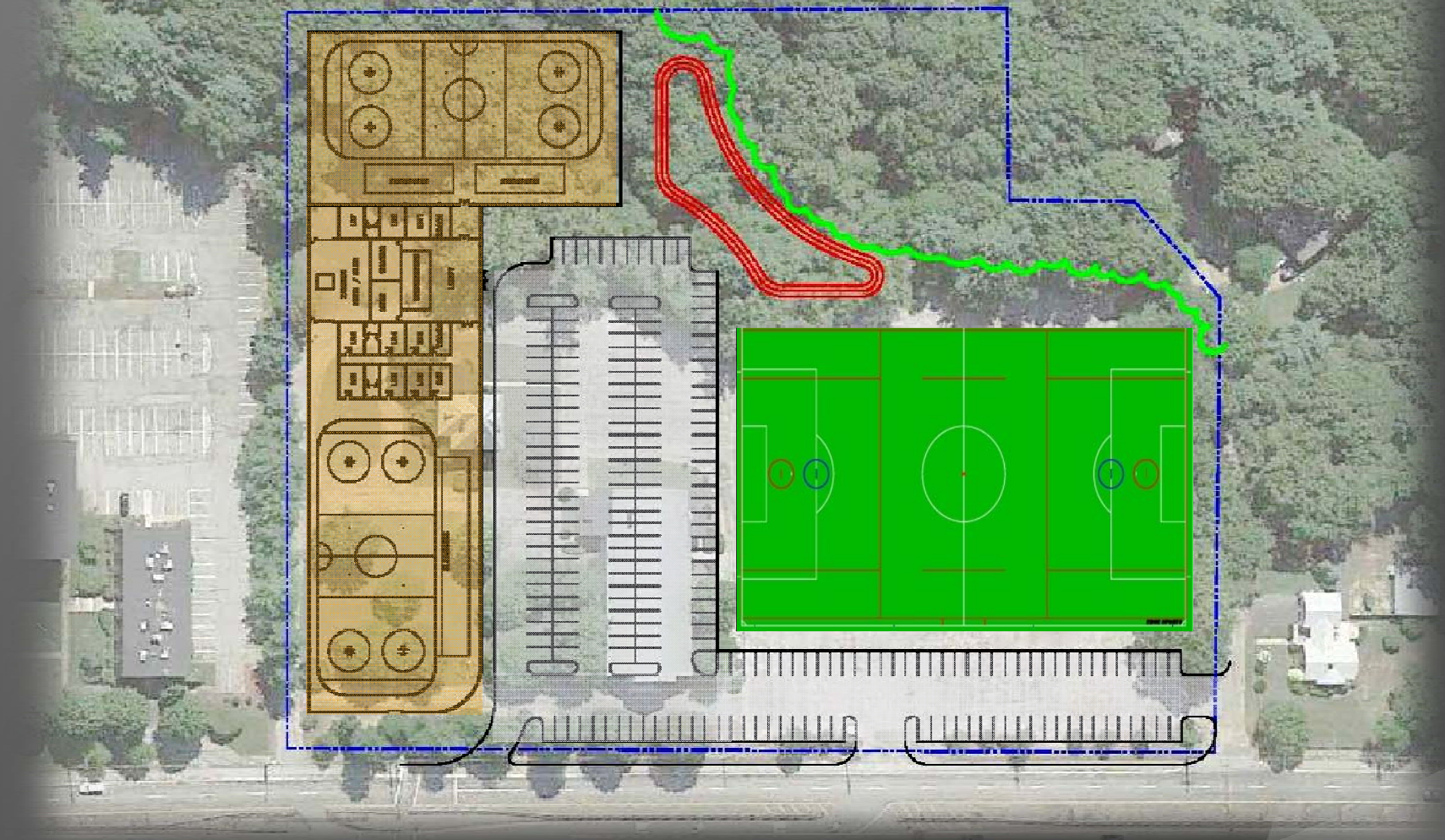


- Team Qualifications
  - Project Description
    - Financing Summary

WELLESLEY SPORTS CENTER

Presented by:

EDGE Sports Group

41 North Road – Suite 100A

Bedford MA 01730

Team Qualifications

***EDGE* Sports Group** is a specialty concentration of the **DeVellis Consulting Group**; founded by **Brian DeVellis**, a Landscape Architect and Land Use Attorney who has consulted on and successfully implemented complex land development projects throughout New England, Florida, and the Bahamas specializing in:

Project Planning
- Feasibility Studies
- Site Assessment & Analysis
- Site Selection & Acquisition

Site Master Planning & Design
- Coordination of Design Professionals
- Presentation to Municipal Boards & Commissions
- Preparation of Legal Documents including:
  - Purchase and Sales Agreements
  - Deeds, Mortgages, and Covenants

Construction Management
- Request for Proposals
- Contractor Bid Preparation & Analysis
- Site and Construction Inspections

***EDGE* Sports Group** focuses itself on three phases of Recreational Planning and Development:

GOLF COURSE DEVELOPMENT **MUNICIPAL AND COLLEGE PARTNERSHIPS** **PRIVATE RECREATIONAL CENTERS**

EDGE SPORTS GROUP

Wellesley Sports Center

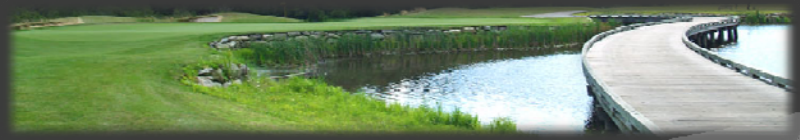
Team Qualifications

GOLF COURSE DEVELOPMENT

PINE HILLS, ESG was responsible for the initial feasibility studies and site assessment that provided the sustainable design that ensures lasting value—environmentally, culturally and economically. The Pinehills was designed to enrich lives for generations, and it all began with this simple, radical idea: for every acre developed, two acres would be set aside as open space. Pinehills Golf Club was created to rival the country's most prestigious courses, set on over 300 acres of rolling hills punctuated by dramatic, glacially carved kettles and kames.

CROSSWINDS GOLF CLUB, where ESG is consulting with Crosswinds and the Town on expanding its presence to offer additional active recreational opportunities fro the community in exchange for a multi year extension to current ground lease from the Town - the private / public partnership role model. The Course, designed by the award winning team of Hurdzan/Fry, is the newest Championship daily fee course in Plymouth featuring 27 holes, Crosswinds offers a unique blend of rolling fairways and large undulating greens.

GOLF CLUB OF NEW ENGLAND, where ESG was retained to oversee the design, permitting and construction of the Arnold Palmer course on nearly 600 acres located in Greenland & Stratham, NH. The conceptual Palmer plan was engineered, presented to and permitted through two local, state & federal agencies, and in construction less than twelve months from conception. The project involved greater than ten acres of wetland impact, enhancement, and creation, as well as 37 home sites, an 18,000 square foot clubhouse, and two hundred fifty acres of permanent conservation easement.



Team Qualifications

MUNICIPAL AND COLLEGE PARTNERSHIPS

Towson University Towson, Maryland

ESG is consulting to Pinkard Development to underwrite and program the viability of delivering, in partnership with Towson University, The University System of the University of Maryland, The State of Maryland Economic Development and Tourism Agencies, Baltimore County and the University of Maryland Medical System.a multifaceted "Olympic Village" to include:

- 4 artificial lighted fields with Seasonal Dome
- 30,000 Seat Stadium with Outdoor track
- Partnerships with the NCAA, ML Lacrosse
- Student Housing & Parking Facilities

Lincoln, Nebraska

ESG is consulting to Pinkard Development to underwrite 70 acres to be developed for fields and sports facilities under Master Plan of The City of Lincoln and has the support of the City's Mayor and his leadership team. Additionally, we are working with the University of Nebraska, Lincoln to consider their sports and recreation needs

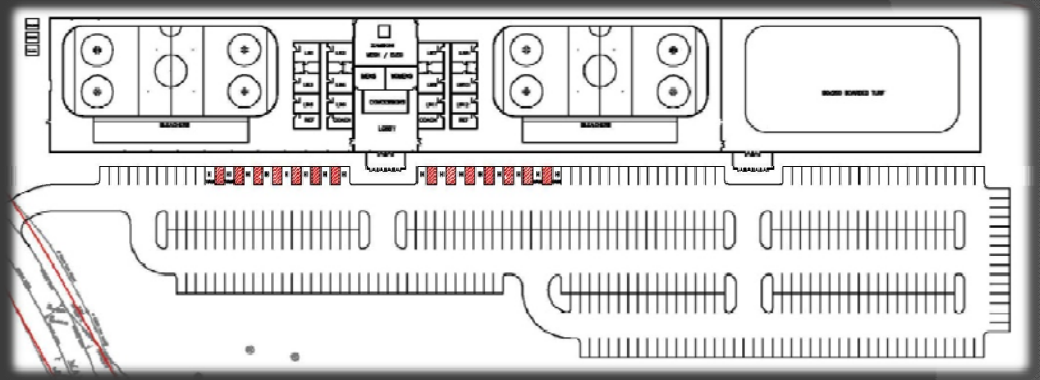
- 450-600 car parking facility
- 45,000SF indoor sports and sports facilities
- 9 diamond fields for baseball / softball
- 4 rectangular artificial turf fields
- Domed field for seasonal use
- Outdoor amenities, training elements
- Entertainment and hospitality services

EDGE SPORTS GROUP

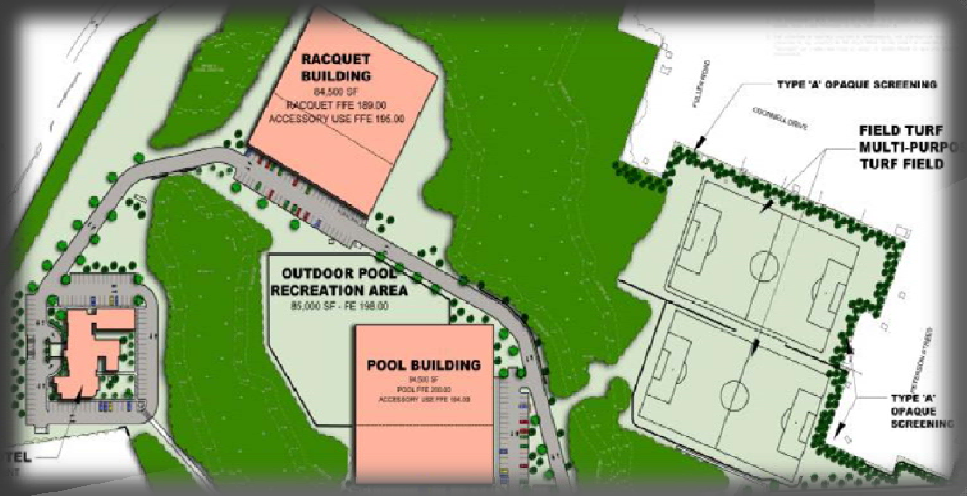
Team Qualifications

PRIVATE RECREATIONAL CENTERS

ESSEX SPORTS CENTER, to be located at the Essex Technical High School (a merger of the Essex Agricultural School and North Shore Technical High School) is the location that ESG is developing a privately owned and operated Recreational Sports Facility consisting of two ice rinks, an indoor sports turf athletic field, and a state of the art athlete training center. **The lease agreement, proposed by ESG and approved by the Massachusetts General Court, allowing the Commonwealth to enter a 25 Lease Agreement with Essex Sports Center LLC. This endorsement by the Governor was made after overwhelming support and endorsement by the local community House and Senate representatives – groundbreaking is anticipated April 2015**.



NEW ENGLAND SPORTS VILLAGE will include an approximately 185,000 square foot field house, an approximately 110,000 square foot ice rink facility, an approximately 54,000 square foot build-to-suit aquatic center, as well as a 120 room, limited service hotel to be owned through a joint venture with a hotel operator. These facilities will also lease ancillary retail and restaurant space. ESG is continuing to provide consulting services to the development team to assist in the placement of financing, operational systems and controls and marketing.



EDGE SPORTS GROUP

Wellesley Sports Center

Team Qualifications

EDGE SPORTS CENTER

Reacting to the growing demand for a year round athletic facility and sports center that provides varied recreational opportunities, ***The Edge*** was developed by DeVellis and partners to provide state-of-the-art recreational facility for athletes of all ages. The sports complex is anchored by two ice hockey rinks, two outdoor turf athletic fields with one field enclosed for the winter months, an athlete training center, and a health club facility – **expanded in 2012 onto Massport property to allow the field space and rink expansion**.

In addition to filling a vital need in the community, ***The Edge*** provides local and regional businesses the unique opportunity to reach an audience of athletes and families in the local communities and beyond.

The Bedford Citizen

Posted January 30, 2014

Barrett Praises Local Support of US Olympic Women's Ice Hockey Team

EDGE SPORTS GROUP

Wellesley Sports Center

WE ARE A PART OF SOMETHING BIGGER THAN OURSELVES

the
EDGE
Sports Center at Bergen

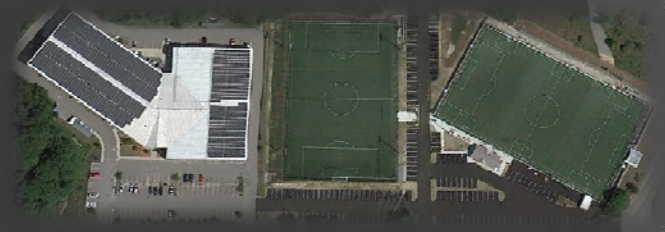
Team Qualifications

Operations and Management

In order to be a successfully operating facility, you need to take advantage of operational opportunities. At the EDGE, we have done this by:

- Growing our East Coast Wizards brand from 6 girls youth hockey teams in 2007 to 42 teams today – ranging from BY 2006 to Junior men and women's teams… as well as adding another 1,200 players in ECW Field Hockey and Lacrosse.

- Installing the largest (at the time) private PV Array on the roof of our facility to harness the sun to produce 485kW of electricity under an innovative Power Purchase Agreement.



- Creating and operating select leagues for our teams – as well as others – to participate in to ensure maximization of our field and ice usage. This proficiency was rewarded by being chosen to host the US Hockey Youth Nationals in 2014!

- Perfecting out operations and management to be chosen the home training facility for the US Women's National / Olympic Ice Hockey Team
  - as well as the Bedford Chamber of Commerce Business of the Year!

BEDFORD
CHAMBER of COMMERCE, INC
2010
The Edge Sports Center

Wellesley Sports Center

Team Qualifications

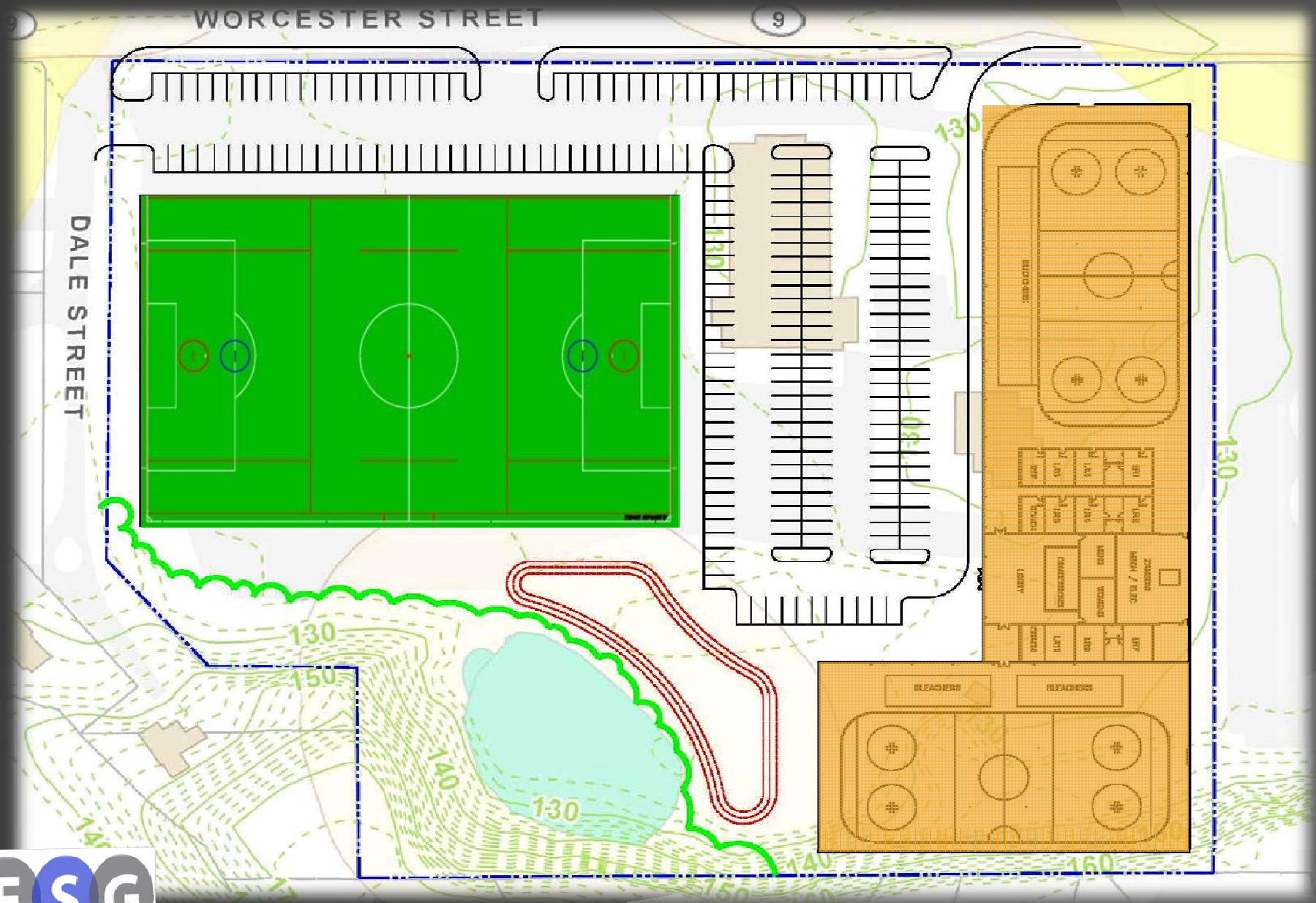
STRATEGIC PARTNERS

Everything Ice is a single source for all items related to ice rink design and Construction. With more than 30 years experience and over 900 rink installations, EI has the necessary expertise to guide this project from concept to completion. Indoor Ice arenas are the heart and soul of the ice rink industry. These facilities, similar to Wellesley, are typically at the core of local communities and provide endless recreational opportunities to youth and adults. Paramount to their success is energy efficient equipment and sustainable design that keeps utilities low.

Whipple Construction Company is a 102 year old construction manager and general contractor headquartered in Worcester MA, with offices in Boston, MA, and strategic partners in New York and New Jersey. Whipple's longevity, as the region's only century-old continuously operating general contractor is a testimony to the company's core values of integrity, competency and trust.

Municipal Acquisitions has built their reputation of a creative and collaborative group by working closely with strategic partners to understand specific challenges and goals for each and every transaction. They are a structure-driven company focused on developing creative financial solutions that specifically address the unique financial, regulatory, statutory, and political challenges experienced by user partners. Their ability to be flexible and nimble throughout a transaction process, coupled with intellectual capital, fuels their exponential growth experienced today. MA currently have a multi-faceted team that brings deep experience in structured finance, tax exempt/taxable capital markets, construction, and all iterations of the execution process. Over their careers, the team has executed transactions in excess of $10 Billion dollars across all product and transaction types.

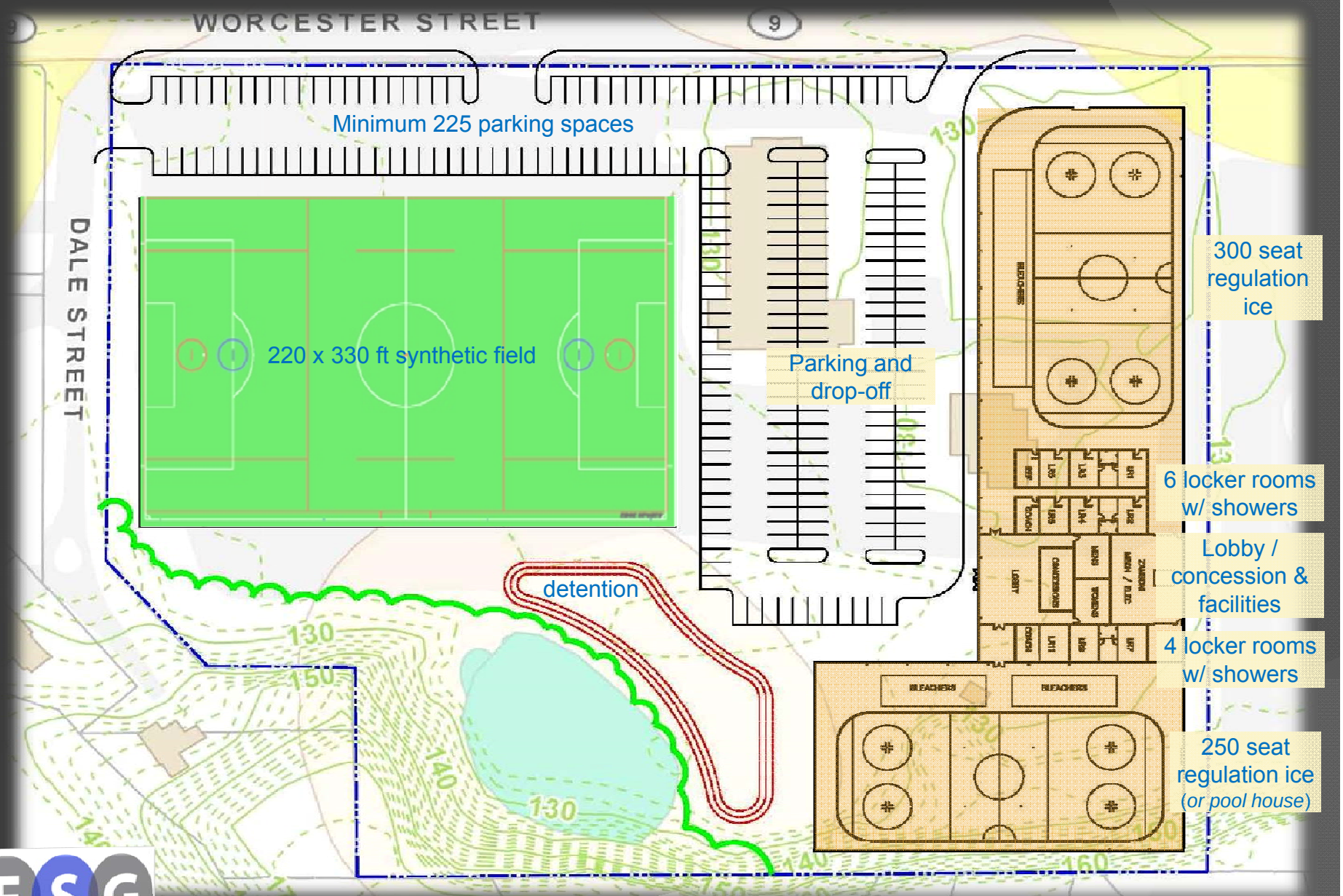
Project Description



EDGE SPORTS GROUP

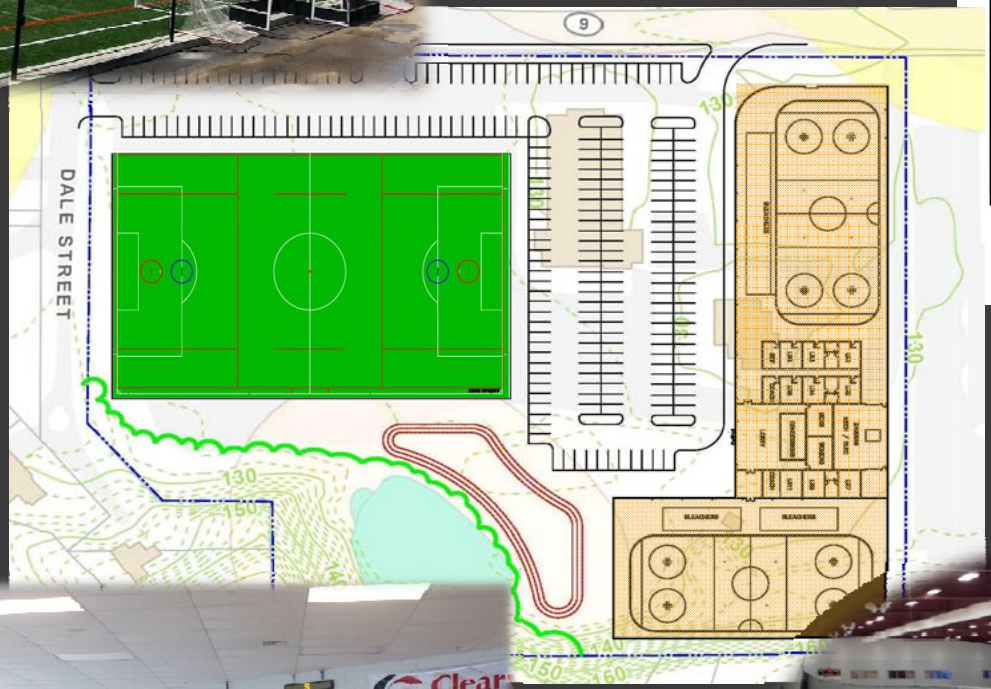
Wellesley Sports Center

Project Description



EDGE SPORTS GROUP

Wellesley Sports Center



Green Buildings

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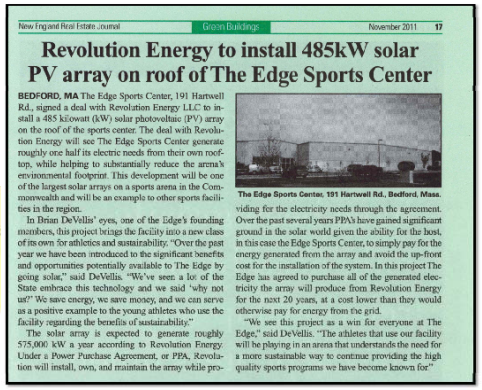
THE LARGEST WEEKLY COMMERCIAL/INVESTMENT NEWSPAPER IN THE WORLD

Special Insert Section | New England Real Estate Journal | November 2011



New England Real Estate Journal | Green Buildings | November 2011 | 17

Revolution Energy to install 485kW solar PV array on roof of The Edge Sports Center

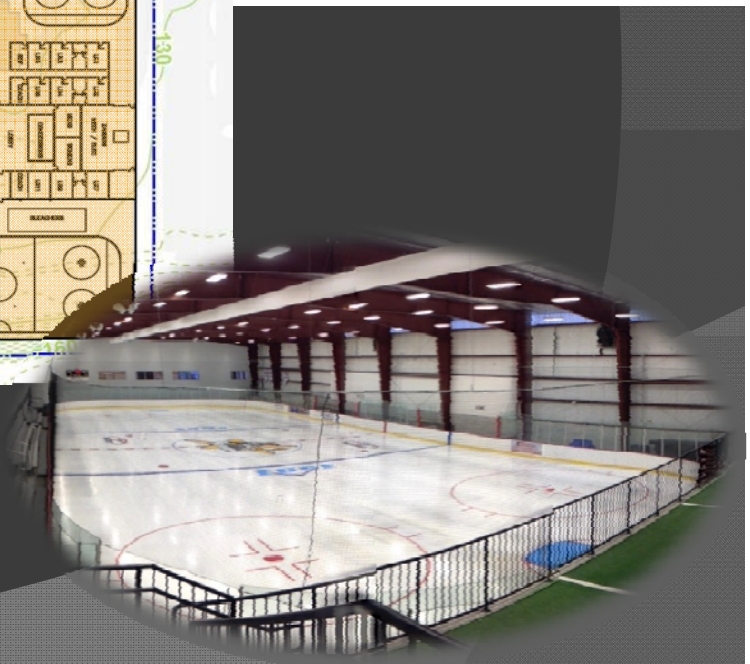
BEDFORD, MA The Edge Sports Center, 191 Hartwell Rd., signed a deal with Revolution Energy LLC to install a 485 kilowatt (kW) solar photovoltaic (PV) array on the roof of the sports center. The deal with Revolution Energy will see The Edge Sports Center generate roughly one half its electric needs from their own rooftop, while helping to substantially reduce the arrma's environmental footprint. This development will be one of the largest solar arrays on a sports arena in the Commonwealth and will be an example to other sports facilities in the region.

In Brian DeVellis' eyes, one of the Edge's founding members, this project brings the facility into a new class of its own for athletics and sustainability. "Over the past year we have been introduced to the significant benefits and opportunities potentially available to The Edge by going solar," said DeVellis. "We've seen a lot of the State embrace this technology and we said 'why not us?' We save energy, we save money, and we can serve as a positive example to the young athletes who use the facility regarding the benefits of sustainability."

The solar array is expected to generate roughly 575,000 kW a year according to Revolution Energy. Under a Power Purchase Agreement, or PPA, Revolution will install, own, and maintain the array while providing for the electricity needs through the agreement. Over the past several years PPA's have gained significant ground in the solar world given the ability for the host, in this case the Edge Sports Center, to simply pay for the energy generated from the array and avoid the up-front cost for the installation of the system. In this project The Edge has agreed to purchase all of the generated electricity the array will produce from Revolution Energy for the next 20 years, at a cost lower than they would otherwise pay for energy from the grid.

"We see this project as a win for everyone at The Edge," said DeVellis. "The athletes that use our facility will be playing in an arena that understands the need for a more sustainable way to continue providing the high quality sports programs we have become known for."

The Edge Sports Center, 191 Hartwell Rd., Bedford, Mass.



ESG

EDGE SPORTS GROUP

Wellesley Sports Center

Project Description – How to assure Town of Wellesley Preferred Use… just look to our approvals in Essex and Edge

Acts of 2014 Chapter 237 ACT PROVIDING FOR CAPITAL FACILITY REPAIRS & IMPROVEMENTS FOR THE COMMONWEALTH

The 25-year lease and other agreements executed pursuant to this section shall be on terms, conditions and consideration acceptable to the commissioner and the district; provided, however, that the lessee shall permit the following reserved ice rink ***needs free of charge and on a priority basis to the district: (i) daytime physical education classes which are scheduled as part of the regular school curriculum; (ii) practice and games for the following hockey teams if such teams are established: male varsity, male junior varsity, female varsity and female junior varsity; provided further, that the lessee shall permit the following reserved turf field needs free of charge and on a priority basis to the district: (1) daytime physical education classes which are scheduled as part of the regular school curriculum; (2) practice and games for the following soccer, football, field hockey, winter track and field, spring track and field, lacrosse, baseball and softball teams if such teams are established: male varsity, male junior varsity, female varsity and female junior varsity; provided further, that schedules for the ice rink and turf field use shall be presented by the district to the lessee by July 1 preceding each academic year and only for those classes and teams which are in existence for that academic year***;

Bk: 49292 Pg: 363

Petition 025-07 16

MOTION:

Mr. Bauer moved to grant to Pamela Brown, Esq., with Scott Fusco and Brian DeVellis, for Bedford Sports Center, at 191 Hartwell Road, a Special Use Permit per Section 4.1.6 of the Zoning By-Law to construct a private recreational sports facility, substantially as shown on Exhibit A, Exhibit B, Exhibit C, and elevations shown on Exhibit D, on the following conditions: 1) Hours of operation to run from no longer than 5:30 AM to 12 midnight. 2) Alcohol shall not be permitted on the premises at any time; all contracts for use of the facility shall prohibit the use of alcohol; and signs on the facility shall so state that alcohol is forbidden. 3) Use of the facility will be offered to the Bedford Athletic Director/Bedford High School Hockey Team for 4 ½ hours of prime time ice (estimated to be 3:00 PM) during the week and 1 ½ hours on the weekend during the hockey season at off-season rates, estimated to be $200/hour. The admission revenues generated during home games would be retained by the Town. Police details, if required, will be provided by the Town. Use of the facility will be offered to the Lexington Bedford Youth Hockey program up to seven evening hours per week and up to three Sunday hours during the high school hockey season at standard rates. Use of the facility will be offered to the Bedford Recreation Department up to two hours per week for Family Skate and Teen Skate at off-season rates. The revenues generated during the event would be retained by the Recreation Department. Use of the facility will be offered to the Bedford Recreation Department five weekday school hours to run a Learn to Skate/Figure Skating program at off-season rates. Use of the facility will be offered to the Bedford Recreation Department up to five hours of weekday school hours to run a Toddler/Pre-School turf program at off-season rates. Use of the facility will be offered to the Bedford Recreation Department up to four hours of weekday non-school turf hours to run Youth (soccer, lacrosse) sporting programs at off-season rates. This time will be offered at an annual basis in

EDGE SPORTS GROUP

Wellesley Sports Center

Project Description – Typical In Season Ice Schedule

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
6:00 - 9:00	FIGURE SKATING	PRIVATE LESSONS	PRIVATE LESSONS	PRIVATE LESSONS	PRIVATE LESSONS	PRIVATE LESSONS	LTS / LEAGUE GAMES
9:00 - 12:00	LEAGUE GAMES	PUBLIC SKATE / LTS / FIGURE SKATING	PUBLIC SKATE / LTS / FIGURE SKATING	PUBLIC SKATE / LTS / FIGURE SKATING	PUBLIC SKATE / LTS / FIGURE SKATING	PUBLIC SKATE / LTS / FIGURE SKATING	LEAGUE GAMES
12:00 - 3:00	LEAGUE GAMES	PUBLIC SKATE / LTS / FIGURE SKATING	PUBLIC SKATE / LTS / FIGURE SKATING	PUBLIC SKATE / LTS / FIGURE SKATING	PUBLIC SKATE / LTS / FIGURE SKATING	PUBLIC SKATE / LTS / FIGURE SKATING	LEAGUE GAMES
3:00 - 6:00	PUBLIC SKATE / LEARN TO SKATE	IN SEASON HIGH SCHOOL / OFF SEASON PRIVATES	IN SEASON HIGH SCHOOL / OFF SEASON PRIVATES	IN SEASON HIGH SCHOOL / OFF SEASON PRIVATES	IN SEASON HIGH SCHOOL / OFF SEASON PRIVATES	IN SEASON HIGH SCHOOL / OFF SEASON PRIVATES	LTS / LEAGUE GAMES
6:00 - 9:00	SKILLS / ADULT LEAGUE	TOWN / PRIVATE PROGRAM TEAM PRACTICE	TOWN / PRIVATE PROGRAM TEAM PRACTICE	TOWN / PRIVATE PROGRAM TEAM PRACTICE	TOWN / PRIVATE PROGRAM TEAM PRACTICE	TOWN / PRIVATE PROGRAM TEAM PRACTICE	IN SEASON HS GAMES / ADULT HOCKEY LEAGUE
9:00 - 12:00	ADULT LEAGUE	ADULT LEAGUE	ADULT LEAGUE	ADULT LEAGUE	ADULT LEAGUE	ADULT LEAGUE	ADULT LEAGUE

EDGE SPORTS GROUP

Wellesley Sports Center

Financing Summary

Depending on the method of land disposition (*i.e. – land lease of adequate length depending on Fair Market Appraisal*), we could simply go conventional debt financing with partner equity (EDGE / ESSEX / Crosswinds Golf), or utilize a more unique funding approach utilizing a partner we are currently developing Towson and Nebraska with… Municipal Acquisitions Group - direct investor in real property occupied by entities that serve the public.

Municipal Acquisitions is a Real estate investment company focused exclusively on opportunities in the public sector real estate market.

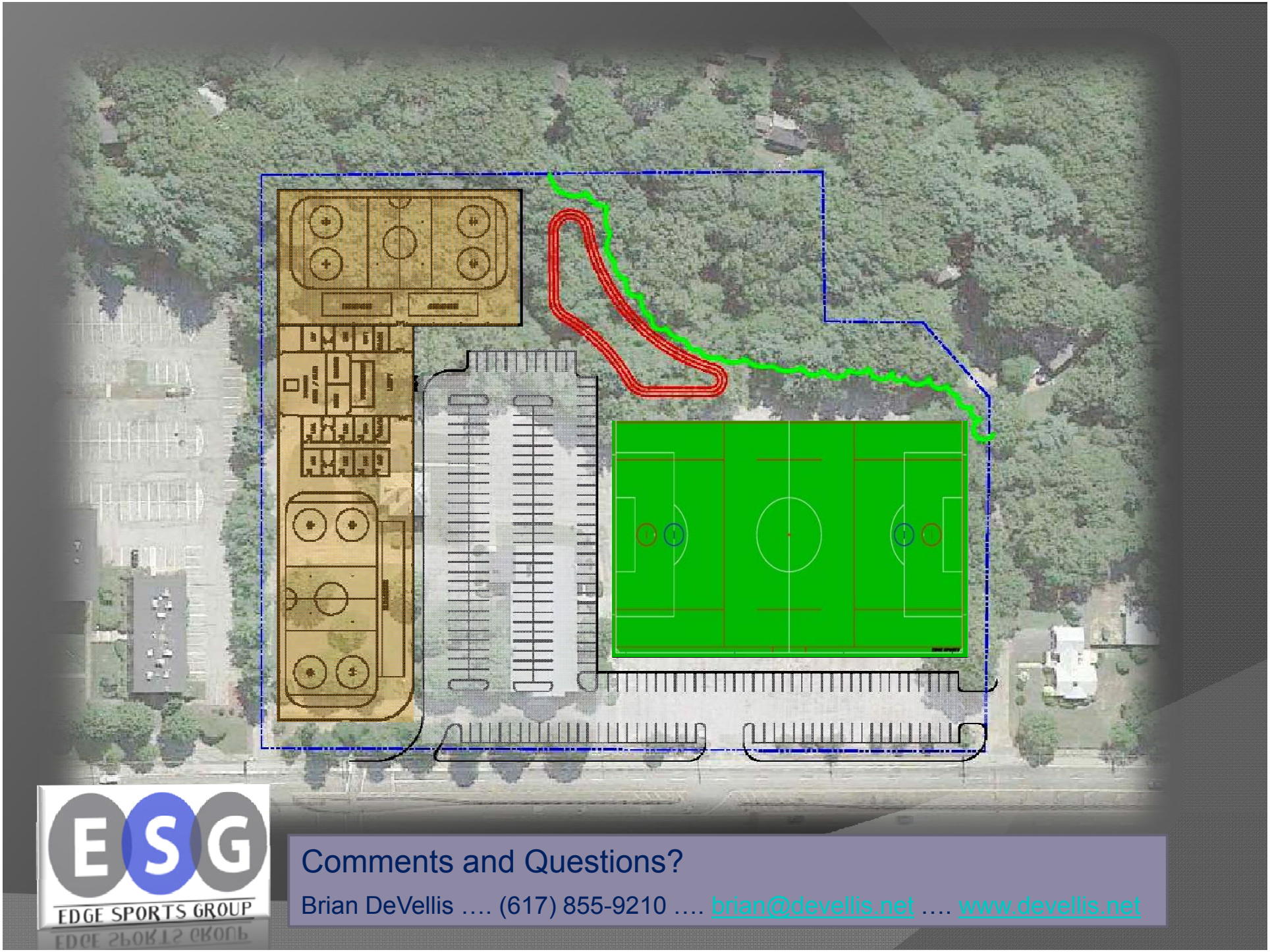
Municipal Acquisitions has:

- *a* Deep understanding of desired accounting (FASB and GASB) and rating agency effect
- Invested more than $215 million in past two years
- *their* Qwn development rights to additional $50+ MM
- *an* Execution pipeline in excess of $500 million expected to close in next 6 – 9 months
- *a* Management-owned and controlled
- *the* Intellectual capital created through expertise in:
  - Investment banking, structured finance, public sector advisory and institutional capital markets
  - Institutionally funded, with programmatic partners for each specific transaction type

Following is a preliminary outline of how ESG would partner with MA:

- **MA "contributes" construction cost of $10MM**
- **Town "contribute" land**
- **ESG "contribute" experience**
- **20 year operating lease for Town to pay MA rent of $50,000 / month flat for term**
- **Town 30 year ground lease to Operator to design, build and manage facility – estimating payment of $50,000+ / month flat for their 20 year term**

EDGE SPORTS GROUP



Comments and Questions?

Brian DeVellis …. (617) 855-9210 …. brian@devellis.net …. www.devellis.net