



Wake County

Hospitality Tax Small Capital Projects Funding

**Request for Proposals
RFP #18-001**

Dennis L. Gaskins, Jr. - The Capital Sportsplex

Proposals are due February 8, 2018 before 3:00 PM Eastern Time

January 8, 2018

To

Wake County Finance
Procurement Services Wake County Justice Center
301 S McDowell Street
2nd Floor, Ste 2900
Raleigh, NC 27601

Attention: Tom Wester

Regarding: Proposal for Hospitality Tax Small Capital Projects Funding RFP #18-001

Dear Evaluation Team:

Please find enclosed my proposal for the Hospitality Tax Small Capital Project Funding. This document is prepared as directed by the RFP Guidelines and addresses the goals of funding. I am requesting funding for the Capital Sportsplex in the amount of one and a half million dollars (\$1,500,000).

The Capital Sportsplex is a proposed \$12,000,000 Sportsplex offering training, leagues and tournaments in multiple sports including basketball, baseball, softball, volleyball, swimming, track & field & wrestling. The Capital Sportsplex will enhance sports activities in Wake County and impact hotel occupancy and prepared food/beverage sales. I look forward to the opportunity to support my proposal and provide any further insight that may be necessary.

Respectively Submitted,

Dennis L. Gaskins, Jr.
Cell: 919-539-5218
3705 Willow Stone Lane
Wake Forest, NC 27587
DennisGaskins@gmail.com
Fax: 919-573-9626

Table of Contents

1.0 Executive Summary

2.0 Project Overview

3.0 Project Budget & Funding Sources

4.0 Project Timeline

5.0 Project Operating Plan

6.0 Estimate on Visitors

7.0 Organizational Information

8.0 Exhibits

A Project Budget & Funding Details

A.1 Project Summary

A.2 Construction Costs

A.3 Facility Uplift Cost

B Letters of Intent

D References

1.0 EXECUTIVE SUMMARY

The Opportunity

With the emergence of 1-on-1 indoor training, sports leagues and events this complex will be ideal to teach kids fundamentals & skills from an early age on. Furthermore facilities are lacking quality and do not provide parents as well as college graduates with a chance to learn the sport of their child or take part in their child's sports experience. Lastly there are no sports complexes that offer healthy varieties of food instead of snacks and fast food.

The Description of the Business

The Capital Sportsplex is going to be a sports complex based in the Wake Forest, NC area aimed at providing superior sports education and training in basketball, baseball, softball, track & field, fitness, swimming, football, lacrosse & soccer for children as well as their parents and friends generating revenue by membership fees, field rentals, events, and summer camp fees. It is going to have central locker rooms with changing rooms, a Café with a Smoothie & Coffee Shops, a Childcare Center and a Physical Therapy office. It will also house 4 collegiate size basketball & Volleyball courts, an Aquatic Center, Workout Facility with weight & fitness rooms that provides the opportunity to train year around. The physical therapy office will treat their own book of business as well as patients from our facility. On the outside of the facility we will have 4 baseball/softball fields, a Soccer Park, Tennis Courts, playgrounds and Shelters for rent.

Competitive Advantage

The Capital Sportsplex will gain a competitive advantage by offering year round training; high-quality coaches, superior facilities, and a community feel for players as well as spectators. It will be a sports complex to spend time at instead of a place to drop a child off. The only facility that offered basketball courts and an indoor soccer field saw the owner pass away only to be sold for \$17,000,000 to a developer who is currently turning the location into a strip mall. Other than that facility there is no other like it within 100 miles.

The Target Market

The target market will be boys and girls between the ages 3-18 in the Triangle area. We will also provide leagues for former collegiate athletes, kids/adults with disabilities, and the senior community. Our members will have access to the facilities on a daily basis. Lastly, we will provide training for current/former Collegiate & Professional athletes.

2.0 PROJECT OVERVIEW

Project Overview

The Capital Sportsplex is a proposed 200,000 square foot multi-sport facility for Basketball, Baseball, Football, Lacrosse, Soccer, Track & Field, Swimming & Wrestling. Located on 53 acres five miles north of I-540, just off Capital Boulevard, Capital Sportsplex will be the largest Multi-Sport Complex under one roof in the Carolinas.

The anticipated budget is \$12 million. Land is under contract and can be ready for ground breaking by Spring 2018. We are requesting \$1.5 million from Hospitality Tax Small Capital Projects Funding to assist with the up-fit of the complex. County money would not be used for operating expenses. Private funding will be used for 87.5% of the project costs; county funding will amount to 12.5% of the total cost. Wake County funding is critical in order for this project to move forward.

The Capital Sportsplex will provide a state-of-the-art facility hosting multiple sports that have a need for space in Wake Forest. This facility will offer space to athletes training individually and as teams via practices, games and tournaments. Capital Sportsplex has rental agreements with area sports clubs including MVP Athletics with over 200 current athletes, Carolina Elite Track and Field with over 350 athletes, Wake County Basketball Association (WCBA) with over 900 current athletes and Capital Area Soccer League (CASL) with over 11,000 current athletes. Collectively, using input from these groups, we will create training and skills programs, camps, leagues and tournaments which will be based in the complex.

Unmet Need and Competition

The lack of available court/field space in Wake County has limited the growth of youth sports leagues. Several of our partners have had to cap enrollment the past two years turning away thousands of kids and families simply because there are not enough courts/fields. Capital Sportsplex will fill this void providing multiple sports areas allowing teams/clubs to grow and give more athletes the opportunity to play.

Sports tourism/travel tournaments is a multi-billion dollar industry. Large multiple sports facilities are attracting visitors to Charlotte, Greensboro, Richmond VA, Myrtle Beach SC, Greenville SC, etc. The Raleigh NC area is the largest metropolitan area in the Southeast without a multiple sport facility to host tournaments.

Based on tournament directors' projections, Capital Sportsplex will host over 5,500 teams and over 311,000 visitors in its first year. Year two and beyond should host over 10,000 teams and over 800,000 visitors to Wake County, putting Wake County on the sports tourism map and enhancing the sports image of the entire Triangle.

2.0 PROJECT OVERVIEW

Economic Impact	Number of Teams	Number of Visitors	Hotel Revenue	Meal Spending	Total Direct Visitor Spending
Year 1	5,500	453,750	\$5,750,000	\$20,433,000	\$25,410,000
Years 2-10	10,000	825,000	\$8,200,000	\$37,125,000	\$46,200,000

See section 6.0 for details and formula.

Projections are based on current events held in other cities and the increased capacity Capital Sportsplex will provide with multiple sports under one roof.

Tracking and Reporting Mechanism

Working with the Convention and Visitors Bureau, Greater Raleigh Sports Alliance and Wake County Hospitality Alliance, Capital Sportsplex will create a Hotel booking site on our website and for each tournament website. Participating teams in each tournament will be incentivized to use our site for all hotel bookings. We will also be able to report a calendar of events, number of teams, average number of visitors and number of Hotel Room nights to the County to track success of the project. The report will include number of teams from inside Wake County, 75 miles outside of Wake County and out of state. Working with area hotels and tournament directors, each report will track which hotels are booked and how many room nights per team, per tournament.

Local Residents Benefits

With easy access to I-540 and Capital Boulevard, Wake County residents will benefit from local athletic leagues, tournaments, skills training and sports performance classes. After school programs, track out and summer camps will be held to help working families with our state of the art child care center. These programs will focus on healthy eating and leading an active lifestyle. Childhood obesity will be at the center of many of our programs.

Capital Sportsplex will provide learning centers, study halls and tutoring for the student athletes. Capital Sportsplex will also be home to several local Charter and Home School Sports programs. We will also provide overflow space for several area Wake County Public Schools, including High School and Middle School programs.

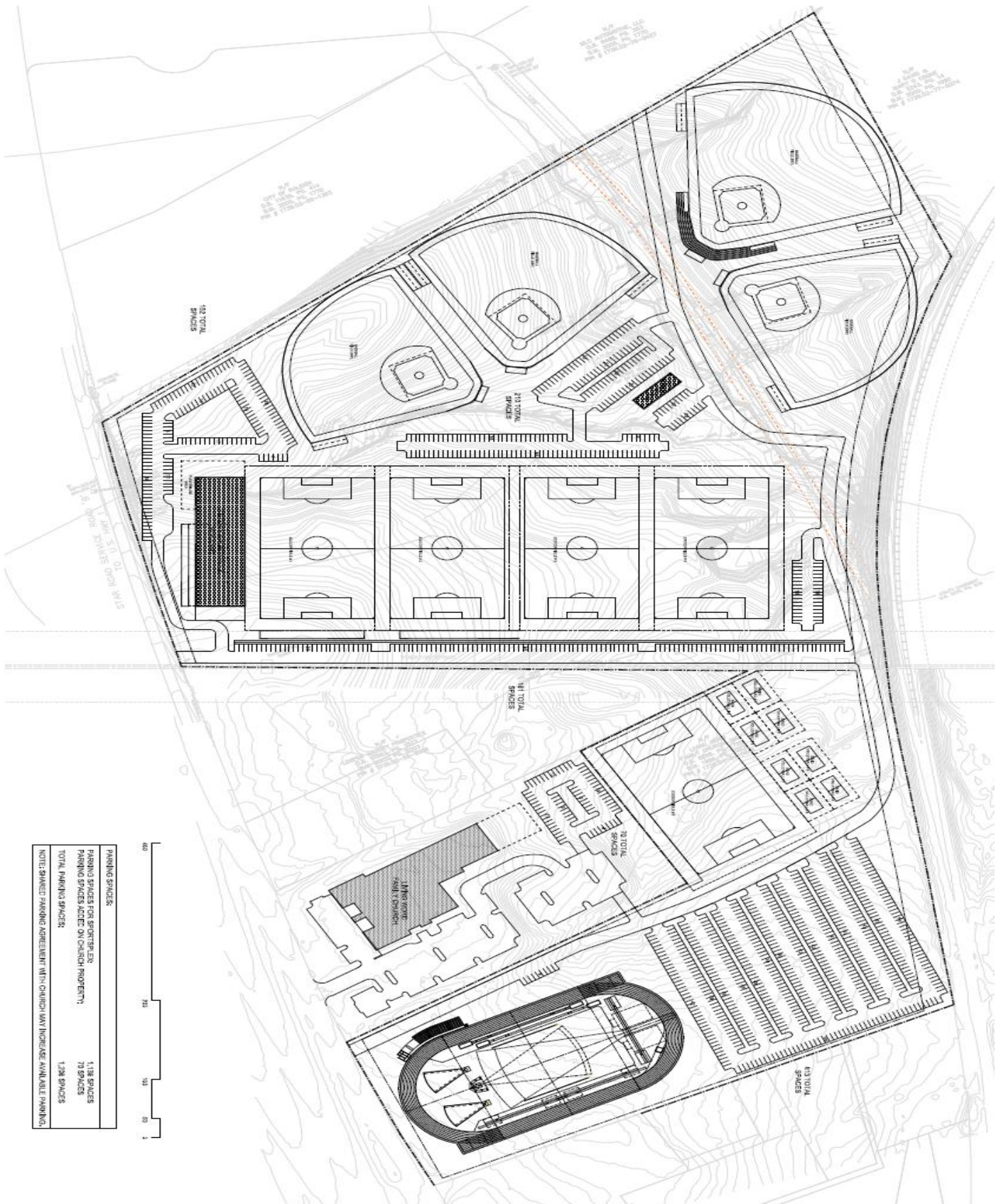
2.0 PROJECT OVERVIEW

LOCATION

Star Rd
Wake Forest, NC
± 58 Acres



2.0 PROJECT OVERVIEW



3.0 PROJECT FUNDING & BUDGET

A project budget has been developed to purchase the 53 acre site, construction of the facility and finish all parking that supports the facility.

PROJECT CAPITAL BUDGET

58 acres of land on Star Rd		\$3,300,000
Construction Cost to Build Facility		\$7,200,000
Facility Up-fit Cost		\$1,500,000
Total		\$12,000,000

The total capital budget is \$12,000,000 of which 87.5% will come from private sources. The anticipated Wake County Inter-Local Grant will account for 12.5% of the capital budget. The project is expected to have a usable life of over 20 years.

PROJECT FUNDING

Public Funds	Budget	Status	% of Total
Wake County Inter-Local Grant	\$1,500,000	Requested	12.5%
Private Funds	Budget	Status	% of Total
Funds Needed	\$3,900,000	Pending	32.5%
Private Funds	Budget	Status	% of Total
Kennedy Funding	\$6,600,000	Committed	55.0%

3.0 PROJECT FUNDING & BUDGET



LETTER OF INTEREST

January 2, 2018

Mr. Dennis L. Gaskins, Jr.
Capital Sportsplex, LLC ("Borrower")
3705 Willow Stone Lane
Wake Forest, NC 27587

Via Email: dennisgaskins@gmail.com

Re: \$12,000,000 ("Financing Request")-Secured by a
first lien on property located in Wake Forest, NC:
("Collateral")

Dear Mr. Gaskins, Jr.:

Pursuant to our discussion regarding the above Financing Request, I am pleased to submit the following Letter of Interest. In no way should this be considered a firm loan commitment. Outlined below are the general terms and conditions required by Kennedy Funding Financial, LLC. (KFF). These terms are only general guidelines, and only upon issuance of a firm commitment can exact terms of the loan commitment be determined.

This Letter of Interest shall expire one (1) week from issuance.

TERMS:

1. KFF would make a loan up to fifty five percent (55%) of the market value of the real estate Collateral "as completed" by the KFF loan proceeds, with a maximum initial draw up to fifty five percent (55%) of the "as is" market value of the real estate Collateral. If Borrower were to dispute the value as determined by KFF, Borrower would have the right to have a third party appraiser hired, approved by KFF, and KFF would offer a loan of fifty five percent (55%) of the market value of the real estate Collateral "as completed" by the KFF loan proceeds as determined by said appraiser with a maximum initial draw of fifty five percent (55%) of the "as is" market value as determined by said appraiser, or KFF would return the paid portion of the commitment fee. The market value would be based on a twelve (12) month sale to a cash buyer.
2. The loan would be for two years interest only with no prepayment penalty.
3. The interest rate for the first year of the loan shall be twelve percent (12%) per annum paid monthly at one percent (1%) per month.

The interest rate for the second year of the loan shall be fifteen percent (15%) per annum paid monthly at one and one quarter percent (1 1/4%) per month.

3.0 PROJECT FUNDING & BUDGET

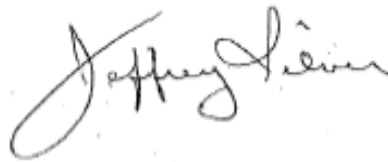
Page Two
January 2, 2018

4. Upon receipt of a \$10,000 wire transfer or certified check, which would be applied toward the commitment fee, KFF would provide you with a draft of a loan commitment containing the terms and conditions to be reviewed by you and your counsel. This amount is fully refundable for any reason if you do not execute a loan commitment with KFF and you request in writing within thirty (30) days of the date of this letter the return of the \$10,000.
5. Upon signing of the loan commitment, a commitment fee equal to four percent (4%) of the Financing Request is due; one percent (1%) would be payable at the signing, and the remainder would be payable from the loan proceeds at closing. This fee would be fully refundable if KFF does not perform its obligations under the loan commitment.
6. The loan must be closed pursuant to the terms and conditions of the loan commitment.
7. Closing could occur in as quickly as three (3) to five (5) days after completion of our due diligence and receipt of title and all required documents. Our due diligence would commence within 24 hours after KFF receives an executed loan commitment from you.
8. Notwithstanding anything to the contrary contained herein, in no event shall the interest rate contracted for, charged, or received exceed the maximum rate allowed by law.

THIS IS NOT A LOAN COMMITMENT.

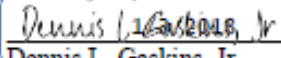
Very truly yours,

KENNEDY FUNDING FINANCIAL, LLC.



Jeff Silver
Senior Loan Officer

I hereby acknowledge and agree to the above terms.

DocuSigned by:

Dennis L. Gaskins, Jr.
Capital Sportsplex, LLC

4.0 PROJECT TIMELINE

PROJECT ACTION	START DATE	FINISH DATE
Study & Analysis of Project	Completed	Completed
Site Identification	Completed	Completed
Land/Site Acquisition	In Process	3/30/2018
Architectural/Engineering Study	In Process	3/30/2018
Facility Construction	4/15/2018	12/15/2018
Equipment Purchase	5/15/2018	12/15/2018

5.0 PROJECT OPERATING PLAN

Capital Sportsplex LLC is a new entity created to run and manage the complex. Dennis Gaskins will serve as President and managing partner of the LLC.. Initial staff will be hired for the general operation of the facility when the building is complete. We will create local jobs in our market and still be able to turn a profit.

A ten-year operating budget for the complex is attached to this proposal. The budget shows a self-supportive facility in which no County funds are necessary for operation. As a new startup company there are no prior tax returns or audited financial to submit with the RFP.

The following is to support the operating budget and show the financial viability and success of the project.

Capital Sportsplex has pending agreements with MVP Athletics, Carolina Elite Track and Field, Wake County Basketball Association (WCBA) and Capital Area Soccer League (CASL). Each League will maintain their own separate identity and Board of Directors. (See Exhibit B for Letters of Intent.)

RBR Physical Therapy will rent out 3,000 square feet for an on site physical therapy and performance training facility. RBR PT will staff and manage that space separate of Capital .

Several sports specific skills trainers will be hired to run individual, small and large group Skills Academies as well as strength, agility, speed and quickness programs for kids and adults. Capital Sportsplex will develop and manage track-out and after school camps that will be staffed as needed.

Discussions have begun for The CAP to provide facilities for home school and charter school (Envision Science Academy and Wake Forest Charter) team sports as well as adult leagues.

Our complex will house a full concessions area. We will have a 2,000 square foot restaurant managed by Capital Sportsplex. Additionally, we will have a Coffee Shop managed by Bada Bean Coffee & Things as well as a Smoothie Shop managed by Apples & Oranges Smoothie Shop. (See Exhibit B for Letters of Intent.)

An Advisory Board of Directors at the facility will consist of a representative of each league.

5.0 PROJECT OPERATING PLAN

	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Revenue						
Training	\$363,975.00	\$418,571.25	\$481,356.94	\$553,560.48	\$636,594.55	\$2,454,058.22
Classes	\$126,500.00	\$145,475.00	\$167,296.25	\$192,390.69	\$221,249.29	\$852,911.23
Camps	\$279,150.00	\$321,022.50	\$369,175.88	\$424,552.26	\$488,235.09	\$1,882,135.73
Leagues	\$356,000.00	\$409,400.00	\$470,810.00	\$541,431.50	\$622,646.23	\$2,400,287.73
Memberships	\$1,110,000.00	\$1,276,500.00	\$1,467,975.00	\$1,688,171.25	\$1,941,396.94	\$7,484,043.19
Court/Field Rentals	\$1,260,000.00	\$1,449,000.00	\$1,666,350.00	\$1,916,302.50	\$2,203,747.88	\$8,495,400.38
Tenant Rent	\$356,000.00	\$409,400.00	\$470,810.00	\$541,431.50	\$622,646.23	\$2,400,287.73
Total	\$3,851,625.00	\$4,429,368.75	\$5,093,774.06	\$5,857,840.17	\$6,736,516.20	\$25,969,124.18
Costs						
Support Staff	\$247,000.00	\$254,410.00	\$262,042.30	\$269,903.57	\$278,000.68	\$1,311,356.55
Marketing/Advertising	\$75,000.00	\$77,250.00	\$79,567.50	\$81,954.53	\$84,413.16	\$398,185.19
Insurance	\$65,000.00	\$66,950.00	\$68,958.50	\$71,027.26	\$73,158.07	\$345,093.83
Miscellaneous	\$375,000.00	\$386,250.00	\$397,837.50	\$409,772.63	\$422,065.80	\$1,990,925.93
Utilities	\$55,000.00	\$56,650.00	\$58,349.50	\$60,099.99	\$61,902.98	\$292,002.47
Total	\$817,000.00	\$841,510.00	\$866,755.30	\$892,757.96	\$919,540.70	\$4,337,563.96
Profit	\$3,034,625.00	\$3,587,858.75	\$4,227,018.76	\$4,965,082.21	\$5,816,975.50	\$21,631,560.23

	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Revenue						
Training	\$732,083.73	\$841,896.29	\$968,180.73	\$1,113,407.84	\$1,280,419.02	\$4,935,987.61
Classes	\$254,436.68	\$292,602.18	\$336,492.51	\$386,966.39	\$445,011.34	\$1,715,509.10
Camps	\$561,470.35	\$645,690.90	\$742,544.54	\$853,926.22	\$982,015.15	\$3,785,647.16
Leagues	\$716,043.16	\$823,449.63	\$946,967.08	\$1,089,012.14	\$1,252,363.96	\$4,827,835.98
Memberships	\$2,232,606.48	\$2,567,497.45	\$2,952,622.07	\$3,395,515.38	\$3,904,842.69	\$15,053,084.07
Court/Field Rentals	\$2,534,310.06	\$2,914,456.57	\$3,351,625.05	\$3,854,368.81	\$4,432,524.13	\$17,087,284.63
Tenant Rent	\$716,043.16	\$823,449.63	\$946,967.08	\$1,089,012.14	\$1,252,363.96	\$4,827,835.98
Total	\$7,746,993.62	\$8,909,042.66	\$10,245,399.06	\$11,782,208.92	\$13,549,540.26	\$52,233,184.53
Costs						
Support Staff	\$286,340.70	\$294,930.92	\$303,778.85	\$312,892.21	\$322,278.98	\$1,520,221.66
Marketing/Advertising	\$79,567.50	\$81,954.53	\$84,413.16	\$86,945.56	\$89,553.92	\$422,434.66
Insurance	\$68,958.50	\$71,027.26	\$73,158.07	\$75,352.81	\$77,613.40	\$366,110.04
Miscellaneous	\$397,837.50	\$409,772.63	\$422,065.80	\$434,727.78	\$447,769.61	\$2,112,173.32
Utilities	\$58,349.50	\$60,099.99	\$61,902.98	\$63,760.07	\$65,672.88	\$309,785.42
Total	\$891,053.70	\$917,785.31	\$945,318.87	\$973,678.44	\$1,002,888.79	\$4,730,725.11
Profit	\$6,855,939.92	\$7,991,257.35	\$9,300,080.19	\$10,808,530.49	\$12,546,651.47	\$47,502,459.42

6.0 ESTIMATES ON VISITORS

YEAR 1

Capital Sportsplex will have thousands of local visitors that will utilize the facility for practices, leagues, track out camps, after school care and adult programs on a daily basis. The following chart illustrates tournament utilization primarily on the weekends and do not take into consideration the day to day activity available to local residents.

Definitions:

- a) **Wake County resident** - visitor from within Wake County
- b) **Daily Visitor** - Visitor from outside of Wake County that doesn't spend the night
- c) **Overnight Visitor** - Visitor from outside a 75 mile radius that spends the night

Room Rate = \$95 per night

Meal Rate = \$50 per night

Visitor Estimates, Economic Impact and Taxes Collected: Year 1

1. Estimated Wake County residential visitors (annual) = 45,375

Estimated Food and Beverage Spending and Taxes Collected

	Number of Visitors	Meal Rate	Meal Spending
2. Estimated Day Visitors(annual) =	<u>272,750</u>	\$50	= \$ <u>13,637,500</u>
3. Estimated Overnight Visitors (annual) =	<u>136,125</u>	\$50	= \$ <u>6,806,250</u>
4. Total Meal Spending			= \$ <u>20,443,750</u> X 1% Food & Bev Tax = <u>\$204,437.50</u>

Estimated Hotel/ Motel Spending and Tax Collected

	Number of Rooms	Room Rate	Room Spending
5. Estimated Overnight Rooms (annual) =	<u>45,375</u>	\$95	= \$ <u>4,310,625</u>
6. Total Room Spending			= \$ <u>4,310,625</u> X 6% Occupancy Tax = <u>\$258,637.50</u>

7. Return on Investment Based on taxes collected (County funding/total taxes collected) = 7.1 (in years) \$1,500,000/\$211,000

6.0 ESTIMATES ON VISITORS

YEAR 2 AND BEYOND

Definitions:

- a) **Wake County resident** - visitor from within Wake County
- b) **Daily Visitor** - Visitor from outside of Wake County that doesn't spend the night
- c) **Overnight Visitor** - Visitor from outside a 75 mile radius that spends the night

Room Rate = \$95 per night

Meal Rate = \$50 per night

Visitor Estimates, Economic Impact and Taxes Collected: Year 2+

1. Estimated Wake County residential visitors (annual) = 82,500

Estimated Food and Beverage Spending and Taxes Collected

	Number of Visitors	Meal Rate	Meal Spending
2. Estimated Day Visitors(annual) =	<u>495,000</u>	\$50	= <u>\$ 24,750,000</u>
3. Estimated Overnight Visitors (annual) =	<u>247,500</u>	\$50	= <u>\$ 12,375,000</u>
4. Total Meal Spending			= <u>\$ 37,125,000</u> X 1% Food & Bev Tax = <u>\$371,250.00</u>

Estimated Hotel/ Motel Spending and Tax Collected

	Number of Rooms	Room Rate	Room Spending
5. Estimated Overnight Rooms (annual) =	<u>82,500</u>	\$95	= <u>\$ 7,837,500</u>
6. Total Room Spending			= <u>\$ 7,837,500</u> X 6% Occupancy Tax = <u>\$470,250.00</u>

7. Return on Investment Based on taxes collected (County funding/total taxes collected) = 4.5(in years) \$1,500,000/\$333,000

6.0 ESTIMATES ON VISITORS

ECONOMIC IMPACT for HOSTED EVENTS with LOI'S: Year 1

TEAMS	5,500
PARTICIPANTS (x12)	82,500
SPECTATORS (X1.75)	144,375
TOTAL PARTIC/SPECT.	226,875
DAYS	2
TOTAL ATTENDANCE	453,750
60% DAY TRIPPERS	272,250
AVG SPENDS \$40 PER DAY	10,890,000
30% OVERNIGHT STAYS	136,125
AVG SPENDS \$100 PER DAY	13,612,500
10% LOCALS	45,375
AVG SPENDS \$20 PER DAY	907,500
DIRECT ECONOMIC IMPACT	25,410,000

6.0 ESTIMATES ON VISITORS

ECONOMIC IMPACT for HOSTED EVENTS with LOI'S: Year 2+

TEAMS	10,000
PARTICIPANTS (x12)	150,000
SPECTATORS (X1.75)	262,500
TOTAL PARTIC/SPECT.	412,500
DAYS	2
TOTAL ATTENDANCE	825,000
60% DAY TRIPPERS	495,000
AVG SPENDS \$40 PER DAY	19,800,000
30% OVERNIGHT STAYS	247,500
AVG SPENDS \$100 PER DAY	24,750,000
10% LOCALS	82,500
AVG SPENDS \$20 PER DAY	1,650,000
DIRECT ECONOMIC IMPACT	46,200,000

7.0 ORGANIZATIONAL INFO

The Management Team

Dennis L. Gaskins, Jr.: General Manager - Majored in Sports Science from Elon College. Ran a successful real estate business for 5 years(sold). Dennis has been coaching, teaching, training kids in sports his whole life.

Dr. David Conti: Physical Therapist - Owner of Revive. Boost. Rebuild (RBR) Physical Therapy. Has committed to occupy a space in our facility for his practice. David is board certified in Neurology and is also a Strength & Conditioning coach. You can read more about David and his practice at www.rbrpt.com

Carlos Varela: Baseball/Softball - Carlos started MVP Athletics, a baseball and softball association with 14 teams ranging from 8-18 years of age. You can find all of this and more by visiting www.mvpathleticsnc.com

Reggie Love: Track & Field - Reggie is a track enthusiast. So much so he sits on the board of USA Track & Field(USATF). Reggie has also run Carolina Elite Track & Field, you can read more about this track club at www.carolina-elite.com

Jason Coleman: Basketball/Volleyball - Owner and Operator of 3d Athletics, Jason has been training for over 5 years. He has trained & currently trains beginners and professional athletes. If you would like to see more of what Jason does you can visit the following site www.3dathletictraining.com

Stan Joyner: Swimming - Stan has a passion for swimming and kids. Stan is the owner and operator of the #1 rate swim instruction school in the area. Stan also has 4 instructors under him that provide this instruction. Our pool where new swim clubs, swim meets and lessons for individuals and teams of all ages will be held. See more about his company at www.britishswimschool.com/raleigh





8.0 Exhibits

A Project Budget & Funding Details

A.1 Construction Costs

A.2 Facility Uplift Cost

B Letters of Intent

A.1 CONSTRUCTION COSTS

SITEWORK	BUDGET	COST/SQ
Land Purchase	\$ 3,300,000.00	\$17.84
Demolition/Site Clearing	\$ 35,000.00	\$0.19
Asphalt Paving and Striping	\$ 464,390.00	\$2.51
Earthwork	\$ 167,770.00	\$0.91
Concrete Paving & Curbs	\$ 117,440.00	\$0.63
Sanitary Sewer	\$ 29,335.00	\$0.16
Water Distribution	\$ 152,954.00	\$0.83
Gas Main to Building	\$ 4,250.00	\$0.02
Storm Sewers	\$ 170,983.00	\$0.92
Site Electric	\$ 17,200.00	\$0.09
Fencing & Gates	\$ 189,000.00	\$1.02
Landscaping Allowance	\$ 65,000.00	\$0.35
SITE WORK TOTAL	\$ 4,713,322.00	\$25.48

CONCRETE	BUDGET	COST/SQ
Excavation and Backfill	\$ 19,622.00	\$0.11
Reinforcing Steel	\$ 56,652.00	\$0.31
Cast-in-Place Concrete	\$ 82,254.00	\$0.44
Concrete Flatwork	\$ 299,480.00	\$1.62
Caulk Floor Joints	\$ 32,000.00	\$0.17
Concrete Sealer	\$ 22,000.00	\$0.12
CONCRETE TOTAL	\$ 512,008.00	\$2.77

MASONRY	BUDGET	COST/SQ
Masonry	\$ 251,000.00	\$1.36
MASONRY TOTAL	\$ 251,000.00	\$1.36

METALS	BUDGET	COST/SQ
Structural Steel	\$ 3,225,000.00	\$17.43
Misc Metals for Tilt-Up Panels	\$ 10,000.00	\$0.05
Steel Joists	\$ 22,000.00	\$0.12
Metal Decking	\$ 8,400.00	\$0.05
Structural Erection	\$ 1,597,721.00	\$8.64
METALS TOTAL	\$ 4,863,121.00	\$26.29

A.1 CONSTRUCTION COSTS

WOOD & PLASTICS	BUDGET	COST/SQ
Rough Carpentry	\$ 29,024.00	\$0.16
WOOD & PLASTICS TOTAL	\$ 29,024.00	\$0.16

THERMAL & MOISTURE PROTECTION	BUDGET	COST/SQ
Insulation	\$ 1,602.00	\$0.01
Roofing	\$ 48,800.00	\$0.26
Flashing and Sheet Metal	\$ 4,810.00	\$0.03
Skylights & Roof Hatch	\$ 29,520.00	\$0.16
Sealants and Caulking	\$ 9,864.00	\$0.05
THERMAL & MOISTURE TOTAL	\$ 94,596.00	\$0.51

DOORS & WINDOWS	BUDGET	COST/SQ
Doors, Frames and Hardware	\$ 19,864.00	\$0.11
Overhead Doors & Operators	\$ 6,524.00	\$0.04
Glass & Glazing	\$ 58,642.00	\$0.32
DOORS & WINDOWS TOTAL	\$ 85,030.00	\$0.46

FINISHES & SPECIALTIES	BUDGET	COST/SQ
Painting	\$ 42,289.00	\$0.23
Misc Specialties	\$ 3,246.00	\$0.02
Elevators	\$ 58,642.00	\$0.32
FINISHES & SPECIALTIES TOTAL	\$ 104,177.00	\$0.56

MECHANICAL SYSTEMS	BUDGET	COST/SQ
Fire Protection	\$ 91,000.00	\$0.49
Booster Pumps	\$ 42,000.00	\$0.23
Plumbing	\$ 18,750.00	\$0.10
HVAC	\$ 287,000.00	\$1.55
MECHANICAL SYSTEMS TOTAL	\$ 438,750.00	\$2.37

ELECTRICAL	BUDGET	COST/SQ
Electrical	\$ 235,000.00	\$1.27
Site Lighting	\$ 58,125.00	\$0.31
ELECTRICAL TOTAL	\$ 293,125.00	\$1.58

A.1 CONSTRUCTION COSTS

CONSULTING SERVICES	BUDGET	COST/SQ
Architectural Services	\$ 117,000.00	\$0.63
Structural Services	\$ 21,600.00	\$0.12
Mechanical-Electrical-Plumbing-Sprinklers	\$ 13,500.00	\$0.07
Civil Engineering and Surveying	\$ 81,500.00	\$0.44
Geotechnical Borings	\$ 16,657.00	\$0.09
CONSULTING SERVICES TOTAL	\$ 250,257.00	\$1.35

TENANT FINISH	BUDGET	COST/SQ
Finish Carpentry	\$ 14,030.00	\$0.08
Doors & Frames	\$ 21,709.00	\$0.12
Glass & Glazing	\$ 4,384.00	\$0.02
Framing and Drywall	\$ 25,625.00	\$0.14
Acoustical Ceiling	\$ 25,600.00	\$0.14
Ceramic and Quarry Tile	\$ 6,958.00	\$0.04
Carpet & Resilient Flooring	\$ 13,796.00	\$0.07
Painting	\$ 6,473.00	\$0.03
Toilet Partitions & Access	\$ 24,908.00	\$0.13
Lockers & Benches	\$ 6,600.00	\$0.04
Window Treatment	\$ 2,345.00	\$0.01
Interior Sign & Directory Allowance	\$ 2,500.00	\$0.01
TENANT FINISH TOTAL	\$ 154,928.00	\$0.84

GENERAL CONDITIONS	BUDGET	COST/SQ
Project Management	\$ 72,202.00	\$0.39
Field Supervision	\$ 82,951.00	\$0.45
Travel Expenses	\$ 6,500.00	\$0.04
Drawing Reproduction & Progress Photos	\$ 1,977.00	\$0.01
Construction Cleaning & General Labor	\$ 9,252.00	\$0.05
Equipment Rental & Small Tools	\$ 17,575.00	\$0.10
Misc GCs	\$ 9,660.00	\$0.05
Temporary Utilities	\$ 10,545.00	\$0.06
GENERAL CONDITIONS TOTAL	\$ 210,662.00	\$1.14

A.1 CONSTRUCTION COSTS

COST ESTIMATE	BUDGET	COST/SQ
Site Work	\$ 4,713,322.00	\$25.48
Concrete	\$ 512,008.00	\$2.77
Masonry	\$ 251,000.00	\$1.36
Metals	\$ 4,863,121.00	\$26.29
Wood & Plastic	\$ 29,024.00	\$0.16
Thermal & Moisture Protection	\$ 94,596.00	\$0.51
Doors & Windows	\$ 85,030.00	\$0.46
Finishes & Specialties	\$ 104,177.00	\$0.56
Mechanical Systems	\$ 438,750.00	\$2.37
Electrical	\$ 293,125.00	\$1.58
Consulting Services	\$ 250,257.00	\$1.35
Tenant Finish	\$ 154,928.00	\$0.84
General Conditions	\$ 210,662.00	\$1.14
TOTAL ESTIMATE	\$ 12,000,000.00	\$64.86



A.2 FACILITY UPFIT COSTS

FACILITY UPFIT COSTS - FULL		
Basketball Goal Systems	20 @ 5,754	\$115,080.00
Volleyball Net Systems	10 @ 5,443	\$54,430.00
Scoreboards	28 @ 2,832	\$79,296.00
Wrestling Mats	2 @ 5,400	\$10,800.00
Lighting		\$325,000.00
Bleachers/Seating		\$420,394.00
Flooring		\$495,000.00
Upfit Costs		\$1,500,000.00

EXHIBIT B LETTERS OF INTENT



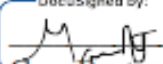
Notice of Intent to Proceed

Capital Sportsplex Tenant
Re: NC FC

You have agreed in principal to occupy space within the Sports Complex for a Soccer Complex.
The following table shows what we will offer you in regards to your specific space:

6 Soccer Fields
Field Size: 120 x 80
Advertising to our Clients
Field Maintenance
Seeding/Aeration/Sod
Portable Seating
WIFI Hotspot
Printing Services
Dedicated Parking

By signing below, I/We express intent to continue with the rental of the space within the Sports Complex. The lease will be for a term of 5 years with an option for an additional 5 years.

DocuSigned by:

Gary Buehler
10/26/2017
Date

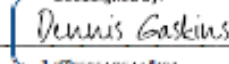
DocuSigned by:

Dennis Gaskins
Capital Sportsplex
10/20/2017
Date

EXHIBIT B LETTERS OF INTENT




Notice of Intent to Proceed

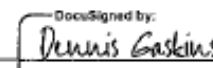
Capital Sportsplex Tenant
Re: RBR Physical Therapy

You have agreed in principal to occupy space within the Sports Complex for a Medical Office.
The following table shows what we will offer you in regards to your specific space:

3,000 Sq Ft Space
Electrical/Data Wiring/Lighting
Toilets/Sinks/Plumbing
Advertising to our Clients
Built-in Cabinets
Flooring-Standard Tile
Paint-1 Neutral Color
WIFI & Printing Services
Printing Services
Towel Washing Service

By signing below, I/We express intent to continue with the rental of the space within the Sports Complex for which a deposit of \$1,500 will accompany the executed copy of this form.

 9/27/17
David Conti Date

DocuSigned by:
 9/27/2017
Capital Sportsplex Date

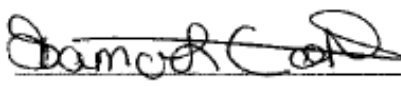
 9/27/17
Dama Conti Date

EXHIBIT B LETTERS OF INTENT



Notice of Intent to Proceed

Capital Sportsplex Tenant

Re: Carolina Elite Track & Field

You have agreed in principal to occupy space within the Sports Complex for an Indoor Track.
The following table shows what we will offer you in regards to your specific space:

Indoor Track
Track Size: 200 Meter
Advertising to our Clients
Staff Office
Building Maintenance
Portable Seating
WIFI Hotspot
Printing Services
Scheduling of Events

By signing below, I/We express intent to continue with the rental of the space within the Sports Complex. The agreement will be for a term no less than 5 years with an option to extend.

DocuSigned by:

Reggie Love
10/25/2017
Date

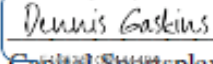
DocuSigned by:

Dennis Gaskins
Capital Sportsplex
10/24/2017
Date

EXHIBIT B LETTERS OF INTENT




Notice of Intent to Proceed

Capital Sportsplex Tenant
Re: Wake County Basketball Association

You have agreed in principal to occupy space within the Sports Complex for all court sports. The following table shows what we will offer you in regards to your specific space:

10 Basketball Courts
Electrical/Data Wiring/Lighting
Advertising to our Clients
1 Office
Court/Flooring/Equipment
Portable Seating/Gym Storage
Locker Rooms
WIFI & Printing Services
Scheduling Systems
Support Staff
Office Space
Utilities Included

By signing below, I/We express intent to continue with the rental of the space within the Sports Complex for which a deposit of \$5,000 will accompany the executed copy of this form. This deposit is refundable if the project doesn't reach completion. The monthly rental fee will be \$15,000.


Steve Sterrett
12-20-17
Date



Capital Sportsplex
12-20-17
Date

EXHIBIT B LETTERS OF INTENT



Notice of Intent to Proceed

Capital Sportsplex Tenant
Re: MVP Athletics

You have agreed in principal to occupy space within the Sports Complex for a Soccer Field. The following table shows what we will offer you in regards to your specific space:

5 Baseball Fields
Field Lighting
Field Fencing
Advertising to our Clients
Field Maintenance
Seeding/Aeration/Sod
Covered Seating
WIFI Hotspot
Concession Stand
Dedicated Parking

By signing below, I/We express intent to continue with the rental of the space within the Sports Complex for which a deposit of \$5,000 will accompany the executed copy of this form.

A handwritten signature in black ink, appearing to be "CV", written over a horizontal line.

Carlos Varela

9-28-17

Date

A handwritten signature in black ink, appearing to be "D. Alf", written over a horizontal line.

Capital Sportsplex

9-28-17

Date

EXHIBIT B LETTERS OF INTENT



Notice of Intent to Proceed

Capital Sportsplex Tenant
Re: British Swim School

DA
Joyner's INC.

You have agreed in principal to occupy space within the Sports Complex for an Aquatic Center. The following table shows what we will offer you in regards to your specific space:

13,000 Sq Ft Space
Electrical/Data Wiring/Lighting
Plumbing
Advertising to our Clients
Flooring-Standard Tile
Paint-1 Neutral Color
Towel Washing Service
Hiring/Paying Aquatic Staff
Scheduling/Appointment Setting

By signing below, I/We express intent to continue with the management of the Aquatic Center within the Sports Complex. ~~Profits will be split 50/50 each month (aside from lessons) with a \$7500 minimum monthly fee.~~ This agreement will be for a term of 5 years. There is also a deposit of \$3,000 that should accompany the executed copy of this form.

Rental rate monthly will be \$13,000

[Signature]
Stanley Joyner

Date

Joyner's INC.

Executed by:

[Signature]
Dennis Gaskins
Capital Sportsplex

10/9/2017

Date

EXHIBIT B LETTERS OF INTENT



Notice of Intent to Proceed

Capital Sportsplex Tenant
Re: Dynamic Elite Wrestling

You have agreed in principal to occupy space within the Sports Complex for a Coffee Shop. The following table shows what we will offer you in regards to your specific space:

3200 Sq Ft Space
Electrical/Data Wiring/Lighting
2 40 x 40 Wrestling Mats
Advertising to our Clients
Flooring - Standard Tile
Paint - 1 Neutral Color
WIFI & Online Services
Printing Services
Towel Washing Service

By signing below, I/We express intent to continue with the rental of the space within the Sports Complex. The lease will be for a term of 5 years with an option for an additional 5 years.

DocuSigned by:
Stan Chambers 10/20/2017
Stan Chambers Date

DocuSigned by:
Dennis Gaskins 10/20/2017
Capital Sportsplex Date

EXHIBIT B LETTERS OF INTENT



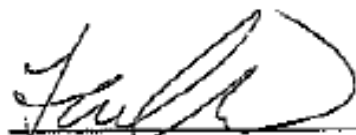
Notice of Intent to Proceed

Capital Sportsplex Tenant
Re: Bridge Academy

You have agreed in principal to occupy space within the Sports Complex for a Childcare Center.
The following tables shows what we will offer you in regards to your specific space:

10,000 Sq Ft Space
Electrical/Data Wiring/Lighting
Toilets/Sinks/Plumbing
Advertising to our Clients
Built-in Cabinets
Flooring-Standard Tile
Paint-I Neutral Color
WIFI & Printing Services
3 Playgrounds
Breakfast/Lunch/PM Snack

By signing below, I/We express intent to continue with the rental of the space within the Sports Complex for which a deposit of \$5,000 will accompany the executed copy of this form.


Farrah Dickerson
9/20/17
Date

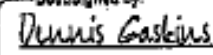
Designed by:

Dennis Gaskins
Capital Sportsplex
9/26/2017
Date

EXHIBIT B LETTERS OF INTENT



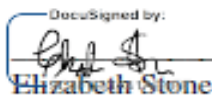
Notice of Intent to Proceed

Capital Sportsplex Tenant
Re: Bada Bean Coffee & Things

You have agreed in principal to occupy space within the Sports Complex for a Coffee Shop. The following table shows what we will offer you in regards to your specific space:

500 Sq Ft Space
Electrical/Data Wiring/Lighting
Plumbing
Advertising to our Clients
Flooring - Standard Tile
Paint - 1 Neutral Color
WIFI & Online Services
Printing Services
Towel Washing Service

By signing below, I/We express intent to continue with the rental of the space within the Sports Complex. The lease will be for a term of 5 years with an option for an additional 5 years.

DocuSigned by:

Elizabeth Stone
10/20/2017
Date


DocuSigned by:

Capital Sportsplex
10/20/2017
Date

EXHIBIT B LETTERS OF INTENT



Notice of Intent to Proceed

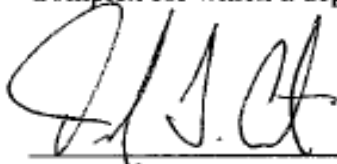
Capital Sportsplex Tenant

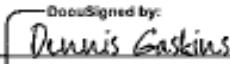
Re: Apples & Oranges Smoothie Shop

You have agreed in principal to occupy space within the Sports Complex for a Smoothie Shop. The following table shows what we will offer you in regards to your specific space:

200 Sq Ft Space
Electrical/Data Wiring/Lighting
Plumbing
Advertising to our Clients
Flooring-Standard Tile
Paint-1 Neutral Color
WIFI & Online Services
Printing Services
Towel Washing Service

By signing below, I/We express intent to continue with the rental of the space within the Sports Complex for which a deposit of \$200 will accompany the executed copy of this form.


David Conti 10/18/17
Date

DocuSigned by:
 10/5/2017
Capital Sportsplex Date


Dama Conti 10/18/17
Date