

COUNTY OF ALBEMARLE

EXECUTIVE SUMMARY

AGENDA TITLE: Competitive Swimming Funding Requests	AGENDA DATE: January 7, 2009
SUBJECT/PROPOSAL/REQUEST: Competitive Swimming Committee funding recommendation	ACTION: INFORMATION: CONSENT AGENDA: ACTION: INFORMATION: X
STAFF CONTACT(S): Messrs. Tucker, Elliott, Davis, and Mullaney	ATTACHMENTS: Yes
LEGAL REVIEW: Yes	REVIEWED BY:

BACKGROUND:

On August 6, 2008, Star Swimming (Star) presented a request to the Board of Supervisors for \$500,000 to provide an enclosure system over a 12 lane competitive swim facility to be constructed at the Fairview Swim and Tennis Club (Fairview). In exchange for this funding contribution, Star pledged to provide priority practice and meet times for all three County high school swim teams at no cost to the School Division or County. The County had previously conditionally included in its FY 2011/2012 Capital Improvements Program \$1.25 million for the potential addition of competitive swim lanes at the YMCA facility to be built in McIntire Park. In response to Star's request and, in recognition of the tentative funding allocation to the YMCA, the Board directed the County Executive to appoint a Committee, including a representative of the Albemarle County School Division, to recommend a course of action for Board consideration. The members of the Committee included Ken Boyd, Bryan Elliott, Bill Letteri, Steve Heon, and Pat Mullaney. Subsequent to this decision, Crozet Park made a request to the Board of Supervisors on September 3, 2008 seeking funding assistance to construct an enclosure at the Crozet Park pool to provide a more convenient indoor swimming option for residents in the western part of the County. The Crozet Park request was also assigned to the Committee for consideration.

STRATEGIC PLAN:

Goal 1: Enhance the Quality of Life for all Citizens.

Goal 3: Develop Policies and Infrastructure Improvements to Address the County's Growing Needs.

Goal 4: Fund the County's Future Needs.

DISCUSSION:

As a framework for this discussion, it is important to understand where competitive swimming ranked against other indoor recreation needs in the 2004 County-wide recreation needs assessment. In a random survey, County citizens were asked to select three out of 16 potential indoor recreation programming spaces/facilities they would be most willing to support with tax dollars. Competitive swimming pool facilities ranked 15th out of 16 with approximately five percent (5%) of the respondents selecting it as one of their top three (3) choices (Attachment A). Based on the results of this survey, competitive swimming was not deemed to be an urgent County-wide recreation need. Nonetheless, the three County high school competitive swim programs are currently in desperate need of reasonably convenient lane space. Assuming the County desires for these programs to continue and succeed, the needs of the three high school swim teams was a major consideration in the evaluation of these requests. Further, the Committee determined that while the requests were related, they should not necessarily be viewed as competing. Therefore, in order to obtain consistent and complete information, a procedure similar to the County's funding request process for agencies was followed and funding request instructions were developed (Attachment B). The following summarizes the three requests and the Committee's evaluation and recommendation.

Star Swimming of Charlottesville (Attachment C)

The Star request is for a one-time \$500,000 contribution to be used for an enclosure system and related expenses to cover a new 10-lane competitive pool to be built by Fairview and a 2-lane warm-water pool to be built by Star. The requested County contribution represents 30% of the total project cost. The frame of the enclosure has an anticipated life span of approximately 20 years while the vinyl panels will need to be replaced by Star after 10-12 years at an estimated cost of \$60,000. Star is guaranteeing that all three schools can have 6 full lanes for practice between 4:00pm and 8:30pm for the entire high school swim season at no charge. Further, the facility provides almost unlimited ability for local high schools to host meets up to and including regional

competitions. Star anticipates the enclosed facility to be available for the start of the high school swim season in November of 2009.

Favorable Factors:

- Single request that best meets the needs of all three County high school swim teams.
- Initial investment is recovered over the life of the structure through elimination of per hour lane fee.
- Proven partnership between Star and Fairview since 2000.
- Proven ability of Star to operate a less efficient structure (bubble) since 2000.
- Opening the facility in the fall of 2009 appears to be realistic.
- Conveniently located to serve a large population with potential non competitive swimming programs.

Concerns:

- Difficult to completely secure the investment.
- Not as attractive to Western Albemarle as Crozet location but still much better than current situation.

YMCA (Attachment D)

The YMCA request is for a one-time \$1.25 million contribution from both the City and County for a competitive pool to be added to the McIntire YMCA. If only the City contributes, the pool will have at least six lanes. While it is unclear from the YMCA response, a follow up conversation with the YMCA Director indicated that the YMCA would commit to build 10 lanes with the contributions from both the City and County. The County contribution would be approximately 33% of the total cost of the competitive pool addition and would allow County high school swim team access to the competitive pool at a reduced cost of \$12 - \$16 per lane hour. This facility would also provide ability for County high schools to host meets. This would be a brick and mortar facility with a 50 year life span. Construction of this facility is anticipated to commence in late 2009 and be available for use in late 2010.

Favorable Factors:

- Expands on existing partnership with the YMCA.
- Brick and mortar facility with a 50 year life span.
- Sufficient investment security based on terms of land lease and three-party use agreement.
- Scholarship commitment secured by YMCA policy and three-party use agreement.
- Conveniently located to serve a large population with potential non competitive swimming programs.

Concerns:

- High cost in addition to original commitment of \$2,030,000.
- Charlottesville High School has first priority on swim times.
- Ability to meet needs of all three County high school swim teams at desirable times is unclear considering priority use by CHS.
- Some uncertainty exists regarding the time frame for when the facility will be built.
- Larger footprint due to addition of competitive pool may increase likelihood of impact to softball fields.
- Least attractive option for Western Albemarle due to distance and practice time.

Crozet Park (Attachment E)

The Crozet Park request is for a \$350,000 contribution to be used for a 960 square foot addition to the existing pool building, HVAC equipment and a 14,170 square foot air supported dome over the existing swimming pool. The County contribution is 66% of the estimated \$525,000 project. Crozet Park will begin a fund raising campaign to secure the remaining \$175,000 if the County agrees to fund this proposal. The existing pool is an 8-lane, 25-meter pool with an additional zero depth beach entry. The anticipated lifetime of the structure is 15 to 20 years. The programming and operations of the facility will be provided through a lease arrangement with the YMCA. A letter of intent from the YMCA included with the Crozet Park proposal indicated their interest in entering into a long-term collaborative agreement "as soon as is practical" (Attachment F). The high school swim teams will have access to the pool for practice at a standard cost of \$15 - \$20 per lane hour. Crozet Park anticipates that the bubbled facility would be available for the start of the high school swim season in November of 2009.

Favorable Factors:

- Most attractive proposal to Western Albemarle swim team.

- Conveniently located to serve western part of County with potential non competitive swimming programs.
- Least expensive request of 3 proposals.
- Potential long-term partnership with YMCA.
- Very committed Park Board has sustained outdoor pool annual operations without County assistance.

Concerns:

- Commitment from the YMCA needs to mirror partnership responsibilities in Crozet Park request.
- No history of working partnership with the YMCA.
- Park financial records indicate total expenditures over revenues for the last 5 years to be \$77,000.
- Outdoor pool operation has shown a total deficit of \$71,000 for the last 5 years.
- Air structure is the least efficient pool covering and given financial performance of the existing park operations, unknown future economic conditions and lack of market information, seems to be a risky investment for the County, YMCA and the Park Board at this time.
- If YMCA/Crozet Park partnership fails, County could become default owner and operator of the bubble.
- Least attractive proposal to Albemarle and Monticello swim teams.

BUDGET IMPACT:

The budget impacts for all proposals are discussed above. The only proposal being recommended for consideration at this time is the Star proposal which would have a budget impact of \$100,000 per year for 5 years.

RECOMMENDATIONS:

The Committee has made the following recommendation to the CIP oversight committee:

1. The County's commitment to the YMCA should remain at \$2,030,000 with no additional funding provided for the competitive pool in the final adopted 5-year plan.
2. Funding for a more efficient Crozet Park pool enclosure system should be included in the out years of the CIP.
3. Consideration should be given to funding the Star request at \$100,000 per year over a 5-year period with the first \$100,000 being provided from the existing Parks and Recreation capital budget in the spring of 2009, if the Star request is included in the final adopted 5-year CIP. Funding would be conditioned upon the execution of an agreement to assure the public and school use of the facilities as proposed.

The School Board has not taken a position on the Star proposal. It has asked that additional information be provided to it for its consideration at a School Board meeting in the near future. It is anticipated that the School Board will take a position on school use of the proposed facility prior to the Board's consideration of the CIP.

The Parks and Recreation Director is encouraging the Crozet Park Board to develop an on-going working partnership arrangement with the YMCA on the operation of the outdoor pool and other programming prior to scheduled funding for the pool enclosure. Based on the success of that partnership effort, evaluation of the market and availability of County funding, the pool enclosure project for Crozet Park could be recommended for funding sooner in future Parks and Recreation CIP submissions.

This report is provided for the Board's information and no action is required by the Board at this time.

ATTACHMENTS

Attachment A – Indoor Recreation Needs
Attachment B – Funding Request Instructions
Attachment C – Star Proposal
Attachment D – YMCA Proposal
Attachment E – Crozet Park Proposal
Attachment F – Crozet Park – YMCA Letter of Support

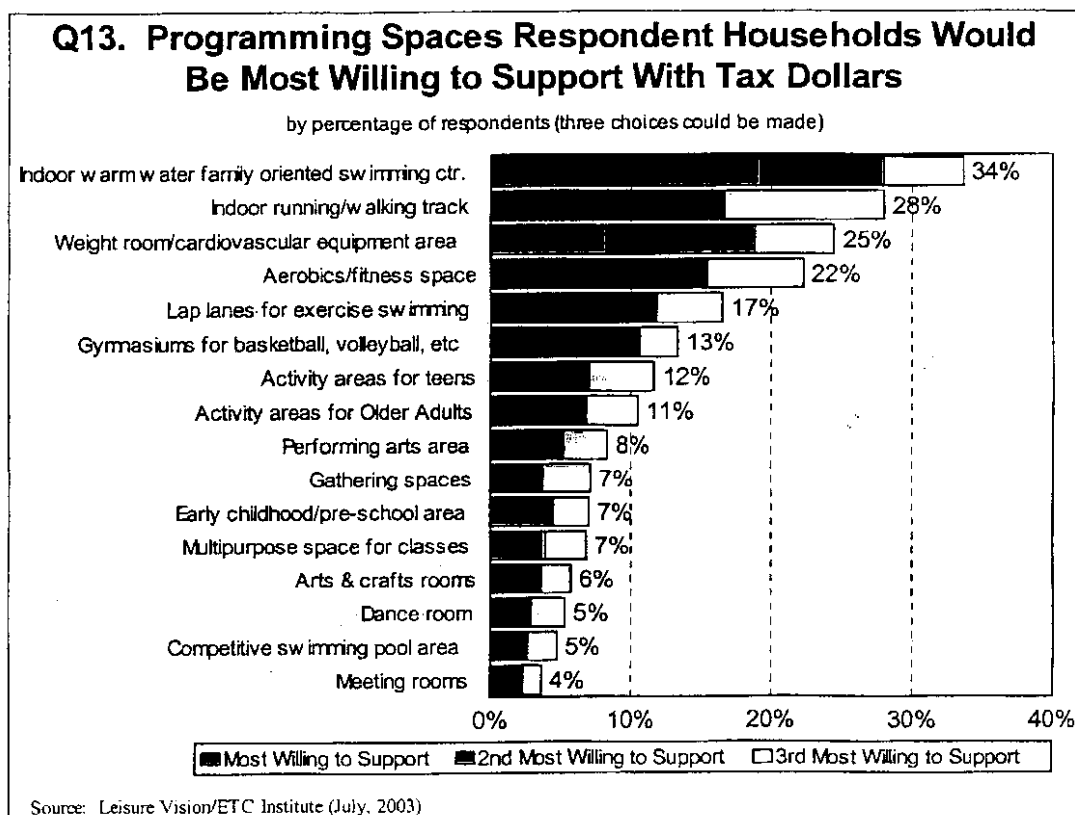
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Programming Spaces that Respondents Would Be Most Willing to Support with Tax Dollars

From the list of 16 potential indoor recreation, aquatic, and fitness programming spaces, respondents were asked to select the top three they would be most willing to support with their tax dollars. The following summarizes key findings:

- **An indoor warm water family oriented swimming center (34%) had the highest percentage of respondents select it as one of the four programming spaces they would be most willing to support with tax dollars.** There are three other programming spaces that over 20% of respondents selected as one of the top three they would support with tax dollars, including: indoor running/walking track (28%); weight room/cardiovascular equipment area (25%); and aerobics/fitness space (22%). It should also be noted that an indoor warm water family oriented swimming center had by a wide margin the highest percentage of respondents select it as the number one programming space they would be most willing to support with tax dollars.



ALBEMARLE COUNTY PARKS AND RECREATION FUNDING REQUEST INSTRUCTIONS

Please provide the following information in an organized format in the order below.

A. Organizational Information:

1. Agency Name: List the full legal name of the organization requesting County funding.
2. Mailing Address:
3. Director: List the name of the individual who serves as the organization's Director/President, his/her telephone number and their primary email address.
4. Board Members: List all members of the organization's board.
5. Organization Contact: If different than Director include same information as above. This is the individual who is most knowledgeable about this request and with whom the County should contact with any follow up questions.
6. Organization Web Address:
7. Audit: Please indicate whether your organization has an independent audit performed at the end of each fiscal year. If so, submit a copy of the management letter or auditor's opinion for the most recent two year-end reports.
8. Briefly describe your organization, its mission, and some specific overall organization goals. If you are partnering with other organizations in this request please include same information for partnering organizations. Include an organizational chart.
9. Indicate the IRS classification of the requesting organization and partners:

B. Funding Request: Please describe exactly what is being requested from the County. Be very specific and include the following in your response:

1. Specific amount.
2. Time frame: When is funding needed?
3. Is any additional funding expected from the County in the future? (Capital, operating, fee for County usage, etc.) If yes, please explain thoroughly including estimate of how much, when, etc.
4. Proportionate amount of County funding to total funding: Describe all funding sources including County and total amounts from each funding source.

C. Purpose: What will County funding be used for? Please describe:

1. Description of facility to be built including site amenities (i.e., bleachers, scoreboard, clock, etc.)

2. Highlight any energy saving or environmentally friendly features of the proposed facility. Specifically comment on the energy efficiency or inefficiency of the proposed facility as compared to other types of structures used for the same purpose.
3. Anticipated life span of facility including any available warranty information.

D. Services Provided to the County: How will this facility/program benefit County programs/County residents?

1. Scope and number of direct school program beneficiaries.
2. Scope and number of direct County beneficiaries.
3. Potential future program options to be offered which are not currently available to residents in the region.
4. Fee schedule for use of facility.
5. Scholarship availability and amount of annual funding for scholarships for low income residents.
6. Detail anticipated user groups and anticipated numbers for each group.

E. Experience: Please describe your experience in operating a similar facility.

F. Business Plan: (Operations – Expenses/Revenues)

1. Provide 5 years of actual financial results for current organizational operations.
2. Provide pro forma for new operation including any new or modified facility. This should be in the format of a 5 year forecast of income and expenses.

G. Current Capital Fund Raising Status:

1. Current secured funding.
2. Plan and timetable for securing remaining funding.

H. Anticipated Construction Schedule: (Groundbreaking through Grand Opening)

I: Alternatives:

1. Please describe what would happen with your project and how you would proceed if the County funded 50% of your request.
2. Please describe what would happen with your project and how you would proceed with no County funding.

J. Other Community Benefits: Are there other anticipated benefits of this project other than the direct benefits to facility users? If yes, please provide specific examples and attempt to quantify those anticipated benefits.

K. Security of County Investment: How will the County's investment be protected if the organization receiving funding ceases to exist or cannot sustain operations of the facility?

L. Additional Information: Please feel free to provide any additional information regarding your request that has not been covered in your responses.

M. Communications: All questions regarding these funding request instructions should be directed to Pat Mullaney, Albemarle County Department of Parks and Recreation, 401 McIntire Road, Room 118, Charlottesville, Virginia 22902-4596; phone (434) 296-5844, email: pmullan@albemarle.org.

N. Review Process and Recommendation: Funding requests will be reviewed by the County and representatives may choose to interview any or all requesting organizations before making a recommendation to the Board of Supervisors.

O. Deadline for Funding Requests: Please submit 6 hard copies to the Project Contact (Section M above) by October 31, 2008.

P. Right to Fund/Reject: The County of Albemarle reserves the right to fund a request that is in its best interest. The County reserves the right to reject any or all requests. The County also reserves the right to negotiate any or all requests.

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10 October 2008

Pat Mullaney
Albemarle County Parks & Recreation
Street Address
Charlottesville, VA 22902

Dear Mr. Mullaney,

It is my privilege to submit to you a proposal for Albemarle County support of the aquatic facility now under development through Star Swimming at the Fairview Swim & Tennis Club.

Since we previously have submitted a proposal to the county and made a presentation to the Board of Supervisors outlining the proposal, I will not use this space to go over what we view as the benefits of supporting our proposal, except to say the following. Over the past several weeks, we have seen the Star Swim Team/Virginia Gators program experience nice growth as we enter the 2008-09 season. This growth, combined with the closing of Smith Pool, only underscores the fact that there is an imminent need for a new facility to serve Albemarle County high school swim teams and the community at large.

With that, please allow me to answer the questions that you have posed of us. Should the answers that follow create additional questions, I am happy to speak with you or anyone on the committee at any time.

Best regards,

Jim Cudahy

A. Organizational Information:

Street Address

Charlottesville Star Swim Team, Inc. (also dba "Virginia Gators of
Charlottesville")
707 Belvedere Drive
Charlottesville, VA 22901

Point of Contact

Jim Cudahy, President
Phone: 434-882-4736
Email: jim@greenmonstermarketing.com

Secondary Contact

Dave Phillips

Phone: 434-961-0127
Email: dave@caar.com

Board Members

Jim Cudahy, President
Mary Jo Natali, Vice President
Dana Ross, Treasurer
Lynette Wuensch, Assistant Treasurer, Bookkeeper
Lauren Williamson, Secretary
Mark Mitchell
Ernie Harper

Organizational Website

www.virginiagators.org

Distinction Between Star Swimming & Virginia Gators

Star Swimming is a 501(c)3, charitable organization under the I.R.S. tax code. On a day-to-day basis, the team does business as the Virginia Gators of Charlottesville and competes in USA Swimming meets as the Virginia Gators. As such, we compete with Roanoke and Lynchburg groups, which also go by the moniker, "Virginia Gators;" however, we operate as a fully independent organization from a procedural and financial perspective. To emphasize, we neither receive nor provide any financial support to or from the Roanoke or Lynchburg Gators.

Audit

As a small non-profit organization, we have not invested in a tax audit. We are more than happy to provide copies of our tax returns.

Description of the Organization

Star Swimming was established with a mission of advancing competitive swimming in the Charlottesville/Albemarle community. This includes management of a competitive swimming program at the USA Swimming level, as well as support of local high school swimming through both the periodic hosting of a local swim meet and through leasing of lane space for high school swim practices.

Perhaps Star Swimming's greatest accomplishment to date was to purchase the enclosure system (air-supported dome), which currently serves as the home for the Virginia Gators of Charlottesville and which four local high schools use for practices and for local swim meets. One of these high schools has been Western Albemarle High School. Indeed, it was the acquisition of the air-supported dome in 2000 that served as the genesis of high school swim teams in Albemarle County. We feel it also is worth mentioning that our facility serves as the home to a Special Olympics program each spring and a number of Gator swimmers participate as volunteer coaches and instructors for this effort.

While I have emphasized the fact that we are a non-profit, I also would like to emphasize that we have no debt of any kind as an organization. We own the air-supported dome outright.

Star Swimming currently leases the facilities at the Fairview Swim & Tennis Club from Labor Day through Memorial Day each year. The development of our new facility is predicated on a continuation of this relationship as Fairview will be responsible for a large portion of the associated costs of the new facility. Fairview and Star Swimming have a verbal agreement in place on a 100-year lease of the new facility. We maintain a strong, symbiotic relationship, but we remain two distinct, independent organizations. A bit more on this point: It is the strong belief of both Star Swimming and Fairview that the new facility Fairview was planning would best be utilized if it could be used on a year-round basis. It further is our position that this relationship represents the best possible scenario of allowing local swimmers to swim in a first-class facility sooner rather than later at the lowest possible expense and with minimal impact to the environment. In short, it would have been a shame for Fairview to build a first-class swimming pool and allow it to sit idle from Labor Day through Memorial Day while there is such a dire need for year-round swimming pools in the area.

Organizational Structure

Star Swimming is composed of a board of directors, which oversees all operational aspects of the team including the supervision of coaching staff and all other personnel. The coaching staff and member volunteers provide the manpower to operate and manage the facility.

IRS Classification

Star Swimming is a non-profit, 501(c)3, charitable organization. Though we do not consider Fairview as a "partner" as much as it is a landlord in this arrangement, Fairview operates as a private membership club.

Funding Request

We seek a one-time \$500,000 contribution from Albemarle County. It is our strong preference for the funding to arrive in a lump sum since the entirety of our expenses related to the construction of the new facility will be contributed prior to or upon the completion of the facility. We anticipate construction of the facility to occur during the winter/spring time period of 2009 with a completion date of Memorial Day 2009, so that should provide an idea of when the contribution would need to be fully funded. Star Swimming's preference would be to receive an installment of one-third at the outset of the construction with another third due in the middle of construction and the balance due at the end, which would be late spring to summer of 2009.

Additional Funding from the County

With our full request met, we have no plans to ask for operating expenses from the county in the future.

County Investment Compared to Full Cost

The total cost of the project is approximately \$1.6 million, meaning the County's investment would represent just over 30 percent of the total cost.

Purpose of County Funding

The County funding would be used exclusively for an enclosure system and related expenses to make the facility ready for year-round swimming. In all likelihood, then, the County's contribution of \$500,000 would cover the cost of the enclosure system, commercial air-handling system, and ancillary expenses

related thereto. Beyond the enclosure system, Star Swimming also will be covering the costs of a second, two-lane, warm-water pool and other features such as a scoreboard and bleachers; however, we will cover these costs entirely through separate fund-raising efforts.

Energy-saving/Environmentally Friendly Aspects of New Facility

Since we are covering a pool that already will be built rather than clearing and developing an entirely new piece of land, the impact on the local environment from construction will be negligible. Even the plot of land that the pool and enclosure will occupy currently has no trees on it, so not one tree will be knocked down as a result of our new facility.

From an energy-saving standpoint, our facility will be a major improvement over the existing air-supported dome, which requires a commercial-grade air handling system to run on a 24/7 basis.

- First of all, the structure will have a double-paneled vinyl roof with compressed air between the two panels, which provides an extra degree of insulation during winter months.
- In comparing the new enclosure and facility with our existing enclosure and facility, there will be additional environmentally friendly features.
 - We will use natural gas to heat the water rather than propane, which is more efficient and burns more cleanly than natural gas .
 - We will not have a diving well, as we currently do, which contains half of the water we heat in the winter. With ten lanes and a two-lane warmer water pool, we won't have *half* the water to heat that we currently do, but it will be about 75 percent of what we currently heat, which, again, we'll heat more efficiently.
 - We will use solar blankets or a comparable system to maintain the water heat and thus use less energy.
- Because the main competition pool is used for only competitive swimming, we can maintain a lower water temperature of 80 degrees – rather than the typical 82-84 degrees at most indoor pools – which obviously requires less energy.
- Ultimately, we also want to install direct solar heating for the water in both the pool and in the clubhouse. We have priced a system that would do this and it would run in the neighborhood of \$90,000. Over the long term we want to do this for both environmental and economical reasons. This would almost entirely eliminate the need for natural gas to heat the pool water except when it gets exceptionally cold in the winter when we might need supplemental, natural-gas heating.

Anticipated life span of facility including any available warranty information

If the existing life of the Fairview pool is any indication, the pools themselves will have lives of 50 years or longer. The frame of the structure should have a life of 20 years or longer. The company that manufactures them has done this for just over 20 years and has clients who have used similar structures for that length of time. The vinyl panels likely will need to be replaced after 10-12 years, but it could be longer in our case because they will be removed so infrequently. The cost of replacing the panels is about 15% of the total cost, which in today's dollars would be approximately \$60,000.

The panels have a full two-year warranty. The structure has a longer warranty, which has a number of conditions, but effectively is ten years.

Services Provided to the County: How will this facility/program benefit County programs/County residents?

If the County meets Star Swimming's request for funding, we will guarantee practice times so that all three county high school teams can swim between the hours of 4:00pm and 8:30pm each day for the entirety of the high school swim seasons. This would be a full six lanes in which to practice. We also would be willing to consider practice times in the morning before school and/or after 8:30pm, but believe that schools likely would prefer 90-minute practices between 4:00pm and 8:30pm and, again, we are willing to guarantee that as part of the deal. Further, the facility would provide almost unlimited ability for local high schools to host meets up to and including regional meets.

We currently have approximately 150 kids involved in our program and expect somewhere close to 200 will cycle through the program between Labor Day and Memorial Day. This number will grow with the new facility by approximately 25 percent to start and then 10 percent thereafter. The total impact on the community would be substantial and is outlined below for a five-year period.

We want to consider other programs in conjunction with the county Parks & Recreation Department and/or Albemarle County Schools. We could be talking about many programs that could benefit Albemarle citizens of all ages. Potential programs could range from swim lessons to water aerobics to water polo to lap swimming to swim programs for middle schools and elementary schools.

When creating the chart below, we have taken a look at the current number of swimmers in our USA Swimming program. We expect there to be 25 percent growth to the program the first year in the new facility and ten percent after that annually. So as not to double-count kids who swim across multiple years, we've provided a full count on the left in those two columns and then new swimmers on the right. Among high schools, we're counting 40 swimmers in each program, with the full number of kids on the left and then the number of new swimmers (effectively, the freshmen) on the right. In all, we estimate that over the five-year period, 979 kids will directly benefit from the new facility in our USA Swimming program and 240 will benefit through high school swimming and this is to say nothing of the beneficiaries in new programming outside of competitive swimming. We will not add these numbers together because there will be a degree of duplication for those kids who swim in our USA Swimming program and also with high schools.

Direct Beneficiaries of New Aquatic Facility among USA Swim Team & High School Swimmers				
	Individual USA Swimmers Team		High School Swimmers (3 teams)	
	Total Swimmers	New Swimmers	Total Swimmers	New Swimmers
2009-2010	275	275	120	120
2010-2011	303	152	120	30
2011-2012	333	167	120	30
2012-2013	366	183	120	30
2013-2014	403	202	120	30
		979		240

We won't attempt to estimate the number of citizens who will benefit from non-swim team activities, but we expect that to be substantial as well. Currently, for instance, approximately 25 Special Olympics athletes participate in our spring program.

Potential future program options to be offered which are not currently available to residents in the region

Potential programs include water aerobics, swim lessons, other strength and conditioning programs through Parks & Recreation and/or Albemarle County Schools, water safety courses, and water polo.

These potential programs could take place from 8am through 3pm. We plan to work with the county Parks and Recreation Department to implement the programs during those hours or during other off hours such as weekend afternoons.

Fee Schedule for Use of Facility

Kids in our competitive swim program pay based on an annual fee schedule that correlates to level and the amount of time in the pool. High schools pay for practice time, which is \$15 per hour, per lane used. This effectively means we charge \$90 per hour for use of the facility. We sometimes host birthday parties for \$100 and they go a bit beyond an hour normally.

Scholarship availability and amount of annual funding for scholarships for low income residents

We offer scholarships to low-income residents and we will continue to do so in alignment with our mission to advance competitive swimming.

Detail anticipated user groups and anticipated numbers for each group

We refer you to the earlier chart outlining the direct beneficiaries. Generally, we expect approximately 200 kids to cycle through various aspects of our USA Swimming program this year (2008-09). We further expect to see 25 percent growth in the program the first year of our new facility and then ten percent for the four years thereafter, which would bring the total size of our swim program to 403 within five years. The number of high schools remains pretty static at about 40 swimmers per program, or about 120 swimmers total. With 12 lanes to practice, we know we can accommodate this growth while continuing to serve the needs of the high school teams (again, we currently operate with half that number in a pool that has half the number of lane we'll have in the new facility).

Beyond the swim team programs, it is difficult for us to estimate numbers of water aerobics or other types of programming, but such programs will be created based on identified need in the community. It is our intention to use the aquatic facility as much as possible in the hours when it is not being used for competitive swimming.

Experience: Please describe your experience in operating a similar facility

Our experience operating a similar facility is extensive. We currently are in our ninth year of operation at our current facility and it is based on this experience that we are able to make the definitive statement that our new facility will be demonstrably easier to operate than our current facility.

Star Swimming's experience includes:

- Assembling swim team programs
- Recruiting and coordinating with a working board of directors
- Fundraising
- Marketing to the community
- Financial operations
- Coaching
- Volunteer management
- Hosting swim meets
- Management of the facility itself
 - Assembling and maintaining the air-supported dome
 - Pool maintenance
 - Other elements of facility maintenance

In short, though our new facility will represent substantial improvements for our program and our community, we know exactly what it will take to run the facility and know we have the existing capability and expertise to do so.

Business Plan: (Operations – Expenses/Revenues)

Provide 5 years of actual financial results for current organizational operations

Star Swimming operates on a zero-based budget each year. The bulk of our revenue arrives between the months of September and May and the bulk of our expenses occur during those months as well. Star Swimming has no short- or long-term debt. Most importantly, our swim program has seen substantial growth this year and we will realize a corresponding positive change to our financial position. We are bringing in more revenue than we have in our history and we actually expect our expenses in 2008-09 to be reduced largely as a result of a decreased price in propane to heat the pool. While winter weather plays a large role in determining our overall costs, we expect to finish the year (August 31st for us) with a surplus of more than \$30,000. Because the new facility will include a far more energy-efficient pool and enclosure, our expenses will drop further while our revenues in the new facility will increase in substantial fashion.

I am providing a financial statement that compares our position from 2007-08 and 2008-09. I would be happy to furnish tax returns for the previous three years, but as far as financial statements, I could not provide such detail as you see below with any type of assurance that they would be accurate. Suffice it to say, our

revenues and expenses were essentially a match each year with either a small positive or negative bottom line carried over to the following year.

I wish to point out something else that bodes extremely well for the future, which is that if you compare the projected revenues of this year with actual revenue from last, you see the a dramatic jump in income for the programs that serve younger swimmers. With a jump in the number of younger swimmers, we can expect larger numbers of swimmers to enter our Gold and Senior programs in the years to come, which contributes a lot more revenue per child to the program.

	Actual Cost 2007-08	Projected Cost 2008-09	Difference		Actual Revenue 2007-08	Projected Income 2008-09	Difference
Operational Expenses				Yearly Income			
Rent	\$13,549	\$16,415	\$ 2,866	Swim Gym	\$12,489	\$15,000	\$ 2,511
Bubble Loan	\$ 2,415	\$ 0	(\$2,415)	Bronze	\$15,063	\$27,500	\$12,437
Bubble Up/Down	\$ 2,180	\$ 2,471	\$ 291	Silver	\$24,061	\$31,000	\$ 6,939
Water	\$ 3,155	\$ 3,395	\$ 240	Silver +	\$17,343	\$28,000	\$10,657
Trash removal	\$ 906	\$ 985	\$ 79	Gold	\$19,551	\$18,000	(\$1,551)
Propane	\$44,566	\$40,000	(\$4,566)	Senior	\$19,669	\$18,305	(\$1,364)
Electric	\$13,035	\$13,040	\$ 5	HS Prep	\$ 3,500	\$ 6,672	\$ 3,172
Pest Control	\$ 506	\$ 500	(\$ 6)	CCS	\$ 2,360	\$ 0	(\$2,360)
Heating Oil	\$21,103	\$21,120	\$ 17	Sponsors	\$ 5,820	\$ 5,000	(\$820)
Phone	\$ 5,500	\$ 4,713	(\$787)	Grocery Card Rebates	\$ 6,618	\$ 8,037	\$ 1,419
Marketing	\$ 1,448	\$ 1,200	(\$248)	Grocery Card purchases	\$ 2,700	\$ 100	(\$2,600)
Pool maintenance	\$ 6,479	\$ 4,224	(\$2,255)	HS Rental	\$11,861	\$11,861	\$ 0
Supplies	\$ 2,960	\$ 5,042	\$ 2,082	Lap Swim	\$ 55	\$ 0	(\$55)
Equipment	\$ 0	\$ 3,000	\$ 3,000	Meet fees received	\$25,239	\$27,273	\$ 2,034
Apparel	\$ 1,968	\$ 1,561	(\$408)	Pool rental	\$ 3,663	\$ 3,860	\$ 197
Reimbursement	\$ 2,394	\$ 1,039	(\$1,355)	Reg fees	\$12,450	\$14,100	\$ 1,650
SUBTOTAL	\$122,164	\$118,705	(\$3,459)	Revenues owed	\$ 8,388	\$ 1,680	(\$6,708)
PAYROLL & MEETS				Sr. Champ opt-out	\$ 450	\$ 0	(\$450)
Payroll	\$58,617	\$57,944	(\$673)	Sr. Champs Income	\$16,322	\$17,000	\$ 678
Meet Fees	\$11,682	\$12,000	\$ 318	Special Olympics	\$ 990	\$ 1,000	\$ 10
Gator Meet Expenses	\$ 1,103	\$ 0	(\$1,500)	Spring Warmup	\$ 5,663	\$ 6,000	\$ 337
Sr. Champs Expenses	\$ 4,783	\$ 5,000	(\$217)	Summer swimmers	\$ 1,600	\$ 2,000	\$ 400
USA registration	\$ 5,822	\$ 6,192	\$ 370	Apparel	\$ 235	\$ 800	\$ 565
Travel	\$ 8,755	\$ 9,311	\$ 566	Swim-a- thon	\$ 5,869	\$ 6,000	\$ 131
Petty Cash	\$ 600	\$ 200	(\$400)	Misc	\$ 443	\$ 0	(\$443)
SUBTOTAL	\$91,363	\$90,647	(\$716)	TOTAL INCOME	\$222,377	\$249,188	\$ 26,811
INSURANCE				TOTAL EXPENSES	\$219,326	\$215,660	(\$3,666)
Bubble	\$ 1,849	\$ 2,000	\$ 151				
Retirement	\$ 3,500	\$ 4,308	\$ 808	BALANCE	\$ 3,051	\$ 33,528	
Misc.	\$ 450	\$ 0	(\$450)				
SUBTOTAL	\$ 5,799	\$ 6,308	\$ 509				

Provide pro forma for new operation including any new or modified facility. This should be in the format of a 5 year forecast of income and expenses

	Anticipated Revenues	Anticipated Personnel Expenses	Anticipated Operational Expenses	Net Revenues
2009-2010	\$300,000	(\$100,000)	(\$ 72,000)	\$128,000
2010-2011	\$357,000	(\$160,000)*	(\$ 75,600)	\$121,400
2011-2012	\$393,000	(\$176,000)	(\$ 79,380)	\$137,620
2012-2013	\$432,000	(\$193,600)	(\$ 83,349)	\$155,051
2013-2014	\$475,000	(\$212,960)	(\$ 87,516)	\$174,524

* Personnel would include addition of full-time program director.

I know this looks too good to be true, which is why later on I have outlined a less optimistic scenario. Revenues are based on anticipated 25 percent growth to the Star Swimming/Virginia Gators swim program in 2009-2010 with the introduction of our new facility (which may actually be conservative) and 10 percent annual growth thereafter. We bring additional revenues in through sponsorships and other fund-raising activities, which we expect to increase in correlation with a larger program. Beyond that, we expect to collect new revenues from new programs such as swimming lessons, recreational swimming, and other programs that the new facility will make possible.

We will see an increase to personnel costs in correlation with the increased size to our competitive swim program and to staff new programs and thus are allowing for 10 percent growth to personnel expenses. Also worth noting is that part of our expenses on the personnel side will include hiring a full-time facility manager for the first time to ensure we are capable of meeting the increased needs of the community. However, we anticipate the cost of energy to operate the facility will be reduced by at least half in the new facility to start because of a decreased amount of water to heat compared with our current facility and not having to run an air-handling system on a 24/7 basis to inflate the air-supported dome as is now the case. Also, our agreement with Fairview is that we will occupy the facility with no rent. In return for not paying rent, we will be providing Fairview members with regular access to lap swimming at hours that don't conflict with competitive or high school swimming. Fairview expects that the relationship with the Gators will help to create new summer memberships at their pool.

We otherwise incur expenses that are directly reimbursable from families for items such as meet fees, apparel, USA Swimming registration, etc. We expect expenses to increase by five percent each year. The wild card in this scenario is the cost of energy; however, we will be in a far better situation in the new facility than we currently are from an energy consumption standpoint and we also hope to move to direct solar heating of the pool at some point, which further will reduce the exposure to risk that energy presents to the program.

Overall, with revenues increasing initially by 25 percent and 10 percent thereafter and operational expenses dropping to start and then increasing at a rate less than our revenues, we believe the facility won't simply be self-sustaining, but will generate an increasing net surplus each year that will place us in a strong

position to cover any needed capital improvements to the facility over the long term.

Lastly, I know that this paints a fairly rosy scenario and I cannot emphasize enough, first of all, the drain on resources that the current facility represents from an energy perspective. This alone has caused us to operate on a shoe-string budget over the first eight years of our operation under the air-supported dome. Secondly, in surveys of our member families, it is clear that the current facility is the largest weakness of the program. With the new facility will arrive certain growth over both the short and long-term and also the space to accommodate that growth.

If we were to take a much more cautious approach and presume that we see no growth to our program in the first year (which simply won't happen) and five percent thereafter and also that we are able to decrease operational expenses by only 25 percent to start with expenses increasing by ten percent annually thereafter (rather than five percent), we still would be in a strong position as outlined below. Obviously, under this scenario, at some point we would have to address the fact that our net revenues were decreasing over time, but we would have reserves that would give us leeway to do so.

	Anticipated Revenues	Anticipated Personnel Expenses	Anticipated Operational Expenses	Net Revenues
2009-2010	\$250,000	(\$ 90,000)	(\$108,000)	\$ 52,000
2010-2011	\$262,500	(\$ 94,500)	(\$118,800)	\$ 49,200
2011-2012	\$275,625	(\$ 99,225)	(\$143,748)	\$ 32,652
2012-2013	\$289,406	(\$104,186)	(\$158,123)	\$ 27,097
2013-2014	\$303,877	(\$109,396)	(\$173,935)	\$ 20,546

Something else: Should we be fortunate enough to realize the type of operating surpluses outlined at the top of this section, after establishing a contingency reserve for the organization and the facility, it would be a priority to reinvest such revenue back into competitive swimming in our community.

Finally, I wish to emphasize that we are not counting on revenue from Albemarle County high schools at this point. Below I have outlined the cost savings to the county programs by not having to pay for lane rental. I base these numbers on what I know Western Albemarle currently pays us and presume five percent increase to lane rental fees each year. Over ten years, the county swim teams would save more than \$350,000, each program saving one third of that amount. It would be shortly thereafter that the county's investment of \$500,000 effectively would be repaid if you were to look at it that way.

	W. Albemarle	Albemarle	Monticello	Total
2009-2010	\$10,500	\$10,500	\$10,500	\$31,500
2010-2011	\$11,025	\$11,025	\$11,025	\$33,075
2011-2012	\$11,576	\$11,576	\$11,576	\$34,728
2012-2013	\$12,155	\$12,155	\$12,155	\$36,465
2013-2014	\$12,763	\$12,763	\$12,763	\$38,289
2014-2015	\$13,401	\$13,401	\$13,401	\$40,203
2015-2016	\$14,071	\$14,071	\$14,071	\$42,213
2016-2017	\$15,436	\$15,436	\$15,436	\$46,308
2017-2018	\$16,208	\$16,208	\$16,208	\$48,624
2018-2019	\$17,018	\$17,018	\$17,018	\$51,054
	\$118,737	\$118,737	\$118,737	\$356,211

Current Capital Fund Raising Status:

We currently have either cash on-hand or commitments from contributors that amount to approximately \$50,000. We feel certain we can bring in another \$100,000 from our swim team families and we are hot on the trail of additional benefactors whom we believe will make contributions that will allow us to bridge the gap between the county's contribution and the amount needed for construction.

Star Swimming has hired a professional fundraising consultant who is assisting us with our plan and its implementation. We have developed a list of potential individual donors and are working on building relationships with those donors. We have also created a case statement to assist us with our fundraising.

In addition, we have identified several foundations that we believe will be willing to give to the project.

Plan and timetable for securing remaining funding

Our capital campaign will heat up in the coming weeks and months as construction of the facility approaches. Every single family will make contributions. We further are using the connections within our team to reach out to benefactors within the Albemarle community and beyond. To be honest, a lot of the resources we have devoted to this effort have been focused on negotiations with the county over the past few months. It is our fervent expectation, based on the experience of our fundraising consultant, that once we have a commitment from the county, the remaining funds will fall into line.

Last, while it is our hope and expectation that we will not have to go this route, we also will have the capability of borrowing as much as \$100,000 or perhaps a bit more than that, as we have before, to cover the difference between contributions from individuals and the county and what we need to cover our portion of the new facility.

Anticipated Construction Schedule: (Groundbreaking through Grand Opening)

We expect ground-breaking for the new facility to take place sometime in the spring of 2009 and it will take five months from start to finish. The grand opening in that event likely would take place in advance of the start of the Virginia Gators 2009-2010 swim season in August or September 2009.

Alternatives:

Please describe what would happen with your project and how you would proceed if the County funded 50% of your request

Let me first approach this from the positive side: If the county funds 100 percent of our request, the chances that we will have our facility complete and ready for high school teams to practice in November 2009 are extremely good. If the county funds 50 percent of our request, that chance goes down substantially. What would happen? Unless we could identify a couple of major donors, we would delay the enclosure of the new pool that Fairview would build anyway. We would continue swimming in our air-supported dome in our old pool until we could collect the full amount. We would not be able to give high schools priority

practice time in this event and we would probably not be able to accommodate all three county teams.

Please describe what would happen with your project and how you would proceed with no County funding

It would be largely the same story as the answer to the previous question, just a longer delay and a longer period in our existing air-supported dome and in the old pool.

Other Community Benefits: Are there other anticipated benefits of this project other than the direct benefits to facility users? If yes, please provide specific examples and attempt to quantify those anticipated benefits

Our new facility no doubt will serve as the venue for both high school and USA Swimming meets. We previously have submitted a proposal to the county that outlines the expected economic impact of these meets, which is substantial—the amount is \$300,000 annually and, thus, \$3 million over a ten-year period.

Beyond that, we cannot emphasize strongly enough the need for such a facility in this community. Recreational and competitive swimming in our community is growing in popularity. There currently are approximately 2,500 children competing each summer in the Jefferson Swim League and that number is sure to grow. For better or worse, swimming is a year-round sport and the ability for children in our community to have the opportunity to compete on a state, regional, and national basis is contingent upon them having a place to swim on a year-round basis. The dearth of facilities in Albemarle County is therefore a significant problem that our new facility will play a large role in alleviating.

Security of County Investment: How will the County's investment be protected if the organization receiving funding ceases to exist or cannot sustain operations of the facility?

First, part of this exercise will be for Star Swimming to sign a 100-year lease with the Fairview Swim & Tennis Club. We are happy to propose a survivorship clause in this proposal that would allow county high schools to maintain their practice times should Star Swimming for some reasons cease its operations and are certain Fairview would be amenable to this as a condition of the agreement. However, this scenario is so unlikely that we don't believe it should register as a major concern. While Star Swimming admittedly is not a robust organization from a financial perspective, this is a substantial strength and here's why: Because we have limited borrowing capability, we are not capable of incurring the type of debt that would put the organization at real financial risk. The largest risk would be that interest in competitive swimming takes a precipitous drop, but, even then, we would remain a nimble organization with the capability of immediately reducing expenses to correlate with any downturn.

An additional risk could be that the Fairview Swim & Tennis Club goes under and we offer Fairview's 40+ year history as a staple within the Albemarle community as the largest assurance that this simply never would happen.

Additional Information: Please feel free to provide any additional information regarding your request that has not been covered in your responses

We cannot think of a better investment for the county if it is interested in advancing high school swimming in Albemarle County. The costs associated with building a new aquatic facility that serves the needs of the community in the way our new facility will—acquiring land, building the pool and some type of enclosure, land development for the facility and parking areas—would reach \$4-5 million with relative ease and take many years. By “piggy-backing” on what Fairview already was intending to build, we have created an opportunity to accomplish the same goal at a small fraction of that cost.

Finally, I want to thank the Board of Supervisors and the Albemarle County Department of Parks & Recreation for considering our proposal. It is our strong belief that we have arrived at a proposal that makes great sense for all parties involved and we have been pleased with the county’s willingness to consider the proposal. We are happy to provide answers to any additional questions you might have and we look forward to continued discussions.

ALBEMARLE COUNTY PARKS AND RECREATION FUNDING REQUEST

Please provide the following information in an organized format in the order below.

A. Organizational Information:

1. **Agency Name:** List the full legal name of the organization requesting County funding.
Piedmont Family YMCA, Inc.
2. **Mailing Address:**
442 Westfield Rd.
Charlottesville, VA, 22901
3. **Director:** List the name of the individual who serves as the organization's Director/President, his/her telephone number and their primary email address.

Dennis Blank, CEO Piedmont Family YMCA (434) 974-9622 dblank@piedmontymca.org	Kurt Krueger, Board Chair McGuire-Woods LLP (434) 977-2521 kkrueger@mcguirewoods.com
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4. **Board Members:** List all members of the organization's board.
Complete roster attached
5. **Organization Contact:** If different than Director include same information as above. This is the individual who is most knowledgeable about this request and with whom the County should contact with any follow up questions.
Same as # 3 above
6. **Organization Web Address:** www.piedmontymca.org
7. **Audit:** Please indicate whether your organization has an independent audit performed at the end of each fiscal year. If so, submit a copy of the management letter or auditor's opinion for the most recent two year-end reports.
Auditor's documents attached
8. **Briefly describe your organization, its mission, and some specific overall organization goals. If you are partnering with other organizations in this request please include same information for partnering organizations. Include an organizational chart.**
The Piedmont Family YMCA is an independently-chartered organization sanctioned by the national parent organization YMCA of the USA. It is our mission: To put Judeo-Christian Principles into practice through programs that build healthy spirit, mind, and body for all. All programs are driven by our traditional core values of: *Caring, Honesty, Respect, and Responsibility.*
It is the policy of the Piedmont Family YMCA to provide services for any person who desires to participate. Nobody is turned away, because of ability to pay. [Our current program guide is attached]
9. **Indicate the IRS classification of the requesting organization and partners:**
The Piedmont Family YMCA is incorporated as a not-for-profit charitable organization with the IRS classification: 501(c)(3).

B. Funding Request: Please describe exactly what is being requested from the County. Be very specific and include the following in your response:

1. **Specific amount.** \$1.25 M
2. **Time frame: When is funding needed?** These funds have previously been allocated to the Albemarle County CIP budget for FY 2012; however, it is anticipated that bond financing be obtained by the YMCA to bridge the gap between actual need for the funds and their availability from the County.
3. **Is any additional funding expected from the County in the future? (Capital, operating, fee for County usage, etc.) If yes, please explain thoroughly including estimate of how much, when, etc.**
It is anticipated that the Albemarle High School Swim Team(s) will have access to the swimming facility for training at a reduced cost of between \$12-16 per lane per hour. Other County Programming could operate in a similar manner, in accordance with YMCA policy.
4. **Proportionate amount of County funding to total funding: Describe all funding sources including County and total amounts from each funding source.**
Projected cost of project is estimated to be \$15.0M, Albemarle County has previously committed \$2.03M to this project. Over \$7.0M of the capital funds (including the County's funding) have been pledged/secured from private donations, with an on-going capital campaign. Any remaining shortfall require commercial/government financing.

C. Purpose: What will County funding be used for? Please describe:

1. **Description of facility to be built including site amenities**
 - a. Full-facility YMCA recreational center, to include: State-of-the-art fitness center, 10,000 sq.ft. basketball/volleyball gymnasium, exercise/dance/aerobics studios, multi-purpose classroom space(s), community rooms.
 - b. Childcare /child watch operations.
 - c. Indoor aquatics complex to include competitive swim lanes, recreational swimming, instructional swimming, handicap access and family-friendly changing areas, locker rooms, etc.

This additional funding request of \$1.25M will be used to provide access to the Albemarle County High School Swim teams for all practice sessions.
2. **Highlight any energy saving or environmentally friendly features of the proposed facility. Specifically comment on the energy efficiency or inefficiency of the proposed facility as compared to other types of structures used for the same purpose.**
The YMCA has contacted the service of VMDO architects with the expressed assignment to design this building as a LEED-certified facility, which is only an option available for permanent structures, such as this.
3. **Anticipated life span of facility including any available warranty information.**
The YMCA and the City of Charlottesville have entered into a 40-year lease agreement for use of McIntire Park. It is anticipated this facility will have a life-span of 50+ years.

D. Services Provided to the County: How will this facility/program benefit County programs/County residents?

1. **Scope and number of direct school program beneficiaries.**
The multi-lane competitive swimming pool will provide practice and competition facilities for all three (3) Albemarle County High Schools. Participation in this varsity-level athletic

program is approximately 120-150 students each season.

Additionally, the YMCA is eager to initiate a "Learn-to-Swim" program for all county elementary school students. Funding for such programs would be secured through private foundations and other granting sources.

2. Scope and number of direct County beneficiaries.

The total number of potential county beneficiaries is **unlimited**. In addition to item D#1 (above)... a wide-range of intergenerational aquatic-based programs will be offered (as previously described) to all Albemarle County residents, and community organizations. It will also provide both the YMCA and the County high schools with a facility to host YMCA, USA and County meets. In addition to the obvious local school benefit, the following groups would benefit: Boy Scouts, Girls Scouts, Red Cross, Church Groups, After-School Programs, Special Olympics, Y Swim classes, Parent/toddler Classes, Senior Water Aerobics, Albemarle County Scuba Dive Team and Residents.

3. Potential future program options to be offered which are not currently available to residents in the region.

This facility will offer programs in recreational, fitness, competitive, instructional and therapeutic swimming. These programs would include but are not limited to: learn-to-swim programs, lap swimming, water aerobics, after- school programs, team training, parent/child classes, and physical therapy.

4. Fee schedule for use of facility.

Programming and rental fees shall follow standard YMCA policy, with a significant discount offered to all Albemarle County school district use. Daily access to the facility will be made available to all regardless of membership or income.

5. Scholarship availability and amount of annual funding for scholarships for low income residents.

It is the policy of the Piedmont Family YMCA to provide services to anyone who desires to participate. Scholarships are based upon need (as determined by Social Services). Applications for financial assistance are made available to all participants and no one is turned away. The YMCA holds an annual campaign to pay for scholarships. In 2007 alone, the YMCA provided nearly \$216,000, in financial assistance to persons in need.

6. Detail anticipated user groups and anticipated numbers for each group.

Previously defined in item #D-2 above

E. Experience: Please describe your experience in operating a similar facility.

The YMCA has an established and proven national reputation for operating affordable public fitness and aquatics facilities throughout the United States, including 28 YMCA's in communities located in the Commonwealth of Virginia.

F. Business Plan: (Operations – Expenses/Revenues)

1. Provide 5 years of actual financial results for current organizational operations.
Financial statements attached for FY 2002-2007.

G. Current Capital Fund Raising Status:

1. Current secured funding.
Previously addressed in item # B4
2. Plan and timetable for securing remaining funding.

Previously addressed in item # B4

H. Anticipated Construction Schedule: (Groundbreaking through Grand Opening)

Professional services have been retained by the firm local firm of VMBO. Architectural designs have been initiated, with ground-breaking and construction anticipated to commence in late 2009.

I: Alternatives:

1. Please describe what would happen with your project and how you would proceed if the County funded 50% of your request.

Access to the competitive swim facility could be potentially limited, and usage/rental fees by Albemarle County School groups would be increased.

2. Please describe what would happen with your project and how you would proceed with no County funding.

Access to the competitive swim facility would be limited, and usage/rental fees by Albemarle County School groups would be increased.

J. Other Community Benefits: Are there other anticipated benefits of this project other than the direct benefits to facility users? If yes, please provide specific examples and attempt to quantify those anticipated benefits.

Inherent advantages to Albemarle County that this YMCA project affords:

- This is a permanent brick & mortar facility, with a longevity expectation of 50+ yrs. (See paragraph C-3, above)
- Our facility will be designed and engineered to be environmentally-friendly, utilizing the latest state-of-the-art insulation and HVAC components (Paragraph C-2)
- This aquatic facility will be an integral part of a much larger complex; complete with locker rooms, fitness center, indoor athletic facilities, community rooms, etc. (Paragraph C-1)
- The central location in McIntire Park is easily-accessible via major highways, to ALL three (3) Albemarle County High Schools, as opposed to neighborhood streets and/or one-lane bridges.
- The YMCA is a 157-year-old community-based 501(c)(3) organization, with national (and world-wide) prominence; and served locally by a 13-member board of community volunteers. We are universally recognized as the leader (and have set the standards) in providing quality family-oriented programs and facilities for recreation and healthy *spirit, mind, and body*. (Paragraph A-8)
- Our aquatics facility will be staffed and maintained in accordance with YMCA national accreditation standards. The YMCA of the USA has long been acknowledged as the industry leader regarding safety and professionalism, in providing a rich history of

innovative and high-quality aquatics programming.

- We offer a financial-aid scholarship program which guarantees no one will be turned away due to ability to pay. (Paragraph D-5)
- The Piedmont Family YMCA will provide opportunities for high school swimmers to participate in other programs & services that will enhance their varsity swim team experience.
- Additionally, the YMCA is eager to initiate a “Learn-to-Swim” program for all County elementary school students. Funding for such programs would be secured through private foundations and other granting sources.

K. Security of County Investment: How will the County’s investment be protected if the organization receiving funding ceases to exist or cannot sustain operations of the facility?

These funds would be incorporated as part of the three-party use agreement between the City of Charlottesville, Albemarle County, and the Piedmont Family YMCA, with respect to the entire facility project.

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Claudius Crozet Park

Albemarle County Funding Request For Aquatic Dome



October 31, 2008

ALBEMARLE COUNTY PARKS AND RECREATION FUNDING REQUEST

A. Organizational Information:

1. **Agency Name:** Claudius Crozet Park, Incorporated
2. **Mailing Address:** Post Office Box 171
Crozet, Virginia 22932
3. **President:** Robert Maupin
(434) 823-7341 (H)
(434) 978-5106 (W)
Robbie.Maupin@gefanuc.com (W)
kkom4u@comcast.net (H)
4. **Vice President:** Peter Gold
Secretary: James Kelly Strickland
Treasurer: Jo Ann Z. Perkins

Board of Directors: Eric Ambmann
Andrew Boyce
Brian Campbell
Glenn Corley
Sandy Evenden
Scott Hoffman
Chuck Johnson
David Klein
Charles Maupin
Ivan Perkins
Tracy Pugh
Rebecca Rosina
Matt Smith
Hadi Sonen
David White
Art Williamson
5. **Organization Contact:** Kelly Strickland, Chairman
Long Range Planning Committee
(434) 823-4339 (H)
(434) 979-8121 x 115 (W)
(434) 981-8029 (M)
kstrickland@ddrva.com (W)
kellvandearne@aol.com (H)
6. **Organization Web Address:** www.crozetpark.org

7. Audit:

Crozet Crozet Park, Incorporated (CCPI) does not have an independent audit performed at the end of each fiscal year. Please find attached, as appendix A, copies of forms 990 for the previous 3 years. In addition, internal financial statements can be prepared and maintained based upon the request of Albemarle County.

8. Briefly describe your organization, its mission, and some specific overall organization goals. If you are partnering with other organizations in this request please include same information for partnering organizations. Include an organizational chart.

Crozet Crozet Park, Inc. is a non-profit organization of community volunteers who serve as stewards for a 22-acre park in the center of the Crozet Growth Area. The mission of the Park is to provide a place for all of Crozet and Western Albemarle County to play, exercise, relax, and learn to be physically and mentally fit. CCPI started this project in Albemarle County through a donated easement, reserving the land as public property of Albemarle County. In return, the County was provided assistance with capital expenses to make needed repairs to and to the Park and maintain the grounds. This agreement has been renewed in partnership with the Piedmont Family YMCA, who would be the primary volunteer in charge of Crozet Park. The YMCA is an established and funded non-profit organization in partnership with Albemarle County, providing services to the community and to the Crozet citizens. See Appendix B for more information about the proposed partnership and a letter of intent from the Piedmont Family YMCA.

9. IRS Classification of requesting organization and partners:

Crozet Crozet Park, Incorporated and the Piedmont Family YMCA are Nonprofit Organizations classified as 501(c)(3) under IRS.

B. Funding Request: Please describe exactly what is being requested from the County. Be very specific and include the following in your response:

1. Specific amount.

The total funding requirement for this project is \$525,000 (Five hundred twenty five thousand dollars). CCPI is requesting that Albemarle County contribute \$350,000 (Three hundred fifty thousand dollars). A detailed cost estimate is provided in Appendix C.

2. Time frame: When is funding needed?

Funding is needed from a budget of March 1, 2022 to allow completion of construction by the July 1st deadline for the new season to begin. Work will be completed and completed in spring of 2022. The pool dome can be erected in February 2022 without any disruption or delay to summer and fall swim programs.

3. Is any additional funding expected from the County in the future? (Capital, operating, fee for County usage, etc.) If yes, please explain thoroughly including estimate of how much, when, etc.

Additional Capital expenses for Albemarle County are not expected, however, Albemarle County programming is expected to pay standard usage fees for the facility. For example, it is anticipated that the Western Albemarle High School Swim Team will have access to the CCPI pool dome for training at a standard cost of between \$15.00 per lane.

recreation. Other County Programming could operate in a similar manner, in accordance with County policy.

4. Proportionate amount of County funding to total funding: Describe all funding sources including County and total amounts from each funding source.

Historically, the County has been unable to fund the Albemarle County Recreation Center. The County will provide the remaining construction cost, and Piedmont-Lenoir YMCA will provide the facility and provide all operating costs and expenses. Please note that an 8-lane, 25-meter, indoor, swimming pool with an additional zero depth beach entry exists in the pool tank. The pool, pump room, concession stand, and change rooms were built in 1997 with assistance from Albemarle County. The "summer pool operation" and associated lifelines and equipment are operated and maintained entirely by CYC.

C. Purpose: What will County funding be used for? Please describe:

1. Description of facility to be built including site amenities (i.e., bleachers, scoreboard, clock, etc.)

Funding will be used to provide the following: a 960 SF addition to the existing pool building, 400 SF equipment for year-round use of the pool building, and a fully covered, 10,000 SF air supported dome over the existing swimming pool. The addition to the pool building would include a 200 SF lifeguard room and a 100 SF managers office with large windows into the pool dome, and full handicap accessibility to and from the pool deck, showers and dressing pods. The air supported dome would be installed on the pool deck, opened, swim season, and removed and stored on site at the end of each winter season. 1200 pounds of roof load of the existing building will be required to support the dome.

2. Highlight any energy saving or environmentally friendly features of the proposed facility. Specifically comment on the energy efficiency or inefficiency of the proposed facility as compared to other types of structures used for the same purpose.

Some insulation will be installed on the water surface each evening to reduce heat loss. The pool will be insulated on the roof of the adjoining Field School building to supplement the water heating requirements. A "Tedlar" coating, made by Dupont, will be applied to the dome fabric to increase the effective life of the dome. A significant facility in the Crozet Growth Area will substantially reduce existing and future daily vehicle trips to and from Charlottesville and Waynesboro.

3. Anticipated life span of facility including any available warranty information.

The dome is the standard 10,000 SF air supported structure. Twenty years is the average life of the structure with the Dupont "Tedlar" coating. CYC anticipates that a new pool facility will be constructed sometime in the future.

D. Services Provided to the County: How will this facility/program benefit County programs/County residents?

1. Scope and number of direct school program beneficiaries.

There are 6 Albemarle County Schools that are within close proximity to the Claudius Young Pool: Crozet, Brownsville, Murray, Meriweather Lewis, Henley and Western Albemarle High School. The Miller School and Field School have also expressed an

interest in having access to our pool. Since we are a public facility, we would be open to any other schools who would be interested in using our facility.

2. Scope and number of direct County beneficiaries.

All residents of Western Albemarle County would have a direct benefit for fitness, fitness, competitive and therapeutic activities. Currently there are no public facilities offering that to residents anywhere within Albemarle County except during the summer months. With the closure of Smith pool in the city of Charlottesville there is a further reduction in an already very limited resource of indoor pools in the region. The addition of the Crozet park pool will provide indoor swimming very quickly and at a fraction of the cost of a new facility. It will also provide both the YMCA and the County with a facility to host YMCA, USA and County meets. In addition to the general public, the following groups would benefit from a year round facility: United Project Dives, Boy Scouts, Girls Scouts, Red Cross, Church Groups, Boy Scouts, High Schools, After School Programs, Special Olympics, Y swim classes, swimming and water aerobics, senior citizens, Albemarle County Senior Center, and the public.

3. Potential future program options to be offered which are not currently available to residents in the region.

The facility will offer programs in cardiovascular fitness, competitive and therapeutic swimming, fitness programs, and other programs but are not limited to. In addition to swimming programs, the facility will offer water aerobics, after school programs, team training, team and individual training, and therapy.

4. Fee schedule for use of facility.

The fee schedule for the facility will follow standard YMCA policy. Daily access to the facility will be made available to all regardless of membership or income.

5. Scholarship availability and amount of annual funding for scholarships for low income residents.

Scholarships are based upon need (as determined by Social Services), are made available on a first come basis and no one is turned away. The YMCA holds an annual campaign to raise funds for the capital & CP and several annual fundraising events to support Park projects.

6. Detail anticipated user groups and anticipated numbers for each group.

See Appendix A.

E. Experience: Please describe your experience in operating a similar facility.

The applicant has a wealth of experience in operating a reliable public fitness and aquatic facility. The applicant has through the national YCF has 20 years of experience in operating a seasonal public swimming pool and associated programs.

F. Business Plan: (Operations – Expenses/Revenues)

1. Provide 5 years of actual financial results for current organizational operations.

See Appendix F.

2. **Provide pro forma for new operation including any new or modified facility. This should be in the format of a 5 year forecast of income and expenses.**

Over the years in operating a public pool for over 50 years without asking for operation money from the County, CCP will continue its own fundraising campaigns in order to pay for itself and not look to the County for any operational expenses. The construction and operations of this facility will be provided by the Piedmont YMC/YWCA. CCP will lease the facility from CCP. The YMA lease will be for 10 years. CCP will pay the total CCP capital expense (\$175,000), and the operating costs for the first 5 years of operation. See Appendix C for preliminary cost studies and projections.

G. Current Capital Fund Raising Status:

1. **Current secured funding.**

CCP has already received this request for funding for \$150,000.00. CCP will begin to raise the remaining \$25,000.00 to secure the remaining \$175,000.00.

2. **Plan and timetable for securing remaining funding.**

The fundraising campaign will last up to 18 months. CCP has over \$150,000 in current assets consisting of grants and COA. CCP has no current debt liability.

H. Anticipated Construction Schedule: (Groundbreaking through Grand Opening)

The existing pool and pool building exist in the park, minimizing construction needs. After approval of this request, concrete prime beam installation, Patwork, and the pool enclosure installation could be completed by mid-May. The contract to manufacture the building could be awarded in April and the YMA could start the summer pool operation in mid-June. Then, after the pool is built, by the end of the summer season, the dome could be installed. The installation of aquatic program during the new, year-round facility would be completed by September 2006.

I: Alternatives:

1. **Please describe what would happen with your project and how you would proceed if the County funded 50% of your request.**

Without the requested contribution from Albemarle County, CCP does not anticipate being able to move forward with this much-needed community project. The YMA is providing all construction and programming expenses and CCP is providing 1/3 of the operating costs and 1/3 of the ongoing operational expenses. If the County would consider providing direct operational subsidies, CCP would consider participating more extensively in the cost of construction.

2. **Please describe what would happen with your project and how you would proceed with no County funding.**

CCP could be unable to provide this much needed service to the County residents in the upcoming year without County assistance. In 12 years, the County's \$250,000.00 investment in the construction of the Crozet Park Pool has provided a tremendous return to the citizens of Albemarle County. Currently CCP can only operate the pool for 3 months out of the year. For a fraction of the cost of a new indoor facility, Albemarle County can provide a 20-year investment in year-round aquatic programming that is not

currently located somewhere in the County. This facility can be operational in less than 48 hours.

J. Other Community Benefits: Are there other anticipated benefits of this project other than the direct benefits to facility users? If yes, please provide specific examples and attempt to quantify those anticipated benefits.

Other participants were community bandages who did not solve problems pointed out by doctors or health workers and dealing with their own recommendation. The Phase 1 Community Health Promoting Strategy Needs Assessment Study from 2004 and the Community Health Promoting Strategy (CHPS) 2005 were among many needs assessments.

Phase 1 of The Community Relationships Family Needs Assessment identified the community of the first, which in Phase II went on to recommend utilizing Crater Park as a site for a community building. Stubbins Family Incubated in Crater Creek Park has agreed to allow a site plan that it was unlikely a partner would come forward to develop the center. With this project, CLP has come forward as a partner and the YMCA has agreed to provide programming.

[illegible]

- The new library and playground facilities would be a double-whammy to the community, and the library's construction will be paid for by the district. The district's grant is provided by residents and the County, (not Crozer-Growth area).
- Even long-term projects such as the construction of the new library and road improvements several years away, this gives a much needed immediate return on an investment in the Crozer-Growth area.

K. Security of County Investment: How will the County's investment be protected if the organization receiving funding ceases to exist or cannot sustain operations of the facility?

L. Additional Information: Please feel free to provide any additional information regarding your request that has not been covered in your responses.

M. Communications: All questions regarding these funding request instructions should be directed to Pat Mullaney, Albemarle County Department of Parks and Recreation, 401 McIntire Road, Room 118, Charlottesville, Virginia 22902-4596; phone (434) 296-5844, email: pmullan@albemarle.org.

N. Review Process and Recommendation: Funding requests will be reviewed by the County and representatives may choose to interview any or all requesting organizations before making a recommendation to the Board of Supervisors.

O. Deadline for Funding Requests: Please submit 6 hard copies to the Project Contact (Section M above) by October 31, 2008.

P. Right to Fund/Reject: The County of Albemarle reserves the right to fund a request that is in its best interest. The County reserves the right to reject any or all requests. The County also reserves the right to negotiate any or all requests.



Piedmont Family YMCA, Inc.

We build Strong Kids,
Strong Families and Strong communities.

28 October 2008

Robert Maupin
Claudius Crozet Park, Inc
P.O. Box 171
Crozet, VA. 22032

To the Crozet Park Committee:

YMCA Greetings from Charlottesville. I write to formally express our enthusiasm and endorsement of your proposed pool enclosure project.

It is our intention to establish an on-site presence in your park facilities; and to program a satellite YMCA operation in Crozet. We anticipate entering into a long-term collaborative agreement with your organization to implement this process as soon as is practical.

Our initial plans call for a small fitness facility, exercise/aerobics studio, childcare/afterschool care, and youth sports programming... PLUS an enhanced year-round aquatics program, which would include competitive swimming, as well as water aerobics, swimming lessons, parent/child programs, recreational/lap swimming, and *Senior Aquacize* classes.

We look forward to a successful and lasting partnership. Working together, we can accomplish so much more. Be assured that the Piedmont Family YMCA is committed to this project, and we are excited about the possibilities of service to the Crozet Community, and all residents of Albemarle County.

Sincerely,

Denny Blank, CEO

Piedmont Family YMCA
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Charlottesville, VA. 22901
We Build Strong Kids, Strong Families, and Strong Communities

434-974-9622
dblank@piedmontymca.org