

LOI Form

LOI

If you would like to complete this Letter of Intent in Word first and copy your answers over later, use the following link: [Download LOI](#)

The rubric that will be used to score your Letter of Intent can be found here: [Download LOI Rubric](#)

Please pay attention to character limits while working on your draft. These limits include spaces.

Organization Name*

YMCA Of Greater St. Petersburg

Project Name*

Create a brief name for this large capital project. This is how it will appear throughout the PCF grant portal.

Speer YMCA

EIN*

59-0624468

Incorporation Year*

What year did your organization incorporate? This will be the year listed on your determination letter from the Internal Revenue Service.

1920

Organizational Mission Statement*

What is your organization's mission statement? This should be no longer than one or two sentences.

To put Judeo-Christian principles into practice through programs that build a healthy spirit, mind, and body for all.

Unique Entity ID (SAM)

Please provide your organization's Unique Entity ID number. This is a specific number used by the federal government to identify your organization. **This is different from a DUNS number, which the federal government no longer uses.**

If you do not have a Unique Entity ID number, you can create an account on [SAM.gov](https://sam.gov) and apply for one here (it is free and may take 3-4 days for approval): <https://sam.gov/content/home>

This field is optional as to not stop a qualifying organization from applying. HOWEVER, a Unique Entity ID number will be required if your organization is approved for a grant. Your organization should apply for a number now if it does not yet have one.

Character Limit: 12

ZQEGMNAF2PN3

Annual Operating Budget Size*

Please provide the amount of your annual operating budget (expenditures only) for your entire organization.

\$15,293,246.00

Amount Requested*

The maximum grant amount is \$5 million. You may request up to 5% for grant administration, project management, and other indirect costs. Please be sure your indirect cost rate is represented in the figure you put below.

Note: You will be required to upload a more detailed budget if you are approved for the full application stage. You will need to also attach any bids, estimates, and agreements with contractors or other vendors in relation to the proposed project.

\$5,000,000.00

Does the total project cost exceed the amount your organization is requesting?*

Please note: Answering "Yes" will cause additional questions to load later in this application.

Examples

ABC Childcare is seeking funding for a new playground. ABC Childcare is asking PCF to fund \$150,000 for certain equipment, and will seek other funding and donations for the remaining \$20,000 of the playground. ABC Childcare would select "Yes" for this question.

Better Tomorrow, a mental health provider, is looking to expand their counseling center by two rooms to meet increased service demand arising from the pandemic. Better Tomorrow has secured \$25,000 in private contributions, and wants to request the remaining \$125,000 in this grant. Better Tomorrow would select "Yes" for this question.

DBE Food Pantry is seeking funding for a new HVAC unit for their pantry, and is requesting \$40,000 from PCF to cover the entire cost. DBE Food Pantry would select "No" for this question.

Yes

Parent Non-Profit/Subsidiaries*

If your organization has a parent non-profit that has multiple subsidiaries, will multiple subsidiaries be applying in this process?

Example

Better Tomorrow is the parent non-profit of three organizations. Two of those organizations want to apply in this process. Both would select "Yes" on this question.

No

Request Specifics

Organization Programming Background*

Please describe the programming your organization offers to the community and the length of time it has been doing so. That is, what does your organization **do** and **how long** has it been doing it?

Established in 1920, the YMCA of Greater St. Petersburg (YGSP) is a nonprofit like no other. Serving 19,034 individuals annually throughout southern Pinellas with two wellness facilities, three resource centers, three preschools, and 24 before and after school childcare locations to include three middle school academic enrichment academies, the essence of the Y's mission is to ensure that everyone, regardless of age, income or background, has an opportunity to learn, grow and thrive. YGSP is a member of Y-USA, and is an independent 501(c)3 charitable nonprofit organization incorporating a governing Board of Directors, CEO, executive leadership and operating budget. The footprint of YGSP is south of Ulmerton Rd and north of the Sunshine Skyway in Pinellas County. Kindergarten readiness is a priority at all three preschools, and the Y's 24 before and after school locations in elementary and middle schools provide a safe, affordable and engaging environment. Fourteen of the elementary and middle school sites host YReads!, a research and outcomes based academic program with the goal of helping children achieve grade level reading proficiency. In addition to our school-age programs, the YMCA continues to be a leader in drowning prevention and teaching children and adults to swim. Drowning prevention is crucial for all but especially low income families with drowning being the leading cause of death in children under the age of four. The Y has Community Health Programs to support those diagnosed with diabetes, Parkinson's disease, cancer and high blood pressure. The new Speer YMCA will host a YReads! site, as well as before and after school child care, Livestrong at the Y (cancer recovery), Diabetes Prevention Program, Delay the Disease (Parkinson's), Blood Pressure Monitoring, YMCA Weight Loss Program, Fall Prevention Program, and a wide variety of youth and adult sports as well as community engagement programming to include the YMCA Neighbor to Neighbor Christmas program.

Community Need*

Please describe the community need that exists for your programming. If you are able to cite quantitative, local data, that will strengthen your proposal.

Located on the U.S. Government's Centers for Disease Control (CDC) website, the Social Vulnerability Index (SVI) is a census tract that collects data on poverty, availability of transportation and crowded housing and assigns an index number. These maps assist emergency planners by identifying areas of need in the community. Social vulnerability refers to the potential negative effects on communities caused by external stresses on human health. Such stresses include natural or human-caused disasters, or disease outbreaks. Reducing social vulnerability can decrease both human suffering and economic loss. High SVI communities have exceptional needs before, during and after a public health emergency or a natural disaster. An area within a half mile walking distance of the new Speer YMCA has an extremely high SVI score. With zero (0.0)

being the lowest score and one (1.0) being the highest, the SVI score for this area is 0.8746. By comparison, the SVI score for the population in close proximity to the Childs Park YMCA is 0.8995. SVI index data is accessible at <https://svi.cdc.gov/map.html>. Additionally, YGSP currently provides before and after school childcare and academic enrichment programming in 15 Title I public schools, where many children qualify for the free and reduced federal lunch program. Traditionally stagnant and sporadic investment in these neighborhoods means that access to programs and services, especially for children and seniors, is limited. Area families lack high-quality, convenient and affordable afterschool care and youth programs. During times of crisis the YMCA is well positioned to address the critical challenges that have contributed to the high SVI and to support individuals and families as they continue to recover from this healthcare crisis. Please see the attached document for reference.

Negative Economic Impact*

The following question is the keystone of a strong application in this process. If your organization cannot demonstrate a negative economic impact from the pandemic, your application will not qualify for committee review. If you are uncertain about what constitutes negative economic impact or how to demonstrate it, please contact PCF staff for technical assistance.

Describe your organization's negative economic impact arising from the COVID-19 pandemic. Examples could include:

- A reduction in revenue from 2019 to 2020
- Inflationary pressures
- Increases in demand for services that have not been compensated for through new revenue
- The use of reserves for unbudgeted expenses since the onset of the pandemic, and such use of reserves has prevented the purchase of capital assets
- A need for capital assets to offset community need for which your organization does not have the resources to purchase due to the negative economic harm from the pandemic
- A need for additional capital assets to adapt operations to accommodate health and safety guidelines by the CDC
- Growth in restricted pandemic-related revenue that does not permit capital asset acquisition

Note: If you are applying for both a Small Purchase and Large Project, you may reuse the answer for this question PROVIDED THAT the negative economic impact is relevant to both requests.

On March 17, 2020 and by order of the Governor, YGSP closed its wellness centers and remained closed for 90 days. YGSP was forced to furlough approximately 80% of its staff (400+ individuals). YGSP experienced many of its members canceling or freezing their memberships. Additionally, YGSP derives a sizable portion of its operating revenue through its after-school childcare programs and as schools closed, YGSP's childcare revenue declined 100%. In just a one month period of time from March of 2020 - April of 2020 the YMCA of Greater St. Petersburg sustained a revenue loss of \$626,257 and this decline continued for the next couple of years. Recovery has been restricted due to challenges with the job market and availability of qualified workers. Reduction in staff and the inability to fill positions has limited program access and availability necessitating waitlists and operating under capacity. Cumulative reduction in revenue from 2019-2021 was (\$5,236,960) and includes loss from membership, programming, sale of merchandise, grant funding and special events. Fundraising loss from 2019-2021 was (\$8,300,000) attributed to the pandemic due to an inability to meet with donors, donor contraction and business interruption. Inflation has affected several areas of the organization. Membership remains 27% below pre-pandemic levels, as people's habits have changed due to Covid-19. Unfilled staff positions limits the amount of programs that YGSP is able to offer. Pressure to compete with rising hourly wage rates created a dire situation to remain staffed at the level

needed to operate safely and within mandated childcare licensing requirements. Additionally, operational costs have dramatically increased. These include increased PPE and cleaning supplies, transportation and fuel expenses, and programmatic materials and food for our preschools and after care programs. While YGSP anticipated a \$20 million operating budget in 2022, currently and as a direct result of the pandemic, the 2022 operating budget is a reduced \$15.2 million. The difference is a result of a reduction in revenue of \$5,236,960, large fundraising deficits, and a delay in opening and operating the new Speer YMCA. These additional resources are the lifeblood of the Y's ability to provide community benefit and public access programming that does not produce revenue. The revenue generated from the new facility and its programs will not only provide much needed programs and services to improve the social and economic health of the community through childcare, and afterschool enrichment programming.

Proposal Description*

The American Rescue Plan Act requires a request that is reasonable and proportional to the level of economic impact your organization experienced. This means the request you describe below should not be greater than the economic harm your organization has suffered.

Please describe your project proposal and address the following:

- What project will be undertaken with these funds?
- What is the estimated lifespan of the project/property improvement?
- How does it address the negative economic harm you described in the previous question?

In 2015, YGSP held a meeting with Pinellas County Schools to discuss the availability of vacant property on 62nd Ave. NE in St. Petersburg for the purpose of constructing a new YMCA facility. Seven years later and after much collaboration, a unique campus concept was developed with a YMCA facility and a public middle school sharing this campus together. While the land remains the property of Pinellas County Schools, YGSP has secured a 99-year lease agreement and importantly, YGSP is 100% owner and operator of the new Speer YMCA facility. The requested funding will support the cost of building of the new Y. The Speer YMCA project is an extension of our nearly 30-year relationship with Pinellas County Schools, a trusted and valued community partner. PCSB has designated the new middle school a "health and wellness leadership magnet" with the feeder elementary school to be Lakewood Elementary located in south St. Petersburg. In this safe, supportive environment, we have an opportunity to shepherd our community's most treasured assets and foster tomorrow's leaders. The 68,643 square foot YMCA facility plan includes the following: Wellness Center, Aquatic Complex with Outdoor Pool/Splash Pad, Kid Zone/Teen Gaming Room, Sports Complex including athletic field and track, Teaching Kitchen, Gymnasium and Family Consumer Science Center.

This new YMCA campus will bring programs and services to the north St. Petersburg community that have had such a positive impact elsewhere in St. Petersburg including neighborhoods in need of revitalization and economic development. There will be unique opportunities for cutting-edge programming as community partners join the Y to bring advantageous experiences to students, parents and school staff as well as the community at large. It will be an accessible resource for people of all ages and backgrounds to learn, play and grow together. The estimated life span of the new Speer YMCA is 75 years. This new facility will help drive continued recovery from the effects of the Covid pandemic and allow the organization to expand revenue opportunities through programming, membership, special events, corporate sponsorship and private philanthropy. The new Speer YMCA will add 200 jobs to the local economy and provide an additional revenue stream for the organization, providing \$1.5 million in revenue in its first operating year and enabling the organization to provide much needed services and assistance to those in need.

Number Served*

How many people will directly benefit from this capital project annually?

4760

Unduplicated vs. Duplicated*

Is the number indicated above duplicated or unduplicated?

Duplicated: A client is counted each time they access services

Unduplicated: A client is counted once, regardless of the number of times they access services

Example: ABC Food Bank operates two mobile food pantries, one in Clearwater and one in St. Petersburg. Taylor, a Pinellas County resident, goes to both food pantries. If ABC Food Bank counts Taylor's visit TWICE, it is **duplicated**. If ABC Food Bank counts Taylor's visit ONCE, it is **unduplicated**.

Unduplicated

Other (Explanation Required)

If you selected "Other" in the previous question, please explain how your organization determined the number of clients that will benefit from the proposed capital project.

Rent vs. Own*

Does your organization rent or own the property for which you are proposing modifications?

Note: Selecting "Rent" will cause more questions to load below.

Own

Guiding Principles - Client Impact*

The American Rescue Plan Act, which provides the funding for this grant program, aims to ensure an equitable recovery from the COVID-19 pandemic. The term "equity" is defined as:

The consistent and systematic fair, just, and impartial treatment of all individuals, including individuals who belong to underserved communities that have been denied such treatment, such as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color; members of religious minorities; lesbian, gay, bisexual, transgender, and queer (LGBTQ+) persons; persons with disabilities; persons who live in rural areas; and persons otherwise adversely affected by persistent poverty or inequality.

One of the guiding principles of this fund is that it will apply a lens of equity to ensure the needs of specified priority populations are met.

Will this project benefit the community members defined above that have experienced disproportionate negative impacts from the COVID-19 pandemic? If so, how?

This facility, constructed on currently vacant property on 62nd Ave. NE in St. Petersburg, will be a lifeline in an area that has an underserved population with a high socially vulnerable index within a half mile of the Speer YMCA. Low income and underserved residents will be able to take advantage of free programming offered at this facility. The YMCA has financial assistance available based on need, and no one is turned away

for the inability to pay regardless of race, religion, income or ability. Livestrong at the Y is a free program available to all in our community, providing cancer support for those undergoing cancer treatment and recovery. Livestrong also provides much needed support groups, physical and mental health support including membership for a friend or spouse. As part of Y-USA's Safety Around Water and drowning prevention initiative, free swim lessons are offered to the community for children starting at age two. Drowning is the leading cause of death in the State of Florida for children under age four and is a top priority for the YGSP. YReads! will be provided free of charge to students on this new campus. YReads! is a reading intervention program that helps students achieve grade level reading through research based curriculum through sight words, phonics, phonological awareness and reading comprehension. Family engagement nights will be held monthly at the new Speer YMCA and are open and free of charge to the community. Family engagement includes Boo Bash, Healthy Kids Day and many other activities. The YMCA Neighbor to Neighbor Christmas program serves over 400 families and 900 children and will incorporate families from the new Speer YMCA into the program which provides a traditional Christmas which includes a Christmas Tree, toys for each child, a free season of youth sports and a \$50 gift card to Publix. This facility will provide flexible jobs and other opportunities that break down barriers for disproportionately impacted populations.

Community Connection

The American Rescue Plan Act (ARPA) prioritizes organizations that either have headquarters or carry out the majority of their operations inside Qualified Census Tracts (QCTs). QCTs are a standard method of identifying communities with a large proportion of low-income residents. The U.S. Department of Housing and Urban Development determines what areas qualify as QCT.

To assess if your organization serves or is headquartered in a QCT, use the following link:
https://www.huduser.gov/portal/sadda/sadda_qct.html

In the top right-hand corner, choose the state of Florida and Pinellas County. Then on the left-hand side of the screen, click the box next to "Color QCT Qualified Tracts." The QCT zones are denoted in purple. You can also map your address by adding it into the address box at the top to see if your location is inside the zones.

Below, please provide the location of your operations and the location of your headquarters, if different.

Enter an Address, city, state or tract Florida

Map Options : Clear | Reset | Full Screen

QCT Legend: — Tract Outline ■ LIHTC Project ■ 2022 Qualified Census Tracts

SADDA Legend: — FMR Boundary ■ 2022 Small DDA ■ Non Metro DDA

Hide the overview

The 2022 Qualified Census Tracts (QCTs) and Difficult Development Areas (DDAs) are effective January 1, 2022. The 2022 designations use data from the 2010 Decennial designation methodology is explained in the federal Register notice published September 9, 2021

Map Options
 10 Current Zoom Level
 Show Difficult Development Areas (Zoom 7+)
 Color QCT Qualified Tracts (Zoom 7+) ←
 Show Tracts Outline (Zoom 11+)
 Show FMR Outlines (Zoom 4+)
 Show LIHTC Projects (Zoom 11+)

Click here for full screen map

Select Year
 2022
 2021

Map Satellite

Google

Keyboard shortcuts Map data ©2022 Google, INEGI Terms of Use

Headquarters Location*

Please provide your organization's headquarters address as it appears on your Sunbiz account. To check your Sunbiz registration, you may search here: <https://dos.myflorida.com/sunbiz/search/>
600 1st Ave N. Suite 201 St. Petersburg, FL 33701

QCT Determination - Headquarters*

Is this organization headquartered in a QCT?

No

Project Location*

Please provide the address or intersection where the property being modified is.

Speer YMCA 501 62nd Ave. NE St Petersburg, FL 33702

QCT Determination - Project*

Is this organization's project in a QCT?

No

QCT Impact*

PCF understands that just because a project may not be located in a Qualified Census Tract, those who reside in one may access your services and may come to the location where your organization's project will take place.

- If applicable, please describe if you have clients that reside in a QCT as indicated on the map linked above, and the proportion of your clients that come from these areas.
- If your organization does not serve clients from a QCT, you can write "Not Applicable" below.

YGSP serves precisely 3,500 individuals that reside in a Qualified Census Tract (QCT) located in the map above. This number reflects 18% of the total population YGSP currently serves. The methodology used to obtain this information can be provided along with data to show how the number was obtained. YGSP utilized the services of a third-party provider to calculate this data. Currently 8 YGSP facilities and school sites are located in a QCT, and YGSP corporate offices are adjacent to a QCT.

QCT Determination - Clients*

Does this organization's project benefit residents of QCTs?

Yes

This section aims to capture general demographic data about your organization and to see how you engage with and represent the community you serve. PCF has generalized the demographic data questions more than it has in other processes because of the public nature of this process. PCF understands that identity disclosure can be a sensitive matter and wants to respect your organization's board and staff. If your organization feels comfortable sharing more detailed demographic information, it may do so in the "Community Representation and Connection" section.

Community Representation and Connection*

Describe how your organization is representative of, or has authentic connections to, the community your proposal seeks to serve. You can list other community-based organizations that work on programming with you and/or list examples of your work within this community.

YGSP staff is very reflective of the communities that we serve, with BIPOC individuals representing 40% of total staff. Additionally, and in keeping with YGSP's commitment to opportunity for all, 13% of Y staff are seniors. YGSP has a physical presence in many underserved low income communities to include: Jim and Heather Gills YMCA, Harbordale YMCA, Lealman Exchange and Lealman YMCA Preschool Academy, Childs Park YMCA, and Speer YMCA Preschool Academy. With childcare locations at: Bay Point, Campbell Park, Bear Creek, Douglas L. Jamerson, Maximo, Melrose, and Perkins Elementary schools and Bay Point Middle School, YGSP provides child care and academic enrichment programming in many low income neighborhoods in south St. Petersburg. YGSP has a long history of listening to and understanding the needs of the community to make investment in facilities and tailored programming to meet those needs.

Partnerships in programming include:

- Seniors in Service - YReads! classroom volunteers
- Baycare - Diabetes Prevention Program and Enhance Fitness as well as healthcare provider referrals
- The Florida Orchestra - toy collection for YMCA Neighbor to Neighbor Christmas Program and Music Summer Camp
- Pinellas County Schools - partnership for nearly 30 years in child care throughout elementary and middle schools in Pinellas County,
 - YMCA Weight Loss Program partnership for staff
- The St. Petersburg Free Clinic - a referring agency for YMCA Neighbor to Neighbor Christmas Program and food insecurity partner supporting Childs Park YMCA
- University of South Florida St. Pete - partnership with the Civic Fellow Scholarship Program and YMCA Youth in Government
- Neuro Challenge Foundation - run a support group for caretakers and spouse of participant programs
- American Heart Association - provide program content and blood pressure monitors
- Florida Cancer Specialists - referrals and financial support for Livestrong at the Y
- City of St. Petersburg - sponsor city employees to attend Diabetes Prevention Program
- All Children's Hospital - sponsors employees to attend the Diabetes Prevention Program and the YMCA is a part of the JHACH Community Connector Group focused on exercise, nutrition and weight loss.

With over one hundred years in the community YGSP has deep roots that continue to add benefits to our already existing programs through collaboration and innovation.

Leadership Demographics - CEO/Executive Director*

Does your CEO/Executive Director consider themselves a member of one or more of the following populations? Check all that apply.

- BIPOC defined as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color
- LGBTQ+ (Lesbian, Gay, Bisexual, Transgender, Queer+)
- Neurodiverse/physically disabled

None of the above

Leadership Demographics - Executive Level Leadership Team*

Does your executive leadership team consider themselves a member of one or more of the following populations? Check all that apply.

- BIPOC defined as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color
- LGBTQ+ (Lesbian, Gay, Bisexual, Transgender, Queer+)
- Neurodiverse/physically disabled

BIPOC
LGBTQ+

Leadership Demographics - Board Membership*

Do your board members consider themselves a member of one or more of the following populations? Check all that apply.

- BIPOC defined as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color
- LGBTQ+ (Lesbian, Gay, Bisexual, Transgender, Queer+)
- Neurodiverse/physically disabled

BIPOC

Cost Difference

Estimated Total Project Cost*

Please specify the total cost of this capital project.

Example: ABC Childcare is seeking funding for a new playground. ABC Childcare is asking PCF to fund \$20,000 for certain equipment, and will seek other funding and donations for the remaining \$150,000 of the playground, for a total project cost of \$170,000. ABC Childcare would put \$170,000 below.

\$23,922,412.00

Cost Difference*

How does your organization plan to cover the cost of this project beyond the amount requested in this LOI? Please also specify if your organization can carry out the potential ARPA-funded portion of this project without other funding being secured.

\$13,100,000 Private Philanthropy - cash and pledges received to date
\$10,822,412 Projected Future Resource Development to include private philanthropy and other funding

As noted above, more than half of the required funding has been secured through private philanthropy, and we have approached 14 additional funding partners that include private foundations, corporations and donors and will continue with our campaign strategy to secure the remaining financial resources needed to fund building the new Speer YMCA. YGSP's initial fund development strategy did not include acquiring any kind of bridge financing or bank loan. As a direct result of the negative economic impact of the Covid pandemic, YGSP was forced to secure \$12,000,000 in bank bridge financing with Hancock Whitney Bank. This bridge loan will be used to "bridge the gap" between fundraising pledges and cash received and current and ongoing project expenses - ensuring that there are sufficient financial resources available to complete the project irrespective of timing of pledge receivables and other funding received. The goal of financial development for the Speer YMCA is the realization of no mortgage debt at the conclusion of the pledge period in 2026. YGSP seeks to ensure that the organization does not incur long-term debt as a part of the process of building this new YMCA facility and will continue to fundraise and seek additional financial resources in order to meet this goal. Debt maintenance could significantly hinder YGSP's ability to deliver critical programs and services to this socially vulnerable population.

In 2023, the cost projections for the project are \$12,964,869. Any funds granted to YGSP from ARPA will be used to cover direct construction costs as we enter into the final building phase of the Speer YMCA, which is slated to open in late 2023. Additionally, YGSP's use of the requested funding is not contingent upon receipt of any other funding from any other source.

Financial Overview

Budget Summary*

Please provide a brief sketch of the categories of expenses and the costs needed for your project. If your organization is requesting compensation for indirect costs, be sure to note the percentage (up to 5%) and dollar amount below.

If you are invited to complete the full application, you will be asked to upload current verifiable bids, proposals, price lists [from your potential vendor(s)] from the past 60 days. If a contractor has already been selected for a construction project for which you are requesting funding, you will need to upload their bid. You are strongly encouraged to collect any remaining bids, proposals, and price lists shortly after submitting this LOI.

Following is an accounting of budgeted and actual expenses reflecting all areas of construction for a new 68,643 sq. ft. YMCA facility. Sub-categories of expenses are listed immediately preceding the major budget expense amount. As this project is currently under construction, costs are being paid in real time as expenses are incurred. Total budget for the new Speer YMCA project is \$23,922,412.

Actual Costs FY2016-FY2021

\$ 507,547 - Architects
 \$ 77,833 - Construction Costs
 \$ 50,750 - Owner's Rep
 \$ 54,000 - Fundraising Consulting
 \$ 48,000 - Schematic Design
 \$ 738,130 FY 2016-2021

Actual/Projected Costs FY 2022

\$ 679,056 - Architects
 \$ 9,166,356 - Construction Costs
 \$ 130,000 - Owner's Rep
 \$ 180,000 - Additional Fees and Permitting
 \$ 64,000 - Fundraising Consulting

\$ 10,219,412 FY 2022

Projected Costs FY 2023

\$ 138,365 - Architects

\$ 11,916,504 - Construction Costs

\$ 80,000 - Owner's Rep

\$ 76,000 - Additional Fees and Permitting

\$ 54,000 - Fundraising Consulting

\$ 700,000 - FFE

\$ 12,964,869 FY 2023

\$ 23,922,412 - Project Budget Total*

* The YMCA is 100% responsible for developing the financial resources to fund the Speer YMCA. As a direct result of the Covid pandemic and related supply chain issues and a rise in the cost of raw materials, the projected expense of building the new Speer YMCA increased \$3 million dollars over initial 2019 budget estimates. A detailed project budget is complete and available upon request.

Project Preparedness*

If your letter of intent is approved, you will have 30 days to submit a full proposal. This will require multiple estimates/bids for your project that detail the costs you've sketched out above from potential contractors that would do the actual work.

Where are you in the planning process for the implementation of this project? Please describe your organization's readiness for this project including your ability to collect bids and select contractors and/or vendors. **If you have already selected a contractor for the project, you will need to describe how that contractor was chosen.**

Example

Better Tomorrow has spoken with contractors about their counseling center expansion project, but has only sought one proposal from a contractor. Better Tomorrow would describe so below, having sketched out the costs in the previous question. Better Tomorrow would indicate its plan to obtain more quotes/bids upon submitting this LOI.

Community Arts 'R Us has begun construction on its new arts center, as it had secured 75% of the funding for it before the pandemic. Therefore, a contractor has already been selected, and is looking to obtain the funding necessary to complete the project. Below, Community Arts 'R Us would explain it has a cost proposal ready to upload from their selected contractor, and is ready to carry out the rest of the project if funding is awarded.

In October 2020, YGSP executed a 99-year "Ground Lease Agreement" with Pinellas County Schools (PCS) allowing YGSP to proceed with plans to build a new YMCA facility on a vacant lot on 62nd Ave NE in St. Petersburg. YGSP and Pinellas County Schools also executed a "Joint Development Agreement" and a "Shared Use and Management Agreement". While YGSP participated in the selection and bid process with Pinellas County Schools, the school board vetting and bid process for capital projects was followed. YGSP and PCS utilize the same architect and contractor as this provided significant cost savings and other benefits. The process of hiring the architect and contractor is completed, and the YMCA and Pinellas County Schools held a joint groundbreaking ceremony on June 7, 2022 on the vacant site. Construction immediately began and is underway for the new Speer YMCA. Pinellas County Schools has also begun construction on a new 600 student middle school on the 19-acre campus. YGSP anticipates opening the new Speer YMCA in late 2023. Pinellas County Schools anticipates opening the new middle school in August 2024. YGSP is responsible for the entire cost of constructing the new Speer YMCA, as well as the cost of operations and any future capital or

operational expenses related to this new YMCA facility. Please see attached site plan, renderings and recent photo of construction site.

Other Funding Sources*

Please describe any other funding not already mentioned that your organization has applied for or obtained for this project. This includes but is not limited to Community Development Block Grants (CDBG), local government grants (including Tourist Development Council funding), foundation grants, and donors (you do not need to disclose donor identities, simply amount raised that is allocated to this project). This includes any matching grants or in-kind contributions you may have obtained.

If none, please write N/A.

\$13,096,967	Total gifts and pledges for the new Speer YMCA from individual donors - Actual to date
\$12,000,000	Bridge Financing from Hancock Whitney Bank
\$ 1,000,000	City of St. Petersburg Allocation Request - under consideration
\$ 2,500,000	Corporate Foundation - under consideration

YGSP is continuing active dialogue and is in varying levels of discussions with 14 additional funding partners that include private foundations, corporations and individual donors. YGSP will continue with our capital campaign fundraising strategy with the goal of securing the remaining financial resources needed to fund building the new Speer YMCA. As a part of this strategy, YGSP made unsuccessful state budget funding requests through State Senator Jeff Brandes' office to the State of Florida in 2020, 2021 and 2022. YGSP also unsuccessfully requested funding from the federal earmarks program through Congressman Charlie Crist's office in 2021 and 2022. YGSP has contracted with a third-party consultant, Corcoran Partners, to assist with 2023 state and federal funding allocation requests.

In 2023, the cost projections for the project is \$12,964,869. Any funds granted to YGSP from ARPA will be used to cover direct construction costs as we enter into the final building phase of the Speer YMCA, which is slated to open in late 2023. Additionally, YGSP's use of the requested funding is not contingent upon receipt of any other funding from any other source.

Changes in Operating Costs*

Please answer this question based on the descriptions below:

- If this project **increases** ongoing operational costs (programmatic, operating maintenance or other costs), how will you compensate for the difference?
- If this project **decreases** ongoing operating costs, how will it do so?
- If this project **does not affect** operating costs, please note so below.

YGSP anticipates operating expenses to increase \$1,479,321 with the opening of the new Speer YMCA in the fall of 2023. Those operational expenses will be offset by \$1,567,663 in revenue generated by the new Speer YMCA to include \$855,663 membership revenue, \$662,000 program revenue, and \$50,000 contributed revenue from donors and grants. These revenues will combine to increase overall operational capacity of YGSP, and be sustainable well into the future. YGSP, as a charitable nonprofit organization, combines earned revenue from membership and programs with contributed revenue from fundraising and grants to sustain non-revenue producing community and public access programming and support.

Fund Management Capacity*

Please describe your organization's capacity to manage these potential ARPA funds in terms of fiscal management and financial infrastructure.

This includes, but is not limited to, the use of accounting software that can track a general ledger and multiple accounts and the ability to work on a reimbursement-basis.

The inability to handle a reimbursement-basis grant does not disqualify your organization from applying.

Effectively managing a \$15,293,246 million annual operating budget across eight facilities, 24 school sites, and dozens of programs, YGSP follows generally acceptable accounting principles (GAAP) and has systems in place with centralized and experienced finance staff to accurately and effectively manage multiple funding sources and expense classes. YGSP utilizes SGA Accounting Software and complete yearly independent audits from which we have no findings. Our organization typically accesses over \$5.2 million in reimbursement government grant funding from a variety of organizations to include the Juvenile Welfare Board of Pinellas (JWB), and the Early Learning Coalition of Pinellas (ELC). YGSP has multiple facets of grant compliance process that includes the cooperation of several business units to include executive, finance, operations and development.

Additional Information

Additional Upload

If you have something else to share, you can upload it here in PDF format.

Please note: Due to limitation of this grants system, the upload field will not carry over to the full application if you are moved forward to the full application phase. You will need to upload this file again if you are moved forward in the process.

Supporting DOCS_SEP22 ARPA Grant Submission_reduced-size.pdf

Anything else to share?

If you have any details to share regarding this grant request, you may do so below.

Through a unique, innovative partnership, our 68,643-square-foot family center is located adjacent to the new yet-to-be-named public middle school. Combining the best of both worlds, students can stay at school to participate in swim teams, sports, performing arts and more. Not having to leave campus to travel to other locations reduces safety issues, conserves time and resources, and allows parents the peace of mind of not having to leave work early to attend to their children. This approach will allow YGSP to make a major impact through initiatives like Parent's Night Out, and a wide variety of Youth Sports offerings. As a leading nonprofit, YGSP works side-by-side with neighbors to make sure that everyone has a place to learn, grow, and thrive. Incorporating the "Health and Wellness Leadership" magnet middle school curriculum with the YMCA's focus on youth development and healthy living, before and afterschool programs will center around the Family Consumer Science Center - complimenting health, wellness and fitness with a focus on healthy foods, cooking, gardening and exercise.

Please see site plan, rendering and current construction photo attached.

File Attachment Summary

Applicant File Uploads

- Supporting DOCS_SEP22 ARPA Grant Submission_reduced-size.pdf



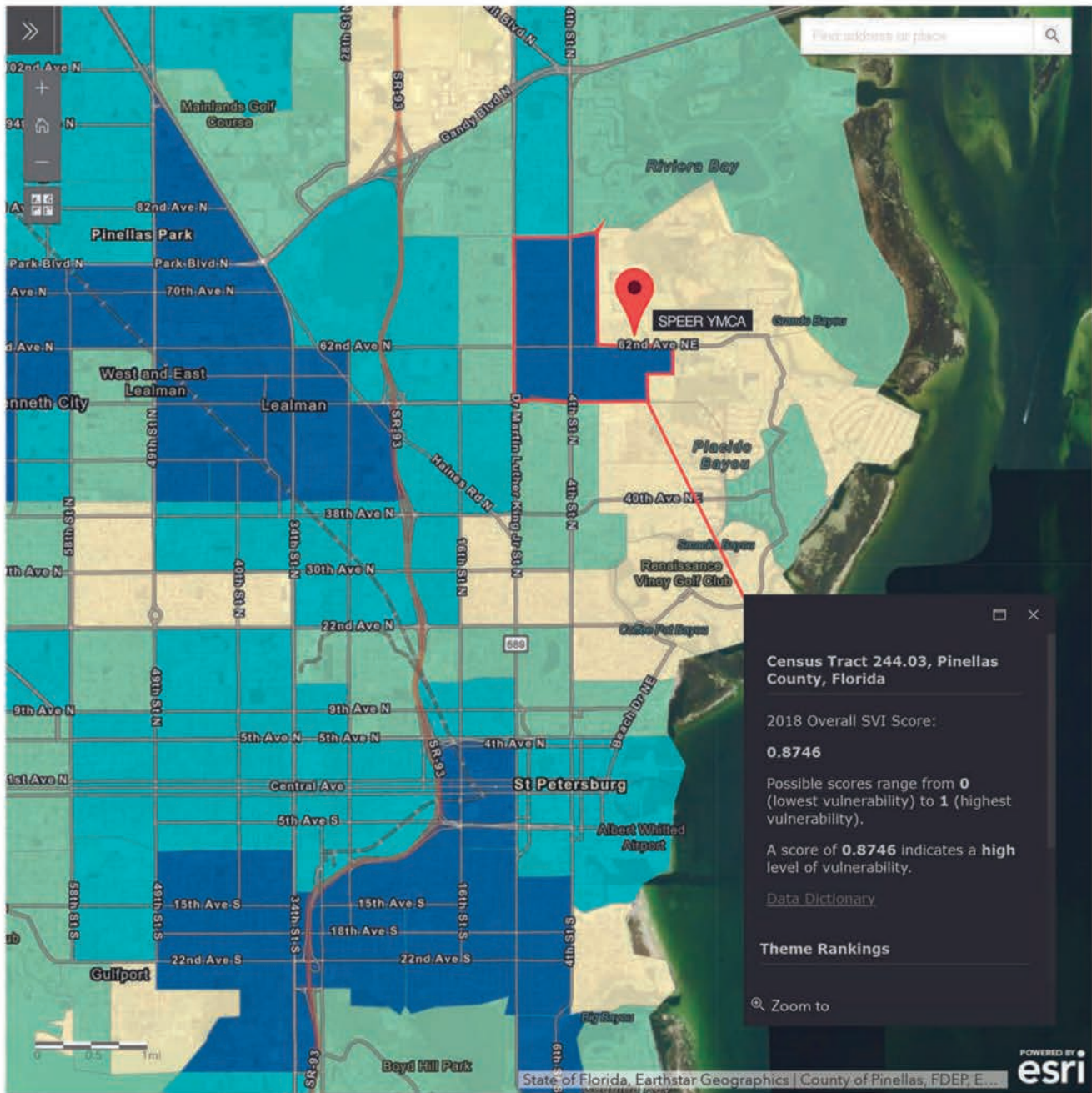
YMCA of Greater St. Petersburg

American Rescue Plan Act Grant Submission Supporting Documents

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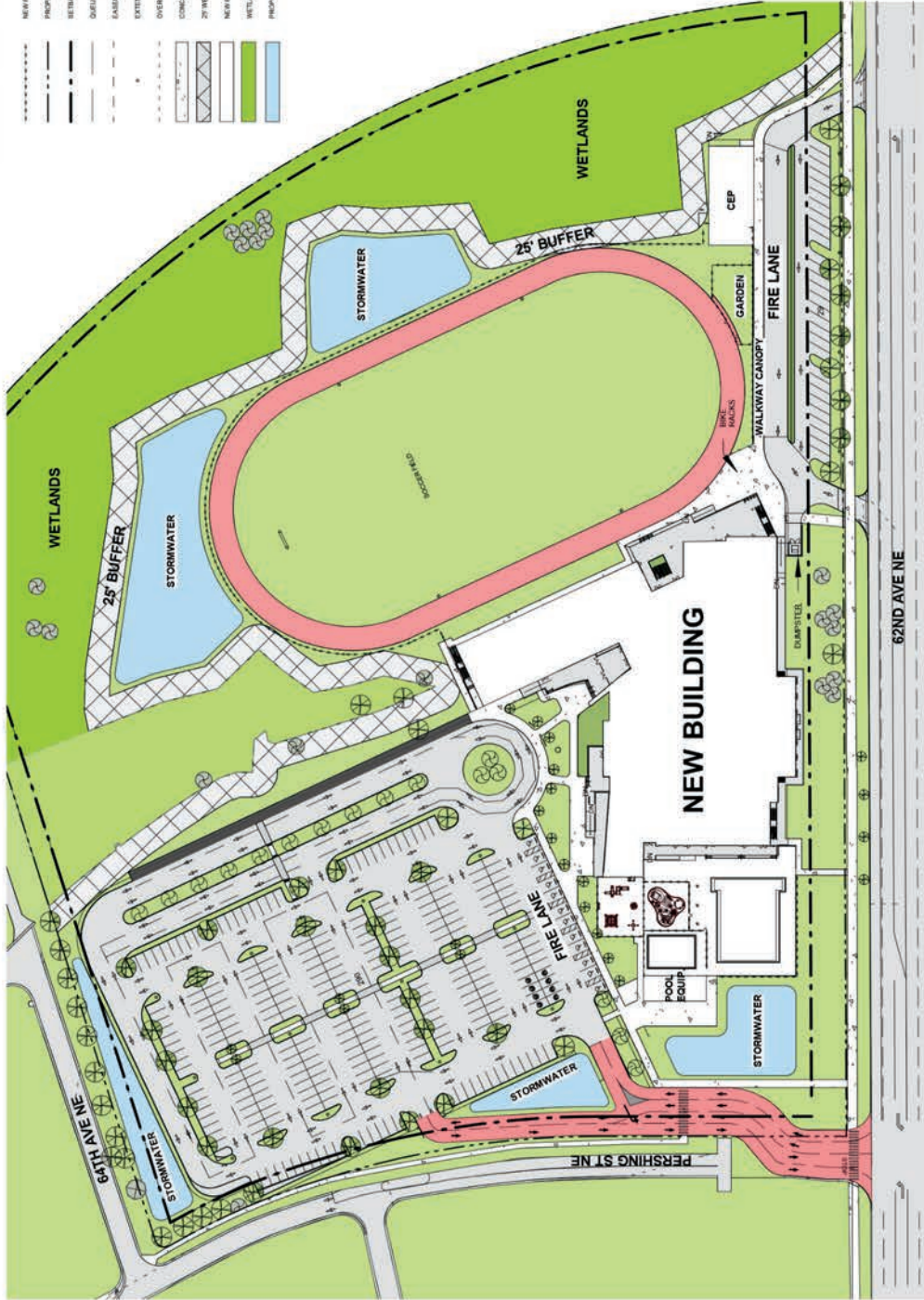
- | | |
|---|--|
| 1 | Map of Social Vulnerability Index |
| 2 | Aerial Rendering |
| 3 | Site Plan (updated to show new traffic flow) |
| 4 | Recent Still Photograph of Construction Site |





SITE PLAN LEGEND

	NE FENCE REFER TO CIVIL
	PROPERTY LINE
	SETBACK
	DOUBLE LINE
	EASEMENTS
	EXTENDED LIGHTING
	OVERHEAD POWER LINES
	CONCRETE PATH
	25' WETLAND BUFFER
	NEW WALKWAY
	WETLAND
	PROPOSED DRY POND, WATER TO CAN.



1 SITE PLAN - OPTION B (CLOSING PERSHING)

1" = 160'-0"

