roise	Foundation, I
VicionaryGift	Sklar Furnishings	Walmart	Rvan & Trish Brawner	Arty Parsons
Visional y dift	John of Palm Beach United Way	Jay & Marilyn Weinberg	Camino Real Realty	Payrom Corno
(\$25,000-\$49,000)	Vest bord medical center	Paul & Nancy Zarcadoolas	Richard Cane	The Percy Fam
Lucy Ayer Craske			Nancy Cavanagh	Richard & Man
The Ratchelor Foundation Inc	Gold Triangle	Silver Triangle	Chick-fil-A	Precor
Boca West Children's Foundation	(\$5,000-\$9	(\$2,500-\$4,999)	Citrix Systems	Premiere Gym
Caridad Center	24 Hour Cleaning	Linda & Edward Appleby	The Clawson Family	Alex & Jessica
Florida Blue	David Adams/Adams Benefit	Pam & Tony Arrieta	Karen Clements	John Prokos &
JM Family Enterprises	Corporation	Barbar & Associates	Coconut Creek Automotive, LLC	Prokos
Forrest C. & Frances H. Lattner	Anonymous	Baron & Baron Enterprises	Nicheleccatopoulos	Protek Pest Lo
Family Foundation	Ron & Kathy Assaf	Andrea & David Chen	Nicholas Costopoulos	KBL Wealth Ma
Lawrence A. Sanders Foundation	Benchmark Financial	Lucy Childs	CDC Incurrence Services Inc	DOLEY
Abdol & Cathy Moabery	Bluegreen Vacations Corporation	Jason & Jackie Coker	Francisco Daniele	Ing & Arhim D.
Office Depot	Brent D & Tammy J Burns	Community Care Plan	Barry & Stenhanie Davis	Daniel Schuler
Ed & Kathy Quinn	Jason & Katie Busch	Creative Financial Network	Deerfield Automotive, LLC	Schwartz Slad
Truist	Caulfield Family Fund	Florida Aquastore	Susan & Edward Diener	GreenbergAt
Christopher & Elizabeth Warren/	Comerica Wealth Management	The George Snow Scholarship	Janice Dilorenzo	Jen Sennett
Wells Farno Foundation	Cornelia I Bailey Foundation	GLHomes	David & Michelle Dunston	Margaret Man
Jonathan Winson	Benjamin & Miosotys Dyer	Grace Gathering Church	Heather & Michael Dupree	Signature Real
	Albert E. & Birdle W. Einstein Fund, Inc.	Habitat for Humanity of Greater	Eitan & Leah Esan	Brianna Silva
Red Triangle	Jerry & Terry Fedele	Palm Beach County	Fisher Bray Real Estate	Grant & Kathar
(\$10,000-\$24,999)	Gary & Nidia Flaks	Wanda Harrold	Barbara & Harold Garrido	Erick Solms
ADT	Kelly & Will Fleming	Martha Hoffmann & Neil Burns	Micheal & Teresa Gillespie	Michael & Cind
Allegiance Home Health & Rehab/	Florida State Alliance of YMCAs	lern Honeycutt	Google Match	Mandi Stenher
Rosie Inguanzo-Martin & Joe Martin	The Gardens of Boca Raton,	Daniel & Stenhanie Huck	Nazon Giorahanou	Kadi Tarlecky
Denis Arsenault	The Gary Peters Family	Scott & Patricia Jordan	Scott Hanlon	Christopher Th
Bay Branch Foundation	Foundation	Connor & Ryan Lynch	Susan & Jonathan Harris	Patricia Thoma
Yvonne* Boice & Al Zucaro	Marc & Nicole Grimes	Thomas & Hilary Lynch	Bryan Hunt	Richard N.Tho
Campany Roofing, Inc. Company	Liz & Jason Hagensick	William & Jessie Marino	iTHINK Financial	The Tunis Fami
Gary Cantor Family Foundation	Morgan Stanley	McKinnon Wright Wealth Management	Nicole Jennings	OBS BV Group
CD Group	Hard Rock Hotel & Casino	Miami Dolphins Foundation	Joan Joens Both & Tom Johnston	Gloria Wank
Timothy R & Amy F Devlin/	John & Bonni Hiller	ModMed	Freddie luly-Johnson & Joshua	Pam & Robert
Daszkal Bolton LLP	Ted Hoskinson	Murdoch Weires PLLC	Johnson	Wells Fargo Ma
Bill & Mary Donnell	Rick & Pat Howard	Fran & Nathan Nachlas	Junior League of Boca Raton	Whelchel Partr
Edward I Bedford Foundation	Jacob Burns Foundation Inc	Michael & Lidia Nathanson	Jackie Kaleel	Henry & Luella
Estate or Bernard Winiker FALI Foundation	Tripp Scott	Foundation Foundation	Marilyn & Edward Rapian Michalla Kazak	Mickey & Katle
Florida Power & Light	Kaufman Lynn Construction	The Piedt Family	KidsHelpina Kids	
The Greater Boca Raton Chamber	Rosemary & Ben Krieger	R2 Unified Technologies	Paul Kiedis	To learn m
of Commerce	Labovick Abogados	Douglas & Michelle Reader	King Broward Holdings, LLP	becoming
Heidi Schaeffer MD Charitable	Kelly & Pat Liguori	George & Geri Rizzuto	Charitable Fund	contact K
Trust	Robert & Tracy Louv	SouthState Bank	Jenna Lawrence	-008-199
James Hand Marta T Batmasian	Barbara & Benjamin Lucas II	Christine & George Ternenyi	Nicole Leno	

Leais Nexis Risk (
Joseph & Judy Ludwig

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Need Real Estate, ILC

2022 REVENUES + OTHER SUPPORT

Revenues and other support (in thousands)		2022			
General Contributions	\$	606			TOTAL INC
Annual Giving Campaign	\$	763			SERVED: 3
Grants	\$	485	43%	57%	Financial As
Special Events (net)	\$	1,671			■ No Financia
Subtotal Support	\$	3,525			
Government Contract	\$	381			
Membership	\$	4,841			
Preschool	\$	1,980			
Aquatics	\$	960			
Family Life	\$	1,222			
Summer Camp	\$	840	40	5%	REVENUE
Health & Wellness	\$	444		3%	General Supp
Youth Sports	\$	576			
Special Needs	\$	62			Annual Camp
Γhe Lab	\$	149	4004	11%	■ Grants
Miscellaneous	\$	89	42%	—3%	■ Special Even
Total Revenues and Other Support	\$	15,069			■ Government
• • • • • • • • • • • • • • • • • • • •				32%	Membership
Expenses:					■ Program Rev
Program Services:					Trogram Kev
Membership & Program Services	\$	4,570			
Youth Development	\$	5,989			
Financial Assistance	\$	1,684			
Total Program Services	\$	12,243	10% 2%		
Support Services:			12%		EXPENSE
Support Services: Management & General	\$	1,427	-/0		■ Membership
variagement & deneral Fundraising	\$	268			Program Ser
-undraising Fotal Support Services	\$	1,695		33%	Youth Develo
	\$			1	Financial Ass
Total Expenses	>	13,938	43%		Managemen
Change in fair value of interest rate swap	\$	250	4376		& General Fundraising
Change in Net Assets	\$	1,381			









YMCA of South Palm Beach Annual Report (2021)



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 Jack Warner Tim Devlin **Robert Robes** Kenneth Kaleel **Christopher Warren**

TRUSTEE EMERITUS

Peter Blum

DEVOS-BLUM FAMILY YMCA BOARD OF DIRECTORS

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

\$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.









- Diabetes Self-Management program
- LiveSTRONG at the YMCA



ANNUAL GIVING CAMPAIGN

It would not be possible for our Yto 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.



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

The Sidney, Milton & Leoma

Simon Foundation-FL

Cornerstone Gift (\$50,000+)

Robin & Charles Deyo United Way of Palm Beach Judi & Craig Donoff County Amy & Mike Kazma Myrna Gordon Skurnick Sun Capital Partners Wells Fargo Dorian Beck Trauger Living Trust West Boca Medical Center **Visionary Gift**

(\$25,000-\$49,000)

Baptist Health South Florida

Community Foundation for

JM Family Enterprises

Family Foundation

Rich & Bebe Mascolo

Office Depot

Foundation

Truist

Ed & Kathy Quinn

Jonathan Winson

YMCA of the USA

Red Triangle

& Joe Martin

Mary & Peter Blum

Boca West Children's

The Chamber of Nonprofit

Timothy R. and Amy F. Devlin/ Daszkal Bolton LLP

Grimes Events & Party Tents

Anna A. Moldrup Foundation

Plastridge Insurance Agency

Mary and Ralph Gesualdo

Agencies in PBC, Inc

The Cobb Foundation

Mary & Bill Donnell

Thomas Modaca

SBA Communications

Schmidt Family Foundation

Florida Blue

Bo ca Magazine

Foundation

Gary Cantor

Caridad Center

ADT

(\$10,000-\$24,999)

Baldwin Family Foundation

Edward T Bedford Foundation

James & Marta Batmasian

Allegiance Home Health & Nicole & Craig Stel
Rehab/Rosie Inguanzo-Martin The Torano Family

Lawrence A. Sanders

The Batchelor Foundation, Inc.

Forrest C & Frances H Lattner

Daniel & Stephanie O'Bryon

Gold Triangle

(\$5,000-\$9,999) Paul and Kathy Adkins/Florida Peninsula Insurance Company 24 Hours Cleaning David Adams/Adams Benefit Corporation Boca Rio Foundation, Inc. Brent D. Burns & Tammy J. Burn Palm Beach & Martin Counties: Michael Caulfield Bailey Stein Fund & John D. & Catherine T. MaCarthur Fund Diabetes Coalition of Palm Beach County Albert E. & Birdie W. Einstein John & Bonni Hiller Rick & Pat Howard Joe DiMaggio Children's Hospital Christine E. Lynn Anita McSharry & Bruce Hindin Nilsa & Frank McKinney **NCCI Holdings** The Pete Store Shutts & Bowen LLP Lisa Sliney Lee Steinberg

Paul & Nancy Zarcadoolas Silver Triangle (\$2,500-\$4,999)

Adams | Coogler, P.A.

Pam & Tony Arrieta

Anonymous

Nicole & Craig Stelzer

Walmart Supercenter

Toshiba Business Systems

USA Swimming Foundation

Atlantis Air, Inc Aucamp, Dellenback & Whitney Barthelette Law, P.A. Bluegreen Vacations Jason and Katie Busch Casa de Montecristo Chick-fil-A Boca Raton Lucy Childs Jason & Jackie Coker Comerica Wealth Management Crocker Partners Dawn Edwards Salon FAU Foundation, Inc. First Horizon Foundation Polen Capital, Dan & Shoshana Florida Power and Light Publix Super Markets Charities, Grace Gathering Greater Boca Raton Chamber of Bell Rock Capital, LLC Roofclaim.com Boca Raton Bowl Commerce Howard Guggenheim Habitat for Humanity of South

Palm Beach County Liz & Jason Hagensick Town of Palm Beach United Way Kristy Hartofilis Donna Hollinshead The Honda Classic Christopher & Elizabeth Warren/Ted Hoskinson Lawless, Edwards & Warren 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 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 **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 Biogen Martha Blandon

Boca Raton Airport Authority Elke E. Boies 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 Gary & Nidia Flaks Barbara & Harold Garrido Mary Sol & Abilio Gonzalez Susan & Jonathan Harris Jennifer Harrold Charles Hill Martha Hoffmann & Neil Burns Terri Honeycutt Bryan Hunt iTHINK Financial Nicole Jenninas Joan Joens Johnson, Ritchey & Feldman, P.A.

Beth & Tom Johnston

Johnson

Jackie Kaleel

Paul Kiedes

Jenna Lawrence

Katrina Lindsev

Fernanda Macedo

Lil Sluggers PBC, LLC

Nicole Leno

Mako Pools

Scott & Patricia Jordan

Rosemary & Ben Krieger

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 Pavcom 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 lackie & lason Reeves Johnny-Lee Reinoso Chris & Jackie Riordan George & Geri Rizzuto lan & Ashley Robinson The Estate of Margaret Rodriguez Dan Schuler, Spark Creative 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 Freddie July-Johnson & Joshua Michele Weizer Henry Willis Brad & Haley Winstead Elaine J. Wold King Broward Holdings, LLP

> To learn more about becoming a donor, contact Kadi Tarlecky 561-300-3238.

The Bernardo Wolfson Family

Young Engineers

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2021 REVENUES + OTHER SUPPORT

Revenues and other support (in thousands)		2021		TOTAL INDIVIDU
General Contributions	\$	3,665		SERVED: 31,825
Annual Campaign	\$	908		Financial Assistanc
Grants	\$	262	50% 50%	■ No Financial Assist
Special Events (net)	\$	256		Nearly 1 out of every
Subtotal Support	\$	5,091		that we served recei
Government Contract	\$	2,826		rinanciai Assistance
Membership	\$	4,085		
Preschool	\$	1,894		
Aquatics	\$	875		
Family Life	\$	1,155		
Summer Camp	\$	565		REVENUE
Health & Wellness	\$	374		General Support
Youth Sports	\$	519		
Special Needs	\$	46	21%	Annual Campaign
The Lab	\$	76	31%	■ Grants
Total Revenues and Other Support	\$	17,505		% Special Events
• •				% Government Suppo
Expenses:			23% 16%	■ Membership
Program Services:				Program Revenue
Membership & Program Services	\$	4,259		- rogram nevenue
outh Development	\$	4,937		
Financial Assistance	\$	1,283		
Total Program Services	\$	10,479		
otal 110grafii sel vices	-	בודןטו	10% 2%	
Support Services:			10,70	
Management & General	\$	1,139	10%	EXPENSE
Fundraising	\$	281		Membership &
Fotal Support Services	\$	1,420		Program Services
Total Expenses	\$	11,899	41%	Youth Development
otal Expenses	4	11,000		Financial Assistanc
Change in fair value of interest rate swap	\$	142	37%	Management & General









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 explor e 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're 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 venture, and we thank you for the opportunity.

Sincerely,

Aaron Mendelsohn

Vice President of Development

Republic Metropolitan



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

METROPOLITAN REPUBLIC

BRIEF HISTORY

properties owned by the YMCA in Arlington, Denver, Charlotte Legion in Redwood City, California, the University of Redlands With a focus on public-private and institutional partnerships, and the City of Charlotte, where ReMet is developing a 13.9 Family of Companies, a national real estate development firm. ReMet was recently awarded bids to redevelop acre, 2.8M square foot mixed-use district and multi-modal Detroit and Burbank, the First United Methodist Church in Republic Metropolitan (ReMet) is part of the Republic Downtown Los Angeles, the United Food & Commercial Workers union in Koreatown/Los Angeles, the American transportation hub.

COMPANY OVERVIEW

of Companies has developed 29,000,000 square feet of real estate (across all categories - multi-family, office, hotel, retail. Florida, Los Angeles, San Jose/San Francisco, Denver and and institutional) representing an investment at cost of over \$9 billion. Republic currently has more than \$3 billion of new private/public sector projects and is now working on a numbe multi-hundred million-dollar projects in major cities around management, and development enterprise based in Washington, D.C. Over the last 40 years the Republic Family projects under construction and development in Washington the Southeast - among the top commercial and residential markets in the country. Republic has executed over 35 U.S., including recent awards in Atlanta, Raleigh and The Republic Family of Companies ("Republic") is a privately owned, full-service real estate investment, Charlotte.



LEGAL ENTITY

ADDRESS

1201 Maryland Avenue, SW Suite 850 Washington, DC 20024

CONTACT PERSON

Aaron Mendelsohn (818) 634-4957 amendelsohn@

REGISTRATION INFORMATION CORPORATE

YEARS OF EXPERIENCE 40

EMPLOYEES 34



MENDEL SOHN PRESIDENT

ROBERT

Bob Mendelsohn leads Republic Metropolitan, LLC, specializing in public-private and institutional partnerships. Since 1980, Mr. large development projects, usually involving public-private partnerships. Mendelsohn has directed the coordination of

Mr. Mendelsohn has played has played a major square feet of mixed-use projects in Washington, D.C., with a combined value of role in the development of some 8 million over \$2.3 billion, including Market Square (1.2M SF).



AARON
MENDELSOHN
VICE PRESIDENT OF
DEVELOPMENT

Aaron manages Republic Metropolitan's Los Angeles include a 30-acre university village in collaboration with the University of Redlands and several mixeduse residential, TOD and high-rise developments in Hollywood, Koreatown, American Canyon, and office, founded in 2018. Projects he's supervising

redevelopment projects around the country. Active Partnerships, a program dedicated to YMCA projects include four multi-acre mixed-use developments in partnership with YMCAs in Burbank, Charlotte, Detroit and Denver, Aaron is the managing director of Republic

RICHARD KRAMER CHAIRMAN

Richard Kramer is Chairman of the Board of the Republic Family of Companies, whose primary focus is the development, management and ownership of investment grade real estate.

Mr. Kramer has been a managing general partner, development and management of real estate projects throughout the country, as well as the strategic management and ownership of various co-managing partner or general partner of over 100 real estate partnerships. He has more than years of experience in the acquisition,

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STACY
HORNSTEIN
SENIOR VP OF
ACQUSITION &
DEVELOPMENT

experience and currently oversees several projects at Republic, including the Carolina Park development in Chaleston, couth Carolina, and several of Republic's condominium and retail commercial and urban mixed-use development Stacy Hornstein has more than 30 years of projects in Washington, D.C. and Florida.

developed numerous regional mall concepts, known as the "Mills" program. With the Cafritz Group, he directed the development of While at Western Development, Mr. Hornstein Smoketown Stations in Prince William County,

RELEVANT PROJECT EXPERIENCE

Y COLORADO VILLAGE

Denver, ∞



architecture firm Stantec, Y Colorado Village will be a vibrant inter-connected, live/work/shop/play destination with a strong placemaking sensibility that will appeal to Denverites looking for a dynamic, healthy and sustainable lifestyle. Schlessman Family YMCA property in the upscale University Hills neighborhood of South Denver. The vision: Υ Colorado Village, a 1.1 million square foot mixed-use village offering ReMet and Denver-based developer Conflunt prev ailed 479 units of housing, a 66,000 square foot medical offic building, 31,000 square feet of retail and a new, 93,000 square foot YMCA. Designed by award-winning global in a competitive solicitation to redevelop the 5.8 acre

friendly amenities, an upscale grocery store, an appetizing array of food and beverage choices, and a state-of-the-art nealth and wellness 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, Conflunt, YMCA of Metro Denver

residential, offic, ret all), Project Type: Mixed Use (multi-family **New YMCA Facility**

(90,000 SF YMCA) Project Scope: 800,000 SF

Construction Cost

Funding Sources:
Partnership equity and third party debt

Y PARKVIEW

Republic

Republic

Royal Oak, MI



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

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

Republic, The Alan Group, /MCA of Metro Detroit

Project Type: Mixed Use (multi-family esidential), New YMCA

(60,000 SF YMCA) Project Scope: 540,000 SF

Construction Cost: \$158 million

Funding Sources: Partnership equity and third party debt

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 vi sually ex citing, 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.

Republic, The Michaels

Organization, YMCA of Metropolitan Washington DC Multi-family residential New YMCA Facility Project Type:

(90,000 SF YMCA) 435,000 SF

Project Scope:

Construction Cost: \$190 million

Funding Sources:
Partnership equity and third party debt

Y MAGNOLIA VILLAGE

Republic

Burbank, CA



Owner:
Republic, The Michaels
Organization, YMCA of
Burbank

new YMCA facility Project Scope: Project Type:

(70,000 SF YMCA) 410,000 SF

Construction Cost: \$96 million

Funding Sources:
Partnership equity an third party debt

Republic

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.

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.

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NoDA Village

Charlotte, North Carolina



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.

edectic 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

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

process, Charlotte Gateway Station is a 4,300,000 square foot, P3 phased project that will deliver a new, multimodal transportation

> Mixed Use (multi-family residential, retail), New Project Type:

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

Construction Cost: \$ 191 million

Funding Sources: Partnership equity third party debt

Charlotte Gateway

Republic

Charlotte, North Carolina



Office/Retail, Hotel/Retail Project Type: Multifamily Residential/ Republic, The Spectrur Retail, Veteran-Prefer Affordable Multifamily Transit Oriented Companies Awarded to Republic, and The Spectrum Companies through an RFP hub, soaring towers designed by Skidmore Owings and Merrill (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

a hotel where Capstone Development was brought on as a

highway transportation network. A critical element of Charlotte's

2030 Transit Corridor System Plan, this 13.9 acre project will

taxis and bicycles as well as access to the regional road and

consolidate public transit and intercity transportation modes at

multimodal station and iconic towers will anchor the larger CGS

Development Project and District.

Irade and Graham Streets in Uptown Charlotte. The signature

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

Project Scope: 2.8M SF Construction Cost: \$ 1.5 billion

Partnership equity, third party debt, value transfers, local and Funding Sources:

destination where residents, businesses, and tourists come together

and experience the best that Charlotte has to offer.

federal grants; local, state and federal debt

Republic

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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 andn 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 transit oriented to encourage residents and visitors to rely are cohesively tied together via widened sidewalks and a less on their cars.

program featuring installations, statues, and murals alongside a series of parks and open spaces brings residents and the rest of the Millbrae community together. Lastly a unique, In addition to the private

Project Scope 330,000 SF

Republic

THE PORTALS COMPLEX

Washington, DC



entitling, design, construction, financing, and management of Republic Properties Corporation is the master developer of Portals phases I - V and its principals have overseen the all phases.

process across multiple uses and the complete transformation of redevelopment, the Portals represents a long-term development The Portals is a large-scale development project in Washington to a multitude of other interested parties in the neighborhood and across the city. Similar to the Armed Forces Retire Home coordination with both local and federal agencies in addition the development area and surrounding neighborhoods. DC that required extensive infrastructure investment,

the last major Urban Renewal project to be constructed on sites One of the largest projects in the history of the Nation's Capital, The Portals is a \$1 billion mixed-use development representing 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)

in Florida. The project sees over 21 million visitors a year,

making it the second most popular tourist destination in

Florida after Disney World.

Construction Cost: \$1.5 billion Project Scope: Over 3,000,000 SF

Capital, Samsung SRA Asset Mynt. Debt: Funding Sources: Equity: AIG Investme Blackstone, Parse

SAWGRASS MILLS

Project Type: Retail, Food & Beverage Republic Sawgrass Mills, located in Sunrise, Florida opened in 1990 as largest mall in the United States and the second largest mall million square feet of retail selling space. It is the eleventh

principals of Republic Properties and now totals over 23

the third "Mills" super regional mall developed by the

Project Scope 23,000,000 SF **Annual Sales:**

Partnership equity and **Funding Sources:** third party debt

> class shopping, showcasing an unrivaled collection of retailers and unique-to-market brands, dining, and entertainment. The

Sawgrass Mills is a renowned global destination for world-

The principals of Republic Properties helped revolutionize

retailing by combining scores of manufacturers' outlets,

discount retailers and entertainment under one roof.

combined \$100 million in sales. Sawgrass Mills is now owned annual total sales value generated from the project is \$1.6B.

by Simon Property Group.

The project's fifteen full service restaurants generate a

\$1.6 billion

Republic

Ft. Lauderdale, FL



32

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.

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 access easements with adjacent property owners to provide multi-year entitlement process, including securing a Nontidc properties. Republic took Waldorf Park through an extensive, Waldorf Park has been designed to meet the market where investor demand is strongest: "bite sized" triple net leased Wetland and Waterway Permit from the Maryland

the level of ingress and egress required by today's retailers.

35,935 SF of Retail Project Scope: 7.49 Acres

Project Type: Retail, Food & Beverage

Construction Cost: \$15,4 million

Partnership equity and debt from Sandy Spring Bank **Funding Sources:**

SENECA CORNER

Republic

Republic

Great Falls, VA



Pharmacy with a drive thru and the site infrastructure for Phase I and In 2019, Republic – through a joint venture with a local landowner –

delivered Phase Lof Seneca Corner including delivery of a CVS a future Phase II. In 2022, Republic broke ground on Phase II at

Project Type: Retail, Food & Beverage

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

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

Building

delivered on its vision to bring a national-tenant profile project to the

finance and deliver on their vision. Since that time, Republic has plan a site, bring a project through entitlements, and ultimately

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

ounding neighbors

Seneca Corner is located in Great Falls, Virginia, a community

development partner to help them recoup their investment, master

Republic was introduced to the landowner by a local real estate

broker, who felt the owner – a private family – needed a

Construction Cost: \$8.3 million

Funding Sources:
Partnership equity ar debt from Summit Community Bank

33

Construction Bridge Permanent

Pacific Western Bank Square Mile Capital Pacific Life

Technology Credit Union MetLife

\$23.4m \$29.5m \$100m \$170.2m \$235m Multi-family

Freddie Mac

\$45.8m

Construction

Multi-family Multi-family

U.S. Bank Synovus

\$116.3m

\$24.9m

\$7.4m

Refinancing

Multi-family

Freddie Mac

\$59.1m

Construction Construction

> Multi-family Multi-family Multi-family

Citizens Bank

\$75.3m

Bridge Bank

First Horizon

First Horizon

Multi-family

Renasant Bank

\$33.5m

\$43.5m

\$1.5b

\$28.4m

\$72.3m

Purchase

Purchase Purchase

Multi-family

Freddie Mac

\$58.8m

\$18.4m

Freddie Mac Freddie Mac Freddie Mac Freddie Mac

Multi-family

Purchase

Multi-family

MFI Capital LLC

Freddie Mac

Construction Refinancing

Construction Refinancing Refinancing

Bank of the West Wispar 2 Finco LLC KKR Bank of the West Prudential – PGIM

Type of Project

CONFIDENTIAL PROPRIETARY INFORMATION

REPUBLIC FAMILY OF COMPANIES: FINANCING ACTIVITIES 2015 TO 2022

CONFIDENTIAL PROPRIETARY INFORMATION

Project Name	Location	#Units/Sf	Year Financed	Total Financing Cost	Equity	Preferred Equity/ Mezzanine	Equity/ Mezzanine Source
Silver at Midtown	San Jose, CA	268 Units 14,244 SF Retail	2016 2019 2021	\$102.3m \$108m \$113.5m	\$19.3m	\$23m \$23m \$13.5m	Essex Property Trust
Patine at Midtown	San Jose, CA	269 Units	2017 2021	\$118.2m \$111.6m	\$23.4m	\$28.8m \$19.6m	Essex Property Trust
Sunsweet	Morgan Hill, CA	83 Units 7,860 SF Retail	2018 2021	\$37.6m \$29.5m	\$14.2m	N/A	N/A
Portals V	Washington, DC	373 Units	2017 2020 2022	\$216.2m \$216.3m \$235m	\$46m	\$70.2m \$46m	Parse Capital Square Mile Capital
Meridian	San Jose	218 Units	2015	\$104m	\$33.9m	N/A	N/A
Marquis	San Jose	166 Units	2016	\$71m	\$25.2m	N/A	N/A
LINQ at Berryessa Station	San Jose, CA	230 Units 11,650 SF Retail	2017	\$80.7m	\$8m	\$15.6m	Essex Property Trust
Gateway Millbrae Residential	Millbrae, CA	320 Units 13,613 SF Retail	2019	\$212.8m	\$96.5m	N/A	N/A
The Avery	Orlando, FL	200 Units	2021	\$41.6m	\$17.1m	N/A	N/A
Willow Glen	San Jose, Ca	Mixed Use - 14,935	2021	\$11.5m	\$4.lm	N/A	N/A
Westmont	Arlington, VA	250 Units 20,000SF Retail	2021	\$115.9m	\$19.7m	\$20.9m	Heitman
The Avida	Orlando, FL	400 Units	2022	\$115.9m	\$43.6m	N/A	N/A
Harmon at the Lake	Apopka, FL	180 Units	2022	\$43.8m	\$15.3m	N/A	N/A
Pecan Park	Jacksonsville, FL	240 Units	2022	\$52.9m	\$19.4m	N/A	N/A
Collins Preserve	Jacksonsville, FL	330 Units	2022	\$65.2m	\$21.6m	N/A	N/A
Total				\$2.2b	\$405.7m	\$260.9m	
Apartment Purchases							
Canopy at Belfort Park	Jackonsville, FL	192 Units	2017	\$27.2m	\$9.3m	N/A	N/A
Courts of Yorkshire Downs	Yorktown, VA	202 Units	2017	\$24.5m	\$6m	N/A	N/A
Crystal Woods	Alexandria, VA	343 Units	2018	\$79.4m	\$20.5m	N/A	N/A
Vert at Six Forks	Raleigh, NC	174 Units	2019	\$23.lm	\$9.4m	N/A	N/A
Villas at Dame Pointe	Jacksonville, FL	180 Units	2016	\$17m	\$3.7m	N/A	N/A
Somerhill	Gainsville, VA	140 Units	2015	\$31.5m	\$4.lm	\$4.1m	Riverbanc LLC
Millspring	Richmond, VA	159 Units	2020	\$30.9m	\$8.1m	N/A	N/A
Total				\$233.8m	\$61.3m	\$4.1m	

CONFIDENTIAL PROPRIETARY INFORMATION

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

CONFIDENTIAL PROPRIETARY INFORMATION

Project Name	Location	#Units/Sf	Year Financed	Total Financing Cost	Equity	Preferred Equity/ Mezzanine	Preferred Equity/ Mezzanine Source	Senior Financing Senior Provider	Senior Provider	Type of Pro
Office Construction/Refinancing	ncing									
Republic Square	Washington DC	198,880 SF Office	2018 - 2019	\$1642m \$133.6m	\$37.2m	\$29.5m \$38.6m	Teachers Ins & Annuity of America Paramount Group	\$97.5m \$95m	Teachers Ins & Annuity of America Apollo Global Management	Office
Portals II	Washington DC	609,217 SF Office	2017 - 2020	\$211.8m \$357.3m	\$24.8m	\$111.8m \$202.5m	AIG Investments AIG Investments (Tranche A + B)	\$100m \$130m	AlG investments US Bank	Office
Portals III	Washington DC	506,626 SF Office	2015	\$257.5m		\$97.5m	Samsung SRA Asset Mgt. Co. Ltd	\$160m	KEB NY Financial	Office
Gateway Millbrae Office	Millbrae, CA	157,694 SF Office 22,093 SF Retail	2019	\$138m	\$57.1m	N/A	N/A	\$80.9m	US Bank	Multi-family
TOTAL				\$1.2b	\$119.1m	\$479.9m		\$663.4m		
Hospitality										
Homewood Suites	Livermore, CA	104 Rooms	2019 - 2021	\$26.3m \$21m	\$8.3m	N/A A/N	N/A N/A	\$18m \$21m	Bank of the West Western Alliance Bank	Hotel
Residence Inn	Livermore, CA	112 Rooms	2018 - 2021	\$26m \$21m	\$8m	N/A N/A	N/A N/A	\$18m \$21m	Bank of the West Western Alliance Bank	Hotel
Gateway Millbrae Hotel	Millbrae, CA	164 Rooms 7,860 SF Retail	2020	\$98.7m	\$20.5m	\$36m	EB5 Capital	\$42.2m	Western Alliance Bank	Hotel
TOTAL				\$193.1m	\$36.9m	\$36m		\$120.2m		
Retail										
Republic Square Plaza	Livermore, CA	63,735 SF Retail	2018	\$40.7m	\$11.2m	N/A	N/A	\$29.5m	Bank of the West	Retail
Seneca Corner	Great Falls, VA	3.23 acres	2019 - 2023	\$8.3m	\$3.8m	N/A	N/A	\$3.5m	Summitt Community Bank	Retail
Waldorf Park	Waldorf, MD	35,329 SF	2022	\$15.4m	\$5.6m	N/A	N/A	\$9.7m	Sandy Spring Bank	Retail
Macomb Properties	Washington, DC	18,198 SF Retail	2017	\$11.9m	\$4.9m	N/A	N/A	\$7m	Sandy Spring Bank	Retail
Westmont Properties	Arlington, VA	44,047 SF Retail	2016	\$13m	\$3.7m	N/A	N/A	\$9.3m	Sandy Spring Bank	Retail
TOTAL				\$87.9m	\$28.8m	1		\$59m		
Land Held for Development										
Block A	San Jose, CA	263 Units 12,000 SF Retai l	2019	\$15.3m	\$10.9m	N/A	N/A	\$4.4m	Bank of the West	Land
Livermore - Parcel 4	Livermore, CA	5.11 acres	2019 - 2021	\$7.1m \$3.6m	\$3.3m	A/N A/N	N/N A/A	\$3.8m \$3.6m	Bank of the West Bank of America	Land
TOTAL				\$26.2m	\$14.3m	1		\$11.8m		

TOTAL EQUITY RAISED (\$MM)

CONFIDENTIAL PROPRIETARY INFORMATION

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

CONFIDENTIAL PROPRIETARY INFORMATION

EQUITY PROVIDER / CONTACT	YEAR	PROJECT	TOTAL EQUITY RAISED (\$MM)	EQUITY PROVIDER / CONTACT	YEAR	PROJECT
AlG investments Contact: Jeff Flinn	2020	Preferred Equity: Portals II	203.0	Huntington Hotel Group Contact: Kevin Keefer	2020	JV Equity:
Artemis Real Estate Partners Contact: Rich Banjo	2014	Preferred Equity: Republic Square II	34.0	Morgan Stanley	2013	Preferred Equity:
Barry Swenson Builders Contact: Case Swenson	2016	JV Equity: Ohlone Block C	9.7 5.5	Contact: Nailah Flake-Brown Persea Canital 11C	204	Republic Square I
		Oliolie Biock A		Contact Adam Mabry	2012	Portals V
Blackstone Contact: Michael Nash	2011 2012	Preferred Equity: Republic Square I Portals III	47.0 57.0	Pembrook Capital Management LLC Contact: Chris Simon	2012	Preferred Equity: Meridian at Midtow
Core Companies Contact: Chris Neale	2013	JV Equity: Marquis LINQ	3.0	Principal Real Estate Investors L.C	2019	JV Equity: Gateway Office
EB5 Capital Contact: John Mullen	2020	Preferred Equity: Gateway Hotel	36.0			Gateway Residenti
:	2013 2014	Preferred Equity: Meridan at Midtown	10	Prudential Financial, Inc. Contact: Rushabh Shah	2018 2012	Portals III Portals III
Essex Property I rdst, Inc. Contact: Keith Guericke	2018 2018 2019	marquis LINQ Ohlone Block C Ohlone Block B	2.0 7.0 6.6	RiverBanc I.L. Contact Joe Kunson	2015	Preferred Equity: Somerhill Farms
Essex Property Trust, Inc. Contact: Craig Zimmerman	2017	JV Equity: Ohlone Block B	11.7	Tharldson Hospitality/Tharldson Investments Contact: Joe Blagg	2019	JV Equity: Homewood Suites
Glenrock Builders, Inc. Contact: Rocke Garcia	2018	JV Equity: Morgan Hill	6.8	Sameting SDA Accet Management Co. 14d		Preferred Fauity
Harrison Street Real Estate Capital Contact: Justin Gronlie	2018	JV Equity: Crystal Woods	18.0	Contact Yonekyung Kim	2014	Portals III
High Net Worth Individuals (various) Contact: Richard Kramer	2013 2014 2018 2018	Friends & Family: Marquis UNQ Morgan Hill	1.0 12.0 2.0 7.0	Schneider Downs Corporate Finance, IP Contact: Peter J. Lieberman		JV Equity: Courts at Yorkshire Vert at Six Forks Millspring
	2019	Gateway Millbrae	6.6	TOTAL FOULTY RAISED (SMM)		

51.4 86.9 92.2 31.1

16.5

97.5

8.0 6.9

TOTAL EQUITY RAISED (\$MM)

4.0

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:

- ESRI**: 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
- YMCA Boca Teeca Racquet Sports Facility Study*:
 - 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?"
 - o "Have you ever played Pickleball?
 - "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%).**</p>
 - 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)

1. <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.
 - o 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:

- o 30.6% of those surveyed have played Pickleball (66.4% had not).*
- o Of the non-Pickleball players, 41.3% want to try it and 19.4% are "not sure".*
- o 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. Fitness Center 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.*
- 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?"***
 - o At 87.6%, 'Improved personal health & fitness' was the most cited by far.

3. Group Exercise/Fitness Studio enjoys a significantly broad, deep appeal:

- Overall, "Fitness classes like Yoga, Pilates and Zumba" enjoyed the 2nd 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 2nd 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?"***:
 - o 'Mind, Body, Spirit' classes (Yoga, Pilates, Tai Chi) scored highest at 47.5%.
 - o Almost a third (30.3) cited 'Senior Fitness'.
- 80% of responders expressed satisfaction with Y wellness programs.***
 - Almost half (41%) were 'very satisfied'.

4. Social Gathering Spaces are generally seen as a key component:

- Q: "What kinds of things do you do to promote a healthy & fulfilling life?"***:
 - o 80.9% said, 'Socialize with family & friends.', (esp. among older groups).
 - o 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?"
 - o A quarter (25.5%) cited, 'Social aspect, seeing friends and making new ones'.

<u>5.</u> <u>Drop-in Childcare Center</u> 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.

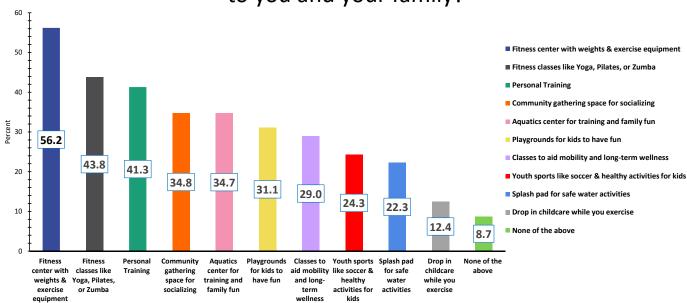
- Lap Swimming Pool & Splashpad
- Indoor Gymnasium
- Additional Group Exercise studio & expanded changing facilities
- Soccer mini-pitches (2) and shaded viewing area

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:

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.

2. 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.
- 4. 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

•	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
•	Site fence	\$ 151,500
•	Parking lot A	\$ 390,000
•	Sub-Total Phase 1 -	\$7,870,926
•	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
Youth building	\$1,080,734
Playground	\$ 250,000
Parking lot B	\$ 240,000
• <u>Sub-Total Phase 2</u>	\$3,646,721
• Total Phase 2 (with 13% buffer) -	\$4,125,000

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

Gymnasium	\$2,496,986
Pool and Splash Pad	\$3,211,800
 Locker room and studio addition 	\$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
Annual Philanthropy	\$ 150,000	\$ 200,000	\$ 300,000
 Membership Revenue 	\$ 1,453,086	\$1,937,448	\$2,906,172
 Program Revenue 	\$ 150,000	\$ 350,000	\$ 750,000
 Special Event Revenue 	\$ 100,000	\$ 100,000	\$ 100,000
 Miscellaneous 	\$ 50,000	\$ 75,000	\$ 100,000
 Subtotal Revenue 	\$ 1,903,086	\$2,662,448	\$4,156,172
Expense Salarias & Banafita	Ć1 100 000	Ć1 F00 000	ć2 200 000
Salaries & Benefits Supplies	\$1,100,000	\$1,500,000 \$ 35.000	\$2,200,000
SuppliesOccupancy	\$ 15,000 \$ 115,000	\$ 35,000 \$ 160,000	\$ 60,000 \$ 215,000
 Depreciation 	\$ 235,000	\$ 350,000	\$ 600,000
 Administrative Overhead 	\$ 335,517	\$ 441,773	\$ 696,159
 Miscellaneous 	\$ 100,000	\$ 125,000	\$ 200,000
Subtotal Expense	\$1,900,517	\$2,611,773	\$3,971,159
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 public-private 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

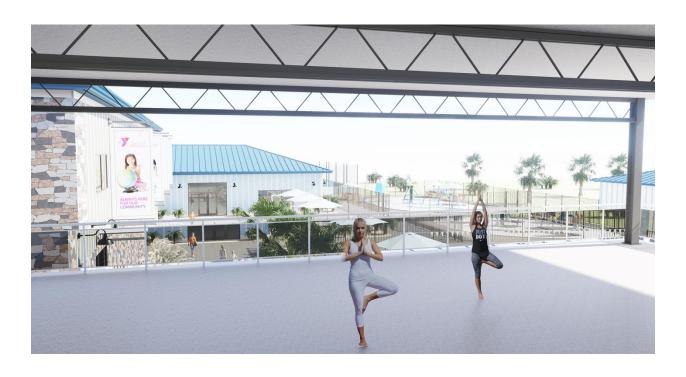
Additional Renderings

















Tab 5 – Affidavits