

Facility Expansion Plan

June 15, 2022

The Meaning of Areté

“THE ‘**EXCELLENCE**’ AND MORAL
‘**VIRTUE**’ BORN FROM SEEKING
TO USE UP EVERY LAST DROP OF
REACHING ONE’S HIGHEST
POTENTIAL AND ABILITIES”



Development Beyond the Court



Leadership and Staff



KRISTA GIBSON

Executive Excellence Leader



LANCE BLACK

Executive Business Leader



PAM DEWEY

Executive Financial Leader

50 + Staff and Coach's

Current & Expansion Programming

- Club Teams - (Public tryout, but private club)
- Camps summer times - (Available to Public)
- Clinics - (Available to Public)
- Private lessons - (Available to Public)
- Lil' A's - (Available to Public)
- Adult Programming - (Available to Public)
- Training - (Available to Public)
- New - Pickleball Options - (Available to Public)
- Senior Fitness - (Available to Public)
- New - Cross Train - (Available to Public)
- New - The Areté Foundation

The Opportunity

Lack of youth facilities
in McKinney

Incredible growth in
and around Mckinney

Currently not enough
space for demand

Increased economic
impact to community

Increased space will
provide opportunity for
more programming
(Pickleball/adult
leagues/etc)

Increase in space will
allow better service
and more amenities for
families

Public Activity Offerings

- Summer Camps for boys/girls youth aged 6-18
- Volleyball position clinics on a regular basis
- Private Lessons
- Lil' A's Academy (academy training for ages 6-10)
- Adult Open Gym (Every Week)
- Pickleball (Adult Gym open during weekdays)
- Training (Full and complete training team onsite for fitness training)

Court Rentals for most activities - \$55/hr

Camps/Clinics are custom priced ranging from \$20-\$225/set of clinics

Adult Open Gym - \$5/night

Pickleball during off hours - \$20/hr or customer



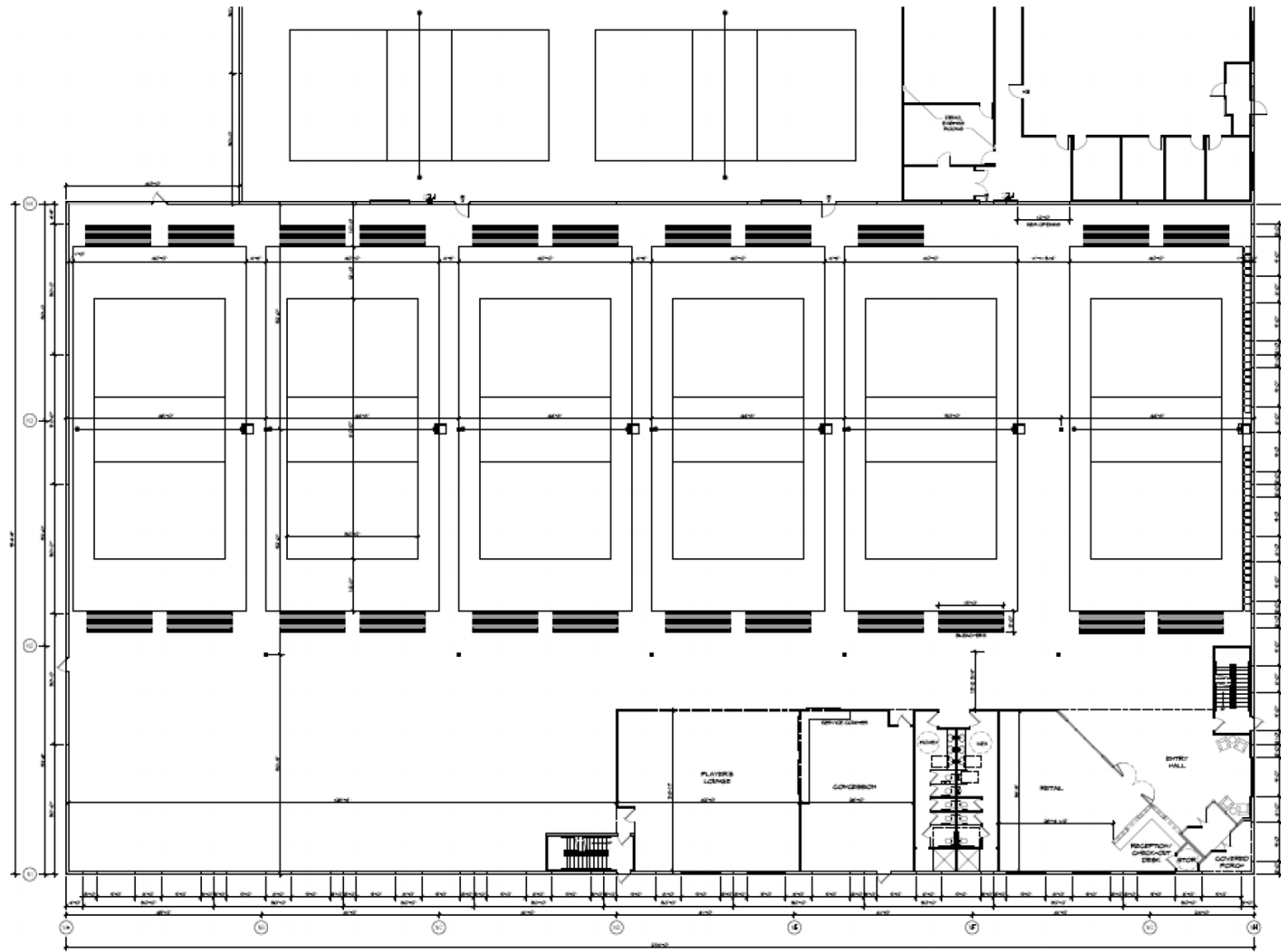
Areto
ATHLETICS™

Areto
ATHLETICS



The Project: Expansion Poster

Floor Plan



Simple Economic Impact Example

- No other sports activity in McKinney has or has had as many weekend activities/tournaments as Arete
- In comparison, the Division II football game had an Economic Impact (EI) of approximately \$1.2 million attended by approximately 5,000.
- When Arete hosts weekend activities, we typically have approximately 1,500 players, parents, guests and visitors over two days.
- We estimate that 35% of them stay overnight.
- If you extrapolate that to only ten (10) activities over a six months period, our EI exceeds that of the DII Championship game.

Timeline

- Construction Contract Signed June 15th 2022
- Demolition – Site Grade – Utilities – June/July 2022
- Concrete – September 2022
- Steel – Walls – Roof – October/November 2022
- Framing/Insulation – December 2022
- Electrical/HVAC/Fire Sprinkler – January 2023
- Interior Sheetrock/FRP install/Trim – Feb/March 2023
- Low Voltage/Landscape/Stain Flooring – April 2023
- Buffer for Rain/Inspections/Holiday – May 2023
- Move In – June 2023

Arete Ownership has already committed to a \$7mm construction loan

Construction contract is signed, and work has begun

Arete will incur an additional \$80K in kitchen appliances once construction is complete

FF&E Budget

Courts	Price
Bleacher(s)	\$ 90,900
Poles/Nets	\$ 29,490
Courts	\$ 190,331
Shipping	\$ 4,202
Tax	\$ 10,279
<u>Fitness Room</u>	
Flooring/Court/Turf	\$ 35,543
Basketball Equipment	\$ 6,342
Strength/Cables/Racks Equip	\$ 82,464
Cardio/Cages Equip	\$ 18,459
Proteus	\$ 19,500
<u>TV/AV/Security Systems</u>	
Security Cameras	\$ 144,257
Access Security (Doors)	\$ 52,785
WIFI Access Points	\$ 36,460
Video Wall (Security Doc)	\$ 178,816
Audio	\$ 39,772
Energy Efficiency Automation	\$ 48,150
Grand Total	\$ 987,750



Contact Information

Lance Black 972.415.1128

John Valencia 214.202.3683



Building Our Community's Leaders