

ATTACHMENT B

Proposals Comparison for Option B (Five (5)-year to less than Ten (10)- lease or management agreement)

RFP Evaluation Criteria scored by Evaluation Committee	Racquet Property Company LLC 1st Rank	Racquet 360 Inc./IBC New York d/b/a Padel Padel 2nd Rank	World Padel Florida LLC 3rd Rank
Qualifications	<p><u>Major Partners</u> Playtomic Populous</p> <p><u>Experience</u> Padel X Miami (established April 2024) Padel X Boca (expected opening date: 2025) Padel X Palm Beach (expected opening date: 2025)</p> <p>Other Experience: Youtopia Vitacura (Wellness/Sports Club) - Santiago, Chile Youtopia Trapenses (Wellness/Sports Club) - Sanitago, Chile</p>	<p><u>Major Partners</u> Soccer Development Group Construkom INC</p> <p><u>Experience</u> Raquet 360-Racket Social Club Atlanta Racket Social Club Denver Racket Social Club Houston Maccabi Padel World Cup X Universities X Clubs Padel Padel- Ultra Padel Club i95 Padel Padel Point Miami Beach Padel Padel Retail Store</p>	<p><u>Major Partners</u> Padel Galis Bullpadel AiBall Technology Playtomic</p> <p><u>Experience</u> Ft. Lauderdale Facility San Juan, Puerto Rico (Under Development) Brickell, Miami, FL. (Under Development) Los Angeles, CA. (Under Development) Doral, FL. (Under Development) Wellington, FL. (Upcoming Public Facility - awardee of Public Bid in Wellington, FL)</p>
Programming and Scope of Services	<p><u>Programming</u> Recreation venue, featuring 10 Padel courts, a reception, pro shop, locker rooms, a wellness area, an outdoor terrace, and an indoor lounge overlooking the courts.</p> <p><u>Membership or Day Fee</u> Court rental rates - \$25 per player for a 1-hour session Walk-in model/No subscription or membership required to access the courts or clubhouse amenities Membership packages will be available for purchase</p> <p><u>Hours of Operation</u> Open 7 days a week- 7:00 AM to 11:00 PM</p>	<p><u>Programming</u> Nine padel courts and four pickleball courts designed for both professional and recreational play, enclosed clubhouse, semi covered lounge area (cafe, restrooms, locker rooms, pro shop, community space).</p> <p><u>Membership or Day Fee</u> Memberships fees will be available</p> <p><u>Hours of Operation</u> Open 7 days a week- 7:00 AM to 12:00 AM Weekdays: 7:00 AM to 12:00 AM Weekends: 8:00 AM to 12:00 AM</p>	<p><u>Programming</u> 5 Padel Courts/4-5 Pickleball Courts, Clubhouse (modular concept or converted shipping container), Locker Rooms, Restrooms, Snack bar or Pro Shop and Lounge/Viewing Areas.</p> <p><u>Membership or Day Fee</u> Open play reservations available Memberships packages will be available</p> <p><u>Hours of Operation</u> Open 7 days a week- 7:00 AM to 11:00 PM</p>
Design and Timeline	<p><u>Design</u> Design, construct, operate, and maintain</p> <p><u>Timeline-18 Months</u> 1.Design Phase: 3 Months 2.Permitting Phase: 6 Months 3.Construction Phase: 7 Months 4.CO: 2 Months</p>	<p><u>Design</u> Design, construct, operate, and maintain</p> <p><u>Timeline</u> Approximately 6 months (Mobilization to Completion)</p>	<p><u>Design</u> Design, construct, operate, and maintain</p> <p><u>Timeline</u> Approximately 4-6 Months construction (Mobilization to Completion)</p>
Design Concept	<p><u>Concept</u> Layout proposed is 39,000 sq. ft. Light rooftop structure 10 premium fully covered & climate-controlled padel courts Lounge Room Reception and Pro shop area Food & Beverage terrace Locker rooms/Restroom Wellness area for recovery and stretching Storage and operations</p>	<p><u>Concept</u> 9 Padel Courts/4 Pickleball Courts 1,700 sq. ft. fully enclosed clubhouse 1,000 sq. ft semi covered lounge area (cafe, restrooms, locker rooms, pro shop, community space) Shaded seating areas Bicycle racks</p>	<p><u>Concept</u> Layout design proposed is designed for 40,000 sq. ft. 5 Padel Courts/4-5 Pickleball Courts Clubhouse including (modular concept or converted shipping container): -Check in desk -Locker Rooms -Restrooms -Snack bar or Pro Shop Lounge/Viewing Areas</p>
Public Benefit	<p>Free Initiation Program for Miami Beach Residents Discounted Youth Membership After-School & Youth Programs Scholarships & Financial Support School Partnerships Junior Development Free Friday Initiation Classes (for beginner players)</p>	<p>Youth Programs (After school/summer camp) Senior and Youth Access (Free court use for 65+ and youth 8-18 during non peak hours Resident Discounts Local Business Alliances (Cross promotion initiatives) Tournaments and Community Events Discounts for Hospitality Workers Community Space (Free clubhouse meeting space during non peak hours) Partnerships with local schools to provide free coaching</p>	<p>Free Community Events (Rooftop Yoga, Zumba, health fairs, etc.) Cultural Tie-ins (Hosting annual festival blending sports with live music or art installations) Tournaments with Charitable Causes Miami Beach Resident Loyalty program</p>
Financial Proposal	<p><u>Financial Proposal</u> One-time upfront payment of \$200,000 Base Rent: \$200,000/year, subject to a 3% annual increase Public Access Bonus \$50,000/year in-kind contribution (free youth programming, senior access, and events co-produced with the City) Indirect Revenue Contribution: Estimated \$200,000 annually in additional parking revenue at standard rates</p> <p>Padel X will cover the full cost of construction, including public amenities (e.g., restrooms, green roof, lighting, ADA access upgrades), estimated at over \$5.2M in capital investment.</p> <p><u>Lease or Management Agreement</u> 119 months lease agreement</p>	<p><u>Financial Proposal</u> Down payment of \$167,712 at signing of contract Base Rent: \$83,856/year Monthly payments of \$6,988.00 (plus 3% annual increase until end of contract term) Variable annual payment of 10% of the gross revenue of the operation Rent of 30 parking spaces at a monthly rate of \$70.00 per space, aligning with the current rate for residents. This amounts to a guaranteed yearly revenue of \$25,000.00.</p> <p>Estimated total investment by Raquet 360 \$2M (subject to final design and permitting)</p> <p><u>Lease or Management Agreement</u> 100 months lease agreement</p>	<p><u>Financial Proposal</u> One-time upfront lease payment of \$15,000 Base Rent: \$160,000/year, subject to a 3% annual increase 3% Gross Revenue (generated from Facility operations)</p> <p>Total project investment is approximately \$2.3M (including site prep, courts installations, lighting, modular clubhouse, shade structures, etc.) Rent abatement during construction (rent obligations start after the first 3-6 months, during facility construction, or upon opening to the public)</p> <p><u>Lease or Management Agreement</u> 119 months lease agreement</p>

ATTACHMENT B
Proposals Comparison for Option D (Five (5)-year to less than Ten (10)- lease or management agreement)

RFP Evaluation Criteria score by Evaluation Committee		World Padel Florida LLC
Qualifications	<u>Major Partners</u> Padel Galis Bullpadel AiBall Technology Playtomic <u>Experience</u> Ft. Lauderdale Facility San Juan, Puerto Rico (Under Development) Brickell, Miami, FL. (Under Development) Los Angeles, CA. (Under Development) Doral, FL. (Under Development) Wellington, FL. (Upcoming Public Facility - awardee of Public Bid in Wellington, FL)	
Programming and Scope of Services	<u>Programming</u> 2 padel courts and 4 pickleball courts, Clubhouse & Amenities, Lounge and Viewing Areas <u>Membership or Day Fee</u> Open play reservations available Memberships packages will be available <u>Hours of Operation</u> Open 7 days a week- 7:00 AM to 11:00 PM	
Design and Timeline	<u>Design</u> Design, construct, operate, and maintain <u>Timeline</u> Approximately 4-6 Months construction (Mobilization to Completion)	
Design Concept	Concept Layout design proposed is designed for 20,000 sq. ft. 2 Padel Courts/4 Pickleball Courts Single Container Unit: -Check in desk -Storage (Reliance on main garage building for restrooms) Lounge/Viewing Areas	
Public Benefit	Free Community Events (Rooftop Yoga, Zumba, health fairs, etc.) Cultural Tie-ins (Hosting annual festival blending sports with live music or art installations) Tournaments with Charitable Causes Miami Beach Resident Loyalty program	
Financial Proposal	<u>Financial Proposal</u> One-time upfront lease payment of \$15,000 Base Rent: \$160,000/year, subject to a 3% annual increase 3% Gross Revenue (generated from Facility operations) Total project investment is approximately \$2.3M (including site prep, courts installations, lighting, modular clubhouse, shade structures, etc.) Rent abatement during construction (rent obligations start after the first 3-6 months, during facility construction, or upon opening to the public) <u>Lease or Management Agreement</u> 119 months lease agreement	