

FLUID

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# Executive Summary & Description

Fluid seeks to lease all facilities at Belle Terre Swim & Racquet Club to expand its aquatic programs, gym usage, and tennis accommodations. With extensive experience in running successful aquatic programs and a dedication to serving the community, Flagler Fluid Swim Team, LLC aims to alleviate the financial burden from Flagler County Schools while enriching the community-driven atmosphere Belle Terre deserves.

## Company Overview:

Flagler Fluid Swim Team, LLC is a reputable organization dedicated to providing high-quality aquatic programs to students and swimmers in the community. With a team of experienced coaches and instructors, Flagler Fluid Swim Team, LLC has established itself as a leader in aquatic education and training.

## Objective:

Our objective is to lease all facilities at Belle Terre Swim & Racquet Club to expand our current offerings and provide a comprehensive range of programs to the community. By utilizing the existing infrastructure and amenities at Belle Terre, we aim to create a vibrant hub for aquatic sports, fitness activities, and tennis programs.

## Key Strategies:

- 1) **Enhanced Aquatic Programs:** We will leverage our expertise in running aquatic programs to offer a wide range of swimming lessons, competitive swim training, water aerobics, and more.
  - Middle School- After School Swim Program
  
- 2) **Fitness Center Expansion:** We will enhance the gym facilities at Belle Terre to cater to a broader audience, including fitness classes, personal training sessions, and wellness programs tailored to all age groups and fitness levels.
  - Middle School - After school lifting Program
  
- 3) **Tennis Facilities Upgrade:** We will improve the tennis facilities at Belle Terre to accommodate tennis enthusiasts of all skill levels. This includes organizing tennis lessons, pickleball, and social events to promote community engagement.

**4) Community Outreach:** We will actively engage with the local community to promote participation in our programs and foster a sense of belonging. This includes partnering with schools, community organizations, and businesses to offer special events.

**5) Financial Sustainability:** By leasing the facilities at Belle Terre, we aim to generate revenue streams that will cover operational costs and contribute to the financial sustainability of the club. This will alleviate the burden on Flagler County Schools and ensure the long-term viability of Belle Terre.

Benefits to Belle Terre Swim & Racquet Club:

- Enhanced Facilities programs will attract new members and increase revenue.
- Partnership with Flagler Fluid Swim Team, LLC will bring experienced management and expertise in aquatic programs.
- Financial burden on Flagler County Schools will be reduced, freeing up resources for other educational initiatives.
- Community-driven atmosphere will be preserved and strengthened, promoting health, wellness, and social interaction.

Conclusion:

Flagler Fluid Swim Team, LLC is committed to revitalizing Belle Terre Swim & Racquet Club into a thriving community hub for aquatic sports, fitness, and tennis. With our experience, dedication, and innovative approach, we are confident that leasing the facilities at Belle Terre will benefit both the club and the community at large. Let us show you how we can elevate Belle Terre to new heights!

## Team & Org Structure

Carrie Purdy/Flagler FLUiD Swim Team, LLC

Swim Lesson Instructors/ Programs

Tennis Instructor/Programs

Water Aerobics Instructor/Programs

Gym Attendant/Programs

Lifeguards/Front Desk

Pool Maintenance/Chemicals

Facility Manager

FC Schools Budget							
Public Utility Services			\$22,464. 62		\$22,464. 62		
Electricity			\$27,844. 23		\$27,844. 23		
Bottled Gas			\$8,406.6 8		\$8,406.6 8		
Dues & Fees DOH Licence		\$375			\$375		
Pool Supplies			\$12,351. 66		\$12,351. 66		
Insurance & Bond			\$1,500		\$1,500		
					\$72,942. 19		
FFST PAY 20%				\$14,588. 44			
FC Schools Pay 2024/2025					\$58,353. 75		
BOCC ILA							\$25,000

Payment Set UP

	FLUiD Pay		FLUiD Pay	Flagler Schools Pay
2024-2025	20%	\$72,942.19	\$14,588.44	\$58,343.75
2025-2026	40%	\$72,942.19	\$29,176.88	\$43,765.31
2026-2027	60%	\$72,942.19	\$43,765.31	\$29,176.88
2027-2028	80%	\$72,942.19	\$58,353.75	\$14,588.44
2028-2029	100%	\$72,942.19		\$0

\*\* Flagler County Schools DONATES FACILITY TO FLUiD

\*\* Grants/Funding towards building of a 50 Meter Pool

## Defined Boundaries

- No FTI Usage of Facility (No Swim lessons - No Water Aerobics)
- Flagler Swim Team may use Facility during HS Swim Season
- Fluid will take over Pool Maintenance & Cleaning (CPO)
- Flagler County continues with ground maintenance (Bushes, Lawncare. Ect)
- Flagler Schools will assist with High Costly major maintenance and repairs.

## Questions?

- 1) Will the BOCC ILA Contribution still be available?  
Who will allocate its Contributions? FC or FFST?

Please share any questions or concerns?

I am requesting this proposal to be announced at the upcoming Flagler County School Board agenda items.

Sincerely,  
Carrie Purdy  
Flagler FLUiD Swim Team  
Head Coach/Owner  
Matanzas HS Head Swim Coach