

US Sailing Center – Schoonmaker Center and Herman F. Whiton
Pavilion

OUR MISSION –

- 1) To provide a permanent site and facilities for the training of Olympic sailors and the racing of National and International sailboat classes, and to promote the sport of competitive sailing.
- 2) Access to waterfront with no membership
- 3) Providing community service
- 4) Provide boat storage – without membership requirements. Only source of income.
- 5) No snack bar
- 6) One full time employee

Capital Improvements

2003 – Building \$1,300,000

Since built - over half a million dollars into Capital Improvements of the property.

Breezeway project completed in 2014 that was \$230,000.

dredging and dock project in 2011 that was over \$140,000.

Hurricane Irma repairs have totaled over \$160,000.

Rent over term

Original Lease term – Sept. 1, 1997 (15 year with one 5 year) to present– expired September, 2017

Operating in Kennedy Park since 1986.

Rent payments –

Currently \$1022/month plus \$14k percentage rent (2017) = \$27,000/year in payments.

Community service

For last 12 years, we have been putting 12 - ½ day programs from City of Miami Parks on water

Lease stipulates six days/year)= about 100 kids a year on the water

First exposure to Biscayne Bay, not to mention sailing

So for twenty years = 2000 kids sails = 2000 x \$75 (cost per child per activity) = \$150,000

400 hrs per year x 20 years = 8000 community service hrs. for past 20 years.

City of Miami presence

Use of Center for City's Summer Sailing Program

Currently, office space used by Parks employees at no charge

Customers

Open to the public on a daily basis.

Our customer list currently is comprised of:

32 live in the City of Miami

30 live in other parts of Miami Dade County

8 others live in New York, New England, Canada, and US Virgin Islands.

Partners

US Olympic Committee – part of the lease agreement – allows us to fly the Olympic rings and flag and to operate as a US Olympic Training Site.

US Sailing – National Governing Brd. US Olympic Sailing Team trains in Winter.

Team Paradise – local Olympian runs Paralympic and Veterans programs and is based from the Center

University of Miami – sailing club competes on the National level – club team not a varsity sport – team must raise their own money to compete by teaching learn to sail classes.

Regattas hosted/Events

During the lease term how many out of town visitors?

Orange bowl – (750 families x 4 days x 20 years = 60,000 hotel nights x \$150 = \$9,000,000.

Sailing World Cup – 800 sailors, plus coaches – almost all January (20 years)

Etchells (3 per year) – 100 sailors = 6 boats (at ussc) x 4 sailors x 4 regattas

Stars – 200 sailors = 20 boats x 2 people x 4 regattas

Olympic Development Program Training camp – 100 sailors

Worlds: Star Worlds 2 times

New Lease:

15 years with 2 five options

2018 - \$27,000 per year plus 12% beyond \$225,000.00 gross revenue

COMMUNITY SERVICES

- (a) Provide sailing scholarships to five (5) children annually with a priority to inner city children;
- (b) Boast storage year-round on the Property for the City's vessels utilized in its sailing programs;
- (c) At least six (6) days per Lease Year .. recreational and educational activities with priority to inner city children of the City of Miami plus transportation.