



MCPB 1/7/10  
Item #11

MEMORANDUM

DATE: December 22, 2009

TO: Montgomery County Planning Board

VIA: Mary Bradford, Director

FROM: Terry H. Brooks, Chief  
Special Program Division

*MB*  
*KM for Terry Brooks*

SUBJECT: Selection of Jack Schore Tennis, LLC. Partner/Developer  
South Germantown Recreational Park Request for Proposal No. P28-114

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**Planning Board Action Requested: Approval with Conditions.**

**Staff Recommendation:**

Select Jack Schore Tennis, LLC (JST) to partner with the Commission to develop, manage, and maintain a new indoor/outdoor tennis facility at South Germantown Recreational Park, subject to the following conditions:

- a. That JST become a public/private partnership partner with the Commission pursuant to the goals and objectives of the Commission's September 19, 2007 adopted policies and guidelines of the Policy for Public/Private Partnerships (See Attachment #1);
- b. The execution of a lease agreement with the Commission, which will include a base monthly rent and a percentage of gross revenue annually;
- c. Rental monies should go to the Property Management fund, who will administer the lease agreement;
- d. Operating divisions incurring maintenance or other costs related to the facility should charge back the Property Management fund for providing such services;
- e. Any concession revenue should go to the Enterprise Fund;
- f. The terms of the agreement should include a distinction between normal operations and special events. Special events should follow the Special Events Policy and

additional services needed should be charged to the tenant as appropriate (this includes events requiring the services of the Park Police);

- g. The lease will require the establishment of a life cycle replacement charge on the lease payment and a transfer of funding on an annual basis from the Property Management fund to Life Cycle Replacement Fund for future repairs and renovations; and
- h. The execution of a park permit is required in order to allow for the construction of the facility.

**Background:**

A Request for Proposals (RFP) No. P28-114, to develop the South Germantown Recreational Park site in South Germantown, was issued on February 1, 2008 pursuant to the Planning Board's request to establish a public/private partnership to develop, manage, and maintain at no cost to the Commission a sports complex in South Germantown Recreational Park as prescribed by the parks approved master plan.

A Pre-Proposal Conference was held on February 11, 2008. Written proposals were to be received by 11:00 a.m. on July 15, 2008. The objectives of this RFP are as follows:

- To create an opportunity to fulfill a recognized public need and demand for a indoor/outdoor recreational facility at the subject site without the use of taxpayer funding for the project;
- Determine whether joint, public/private development for a new indoor/outdoor recreational facility at South Germantown Recreational Park is a superior method to service the park, recreation, and open space needs of County citizens;
- Obtain a Park development program and concept that satisfies the Park, Recreation, and Open Space Strategic Plan needs as articulated in the 2005 Land Preservation, Parks, and Recreation Plan;
- Realize better citizen access to park, recreation, and open space assets through better facilities and programs, more efficient management, more effective marketing, lower user fees, or a revenue flow to the Commission; and
- Select a Development Partner and a joint development arrangement that will privately fund 100% of the proposed facility.

Two proposals were received on July 15, 2008, from Jack Schore Tennis and a competitor. An evaluation committee comprised of Park Development, Enterprise, Northern Region Park Management, Special Program, and Finance, along with special advisors from the Legal Department and Procurement staff, met to discuss and rank the proposals based upon the following evaluation criteria as stated in the RFP:

1. The Development Program; and how it satisfies the Commission's objectives
  - a. Public Accessibility;
  - b. Reasonableness of the financial plan;
  - c. Financial benefit to the public from a partnership; and
  - d. Park Operating Proforma.
2. Qualifications and Experience of the Proposed Team/Developer
  - a. Corporate Capability;
  - b. Business Plan/Proposal;
  - c. Capital Costs; and
  - d. Marketing and Maintenance Responsibilities.
3. Minority Status (African American or Disabled-owned with a Commission letter of approval).

**Jack Schore Tennis LLC (JST)** is owned  $\frac{1}{3}$  by Jack Schore;  $\frac{1}{3}$  by Kevin Dowdell, an African American; and  $\frac{1}{3}$  by Anne Pallie, a Woman. JST operations have directly influenced the lives of 40,000 or more Montgomery County families since 1970. The proposed athletic programs will be free of charge to needy children. JST will provide introductory \$2/hour session for three weeks each spring for any resident. Jack Schore has managed the tennis program at the Bullis School for 24 years and has a national/international reputation as a tennis coach.

#### **1. The Facility:**

The JST partnership is proposing to design, finance, construct, operate, and maintain a tennis complex consisting of a total of 18 tennis courts (12 tennis courts will be in air conditioned and heated bubbles; 4 tennis courts per bubble) and 6 open courts. There is also 1,500 square foot tennis building containing restrooms, offices, and a meeting/training room equipped with computer-aided Wii practice areas. The complex will have a total of 63 new parking spaces to serve the facility. The project has been programmed to be developed in two (2) phases: Phase I - 8 bubble courts, 4 open courts, and 42 parking spaces; Phase II - 4 bubble courts, 2 open courts, and 21 parking spaces.

The new tennis facility will provide reasonable rates, open public access, tennis lessons for the very young, youth, and the elderly. The facility will also provide scholarship and special discount, reduced rates for special needs families and individuals. The new tennis complex will also conduct and host special tennis tournaments as well.

(See Attachments: #2 & #3 – Proposed Site Plan & JST PowerPoint)

#### **2. The Business Plan:**

JST has proposed a base annual rent payment proposed plus a percentage of 4% of all gross revenues. The currently projected total rent is \$2,085,000 over the proposed lease term of 19 years and 11 months. These proposed business terms

shall be negotiated and finalized by staff in more detail at a later date for Planning Board review and consideration.

### **The Evaluation Committee's Observations**

The evaluation committee met several times to discuss the proposals. The evaluation committee members could not evaluate the proposals based upon the initial information submitted in both proposals and requested further clarification on the subject of public access. As a result, on October 7, 2008, the two firms were invited for a personal interview/presentation before the evaluation Committee members. Based upon a series of questions from evaluation Committee members, the following proposal issues emerged:

#### **Project Coordination & Public Participation**

On September 22, 2009, the Department met with staff from the Montgomery County Recreation Department (MCRD) in order to obtain comments on the proposal. MCRD approved the project. On November 18, 2009, the Department and representatives from JST met with the Montgomery County Northern Area Recreation Advisory Board and provided them with a briefing on the proposal. On November 30, 2009, a general public information meeting was conducted with attendance of approximately 30 residents (See Attachment #4 - sign-in sheet). The attendees generally approved and were excited about the proposal.

Notices were sent to: (1) properties bordering the park and (2) to Homeowners Associations (HOC) and local civic association's within one mile radius from the proposed site. The attendees unanimously approved of the proposal. The Commission also received several e-mail comments (See Attachment #5).

### **Conclusions**

Staff is recommending that the Planning Board conditionally approve partnering with Jack Schore Tennis, LLC because: (1) Jack Schore's professional long history in managing tennis facilities in Montgomery County and (2) staff has worked with Jack Schore before at the Cabin John Tennis Facility, where he ran tennis programs in the past; (3) staff recognized the scholarship programs Jack Schore has offered in the past to underprivileged children; most, if not all of these children, are success stories of going on to become tennis instructors and on to college because of his influence during their formative years. Jack Schore Tennis, LLC has indicated their desire to continue this tradition in their proposed tennis complex.



**New Adopted Policy for Public/Private Partnerships**

**Effective September 19, 2007**

# Policy for Public Private Partnerships

## Section 1: Introduction

### 1.1 Purpose

A partnership is a cooperative relationship between people or groups who agree to share responsibility for achieving some specific goals, while also achieving the respective goals of each partner. Public Private Partnerships are contractual arrangements between public agencies and private sector entities that provide the prospect for greater opportunities for the general public and greater benefits to the private sector partner by combining and leveraging the resources and risks of each through cooperation and consolidation of their respective resources.

We have entered an era of growing demand for additional programs, enhanced parks and recreational facilities, and limited resources in competition with the growing demand for other publicly funded projects. Public Private Partnerships, when properly applied, will work to the mutual advantage of the Maryland-National Capital Park and Planning Commission ("Commission"), users of services generally offered by the Commission, the taxpayers, and private companies seeking new business opportunities or a means in which to contribute to its community. However, only by establishing clear priorities and a user-friendly framework within which both the Commission and the private sector partner can reasonably operate, will Public Private Partnerships work and best serve the interests of all parties. The Public Private Partnership provide added value to each partner through its participation in the partnership.

According to the National Council for Public Private Partnerships, five critical components are required for successful public private partnerships:

- Political leadership;
- Public sector involvement;
- A well thought out plan that outlines all the expectations for the public private partnership project;
- Communication with all stakeholders, including affected employees, residents of the impacted community, the portion of the public receiving the service, and relevant interest groups; and
- Selection of the right partner.

This Policy for Public Private Partnerships (this "Policy") addresses all of these critical components by defining the expectations of the Commission and setting forth the parameters under which the Commission's program of public private partnerships will operate in order to assure success of its public private partnerships. This Policy is intended to achieve these results while adhering to the principles of preservation and use of parkland, Commission facilities and resources in the best interests of the public.

Public Private Partnerships should not be considered a 'silver bullet' remedy, but they can offer innovative and competitive solutions when:

- The value of the Partnership is demonstrated;
- Risk is allocated to the partner best able to manage and mitigate it; and
- Processes are open, fair and transparent.

Clearly, there are roles for both the public and private sectors. The challenge, which the Policy is designed to address, is to determine the optimum mixture of public and private resources that will lead to the optimum method of providing public services at acceptable levels of quality, cost, and risk. Furthermore, the Commission recognizes that public private partnerships require significant investment, and the Commission must consider all costs, including opportunity costs and operating budget impacts before committing its resources to a proposed Public Private Partnership. Prior to the Commission's entry into a Public Private Partnership, the essential terms of the Partnership as set forth in this Policy will be presented in open session to the Commission or the relevant Planning Board for approval after public review and comment.

#### 1.2 Public Private Partnerships Defined

A Public Private Partnership (sometimes referred to herein as a "Partnership") is an agreement between the Commission and a private sector entity (sometimes referred to herein as "Partner" or "Private Partner"), through which the skills, assets and resources of the Commission and the Partner are shared in delivering a service or facility for the use of the general public<sup>1</sup>. It is a cooperative relationship between the Commission and its Partner, who agree to share responsibility for achieving specific goals. The Commission and the Private Partner share in the risks assumed and rewards gained by the delivery of the service and/or facility. The roles, risks and rewards must be contractually agreed, setting forth incentives for maximum performance while allowing for the flexibility necessary to achieve the desired results.

Not every agreement between the Commission and a private entity is a public private partnership. For example, private donations or private sponsorships of Commission programs do not necessarily create a public private partnership. The proposal by the private entity must be evaluated to determine the true nature of the relationship, and what, if any, risks, resources, and responsibilities are shared. For example, donations may appear to be partnership. But they may be conditional donations instead of partnerships. A concessionaire, where a private party is simply given the right to undertake and profit from a particular activity on Commission property, is not a public private partnership. Leases that do not extend beyond a typical landlord-tenant relationship with the typical rights and obligations of the respective parties are not public private partnerships. And

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<sup>1</sup> The Commission's entry into any agreement with a private entity under this Policy is not intended to, and does not create a legal partnership.

agreements with other public entities do not qualify as public private partnerships. That does not mean that any of those arrangements are not, or should not be guided by a clear set of priorities and establish the roles and responsibilities of each party. But such relationships do not fall within the framework of this Policy.

### 1.3 Types of Partnerships

Public private partnerships are developed in a wide variety of forms. The following are examples of existing or potential types of Partnerships appropriate for the Commission, which may be in the form set forth below, or take another form, so long as the terms of the Partnership and all Partnership Agreements (as defined later in this Policy) are in compliance with this Policy.

1.3.1. *Adopt a Field/Playground/Facility.* Private Partner agrees to maintain or upgrade a specified Commission-owned field, playground or facility, either due to the location of the field, playground or facility or in exchange for the benefit of use at particular times, and the maintenance or upgrade is in accordance with established Commission standards.

1.3.2. *Operations and Maintenance.* Private Partner operates and maintains a specified Commission-owned facility.

1.3.3. *Design-Build-Donate.* Commission provides access to the land to a Private Partner. The design and construction of the facility is fully or partially funded by the Private Partner, who donates the facility to the Commission. The Commission may be responsible for, or have oversight and review for a portion of the design or construction of the facility (including necessary infrastructure), as agreed in a development agreement between the Commission and the Partner, and the Commission operates the facility.

1.3.4. *Lease-Design-Build-Operate.* Commission leases the land to a private partner for the design, construction and, ultimately, operation of the facility. Responsibility of the respective partners for the design and construction of the facility (including necessary infrastructure) is negotiated through a development agreement. The Private Partner maintains and operates the facility under the lease.

1.3.5. *Commission Investment.* Commission provides resources, such as redevelopment or construction funding to a Private Partner to use on the privately owned property in exchange for an in-kind benefit to the Commission. For example, the Commission may prepay rent to the private partner to be used for construction funding of a facility in exchange for a long-term leasehold to the Commission in the facility.



## **Section 2: Guiding Principles**

### **2.1 Review of Public Private Partnerships**

In order for the Commission to efficiently and effectively manage its Public Private Partnership opportunities, all proposals will be vetted through an initial review process. The following questions must be addressed before the Commission considers the substantive benefits of entry into a Public Private Partnership:

- Is the proposal defined clearly enough for evaluation?
- Is the proposal aligned with the mission and values of the Commission?
- Is the proposed relationship a Public Private Partnership, or is the proposal best served through another arrangement with the Commission?
- Does the Commission have the legal authority to enter into the Partnership as proposed?
- Can the Secretary-Treasurer ensure that the tax exempt status of bonds or other financing mechanisms issued for the Commission assets to be impacted by the proposal will not be at risk?<sup>2</sup>

### **2.2 Benefits of Public Private Partnerships**

If benefits inure to both partners, the Public Private Partnership may be justified.

*2.2.1. Benefits to the Commission.* First and foremost, a Public Private Partnership must have a clearly defined public purpose. An objective of the Commission is to provide standardized public services and facilities while making the most efficient use of public resources in an equitable manner with a strong emphasis on a stable baseline level of service. At the same time, staff and budgetary resources are often limited or fixed, and public regulations sometimes inhibit rapid innovation or technology upgrades. This does not mean that challenges related to delivery of services are unimportant, but rather that the Commission must consider alternative means of delivering services, or delegating them to appropriate non-public sector partners. Public private Partnerships allow the Commission the flexibility to minimize these constraints while achieving its public objectives.

*2.2.2. Benefits to the Private Partner.* Private businesses are generally seeking a return on company resources and/or a means by which to contribute to the community of which it is a part. Private businesses that operate as non-profit entities generally have purposes and goals aligned with the public sector. Private

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<sup>2</sup> There are strict IRS regulations regarding tax exempt bond financing and the impact from private uses on projects with outstanding tax exempt bonds. There are some ways to structure a transaction with private use without triggering a tax-exempt bond problem, but the terms of the transaction must be vetted through the Commission's Secretary-Treasurer. They would involve very limited "private payments" to the Commission and/or an operating contract based on a fixed fee. Private payments include not just rent, but other investment such as private construction of facilities and private party operation/maintenance responsibilities.

businesses meet these objectives by making strategic investment decisions, seeking new business opportunities, and/or supplying needed services to its clients. Public private partnerships offer private businesses the opportunity to improve profitability, expand their markets, and meet their clients' needs.

2.3 Justification for Public Private Partnerships.

However, a Public Private Partnership should be considered if there is no legal, regulatory or legislative prohibition to involving the Private Partner in the provision of the service or the project, and one or more of the following conditions exist:

- a. The Partnership leverages the assets of both the public and the private sector while increasing the quality or level of service over that which the public resources alone would provide, such as relief for overburdened Commission staff in the development, construction or operations of parks facilities, or providing access to private investment and innovative financing to augment public resources;
- b. There is support from the users of the service for the involvement of a Private Partner;
- c. A project can be expedited by grouping multiple responsibilities in a single agreement (such as combined design and construction);
- d. The Commission will receive access to a specialized expertise, not otherwise available;
- e. The Partnership is reflective of new and emerging trends in the parks and recreation field and provides an opportunity for innovation;
- f. The Partnership provides access to proprietary technology not otherwise available;
- g. The Partnership provides the ability to apply special incentives and disincentives to improve project performance; or
- h. A service or project can be implemented sooner than the Commission's resources alone would allow.

2.4 Constraints

2.4.1. *Equity of Service.* The Commission attempts to maintain equity of service throughout Montgomery and Prince George's Counties, respectively. Partnership Agreements should include means to ensure that Partnerships do not create an imbalance of services and projects so that the county residents with greater economic needs are not underserved in relation to those residents who are more able to raise private funds for Partnerships.

2.4.2. *Access Not Limited.* Participation in the activity that is the subject of the Public Private Partnership must be available to all constituents of the Commission. The Private Partner cannot limit access in the form of a "private club," which would require membership in a particular organization in order to participate.

2.4.3. *Legal Authority.* Participation in the activity that is the subject of the Public Private Partnership, and all obligations of the Commission must be within the legal authority of the Commission.

2.4.4. *Lease Limitations.* Pursuant to Section 5-110, Article 28 of the Maryland Annotated Code, all leases exceeding 20 years must be approved by the County Council for the County in which the property is located, no lease of Commission land can be for a term exceeding 40 years, and at the expiration or termination of the lease, all improvements to the property must convey to the Commission at no cost to the Commission, regardless whether the improvements were added by the lessee during the term of the lease.

2.4.5. *Level of Maintenance.* All Partnership Agreements must include a requirement for the Private Partner, if responsible for maintenance of Commission assets, to maintain them at a level no less than the Commission's standards for maintenance. In order to assure such level of maintenance, in addition to specific maintenance obligations in a lease, the Private Partner will be required to maintain capital and operating reserve funds during the term of lease.

2.4.6. *Environmental Stewardship.* The mission of the Commission includes the responsibility to protect and steward natural resources. The Commission operates its parks and facilities consistent with that mission and in compliance with sound environmental practices. Therefore, all operations at or on parks or park facilities will be in a manner consistent with the environmental guidelines and programs of the Commission.

2.4.7. *Tax-Exempt Bonds.* A Public Private Partnership that includes or anticipates the use of Commission assets must be reviewed and approved by the Commission's Secretary-Treasurer to ensure that the tax-exempt status of Commission or publicly issued bonds is not impacted by the private contribution of or through such Partnership.

2.4.8. *Taxes.* Any taxes that are assessed or charged against the Partnership due to the activities of Public Private Partnership will be the responsibility of the Private Partner.

## 2.5 Compliance with Laws

The Partnership Agreements and the activities of all Partnerships must be within the authority of the Commission under Article 28 of the Maryland Annotated Code, and must be in compliance with Commission regulations, federal, state, and, if applicable, local laws. Partners must comply with Commission regulations such as the Commission's Anti-Discrimination Program, federal, state, and local laws.

### Section 3: **Communications Strategy and Public Accountability**

#### 3.1 **Reporting and Monitoring**

Once a Public Private Partnership has been established, the Commission must remain actively involved in the Partnership and the activities provided by the Partnership. On-going monitoring of the performance of the Partnership is important means of assuring its success by maintaining open, fair and transparent processes and sustaining the support of relevant interest groups, including the public receiving the service. Therefore, all Partnership Agreements must include provisions for regular reporting to the Commission and the right of the Commission to periodically audit the Partner's books and records.

3.1.1. *Financial Reporting.* In accordance with a reasonable schedule to be established between the Commission's Secretary-Treasurer and the Partner, the Partner will provide the following financial reports to the Commission's Secretary-Treasurer for review and comment. The extent of the financial information will be dependent on the type of partnership and complexity of the transaction. Required reporting may include:

- a. Audited financial statements, including an independent certification of the amount of payments, if any, due to the Commission that are based on performance;
- b. Annual Budget
- c. Quarterly income statements;
- d. Applicable income and/or operating projections, compared to budget, and prior year actual results; and
- e. Any other information reasonably requested by the Secretary-Treasurer.

3.1.2 *Audit.* The Commission, through its Secretary-Treasurer, will have the right to access the Partner's books, records, and financial accounts pertaining to any matters related to or derived from the Partnership and the Partnership Agreements to ensure compliance with the Agreements and this Policy. The Partner will maintain supporting data and accounting records for a period of three (3) years in accordance with generally accepted accounting practices.

3.1.3 *Public Reporting.* More people are affected by a public private partnership than the Commission and the Partner. Portions of the public receiving the service, impacted communities and relevant interest groups will all have opinions about a Public Private Partnership and its value to the public. It is important to communicate openly and candidly with these stakeholders to maximize continuing support for, and minimize potential resistance to establishing and maintaining a Partnership. Therefore, the Partner must make an annual presentation to the Commission, in open session before the appropriate Planning Board to report significant activities conducted in support of the Partnership during the previous year, provide details about its business plan for the forthcoming year, and any other information reasonably requested by the

Commission, including but not limited to volunteer activity and patronage use. Additionally, if requested by the Commission, the Partner will participate in the meetings of relevant advisory boards to advise the Commission on matters of interest to the Commission that impact the continued successful operations of the Partnership, including its impact on neighboring communities.

#### Section 4: Processes and Procedures

##### 4.1 Incorporation into Commission Regulations

Public Private Partnerships are generally exempt from the Commission's procurement regulations under its Purchasing Manual [see Section 1-500(o)]. However, because public assets are involved, Public Private Partnerships are subject to certain competition procedures as outlined in Section 9 of the Purchasing Manual. If a prospective Private Partner is uniquely qualified, or if an unsolicited proposal is received, unless upon the recommendation of the Director of Parks/Parks and Recreation and after consultation with the appropriate Planning Board, the Executive Director determines that it is in the best interest of the Commission to competitively compete the partnership opportunity, an RFP for the partnership opportunity does not need to be issued. However, the Private Partner must engage in competitive processes in the provision of services to be provided by the Partnership, and MFD and Non-Discrimination requirements must be included in all Partnership Agreements. In order to assure the proper and uniform implementation of this Policy, upon adoption by the Commission, this Policy will be managed through amendments to Section 9 of the Commission Purchasing Manual.

##### 4.2 Public Review and Comment

Subject to Section 4.5.3, prior to the Commission's entry into a Public Private Partnership, the essential terms of the Partnership will be presented in open session to the Commission or the relevant Planning Board for approval after public review and comment. The Planning Board may require that the Partnership Agreements be presented in open session, as well.<sup>3</sup>

##### 4.3 Managing the Public Private Partnerships

4.3.1 *Staffing the Public Private Partnership Program.* Effective management of Public Private Partnerships requires special expertise at many levels. This includes evaluation of the proposed Partnership, project development and implementation, and ongoing contract management. It is essential to involve personnel that clearly understand the Commission's objectives and regulations, and private business and contracting conventions. Most Public Private Partnerships require assessment of the financial capabilities of the Private Partner, as well as impacts to public financing and budgets. At a minimum, staff from the following departments/divisions should be involved with Public Private Partnerships:

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<sup>3</sup> The Montgomery County Planning Board will review all of its Partnership Agreements.

- a. Prince George's County Department of Parks and Recreation or Montgomery County Department of Parks, as appropriate
  - i. Park Planning
  - ii. Park Development
  - iii. Park/Property/Facility Management
- b. Finance/Office of the Secretary-Treasurer
- c. Office of General Counsel
- d. Procurement
- e. Risk Management

To create responsive, efficient and effective management of Public Private Partnerships, any of the following organizational options could be undertaken and should reflect the present organizational structure and decision-making process within each County:

- a. Create a special or select committee to deal with Public Private Partnerships;
- b. Expand the role of an existing committee to include responsibility for Public Private Partnerships; or
- c. Delegate responsibility for Public Private Partnerships to a department with support from other departments and/or divisions.

4.3.2 *Responsibilities of the Public Private Partnership Staff.* The Commission must know what to expect of a Public Private Partnership before the Partnership is established. A carefully evaluated and developed plan for the Partnership and on-going monitoring of the performance of the Partnership will substantially increase the Partnership's probability of success. Within the parameters of this Policy, and in order to make appropriate and timely recommendations to the Commission or the relevant Planning Boards, the Public Private Partnership staff will:

- a. Act as the single point of entry for the private sector to approach the Commission with Public Private Partnership initiatives;
- b. Identify existing and future Public Private Partnership opportunities, and develop Requests for Expressions of Interest (REOIs) and/or Requests for Proposals (RFPs) to provide competitive Partnership opportunities that allows the Commission to compare and select the proposals that best serve the public interests;
- c. Evaluate proposals for Public Private Partnerships, whether such proposals are solicited or unsolicited, based on the criteria established in this Policy;
- d. Monitor existing Partnerships to ensure compliance with Partnership Agreements and this Policy, and evaluate revisions, expansions or changes to such Partnerships, whether requested by the Private Partner or by the Commission;
- e. Develop implementation strategies for specific Public Private Partnerships, including recommendations for designation of a project

manager and project team who will be responsible on behalf of the Commission to work directly with the Private Partner to assure successful project implementation and success of the Partnership on an ongoing basis; and

- f. Keep the Commission and/or the Planning Board regularly informed about the Public Private Partnership program and initiatives.

#### 4.4 Evaluations and Recommendations

4.4.1 *Initial Submission.* In order for the Commission to appropriately evaluate proposals for Public Private Partnerships, whether solicited or unsolicited, the initial Partnership proposal must include, at a minimum:

- a. A clear and complete description of the purpose and outline of the expectations of the respective partners, sufficient to vet the proposal through an initial review process as set forth in Section 2.1 of this Policy;
- b. Justification why a Public Private Partnership is the appropriate mechanism for delivery of the project or activities of the proposed Partnership consistent Section 2.3 of this Policy;
- c. A description of the proposed Partner, including relevant experience and references, and the proposed form of the Partnership;
- d. A business plan, including a market analysis of the proposed activities and a financial plan for the Partnership;
- e. A facility plan, if relevant; and
- f. Any other information required by the Commission for staff to complete its evaluation of the initial submission.

4.4.2 *Review of the Proposal.* The following comprises the minimum criteria and/or conditions of a proposal that staff should consider in its evaluation of a specific Partnership proposal when making its recommendation to the Planning Board:

- a. Whether the proposal meets the guiding principles outlined in this Policy and is otherwise consistent with this Policy;
- b. Whether the activities and terms of the proposal are acceptable for coverage of the Commission's risk by the Montgomery County Self Insurance Fund;
- c. Whether a proposed project is consistent with existing Commission policy plans, or has been identified by the Commission and/or Planning Board for a potential Partnership;
- d. Whether the proposed project and the Partnership is commercially reasonable;
- e. Whether the Private Partner has the financial capability, a sound financial plan and an appropriate level of experience to deliver the project and/or conduct the activities required of it in the Partnership;
- f. Anticipated short and long-term costs to Commission in resources, including workload and CIP or operating budget impacts;

- g. Whether the proposed project has a clearly identified and dedicated funding source to support the obligations of the Private Partner;
- h. Whether the level of entitlements and rights of the Private Partner are supported by economic value consistent with such Partner's contribution to the Partnership in resources and risks;
- i. Whether the output of the service can be measured and valued in a manner that allows the Commission to easily determine compliance with the purpose of the Partnership;
- j. The level of support for the Partnership from the proposed users of the service or project proposed;
- k. Whether the Partnership provides opportunities for access for underserved communities;
- l. Park Police must be involved in review of the proposed partnership activities and the Partnership Agreements so that, if appropriate, Crime Prevention through Environmental Design Concepts (CPTED) are utilized; and
- m. Whether the Commission has the availability to effectively oversee the Partnership, including design and construction of the project, and on-going activities of the Partnership.

#### 4.5 Implementation

4.5.1. *Public Private Partnership Agreements.* Public Private Partnerships are contractual arrangements. Allocating and assigning the proper roles, risks and rewards to the respective partners provides incentives for maximum performance, flexibility necessary to achieve the desired results, and is vital to the success of the Partnership. Therefore, every Partnership requires appropriate written documentation that sets forth the terms of the Partnership and the respective rights and obligations of the Commission and the Private Partner ("Partnership Agreements"). The Partnership Agreements can be in the form of one or more written agreements such as memoranda of understanding, leases, development agreements, joint use agreements and funding agreements. The Partnership Agreements, in addition to standard contractual provisions required in agreements between the Commission and third parties, will include, at a minimum the following detail of expectations and deliverables:

- a. The purpose of the Partnership;
- b. A description of the services to be provided or the activities to be conducted by the Partnership;
- c. Designation of the roles and responsibilities/risks and rewards of each partner, which should be based on a fair deal structure;
- d. A level of quality for the project consistent with standards established by the Commission for projects of a similar nature;
- e. The Partner must assign experienced and, if applicable, licensed professionals, dedicated to the project, to support the private sector responsibilities;



- f. Project milestones to assure the timely delivery of a Partnership project;
- g. Benchmarks that can be measured and valued to demonstrate the success of the Partnership, and that the purpose of the Partnership is being met;
- h. Appropriate obligations for sound financial management of the project or service offered by the Partnership;
- i. Obligations of the private Partner to provide regular reporting consistent with this Policy in order to assure that the activities and processes of the Partnership are open, fair and transparent to the community;
- j. Risk allocation to the partner best able to manage and mitigate such risks, with appropriate supporting indemnifications;
- k. The Private Partner must provide insurance with the types and amounts of coverage required by the Commission's Risk Management Office naming the Commission as an additional insured or loss payee, as appropriate;
- l. Provision of services or development of facilities in the park system must address the public's interests with regard to access, affordability, customer service, hours of operation, variety of programming, and diversity of staff;
- m. The Park Police must maintain jurisdiction in the parks;
- n. A clearly defined method of dispute resolution;
- o. The Private Partner will have no right to assign or otherwise transfer its obligations in the Partnership without the Commission's consent; and
- p. Provisions addressing the requirements that are otherwise set forth in this Policy.

4.5.2. *Construction on Park Property.* A hearing and review by the Planning Board of the proposed plans for the project may be required, which will follow the standards of review applicable to private development in the applicable County. Prior to commencement of construction on Commission-owned property, the Private Partner must apply to the appropriate department for a Permit to Construct on Park Property ("Park Permit"). Along with the application, the Private Partner must submit construction plans, a project schedule, and a project budget for review and approval. Construction of any improvements will be completed in a good and workmanlike manner, and in accordance with all applicable laws, regulations, approval and permitting processes, including any applicable CIP process for the County in which the property is located. Facilities must be constructed in accordance with the design, safety, maintenance standards, and construction specifications established or approved by the Commission. The Commission's issuance of a Park Permit will be conditioned upon the following:

- a. All necessary Partnership Agreements have been reviewed and endorsed by the Office of General Counsel, the Secretary-Treasurer, and Risk Management;
- b. All necessary Partnership Agreements have been fully executed by all authorized parties;
- c. The Commission has approved the construction plans and project schedule;

- d. The Commission has approved the project budget, and the Secretary-Treasurer has confirmed the Private Partner's certification that all funds as set forth in the approved budget are available for use in the project;
- e. The Commission has received all required insurance certificates and completion bonds;
- f. The Private Partner has provided the Commission with copies of all required governmental permits and approvals<sup>4</sup>;
- g. Any other requirements required by the Partnership Agreements have been met, such as public hearings and approvals of the appropriate Planning Board, or CIP funding approval by the County Council;
- h. The Private Partner must provide the Commission with as-built plans and assignment of any warranties upon completion of the construction of the improvements; and
- i. The Private Partner must, in a timely manner, meet all conditions required by relevant governmental agencies to close all permits issued for the project.

4.5.3. *Administrative Management.* Partnerships will be managed administratively if they do not meet a minimum threshold dollar value to the Commission of \$100,000 or more, or the active relationship will not extend beyond a six month time period.

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<sup>4</sup> The Private Partner will be the named applicant on such governmental permits. However, under extraordinary circumstances, including but not limited to financial hardship, the Private Partner may apply to the Commission for a waiver and request that the Commission be the named applicant. Regardless, the Partner must post any bonds that would be required for the issuance of such permits, without regard to the Commission being exempt from any such bonding requirements.



**Jack Schore Tennis LLC  
(JST)**

**SGRP Tennis Center Plan  
November 30, 2009**

# Discussion Topics

- Vision
- Partners
- Benefits
- Programming
- Site, Facility and Landscaping
- Parking/Storm Water Management/Lighting
- A-Team Tennis + Learning
- Q & A

# Vision

- First class tennis community center
  - Highest quality instruction
  - Seasonal and spot time
  - Affordability (no membership fees; market rates)
  - National and international tennis destination for camps and events
- Long, mutually beneficial relationship with SGRP neighbors, Montgomery County and the surrounding community
- Outreach and financial assistance

# JST Partners

- **Jack Schore, Mid-Atlantic Tennis Association Hall of Fame Member**
  - Tennis Director, Regency Sport and Health Club in McLean, VA
  - 30+ yrs. experience in tennis programming, coaching and facility management
  - Founder, owner, Tennis Director and Head Coach: Bullis Tennis Center, Potomac, MD
  - Coached 5 collegiate All-American players and 5 “Top 50” tennis professionals
  - Founder and President, Urban Leadership Development Group
- **Kevin Dowdell**
  - Director, A-Team Tennis + Learning Program in Washington DC
  - Fmr. CEO, Boys & Girls Clubs of Greater Washington
  - Fmr. VP of Business Development for Home Box Office (HBO)
  - Chair, USTA’s National Jr. Tennis League (NJTL was founded by Arthur Ashe)
  - BSE, Princeton Univ. (Co-Captain, Varsity Tennis); MBA, Wharton School of Business
- **Anne Pallie**
  - 30+ yrs. experience in commercial real estate development
  - Managing partner for more than \$350MM in commercial real estate developments
  - Arranged the acquisition and restructuring of over 3 billion of tax-exempt financed multi family debt

# Key Considerations

- Proven track record in Montgomery County
- Experienced and capable team
- Underserved demand for indoor tennis and instruction
- Attention to resident's concerns: Traffic, lighting and noise
- Collaboration/event coordination with SGRP neighbors
- Relationships with USTA, MATA, MCTA, Kastles, Legg Mason, and professional players



# Tennis Benefits

- EZ to learn, especially with QuickStart
- Sport for a lifetime
- Individual and team orientation
- Aerobic fitness, hand-eye coordination and endurance
- Obesity prevention and positive health traits
- High correlation with college/academics
- Social/networking for careers



Tennis is the only traditional sport that has grown since 2000!

# Community Benefits

- Fun, convenient and affordable instruction, leagues, events and individual play
  - Beginners, intermediates, advanced and competitive
  - Tots, youth, adults and seniors (4 to 104!)
  - All backgrounds and socioeconomic levels
- Spring tennis festivals, featuring group lessons for \$2/hour
- Scholarships for low income youth
- **Green** culture, including landscaping and energy savings

# Programming Overview

- Spring Tennis Festival featuring \$2 fee for group lessons
- Two (2) four court “bubble” structures designed primarily for:
  - Structured programs such as group lessons and leagues
  - Seasonal time, spot time and (semi) private lessons
- Competitive junior programs leading to high school and college play and scholarships
- Occasional tournaments (e.g., 3 or 4 per year) scheduled in coordination with SoccerPlex, swimming center and other SGRP neighbors

# Structured Proor Programming Plan

## (4 Indoor Courts)

| Time        | M                           | Tu | W | Th | F | Sa | Su |
|-------------|-----------------------------|----|---|----|---|----|----|
| 6 to 6:30   |                             |    |   |    |   |    |    |
| 6:30 to 7   | Early Birds                 |    |   |    |   |    |    |
| 7 to 7:30   |                             |    |   |    |   |    |    |
| 7:30 to 8   |                             |    |   |    |   |    |    |
| 8 to 8:30   | Court Time                  |    |   |    |   |    |    |
| 8:30 to 9   |                             |    |   |    |   |    |    |
| 9 to 9:30   |                             |    |   |    |   |    |    |
| 9:30 to 10  |                             |    |   |    |   |    |    |
| 10 to 10:30 |                             |    |   |    |   |    |    |
| 10:30 to 11 |                             |    |   |    |   |    |    |
| 11 to 11:30 |                             |    |   |    |   |    |    |
| 11:30 to 12 | Adult Groups                |    |   |    |   |    |    |
| 12 to 12:30 |                             |    |   |    |   |    |    |
| 12:30 to 1  |                             |    |   |    |   |    |    |
| 1 to 1:30   |                             |    |   |    |   |    |    |
| 1:30 to 2   |                             |    |   |    |   |    |    |
| 2 to 2:30   |                             |    |   |    |   |    |    |
| 2:30 to 3   |                             |    |   |    |   |    |    |
| 3 to 3:30   |                             |    |   |    |   |    |    |
| 3:30 to 4   |                             |    |   |    |   |    |    |
| 4 to 4:30   |                             |    |   |    |   |    |    |
| 4:30 to 5   | Young Beginner/Intermediate |    |   |    |   |    |    |
| 5 to 5:30   |                             |    |   |    |   |    |    |
| 5:30 to 6   | Tourn. Players              |    |   |    |   |    |    |
| 6 to 6:30   | Tourn. Players              |    |   |    |   |    |    |
| 6:30 to 7   | Adv HS Players              |    |   |    |   |    |    |
| 7 to 7:30   | Tourn. Players              |    |   |    |   |    |    |
| 7:30 to 8   | Tourn. Players              |    |   |    |   |    |    |
| 8 to 8:30   | Adult Beginners             |    |   |    |   |    |    |
| 8:30 to 9   | Adult Beginners             |    |   |    |   |    |    |
| 9 to 9:30   |                             |    |   |    |   |    |    |
| 9:30 to 10  |                             |    |   |    |   |    |    |
| 10 to 10:30 |                             |    |   |    |   |    |    |
| 10:30 to 11 |                             |    |   |    |   |    |    |
| 11 to 11:30 |                             |    |   |    |   |    |    |
| 11:30 to 12 |                             |    |   |    |   |    |    |
|             | Tourn. Players              |    |   |    |   |    |    |
|             | Young Beg/Intermediate      |    |   |    |   |    |    |
|             | Players on Rise             |    |   |    |   |    |    |
|             | Adv HS Players              |    |   |    |   |    |    |
|             | Potential League (or party) |    |   |    |   |    |    |
|             | Potential League (or party) |    |   |    |   |    |    |

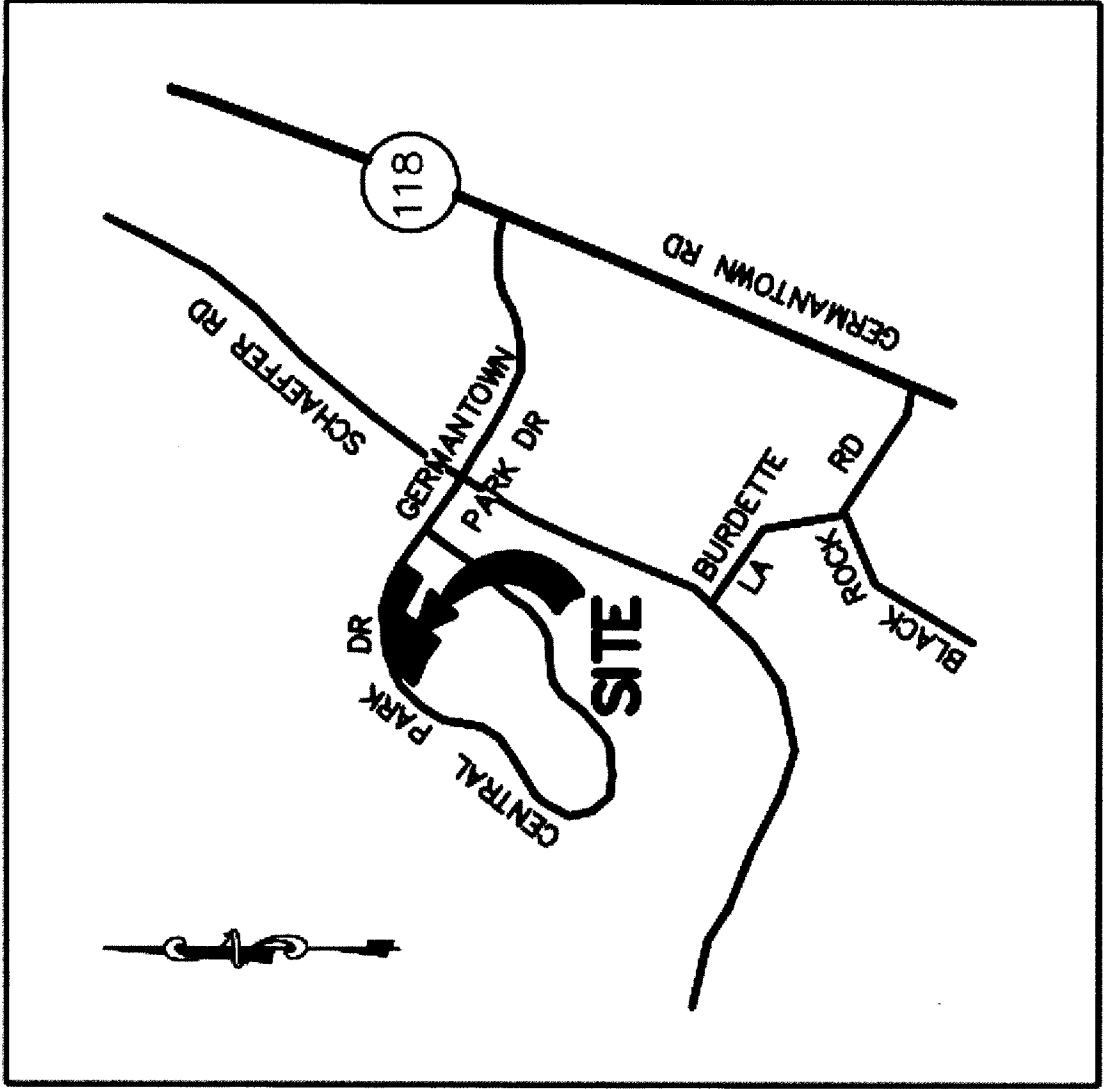
# Facility Overview

- ~9 acres in the northwest quadrant of Central Park Circle and Germantown Park Drive intersection
- Phase I
  - Eight (8) indoor hard courts permanently covered by a “bubble” structure (air conditioned in summer)
    - 4 courts for programming
    - 4 courts for seasonal time, spot time and lessons
  - Four (4) new outdoor hard courts with lights
  - Two (2) existing outdoor hard courts
  - Clubhouse (~1,600 sq. ft.) with tennis office, men’s and women’s bathrooms and multi-purpose rooms with Wi-Fi
  - Pedestrian paths
- Phase II
  - Four (4) additional indoor hard courts permanently covered by a “bubble” structure (air conditioned in summer)
  - Two (2) additional lit outdoor hard courts

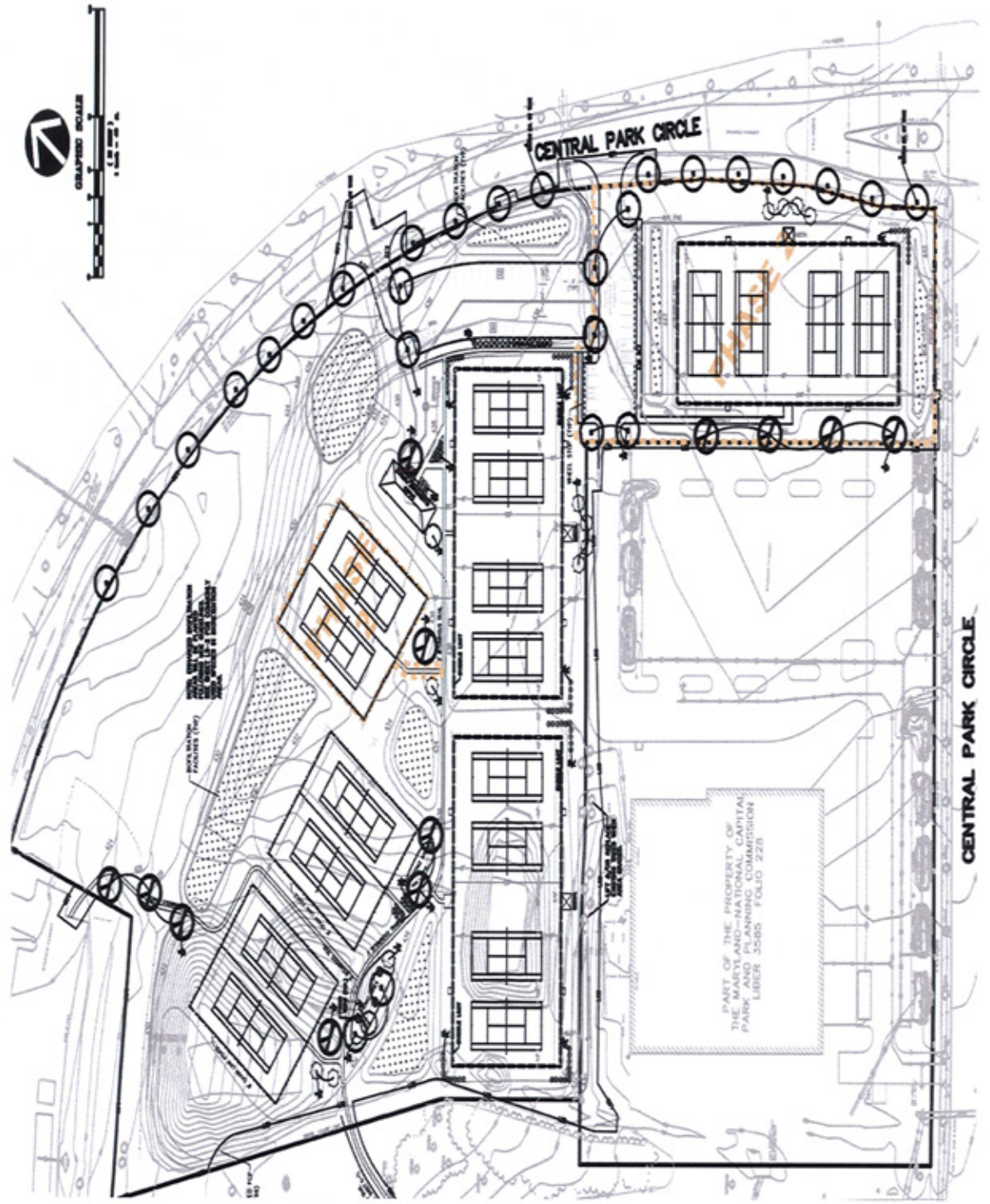
# Sample Visuals



# Vicinity Map (1" = 1,000')

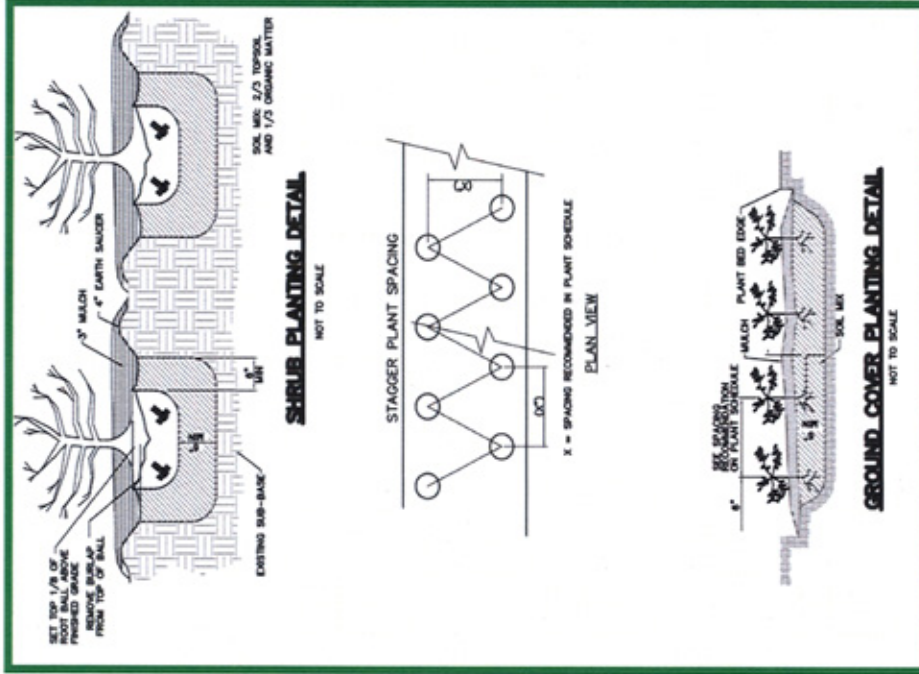
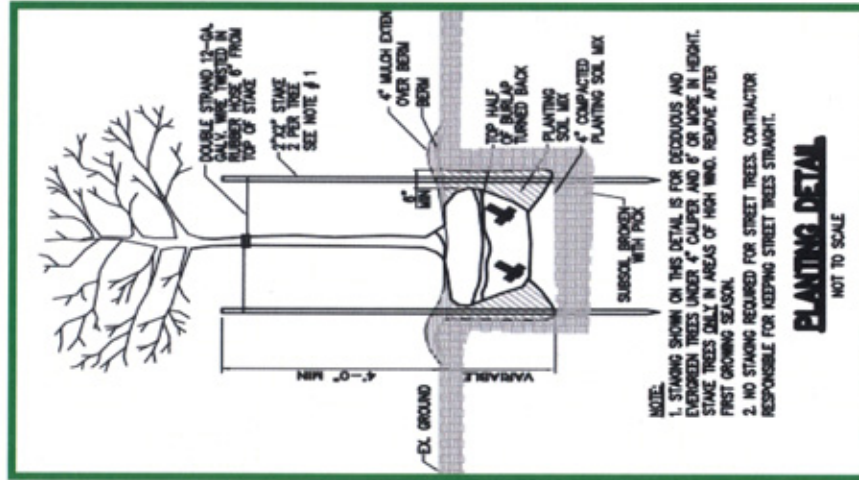


# Tennis Center Site





# Landscaping Details



**PROPOSED PLANT SCHEDULE**

| Quantity      | Code | Species                            |
|---------------|------|------------------------------------|
| 9             | (AR) | Acer Rubrum 'October Glory'        |
| 12            | (QP) | Quercus Palustris                  |
| 8             | (TO) | Thuja Occidentalis 'Halmstrupperi' |
| 4             | (PO) | Picea Omorika 'Nana'               |
| 2             | (CF) | Cornus Florida 'Rubra'             |
| 18            |      | Street Trees                       |
| <b>Shrubs</b> |      |                                    |
| 12            | (RG) | Rhododendron 'Girard Crimson'      |
| 22            | (FG) | Fothergilla gardenii               |
| 15            | (RP) | Rhododendron PJM                   |
| 70            | (PL) | Prunus Laurocerasus 'Schipkaensis' |



# Parking

- 42 spaces in phase I, including two (2) for ADA van-accessible spaces
- 21 additional spaces in phase II, including two (2) for ADA van-accessible spaces
- 63 total spaces, including four (4) for ADA van-accessible spaces (either all bituminous or bituminous drive aisles with stone parking areas)

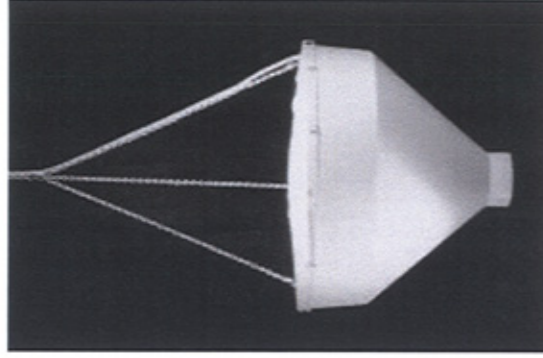
# Storm Water Management (SWM)

- Capacity: Sufficient for all phases of development
- Runoff: Treated per Maryland Department of the Environment criteria prior to being conveyed to existing offsite SWM ponds
- Environmental site design (ESD) practices: Implemented to maximum extent practical, including several biofiltration areas and infiltration trenches to treat water volume
- Biofiltration trenches: Sized to account for as much quantity treatment as possible, in accordance with ESD design practices, and to provide recharge for the site
- Any quantity control not provided on-site through the biofiltration areas will be accounted for by existing offsite storm SWM ponds

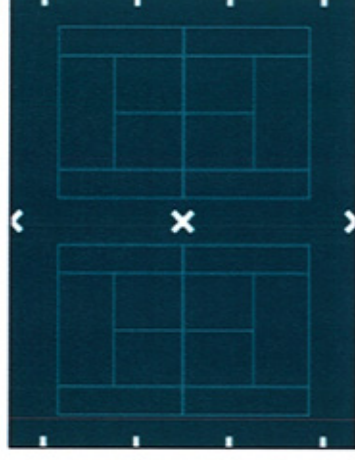
# Lighting

## Air structure

Opaque PVC (teflon) outer membrane to retain light.



## Lit courts (4)



# A-Team Tennis+ Learning

## (DC Non Profit)

- **Mission** (derived from Arthur Ashe's vision): To use high quality tennis instruction to teach the game of life to youth who wouldn't ordinarily receive the opportunity.
- **Partners:** DC Department of Recreation and USTA
- **Launched:** July, 2009
- **Results:**
  - 120 novice youth in summer and 40 in fall
  - 80 to 100% retention each season
  - 11 attended Arthur Ashe Kids Day in NYC
  - Hugely successful “graduation” ceremony for each season
  - Won “Davey Award” for best youth website from International Academy of the Visual Arts (<http://www.A-TeamTennis.org>)
  - Won Washington Tennis Association award for “Best Community Program” in DC

# Biographies

## ***Jack Schore, Mid-Atlantic Tennis Association Hall of Fame Member***

- 30+ yrs. experience in tennis programming and coaching and program management
- Tennis Director, Regency Sport and Health Club in McLean, VA
- Director, A-Team Tennis + Learning Program in Washington DC
- Founder, owner and Head Professional: Bullis Tennis Center, Potomac, MD since 1985
- Head Coach, The Bullis School
  - Undefeated for last 3 years (43-0)
  - 1 National championship title
  - 3 top 4 rankings in national competition
- USTA Head Scout for Montgomery County since 1991
- Nationally renowned innovator in tennis instruction and programming
  - 1st to open a tennis club on school grounds at Georgetown Prep and St. John's HS in metro DC
  - 1st to establish competitive junior tennis programs in metro DC (at Four Seasons Tennis Club in Merrifield, VA)
  - One of the first ever to build a 1st class indoor tennis training facility in the U.S. (at BTTC)
  - One of the largest and most successful indoor tennis training facilities in the world
- Coached 5 collegiate All-American players and 5 "Top 50" tennis professionals
- Founder and President, Urban Leadership Development Group, a non-profit which provides scholarships for minority youth
- Board member, Junior Tennis Champions Center at College Park
- Former Board member, Montgomery County Tennis Association
- BA, George Washington University

# Biographies (Cont.)

## **Kevin Dowdell**

- Director, A-Team Tennis + Learning Program in Washington DC
- Former CEO, Boys & Girls Clubs of Greater Washington (BGCGW)
- Time Warner
  - VP of Business Development and Interactive for HBO (a Div. of Time Warner) for 6 yrs.
  - CEO of Volume Media, LLC, an HBO-owned Internet and media company serving the youth market for 2 yrs.
- Co-founder and Executive Director of Arthur Ashe's Safe Passage Foundation for 4 years
  - Provided high quality tennis instruction and education for inner city youth in 5 U.S. cities
  - Assisted college athletes to prepare for professional careers
- 4 yrs. as a Sr. Consultant for Strategic Planning Associates (now Mercer Management) advising Fortune 200 companies on high stakes decisions and implementation plans in industries such as: telecommunications, consumer products and financial services
- Chair, USTA's National Jr. Tennis and Learning (NJTL was founded by Arthur Ashe)
  - NJTL oversees 500 diverse tennis programs nation-wide with 200,000+ kids and teens
- Board memberships
  - Harlem Jr. Tennis program in NYC
  - 15 LOVE Tennis Program in Albany, NY
- BSE, Princeton University
  - Co-Captain, Princeton Tennis Team
  - President, Society of Black Engineers
- MBA, Wharton School of Business



# Biographies (Cont.)

## **Anne Pallie**

- 30+ yrs. experience in real estate finance and development throughout the U.S. and in France
- Development experience, as managing partner, in office, retail, apartments, housing and hotels
- Extensive experience in finance, portfolio acquisition and distressed asset management
- Managing partner for more than \$350MM in commercial real estate developments
- Arranged the acquisition and restructuring of over 3 billion of tax-exempt financed multi family debt
- Projects development locations include:
  - Washington, DC metropolitan area
  - Denver and Aspen, Colorado
  - Los Angeles, Westlake and Sacramento, California
  - Paris, France
- Joint venture partners include:
  - Credit Suisse First Boston (New York and London)
  - The Commercial Bank of Saudi Arabia (New York)
  - The Related Companies (New York)
  - Pocantico Development Corp. (New York)
  - Shelter Island Capital (Virginia)



**MONTGOMERY COUNTY DEPARTMENT OF PARKS THE**  
**MARYLAND-NATIONAL CAPITAL PARK AND PLANNING COMMISSION**

November 30, 2009

**Public Information Meeting: Jack Schore Tennis, Inc.**  
**7:00 PM – 9:00PM**

**Sign-In Sheet:**

| Name:              | Address:                                      | E-mail Address:                 | Phone:       |
|--------------------|---|---------------------------------|--------------|
| Nic Stearns        | 13614 Parreco Farm Ct<br>20874                | nicstearns@yahoo.com            | 301-428-1525 |
| Jim Walker         | 19157 St. John Hwy Ln.<br>Germantown MD 20876 | james.walker652<br>@comcast.net | 301-572-1532 |
| OLANIYI ALEKE      | 5517 ADAMS RIDGE RD<br>CLARKVILLE, MD 21229   | MAESTRO@<br>HOTMAIL.COM         | 301-596-9428 |
| Abraham Kalkavakal | 18503 Black Kettle Dr.<br>Boyd, MD 20841      | ial20874@msn.com                | 301-966-2173 |
| Grey Lahens        | 17225 Black Rock Rd<br>Germantown MD 20874    |                                 | 301-728-9088 |
| RAY HOFFMANN       | 21209 SPARROW CT<br>GERMANTOWN, MD<br>20876   | RAY.HOFFMANN@COMCAST.NET        |              |
| Andy New           | 6003 Neilwood Dr. Rockville, MD 20852         | andy@bristolcapitalcorp.com     | 301-718-2522 |
| Ronald Kamdem      | 821 Randolph St. N.W<br>Washington DC 20011   | rkamdem@fas.harvard.edu         | 202 302 46   |



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| <b>Name:</b>      | <b>Address:</b>                              | <b>E-mail Address:</b>            | <b>Phone:</b>                |
|-------------------|--|-----------------------------------|------------------------------|
| WALT SONNEVILLE   | 314 WYE MILL CT.<br>GANTERSBURG MD<br>20879  | WALT.SONNEVILLE@<br>EARTHLINK.NET | 301 869 4460                 |
| Darrell Haines    | 14004 Richter Farm Rd                        | Drillingtg@aol.com                | 301-540-3687                 |
| Mike Rozolsky     |  |                                   |                              |
| Mike Yuille       | 14006 Richter Farm<br>Boyd's, MD 28041       | meyuille@aol.com                  | 240 543 6733<br>301-972-6438 |
| Carl Sponyberg    | DSRC   | carls@mapapps.net                 | 301-426-1465                 |
| David Naimon      |  | dnaimon@verizon.net               |                              |
| Colleen Moore     | 12608 Clark Meadows Ct<br>Clarksburg Md      | mattamaura@hotmail.com            | 3016011995                   |
| Diane Teigiser    | 18008 Wildman Ct<br>Boyd's, MD 20841         | luvmyducks@<br>verizon.net        | 301.972.3262                 |
| Kevin Loewenstein | 18018 Wildman Ct<br>Boyd's, MD 20841         | Kevinloea@yahoo.com               | (301) 515-5005               |
| Bruce Johnson     | 12217 Walnut Creek Ct<br>Germentown MD 20824 | bruce@acceleratedgrowth.org       |                              |





**MONTGOMERY COUNTY DEPARTMENT OF PARKS THE**  
MARYLAND-NATIONAL CAPITAL PARK AND PLANNING COMMISSION

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**Sign-In Sheet:**

---

**Name:                      Address:                      E-mail Address:                      Phone:**

Jerome Smith

jerome.smith@brandevolve.com

MARVIN Dickerson

MARVIN@DICKERSONTENN.COM

Marna Katzell      Boyds

Marnatennis@yahoo.com (301-540-9649)

**MCP-Proposal Comments,**

---

**From:** Diane Canova [soccer\_mother@yahoo.com]  
**Sent:** 2009-11-20 12:15 PM  
**To:** MCP-Proposal Comments,  
**Subject:** tennis facility at the Germantown Soccerplex

I live in Gaithersburg and I support the proposed indoor tennis facility at the soccerplex in Germantown. It would be an asset to the upper county area. My children do not have anywhere nearby to play during the winter.

Diane Canova  
136 Little Quarry Rd  
Gaithersburg, Md 20878

## Marbourg, Kristine

---

**From:** Brooks, Terry  
**Sent:** 2009-11-20 12:41 PM  
**To:** Marbourg, Kristine  
**Subject:** FW: Germantown Tennis

-----Original Message-----

**From:** hoffmanjpremier@gmail.com [mailto:hoffmanjpremier@gmail.com]  
**Sent:** Thursday, November 19, 2009 8:50 AM  
**To:** Brooks, Terry  
**Subject:** Germantown Tennis

Dear Terry,

I just wanted to express my gratitude for letting Jack Schore come to the upper Montgomery County area and set up a INDOOR tennis facility. I have been playing tennis since I was a sophomore in High School in Germantown, I went on to play at Maryland College Park as a walk on. I still continue to play as an adult at least two times a week. Where I go to play is the Cabin John area for outdoor and Indoor in the wintertime, I would play more frequently if there where a tennis community and facility in upper Montgomery County. This is great for the area since tennis seems to be the only mass sport in Montgomery County that does not have to many hurdles to overcome and generates growing appeals to the masses in the area.

How is the center going to be operated? Much like Pauline Betz where she leased the center from the county and ran it for a duration of years before turning it back to the county? The fees are going to be in line with the other Montgomery County indoor facility correct? Who is going to staff the facility County employees or Private Jack Schore employees?

If you are need of any supporters for this facility please keep my email on file.

You are not related to the Brooks from Annapolis are you?

Best Regards,

John D. Hoffman

Sent from my Verizon Wireless BlackBerry

## **MCP-Proposal Comments,**

---

**From:** Karen Kearney [kearneyk@comcast.net]  
**Sent:** 2009-11-21 7:30 PM  
**To:** MCP-Proposal Comments,  
**Subject:** tennis courts in Germantown

Very much needed!!!



## Marbourg, Kristine

---

**From:** Brooks, Terry  
**Sent:** 2009-11-24 11:07 AM  
**To:** Marbourg, Kristine  
**Subject:** FW: new tennis center

**From:** Barbara Garrard [mailto:bwgarrard@hotmail.com]  
**Sent:** Monday, November 23, 2009 6:47 PM  
**To:** Brooks, Terry  
**Subject:** new tennis center

Terry,  
One vote in favor of the new tennis center in South Germantown!  
- Barbara Garrard, Gaithersburg

## **MCP-Proposal Comments,**

---

**From:** Chris Schlunk [cschlunk@runbox.com]  
**Sent:** 2009-11-30 9:37 AM  
**To:** MCP-Proposal Comments,  
**Subject:** Tennis support

I am very much in favor of having a tennis facility. I hope that it can be financed w/o extending the County's debt.

Secondly, I would love to have some form of clay/hard-tru(sp?) surfaces to ease the suffering of older joints.

Chris Schlunk  
301-526-8549  
Sent from my 3G iPhone