



**ESG Associates Inc.
Public Private Partnership
900 Worcester Street
Wellesley, MA 02482**

The following points represent the basic framework of a Public Private Partnership between a City/Town and ESG Associates Inc., the points below are based on ESG's partnership with the Town of Wellesley. The ultimate agreement with any City/Town will be driven by community needs combined with multiple financing avenues available to ESG to facilitate a true Public Private Partnership. The framework below brought the Wellesley community the Boston Sports Institute in 2019; a state of the art 130,000 square foot center with Two NHL Ice Sheets, Two Indoor Pools, a Indoor Turf Field, Indoor Walking Track, Steward Medical Strength & Conditioning and Physical Therapy, Tutoring Center, and Cheesy Street Grill Concessions.

Town of Wellesley Receives

- Privately Financed Sports Center
- Preferred Ice & Pool Time
- Preferred Rates
- Tax Revenue
- Community Resource
- Diverse Economic Impact
- A True "Home" for Athletic Programs
- Athletic Ecosystem to serve community needs

ESG Associates Inc. Receives

- Entitlements For Recreation
- 90 Year Ground Lease
- 10 Year Rent Abatement
- Anchor Tenants for Ice, Pool, and Turf
- Potential TIF in return for community based programing and surface time
- Athletic Ecosystem to serve community needs

The following are the core benefits to both parties when a Public Private Partnership is formed around an Athletic Complex.

- The City/Town shall receive a state-of-the-art sport complex within the City limits at no cost to the taxpayer.
- Sports Center's bolster the local economy and small business, local restaurants, hotels, shops, tourist destinations will all see a boost from travelers visiting the Sports Center.
- Job creation within the Sports Center along with ancillary job and business creation.
- True Home to community athletics; multi sport venues serve the entire community from learn to play and High School athletics to adult and senior recreation.
- Preferred surface time and rates for City/Town programing.
- Regional draw of users, the City/Town the facility sits in will be the anchor user, once their needs are fulfilled the Sports Center can serve the region's athletic needs that are not satisfied elsewhere.
- Community Recreation and School Department input on surfaces combined with industry knowledge and design diversity leads to a long-lasting high usage facilities.
- Long term Property Tax and Ground Lease Revenue.
 - **Full Lease Document**
 - **Lease Exhibits** (Page 1 & 2 below)

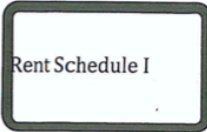


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Following images are an example of a lease payment structure for the 900 Worcester Street site the Town of Wellesley Purchased for \$4,500,000 with the goal of creating a Sports Center, along with the original Schedule of Performance.



Wellesley Sports Center
Wellesley, Massachusetts

Ground Rent

Cost to Town:	\$4,500,000	Total Rent:	\$12,007,683
Starting Rental Value:	\$280,000		
Return:	6.22%		
Annual Increase:	2.00%		
Use Discount	30.00%		

Schedule of Performance

	Market Rent	Use Discount	Adjusted Rent	Project Stabilization	Base Rent
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Year 1	\$280,000	-\$84,000	\$196,000	-\$196,000	\$0
Year 2	\$285,600	-\$85,680	\$199,920	-\$199,920	\$0
Year 3	\$291,312	-\$87,394	\$203,918	-\$203,918	\$0
Year 4	\$297,138	-\$89,141	\$207,997	-\$207,997	\$0
Year 5	\$303,081	-\$90,924	\$212,157	-\$212,157	\$0
Year 6	\$309,143	-\$92,743	\$216,400	-\$216,400	\$0
Year 7	\$315,325	-\$94,598	\$220,728	-\$220,728	\$0
Year 8	\$321,632	-\$96,490	\$225,142	-\$225,142	\$0
Year 9	\$328,065	-\$98,419	\$229,645	-\$229,645	\$0
Year 10	\$334,626	-\$100,388	\$234,238	-\$234,238	\$0
Year 11	\$300,000	-\$90,000	\$210,000	\$0	\$210,000
Year 12	\$300,000	-\$90,000	\$210,000	\$0	\$210,000
Year 13	\$300,000	-\$90,000	\$210,000	\$0	\$210,000
Year 14	\$300,000	-\$90,000	\$210,000	\$0	\$210,000
Year 15	\$300,000	-\$90,000	\$210,000	\$0	\$210,000
Year 16	\$330,000	-\$99,000	\$231,000	\$0	\$231,000
Year 17	\$330,000	-\$99,000	\$231,000	\$0	\$231,000
Year 18	\$330,000	-\$99,000	\$231,000	\$0	\$231,000
Year 19	\$330,000	-\$99,000	\$231,000	\$0	\$231,000
Year 20	\$330,000	-\$99,000	\$231,000	\$0	\$231,000
Year 21	\$363,000	-\$108,900	\$254,100	\$0	\$254,100
Year 22	\$363,000	-\$108,900	\$254,100	\$0	\$254,100
Year 23	\$363,000	-\$108,900	\$254,100	\$0	\$254,100
Year 24	\$363,000	-\$108,900	\$254,100	\$0	\$254,100
Year 25	\$363,000	-\$108,900	\$254,100	\$0	\$254,100
Year 26	\$399,300	-\$119,790	\$279,510	\$0	\$279,510
Year 27	\$399,300	-\$119,790	\$279,510	\$0	\$279,510
Year 28	\$399,300	-\$119,790	\$279,510	\$0	\$279,510
Year 29	\$399,300	-\$119,790	\$279,510	\$0	\$279,510
Year 30	\$399,300	-\$119,790	\$279,510	\$0	\$279,510
Year 31	\$439,230	-\$131,769	\$307,461	\$0	\$307,461
Year 32	\$439,230	-\$131,769	\$307,461	\$0	\$307,461
Year 33	\$439,230	-\$131,769	\$307,461	\$0	\$307,461
Year 34	\$439,230	-\$131,769	\$307,461	\$0	\$307,461
Year 35	\$439,230	-\$131,769	\$307,461	\$0	\$307,461
Year 36	\$483,153	-\$144,946	\$338,207	\$0	\$338,207
Year 37	\$483,153	-\$144,946	\$338,207	\$0	\$338,207
Year 38	\$483,153	-\$144,946	\$338,207	\$0	\$338,207
Year 39	\$483,153	-\$144,946	\$338,207	\$0	\$338,207
Year 40	\$483,153	-\$144,946	\$338,207	\$0	\$338,207
Year 41	\$531,468	-\$159,440	\$372,028	\$0	\$372,028
Year 42	\$531,468	-\$159,440	\$372,028	\$0	\$372,028
Year 43	\$531,468	-\$159,440	\$372,028	\$0	\$372,028
Year 44	\$531,468	-\$159,440	\$372,028	\$0	\$372,028
Year 45	\$531,468	-\$159,440	\$372,028	\$0	\$372,028
Year 46	\$584,615	-\$175,385	\$409,231	\$0	\$409,231
Year 47	\$584,615	-\$175,385	\$409,231	\$0	\$409,231
Year 48	\$584,615	-\$175,385	\$409,231	\$0	\$409,231
Year 49	\$584,615	-\$175,385	\$409,231	\$0	\$409,231
Year 50	\$584,615	-\$175,385	\$409,231	\$0	\$409,231

April 3, 2017	Special Town Meeting
April 13, 2017	Planning Board Submission <i>(Concurrent Conservation Filing TBD)</i>
June 5, 2017	Planning Board Hearing
August 15, 2017	Entitlements
September 1, 2017	Order steel
September 15, 2017	Groundbreaking deadline
October 1, 2017	Erosion control, clear / gruc, stockpile
November 1, 2017	Foundations
December 1, 2017	Steel erection
January 15, 2018	Building enclosure
March 1, 2018	Traffic improvements begin
April 15, 2018	Commence MEP
June 15, 2018	Commence Specialties (pool / rink)
August 15, 2018	Ice make
September 1, 2018	Partial Cert of Occupancy

National Grid Strike in 2018 caused a significant delay in the above timeline.



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