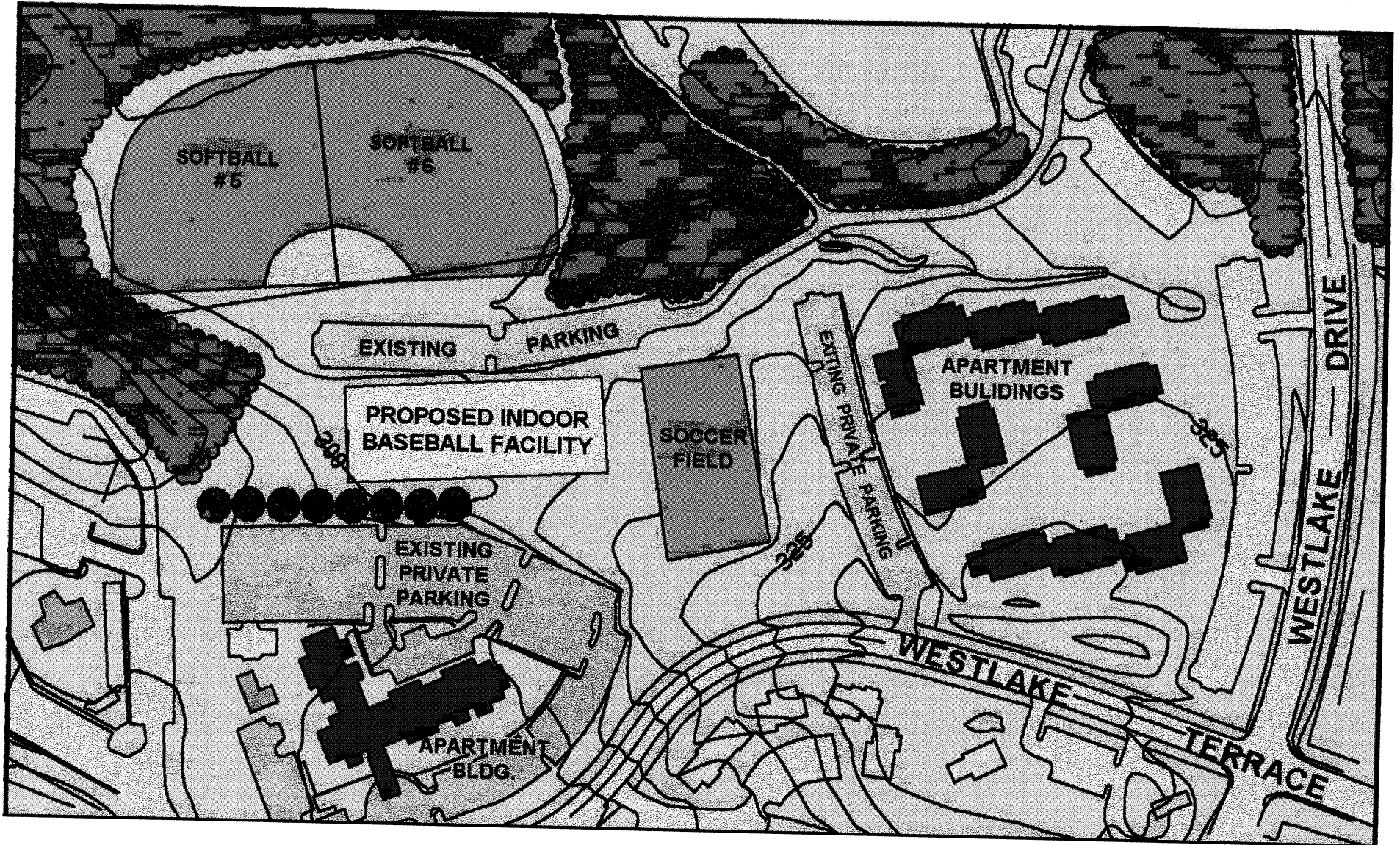
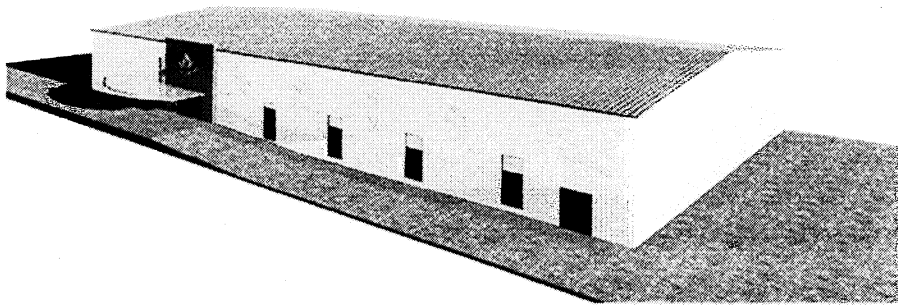


Proposed Cabin John Regional Park INDOOR BASEBALL FACILITY SITE





CABIN JOHN SPORTSPLEX

Business Plan & Financial Projections

Prepared by Montgomery Lane, LLC
March 17, 2003

CORPORATE CAPABILITY

Montgomery Lane, LLC was formed as a limited liability company in the State of Maryland in 2001. The members of the company and their ownership interests are:

Mimi Brodsky Kress	33.3% ownership
Philip Leibovitz	33.3% ownership
Richard Mandell	33.3% ownership

Montgomery Lane, LLC, is a separate entity with the same owners as Sandy Spring Builders, LLC, a well-respected custom homebuilder in Montgomery County. They would be responsible for the financing, development, and construction of the building structure. They would own the building, and oversee the property management. The principals have been involved in residential and commercial building for the past 20 years. In addition to the high-end custom homes that they build together, each of the partners has experience outside of the residential field.

Phil Leibovitz was the construction manager overseeing all aspects of development and construction of the Shirley Povich Field from start of construction through delivery of the completed ball field for the opening game. This work was done on a pro-bono basis, and Mr. Leibovitz was given an award for his efforts, by the Montgomery County Parks Foundation, Inc. He continues to help with maintenance of the facilities, and is familiar with many employees of the Parks Department. He also oversaw the construction of a similar building at the Garden of Remembrance Cemetery in Clarksburg, Maryland in 2000/01.

Over the past 20 years, Mimi Brodsky Kress has been a general partner in the construction and property management of over 300,000 square feet of industrial buildings in Montgomery and Frederick Counties, as well as a 4-story office building in Prince Georges County. She continues to be involved in the management of those properties (Airpark Road Industrial Center, Cessna Avenue Industrial Park, and Piper Industrial Center in the Montgomery County Airpark; Derwood Business Center in Rockville; Industry Lane Business Center in Frederick; Cherry Lane Office Park in Laurel). She has been an active leader in the Maryland-National Capital Building Industry Association for the past 20 years, and currently serves on the Board of Directors for their Development Guaranty Group of Montgomery County, MD.

Richard Mandell has been involved in the ownership and management of several large apartment complexes in both Maryland and Pennsylvania for the past 15 years. He has been active in the formation and continued presence of the Custom Builders Council of the Maryland National Capital Building Industry Association.

PROPOSED DEVELOPMENT AND OPERATIONS PLAN

The Maryland-National Capital Park and Planning Commission ("M-NCPPC") owns and operates the Cabin John Regional Park ("the Park") in Montgomery County for the benefit of all of the citizens of the Maryland-National Capital District. The Park is located approximately 12 miles northwest of Washington, D.C., adjacent to Interstate Route 270 on the west and bounded by Tuckerman Lane, Westlake Drive, Seven Locks Road, and Democracy Boulevard. The Park consists of an Athletic Area that includes Shirley Povich Field (a lighted baseball field and clubhouse), five softball fields (three of which are lighted), four lighted tennis courts, and one volleyball court. The Athletic Area includes public restrooms, play equipment, and hiking trails. The park further includes six indoor tennis courts and two indoor skating rinks.

Montgomery Lane, LLC intends to build the proposed Indoor Baseball/Softball Training Facility consistent with the footprint as shown on the site plan. All necessary permits from Montgomery County and M-NCPPC would be applied for by Montgomery Lane, LLC. The site would be cleared as required, and a pre-fabricated metal building of approximately 20,000 entrance square feet would be constructed. The exterior front of the building would be predominantly made of brick or decorative block. Montgomery Lane, LLC would provide utilities to the site – sewer is existing on-site, and water will be brought from the rear of the existing Westlake Drive facilities where a 13 inch water line exists (per Dewberry & Davis Engineers). Easements for the utilities may be required from M-NCPPC. There will be no additional parking provided, as the existing parking at the site should be adequate. Other than at the front entrance, the Parks Department will be responsible for all landscaping at the site, and for all future maintenance of the landscaping. The building will be designed to provide adequate facilities as detailed in the specifications. Montgomery Lane, LLC will provide all necessary liability and other insurance as required.

Montgomery Lane, LLC will receive a 40-year land lease from Montgomery County/M-NCPPC for Site #1 at Cabin John Regional Park. Approval will be required from the Montgomery County Council for the lease period. They will pay a rental fee to M-NCPPC as detailed in the pro-forma analysis. They will also pay real estate taxes on the facility itself. Montgomery Lane, LLC will provide the financing of approximately \$1,600,000 for the development and construction. B-CC Baseball, Inc., a non-profit organization, will sign a 15-year lease with Montgomery Lane, LLC with future renewal options. Montgomery Lane, LLC will charge an annual rent of \$320,000 to B-CC Baseball, with annual increases. In addition to the rental payment to be made by Montgomery Lane to M-NCPPC, B-CC Baseball will pay \$2,500 annually to M-NCPPC. At the end of the 40 years, the facility will be donated by Montgomery Lane, LLC to Montgomery County/M-NCPPC.

SPECIFICATIONS FOR **INTERIOR OF TRAINING FACILITY**

- Five (5) high quality, coin-operated Batting Cages, at least three (3) of which would remain open to the public on a walk-in basis at all times. Three (3) cages will throw slow hardball, medium hardball and fast hardball, respectively. The fourth cage will throw medium hardball/slow softball. The fifth cage will throw fast softball/slow softball. Including a public viewing area, the batting cages will occupy approximately 6,900 square feet.

- Multi-use, synthetic surfaced Training Area encompassed by netting. The training area will accommodate individual and group lessons, as well as for team rental. It can be used to conduct infield drills for many sports, as well as accommodate various exercise programs.

- Equipment Storage Area, Janitorial Closets, and Utility Closets.

- Two public restrooms with showers and lockers.

- Mezzanine Space for two offices, Conference/Party Room, and Observation Deck.

PROPOSED DEVELOPMENT TEAM AND EXPERIENCE

**DEVELOPER AND
FACILITY MGMT.**

Montgomery Lane, LLC
7505 Arlington Road
Bethesda, MD 20814
(301) 913-5995
Mimi Brodsky Kress, Philip Leibovitz, Richard Mandell

ARCHITECT:

Steven J. Karr, AIA
210 North Adams Street
Rockville, MD 20850
(301) 610-5210
and Butler Manufacturing

CONSTRUCTION MGR:

David J. Hardy Construction Company, Inc.
4580 "G" Mack Avenue, Frederick, MD 21703
(301) 695-6699
John Capoccia, Regional Vice President

CIVIL ENGINEER:

Dewberry & Davis Engineers, Inc.
804 W. Diamond Avenue
Gaithersburg, MD 20878
(301) 948-8300
James Crawford, Senior Planner

PRIMARY TENANT:

B-CC Baseball, Inc.
7945 MacArthur Boulevard, Suite #224
Cabin John, MD 20818
(301) 229-2724
Denise Gorham, Executive Director
Tom Wotring, Director of Special Programs

B-CC Baseball, Inc.

Bethesda-Chevy Chase Baseball was founded in 1993 to provide all children (age 6-18) an opportunity to participate in an organized program that encourages teamwork and sportsmanship while developing baseball skills. They provide full and partial scholarship opportunities. Their mission statement advocates, "The development of strong fundamental baseball skills in conjunction with and appreciation for good sportsmanship." They are a non-profit corporation with an active Board of Directors. They will be the primary tenant for the facility, and will use the space for training, clinics, and indoor games.

FINANCIAL PLAN AND LEASE PROVISIONS

Montgomery Lane, LLC will finance \$1,481,703 and personally invest \$350,000 to develop and construct the proposed Indoor Baseball/Softball Facility. The principals have access to lines of credit at three local banking institutions. Each of the individual owners of Montgomery Lane, LLC have submitted financial statements and letters attesting to their financial ability to perform. A letter from Resource Bank expressing an interest in providing the financing has been provided.

A separate Pro-Forma analysis was originally prepared by RSM McGaldrey, Inc. (certified public accountants), upon assumptions and cash flow projections provided by Montgomery Lane, LLC. Those assumptions and projections have been revised by Montgomery Lane based on changes being made to the size and use of the facility.

B-CC Baseball, Inc. will sign a 20 year lease starting at an annual rent of \$340,500.00 with two and a half (2.5%) percent annual increases. Options will be provided for additional renewal terms.

In their Pro-Forma for the indoor facility, B-CC Baseball projects total revenue of approximately \$462,925 for the first year of operation, with limited income projected for the non-peak season. The peak season (November thru March) income is projected at \$269,925. The hourly fees are based on the rentals currently charged by the Germantown Soccerplex and other indoor facilities. The charge per square foot would be slightly higher in Cabin John (16,000 square feet) than in Germantown (20,000 square feet), but the customer base in lower Montgomery County should be able to support the higher fee.

Additional revenue is expected to be generated from the following income-producing activities outside of the peak period: girls softball camp (\$30,000); vending machine net income (\$6,000); lunchtime corporate basketball leagues (\$50,000); seniors activities and MCRD activities (\$10,000); birthday parties (\$10,000); and the batting cages are anticipated to produce revenue of approximately \$75,000 minimum.

B-CC Baseball will fund the equipment installation and fit-up from fundraising activities and from other current income sources.

COMMUNITY OUTREACH

Scholarship Opportunities

A scholarship fund has been established to provide opportunities for participants requiring financial assistance. There will be a variety of scholarship opportunities provided. The batting cage & pitching machines will be opened to local organizations and schools for free use once a month. Possible use will be for low-income housing youth, children & adults in special needs programs, and other groups recommended by civic associations.

The following organizations have been contacted, and have expressed an interest in using the proposed facility for a substantially reduced rate or for no charge:

REGIONAL INSTITUTE FOR CHILDREN & ADOLESCENTS (

This is a level-5 therapeutic MCPS school for emotionally disabled children. They would be interested in using the facility for indoor sports & the batting cages for their residential students one evening per month, and possibly for several hours on a weekend day during the months of April thru October. They would not be charged for use of the facility.

JEWISH COUNCIL FOR THE AGING

This non-profit organization provides services for all denominations of seniors in the area. They would be interested in using the facility during weekday hours for either their Senior Net computer classes or their Fitness 55 exercise class. They would not be charged for use of the facility.

KEEN FOUNDATION

This non-profit organization provides one-on-one exercise programs for 135 disabled children and young adults (age 5 – 32). They are currently offering their program on Sundays at Tilden Middle School, and would be interested in exploring opportunities with the proposed facility. They have offered potential sponsorship to cover costs for equipment required for their needs. They would not be charged for use of the facility.

MONTGOMERY COUNTY RECREATION DEPARTMENT

Cindy Roeder has expressed an interest in using the facility at rates similar to what MCRD currently pays for their various indoor programs. Of specific interest to them would be the opportunity to use the space for their Tiny Tots program, seniors activities, and possibly summer golf/tennis camp.

CATHOLIC YOUTH ORGANIZATION

This non-profit would be interested in using the facility for their baseball and basketball leagues during the year.

WHEATON HIGH SCHOOL & EINSTEIN HIGH SCHOOL

Both of these schools have expressed an interest in using the facility for their baseball teams during the season.

MARKET ASSESSMENT

Demographic assessment supports significant usage of the proposed Indoor Baseball/Softball Training Facility:

- The nationwide total of both slow- and fast-pitch baseball players is approximately 20 million (source: Montgomery County Dept. of Recreation). This represents 7.1% of the US population (source: the US population is 281.4 million, based on 1990 US Census data)
- When applied to the Montgomery County population of 873,341, there are a projected 62,000 slow- and fast-pitch baseball players county-wide (source: 1990 Census data)
- Approximately 54% of school-age children (6 to 18 years old) play organized team sports; 60% of boys and 48% of girls play team sports (source: American Demographics, August 2001)
 - Baseball is the most popular team sport played by boys: 46% of boys who play a team sport play baseball – this represents 28% of all school age boys, approximately 23,000 in Montgomery County
 - While specific parallel statistics were not provided for girls, it is assumed that 10% of school-age girls play baseball, approximately 8,000 in Montgomery County

Future users of the Cabin John Indoor Sportsplex facility include:

- Identified likely heavy users of the facility (these are approximate counts: most were supplied by B-CC Baseball):

B-CC Baseball league	4,500
Burtonsville league	300
Germantown league	400
Gaithersburg league	300
Takoma Park league	100
Olney league	500
Rockville league	800
UMAC league	400
Damascus league	200
MCBA	700
Montgomery County Dept. of Recreation baseball	2,800
Montgomery County Dept. of Recreation softball	480
Montgomery County public high school teams	1,380
Montgomery County private high school teams	150
Adult softball	4,000

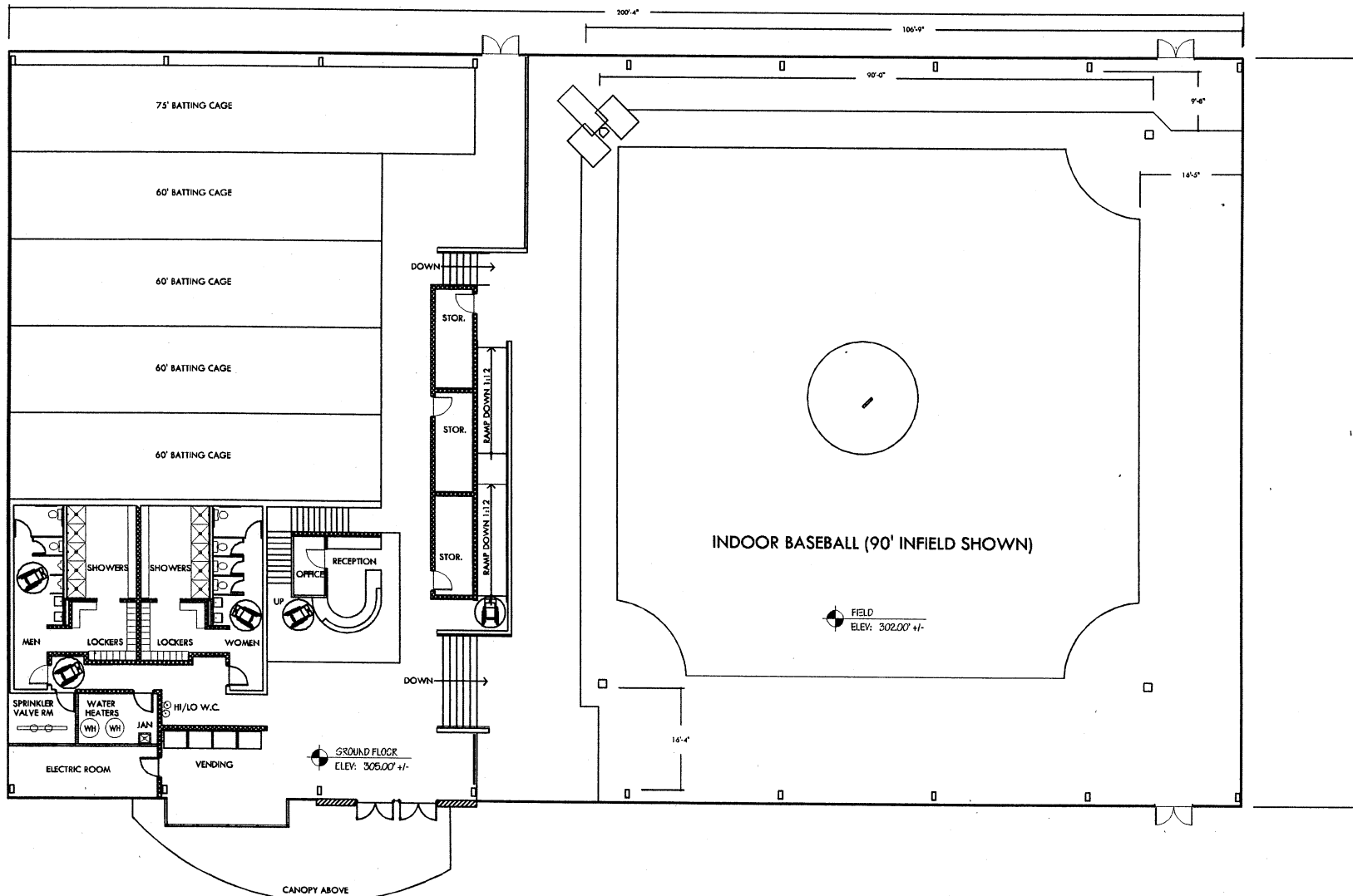
Adult baseball	1,000
American Legion teams	125
College teams	250
Total identified heavy users	18,385

- Regular and/or moderate users of the facility include:
 - Middle school and high school boys in proximity to the facility:

		Middle School**	High School	Total
Within ~5 miles	Bethesda-Chevy Chase cluster	575	661	1,236
	Walter Johnson cluster	653	849	1,502
	Walt Whitman cluster	627	890	1,517
	Winston Churchill cluster	993	915	1,908
~5 to 10 miles	Northwest cluster	1,463	769	2,232
	Montgomery Blair cluster	1,341	1,408	2,749
	Albert Einstein cluster	582	793	1,375
	Gaithersburg cluster	809	968	1,777
	Thomas S Wooton cluster	541	980	1,521
	Rockville cluster	482	513	995
	Quince Orchard cluster		873	873
	Richard Montgomery cluster	506	829	1,335
>10 miles, but without closer good facility	Col. Zadok Magruder cluster	800	977	1,777
	Poolesville cluster	210	353	563
	Seneca Valley cluster	450	744	1,194
Total		10,032	12,522	22,554
		** Middle schools that feed two high schools are arbitrarily assigned to one high school for this summary		

- Light to occasional users of the facility include:
 - One-time social events ranging from children's birthday parties to church outings to corporate "team-building" events
 - Fitness seekers
 - Former softball and baseball team players; baseball enthusiasts who are not members of organized teams

7D



GROUND FLOOR PLAN

1/16" = 1' - 0"

ARCHITECTURE • LAND PLANNING • CONSTRUCTION MANAGEMENT
 214 NORTH ADAMS STREET, ROCKVILLE, MARYLAND 20850
 TEL: 301.610.5210 FAX: 301.610.5211 WWW.SPACOMM.COM

PROJECT ARCHITECT STEVEN J. MARK, AIA
 DESIGNED BY SJK / CAVENECA
 DRAWN BY SJK / CAVENECA

CABIN JOHN SPORTSPLEX
 Cabin John Regional Park
 WEST LAKE DRIVE, POTOMAC, MARYLAND

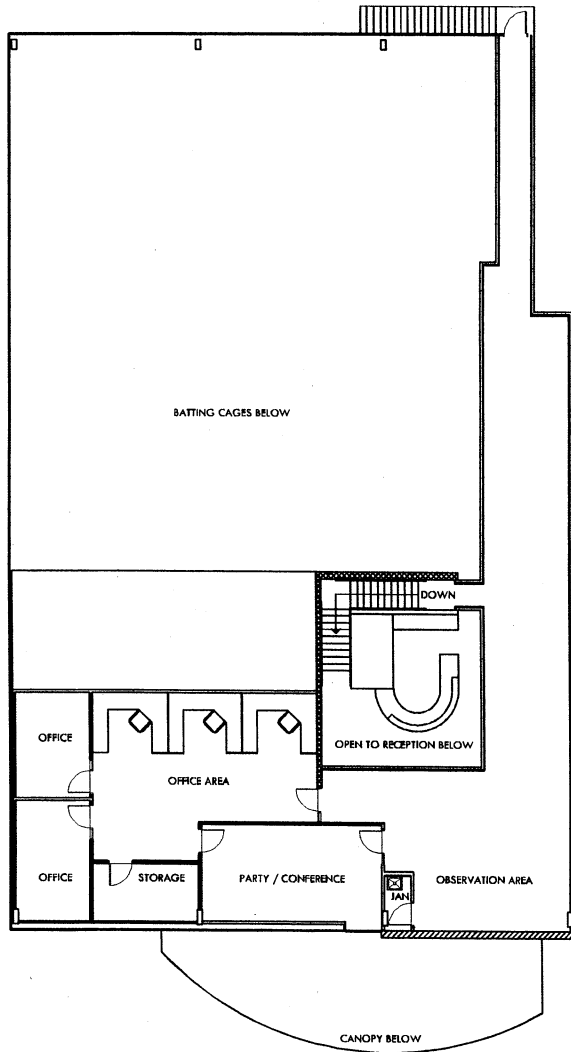
DATE	SUBMISSION
03.11.03	DESIGN DEVELOP
DATE	REVISION
03.05.03	120' DEPTH

FOR REVIEW ONLY
 NOT FOR CONSTRUCTION

PN: 151901

A-1

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MEZZANINE FLOOR PLAN

1/16" = 1' - 0"

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 210 NORTH ADAMS STREET, ROCKVILLE, MARYLAND 20850
 Tel: 301.610.5210 Fax: 301.610.5211 www.sjsas.com

PROJECT ARCHITECT: STEVEN J. KARR, AIA
 DESIGNED BY: SJK / CAVENECA
 DRAWN BY: SJK / CAVENECA

CABIN JOHN SPORTSPLEX
 Cabin John Regional Park
 WEST LAKE DRIVE, POTOMAC MARYLAND

DATE	SUBMISSION
03.11.03	DESIGN DEVELOPMENT

DATE	REVISION
03.05.03	

FOR REVIEW ONLY
 NOT FOR CONSTRUCTION

PN: 151901

Proposed Use of Training Facility

WEEKDAYS - APRIL THRU OCTOBER

9 am – 10 pm Open for use by private or public organizations – aerobics, basketball, corporate team-building, indoor sports

WEEKENDS – APRIL THRU OCTOBER

10 am – 10 pm Open for use by private or public organizations – aerobics, basketball, corporate team-building, indoor sports

WEEKDAYS – NOVEMBER THRU MARCH

9 am – 3 pm Open for use by private or public organizations – aerobics, basketball, corporate team-building, indoor sports

3 – 10 pm Baseball training clinics & games

WEEKENDS – NOVEMBER THRU MARCH

9am - 10 pm Baseball training clinics & games

Proposed Baseball Training Facility Usage

NOVEMBER THRU MARCH

Monday – Friday: 3 to 10:00 pm

Saturday & Sunday: 9 am – 10 pm

APRIL THRU OCTOBER

Spring Break Camp, Summer Camp

PROPOSED BASEBALL USERS:

- B-CC Baseball, Inc.
- Triple Crown Baseball
- Rookies Baseball & Softball
- Baseball Factory
- Derek Hacopian Baseball
- Montgomery County Public Schools
- Montgomery County Baseball Association
- Georgetown University Baseball

Proposed Batting Cage Use

HOURS OF OPERATION:

Weekdays 11 am – 10 pm

Saturdays & Sundays 8 am – 10 pm

PROPOSED USAGE & FEE SCHEDULE

WEEKDAY USE:

9:00 – 11:00 am

YEAR-ROUND

MCRD use – Tiny Tots, Seniors exercise

Jewish Council for the Aging – SeniorNet and Fitness 55

FEES: $\$20/\text{hour} = \$40/\text{day} \times 5 \text{ days} = \$200 \times 50 \text{ weeks} = \$10,000$

11:00 am – 1:00 pm

YEAR-ROUND

Corporate basketball leagues

FEES: $\$100/\text{hour} = \$200/\text{day} \times 5 \text{ days} = \$1,000 \times 50 \text{ weeks} = \$50,000$

(2 courts in use – 20 players @ \$5 per)

1:00 – 4:00 pm

NOVEMBER – MARCH

Georgetown University Baseball

FEES: $\$125/\text{hour} = \$375/\text{day} \times 5 \text{ days} = \$1,875/\text{week} \times 25 \text{ weeks} = \$46,875$

1:00 – 4:00 pm

APRIL – JUNE

Schools, non-profits, etc.

FEES TBD

1:00 – 4:00 pm

JULY – AUGUST

MCRD and other groups for half-day camps

FEES TBD

5:00 – 10:00 pm

NOVEMBER – MARCH

B-CC Baseball and other baseball/lacrosse organizations

FEES: $\$100 (5-6 \text{ pm}), \$125 (6-9 \text{ pm}), \$175 (9-10 \text{ pm}) = \$650/\text{day} = \$2,250/\text{week} \times 25 = \$81,250$

WEEKEND USE:

9:00 am – 10:00 pm

NOVEMBER – MARCH

B-CC Baseball and other baseball/lacrosse organizations

FEES: $\$175 (9-1 \text{ pm}), \$125 (1-6 \text{ pm}), \$150 (6-10 \text{ pm}) = \$1,925/\text{day} = \$3,850/\text{wkend} \times 25 = \$96,250$

9:00 am – 4:00 pm

APRIL – OCTOBER

KEEN Foundation and other organizations

TBD

4:00 – 10:00 pm

APRIL – OCTOBER

Local baseball and lacrosse leagues for warm-ups prior to games

TBD

BATTING CAGES WILL BE OPEN FOR PUBLIC USE AT ALL TIMES

TOTAL PROJECTED INCOME PER ATTACHED SHEET = \$75,000 ANNUALLY

ADDITIONAL INCOME FROM VENDING MACHINES (\$6,000) & PARTIES (\$10,000)

PROJECTIONS ON USERS FOR CABIN JOHN SPORTS TRAINING FACILITY**NOVEMBER THRU MARCH - PEAK SEASON/TIME**

Team Practices: Mon-Fri, 6-9 pm, each practice is 1.5 hrs - 24 kids/2 coaches per session, 2 sessions each evening
Weekday Afternoons: Mon-Fri, 1-4 pm, Georgetown University - approx. 25 players/coaches - carpooling
Weekend Clinics: Sat/Sun, 1-6 pm: 30 children per clinic, six 45-minute clinics per day,
Weekday Evenings: Mon-Fri, 9-10:30 pm, 24-30 young adults/adults per 1.5 hours
Weekend Mornings: Sat/Sun, 8 m - 1 pm , 24-30 kids/adults per 1.5 hours
Weekend Evenings: Sat/Sun, 6-10 pm, 24-30 young adults/adults per 1.5 - 2 hours
Batting Cages: PEAK MONTHS JAN/FEB/MARCH; 1/2 PEAK MONTHS NOV/DEC

YEAR-ROUND NON-PEAK TIME

Off-Hour Rentals: Mon-Fri, 9-11 am, senior or tot activities - approximately 20-25 kids/adults per 2 hours
Corporate Basketball: Mon-Fri, 11 am-1 pm, 20 adults per hour (5 per team x 2 courts)
Batting Cages: NON-PEAK MONTHS APRIL/MAY/JUNE; LOWEST MONTHS JULY/AUGUST

B-CC BASEBALL, INC.

Cabin John Pro-Forma

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<u>INCOME</u>										
Team Practices	50,000	51,500	53,045	54,636	56,275	57,964	59,703	61,494	63,339	65,239
Weekday Afternoons	46,875	48,281	49,730	51,222	52,758	54,341	55,971	57,650	59,380	61,161
Weekend Clinics	67,500	69,525	71,611	73,759	75,972	78,251	80,599	83,016	85,507	88,072
Weekday Evenings	32,800	33,784	34,798	35,841	36,917	38,024	39,165	40,340	41,550	42,797
Weekend Mornings	42,750	44,033	45,353	46,714	48,116	49,559	51,046	52,577	54,154	55,779
Weekend Evenings	30,000	30,900	31,827	32,782	33,765	34,778	35,822	36,896	38,003	39,143
Off-Hour Rentals	10,000	10,300	10,609	10,927	11,255	11,593	11,941	12,299	12,668	13,048
Corporate Basketball	50,000	51,500	53,045	54,636	56,275	57,964	59,703	61,494	63,339	65,239
Batting Cages	75,000	78,750	82,688	86,822	91,163	95,721	100,507	105,533	110,809	116,350
Birthdays	\$10,000	10,300	10,609	10,927	11,255	11,593	11,941	12,299	12,668	13,048
Summer Camps	30,000	30,900	31,827	32,782	33,765	34,778	35,822	36,896	38,003	39,143
Locker/Shower Rentals	12,000	12,360	12,731	13,113	13,506	13,911	14,329	14,758	15,201	15,657
Misc (Vending, etc.)	6,000	6,300	6,615	6,946	7,293	7,658	8,041	8,443	8,865	9,308
	462,925	478,433	494,487	511,107	528,316	546,135	564,586	583,695	603,485	623,983
<u>EXPENSES</u>										
5 Batting Cages	37,000	0	0	0	0	0	0	0	0	0
Installation of Cages	25,000	0	0	0	0	0	0	0	0	0
Nets & Equipment	8,000	0	0	0	0	0	0	0	0	0
Basketball Hoops (4)	28,000	0	0	0	0	0	0	0	0	0
Rent to Montgomery Lane	340,500	349,013	357,738	366,681	375,848	385,244	394,876	404,747	414,866	425,238
Payroll and Taxes	20,000	21,000	22,050	23,153	24,310	25,526	26,802	28,142	29,549	31,027
Professional Coaches	50,000	52,500	55,125	57,881	60,775	63,814	67,005	70,355	73,873	77,566
Baseballs & Equipment	2,000	2,060	2,122	2,185	2,251	2,319	2,388	2,460	2,534	2,610
Equipment Repairs/Maint.	10,000	10,300	10,609	10,927	11,255	11,593	11,941	12,299	12,668	13,048
Insurance	2,500	2,575	2,652	2,732	2,814	2,898	2,985	3,075	3,167	3,262
Utilities	12,000	12,360	12,731	13,113	13,506	13,911	14,329	14,758	15,201	15,657
Security System	6,000	6,180	6,365	6,556	6,753	6,956	7,164	7,379	7,601	7,829
Sales & Amusement Tax	8,063	8,466	8,889	9,333	9,800	10,290	10,805	11,345	11,912	12,508
Telephone Expense	3,000	3,090	3,183	3,278	3,377	3,478	3,582	3,690	3,800	3,914
Fee to MNCPPC	5,000	5,150	5,305	5,464	5,628	5,796	5,970	6,149	6,334	6,524
	557,063	472,693	486,768	501,304	516,317	531,825	547,846	564,399	581,504	599,182
	-\$94,138	\$5,740	\$7,719	\$9,804	\$11,999	\$14,310	\$16,740	\$19,296	\$21,981	\$24,801

75

B-CC BASEBALL. INC.
Cabin John Pro-Forma

NOTES ON PRO-FORMA:

INCOME

Team Practices: Mon-Fri, 6-9 pm, \$100/team for 1.5 hours - 4 teams (12 children/team) each evening - 3% annual increase
Weekday Afternoons: Mon-Fri, 1-4 pm, \$125/hour x 25 weeks- 3% annual increase
Weekend Clinics: Sat/Sun, 1-6 pm: \$75 x 30 children, 6 clinics per day x 5 five-week programs - 3% annual increase
Weekday Evenings: Mon-Fri, 9-10:30 pm, \$175/hour x 25 weeks - 3% annual increase
Weekend Mornings: Sat/Sun, 8 m - 1 pm , \$175/hour x 25 weeks - 3% annual increase
Weekend Evenings: Sat/Sun, 6-10 pm, \$150/hour x 25 weeks - 3% annual increase
Off-Hour Rentals: Mon-Fri, 9-11 am, \$20/hour x 50 weeks - 3% annual increase
Corporate Basketball: Mon-Fri, 11 am-1 pm, \$100/court (x2 courts) x 50 weeks - 3% annual increase
Batting Cages: based on 5 cages operating at 40% of full operational capacity (based on industry statistics) - 5% annual increase
Birthday Parties: \$200/party x 50 per year - 3% annual increase
Summer Camps: Net Income based on past experience - 3% annual increase
Misc. Vending: based on industry averages - 5% annual increase
** No income has been provided for Monday - Friday from 1 pm - 10 pm **

EXPENSES

5 Batting Cages, Installation, Nets & Equipment, Basketball Hoops - to be funded out of exisiting reserve funds & fund-raising
Rent to Montgomery Lane - 2.5% annual increase
Payroll and Taxes - 5% annual increase
Professional Coaches - 5% annual increase
Baseballs & Equipment - 3% annual increase
Equipment Repairs/Maint. - 3% annual increase
Insurance - 3% annual increase
Utilities - 3% annual increase
Security System - 3% annual increase
Sales & Amusement Tax - 10.75% on batting cage income (may not apply to non-profit)
Telephone Expense - 3% annual increase
Fee to MNCPPC - 3% annual increase

97

MONTGOMERY LANE, LLC - CABIN JOHN SPORTSPLEX

Pro-Forma Assumptions

BUILDING	Building Cost:	1,856,703
	Percent Financed:	80.0%
	Interest Rate:	7.0%
	Amortization Yrs:	20
	Square Feet	24,000
ROOF AND EQUIPMENT	Roof & Equipment Life:	20
	Escrow Interest Rate:	3.0%
	Roof/Equip. Cost (2000 \$):	175,000
	Roof Cost Inflation:	3.0%
RENT	Mo. Rent:	28,375
	Rent Escalation:	2.5%
TAX	Deprec. Life	39
	Tax Rate	47.0%
FACILITIES MANAGEMENT	Salary Base	\$60,000
	Annual Increase	2%
OUTSIDE MAINTENANCE	First Year	\$1,100
	Annual Increase	2%

Montgomery Lane, LLC

Cabin John Sports Training Facility

<u>CATEGORY</u>	<u>BUDGET AMOUNT</u>
BUILDING PERMITS	\$20,000.00
PLUMBING PERMIT FEES	\$500.00
STORM WATER MGMT FEE	\$2,300.00
WSSC TAP FEE	\$20,000.00
PRE-DEVELOPMENT COSTS	\$10,000.00
ARCHITECTURAL FEES/PRINTS	\$50,000.00
ENGINEERING FEES	\$30,000.00
LABOR	\$5,000.00
SUPERVISION	\$50,000.00
SEWER LATERAL	\$10,000.00
GAS UTILITY CONNECTION	\$0.00
CONTINGENCY	\$75,000.00
FINANCING/SETTLEMENT	\$20,000.00
CONSTRUCTION INTEREST	\$40,000.00
BUILDERS RISK	<u>\$2,200.00</u>
Sub-Total	\$315,000.00
Hardy Costs	\$1,541,703.00
TOTAL COSTS:	<hr/> \$1,856,703.00

MONTGOMERY LANE, LLC

STATEMENTS OF FORECASTED CASH RECEIPTS AND DISBURSEMENTS
Years Ending December 31, 2004 through 2042

Years Ending December 31,	Cash Disbursements										Cash Flows		
	Rents	Interest Income	Total Receipts	Mortgage P&I	Roof and Equipment Escrow	Real Estate Taxes & Insurance	Outside Building Repairs	Facility Mgmt. Staff	MNCPPC Fee	Total Disbursements	Operating Cash Flows	Distributions for Personal Income Taxes	Cash Flow To Investors
2004	340,500	-	340,500	137,388	11,763	20,000	1,100	60,000	5,000	235,251	105,249	104,342	907
2005	349,013	353	349,365	137,388	11,763	20,300	1,122	61,200	5,000	236,773	112,592	109,540	3,052
2006	357,738	716	358,454	137,388	11,763	20,605	1,144	62,424	5,000	238,324	120,130	114,936	5,194
2007	366,681	1,091	367,772	137,388	11,763	20,914	1,167	63,672	7,500	242,404	125,368	120,538	4,830
2008	375,848	1,476	377,324	137,388	11,763	21,228	1,190	64,946	7,500	244,015	133,309	126,359	6,950
2009	385,244	1,874	387,118	137,388	11,763	21,546	1,214	66,245	7,500	245,656	141,462	132,408	9,054
2010	394,875	2,283	397,158	137,388	11,763	21,869	1,238	67,570	10,000	249,828	147,330	138,697	8,633
2011	404,747	2,704	407,451	137,388	11,763	22,197	1,263	68,921	10,000	251,532	155,919	145,238	10,681
2012	414,866	3,138	418,004	137,388	11,763	22,530	1,288	70,300	10,000	253,269	164,735	152,045	12,690
2013	425,238	3,585	428,823	137,388	11,763	22,868	1,314	71,706	12,500	257,539	171,284	159,131	12,153
2014	435,869	4,045	439,914	137,388	11,763	23,211	1,353	73,140	12,500	259,355	180,559	166,506	14,053
2015	446,766	4,520	451,286	137,388	11,763	23,559	1,394	74,602	12,500	261,206	190,080	174,190	15,890
2016	457,935	5,008	462,943	137,388	11,763	23,912	1,436	76,095	15,000	265,594	197,349	182,200	15,149
2017	469,383	5,511	474,894	137,388	11,763	24,271	1,479	77,616	15,000	267,517	207,377	190,553	16,824
2018	481,118	6,030	487,148	137,388	11,763	24,635	1,523	79,169	20,000	274,478	212,670	199,269	13,401
2019	493,146	6,563	499,709	137,388	11,763	25,005	1,569	80,752	20,000	276,477	223,232	175,468	47,764
2020	505,475	7,113	512,588	137,388	11,763	25,380	1,616	82,367	30,000	288,514	224,074	183,471	40,603
2021	518,112	7,679	525,791	137,388	11,763	25,761	1,664	84,014	30,000	290,590	235,201	191,833	43,368
2022	531,065	8,263	539,328	137,388	11,763	26,147	1,714	85,695	30,000	292,707	246,621	200,575	46,046
2023	544,342	8,863	553,205	137,388	11,763	26,539	1,765	87,409	40,000	304,864	248,341	203,776	44,565
2024	557,951	-	557,951	-	11,763	26,937	1,836	89,157	40,000	169,693	388,258	209,772	178,486
2025	571,900	353	572,253	-	11,763	27,341	1,909	90,940	40,000	171,953	400,300	219,675	180,625
2026	586,198	717	586,915	-	11,763	27,751	1,985	92,759	50,000	184,258	402,657	230,051	172,606
2027	600,853	1,091	601,944	-	11,763	28,167	2,064	94,614	50,000	186,608	415,336	240,925	174,411
2028	615,874	1,477	617,351	-	11,763	28,590	2,147	96,506	50,000	189,006	428,345	252,329	176,016
2029	631,271	1,874	633,145	-	11,763	29,019	2,233	98,436	60,000	201,451	431,694	202,469	229,225
2030	647,053	2,283	649,336	-	11,763	29,454	2,322	100,405	60,000	203,944	445,392	208,360	237,032
2031	663,229	2,704	665,933	-	11,763	29,896	2,415	102,413	60,000	206,487	459,446	214,399	245,047
2032	679,810	3,138	682,948	-	11,763	30,344	2,512	104,461	70,000	219,080	463,868	220,592	243,276
2033	696,805	3,585	700,390	-	11,763	30,799	2,612	106,551	70,000	221,725	478,665	226,941	251,724
2034	714,225	4,046	718,271	-	11,763	31,261	2,743	108,682	70,000	224,449	493,822	233,442	260,380
2035	732,081	4,520	736,601	-	11,763	31,730	2,880	110,855	80,000	237,228	499,373	240,106	259,267
2036	750,383	5,009	755,392	-	11,763	32,206	3,024	113,072	80,000	240,065	515,327	246,938	268,389
2037	769,143	5,512	774,655	-	11,763	32,689	3,175	115,334	80,000	242,961	531,694	253,943	277,751
2038	788,372	6,030	794,402	-	11,763	33,179	3,334	117,641	90,000	255,917	538,485	261,123	277,362
2039	808,081	6,564	814,645	-	11,763	33,677	3,501	119,993	90,000	258,934	555,711	268,485	287,226
2040	828,283	7,113	835,396	-	11,763	34,182	3,676	122,393	100,000	272,014	563,382	276,032	287,350
2041	848,990	7,680	856,670	-	11,763	34,695	3,860	124,841	100,000	275,159	581,511	283,768	297,743
2042	870,215	8,263	878,478	-	11,763	35,215	4,053	127,338	110,000	288,369	590,109	291,700	298,409
2043	891,970	5,103	897,073	-	11,763	35,743	4,256	129,885	110,000	291,647	605,426	318,837	286,589
Totals	\$ 22,950,648	\$ 157,877	\$ 23,108,524	\$ 2,747,760	\$ 470,520	\$ 1,085,352	\$ 84,090	\$ 3,624,119	\$ 1,765,000	\$ 9,776,841	\$ 13,331,683	\$ 8,070,962	\$ 5,260,721

Metal Roof will require repair, not replacement; Equipment Escrow is for HVAC replacement as needed.

Name: MONTGOMERY COUNTY PARKS INDOOR BASEBALL FACILITY
 File: mntctyprk24k-37ft
 SQ. FT. Hardy Construction Company
 24000 Cost Estimate

Cat.	Work Description	BID	REMARKS
01000	GENERAL CONDITIONS	\$0	
01005	DESIGN BUILD SERVICES	\$0	
01006	BUTLER ORDER	\$0	
01026	BONDING - NOT REQ	\$0	
01051	PROJECT COORD - 20WKS	\$7,700	
01230	JOBSITE ADMIN. - 20WKS	\$40,150	
01410	TESTING SERVICES	\$6,600	
01420	INSPECTION SERVICES	\$0	
01500	TEMPORARY SERV & PHONE	\$1,725	
01511	TEMPORARY ELECTRIC	\$115	
01513	TEMPORARY HEAT	\$0	
01516	TEMPORARY SANITARY	\$748	
01531	FENCES AND BARRICADESS	\$1,900	
01590	TEMPORARY FIELD OFFICE	\$3,645	
01710	CLEAN-UP	\$3,520	
17122	CONST. DEBRIS REMOVAL	\$4,415	
17502	ENGINEERING	\$7,700	
17503	ARCHITECTURAL	\$0	
01023	PERMITS	\$0	
01016	TRAVEL	\$1,650	
01018	PER DIEM	\$0	
01017	LODGING	\$0	
17501	SURVEYING	\$2,750	
02820	TERMITE CONTROL	\$0	
	TOTAL:		
	CATAGORY TOTAL:	\$82,618	
	CATAGORY COST PER SQ.FT.:		
02000	DEMO OF EXTG CRTS	\$4,400	
	PREP 24,00SF - 6" STONE	\$19,800	
	Grading	\$19,800	
	EXC FTGS-640x3x5=350Y	\$7,700	
	EXC FTGS PADS-(28)x4x4	\$3,960	
	ELEC. - 450LF	\$18,700	
	WATER - 400LF	\$22,000	
	SANITARY - 200LF & (1) STR-15'	\$13,200	
	FIRE HYDRANT	\$2,750	
	REPAIR & L-SCAPE	\$5,500	
	S-WALKS - 700SF	\$2,750	
	HSE KEEPING PADS - (4)	\$1,320	
	DUMP PAD - 10x20x.5	\$1,320	
	FENCES & GATES @ D-PAD	\$3,850	
	TOTAL:		
	CATAGORY TOTAL:	\$127,050	
	CATAGORY COST PER SQ.FT.:		
03005	CONCRETE	\$0	
	FTG - 2x1x1200=60Y	\$27,500	
	conc stairs - (1) @ 16' + (1) @ 6'	\$9,900	
	infill (1) steel stair pans w/ landing	\$1,650	
	PADS - (28)4x4x1.2	\$19,250	
	PIERS - (28)1.3x1.3x2.	\$0	inc
	conc knee wall 200'x 5'x 8"	\$13,200	
	SOG - 4" 24K sF=270Y	\$57,900	
	PITCHED SOG ADD	\$11,000	
	POLY & SEALER	\$3,850	
	CONTROL JOINTS .50/LF	\$1,100	
	ramp 6'x 50'	\$5,500	
	TOTAL:		
	CATAGORY TOTAL:	\$150,850	
	CATAGORY COST PER SQ.FT.:		
04000	MASONRY	\$0	
	BLK BEL GRD - 1800BLK	\$10,035	
	block wall 25'x 40'	\$9,900	



Name: MONTGOMERY COUNTY PARKS INDOOR BASEBALL FACILITY
 File: mntctyprk24k-37ft
 SQ. FT. Hardy Construction Company
 24000 Cost Estimate

Cat.	Work Description	BID	REMARKS
	brick veneer 25'x 40' = 7000 pcs	\$53,300	
	int block - 450'x 12'	\$37,400	
		\$0	
		\$0	
	TOTAL:		
	CATAGORY TOTAL:	\$110,635	
	CATAGORY COST PER SQ.FT.:		
05120	METALS - CANOPY AT ENT	\$0	in butler bldg
	MISC	\$4,070	
	STAIRS UP 12" HIGH (2)	\$17,600	
	SPPTS FOR 500' SCRNI	\$4,585	
	metal deck & joist - 4400sf	\$35,050	
	stair rails & at ramp	\$3,850	
		\$0	
	TOTAL:		
	CATAGORY TOTAL:	\$26,255	
	CATAGORY COST PER SQ.FT.:		
06000	WOOD AND PLASTICS	\$0	
06410	CABINETRY	\$0	
		\$0	
	FRP/KEMLITE	\$0	
	RECEPTION CNTR 70" "U"	\$7,705	
		\$0	
	TOTAL:		
	CATAGORY TOTAL:	\$7,705	
	CATAGORY COST PER SQ.FT.:		
07000	THERMAL & MOISTURE	\$0	
		\$0	
07212	PERIM INS - 640x5 = 3200sf	\$3,645	
07500	ROOFING a canopy - 750sf	\$4,675	
		\$0	
	GLUTTER & DWN SPT	\$825	
		\$0	
	CAULKING	\$3,850	
	TOTAL:		
	CATAGORY TOTAL:	\$12,995	
	CATAGORY COST PER SQ.FT.:		
08000	DOORS AND WINDOWS	\$0	
	STR FRNT&GLASS & (2) DBL DOORS-400	\$24,200	
	windows 5'x 20' (4) = 400sf	\$10,450	
08100	(16) INT HM DOORS & FRMS	\$12,390	
		\$0	
	TOTAL:		
	CATAGORY TOTAL:	\$47,040	
	CATAGORY COST PER SQ.FT.:		
09000	FINISHES	\$0	
09150	FRM & RK - 300'x12' INT PART	\$15,840	
	100'x24' DEM WL INSUL	\$13,750	
	37'x 120' (1) sided wall	\$19,800	
	200'x 20' (2) sided wall	\$17,600	
	floor in offices - 1600sf	\$3,850	
	BASE 1500'	\$2,090	
	DRYWALL B-RMS W/ MR-BOARD	\$3,300	
	ceramic tile floor at b-rm - 1600sf	\$13,200	
	ACT - 3500SF	\$7,150	
		\$0	
	PAINT	\$8,250	mise metals & frames
	PAINT INT - 15,000SF	\$11,000	
	PNT SEAL DOORS 25	\$2,750	
	TOTAL:		
	CATAGORY TOTAL:	\$118,580	
	CATAGORY COST PER SQ.FT.:		

Name: MONTGOMERY COUNTY PARKS INDOOR BASEBALL FACILITY
 File: mntctyprk24k-37ft
 SQ. FT. Hardy Construction Company
 24000 Cost Estimate

Cat.	Work Description	BID	REMARKS
10000	SPECIALTIES	\$0	
	ACCESSORIES - LOCKERS - (28) DOUBLE TIER LOCKERS - (2) BENCHES	\$7,289	
	FIRE EXT - 4	\$806	
	TOILET ACCES. & PART	\$8,855	
	TOTAL:		
	CATAGORY TOTAL:	\$16,950	
	CATAGORY COST PER SQ.FT.:		
11000	EQUIPMENT	\$0	
	OR	\$0	
12000	FURNISHINGS	\$0	
	NETTING @ .66/SF=20-25,000.	\$0	
	SPORTS FLOORING BY OWNER	\$0	
	TOTAL:		
	CATAGORY TOTAL:	\$0	
	CATAGORY COST PER SQ.FT.:		
13000	SPECIAL CONSTRUCTION	\$0	
	BUTLER BLDG - 120'W x 200'L x 37'H	\$285,775	
	STANDING SEAM MTL ROOF SEAMER	\$2,300	
	ERECTION	\$82,500	
	DELIVERY	\$4,600	
	TOTAL:		
	CATAGORY TOTAL:	\$375,175	
	CATAGORY COST PER SQ.FT.:		
15000	MECHANICAL	\$0	
15002	HVAC - 24,000SF - USING (2) CONCENTRIC PACKAGE HEAT & COOL	\$172,700	
	"92) 5-TON SPLIT SYSTEMS FOR UPPER AND LOWER AREAS		
15001	PLUMBING - UNDERGROUND AND CONNECTIONS	\$33,000	
	"(10) gang showers	\$16,500	
	(2) trench drains x 15' = 30'	\$3,850	
	(6)WC + (2)UR + (4) snk + (2) JC	\$46,200	
	(2) 80gal hw + (2) FOUNTAINS	\$16,500	
15003	SPRINKLERS - FROM FLANGE IN BUILDING	\$52,800	EST CONSIDERING PROPER PRESSURE
	TOTAL:		
	CATAGORY TOTAL:	\$341,550	
	CATAGORY COST PER SQ.FT.:		
16000	ELECTRICAL	\$0	
16000	SERVICE & DISTRIBUTION	\$132,000	
16000	(40) HIGH BAY LIGHTS + (90) 2X2 FLO LIGHTS + (44) REC. + (16) SWITCHES	\$0	
	(1) MAIN SERVICE + (1) 208/230 CONTROL PANEL	\$0	
		\$0	
	(4) EXTERIOR POLE LIGHTS - 1200' OF CONDUIT & WIRE - INC SAW CUT	\$13,200	
		\$0	
	TOTAL:		
	CATAGORY TOTAL:	\$132,000	
	CATAGORY COST PER SQ.FT.:		
24000	CHANGE ORDERS	\$0	
		\$0	
	TOTAL:		
24000	CATAGORY TOTAL:	\$0	
	CATAGORY COST PER SQ.FT.:		
25000	OFFICE USE ONLY	\$0	
		\$0	
	TOTAL:		
25000	CATAGORY TOTAL:	\$0	
	CATAGORY COST PER SQ.FT.:		
	COLUMN TOTAL:	\$1,549,403	BUDGET ESTIMATE AMOUNT

82



GEORGETOWN UNIVERSITY

Department of Athletics

2/12/03

Mimi Brodski-Kress
Sandy Spring Builders
7505 Arlington Rd.
Bethesda, MD 20814

Dear Mimi,

I'm writing this letter in response to our conversation yesterday regarding the indoor baseball facility at Cabin John. We are excited about the possibilities that your project may open up to our program as well as our efforts to reach out to the Montgomery County community. As you know, Georgetown is under a long-term lease for Shirley Povich Field at Cabin John Park, and this project would further our relationship with the county.

I wanted you to know that Georgetown University Baseball is extremely interested in this project and in becoming a part-time tenant of the facility. This letter is to serve as a non-binding letter of intent regarding the facility and the use of the facility. I'm excited about the possibility of this indoor facility; something we are in desperate need of in the winter months. More specifically, we are interested in using the facility from around mid-January through March 1, usually in the 1pm-5pm weekday slots, although we will be flexible. Weekend usage during this time period would also be needed, times to be negotiated.

I believe we can become a long-term tenant of your project, which will provide you with assured income and a consistent tenancy, as well as give us more of a chance to reach out to the community.

I am anxious to continue our conversations regarding this project. If I can be of any assistance, please don't hesitate to call me at the number listed below. I look forward to expanding our long and healthy relationship with Montgomery County and Cabin John in general.

Sincerely,

Pete Wilk
Head Baseball Coach, Georgetown University

202 687-2462



State of Maryland

DEPARTMENT OF HEALTH AND MENTAL HYGIENE

REGIONAL INSTITUTE FOR CHILDREN AND ADOLESCENTS - ROCKVILLE

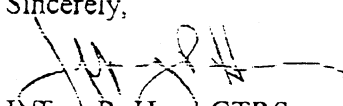
15000 BROSCHART ROAD • ROCKVILLE, MARYLAND 20850-3392 • 301.251.6800 • FAX 301.309.9004

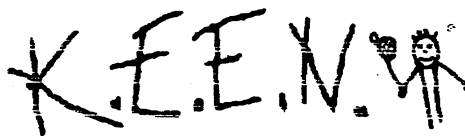
February 14, 2003

Dear Mrs. Kress:

I wanted to thank you for speaking with me regarding your plans to open the Cabin John Sportsplex. Furthermore, on behalf of the residential students here at the John L. Gildner Regional Institute for Children and Adolescents, thank you for offering us the opportunity to come use your facility at no cost on a monthly basis, as you know we are a non-profit organization and these offers are greatly appreciated. We are always looking for new opportunities in the community that will provide our students with a positive outlet for leisure and recreation. I am certain our students will be excited at this opportunity and I am looking forward to being able to send them. Please keep me informed of how your plans are going. Again, on behalf of our students and myself, thank you.

Sincerely,


Jeffrey R. Hess, CTRS
Activities Coordinator
JLG-RICA



KIDS ENJOY EXERCISE NOW

Kids Enjoy Exercise Now (K.E.E.N.) Foundation, Inc.

February 14, 2003

Mimi Brodsky Kress
Sandy Spring Builders, LLC
7505 Arlington Road
Bethesda, Maryland 20814

Dear Ms. Kress,

Thank you very much for your time talking with me today. Your sport facility project sounds terrific and is very needed in the Montgomery community.

I would like to take this opportunity to reintroduce the K.E.E.N. Foundation to you. The Kids Enjoy Exercise Now (K.E.E.N.) Foundation, Inc., is a non-profit 501 (c) (3) organization that provides free one-on-one recreational opportunities for children, teenagers and young adults with disabilities. Modeled on an innovative program established in England, K.E.E.N. was launched in the United States in 1992.

With the help of volunteers from Washington D.C., Maryland, and Northern Virginia, K.E.E.N. has served more than 300 children, teens and young adults. These individuals have disabilities such as Seizure Disorders, Autism, Cerebral Palsy, Downs Syndrome, Mental Retardation, Depression, and various Developmental Delays. Unlike other recreation programs for individuals with disabilities, K.E.E.N. provides an open, unstructured environment for people with any type of disability, including those with significant needs. For some of the children and young adults who are unable to participate in other programs, K.E.E.N. may be their only recreational activity.

K.E.E.N. is governed by a voluntary Board of Directors and operates through committees comprised principally of the volunteers and parents of children and young adults with disabilities who take part in K.E.E.N.'s programs. All of K.E.E.N.'s activities are provided at no cost to the children and their families.

For the last ten years K.E.E.N. programs have been operating principally out of the Montgomery County Public School facilities that we lease during available time slots. In an effort to eliminate the long waiting list of young people with disabilities interested in K.E.E.N., we doubled the number of K.E.E.N. sessions in September 2002 and have dramatically increased the number of young people we serve. Our ability to enroll new athletes is limited only by space and time restrictions in our current facility. We have already requested additional facility time from the County, and have embarked on a comprehensive facility survey all around the community.

Kids Enjoy Exercise Now (K.E.E.N.) Foundation, Inc.
P.O. Box 341590 Bethesda, MD 20827-1590
(301) 770 3200
www.keenusa.org

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CHIP LOVE
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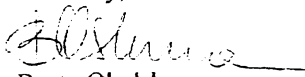
United Way
Campaign Participant
Designate #9147

K.E.E.N. would very interested in using the proposed Cabin John Sportsplex that you are in a process of developing. In addition, we would be very interested in adding to your baseball complex a basketball gym. Expand your original project by adding a basketball gym would be extremely beneficial to all Montgomery community. K.E.E.N. has capability through our resources to raise sufficient capital to develop this additional project and we would be happy to sponsor it. We would request that K.E.E.N. uses the facility only on weekends.

I would love to have the opportunity to meet to make a presentation on K.E.E.N. and to discuss further the possibility of K.E.E.N.'s participation in this project.

Thank you again for your time, and I look forward to hearing from you soon.

Sincerely,



Beata Okulska
Executive Director

Redskins muster only three field goals in 30-9 loss to Packers / C1

The Washington Times

www.washingtontimes.com

MONDAY, OCTOBER 21, 2002

ISSUE: SEP. 2002 \$1.44 \$1.55
Printed in the United States of America by the Washington Times

25 cents

LIFE/Schools

KEEN play sessions for youths with disabilities



Photo by Andrew Corbett/The Washington Times

Julia Martin, 15, (left) holds up Marti Clark, 9, to help her make a basket along with Bridgid McGinn, 16, (right) and other volunteers at Tilden Middle School in Bethesda. The volunteers are part of an organization known as Kids Enjoy Exercise Now (KEEN), which brings exercise and play to area children and young adults with disabilities.

special exercise

By Christian Toto
The Washington Times

Ernest Portnoy graduated with a doctorate in politics from Oxford University. The lessons that touched him most, however, took place not in the classroom, but around the British institution's tennis courts.

It was there that he started Kids Enjoy Exercise Now (KEEN), a program that pairs children and young adults with disabilities with volunteers for spirited sessions of play. The informal gatherings teach children basic motor skills as well as the ability to play and interact with others. The lessons in patience and sensitivity the volunteers get are equally valuable, Mr. Portnoy says.

Mr. Portnoy, 56, a Potomac resident and



Volunteer Kaire Bausch holds a happy, and squirming Nicholas Rivas, 5, at Tilden.

partner in a D.C. law firm, says KEEN got its start when the mother of disabled sisters approached him at Oxford's tennis courts and asked him about involving her girls in some basic play.

"There was no grand plan at all," says Mr. Portnoy, who played tennis with the girls once a week for about a year. "It was the highlight of my time at Oxford."

He discovered, however, that tennis was not the best sport for those with physical disabilities. He and some friends expanded the concept to include basic aerobics and running exercises, then later paddled along the Thames in sculls modified for disabled passengers.

By the time he left England, the group was serving about 600 children. Returning to the United States around 1992, he looked for a pro-

see page B4

gram that operated under a similar system. He found none, so he decided to start a branch of KEEN here.

The concept, he says, is simplicity itself.

The program harnesses volunteers "without preconceived notions of the limits of people with disabilities," he says. Mr. Portnoy himself never enrolled in any special education courses. It turned out his instincts — and simply spending time with disabled children — proved satisfactory.

KEEN athletes suffer from various disabilities, including autism, cerebral palsy and Down syndrome. KEEN sessions, typically held on Sundays, most at Bethesda's Tilden Middle School, let children and adults with disabilities play games, swim and socialize with their peers.

KEEN volunteers are briefed before each session, then paired up with athletes for the afternoon. A file, or athlete profile, is kept on each disabled person for volunteers to read over before meeting the child. The profiles include personality descriptions, favorite sports, specific skills the parents would like to see the child improve upon and any activities that may frighten the child.

The volunteers are a blend of high school students and participants from charitable groups such as D.C. Cares and Single Volunteers of D.C.

"It's taught me a lot about patience and perseverance," says Mr. Portnoy, adding that volunteers echo his reflections. For the more seriously disabled, "it takes a year and a half to teach a very basic skill," he says.

Area parents will need some patience, too, should they want their child to join the KEEN athletes. Currently, about 50 children are on a waiting list to join the program.

On a recent Sunday, about 54 new volunteers showed up to run, play catch and scoot around on tiny carts in Tilden's gymnasium. The sounds of speakers squeaking on the gymnasium floor combined with the waxy cries of laughter filling the large space. A few parents who opted to stay and watch the proceedings lined the outer ring of the gymnasium.

Participating parents applauded the program for the one-on-one pairings that address each child's specific needs.

Germantown resident Vince Izen, whose son Brandon, 7, visited for his first time, touched on the uniqueness of KEEN.

"It belongs to them. That's very important," he says of the program. The more individualized the program, the more you can bring out that's locked within the children.

Volunteer Scott Brunton, 29, of Vienna remembers a young boy named Michael who would scream and cry through the entire session, unable to process the social skills needed. The last time Mr. Brunton



Photograph by Michael Connor/The Washington Times
Volunteers Jessica Palacios, 14 (left) and Brigid McGann, 16 become a human basketball hoop so Marli (center, background) can make a basket. Katie Bausch, 15, swings around Nicholas Rivas, 5.

saw the boy, he says, the child only sniffled once.

"You see a lot of kids go through a progression," he says.

Jay Shotel, professor and chairman of the department of teacher preparation and special education at George Washington University, says programs such as KEEN help the parents, too.

"Often times, parents are burdened as full-time caregivers," Mr. Shotel says. KEEN allows parents a brief respite from their duties, though many opt to watch their children at play.

"A child with a disability takes more time, effort and energy than a kid that doesn't have a handicap," he says.

The program also reinforces lessons begun by parents from a dif-

ferent perspective.

"It gives the child the opportunity to establish another relationship with someone other than their parent," says Mr. Shotel, resulting in more independent and aware children.

Disabled or not, children tend to take advantage of their parents' good will around the home.

"They know they'll get away with things in the normal environment," he says. With KEEN, "they need to be on their best behavior. That's tremendously valuable."

"We want them in the world at large," he says. "To me, this program is practice for that."

Beata Okulska, the group's executive director, says the program is free for participating families.

"They're already burdened with

so many bills," Ms. Okulska says. Volunteers, Ms. Okulska says, gain the "sensitivity to look at the world from a different perspective and to value things they didn't value before. It's a very special relationship."

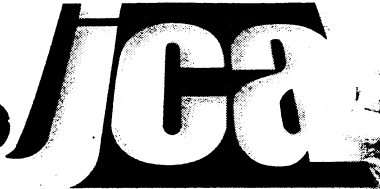
Advantages for the athletes include a change of scenery, particularly for those who may lead isolated lives away from their school systems.

"This is a place where they can socialize with their peers and not be judged," she says. "Nobody's afraid of their behavior in some radical or unexplained way. Nobody needs to pretend that they are better, smarter or prettier. People can be who they are and don't worry that they will be laughed at."

Mr. Portnoy hopes the 54 new volunteers come back at some point for future Sunday outings. Even if they do not, he says, an impression has been made.

"Those 54 are now out in the community with a little more sensitivity than those who hadn't been with KEEN," he says.

The group will hold its annual silent auction and dinner Thursday at Maggiano's Little Italy in Northwest. Tickets are \$45 in advance and \$55 at the door. For information, send an e-mail to info@keen.org.



Jewish Council for the Aging

Elaine Kotell Binder
President

David N. Gamse
Executive Director

11820 Parklawn Drive, Suite 200 ■ Rockville, MD 20852 ■ 301.881.8782 Ph. ■ 301.231.9360 Fax ■ 301.881.5263 TDD ■ www.jcagw.org

February 13, 2003

Mimi Brodsky Kress
Montgomery Lane, LLC
c/o Sandy Spring Builders
7505 Arlington Road
Bethesda, Maryland 20814

Dear Mimi:

Thank you for reaching out to us in regards to the Indoor Sports Facility being proposed at Cabin John Park.

Since its founding in 1973, the Jewish Council for the Aging of Greater Washington (a nonprofit, non-sectarian agency), has had a single and enduring mission: to help older people throughout the National Capital Area to remain in the homes of their choice and in life's mainstream as long and as independently as possible.

The Jewish Council for the Aging offers two programs that would benefit from being available at this type of facility. One is our JCA Senior Net Without Walls. This program brings laptop computers and portable printers to seniors in order to teach them computer technology. Classes instruct seniors on how to use the computer and the internet. The other is our Fitness 55® program, which is an exercise program for seniors 50+.

Currently we offer the Fitness 55® in Northwest Washington, and we have five JCA SeniorNet Computer Training Centers in the Greater Washington Area. But, the Without Walls program enables us to bring the technology to those unable to reach our other sites. An additional location in Montgomery County would be ideal for many of our seniors that live near Cabin John Park.

We offer the SeniorNet Without Walls and Fitness 55® programs in facilities that do not charge us any rental fee. We appreciate your offer to work with us in trying to offer one or both of these programs at the proposed facility at no charge.

Center for Information Services: Rose Benté Lee Senior Helpline, Steven M. Reich HomeCare, Connect-A-Ride, Senior Expos
Ruth & Hans Gahnmann Center for Supportive Services: Albert & Helen Misler Adult Day Center, Harold & Rose Kramer Transportation
Sylvia & Abe Blajwas Center for Productive Aging: SeniorNet Computer Training, Computer Docs, Fitness 55, Senior Employment Services



Please keep us posted on the progress, and again thank you for thinking of JCA and the seniors in our community that we serve.

Sincerely,

Micki Gordon
Micki Gordon

Director Center for Productive Aging & Information Resources