

Camp Florida



Proposal

Sensitive Information: Not for public disclosure / release.

Summary:

Camp Florida intends to create a premier outdoor recreation, education, and sports facility for use year round by Alachua County residents, and to host visitors from around the world at a variety of camps and events.

The Camp Florida property is conveniently situated 8 miles south of the University of Florida, with easy access to I-75 and Gainesville Regional Airport. Camp Florida's founders already host camps and events in Alachua County that draw visitors and attendees from the local area, the US and internationally. The enhanced facilities at Camp Florida will allow these programs to expand and provide access to more attendees. The Camp Florida initiative will provide access to services for Alachua County Residents. This project will increase tourism and have a measurable economic impact on Alachua County.

Gator Water Polo currently hosts competitions and camps that serve over 500 athletes and their families per year, with about 100 athletes from Alachua County. Gator Swim Club serves well over 5,000 athletes per year and approximately 300 Alachua County Residents with day to day programming.

Background:

In 2017 The Alachua County Commission purchased the former YMCA Property known as Camp McConnell.

210 SE 134 Ave, Micanopy, FL 32667

The County Commission did not have a plan as to what to do with Camp McConnell when they purchased the property for \$1,002,500 in 2017. The land was purchased with funds from the half penny Wild Spaces & Public

Places sales tax. Protecting the natural beauty of the property was the primary objective of The County Commission. The property is approximately 211 acres located just south of Gainesville near to the University of Florida's Lake Wauburg. On the property there are presently beds for approximately 150 athletes, plus staff.

The County Commission has now decided to put that piece of property up for purchase. The purchase must be completed by a Non-Profit Organization and must serve with a good civic mission as for the use of the property as well as its conservation.

At present the property has been sitting vacant for a number of years and has fallen into disarray.

My name is David Huelsman. I am the President and Head Coach for Gator Water Polo, Inc. We are a well established Gainesville based 501(c)(3) Non Profit Organization serving North Central Florida with a focus in Alachua County. We work very closely with Gator Swim Club and its Head Coach, Robert Pinter. Our organizations serve the youth of Alachua County.

Robert Pinter is uniquely qualified to be a part of this project. He is a well-known swimming coach in the US and a former 1992 Olympian and Olympic finalist in Barcelona. Robert has been coaching from the Club to Professional levels for 20 years. He has most recently co-coached national Champion Ryan Lochte and six time World Champion Caeleb Dressel who, at the 2019 World Championships, won 6 gold medals, a silver and a bronze, the most in history. Caeleb also broke a World Record set by Michael Phelps in 2009 in the 100 butterfly at these championships.

I am also very well known in the swimming and water polo communities. I am the Co-Founder, President and Head Coach for Gator Water Polo, the only youth water polo program located in Gainesville. The program has grown from zero to serving over 100 youth athletes in Alachua County. I

also have coached at every level, and am currently the Head Coach of the UF Men's Water Polo Team.

I am responsible for bringing the Florida International Water Polo Camp to Gainesville. The camp is top tier and brings in some of the best coaches in the world to work with our athletes, as well as athletes from around the world. We run this camp with The Barcelona International Water Polo Academy and The University of Florida. This camp is the largest of its kind on the east coast.

To date we have raised 2.17m for this project from private donations. We are offering Alachua County \$1,000,000 for The Camp McConnell property. We plan to offer the county \$100,000 per year over a 10 year period of time. Camp Florida would ask to begin payments in the 2022 year, after camp is operational and open to the public. Camp Florida would like to use liquid capital for site improvements.

In addition to the purchase of the land from Alachua County there are a number of projects that would need to be completed before we could successfully run camps and daily sports activities at the facility.

The current pool on the property is in complete disrepair, and not fiscally responsible to repair. We will excavate the current pool, and Myrtha will install two new pools on the same site: a 50m Olympic size and a 30m Warm-up pool. Myrtha is an industry leading, sustainable pool manufacturer. The aquatics building will include, locker rooms, weight room, an athletic training room, multipurpose room, conference room, laundry, deck storage, and some office space. We plan to create a state of the art facility that is the first of its kind in Alachua, and will rival facilities offered by the University of Florida. Most aquatic facilities of this nature are municipality and tax dollar supported, and almost all run extremely in the negative. The Camp Florida Plan incorporates ecologically, and sustainable correct decisions. This includes Solar Power, GeoThermal heating and

cooling, and chlorine generation on campus to avoid transportation and storage of chemicals. This will allow the facility to run with very little ecological impact and a positive revenue stream for the next 100 years.

Non-Revenue Programming:

We will offer facilities and programming to SBAC (School Board of Alachua County) and other schools in Alachua County such as Boulware Springs Charter School to bring enrichment activities to underserved youth of Alachua County. SBAC currently runs Camp Crystal. This property is 100% maxed out and cannot serve all 30,000 students in Alachua County. Camp Florida will be an additional resource to make sure that kids from Alachua County get the opportunity to experience the great outdoors. Camp Florida will host a variety of activities ranging from day trips to multiple day events, such as: science camps, science walks, enrichment for art and PE classes, swim lessons, archery, ropes courses, a rock wall, teacher in-services, team building, retreats, and many more opportunities for the youth and residents of Alachua County to enjoy the beauty of this property.

Public Lap Swim will be offered (in county resident \$3)(out of county \$4). There will also be a yearly subscription for lap swimmers.

Tennis and basketball courts will have scheduled availability to the public.

Swim lessons will be available on a financial sliding scale for the youth of Alachua County at an at-cost price. Traditionally, both of our organization's high school and college athletes give back to the sports that have given them so much by imparting hours of lessons to the community. Having these student instructors helps us keep costs down for underserved youth programs and helps with social altruism. The youth that receive these lessons love getting attention from an older peer and have an amazing role model to look up to. Eligibility will be determined by an application process and decided on by the Camp Florida Board (or designees).

Between 30 to 75 spaces for each session of camp will be reserved for the underprivileged youth of Alachua County. Eligibility will be determined by an application process and decided on by the Camp Florida Board (or designees).

Camp Florida will offer tennis lessons on a financial sliding scale for youth of Alachua County at an at - cost price. Eligibility will be determined by an application process and decided on by the Camp Florida Board (or designees).

Besides the above mentioned programs that we can offer in the short term, the versatility of the property allows us to consider future projects such as working with horse therapy and rescue organizations, wildlife rescue and even a beekeeping project. As we grow, we plan to provide a positive ecological impact to the property.

Revenue Programming:

In order to offer our non-revenue programs at reduced rates to Alachua County children, the following programming will provide the revenues to offset the expenses for the underprivileged youth of Alachua County. We currently organize camps year round, and plan to move and expand our operations to the Camp Florida property. We will be hosting: ten weeks in summer, two weeks in the fall, four weeks in the winter, and four weeks in the spring. We plan to house about 2,000 residential campers per year, as well as host another 4,000/5,000 day visitors annually. Depending on the type of camp, the split between Alachua County Residents and tourist campers will be mixed. Some camps will lean towards 100% Alachua County, and some a variety down to 50%. When drawing athletes from the U.S. or globally, there will be an increase in tourism to Alachua County. This will drive up bed night taxes. For example we have athletes in our camps staying in the Gainesville area a few extra days. They and their

families stayed in hotels and visited Paynes Prairie, the local springs, and some of the other local attractions before heading home.

Revenue programming will include swim lessons, water polo instruction, swim meets, and water polo tournaments as well as camps for each sport. Also, through local partnerships, we will be able to host 5k's, triathlons, and soccer camps.

Camp Florida will also be open to outside groups. There will be space for Church Groups, Boy / Girl Scouts, Clubs, and Businesses. The services that will be offered are: mini-retreats, archery, ropes courses, a rock wall, team building, retreats, and a variety of other event types. Camp Florida can either offer day or residential trips for these groups, as well as dining services to meet their needs.

Opening Plan:

Camp Florida will begin renovations on the campus immediately upon signatures.

Upon signing Camp Florida plans to begin a capital campaign to raise donations to complete our short term and long term capital improvements. While we raise the residual capital for the improvements needed on campus, we will prioritize renovations with the 2.1m, in order to do a soft opening without the aquatics complex in place. Initial focus will be placed on the lodge building and commercial kitchen, existing dormitory buildings, and campus infrastructure (electrical, wells, septic, etc.)

Desired full campus opening Summer of 2021.

Conservation / Ecological Impact:

Camp Florida plans to fully embrace the conservation efforts currently on the property and conservation easements that the county is proposing for the property. We need the property to stay in a state of natural beauty to support our mission for this camp. Camp Florida will be responsible for the management of the property and maintaining, the easements, etc.

Camp Florida also plans to put solar panels over the existing parking lot to provide shade and lighting for vehicles as well as offset 100% of the electrical power generation needs of Camp Florida. We have partnered with an Alachua County based solar company to do the designs and install. The company is Power Production Management, run by Jason Gonos.

Capital Expenses:

| | |
|--|----------------|
| CapEx | |
| | |
| Myrtha 50m Pool | \$1,300,000.00 |
| GeoTheomeral | \$360,000.00 |
| Myrtha Warmup Pool 30M x 25Y | \$700,000.00 |
| Pool Deck Concrete, Fencing, and Lights | \$150,000.00 |
| Pool Deck Equipment | \$75,000.00 |
| Excavation Old Pool, Locker Room and Dorm Building | \$30,000.00 |
| Aquatics Building | \$1,800,000.00 |
| Lodge Building Rehab (including kitchen) | \$400,000.00 |
| General Camp Rehab | \$50,000.00 |
| Camp Infrastructure (electrical, plumbing, technology) | \$75,000.00 |
| Camp Supplies | \$50,000.00 |
| Total CapEx | \$4,990,000.00 |
| | |
| Deferred Capex | |
| | |
| Tennis Courts | \$390,000.00 |
| Soccer Fields | \$10,000.00 |
| Video Board | \$100,000.00 |
| Paving | \$65,000.00 |
| Parking Lot Cover / with Solar Panels | \$750,000.00 |
| New Dorm Building (200 Bed) | \$3,000,000.00 |
| | |
| Total Deferred CapEx | \$4,315,000.00 |

Yearly Operational Expenses:

| | |
|---|----------------|
| OpEx Yearly | |
| | |
| Fixed OpEx Yearly | |
| Administration Personnel (1 Bookkeeper / 1 Manager) | \$150,000.00 |
| Marketing | \$25,000.00 |
| Pool, Chemicals, Maintenance, Electricity, Water | \$300,000.00 |
| Pool Maintenance Technician (Also Camp Maintenance Repair) | \$55,000.00 |
| Housekeeping 2x (part time) | \$50,000.00 |
| Groundskeeper | \$50,000.00 |
| General Maintenance, Equipment, Supplies, Labor | \$50,000.00 |
| Commercial Umbrella & Liability Insurance | \$30,000.00 |
| Electrical | \$12,000.00 |
| Gas | \$10,000.00 |
| Office Supplies | \$10,000.00 |
| Telecommunications (Internet / Phone) | \$7,500.00 |
| Website | \$1,200.00 |
| Alachua County Payment | \$100,000.00 |
| | |
| | Sub Total |
| | \$850,700.00 |
| | |
| Variable OpEx Yearly | |
| | |
| Summer Weeks Food (\$25 per person 3 meals) Person Total 135 | \$33,750.00 |
| Fall Weeks Food (\$25 per person 3 meals) Person Total 85 | \$4,250.00 |
| Winter Weeks Food (\$25 per person 3 meals) Person Total 85 | \$2,121.00 |
| Spring Weeks Food (\$25 per person 3 meals) Person Total 85 | \$2,121.00 |
| Instructors Summer Weeks (15 Athletes pr Instructor 1k pr instructor pr week) | \$80,000.00 |
| Instructors Fall Weeks | \$10,000.00 |
| Instructors Winter Weeks | \$20,000.00 |
| Instructors Spring Weeks | \$20,000.00 |
| | |
| | Sub Total |
| | \$172,242.00 |
| Total OpEx | \$1,022,942.00 |

Camp Revenues:

| Camp Revenues | Number of Athletes (Max 150) | Average Cost per Residential Camper (500 pr week) |
|------------------------------|------------------------------|---|
| Summer Week 1 | 120 | \$60,000.00 |
| Summer Week 2 | 120 | \$60,000.00 |
| Summer Week 3 | 120 | \$60,000.00 |
| Summer Week 4 | 120 | \$60,000.00 |
| Summer Week 5 | 120 | \$60,000.00 |
| Summer Week 6 | 120 | \$60,000.00 |
| Summer Week 7 | 120 | \$60,000.00 |
| Summer Week 8 | 120 | \$60,000.00 |
| Summer Week 9 | 120 | \$60,000.00 |
| Summer Week 10 | 120 | \$60,000.00 |
| Fall Week 1 | 75 | \$37,500.00 |
| Fall Week 1 | 75 | \$37,500.00 |
| Winter Week 1 | 75 | \$37,500.00 |
| Winter Week 2 | 75 | \$37,500.00 |
| Winter Week 3 | 75 | \$37,500.00 |
| Winter Week 4 | 75 | \$37,500.00 |
| Spring Week 1 | 75 | \$37,500.00 |
| Spring Week 2 | 75 | \$37,500.00 |
| Spring Week 3 | 75 | \$37,500.00 |
| Spring Week 4 | 75 | \$37,500.00 |
| | | |
| 10 Large Scale Meets (3 Day) | \$4000 per day | \$120,000.00 |
| Day to Day Lane Space | | \$375,804.00 |
| Lap Swimmers | 3000 Yearly @ \$3/4 Each | \$10,500.00 |
| | | |
| Totals | 1950 | \$1,481,304.00 |

| | |
|------------|--------------|
| Yearly P/L | \$458,362.00 |
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Administrative Structure:

The land will be purchased by Gator Water Polo, Inc. with a new DBA to be created as “Camp Florida” to operate under that EIN.

All funds and accounting will be done in a separate bank account with the specific purpose of managing the camp presence. No funds will mix with the primary GWP, accounts.

A new Board of Directors will be appointed to oversee the camp properties, and administration.

Currently:

David W. Huelsman
President & Head Coach Gator Water Polo
2247 NW 15th Ave, Gainesville Florida 32605

Robert Pinter
Owner & Head Coach Gator Swim Club
P.O. Box 13313, Gainesville Florida 32604

Gator Water Polo, Inc. EIN 47-1992323
Non Profit Organization 501(c)(3)
PO Box 13313
Gainesville, FL 32604

- Summary of Litigation - None
- Camp Florida complies with Alachua Counties Anti-discrimination Policies

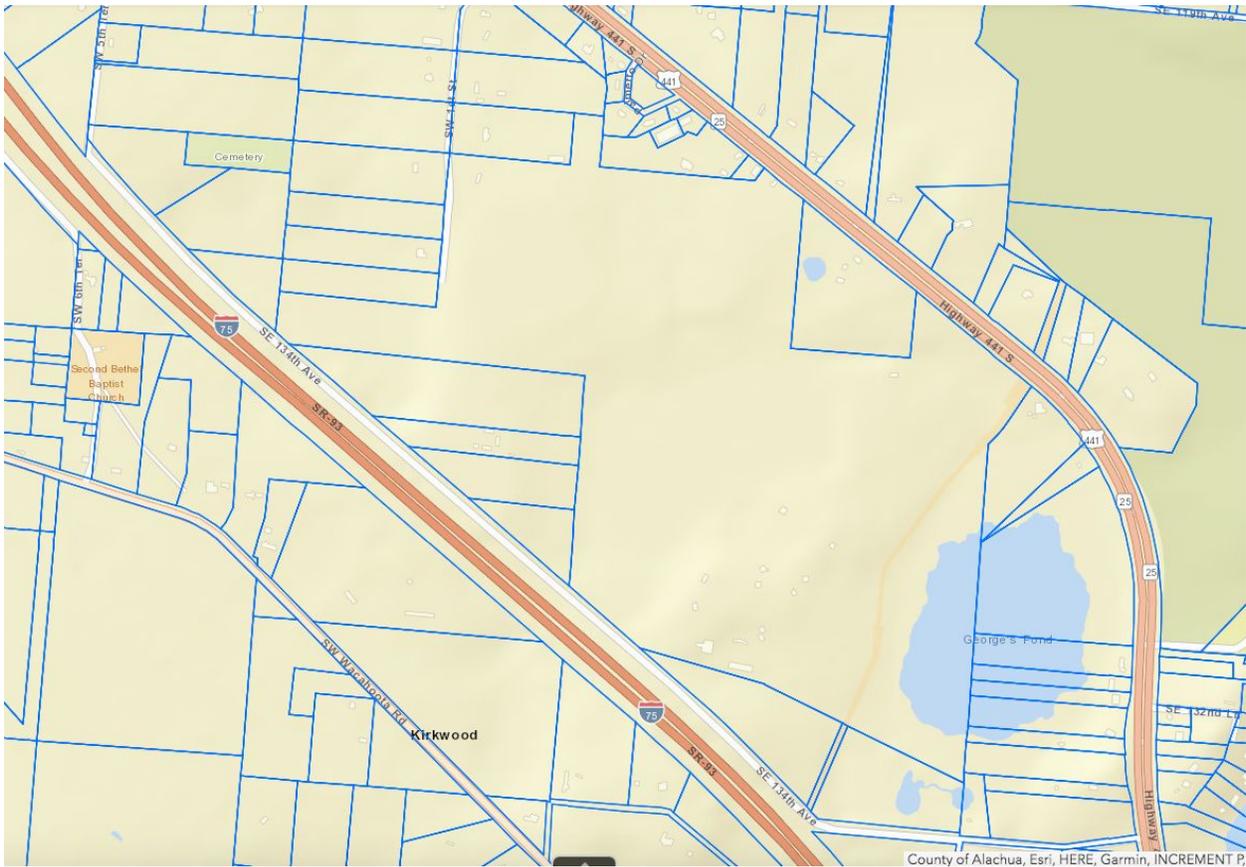
Parcel: 16392-000-000

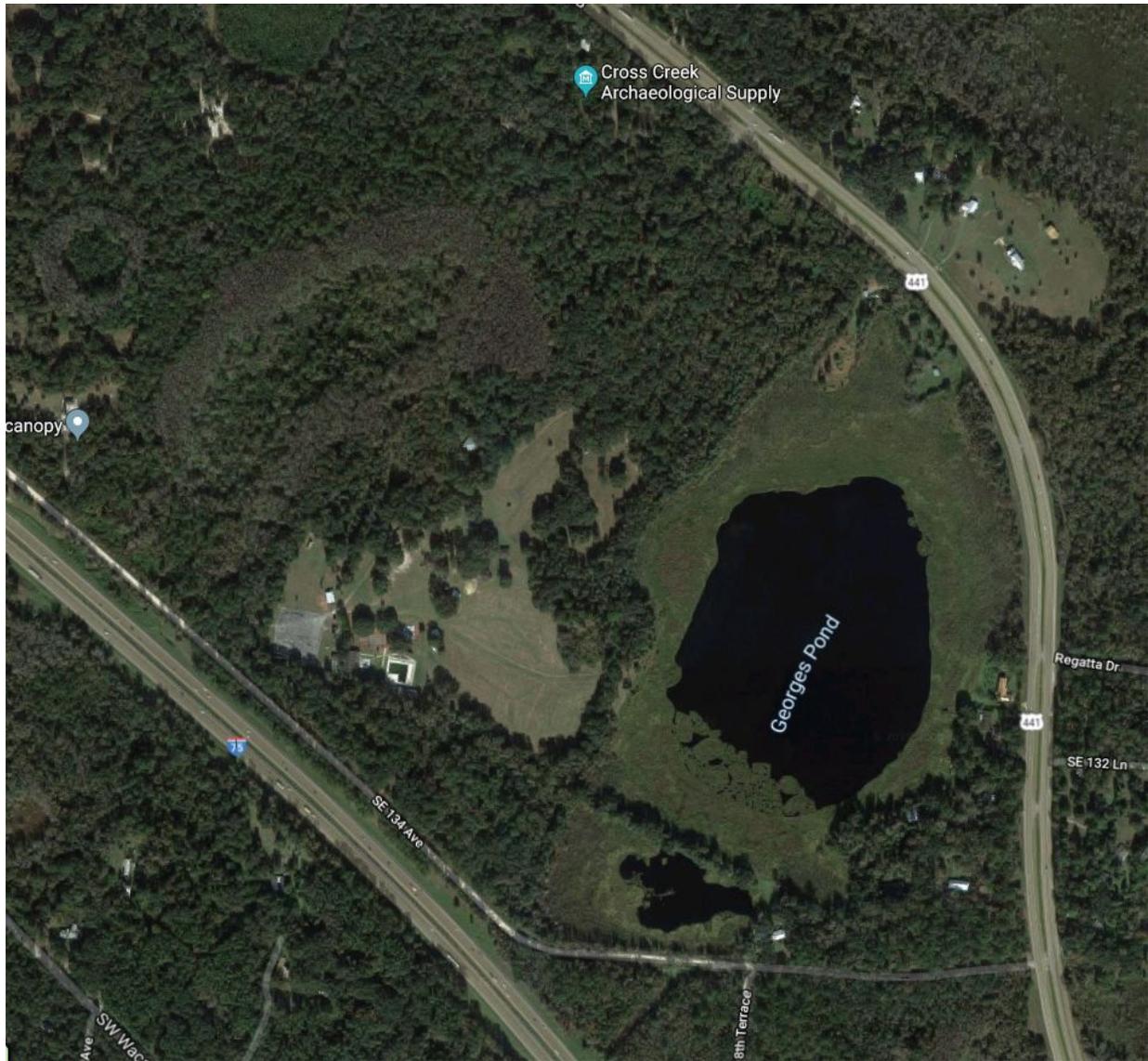
[GIS Map](#)

| | | |
|---------------------------|---|---|
| Taxpayer: | ALACHUA COUNTY | Legal: LEITNER S/D DB J-645 LOTS 21 & 40 SW OF HWY 441 LESS TRIANGLE IN NE COR PER OR 77/223 LESS PARCELS 1-7 INCL 13-14-15 UNREC'D SURVEY ALSO TRIANGLE IN SE COR LOT 22 ALL LOT 39 PT LOT 38 SW OF HWY LESS TRACT IN OR 899/657 PT LOT 37 SW OF HWY & W OF OLD RAILROAD ALL LOTS 42 AND 43 PT LOTS 58 AND 59 N OF OLD SPUR NE OF I-75 PER OR 485/398 LESS COM NE COR LOT 21 LEITNER TRACT S 523.35 FT N 52 DEG W 70.60 FT POB CONT N 52 DEG W 820.38 FT S 37 DEG W 200 FT S 52 DEG E 1015.16 FT N 6 DEG W 279.18 FT POB PER 1917/1780) ALSO THAT PART OF RR PER OR 4533/424) OR 4533/0591 |
| Mailing: | 12 SE 1ST ST GAINESVILLE, FL 32601 | |
| 9-1-1 Address: | 12510 S US HWY 441 UNINCORPORATED 12516 S US HWY 441 UNINCORPORATED 12522 S US HWY 441 UNINCORPORATED 210 SE 134TH AVE UNINCORPORATED 214 SE 134TH AVE UNINCORPORATED | |
| Sec-Twn-Rng: | 00-11-20 | |
| Property Use: | 07700 - CLB/LDG/UN HALL | |
| Tax Jurisdiction: | ST. JOHN'S 0200 | |
| Neighborhood/Area: | EXEMPT | |
| Subdivision: | LEITNER TRACT E. LEVY GRANT | |

History

| Year | Property Use | Land Value | Classified Land Value | Improvement Value | Total Just Value | Deferred Value | County Assessed | School Assessed | County Exempt | School Exempt | County Taxable | School Taxable |
|------|-----------------|------------|-----------------------|-------------------|------------------|----------------|-----------------|-----------------|---------------|---------------|----------------|----------------|
| 2018 | CLB/LDG/UN HALL | 449400 | 0 | 980100 | 1429500 | 0 | 1429500 | 1429500 | 1429500 | 1429500 | 0 | 0 |
| 2017 | Cib/Ldg/Un Hall | 434100 | 0 | 998900 | 1433000 | 0 | 1433000 | 1433000 | 1433000 | 1433000 | 0 | 0 |
| 2016 | Cib/Ldg/Un Hall | 434100 | 0 | 994400 | 1428500 | 0 | 1428500 | 1428500 | 1428500 | 1428500 | 0 | 0 |
| 2015 | Cib/Ldg/Un Hall | 434100 | 0 | 1029600 | 1463700 | 0 | 1463700 | 1463700 | 1463700 | 1463700 | 0 | 0 |
| 2014 | Cib/Ldg/Un Hall | 434100 | 0 | 1037300 | 1471400 | 0 | 1471400 | 1471400 | 1471400 | 1471400 | 0 | 0 |









Measure distance ×
Click on the map to add to your path
Total distance: 105.05 ft (32.02 m)



