



**CITY OF MARTINEZ**

**CITY COUNCIL AGENDA  
April 20, 2011**

**TO:** Mayor and City Council  
**FROM:** Mitch Austin, Recreation Manager  
**SUBJECT:** Negotiate Lease Agreement with California Sport Court  
**DATE:** April 14, 2011

**RECOMMENDATION:**

Resolution authorizing the City Manager to negotiate and develop a 15 year lease agreement with California Sport Court for use of the 30,000 sq. ft. facility at the Zocchi building (370 Ferry Street) from unallocated reserves in an amount not to exceed \$10,000.

**BACKGROUND:**

At the April 6<sup>th</sup> City Council meeting the Council directed staff to explore the feasibility of use of the 30,000 sq. ft. Zocchi facility with California Sport Court. The City Council at previous meeting discussions in February had expressed interest in utilizing both Zocchi buildings to accommodate sports activities.

There were two key outstanding issues at the time. The first issue involved the final disposition of the Proposition 84 NEF grant to develop the facility for the California Center for Delta Research and Education (CCDRE). The second issue was determining if the letter of intent established with the (CCDRE) restricted the City's ability to consider another lessee. Both these issues have been vetted; therefore, staff is recommending the City proceed with negotiating a lease agreement with California Sport Court to utilize the smaller Zocchi tilt up building for basketball and volleyball activities.

The City did not receive the Proposition 84 NEF grant funding to develop the building to accommodate the CCDRE. The grant effort was very competitive with 300 applications received by the State and only 43 were funded. The letter of intent with CCDRE expired in December of 2010 and is no longer binding. Furthermore, Rachael Ford, founder of CCDRE, recognizes the City's desire to utilize the building for sports purposes and supports the City in its efforts to do so. Ms. Ford is regrouping to decide what the next steps will be in developing a facility, and she will be in communication with the City regarding her plans.

California Sport Court has identified a budget of \$500,000 to provide the seismic retrofit and make improvements to accommodate the sports uses listed below.

The California Sport Court proposal shown in **Exhibit A** includes the construction of:

- a. 5 Basketball courts
- b. 6 Volleyball courts
- c. Restroom facilities
- d. Small café kitchen
- e. Café Seating area
- f. Office space for support staff

The California Sport Court vendor understands that all costs for development of these spaces will be borne by the vendor; the City of Martinez will not provide any financial support in the development of these spaces. The City of Martinez will participate in the development of the lease only for these sites (maximum of \$10,000 total). If both vendors are selected they will have to bear their proportional share of the lease agreement.

Staff has included the California Sport Court in discussions on next steps for use of the entire Zocchi facility, and will concurrently include them in discussions for development of the lease agreement and completion of the CEQA/parking Study.

**FISCAL IMPACT:**

City staff time to coordinate project planning and review process with the vendor.

The City's share of the lease agreement is projected to range between \$5,000 and \$10,000. The selected vendor has agreed to pay for half of the legal cost. No other funding for these projects will be provided by the City of Martinez.

**ACTION:**

Authorize the City Manager to approve a resolution to negotiate and develop a lease agreement with California Sport Court for use of the 30,000 sq. ft. facility at the Zocchi building in an amount not to exceed \$10,000, as part of the City sharing half of the legal cost.

Attachments:

Resolution to Create Lease Agreement for Use of Zocchi Building  
Exhibit A- California Sport Court Proposal



**APPROVED BY:** City Manager

RESOLUTION NO. -11

**AUTHORIZE THE CITY MANAGER TO NEGOTIATE AND DEVELOP A 15 YEAR LEASE AGREEMENT WITH THE CALIFORNIA SPORT COURT FOR USE OF THE 30,000 SQUARE FOOT FACILITY AT THE ZOCCHI BUILDING LOCATED AT 370 FERRY STREET IN AN AMOUNT NOT TO EXCEED \$10,000 FROM UNALLOCATED RESERVES**

**WHEREAS**, at the Council directed staff to create and circulate a Request for Proposals(RFP) for use of the 30,000 square foot Zocchi Building located at 370 Ferry Street; and

**WHEREAS**, thirteen (13) RFP's were circulated and three proposals received; and

**WHEREAS**, the three proposals were reviewed by staff, City Council, and Parks Recreation Marina Cultural Commission members; and

**WHEREAS**, the California Sport Court has demonstrated the commitment and resources to build a viable and safe sports facility at the 370 Ferry Street site as shown in Exhibit A; and

**WHEREAS**, there will be both a recreational and economic benefit to the community for said use of the facility; and

**WHEREAS**, a Lease agreement is required to identify terms for use of the building and ensure compliance of those terms; and

**WHEREAS**, the vendor agrees to pay for half of the lease agreement development costs (50%) and all other costs associated with development of the facility; and

**WHEREAS**, sufficient funding exists in the City's unallocated reserve contingency account to fund the City's portion (50%) of cost.

**NOW, THEREFORE, BE IT RESOLVED** that the City Council authorizes the City Manager to negotiate and develop a 15 year lease agreement with California Sport Court.

**BE IT FURTHER RESOLVED** that the City Council authorizes a transfer from the unallocated reserves contingency account to pay for lease preparation expenses not to exceed \$10,000.

\* \* \* \* \*

**I HEREBY CERTIFY** that the foregoing is a true and correct copy of a resolution duly adopted by the City Council of the City of Martinez at a Regular Meeting of said Council held on the 20<sup>th</sup> day of April, 2011, by the following vote:

AYES:

NOES:

ABSENT:

RICHARD G. HERNANDEZ, CITY CLERK  
CITY OF MARTINEZ

California Sport Court  
**California Sports Center, LLC**  
 “Building a better sports facility for your community”



A partnership between the City of Martinez and the California Sports Center

Revised Proposal, March 29, 2011



 <b>ARCHITECTURAL                  CONCEPTS</b>	<ul style="list-style-type: none"> <li>• ARCHITECTURE</li> <li>• PLANNING</li> <li>• INTERIORS</li> </ul> JOHN W. COWEE, JR. ARCHITECT C-9199 509 RAMONA AVE. ALBANY, CA 94706 T 510-525-9630 F 510-525-9630	<p><b>CALIFORNIA SPORTS CENTER, LLC</b></p> <p>FERRY STREET, MARTINEZ, CA                  DAN MIDDLETON, PROGRAM DIRECTOR</p>	<p><b>CONCEPTUAL                  SITE PLAN -                  OPTION 11b</b></p>	<p>DATE                  3/15/2011                  SCALE                  NO SCALE</p>	<p>SHEET NO.  <b>AA-11b</b></p>
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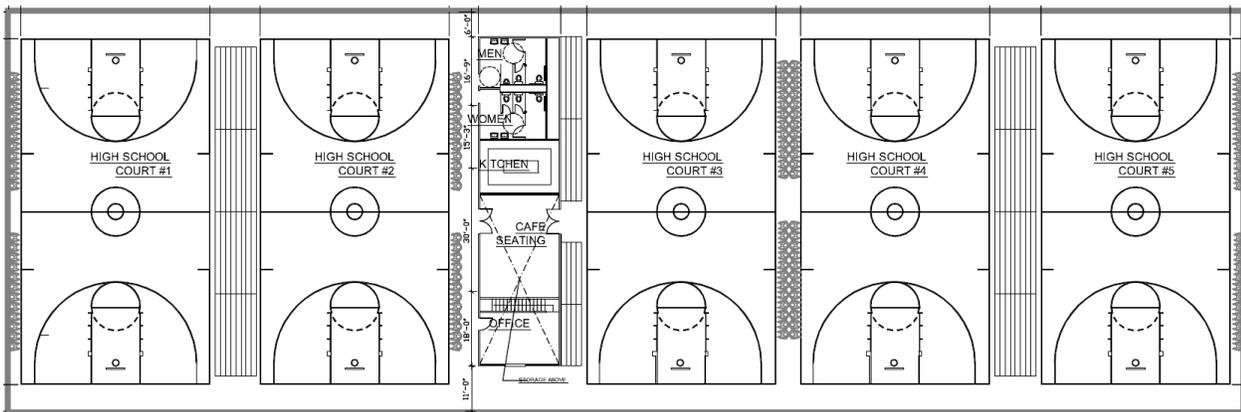
# California Sports Center

The California Sports Center is an organization dedicated to providing the facilities and sports programs for youth, adults and special needs youths in the local community while attracting the regional basketball and volleyball programs that will call it their home. We are proposing to use the 300 x 97 foot building on Ferry Street as our home for both basketball and volleyball use.

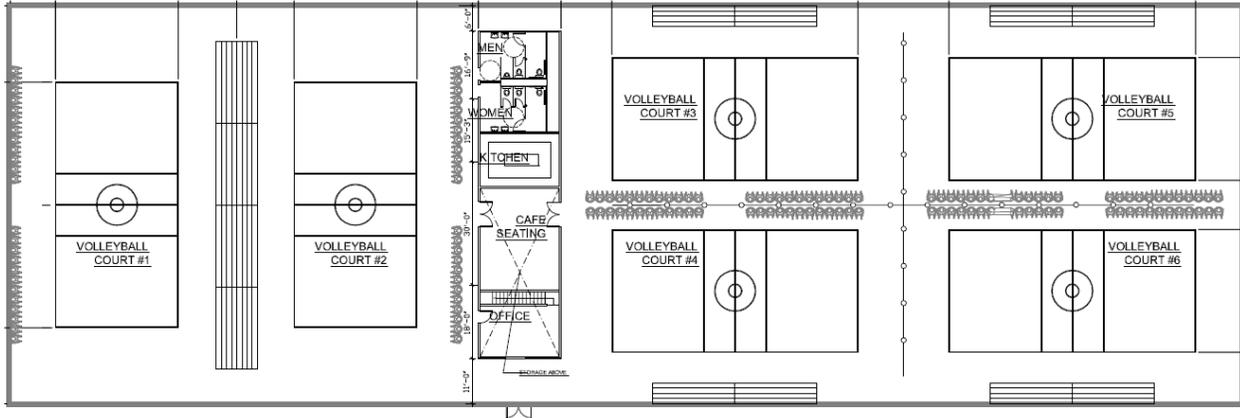
The configuration allows us to set up for 5 basketball or 6 volleyball courts or any combination for practices and tournaments. There are differences between our first proposal for the trapazoidal building and this new proposal that will be outlined here. The two major differences are: 1- This facility is much smaller and is just wide enough to have high school regulation basketball courts. 2- The Sports Club for fitness, cardio, weights, yoga and other wellness programs that were proposed for the trapezoidal building will not be possible in this new proposal. The philosophy and mission however remains the same: to Provide a well designed and managed sports center for youth, adults and special needs in the local and regional community.

- 5 High School size padded basketball courts with stands on one side.
- 6 Volleyball courts
- Men's and women's restrooms
- Small café kitchen
- Café Seating area
- Office space for support staff

## Preliminary site plan for basketball



## ***Preliminary site plan for volleyball***



### ***All proposed uses:***

#### **Basketball Programs:**

The basketball programs will be managed by Kelly Sopak, Director of Basketball Operations. Kelly has gained a great amount of experience as the Head Girls Coach at Northgate High School and recently at Miramonte. He is also the Director of the Cal Stars AAU program and the CYO Director of Santa Maria. He has a number of years running tournaments and attracting high level talented basketball players and teams to the area. The Cal Stars program over the last 3 years has helped over 40 players get scholarships to Division 1,2,33 and NAIA schools. In 2011, The Cal Stars program will 16 youth teams, an increase of 3 teams from last year. We will run programs for all ages from 2<sup>nd</sup> grade to adult. Competition will start at the lowest level recreational levels to the top competitive high school teams in the western part of the US..

#### **Volleyball:**

Similar to Basketball, We will run programs for all ages from 2<sup>nd</sup> grade to adult. Steve Suttich, will manage our Volleyball programs. Steve has been managing basketball and volleyball facilities for 19 years. He recently has completed his 5<sup>th</sup> successful year as the general manager of the Courts at Beaverton, Oregon. Steve will be instrumental in attracting the local volleyball clubs and tournaments needed to keep the sports center busy every day of the week. Competition will start at the lowest level recreational levels to the top competitive Power Leagues according to the USA Volleyball association.

#### **Special Needs Program:**

Our Sports Center will be designed with the players who have special needs to have access to our facility and the opportunity to belong to teams and camps. Dan Middleton will manage this part of the business as he has been involved with special need coaching since the age of 17 when he coached 3 sports for the Special Olympics. The facility will have handicapped entrances on the front of the building. The basketball hoops will be adjustable to 7 ft to allow for young kids with special needs to play the game.

Adult leagues and special events:

In addition to the many youth programs, we will run adult basketball and volleyball leagues during the off season of the youth sports. This is our way to keep the facility booked and in use. In addition, we can do special party and dance events for teens and youths

***Tenant attraction approach, including preliminary commitments:***

We have a wide range of tenants that will use the facility year round and on every weekend. Basketball and Volleyball will be the marquee events in the facility. Our research has identified both Basketball and Volleyball is the #1 and 3 in popularity in youth and high school sports. We will have local, and regional clubs using the facility. We already have arrangements with a few clubs to call it their home for practices, games and tournaments. They are: Cal Stars AAU Basketball and Northern California Volleyball. In addition, the East and West Diablo CYO organizations will find our facility very convenient and affordable to what they have today with local high schools and other gyms like Tice Valley. We anticipate because of our relationship with the directors of both CYO programs, that they would choose to use our facility over others from the past.

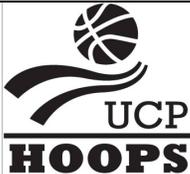
The Cal Stars AAU Basketball program is the largest girls’ basketball program in Northern California. They are a club sponsored under the AAU (American Athletic Union). The AAU has stated that girls and boys basketball are their two top sports that they support. Northern California Volleyball Association is the 4<sup>th</sup> largest association under USA Volleyball. NOVA has close to 1,000 clubs and over 13,000 playing members in northern California.

Imagine this scenario on a weekend when we host a Cal Stars Basketball Tournament. All 5 courts will be used from 8 am until 9:30 pm both Saturday and Sunday. Twenty two (22) teams from 2<sup>nd</sup> grade through high school will be invited usually playing 2 games a day. 22 teams represent 242 players and approximately 3 additional family members per player for a total of 1,000 people visiting the sports center on that day. All these people need something to eat and drink during the day since they have to stay around the sports center for 2 games. Half these players and visitors will be eating and drinking something during the day at our café or in town on main street.

<b>Club or Business</b>	<b>Probability of getting business</b>
AAU Club Basketball practices	100%
AAU Club Basketball Tournaments	100%
CYO Basketball Practices	100%
CYO Basketball Tournaments	100%
Special High School basketball Tournaments (West Coast Jamboree)	100%
Coaching Clinics and Training	100%
NCAA College Viewing Basketball	100%
Adult Volleyball Leagues	100%
Adult Basketball Leagues	100%
Individual Basketball and Volleyball conditioning and training	100%
Volleyball Tournaments	100%
Volleyball Practices	100%

CYO basketball Camps	100%
AAU Basketball Camps	100%
Volleyball Camps	100%
Special Needs Camps	100%

**Organizations and Non-profits who will use the facility.**

Cal Stars AAU Basketball		<a href="http://www.calstars.org">www.calstars.org</a>
Alhambra Ladies Basketball		<a href="http://www.alhambraladiesbasketball.org">www.alhambraladiesbasketball.org</a>
Northern California Volleyball Association		<a href="http://www.ncva.com">www.ncva.com</a>
United Cerebral Palsy, Special Needs Basketball		
Pacific AAU Basketball		<a href="http://www.aaupacific.com">www.aaupacific.com</a>
AAU Girls Basketball		<a href="http://www.aaugirlsbasketball.org/">http://www.aaugirlsbasketball.org/</a>
AAU Boys Basketball		<a href="http://www.aauboysbasketball.org/">http://www.aauboysbasketball.org/</a>

CYO Basketball		<a href="http://www.oaklandcyo.org/basketball.html">www.oaklandcyo.org/basketball.html</a>
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## Evidence of financial capability

We have done an initial high level assessment of the building and some preliminary layouts. Our initial assessment has identified approximately \$500,000 in total investment. This investment will be provided by the owner (Dan Middleton), his partner (Steve Suttich) and other individual investors.

Our financial analysis is a first draft and shows a positive cash flow in the first full year of operations. This building is much smaller than the other building and will require less investment.

## Describe the intended role of each partner in the project

**Dan Middleton** will provide overall executive management, leadership, and sponsorship of the project. He is the President of the California Sports Center and has over 30 years working as a senior executive. He also owns his own Executive Leadership and Career Coaching business called Performance Coaching. While running his business he spends an enormous amount of time in the community with his Alhambra High School and Cal Stars basketball programs.

[www.performancecoachdan.com](http://www.performancecoachdan.com)

[www.californiasportsCenter.com](http://www.californiasportsCenter.com)

[www.alhambraladiesbasketball.org](http://www.alhambraladiesbasketball.org)

**Steve Suttich** will provide overall consulting and general manager experiences. In addition he will assist with funding and managing the Volleyball side of the business. Steve has been involved with sports since his days as an All American Volleyball player for UCLA. He has developed and managed many sports facilities as well as coach at the collegiate and club level for Volleyball. He has been managing the Courts in Beaverton for over 5 years.

[www.TheCourtsinBeaverton.com](http://www.TheCourtsinBeaverton.com)

[www.oregonJuniorsVBAcad.com](http://www.oregonJuniorsVBAcad.com)

**John Cowee** will provide all architectural services to the project. John has over 30 years experience in the architectural field and has designed many facilities from hospitals to entertainment Centers similar to what we are proposing. John has an impressive resume of projects all throughout the San Francisco and Bay Area.

**Karen Cauayani** will provide all Construction and Project Management services to the project. Karen is currently working for the John Muir Hospital on major construction jobs in the east bay while they finish the hospital construction in Walnut Creek. Karen is also an adjunct instructor at the Martinez Adult Education Center.

**Kelly Sopak** will provide all Basketball consulting and program design to the project. Kelly has been involved with similar basketball programs for over 10 years. In addition, he has been running his own State Farm insurance business successfully for over 15 years and a member of the prestigious SVP Club. He is a graduate from the University of Nevada where he played college baseball 4 years.

[www.calstars.org](http://www.calstars.org)

**Linda Middleton** will provide all landscape and interior design services. Linda owns her own business called Terralinda Design and has been providing inspirational gardens for clients in the East Bay since 2004. She currently serves as a board member of the Association of Professional Landscape Designers (APLD) California chapter and been a Certified Bay Friendly Landscape Professional since 2008.

[www.terralindadesign.com](http://www.terralindadesign.com)

**Glopac International** will provide interior walls and construction materials at reasonable cost in favor of using our facility as a showcase for the SF and bay area.

[www.glopacinternational.com](http://www.glopacinternational.com)

#### ReZist-It: Powerful Design

The *ReZist-It* system has been *architecturally designed and professionally engineered.*

Our design includes:

- Proprietary components
- High quality
- Extreme durability
- Easy fabrication and assembly on site
- Patent-pending locking system

