



COMMUNITY RECREATION CENTER PLANNING & DEVELOPMENT

CONTRACT KICKOFF MEETING

August 12, 2020



Meeting Agenda

01 Introductions

02 Process

Process overview

Doc and data

Administrative interviews

Near-term milestones

Expectations for meetings and deliverables

03 Discussion of key considerations



01

INTRODUCTIONS



Introductions

B&D ADVISORY TEAM

Project Team



Paul Brailsford
EXECUTIVE LEADERSHIP



Sanath Kalidas
PROJECT EXECUTIVE



Andrew Lieber
PROJECT MANAGER



Katie Lutton
SENIOR ANALYST

Subject Matter Experts



Bill Mykins
SITE ANALYSIS &
PROGRAM BUDGET



Chris Dunlavey
ECONOMIC IMPACT



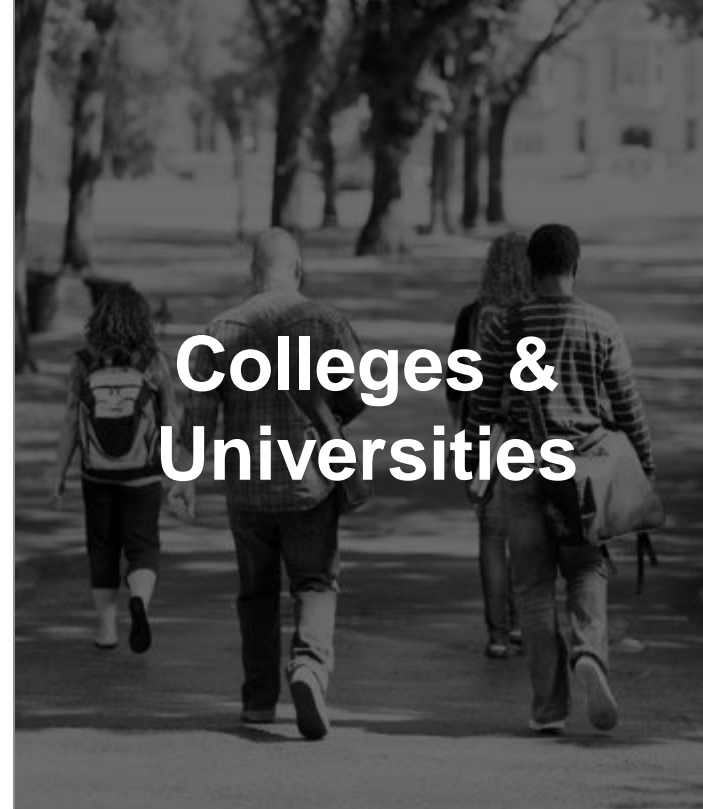
Jeff Sessine
RECREATION MANAGEMENT

Introductions

BRAILSFORD & DUNLAVEY

Our purpose is to **inspire** and **empower** organizations to maximize the value of investments that **advance** communities.

Our mission is to make the City of New London the strongest owner possible.



Colleges & Universities



K-12 Schools



Government & Municipalities



Sports Venues

Introductions

BRAILSFORD & DUNLAVEY



27
Years in business

130
Employees

\$37B+
In developed projects

1,300+
Completed projects

200+
Venues Clients

Introductions

VALUE MANAGEMENT

The Project will meet community needs (current and future) by:

- 1 Being market responsive
- 2 Maximizing program and space utilization
- 3 Completing private sector initiatives
- 4 Operating with predictable and sustainable revenues and expenses

Every investment in a facility, feature, or element must be evaluated for its ability to produce a market response that contributes to the achievement of the underlying strategic objectives for the project.

Introductions

VALUE MANAGEMENT

We've delivered projects that achieve a range of targeted outcomes; we enter this project *agnostic* on the outcomes New London will seek to achieve

COMMUNITY-
CENTRIC



CICCOTTI FAMILY
RECREATION CENTER



PRINCE GEORGE'S SPORTS
AND LEARNING COMPLEX



VIRGINIA BEACH
FIELD HOUSE

ATTRACT
VISITORSHIP

Introductions

MAXIMIZING VALUE BY DRIVING OUTCOMES

For the City of New London, B&D's approach will:

- › Make a city of diverse constituencies function as one community.
- › Address the needs of every household and family to raise children with the opportunity to compete in the world and achieve well-being.
- › Continue the ascension of the city into a place worthy of investment by industries and families alike.
- › Take advantage of the city's locational attributes and neighboring populations to create positive revenue streams that make access to New Londoners affordable.
- › Ensure the center's long-term financial viability through a partnership agreement with a third-party management team.

Criteria will be carefully selected and rigorously applied to ensure City resources are appropriately invested and results are optimized.



Introductions

CITY OF NEW LONDON CORE WORKING GROUP



Please introduce yourself, your role on the project, and your preliminary expectations or perspective

City of New London

- › Felix Reyes, Director of Economic Development & Planning
- › Tommie Major, Director, New London Recreation
- › Sharon Bousquet, Program Coordinator, New London Recreation
- › Lori DeLuca, Secretary Recreation

Community Center Task Force

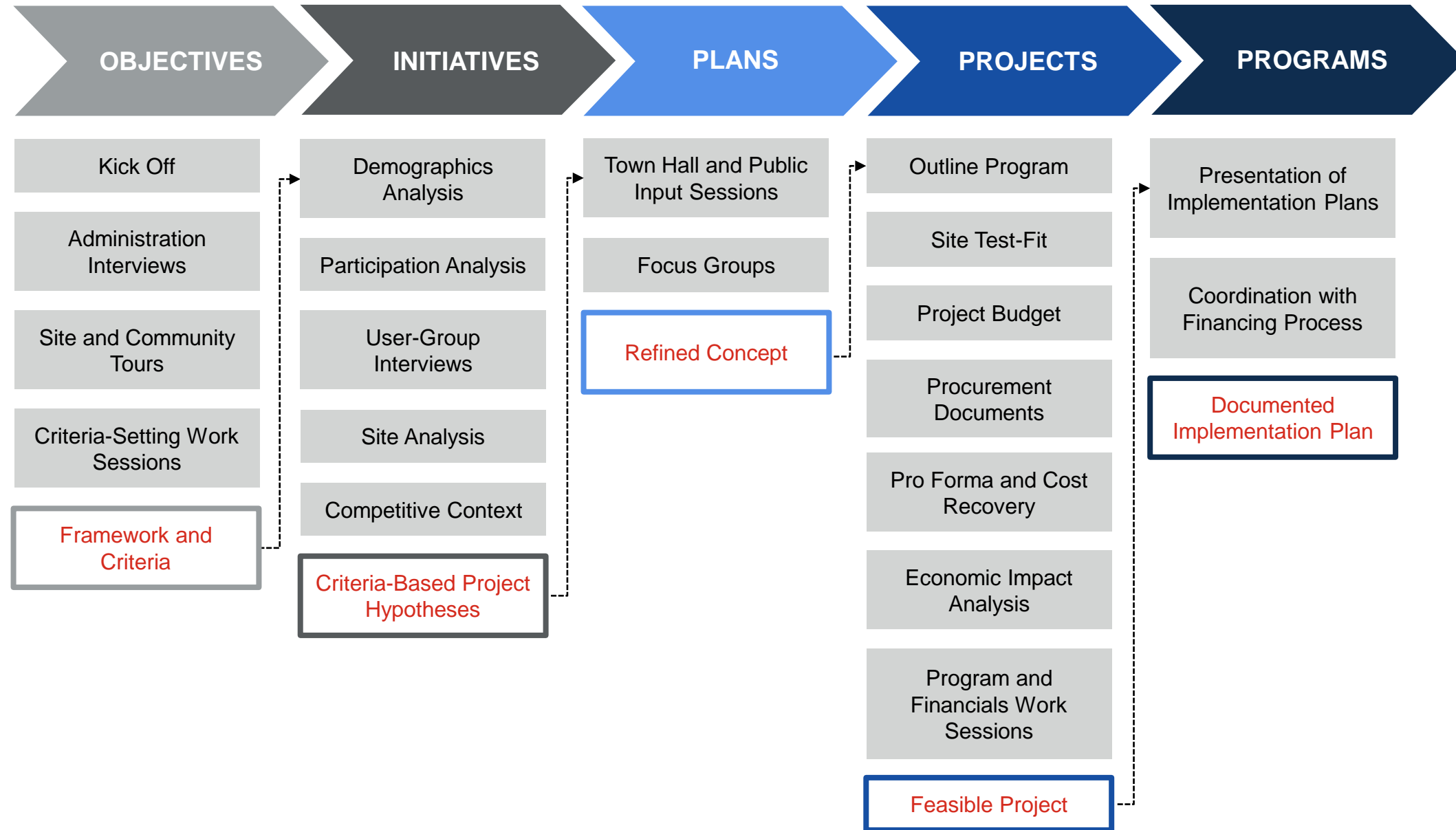
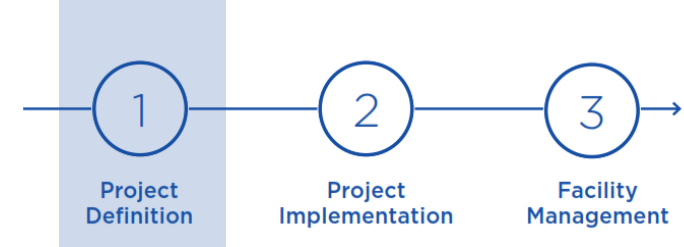
- › Norman Harrison, Recovery Committee, Recreation Chair
- › Donna Bailey, P&R Commission
- › Ricky Free, P&R Commission
- › Juan Roman
- › Dwayne Stallings
- › Tara Hannaford
- › Anthony Bascillica
- › Cathy Foley
- › Donna Vendetto
- › Susan Tierney
- › Mike Buscetto
- › Clayton Potter
- › Leslie Timmons
- › Stephen Smith
- › Karen Paul
- › Adacil Dominguez

02 PROCESS



Process

DEVELOPMENT OF AN IMPLEMENTATBLE PLAN



Process

NEAR-TERM MILESTONES

Week of 9/7

FRAMEWORK & CRITERIA

Site & Community Tours
Criteria-Setting Work Session

Week of 10/12

REFINED CONCEPT

Public Town Hall Meetings
Focus Groups

Dec. Date TBD

Plan Presentation
and Documentation

Week of 9/12

CRITERIA-BASED PROJECT HYPOTHESIS

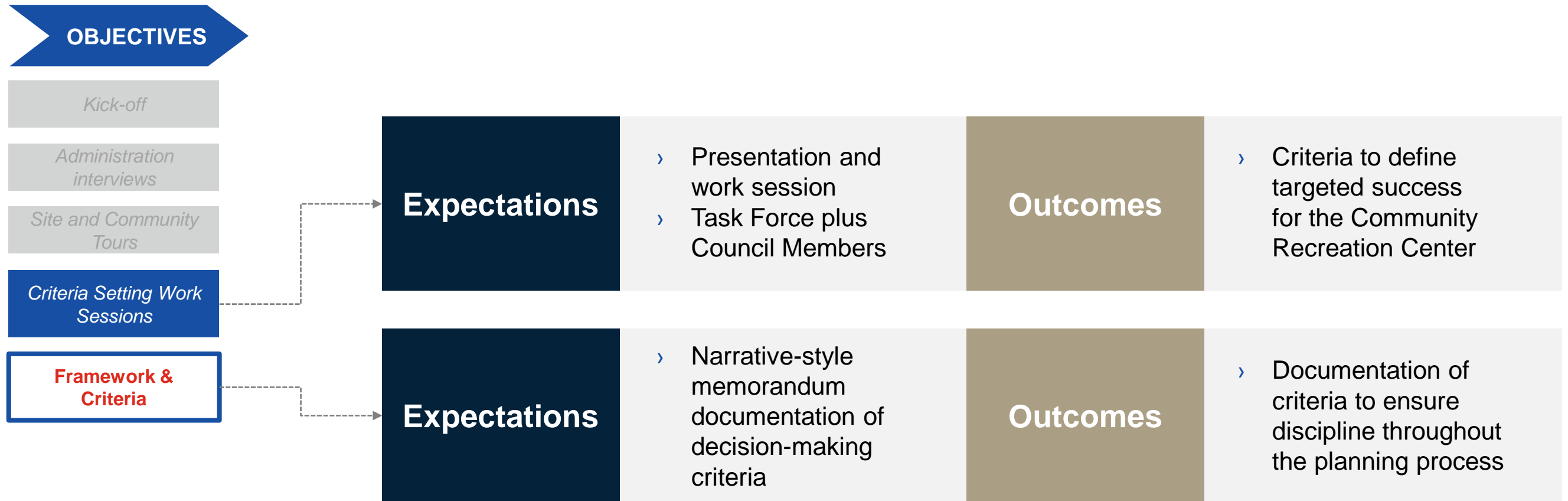
Project Hypotheses
Work Session

Nov. Date TBD

Feasible Project
Engagement Session

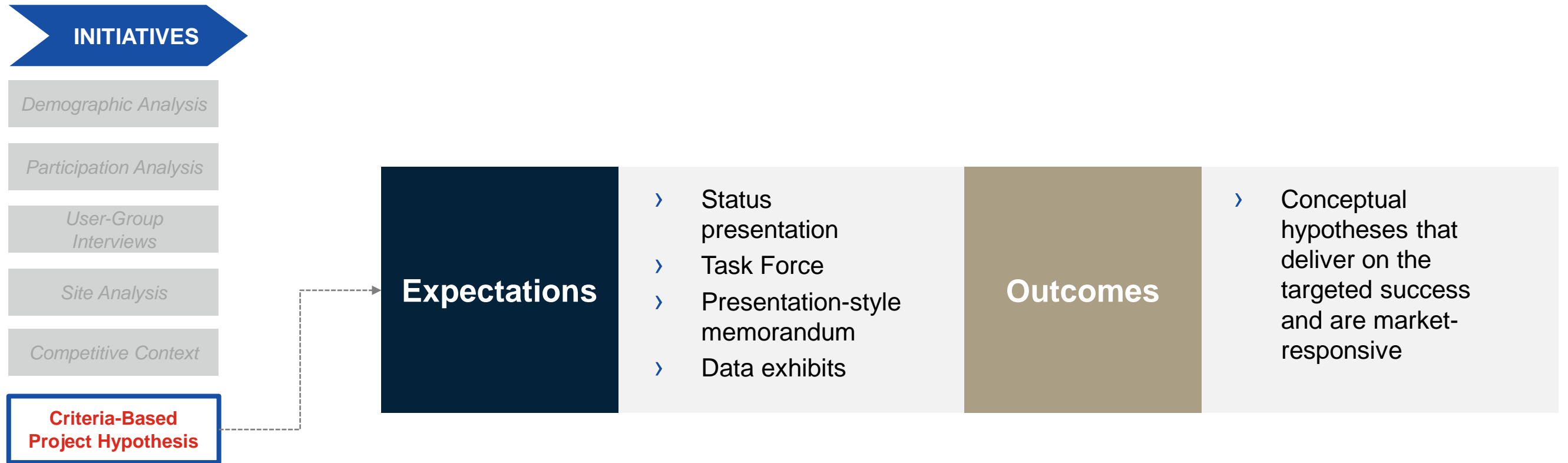
Process

EXPECTATIONS OF MEETINGS AND DELIVERABLES



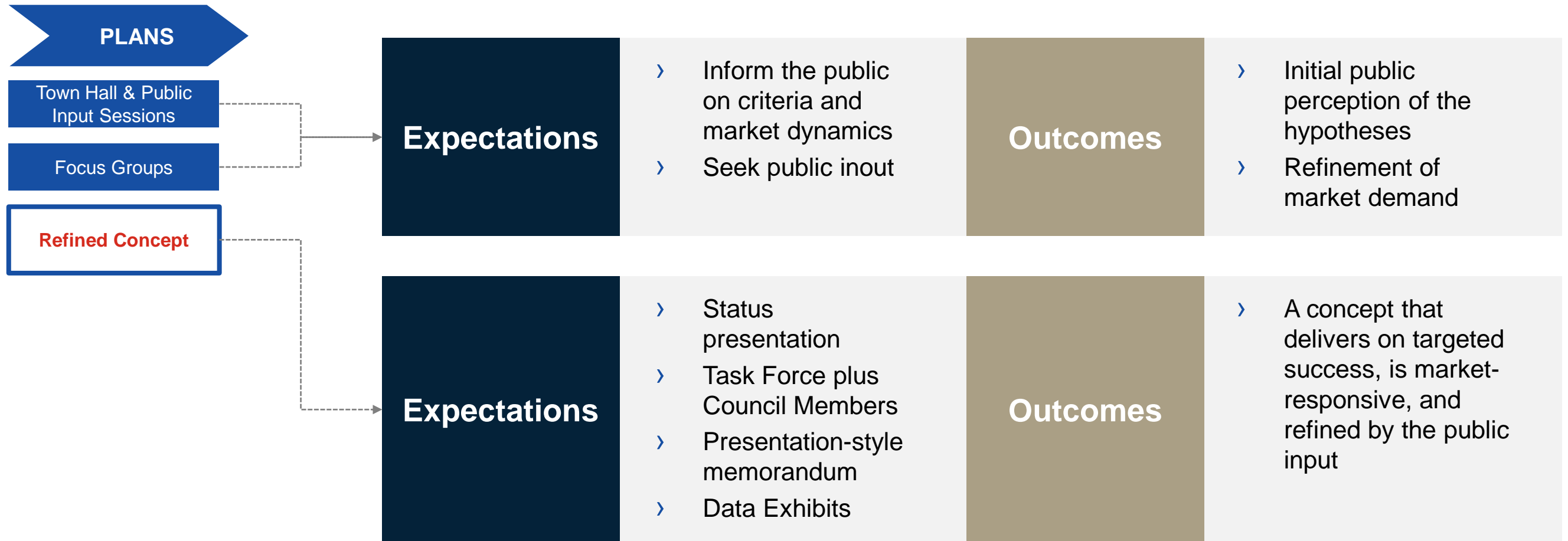
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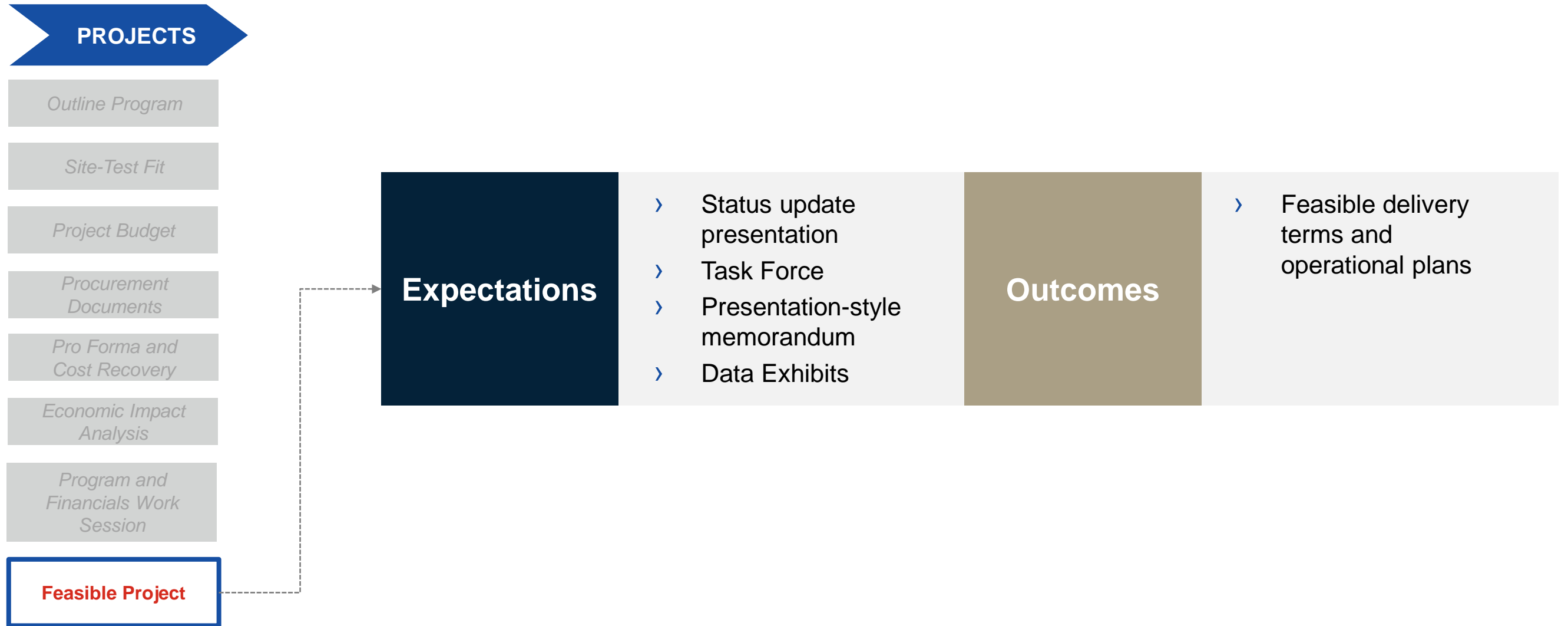
Process

EXPECTATIONS OF MEETINGS AND DELIVERABLES



Process

EXPECTATIONS OF MEETINGS AND DELIVERABLES



Process

EXPECTATIONS OF MEETINGS AND DELIVERABLES



03

KEY
CONSIDERATIONS



Key Considerations

INITIAL IDENTIFICATION AND DISCUSSION



Reconciling community expectations with budget realities



Engaging, educating, and confirming comprehensive public participation to ensure timely decision-making



Selecting the optimal site for achievement of targeted outcomes

Thank you.

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FOR MORE INFORMATION.

