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## PROJECT PROPOSAL

### **Design, Finance, Develop and Operate Racquet Sport Facility at Boca Raton, FL.**

**Prepared for:** The Board of Commissioners  
Greater Boca Raton Beach & Park District  
Boca Raton, Florida

**Prepared By:** Robbie Wagner's.  
60 Sea Cliff Avenue, Glen Cove, NY 11542

**Date:** July 17, 2023

**Due Date: July 20, 2023 at 12:00 PM**



July 14, 2023

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The Board of Commissioners  
The Greater Boca Raton Beach & Park District, Florida

**Sub: RFP Response for Racquet sports facility at the int. of Jeffrey St and NW 2nd Av in Boca Raton, FL**

Dear Commissioners:

Robbie Wagner Tournament Training Center (RWTT) is pleased to submit this response to the Racquet sports facility at the intersection of Jeffrey Street and NW 2 Avenue in Boca Raton, FL.

By Partnering with RWTT, the Greater Boca Raton Beach & Park District (the "District") will benefit from RWTT's 35 years of experience in building, managing, and operating successful Racquet sports facilities in the US Tennis.

RWTT Brings the District a team with the highest qualifications to ensure that most important elements are taken care of, namely:

- **Wealth of Experience and Expertise:** RWTT team with seasoned management and experienced teaching professionals have been serving racket sports communities for more than 30 years.
- **Unique Recreational Amenity:** Our Hurricane safe Indoor facility provides racquet sports tennis, pickleball and padel.
- **Year-Around Use:** Training or playing year-around at one's schedule is possible. No Rain Days, No Wind, No Sunburns
- **Sustainability commitment:** We strive to make a positive impact on our environment, local communities, and planet. Our environmental efforts include promoting energy-efficiency, recycling, and alternative energy use.

- **Charitable Giving:** Enrich lives in the communities we do business by aiding charitable organizations and other charitable causes.

For our part, RWTT has read and intends to adhere to the provisions described in the proposal and commit to entering a contract that will satisfy the requirements of this RFP. RWTT acknowledges receipt of Addendum #1 and the project pricing sheets.

I look forward to meeting with you to discuss the proposal and how we can provide solutions and value the District requires.

Sincerely



**Robbie Wagner**

FOUNDER/MANAGING DIRECTOR

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## **Firm Information, Experience, and References**

Robbie Wagner Tournament Training, Inc (RWTT) and its sub-contractors will be collectively referred to as 'Team RWTT' in our response. As presented in this proposal, Greater Boca Raton Beach & Park District (the "District") will clearly notice that Team RWTT has the experience, understanding of local and community needs, technical expertise, and commitment to project success, which makes it the most prudent vendor to support this initiative.

At the organization level, we will showcase our:

- Organizational experience in developing and successfully operating racquet sports facilities for over 35 years.
- Understanding of District needs for building, managing, and operating the Racquet sports facility at the intersection of Jeffrey Street and NW 2 Avenue in Boca Raton, FL and how it will be fulfilled.
- Contract management and performance approach
- Past Racquet sports business performance background and references

At the Project level, we will demonstrate our:

- In-depth understanding of project needs
- Our approach and plan to meet current and future needs of the constituents.
- Commitment using quality resources meeting the community needs and business criteria of the project.

## **Organizational Background**

### **RWTT Profile**

Robbie Wagner Tournament Training, Inc (RWTT) is a New York based recreational sports service business specializing in providing racquet sports services to New York city area residents. Since its inception in 1987, RWTT welcomes everyone to a world of tennis in a family atmosphere. We pride ourselves on treating all students, from our Pee Wee's to our Tournament level players, with the utmost respect and support necessary for the advancement of their game.

RWTT Training program is managed by several USPTA Certified and USTA High Performance Certified coaches. Their goal is to develop young players into the very best that they can be in all aspects of the game, affording them the best chance at being successful at the Junior Tournament level, ITF Junior Tournament level, College level and Professional level.

RWTT currently employs 50 professionals providing racquet training services. In addition to the coaching staff, RWTT has a management and administration team of 10 executives handling various elements of our business operations ranging from Human Resources, Finance, Business Development, Office Administration, Legal and Resource Recruitment/Management.

## **Corporate Office Locations**

**Headquarters:** Robbie Wagner Tournament Training, Inc.  
60 Sea Cliff Ave  
Glen Cove, NY 11542

Our headquarter location is located 30 miles from NYC and serves all New York city residents and Long island residents.

### ***Affiliate Coaching Locations:***

Robbie Wagner Tournament Training, Glenwood Landing, New York  
Westchester Tennis Center, Port Chester, New York  
The Racquet Lounge, Southampton, New York

## **Affiliates/Sub Contractor**

RWTT affiliate/subcontractor companies provide additional services. These organizations share our values, service ethic and commitment to client success. Our affiliates/ sub-contractors complement our core services. Our affiliates/Sub contractor includes:

Open Court, 501(c)(3) organization, Boca Raton, Florida

Provide tennis instruction to children from underserved communities in and around Boca Raton  
OpenCourtBoca.com

Charles Putman and Associates, Inc, Boca Raton, Florida

Provide land planning services.  
621 NW 53rd Street Suite 125, Boca Raton, Florida

Global Sport & Tennis Design Group LLC, French Town, New Jersey

Provide recreational facility building and facility design services.  
GlobalTennisDesign.com

Florida State Registered Architect # AR0017618 – Alexander V Levitsky

Creo Systems Inc., Hicksville, New York

Provide sports club management services.  
Blumesoftware.com

## Financial Viability

RWTT is a financially stable organization with excellent revenue growth since inception. Our revenue for the past 3 years has averaged at \$4 Million with sound profitability for future growth. We have a strong working capital base and have established excellent lines of credit with our financial institutions for emergency funding requirements.

<u>RWTT Revenue History</u>		
2020	2021	2022
\$2,105,000.00	\$4,198,000.00	\$5,072,000

2020 revenue is impacted by Covid restrictions.

## Recreational Sports Business Experience

RWTT has experience operating recreational facilities in New York. It has managed both indoor and outdoor operations. At these facilities RWTT offers instruction, tournaments, fitness training, and other services.

RWTT is committed to growing the racquets sports through its Partnership and Community Outreach programs in the New York metropolitan area. The details of some of the initiatives are provided below.

### Country Club Programs

RWTT partners with following country clubs and conducts racquet sports programs at the clubs.

#### Engineers Country Club

55 Glenwood Rd, Roslyn Harbor, NY 11576

<https://www.invitedclubs.com/clubs/engineers-country-club>

#### Mutton town country club

5933 Northern Boulevard, East Norwich, NY 11732

<https://www.themuttontownclub.com/>

#### Hamlet Golf & Country Club

1 Clubhouse Dr, Commack, NY 11725

<https://www.invitedclubs.com/clubs/hamlet-golf-country-club>



## **Community and Nonprofit Programs**

Sports programs promote health and wellness and encourages personal growth and opening doors to future success. Understanding these benefits, RWTT partners and supports initiatives that are targeting underserved youth, military veterans, Special Olympians, and adaptive athletes. The details of some of the initiatives are provided below.

### **Nassau County Police Activity League (NCPAL)**

Nassau County Police Activity League (NCPAL) operates youth programs of a team and individual nature for all boys and girls in Nassau County regardless of race, religion, income or disability. The intent of the activities is to prevent juvenile delinquency, steer children clear from gang activity and to aid in the positive interaction of Police Officers and Youth. RWTT in partnership with USTA conducts racquet sports at following schools as part of this program.

- Bayville School
- Locust Valley School
- Glenwood landing School
- Glen Cove School

### **Boys and Girls Club of America**

Boys & Girls club helps kids and teens in need by providing safe places, programs, and guidance. RWTT partnered with Glen Cove Girls and Boys club and conducts every Friday Tennis and Pizza programs free of cost.

## References from Clients

Following are the recent projects we completed which are like Recreation center being proposed.

<b>Client Name</b>	Westchester Tennis Center, Port Chester, NY
<b>Description</b>	12 Tennis courts and 2 Pickleball courts
<b>Contact Name</b>	David Wolff
<b>Contact Role</b>	Managing Partner
<b>Tel#</b>	917-583-6101
<b>Email</b>	dwolff@westchestertc.com
<b>Service Type</b>	Build and Operate
<b>Service Duration</b>	2018-Present

<b>Client Name</b>	Racquet Lounge, Southampton, NY
<b>Description</b>	9 Tennis courts, 6 Pickleball courts and 4 Padel courts
<b>Contact Name</b>	Daniel Haimovic
<b>Contact Role</b>	Managing Partner
<b>Tel#</b>	646-717-3338
<b>Email</b>	dh@sc.holdings
<b>Service Type</b>	Build and Operate
<b>Service Duration</b>	2022-Present

## **Business Philosophy**

In today's fast-paced and competitive business landscape, organizations strive to enhance their operations, deliver superior quality, and meet customer expectations. Team RWTT applies six sigma DMAIC (Define, Measure, Analyze, Improve, Control) methodology to identify process inefficiencies, reducing defects, and driving continuous improvement.

Team RWTT uses Blume software for the business operations. It helps them with data collection, analytics and decision making. Blume software integration and DMAIC process helps in following areas:

### **DATA-DRIVEN DECISION-MAKING**

Make informed decisions based on objective evidence.

### **FOCUS ON CUSTOMER REQUIREMENTS**

Align improvement efforts to deliver outcomes and enhance customer satisfaction.

### **IDENTIFICATION OF BUSINESS ISSUE ROOT CAUSES**

Develop effective and sustainable solutions for process variation and defects.

### **CONTINUOUS IMPROVEMENT CULTURE**

Foster a mindset of continuous learning, adaptation, and innovation, leading to ongoing improvements and increased competitiveness.

# Project Approach

## Project Understanding

The Greater Boca Raton Beach & Park District hereinafter, referred to as “District”, is searching for a qualified proposer to design, finance, develop, and operate a racquet sports facility for the purpose of providing racquet sports opportunities to the residents of the District.

## Requirement

The Greater Boca Raton Beach & Park District has started a process to create a Master Plan for the Ocean Breeze property. The Master Plan is based on the community needs and has recommendations to assist the District in moving forward with improved recreational services on the Ocean Breeze site.

## Master Plan

The plan envisions development of four areas: northwest, called the Links (golf); northeast, called the Hills; southeast, called the Trails; and southwest, called the Preserve. 10 miles of hiking and biking trails, which community outreach identified as the top priority The first phase, consisting of the trails and the racket facility, could start in 2023 and take two years. The second phase could start in 2026 and be complete in 2028.



## Objective

The District believes that recreational amenities will be imperative for the residents and a revitalization of this property will significantly enhance redevelopment efforts in the northern portion of Boca Raton.

Solution should consider sustainability, traffic, accessibility, and impacts to the neighborhood with innovative concepts that provide superior recreation opportunities and green space preservation.

**Analysis**

A good solution is evidence based and offers a win-win approach for all the parties. We start with Boca Raton community, recreational offerings, and our solution.

**Community**

Item	Data
Population	95000
Area	29.2 Square Miles
Density	3282 people per sq mile
Households	41318
Persons per household	2.2
Number of Housing Units	48,657
Housing unit Occupancy	85%
Median Household Income	\$85,194
Education Highschool or higher	95.9%
Education Bachelors	32%
Education Postgrad	25%

**Weather**

South Florida is known as a tropical paradise with a postcard-perfect climate, but every Floridian knows that facade fades in the summer. Afternoon thunderstorms are, at times, a daily nuisance, and they're often unexpected.

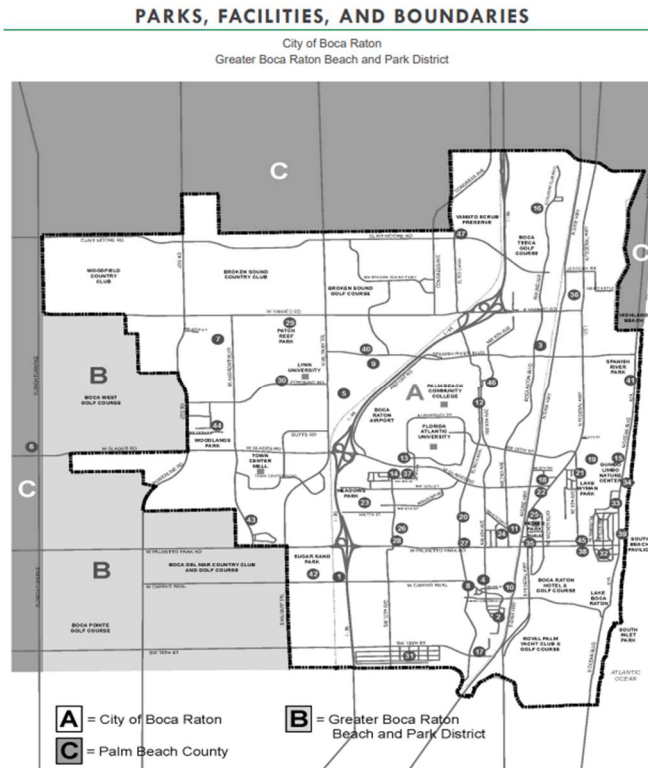
There are 141.3 rainy days annually in Boca Raton, which is one of the rainiest places in Florida. August is the rainiest month in Boca Raton with 17.8 days of rain, and April is the driest month with only 7.1 rainy days. Humidity in Boca Raton is significant throughout the year, and miserable in the summer. The humidity here has been described as oppressive or stifling in the summer. The humid season extends from April-November and the most comfortable months are December-March.

Florida is notorious for thunderstorms, lightning strikes, and fatalities. Lightning safe areas include fully enclosed structures, ideally with plumbing and electrical wiring.

Boca Raton is directly in the path of most hurricanes that form in Atlantic ocean. The hurricanes can interrupt regular life for days.

### Existing Recreational Facilities

The city has around 50 parks and facilities as shown on the map below.



The Tennis and Pickleball facility details are:

Number	Name	Tennis/Pickleball courts
	Boca Raton Tennis Center	10 Lighted Hydro-Grid Clay Courts
29	Patch Reef Park	17 lighted Plexi-Cushion tennis courts
43	Swim and Racquet Center	26 clay courts (12 lighted), Pickleball
24	Memorial Park	10 lighted tennis clay courts
7	Boca Tierra Park	2 tennis courts, Pickleball
14	George Snow Park	1 tennis court

16	Hidden Lakes Park	2 tennis courts, Pickleball
21	Lake Wyman Park	1 tennis court
23	Meadows Park	2 lighted tennis courts, Pickleball
36	Sand Pine Park	2 lighted tennis courts
44	University Woodlands Park	2 lighted tennis courts, Pickleball

### **Private/Country Club Tennis/Pickleball Facilities**

Boca Raton is known for being home to some of the most luxurious and exclusive country clubs in the nation. Each country club boasts its own unique array of world-class amenities and custom-built estate homes. From championship golf courses to Har-Tru tennis courts, fully equipped fitness centers, elite spas, resort style swimming pools, and 5-star dining options, country club living in Boca Raton is a true luxury.

Some of the facility Tennis and Pickleball court details are

<b>Name</b>	<b>Tennis/Pickleball courts</b>
Boca Raton Resort and Club	16 Lighted Hydro-Grid Clay Courts, 6 Pickleball Courts
Lifetime	Pickleball
Boca Grove	12 clay courts (12 lighted), Pickleball
Woodfield	20 lighted tennis clay courts, Pickleball
Boca Country Club	12 clay courts (12 lighted), Pickleball
Polo Club	25 lighted tennis clay courts, Pickleball

### **Conclusions**

Our analysis found the following:

- Lot of outdoor recreational options
- The indoor court options are limited.
- Country club/Private access is restricted by memberships.

## Proposed Racquet Center Design

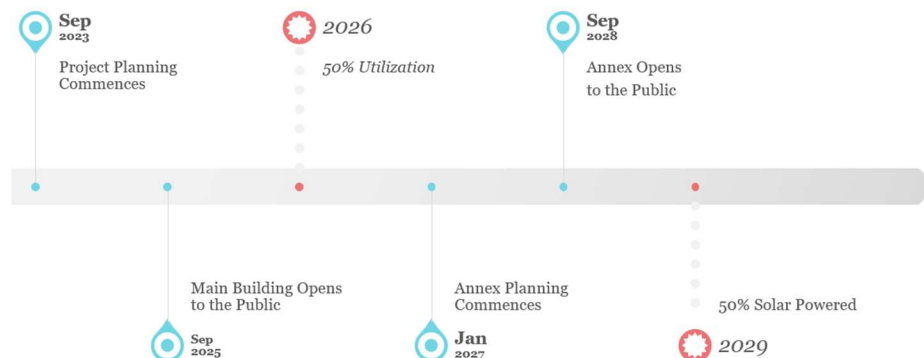
We need a recreational facility that will promote participation and economic revitalization of the Ocean Breeze. Boca Raton has lot of outdoor public and private recreational facilities. We wanted to complement existing offerings and serve a different need. We offer a large indoor recreational facility with 8 Clay tennis courts, 9 pickleball courts, and 2 padel courts. The benefits of the offering are:

Benefits	Comments
Access	Everyone can use
Availability	Year around usage irrespective of weather changes
Comfort	Attracts population that enjoys sports in comfortable indoor environment
Option	Provides an option for population that can't handle humid, hot weather
Diversity	Offer different experiences and products to the market.
Success	Our similar offerings in other markets are well received and successful

A recreational sports facility is an integral part of a community. Not only does it offer residents of the area a safe place to enjoy recreational and competitive sporting events, but it also helps to promote an active and healthy lifestyle. We covered critical factors like Adequate Funding, Quality Programs, Family Friendly and Affordable Services in our planning of the facility. The details are provided in the following sections.

We are confident our recreational facility will be well received by community. Our proposal includes an Annex to increase the courts in second phase. We also would like to invest in solar energy as part of these improvements. The main building area is 134,000 sq. ft. and the Annex area is 83,400 sq. ft. The main building needs 6.30 acres and the Annex needs 2.85 acres.

## Project Milestones





**Site Plan**

The site plan of new facility is as below.



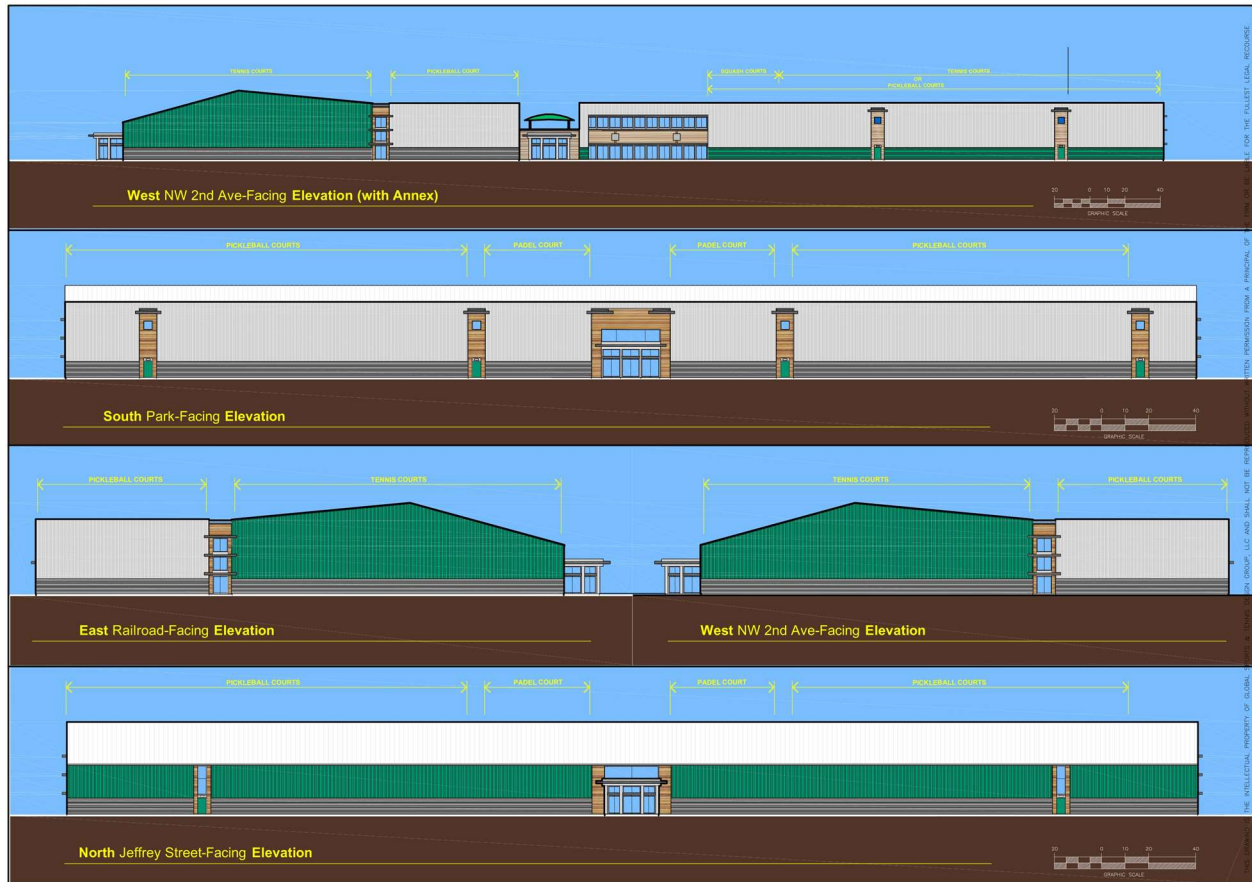
**Parking**

Parking requirement is 4 spaces per court plus staff parking. The parking spaces we allocated meets and exceeds that requirement.

## Proposed Facility Design Features

Team RWTT is excited and happy to be part of this opportunity to provide Racquet facility for Boca Raton town. We are extremely proud to present below the ideas planned to be incorporated in the new facility conceived by our Florida state registered architect, Alexander V Levitsky (AR0017618), world class designer of racquet club facilities.

### Elevation



### Exterior Features



The Building is Pre-Engineered with Metal Panels



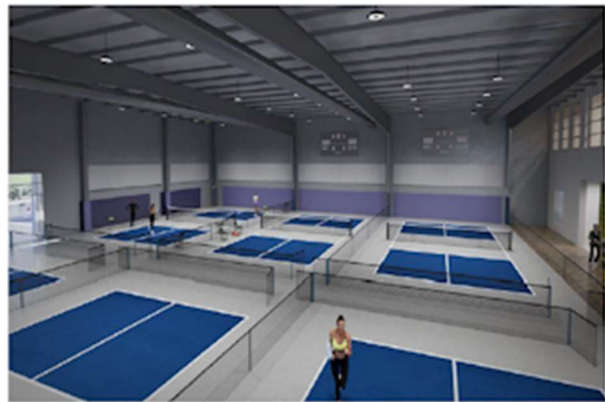
Wood-Cladding highlights



Roof are White for Maximum Reflectivity

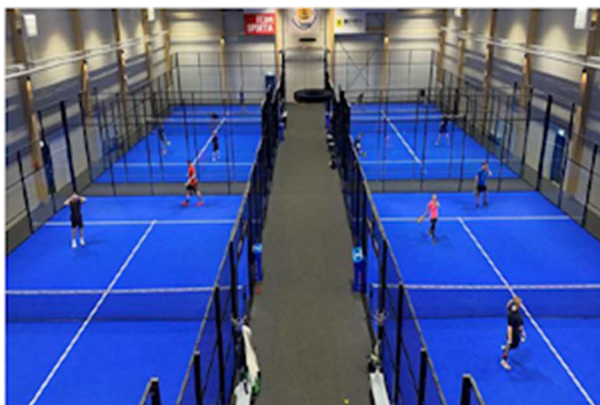
Awning Shade the Windows and Protect the Doors

### Courts



8 Indoor Hartru Tennis Courts

9 Indoor Pickleball Hard Courts



2 Indoor Padel Courts

Indoor Tennis Hard Courts (Annex)

**Amenities**



All Gender Toilets and Locker Room



Lobby



Wide Variety of Food and Beverage



Wide Variety of Food and Beverage



Numerous Spectating Options



Numerous Spectating Options

## Proposed Facility Sports Programs

We provide top-notch instruction, recreation, and competition for adults, juniors, and young racquet players. Our programs are structured as below:

- Adult Programs
- Junior Programs
- Leagues
- Camps
- Tournaments

A brief overview of Adult and Junior programs is provided below. More details can be found on our website [robbiewagners.com](http://robbiewagners.com)

### Adult Programs

Our programs are structured to meet the needs of the adult customer for various needs like grow their game, take on some competition, or simply have a blast. Some of our programs are:

Stroke of the Day	Breakfast club
Early/Late Hit Program	Strategy Drill and Play Groups
Cardio Tennis	Working women's clinic

### Junior Programs

We offer a variety of tailored competitive programs and tennis lessons for kids and junior players. Some of our programs are:

Lesson Programs	Drill Programs
10 and Under Tennis	Junior Tournament Training
Ladder, Mental & Physical Training Programs	

Junior players groups are age and skill based. For example, 10 and under tennis have Red, Orange, and Green Pathways.

## Community Prioritization

Residents of the City of Boca Raton and the Greater Boca Raton Beach & Park District will be given priority access to new recreational facility programs and services. Programs or services will be offered to others if they are not taken up by residents by resident enrollment deadlines. Depending on the program or service, residents are eligible for various discounts and special pricing.

## Proposed Facility Financial Information

Please find below revenue projections for the new recreational Facility.

### Construction Cost

We offer a large indoor recreational facility with 8 Clay tennis courts, 9 pickleball courts, and 2 padel courts. We call this main building. The construction cost of this facility is \$25,000,000

We believe our recreational facility will be well received by community. We have proposed an Annex to increase the courts in second phase. We also would like to invest in solar energy as part of these improvements. The cost of these improvements is \$25,000,000.

### Operating Period

Team RWTT is making permanent improvements to the park land for the recreational use of community and visitors. We need to provide affordable services and recover capital investment within the operating period before handing over the facility to District. We are interested in operating the facility for 49 years.

### Fees to be Charged to Patrons

The facility will operate every day 6 AM – 10 PM. The court fees listed below for the proposed facility is not a barrier to access and will be very attractive to the market. Prices are per person for 4 some court usage. The pricing will be adjusted within this range based on day of use, time of use and season of use. The prices are adjusted to manage the demand and improve the utilization. For example, to promote the court utilization during low utilization times low court rental rates and incentives will be offered.

Sports	Court Rental Minimum	Court Rental Maximum
Tennis	15	30
Pickleball	10	25
Padel	18	30

### Annual Revenue Forecast

The total annual revenue from Main Building is approximately \$4,000,000.

Revenue Type	Weekly	Annual
Court Rental	\$71,142	\$3,557,100
Coaching Services	\$7,000	\$350,000
Pro Shop and Food and Beverage		\$92,900
<b>Total</b>		<b>\$4,000,000</b>

The total annual revenue from Main Building is approximately \$4,000,000. The facility utilization rate is expected to improve with our quality of programs and services. We forecast the increased revenue to \$5,000,000.

### District Revenue Sharing

We are excited to partner with District and serve the Boca Raton community. We hope to get all approvals and become operational asap. The revenue sharing starts from the time we become operational. We would need 12-18 months to be fully operational.

Year	Fixed Fee	Percentage
1 to 5	\$200,000	6%
6 to 10	\$250,000	7%
11 to 15	\$300,000	8%
16 to 20	\$350,000	9%
20+	\$400,000	10%

### Financial Projections for 5 years

Please find below recreational projected revenue for the first 5 years and the corresponding district revenue share. The district is expected to receive \$200,000 irrespective of the performance of the facility. If the facility is well utilized district share will be higher.

Operational Year	Gross Income Low	Gross Income High	District Share Low	District Share High
1	\$4,000,000	\$5,000,000	\$200,000	\$300,000
2	\$4,000,000	\$5,000,000	\$200,000	\$300,000
3	\$4,000,000	\$5,000,000	\$200,000	\$300,000
4	\$4,000,000	\$5,000,000	\$200,000	\$300,000
5	\$4,000,000	\$5,000,000	\$200,000	\$300,000

### Recreational Facility Improvements – Annex

The district revenue share and 5-year projections once the Annex is operational is as below.

Year	Fixed Fee	Percentage
1 to 5	\$350,000	6%
6 to 10	\$400,000	7%
11 to 15	\$450,000	8%
16 to 20	\$500,000	9%
20+	\$550,000	10%

Operational Year	Gross Income Low	Gross Income High	District Share Low	District Share High
1	\$7,000,000	\$8,500,000	\$350,000	\$510,000
2	\$7,000,000	\$8,500,000	\$350,000	\$510,000
3	\$7,000,000	\$8,500,000	\$350,000	\$510,000
4	\$7,000,000	\$8,500,000	\$350,000	\$510,000
5	\$7,000,000	\$8,500,000	\$350,000	\$510,000

## Community Service

Sports facilities are often fulfilling the desire to enhance the health and wellness of their communities. Team RWTT is committed to growing participants in underserved areas through our Partnership and Community Outreach programs in the Boca Raton Community.

City Parks Department vision is to enhance community services, add new and innovative programs. We would like to partner with City Parks Department and serve the community. Collaboration can improve efficiency, innovation, and relationships.

Our initial annual commitment for the community service is as below.

Use	Description	Percentage	Priority	Hours (Annual total of 5600)	Annual Cost
Civic Use	Use the recreational facilities for civic purposes, such as shelter in an emergency.	0	Level 1	As needed	
City Programs Use	Use the recreational facilities for city programs and/or services that serve the local neighborhood or community	1.25	Level 2	70 hours/year	70 hours x 960/hour = \$67,200
Community Use	Use the recreational facilities for the local neighborhood or community through nonprofit organizations	1.25	Level 3	70 hours/year	70 hours x 960/hour = \$67,200
Private Use	Use the facility to raise revenue		Level 4		

## Sustainability Initiatives

We strive to make a positive impact on our environment, local communities, and planet. Our environmental efforts include promoting energy-efficiency, recycling, and alternative energy use.

Our plan includes using energy efficient lighting for the facility. We are committed to using solar energy. Our plan includes plans for solar energy use.



## Performance of Services

### Project Execution Approach

Team RWTT will build multi sports racquet facility as specified in our proposal. Team RWTT personnel will attend onsite review sessions with District and City Parks Department Resources to be held prior to starting work. These sessions will serve to bring everyone together and agree on the details for the entire project.

Team RWTT project management is a core competency to our past and future success. The project management team assigned to develop the racquet facility will consist of District/City/Public Relationship Manager, Project Manager, Architect, Sub Contractors. Team RWTT will allocate additional funding and resources as required to meet objectives and timelines.

Team RWTT project team will complete the Racquet facility (phase one) within 24 months. If we decide to proceed with Annex (phase two), we will complete phase two of the Racquet facility within 12 months.

### Project Management Approach



## *Initiation*

The initiation processes clarify the nature and scope of the project. If this stage is not performed well, it is unlikely that the project will be successful in meeting the District needs. The key project controls needed here are an understanding of the District environment and making sure that all necessary controls are incorporated into the project.

## *Planning*

The main purpose is to plan time, cost and resources adequately to estimate the work needed and to effectively manage risk during project execution. Additional processes, such as planning for communications and for scope management, identifying roles and responsibilities, determining what to purchase for the project and holding a kick-off meeting.

## *Execution*

Executing consists of the processes used to complete the work defined in the project management plan to accomplish the project's requirements. Execution process involves coordinating people and resources, as well as integrating and performing the activities of the project in accordance with the project management plan. The deliverables are produced as outputs from the processes performed as defined in the project management plan.

## *Monitoring*

Monitoring and controlling consists of those processes performed to observe project execution so that potential problems can be identified in a timely manner and corrective action can be taken, when necessary, to control the execution of the project. The key benefit is that project performance is observed and measured regularly to identify variances from the project management plan.

## *Communication*

District and other Parties are communicated progress of the project. This is accomplished using:

- Regular Status Reporting
- Periodic Meetings

## *Closing*

Closing includes the formal completion of the project and the facility starts serving public.

## Team RWTT Roles and Responsibilities

Project Roles	Role Description	Name
<b>Team RWTT President</b>	<i>Team RWTT President</i> is heavily involved throughout the project. The President is involved from the project kickoff to project completion and is responsible for managing scope, cost, resources, and the day-to-day activities.	Robert Wagner
<b>Team RWTT City/District/Public Relationship Manager</b>	<i>Team RWTT City/District/Public Relationship Manager</i> is responsible for building and maintaining positive relationships with City/District/Public. Attend public meetings, work with team and City/District/Public to resolve any differences quickly and effectively.	Charles Putman
<b>Team RWTT Project Manager</b>	<i>Team RWTT Project Manager</i> is heavily involved throughout the project. The Project manager is involved from the project kickoff to project completion and is responsible for managing the day-to-day activities, including supervision of resources.	Charles Putman
<b>Team RWTT Architect</b>	<i>Team RWTT Architect</i> with experience in transforming building designs into reality, ensuring functionality, safety, and creative vision. Collaborating with engineers, develop concepts for structures that meet project goals and operational standards, bringing architectural projects to life.	Alexander V Levitsky
<b>Team RWTT Sports Director</b>	<i>Team RWTT Sports Director</i> with experience in development of existing and new innovative sports and recreation program development to better meet the needs of members and the community.	Erik Silver
<b>Team RWTT Legal Counsel</b>	<i>Team RWTT Legal Counsel</i> provides legal guidance and advise. Assist team in reviewing and negotiating fair contract terms. Review legal requirements and communicating these to the team.	Peter S. Sachs



## Why Choose Us?

There are many things that make us different and the most prudent partner for the District. Team RWTT has the experience, understanding of local and community needs, technical expertise, and commitment to project success. We list below few reasons.

### Experience, Team, and Financial Strength

RWTT's 35 years of experience in building, managing, and operating successful Racquet sports facilities. Team RWTT Brings the District a team with the highest qualifications for the best outcome. We are financially stable organization with strong backing from partners.

### Community Service

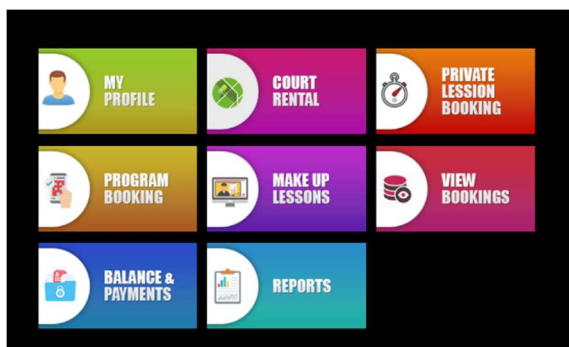
Sports programs promote health and wellness and encourages personal growth and opening doors to future success. Understanding these benefits, RWTT partners and supports initiatives that are targeting underserved youth, military veterans, Special Olympians, and adaptive athletes.

### Adapt and Excel

COVID-19 created economic and operational challenges for enterprises. New consumer behavior has emerged, accelerating a shift to online transactions, and creating an impetus for enterprises to utilize digital tools now more than ever. Team RWTT partnered with Creo systems for technology improvements and upskilling. By embracing digitalization and committing to improvements, Team RWTT built back with greater resilience to actively participate in an economy defined by global trends like AI.

### Customer Service

BLUME software customer app helps us provide high quality service accessible from their phone complementing our in-person services.



## Completed Affidavits and Exhibits

Following completed affidavits are attached.

1. Acknowledgement of Addenda
2. Proposal Submittal Signature Page
3. Conflict of Interest Disclosure Form
4. Notification of Public Entity Crimes Law
5. Notification of Public Records Law
6. Non-Collusion Affidavit
7. Truth-In-Negotiation Certificate

**ACKNOWLEDGEMENT OF ADDENDA**

**INSTRUCTIONS: COMPLETE PART I OR PART II, WHICHEVER APPLIES**

**PART I:**

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

Addendum #1 Dated \_\_\_\_\_

Addendum #2 Dated \_\_\_\_\_

Addendum #3 Dated \_\_\_\_\_

Addendum #4 Dated \_\_\_\_\_

Addendum #5 Dated \_\_\_\_\_

Addendum #6 Dated \_\_\_\_\_

Addendum #7 Dated \_\_\_\_\_

Addendum #8 Dated \_\_\_\_\_

Addendum #9 Dated \_\_\_\_\_

Addendum #10 Dated \_\_\_\_\_

**PART II:**

NO ADDENDUM WAS RECEIVED IN CONNECTION WITH THIS SOLICITATION

Firm Name

RWTT

Signature

Robert Wagner Managing member

Name and Title (Print or Type)

7-2-23

Date

PROPOSAL SUBMITTAL SIGNATURE PAGE

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

Firm Name: RWTT

Street Address: RWTT, 60 SEACLIFF AV, GLENCOVE

Mailing Address (if different from Street Address): NY 11542

Telephone Number(s): 516 759-0505

Fax Number(s): 516 759 0658

Email Address: RWTENNIS@HOTMAIL.COM

Federal Employer Identification Number: ~~1135~~ 11-3381778

Prompt Payment Terms: % days' net 30 days

Signature: [Handwritten Signature] (Signature of authorized agent)

Print Name: Robert Wagner

Title: Managing member

Date: 7-12-23

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

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









NON-COLLUSION AFFIDAVIT

STATE OF FLORIDA  
COUNTY OF PALM BEACH

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

a. He/She is MANAGING PARTNER of RWTT, the Proposer that has submitted a Proposal to perform work for the following:

RFP No.: \_\_\_\_\_ Title: REQUEST FOR PROPOSALS TO DESIGN, FINANCE, DEVELOP AND OPERATE RACQUET SPORT FACILITY AT PARK SITE LOCATED IN BOCA RATON, FL

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

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

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

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

[Signature]  
Signature

Subscribed and sworn to (or affirmed) before me this 18<sup>TH</sup> day of July 2023 by ROBERT B WAGNER, who is personally known to me or who has produced NDL # 944-060-678 as identification.

SEAL



ROLANDE M. RENAUD  
Commission # HH 273277  
My Comm. Expires October 5, 2026

Notary Signature [Signature]  
Notary Name: ROLANDE M RENAUD  
Notary Public (State): FLORIDA  
My Commission No: HH 273277  
Expires on: 10/05/2026

1

**TRUTH – IN – NEGOTIATION CERTIFICATE**

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

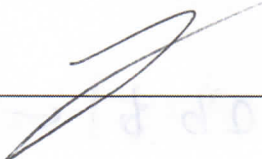
The undersigned certifies that the wage rates and other factual unit costs used to determine the compensation provided for in the Agreement are accurate, complete, and current as of the date of the Agreement.

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

Name: Robert Wagner

Title: Manager

Date: 7-12-23

Signature: 

## Appendix A : Team Profile

Profile of Team RWTT members is included.

<b>Project Roles</b>	<b>Name</b>
President	Robert Wagner
City/District/Public Relationship Manager	Charles Putman
Project Manager	Charles Putman
Architect	Alexander V Levitsky
Sports Director	Erik Silver
Legal Counsel	Peter S. Sachs

**Robbie Wagner**  
**81 Round Hill road**  
**Roslyn heights MY, 11577**  
**516-652-4649, Cell**

**CAREER SUMMARY:**

Robbie Wagner is the Founder/Director of the Robbie Wagner Tournament Training Center. They are located in Glen Cove & Glenwood Landing NY, on the North Shore of Long Island, and, since 2019 Westchester Tennis Center Located in Port Chester N.Y. Robbie has been involved in the tennis industry for the past 40 years and lives to share his knowledge and love of the game with his students and instructors, alike. He is a USTA High Performance Coach, as well as a USPTA Pro Level 1 rating. He has coached sectionally and nationally ranked juniors, top college player's and both men's and women's circuit professionals.. **He is revered for his ability to motivate players and bring out their unique individual talents**

. He has coached at the US Open and Junior US Open for many years. Robbie's skills at maximizing a player's potential, his work ethic, and his "never give up "attitude have led his player's to succeed at levels never dreamed possible. He is recognized as one of the nation's top developers of junior talent. Many of his students have gone on to attend and play on tennis teams at top colleges around the country. Robbie has been a huge proponent of increasing junior, adult and senior tennis. Robbie shows his dedication to all player's from the beginner to the top ranked competitors.

**FACILITIES MANAGEMENT**

*2019 - Westchester*

2017- PRESENT runs summer tennis programs at Engineers Country Club & Muttontown CC

2019 PRESENT- owner/purchased the old Sound Shore Tennis facility in Portchester, revamped whole facility, now the premier indoor facility in Westchester county.

2002- PRESENT-Owner, Robbie Wagner Tournament Training Facility in Glen Cove, Glen Cove NY. The Club has 6 indoor courts and 7 courts in 3 separate tennis bubbles. All courts har-tru

2001- PRESENT -Owner, Robbie Wagner Tournament Training Facility in Glenwood Landing NY. Club has 4 hard Courts in a permanent structure.

2003-PRESENT ROBBIE WAGNER Tournament Training Summer Tennis Camp, as well as Nike Tennis camps, utilizing several locations on the North Shore of Long Island; The Portledge School, Stanco Park Glen Cove, Old Tappan Courts, Glen Cove, The Racquet Club at Old Westbury & Glen Oaks Country Club.

2006-PRESENT-Robbie Wagner Tournament Training runs all aspects of the tennis program for The Parc at East Hills (3400 resident families)

1991-2003 Co-Founder and Director of Eastern Excel Tennis Camp. Located at CW Post Campus Long Island University, Brookville NY (sleep away and day camp)

1978-1997 Head Teaching Professional, Roslyn Racquet Club, Roslyn NY.

1979-1983 Head Teaching Professional, Country Estates Swim and Tennis Club, Roslyn NY

**AWARDS.**

**1997-LONG ISLAND/EASTERN TENNIS COACH OF THE YEAR**

**1998-NASSAU COUNTY TENNIS AWARD- THOMAS S. GULOTTA, COUNTY EXECUTIVE**

**2005-LONG ISLAND TENNIS FACILITY OF THE YEAR**

**2006-RECEIVED THE "VITAS GERULAITIS ", FOR THE LOVE OF TENNIS AWARD – USTA EASTERN LONG ISLAND SECTION**

**2007-LONG ISLAND TENNIS FACILITY OF THE YEAR**

**2008-WAS NAMED LONG ISLAND DEVELOPMENT CORP. ENTREPRENEUR OF THE YEAR**

**2010- HU ZAUSNER LIFETIME ACHIEVEMENT AWARD- USTA EASTERN LONG ISLAND SECTION**

**2012-MADELINE ZAUSNER TENNIS AWARD USTA EASTERN LONG ISLAND SECTION**

**CERTIFICATIONS:**

UNITED STATES PROFESSIONAL TENNIS ASSOCIATION – PRO 1

UNITED STATES TENNIS ASSOCIATION- HIGH PERFORMANCE COACH

**PROFESSIONAL PLAYING EXPERIENCE:**

Competed in many major satellite events throughout North and south America, Europe, Asia, Africa and India.



## **CHARLES PUTMAN & ASSOCIATES, INC.**

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### **Land Planning Services**

The process of land development planning has evolved from a relatively simple exercise in rezoning to a complex process of land use consistency, concurrency, permitting, impact fees, and governmental control. In fact, Florida may now have one of the most complicated and restrictive growth management systems in the country.

**Charles Putman** has been an active participant in the development industry for the past 35 years dealing directly with obtaining permit approval for development projects of all scales and sizes throughout the southeast and mid-atlantic area. Continuous exposure to the permitting process has served not only to give the company extensive experience in the field of development planning, but has required that all planners keep current with new regulations and procedures that affect the development process.

Our experience has included individual assignments for overall project coordination, as well as planning responsibilities as a member of a team. The work on individual projects has included the following services:

- ▶ Feasibility and due diligence studies
- ▶ Overall project coordination
- ▶ Assistance in master plan preparation
- ▶ Preparation and processing of land use amendments, rezoning petitions, plats, site plan applications, special use permits, variances, etc.
- ▶ Preparation and filing of impact reports
- ▶ Environmental permitting
- ▶ Concurrency evaluation and review
- ▶ Governmental coordination
- ▶ Fiscal impact analysis

### **Expert Witness Consultation**

Expert witness services relating to planning, zoning and permitting issues have become critical to legal cases where property rights or leasehold rights are involved. **Charles Putman & Associates, Inc.** provides the necessary research and testimony related services to support various types of litigation. Typical cases involve matters relating to condemnation of lands and resulting business damages through eminent domain; governmental takings for environmental preservation; litigation of property rights and lease holders rights and other similar cases.



**Alex Levitsky** is a registered architect, facility planner and principal of the Global Sports & Tennis Design Group LLC.

Since the Global Consult Group's team started Global Sports & Tennis Design Group in February 2000, Alex has worked on the design of hundreds of tennis courts including: stadium courts, field courts, training courts, hard and soft courts, indoor and outdoor courts. Alex has designed facilities with clubhouses, indoor tennis buildings, tournament facilities, other sports courts and fields, and grandstands. Clients have included clubs, universities, schools, resorts, counties and municipalities, other engineers and architects, and private residences.



Between 1994 and 1997, Alex Levitsky was first invited by Sheldon Westervelt to participate in the inspection of construction of the major court expansion of the NTC at Flushing Meadows. In 2007, he contributed to the design of the tennis courts in the Indoor Training Center at the USTA National Tennis Center. Since the Mid-1990s, Alex worked on the designs of over 100 sports facilities, including projects in 20 States and 10 foreign Countries.

Alex was awarded Distinguished Service Awards from the American Sports Builders Association (ASBA) in recognition of outstanding services to the industry. In January, 2021, Alex was recipient of the prestigious RSI Tennis Industry Service Award. On numerous occasions, he has been an invited speaker at the annual ASBA Technical Meetings on design of tennis, pickleball and other sports facilities. Alex has represented the USTA on the Joint Editorial Board for the "*Tennis Courts: A Construction and Maintenance Manual*", official manual of the USTA & ASBA. (Editorial Board Member 2006, 2010; Drawing Editor 2001, 2006, 2007, 2007, 2010, 2013, 2018, 2021); "*Pickleball Courts: A Construction and Maintenance Manual*", official manual of USA Pickleball & ASBA. (Editorial Board Member 2017, 2020, 2023; Drawing Editor 2017, 2020, 2023); and "*Courts & Recreational Surfaces: A Construction and Maintenance Manual*", ASBA. (Editorial Board Member 2023; Drawing Editor 2023).

Alex Levitsky is a member of ASTM (2008-Present) and is active in the Fo8 and F14 Committees. He is chair of the Fo8.66 Sport Facilities subcommittee and drafted the recently published ASTM standard for Pickleball fencing.

Early 1990s – Zoning Regulations projects in five cities in Russia. Supervised the design of the first post Cold War residential development project in Volgograd, Russia. In the housing component, the Ambassador of the United States presented the keys to the units to each Russian family. Mid-1980s – Designer on 100+ architectural and land planning projects, including mixed-use developments at N/K Architects, Morristown, NJ. Five (5) AIA award winners. Early 1980s – Co-Designer of the CIDA funded Community Medical Auxiliary Campuses in Surkhet and Dhankuta, Nepal. Co-Author of the USAID funded Master Plan for Nepal's an Institute of Agriculture and Animal Sciences campus in the Terai.

In over 40 years of practice, Alex has been recognized more than 50 times for excellence in design and planning by local, State and international authorities and associations.

Alex is a registered architect in New Jersey, Florida, Alabama, Massachusetts & South Carolina; and was a professional planner in New Jersey for 15 years; received National Council of Architectural Registration Boards Certification in 1996; member of the AIA, USTA Technical Committee (2003-2012) and past-president of the professional division of the ASBA (2004-2007).

## Erik Silver

### Director of Tennis

Erik Silver  
1299 E. Camino Real  
Boca Raton, FL 33432  
Work: 516. 447.3772  
Cell: 516.376.4111

#### **Professional Experience**

Director of Tennis  
Boca Hotel & Resort (“The Boca”)  
2000 – Present

- oversee 18 courts, facility maintenance, operations, guest services, lessons and clinics
- developed the “Jimmy Connors Experience”: for club members and guests
- responsible for annual budget and expenses; exceeded revenue in 2021, 2022
- provide family, individual, and children’s clinics
- provide individual instruction for preferred club members and hotel guests
- supervise five (5) tennis professionals and lesson scheduling
- develop collateral marketing materials for resort re: tennis facility
- oversee tennis shop and merchandising
- work with Tennis Committee to initiate new member and guest programs and activities
- Co-Founder of OpenCourtBoca.com; 501(c)(3) organization to provide tennis instruction to children from underserved communities in and around Boca Raton, including youth enrolled with the Boys & Girls Club, Big Brothers Big Sisters, and the YMCA

Sr. Tennis Professional  
1990-2000

#### **Education:**

Florida Atlantic University  
Rye High School

#### **Additional Information:**

35-year resident of Boca Raton  
Strong work ethic  
Strong interpersonal and managerial skills  
Customer Service expertise

## **PETER S. SACHS – BIO**

Peter S. Sachs is a Founding Partner of Sachs Sax Caplan, Boca Raton's largest locally owned law firm. Mr. Sachs moved from New York City to South Florida to practice law and founded his initial law firm in 1979. Peter is Board Certified in Condominium and Planned Development Law by the Florida Bar and through the years has handled a multitude of matters relating to residential associations, including condominium and homeowner associations, and country clubs in gated communities. He is one of the pioneers in the development of Florida community association law and has earned a reputation as a staunch consumer rights advocate.

Sachs received his B.A. from Queens College of the City University of New York and his J.D. from Fordham University School of Law. Sachs is Past Chair of the 15th Circuit Judicial Nominating Commission, Past President of the South Palm Beach County Bar Association, and a Past Member of the Board of Governors of The Florida Bar.

His notable work includes obtaining significant settlements on behalf of each of the four (4) Century Village communities and the Kings Point complex in Delray Beach. These settlements included modifications of long-term contracts of adhesion such as 99-year recreation leases and payments for construction defects resulting in millions of dollars of benefits for the residents. Peter also created and represents Kings Point Recreation Corporation, the unit owner-controlled entity that operates and administers the amenity package for 7,200 Kings Point unit owners.

Peter has always been involved in the community and has previously served as a Gubernatorial Appointee to the Treasure Coast Regional Planning Council. He was a Gubernatorial Appointee and past president of the Florida Independent Living Council and has previously served as a Board Member of the American Red Cross – Greater Palm Beach Area Chapter. Peter is also a past president of JARC Florida, a non-sectarian organization based in Boca Raton, which provides programs and services to educate and empower individuals with intellectual and developmental disabilities.

In 2022, Sachs was recognized by South Florida Business & Wealth (SFBW) with a Lifetime Achievement Award. As of 2023, Peter S. Sachs has been a member of the Florida Bar for 50 years and continues to practice law. Peter has been an AV® Rated by Martindale-Hubbell for over 40 years, the highest peer review rating attainable and has been recognized by Super Lawyers for his work in Government Relations.