



UNSOLICITED PROPOSAL

Pursuant to Florida Statutes § 255.065

SUBMITTED BY:

Fort Lauderdale Football Club, LLC d/b/a Fort Lauderdale United FC
Thomas A. Smith, Chairman & Founder
3100 Ray Ferrero Jr Blvd, 5th Floor
Fort Lauderdale, FL 33314

SUBMITTED TO:

City of Margate, Florida
5790 Margate Boulevard
Margate, Florida 33063
Attn: Purchasing Division | Spencer Shambray, Purchasing Manager

Date of Submission: May 21, 2026

SECTION I — INTRODUCTORY STATEMENT

Fort Lauderdale Football Club, LLC d/b/a Fort Lauderdale United FC ("Proposer" or "FTL UTD"), pursuant to Florida Statutes § 255.065, hereby submits this Unsolicited Proposal to the City of Margate, Florida ("City") for the development, operation, and management of a comprehensive youth soccer and multi-sport community programming platform as the City's sole provider of competitive youth soccer programming, and in collaborative support of and partnership with the City of Margate's existing municipal recreational programs, on City-owned recreational facilities and fields ("Proposal").

FTL UTD is a professional sports organization operating under United States Soccer Federation ("USSF") and FIFA governance, headquartered in Fort Lauderdale, Florida, organized as a Florida Limited Liability Company (Federal Tax ID: 93-2683466) and established on August 2, 2023. This Proposal represents a formal commitment by FTL UTD to partner with the City of Margate to provide professional-grade recreational and competitive programming, youth development pathways, economic impact, and lasting community investment - at no operational cost to the City.

SECTION II — EXECUTIVE SUMMARY

The City of Margate is home to a growing and diverse population with significant demand for structured youth recreation, competitive athletic programming, and community enrichment opportunities. The City's recreational fields and parks serve as foundational community assets that, with the right operating partner, can be transformed into a nationally connected, professionally administered youth sports ecosystem serving every Margate resident - regardless of age, skill level, or financial circumstance. FTL UTD proposes to enter into a Comprehensive Agreement with the City to serve as the City's sole provider of competitive youth soccer programming, operating and managing a full-spectrum competitive soccer and multi-sport youth development program, and providing collaborative support, resources, and partnership to the City of Margate's existing municipal recreational programs, at designated City-owned recreational facilities. The program - to be co-branded as 'Margate United FTL UTD' (or such co-brand name as the City designates), a City of Margate community program affiliated with Fort Lauderdale United FC - will deliver professional-grade services at no general fund cost to the City.

Key components of this Proposal include:



- A fully staffed, professionally administered Competitive Youth Soccer Program serving Margate children ages 5-19; with FTL UTD serving as the City's sole provider of competitive youth soccer programming;
- Flag Football, Lacrosse, and Futsal programs extending multi-sport opportunity to Margate youth;
- An up-to \$100,000 annual commitment to scholarships and youth financial aid, with full scholarships to the Competitive Program for all Margate children enrolled in the Free and Reduced Lunch program;
- A minimum \$100,000 Annual Field Fund dedicated to the maintenance, improvement, and development of Margate's soccer fields and recreational facilities, funded entirely by FTL UTD;
- FTL UTD will maintain at its expense the natural grass facilities at Oriole Park, 7055 NW 1st Street, Margate, FL 33063, throughout the term of the Comprehensive Agreement. FTL UTD's maintenance obligations at Oriole Park shall commence upon FTL UTD's commencement of actual use and occupancy of Oriole Park pursuant to the Comprehensive Agreement - and not prior to such date. Within thirty (30) days of execution of the Comprehensive Agreement, the parties shall jointly conduct a written baseline field condition assessment documenting existing conditions and defining the scope of FTL UTD's maintenance responsibilities. FTL UTD shall bear no responsibility for pre-existing deficiencies, deferred maintenance, or conditions documented in the baseline assessment as existing prior to FTL UTD's occupancy;
- Free clinics, camps, and community programming open to all Margate residents, with integration of professional athletes through mentorship, player appearances, Walk-Out Kids programs, Fan Fest activations, community health programming with our health and wellness partners, and college recruitment support including a partnership with Nova Southeastern University;
- Tournament operations driving hotel stays, restaurant visits, and retail spending in Margate, generating documented economic impact for local businesses; and
- Collaborative support for the City's existing recreational programs and staff. FTL UTD will work in close partnership with City recreational staff, providing resources, staffing support, equipment, training, and operational assistance to strengthen and enhance the City's existing recreational programs, not to displace or replace them.

This Proposal complies in full with the requirements of Florida Statutes § 255.065 and all applicable statutory conditions for unsolicited proposals for qualifying projects. Each statutory requirement is addressed in detail in the sections below.

SECTION III — STATUTORY COMPLIANCE ANALYSIS

F.S. § 255.065(1)(i) — QUALIFYING PROJECT DEFINITION

Statute: "Qualifying project" means a facility or project that serves a public purpose, including, but not limited to, any ferry or mass transit facility, vehicle parking facility, airport or seaport facility, rail facility or project, fuel supply facility, oil or gas pipeline, medical or nursing care facility, recreational facility, sporting or cultural facility, or educational facility or other building or facility that is used or will be used by a public educational institution, or any other public facility or infrastructure that is used or will be used by the public at large or in support of an accepted public purpose or activity.

Proposal Compliance: This Proposal is for a recreational facility and sporting facility - both expressly identified categories under F.S. § 255.065(1)(i). The proposed programming will be operated on City-owned recreational lands and fields, and the City's covered sports facility, serving the public at large through



structured youth sports, free community programming, multi-sport development, and health and wellness initiatives. Every program tier is designed to be accessible to Margate residents of all ages, backgrounds, and financial circumstances, placing this Proposal squarely within the public purpose mandate of the statute.

The qualifying project encompasses:

- Organized youth soccer Competitive and Development Programs operating on City-designated recreational fields and the covered sports facility - qualifying as a recreational facility and sporting facility under F.S. 255.065(1)(i);
 - Flag Football, Lacrosse, and Futsal programs serving Margate youth in a multi-sport environment - qualifying as recreational and sporting facilities serving the public at large;
 - Free community clinics, camps, and programming open to all Margate residents - serving the public at large in support of an accepted public purpose; and
- Collaborative support for the City's existing recreational programs and staff, providing resources, operational assistance, and professional expertise — delivering documented, enduring public benefit to Margate residents of all ages, backgrounds, and financial circumstances.

F.S. § 255.065(3)(c) — PUBLIC INTEREST FACTORS

Statute: The responsible public entity may proceed with an unsolicited proposal for a qualifying project without engaging in a public bidding process if ... at a second duly noticed public meeting, [it] determines that the proposal is in the public's interest. In making the public interest determination, the responsible public entity must consider all of the following factors:

Factor 1: The benefits to the public. [F.S. § 255.065(3)(c)1.]

This Proposal delivers documented, multi-dimensional public benefits to the City of Margate and its residents across every program tier:

- **Youth Development and Athletic Opportunity:** FTL UTD will operate as the City's sole provider of organized youth soccer programming — a fully staffed, professionally administered Youth Soccer Competitive and Development Program for Margate youth ages 5–19, delivering structured competitive programming, individual development plans, licensed coaching staff, and a clear progression pathway from first-time participation through pre-professional and professional soccer. Flag Football, Lacrosse, and Futsal programs extend multi-sport opportunity to a broader Margate youth population, maximizing the number of children served.
- **Financial Accessibility - No Child Turned Away:** FTL UTD commits up to \$100,000 annually to scholarships and youth financial aid. All Margate children enrolled in the Free and Reduced Lunch program receive full scholarships to the Competitive Program. A "No Child Turned Away" policy governs all programming, with a confidential scholarship application process and a 7-day decision timeline ensuring no family is excluded from participation due to financial circumstance. Interest-free payment plans, sibling discounts, and equipment assistance further reduce barriers to access. Program fees for all program tiers shall be equal to or lower than the fees currently charged for comparable competitive youth programs within the City of Margate, supporting the goal of making soccer and multi-sport programming accessible to all Margate youth. Proposed program fees shall be submitted to the City for review and input within a reasonable time following execution of the Comprehensive Agreement for the first program season, and no less than sixty (60) days prior to the opening of registration for any subsequent season in which a fee change is proposed.
- **Proposed Program Fee Schedule** — Competitive and Development Programs (Estimates for Proposal Purposes; Subject to Confirmation with City Upon Execution of the Comprehensive Agreement; In No Event to Exceed Current City Competitive Travel Program Rates): FTL UTD



will honor the City's current rate - no program participant will pay more than what the City currently charges for equivalent competitive youth soccer programming.

- **Boys Competitive and Development Program:** U8–U10 — \$1,500 per season; U11–U12 — \$2,000 per season; U13–U19 — \$2,500 per season. Girls Academy Program: U8–U10 — \$1,500 per season; U11–U12 — \$1,800 per season; U13–U19 — \$2,200 per season (monthly payment option available at \$200 per month). For reference, the City's current competitive travel program (Margate United FC) charges an estimated \$2,450–\$2,900 per year per participant. FTL UTD's proposed fees are equal to or below the prevailing Margate United FC benchmark across all age groups — with Girls Academy fees and lower-division Boys programming delivering savings of up to \$1,400 per season relative to current City rates. These fees are estimates for proposal purposes only, are subject to confirmation with the City pursuant to the review and approval process set forth in Section IV of this Proposal, and shall in no event exceed the then-current fee charged by the City's comparable competitive travel program (Margate United FC) for the equivalent age group.
- **Field and Facility Investment** - Minimum \$100,000
- **Annual Field Fund:** FTL UTD establishes a dedicated minimum \$100,000 Annual Field Fund for the maintenance, improvement, and development of Margate's soccer fields and recreational facilities. This investment directly reduces the City's operational maintenance burden while improving the quality of public recreational infrastructure available to all Margate residents.
- **Free Community Programming:** Free clinics, camps, and community soccer programs are open to all Margate residents throughout the program year. These offerings are not limited to enrolled participants - they are community events designed to reach every neighborhood in Margate, including bi-weekly free clinics and annual community activation events.
- **Economic Impact and Professional Visibility:** Youth soccer tournaments hosted by FTL UTD at Margate facilities bring hotel stays, restaurant visits, and retail spending directly into the local economy. FTL UTD's USL League One men's team (launching January 2027) and Gainbridge Super League women's team deliver ongoing regional and national media exposure, increasing Margate's visibility as a host community beyond the reach of any traditional recreational program.
- **College and Career Pathways:** FTL UTD's college recruitment support covers end-to-end guidance - highlight video production, showcase preparation, NCAA eligibility planning, and direct communication with college coaches across Division I, II, and III programs. An institutional partnership with Nova Southeastern University creates direct academic and collegiate opportunities for Margate athletes. Internship and career pipeline opportunities within FTL UTD's professional organization - across marketing, operations, coaching, event management, and community relations - extend the program's impact into the professional lives of Margate youth.
- **Community Health and Wellness:** FTL UTD's community health and wellness partners are integrated into all programming - present at events and co-hosting community health fairs, wellness screenings, injury prevention clinics, and mental health awareness sessions open to all Margate residents - not only program participants.
- **Professional Athlete Access, Mentorship, and Female Empowerment:** Players from FTL UTD's Gainbridge Super League women's team and USL League One men's team make structured appearances at training sessions, clinics, and community events. The Big Sister / Big Brother Mentorship Program formally connects professional athletes with Margate youth across all age groups. Walk-Out Kids program participants walk onto professional fields alongside professional athletes at FTL UTD home matches. Fan Fest activations feature Margate youth games and family programming. FTL UTD's professional women's team and affiliated business network host panels and programming featuring women succeeding in sports, business, medicine, and leadership - providing visible role models for Margate girls across all age groups.



- **Mini Pitch Initiative:** Through FTL UTD's partnership with the Gainbridge Super League, FTL UTD will actively collaborate with the City of Margate to propose, plan, and pursue the placement of a funded mini pitch within the City - providing greater community access, additional recreational space, and lasting physical infrastructure for Margate residents of all ages. FTL UTD will work jointly with the City and the Gainbridge Super League to identify the optimal location, develop the proposal, and pursue all available funding and award opportunities to bring this initiative to fruition.

Factor 2: The financial structure of and the economic efficiencies achieved by the proposal. [F.S. § 255.065(3)(c)2.]

FTL UTD delivers this Proposal at no general fund cost to the City of Margate. All program operations, staffing, coaching, administration, technology, equipment, insurance, and marketing costs are borne entirely by FTL UTD. The City's role is to designate and make available existing City-owned recreational fields and facilities under a Comprehensive Agreement - infrastructure the City has already built and maintains as a public asset.

- **Cost to the City:** No City general fund expenditure, capital investment, or operational appropriation is required or requested. FTL UTD bears all costs of program delivery from Day One.
- **Staffing and Operations:** FTL UTD bears all staffing costs (Program Director, Coaching Coordinator, Operations Manager, Head and Assistant Coaches, and administrative staff) - staffed with USSF-licensed coaching professionals and top-tier talent infused directly from FTL UTD's professional organization and dedicated to Margate program operations - equipment and uniforms across all program tiers, technology platforms (TeamSnap, GotSport/SportsEngine, HubSpot, Veo/Hudl), all required insurance coverages, marketing, community programming, and tournament operations.
- **Collaborative Support — No Additional City Cost:** FTL UTD's collaborative support for the City's existing recreational programs and staff — including resources, equipment, staffing assistance, and operational expertise — is provided at no additional cost to the City, integrating FTL UTD's professional operational infrastructure into the City's existing recreational program framework without the City bearing any additional administrative burden.
- The up-to \$100,000 annual scholarship commitment is funded through FTL UTD program revenues, corporate sponsorships, and community fundraising - not City appropriations. The \$100,000 Annual Field Fund is a dedicated organizational commitment funded from FTL UTD's operational revenues, providing ongoing facility investment that increases City asset value without City capital expenditure.
- **Long-Term Financial Sustainability:** FTL UTD is a multimillion-dollar organization with diversified revenue streams spanning professional team operations, youth programming, tournament management, facility operations, adult recreational programming, and corporate sponsorships from institutional partners including Delta Airlines, Baptist Health, Force Physical Therapy, Academy Bus, and Nova Southeastern University. This diversification ensures the program is financially sustainable throughout the full term of the Comprehensive Agreement without dependence on any single revenue source.

Factor 3: The qualifications and experience of the private entity and its ability to perform the project. [F.S. § 255.065(3)(c)3.]

FTL UTD is a professional sports organization with 2.5 years of rapid, documented operational growth. Its qualifications to perform this project are demonstrated by current, active programming at a comparable or greater scale than what is proposed for Margate:



Metric	Detail
Legal Name	Fort Lauderdale Football Club, LLC
Financial Stability	FTL UTD is a multimillion-dollar organization with diversified revenue streams spanning professional team operations, youth programming, tournament management, facility operations, and adult recreational programming. The organization maintains a consistent growth trajectory and is backed by institutional investment including U.S. Men's National Team player Gio Reyna. A banking reference letter and financial stability documentation will be provided upon the City's request.
Federal Tax ID	93-2683466
Date Established	August 2, 2023
State of Organization	Florida
Primary Address	3100 Ray Ferrero Jr Blvd, 5th Floor, Fort Lauderdale, FL 33314
Staff	100+
Key Licensed/Certified Staff	USSF-licensed coaching professionals and top-tier staff infused directly from FTL UTD's professional organization, dedicated to Margate program
Annual Participants / Customers Served	1,000+ across all programs; 7 tournaments hosted annually; League affiliations: ECNL, ECNL-RL, NPL, SEFPL, FCL, USL Academy League

Relevant Experience: FTL UTD currently operates professional teams at the highest level of U.S. soccer governance - the Gainbridge Super League women's team (Division 1; national television rights) and USL League One men's team (launching January 2027), alongside the USL W League and USL League Two pre-professional programs, and USL Professional Academy and Reserve Teams. FTL UTD operates a full-spectrum youth soccer academy serving 1,000+ annual participants across Boys and Girls programs ages 7-18, across Elite Competitive (ECNL/ECNL-RL), Competitive (NPL/SEFPL/FCL), and Development tiers. FTL UTD hosts seven (7) youth tournaments annually, including international events, and operates an Adult Recreational League (Men's, Women's, and Coed), a Special Olympics Partnership, and the FTL CARES Community Outreach Program. FTL UTD's operational model - managing professional teams under FIFA and USSF governance, handling athlete logistics, multi-facility operations, complex event production, and multi-tier youth programming simultaneously - demonstrates capacity far exceeding the scope of what is proposed for Margate.

Current Programs and Owned Facilities: Professional Stadium; Training Fields; Indoor Gyms; Beach Volleyball Courts. Youth Programs: Youth Soccer Academy (Boys and Girls, Ages 7-18); Elite Competitive Program - ECNL/ECNL-RL (Boys and Girls); Competitive Program - NPL/SEFPL/FCL (Boys and Girls); Adult Recreational League (Men's, Women's, and Coed); Special Olympics Partnership; FTL CARES Community Outreach Program; Free Saturday Soccer Clinics.

Institutional Partners: Nova Southeastern University; Community Health and Wellness Partners; Delta Airlines; Amerant Bank.



Financial Stability: FTL UTD is a multimillion-dollar organization with diversified revenue streams spanning professional team operations, youth programming, tournament management, facility operations, and adult recreational programming. The organization maintains a consistent growth trajectory and is backed by institutional investment including U.S. Men's National Team player Gio Reyna. Three years of audited financial statements are available upon request. A banking reference letter and financial stability documentation will be provided upon the City's request.

Insurance: FTL UTD maintains comprehensive, multi-layered insurance coverage through its US Club Soccer membership and USL League affiliations. The City of Margate will be named as Additional Insured on all applicable policies, with 30-day advance written notice of cancellation. Current active coverages include:

- **US Club Soccer Commercial General Liability (Policy No. GL-1-RSL-SC-17-0153904000; Insurers:** United States Fire Insurance Company / Accredited Surety and Casualty Company, Inc.): \$2,000,000 per occurrence / \$4,000,000 aggregate; Participant Legal Liability: \$2,000,000; Abuse & Molestation: \$2,000,000 - covering sanctioned events and FTL UTD club operations;
- **US Club Soccer Excess Liability (Policy No. EX-1-RSL-SC-17-0153904100):** \$3,000,000 per occurrence / \$3,000,000 aggregate (excess of primary); USL League Commercial General Liability (Policy No. GCN0010849-251; Insurer: Everest National Insurance Company): \$1,000,000 per occurrence / \$5,000,000 aggregate / \$2,000,000 general aggregate; Abuse/Molestation: \$1,000,000; and
- **Workers' Compensation:** Florida statutory coverage for all staff and contracted coaching personnel;
- **Automobile Liability:** \$1,000,000 per occurrence minimum; and
- **Accident Medical (Policy No. HDHX003701526; Insurer: HDI Global Specialty SE):** \$1,000,000 Medical Maximum / \$500 Deductible (Full Excess coverage, excess of \$3,000,000 primary); USL Excess Liability (Policy No. 18HX3301; Insurer: Hannover Life Reassurance Co. of America): \$5,000,000 - providing a combined multi-layered liability tower across US Club Soccer and USL League coverages. The City of Margate will be named as Additional Insured on all applicable General Liability policies, with 30-day advance written notice of cancellation required under each policy.

All carriers are rated A.M. Best B+ or higher.

Factor 4: The project's compatibility with regional infrastructure plans. [F.S. § 255.065(3)(c)4.]

This Proposal is directly compatible with regional infrastructure plans and community development priorities in Margate and Broward County:

- **Existing Infrastructure Utilization:** The proposed programming operates on existing City-owned recreational fields and facilities, requiring no new construction, no land acquisition, and no zoning modifications. The City's existing recreational infrastructure is the platform on which this Proposal is built.
- **Alignment with City Priorities:** The multi-sport platform - encompassing Soccer, Flag Football, Lacrosse, and Futsal - is designed to serve the broadest possible cross-section of Margate's youth population, complementing rather than displacing existing City recreational offerings. Tournament programming is designed to integrate with Margate's existing hospitality and commercial infrastructure, directing economic activity to local hotels, restaurants, and retailers - consistent with the City's economic development objectives.
- **Broward County and Regional Alignment:** FTL UTD will actively pursue partnerships with Broward County schools and local institutions to expand available field inventory and relieve pressure on City recreational facilities - expanding total programming capacity without increasing



City infrastructure costs. FTL UTD's professional team operations bring regional and national media exposure to Margate, consistent with Broward County's broader objectives of attracting professional sports infrastructure and associated economic benefit. The college recruitment support, NSU partnership, and career pipeline components are aligned with regional workforce development and educational attainment goals that benefit Margate and Broward County broadly.

- **City-First Scheduling:** All field scheduling is deferred to the City's master calendar and coordinated directly with the City's Parks and Recreation Department, with a City-first priority objective at all times. All scheduling conflicts are resolved in favor of City priority users.
- **Capacity Expansion:** FTL UTD's field partnership strategy with Broward County schools and other local institutions expands total available programming space as enrollment grows, without increasing pressure on City recreational facilities. The multi-sport platform is designed to expand programming tiers and participation bases as community demand develops - creating additional capacity for all programs without increasing City infrastructure costs.

Factor 5: Public comments submitted at the meeting. [F.S. § 255.065(3)(c)5.]

This factor is addressed by the City at the time of the required public meetings pursuant to F.S. § 255.065(3)(c). FTL UTD is prepared to present this Proposal in full at any duly noticed public meeting and to respond to all public comments in a manner consistent with the City's procedural requirements. FTL UTD welcomes public engagement and views community input as foundational to the success of this partnership.

F.S. § 255.065(3)(f) — PRE-APPROVAL DETERMINATIONS

F.S. § 255.065(3)(f)(1): Is in the public's best interest.

Statute: Before approving a comprehensive agreement, the responsible public entity must determine that the proposed project:

As set forth in detail above under Factor 1 (Benefits to the Public) and Factor 2 (Financial Structure and Economic Efficiencies), this Proposal is unambiguously in the public's best interest. The City receives: (a) collaborative support, resources, and partnership for the City's existing municipal recreational programs at no general fund cost; (b) professional-grade competitive youth sports programming as the City's sole provider of competitive youth soccer; (c) an up-to \$100,000 annual scholarship commitment protecting equitable access for all Margate youth; (d) a dedicated \$100,000 Annual Field Fund improving City recreational infrastructure at no City capital outlay; (e) free community programming open to all Margate residents; (f) professional athlete mentorship, college recruitment support, and career pathways; (g) community health programming in partnership with our health and wellness partners; (h) tournament-driven economic activity benefiting local businesses; and (i) regional and national media exposure through professional league operations. No comparable programming could be delivered at this level, at this quality, and at this financial structure through any alternative mechanism available to the City.

F.S. § 255.065(3)(f)(2): Is for a facility owned by or to be conveyed to the responsible public entity.

The proposed project operates on City-owned recreational fields and facilities. The City retains full ownership of all land, fields, and infrastructure throughout and beyond the term of any Comprehensive Agreement. FTL UTD seeks no ownership interest in any City-owned property. The public benefits of this Proposal - detailed throughout this document - exist independently of and in addition to the City's retained ownership of all physical assets.



F.S. § 255.065(3)(f)(3): Has adequate safeguards against additional costs or service disruptions upon material default or cancellation.

The following safeguards protect the public against service disruption in the event of material default or cancellation:

- **Full Operational Redundancy:** FTL UTD operates 100+ staff, including USSF-licensed coaches and established administrative, HR, legal, and communications departments - eliminating single-point-of-failure risk inherent in smaller or volunteer-dependent operators;
- **Transition Cooperation:** FTL UTD commits to full cooperation during any transition period, including documentation, staff knowledge transfer, and operational support through the end of the transition period;
- **Insurance Protection:** Multi-layered insurance coverage - including \$5,000,000 per occurrence / \$10,000,000 aggregate league insurance and comprehensive general liability - protects against claims, incidents, and financial disruptions throughout the contract term. The City is named as Additional Insured on all applicable policies;
- **No City Financial Exposure:** Because FTL UTD bears all operational costs, the City assumes no financial exposure in the event of program termination. Scholarship funds, field fund contributions, and program infrastructure funded by FTL UTD represent sunk investments by the private party - not recoverable from the City; and
- **Compliance Officer and Reporting Structure:** A designated Program Director / Compliance Officer is responsible for all City policy, Sports Policy, and Comprehensive Agreement compliance, with reporting obligations to the City on a weekly, monthly, quarterly, and annual basis.
- **E-Verify Compliance:** All FTL UTD staff, contracted coaching personnel, and administrative employees assigned to Margate program operations will be enrolled in and verified through the federal E-Verify employment eligibility verification system prior to commencement of duties, in compliance with Florida Statutes § 448.095 and all applicable federal law. FTL UTD's E-Verify compliance documentation will be maintained and made available to the City upon request, and compliance obligations will be incorporated as a material term of the Comprehensive Agreement.

F.S. § 255.065(3)(f)(4): Has adequate safeguards to ensure the opportunity to add capacity.

The Proposal is explicitly structured to support capacity expansion:

- The program is built on the City's existing recreational foundation and structured to grow consistently year-over-year - targeting 500-800 competitive participants and 1,000+ recreational participants annually, with programming tiers, coaching staffing, and field utilization scaling to match demand at 10-15% annual growth across all program disciplines;
- FTL UTD will actively pursue school and institutional field partnerships in Margate and Broward County to expand available programming space as enrollment grows, without increasing pressure on City recreational facilities;
- The Comprehensive Agreement will include provisions allowing the City to direct capacity additions, additional sport disciplines, or expanded community programming commitments consistent with evolving City needs; and
- The tri-party liaison structure (City, FTL UTD, and any designated community partner) meets no less than monthly to identify and plan for capacity needs across all parties. The multi-sport platform (Soccer, Flag Football, Lacrosse, Futsal) is designed to expand programming tiers and participation bases as community demand develops.

F.S. § 255.065(3)(f)(5): If solicited, will be owned by the responsible public entity upon completion.



Not Applicable. This is an unsolicited proposal. As addressed under F.S. 255.065(3)(f)(2) above, the City retains full ownership of all physical assets throughout and beyond the term of the Comprehensive Agreement.

F.S. § 255.065(3)(g) — FINANCE PLAN CONSIDERATIONS

Statute: Before signing a comprehensive agreement, the responsible public entity must consider a reasonable finance plan ... [including] qualifying project cost; revenues by source; available financing; major assumptions; internal rate of return on private investments ... and a total cash-flow analysis ...

FTL UTD proposes a self-funded operational model requiring no City capital investment and no governmental funds to deliver a cost-feasible project. The following summarizes the finance plan framework consistent with F.S. 255.065(3)(g):

Estimated Qualifying Project Costs — Funded by Proposer:

Cost Category	Description Estimated Annual Cost
Staffing	Program Staffing — Program Director, Coaching Coordinator, Operations Manager, Administrative Staff
Estimated Annual Cost	\$360,000
Coaching Staff	Coaching Staff — Licensed coaching professionals across all program tiers
Estimated Annual Cost	\$300,000 – \$400,000 (variable)
Equipment & Uniforms	Equipment and Uniforms
Estimated Annual Cost	\$25,000
Insurance	Insurance — Multi-Layered Comprehensive Coverage (US Club Soccer and USL League Policies)
Estimated Annual Cost	Currently in force — certificates of insurance available upon request
Technology Platforms	Technology Platforms
Estimated Annual Cost	\$70,000
Event / Tournament Operations	Event and Tournament Operations
Estimated Annual Cost	\$100,000
Contingency	Contingency Reserve
Estimated Annual Cost	Variable

Revenues by Source: FTL UTD's program revenues are derived from:

1. Program registration fees - Competitive Program (U13-U19) and Development Program (U9-U12) participant registration;
2. Tournament entry fees and operations - from FTL UTD-hosted youth soccer tournaments, including seven (7) annual tournaments at Margate and other facilities;
3. Corporate sponsorships - from FTL UTD's existing network including Delta Airlines, community health and wellness partners, Academy Bus, and Nova Southeastern University, and from Margate-based local business sponsors;



4. Professional league revenues - from FTL UTD's professional team operations (Gainbridge Super League; USL League One), including ticket sales, broadcasting agreements, league sponsorships, and national television rights; and
5. Community fundraising - directed specifically to the Margate scholarship fund and Annual Field Fund.
6. Proposed Program Registration Fee Schedule — Revenue Basis [F.S. § 255.065(3)(g) and (4)(e)] (Estimates for Proposal Purposes; Subject to Confirmation with City; In No Event to Exceed Current City Competitive Travel Program Rates): FTL UTD will honor the City's current rate - no program participant will pay more than what the City currently charges for equivalent competitive youth soccer programming. The following fee schedule reflects FTL UTD's proposed program registration rates, structured at or below the City's current competitive travel program benchmark (Margate United FC: estimated \$2,450–\$2,900 per year per participant). Boys Competitive and Development Program: U8–U10 — \$1,500 per season; U11–U12 — \$2,000 per season; U13–U19 — \$2,500 per season. Girls Academy Program: U8–U10 — \$1,500 per season; U11–U12 — \$1,800 per season; U13–U19 — \$2,200 per season (monthly payment option: \$200 per month). FTL UTD's proposed fees are equal to or below the Margate United FC benchmark at all age groups and across both Boys and Girls programming. These figures represent the registration revenue basis for the finance plan submitted herewith and shall be confirmed with the City within a reasonable time following execution of the Comprehensive Agreement for the first program season, and no less than sixty (60) days prior to the opening of registration for any subsequent season in which a fee change is proposed. In no event shall any program fee exceed the then-current Margate United FC competitive travel program rate for the equivalent age group.

Program Phase and Enrollment Planning: FTL UTD will serve as the City of Margate's sole provider of competitive youth soccer programming, developing and scaling the Margate United FTL UTD platform in close, ongoing collaboration with the City. Program launch is targeted for August 1, 2026, with Year 1 programming beginning from that date. Enrollment targets and programming capacity at each phase will be established in direct coordination with the City, grounded in the City's current program enrollment, available facility space — including the covered sports facility — and the City's stated expectations and needs for each facility and program tier. FTL UTD will work collaboratively with City recreational staff throughout all phases to provide resources and support to the City's existing recreational programs, ensuring continuity of recreational access for all Margate residents ages 5 and older while establishing the Margate United FTL UTD competitive platform across all program tiers. Phase 1 focuses on building the competitive program while providing collaborative support and resources to City recreational staff. Each subsequent phase expands community outreach, grows multi-sport programming, and advances the competitive program in coordination with the City's capacity and scheduling priorities. At every phase, specific enrollment targets and facility utilization plans will be determined collaboratively with the City.

Major Assumptions:

- Program launch on August 1, 2026, with Year 1 enrollment building directly from the City's existing recreational program base and available field capacity, including the covered sports facility;
- FTL UTD serves as sole provider of competitive youth soccer programming beginning August 1, 2026; collaborative support and resources for the City's existing recreational programs and staff commences on the same date;



- Enrollment growth in Years 2 through 5 will be determined in direct collaboration with the City, reflecting actual community demand, available field capacity, and the City's programming objectives;
 - Resident-priority registration ensuring Margate residents ages 5 and older are the primary participant base;
 - Field and facility availability as designated by the City's Parks and Recreation Department, including the covered sports facility; and
- Scholarship and field fund commitments funded from FTL UTD operations and sponsor revenues independently of program registration revenue; project is cost-feasible without any City financial contribution.

Internal Rate of Return: No governmental funds are assumed. FTL UTD's private investment is funded through its own diversified operational revenues. The City's return is measured in community benefit — scholarships, field investment, free programming, professional athlete access, collaborative support for City recreational programs and staff, and tournament-driven economic impact.

SECTION IV — PROJECT APPROVAL REQUIREMENTS [F.S. § 255.065(4)]

(a) Description of the Qualifying Project, Conceptual Design, and Schedule [F.S. § 255.065(4)(a)]

Project Description: FTL UTD proposes to serve as the City of Margate's sole provider of competitive youth soccer programming, developing, operating, and managing a comprehensive multi-sport youth development and community programming platform, including collaborative support, resources, and partnership with the City's existing recreational programs, at City-designated recreational fields and facilities in Margate, Florida, under the brand identity 'Margate United FTL UTD' (or such co-brand name as the City designates) - a City of Margate community program affiliated with Fort Lauderdale United FC.

- **Program tiers:** Development Program (U5-U12); Competitive Program / NPL (U13-U19); Multi-Sport Programs (Flag Football, Lacrosse, Futsal); Free Community Programming; Municipal Recreational Program Support; and
- **Physical location:** City-designated recreational fields and facilities in Margate, Florida (specific parcels to be identified and confirmed in the Comprehensive Agreement);
- **Population served:** Margate youth ages 5-19 (primary); all Margate residents (free community programming); adult recreational participants (ancillary).

Program and Service Tiers:

Tier 1 — Development Program (U5-U12) | City-Designated Margate Facilities: Structured competitive programming, 2-3 sessions per week, 75-90 minutes per session. Pre-ECNL and Broward County league competition. Individual Development Plans, transparent tryout-based placement, and quarterly evaluations. Boys and girls programming.

Tier 2 — Competitive Program (U13-U19): NPL / National Competitive Platform | City-Designated Margate Facilities: Year-round national competitive platform. Advanced tactical curriculum, video analysis, and college recruitment support. 3-4 sessions per week, 90 minutes per session. Boys and girls programming.

Multi-Sport Programs - Flag Football, Lacrosse, and Futsal | City-Designated Margate Facilities: Seasonal competitive and recreational programming open to Margate youth ages 5-19 (boys and girls). Flag



Football and Lacrosse programs operate on a seasonal schedule, with 2-3 sessions per week, 60-75 minutes per session, aligned with applicable league and federation seasonal calendars. Futsal operates as a year-round indoor/smaller-format program building creativity, technical skills, and consistent player development. All multi-sport tiers are staffed by FTL UTD-employed coaches with applicable sport-specific certifications. Programs are structured to complement - not displace - existing City recreational offerings.

Multi-Sport Programming:

- Multi-sport programs (Flag Football, Lacrosse, Futsal) launched - Year 1, per seasonal demand
- Monthly clinics open to all recreational players, free of charge; Annual Season Opener Kickoff and Annual Jamboree events; and
- Futsal - Year-round indoor/smaller-format soccer program building creativity, technical skills, and consistent player development.
- Fan Fest and match day community activations at FTL UTD professional home matches; Walk-Out Kids program; Big Sister / Big Brother Mentorship Program; character, leadership, and wellness sessions led by professional players; college recruitment support; and community health events with our health and wellness partners.

Community Programming - Year-Round:

Milestone	Target Date
Comprehensive Agreement executed; program launch date confirmed	Upon execution of the Comprehensive Agreement
Staff orientation and City policy compliance training	Within 7 days of execution of the Comprehensive Agreement
Registration platform activated	Within 30 days of execution of the Comprehensive Agreement; resident priority registration
Fall Season programming	Per City's master calendar
First tournament hosted at Margate facilities	Within first program year
Annual Field Fund investment	Year 1
Scholarship fund operational; first awards issued	Year 1 Multi-sport programs (Flag Football, Lacrosse, Futsal) launched Year 1, per seasonal demand

(b) Method to Secure Necessary Property Interests [F.S. § 255.065(4)(b)]

FTL UTD proposes to secure the necessary property interests through a Comprehensive Agreement with the City of Margate, pursuant to Florida Statutes § 255.065, providing FTL UTD with a license or lease to use designated City-owned recreational fields and facilities for the purposes of operating the programs described in this Proposal.

FTL UTD does not seek ownership of any City-owned property. The proposed property arrangement is as follows:

- **Licensed Use:** FTL UTD will hold a license or lease for agreed programming hours on City-designated recreational fields and facilities, subject to the City's master calendar, City recreational program priorities, and all City Parks and Recreation Department scheduling and coordination requirements.



- **Field Priority:** All field scheduling is deferred to the City's master calendar and coordinated directly with the City's Parks and Recreation Department. FTL UTD operates with a City-first priority objective across all programming and event scheduling, committing to full coordination
- **Covered Sports Facility:** The City's covered sports facility will be utilized by FTL UTD for organized youth soccer (including Futsal), organized youth flag football, and organized youth lacrosse programming — subject to the City's master calendar and City-first scheduling priority. The covered facility provides year-round programming capacity regardless of weather conditions, maximizing participation opportunities for Margate youth.
- FTL UTD commits to maintaining at its expense the natural grass facilities at Oriole Park, 7055 NW 1st Street, Margate, FL 33063, throughout the term of the Comprehensive Agreement. FTL UTD's maintenance obligations for Oriole Park shall commence upon FTL UTD's commencement of actual use and occupancy of Oriole Park pursuant to the Comprehensive Agreement - and not prior to such date. Within thirty (30) days of execution of the Comprehensive Agreement, the parties shall jointly conduct a written baseline field condition assessment documenting the then-existing condition of the natural grass facilities at Oriole Park. FTL UTD's maintenance scope shall be limited to conditions arising on or after the date of its occupancy; FTL UTD shall bear no responsibility for pre-existing deficiencies, deferred maintenance, or conditions documented in the baseline assessment as existing prior to FTL UTD's occupancy.

Right of First Refusal — Organized Youth Soccer, Flag Football, and Lacrosse Field and Facility Rentals

As a material component of the Comprehensive Agreement, FTL UTD shall have a contractual Right of First Refusal ("ROFR") on all City-owned recreational field and covered sports facility rental opportunities made available to third parties for organized youth soccer, organized youth flag football, and organized youth lacrosse programming. The ROFR shall be implemented as follows:

- **Notice:** Upon the City's receipt of any bona fide third-party request to rent City-owned recreational fields or the covered sports facility for organized youth soccer, organized youth flag football, or organized youth lacrosse, the City shall provide FTL UTD with written notice of such request — including the proposed terms, dates, times, and rental fees — within five (5) business days of the City's receipt of such request.
- **Exercise Period:** FTL UTD shall have five (5) business days from its receipt of the City's written notice to exercise the ROFR by delivering written notice to the City of FTL UTD's election to lease or rent the applicable field or facility on the terms and conditions established for FTL UTD under the Comprehensive Agreement. FTL UTD's exercise of the ROFR shall not require FTL UTD to match the terms of the third-party request. Written notice must be delivered to the City's designated contact in a manner specified in the Comprehensive Agreement (e.g., electronic mail with delivery confirmation).
- **Waiver:** If FTL UTD fails to deliver written notice of its election to exercise the ROFR within the five (5) business day exercise period, FTL UTD's ROFR shall be deemed waived with respect to that specific rental opportunity only, and the City may proceed with the third-party rental. Waiver of the ROFR as to a specific rental opportunity shall not constitute a waiver of FTL UTD's ROFR as to any future rental opportunities under the Comprehensive Agreement.



- **Scope:** This ROFR applies solely to organized youth soccer, organized youth flag football, and organized youth lacrosse field and facility rentals. It does not restrict or limit the City's ability to rent, license, or make available City-owned fields or facilities for any other sport, purpose, or use, including but not limited to adult recreational programming, special events, or other youth sports disciplines not enumerated herein.
- **Priority:** The ROFR is expressly subordinate to the City's own programming needs and City-first scheduling priorities. The ROFR applies only to rental opportunities made available to third parties after the City's internal scheduling needs have been accommodated.
- **Term:** This ROFR shall be coterminous with the Comprehensive Agreement and shall terminate automatically upon the expiration or earlier termination of the Comprehensive Agreement, without further action by either party.

The specific ROFR procedures, notice requirements, and exercise mechanics shall be set forth in the Comprehensive Agreement, consistent with applicable Florida law and the City's standard procurement and property management requirements.

(c) General Plans for Financing the Qualifying Project [F.S. § 255.065(4)(c)]

FTL UTD will finance this qualifying project entirely through its own existing operational revenues and institutional resources. No City funds, no public debt, and no governmental financial contribution are required or requested.

Sources of FTL UTD's Funds:

1. Professional team revenues - Gainbridge Super League and USL League One operations, including ticket sales, broadcasting agreements, league sponsorships, and national television rights;
2. Youth program revenues - registration fees from FTL UTD's existing travel, development, and academy programming serving 1,000+ annual participants across current operations;
3. Tournament revenues - entry fees and operations from FTL UTD's seven (7) or more annual tournaments, including international events;
4. Facility revenues - revenues from FTL UTD's owned professional stadium, training fields, indoor gyms, and beach volleyball courts; and
5. Corporate sponsorship revenues and community fundraising - from existing institutional partners including Delta Airlines, community health and wellness partners, Academy Bus, and Nova Southeastern University, and from Margate-based local business sponsors and community fundraising directed to the Margate scholarship fund and Annual Field Fund.

Dedicated Revenue Sources for Margate Commitments:

- The up-to \$100,000 annual scholarship commitment is a dedicated organizational commitment funded from FTL UTD's operational revenues and corporate sponsorship network;
- The \$100,000 Annual Field Fund is a dedicated organizational commitment funded from FTL UTD's operational revenues; and
- All program operating costs (staffing, equipment, insurance, technology, marketing) are funded from Margate program registration revenues and FTL UTD organizational revenues.

FTL UTD is a multimillion-dollar organization with 2.5 years of consistent growth trajectory. A banking reference letter and financial stability documentation will be provided upon the City's request.

(d) Contact Person [F.S. § 255.065(4)(d)]



Primary Contact: Thomas A. Smith | Authorized Representative | Fort Lauderdale Football Club, LLC d/b/a Fort Lauderdale United FC | 3100 Ray Ferrero Jr Blvd, 5th Floor, Fort Lauderdale, FL 33314 | Phone: (954) 610-6620 | Email: tommy@ftlutd.com.

All inquiries, supplemental requests, and coordination related to this Proposal should be directed to the contact above. FTL UTD will respond to all City inquiries within four (4) business hours during normal business hours, and immediately for urgent or emergency matters.

Margate Resident Priority: Margate residents receive:

- Priority registration windows before programming opens to non-residents;
- Discounted program fees across all paid tiers, guaranteed no less favorable than comparable municipal programming rates and in no event exceeding the fees currently charged for comparable competitive youth programs within the City of Margate; and
- Discounted and complimentary access to FTL UTD professional home matches, clinics, and special events.

Full Scholarships - Free and Reduced Lunch Program: All Margate children enrolled in the Free and Reduced Lunch program receive full scholarships to the Competitive Program at no cost. The "No Child Turned Away" policy ensures financial circumstance is never a barrier to program participation. A confidential scholarship application process with a 7-day decision timeline, interest-free payment plans, sibling discounts, and equipment assistance further reduce barriers to access.

Lease / License Fee: FTL UTD proposes that the City's primary financial return from this partnership take the form of the Annual Field Fund investment, the \$100,000 annual scholarship commitment, organized free community camps and clinics, and collaborative support, resources, and partnership with the City's existing municipal recreational programs — rather than a traditional lease payment. This structure maximizes direct community benefit while maintaining program financial sustainability. The parties may agree upon any additional license fee or nominal lease structure consistent with the City's procurement and financial policies.

Methodology for Fee Adjustments: User fees (program registration fees) may be adjusted annually based on the following methodology:

- Not more than the lesser of (a) actual year-over-year program cost increases or (b) the applicable Consumer Price Index (CPI) for the South Florida region, without City approval; provided that in no event shall any program fee, as adjusted, exceed the then-current fees charged by the City's comparable competitive travel program (Margate United FC), currently estimated at \$2,450-\$2,900 per year per participant, or such updated comparable rate as is then in effect at the time of the proposed fee adjustment. FTL UTD will honor the City's current rate at all times - no program participant will pay more than what the City currently charges for equivalent competitive youth soccer programming. Proposed fees shall be submitted to the City for review and input within a reasonable time following execution of the Comprehensive Agreement for the first program season, and no less than sixty (60) days prior to the opening of registration for any subsequent season in which a fee change is proposed; and
- Material fee increases beyond CPI require prior written notice to and approval by the City, no less than 90 days before the affected program season opens.

In no event will Margate resident fees exceed the rates charged to non-Margate residents for equivalent program tiers, nor will any program fees exceed the then-current fees charged by the City's comparable



competitive travel program (Margate United FC), currently estimated at \$2,450-\$2,900 per year per participant, or such updated comparable rate as may be in effect at the time of any fee assessment.

Pricing Term: Pursuant to F.S. § 255.065(4), the fee structure and financial terms contained in this Proposal are valid through August 19, 2026 (ninety (90) days from the date of submission). Proposed program fees shall be submitted to the City for review and input within a reasonable time following execution of the Comprehensive Agreement for the first program season. For any subsequent season in which a fee change is proposed, FTL UTD shall provide the City no less than sixty (60) days advance written notice prior to the opening of registration for that season, subject to the City's review and approval and the fee cap standard set forth herein.

The finance plan for this qualifying project is set forth in full in Section III of this Proposal under the heading 'F.S. § 255.065(3)(g) — Finance Plan Considerations,' which is incorporated herein by reference. As detailed therein, FTL UTD proposes a self-funded operational model requiring no City capital investment and no governmental funds. The qualifying project cost, revenues by source, available financing, major assumptions, and total cash-flow analysis extending for the term of the Comprehensive Agreement are addressed in Section III — F.S. § 255.065(3)(g) above. Because no governmental funds are assumed in order to deliver a cost-feasible project, the internal rate of return on private investments component of F.S. § 255.065(4)(e) is not applicable to this Proposal.

(e) Finance Plan [F.S. § 255.065(4)(e)]

The finance plan required under F.S. 255.065(4)(e) - including qualifying project cost, revenues by source, available financing, major assumptions, internal rate of return on private investments, and total cash-flow analysis for the full term of the Comprehensive Agreement - is set forth in full in Section III of this Proposal under the heading 'F.S. 255.065(3)(g) - Finance Plan Considerations,' which is incorporated herein by reference. FTL UTD proposes a self-funded operational model requiring no City capital investment and no governmental funds. Because no governmental funds are assumed in order to deliver a cost-feasible project, the internal rate of return on private investments component of F.S. 255.065(4)(e) is not applicable to this Proposal.

FTL UTD commits to providing any and all additional material or information reasonably requested by the City in connection with the evaluation and approval of this Proposal. The following supplemental documentation is available upon request:

- Audited financial statements (most recent three (3) years);
- Banking reference letter confirming financial capacity;
- Certificates of insurance (General Liability, Workers' Compensation, Automobile Liability, and league insurance);
- Sample program handbook covering policies, safety protocols, code of conduct, and seasonal calendars;
- Sample registration materials and player evaluation rubrics;
- Sample coaching credentials and certification documentation (USSF licenses, SafeSport, CPR/First Aid, Concussion Protocol);
- Sample Emergency Action Plans and safety protocols;
- Organizational chart reflecting program leadership structure;
- Sample player pathway diagram (boys and girls, including multi-sport tiers);
- Sample season and event schedule frameworks;
- Executed institutional partnership documentation (Nova Southeastern University, Baptist Health, Force Physical Therapy);



- Corporate documentation - Florida LLC registration, Federal Tax ID documentation (EIN: 93-2683466), and applicable business licenses; and
- Any additional materials specified by the City consistent with applicable law.

FTL UTD is prepared to present this Proposal in person before the City Commission, City staff, and the public at any duly noticed meeting called pursuant to Florida Statutes § 255.065(3)(c).

SECTION V — CERTIFICATION AND EXECUTION

The undersigned, being duly authorized to bind Fort Lauderdale Football Club, LLC d/b/a Fort Lauderdale United FC, certifies that:

1. All information contained in this Proposal is accurate and complete;
2. This Proposal complies in all material respects with the requirements of Florida Statutes § 255.065;
3. Fort Lauderdale Football Club, LLC is a Florida Limited Liability Company in good standing, Federal Tax ID 93-2683466, with its principal place of business at 3100 Ray Ferrero Jr Blvd, 5th Floor, Fort Lauderdale, FL 33314;
4. The organization maintains all required insurance coverages and will maintain such coverages throughout the term of any Comprehensive Agreement;
5. The financial commitments described herein — including the up-to \$100,000 annual scholarship commitment and the \$100,000 Annual Field Fund - represent binding organizational commitments of Fort Lauderdale Football Club, LLC, subject to execution of a Comprehensive Agreement;
6. The fee structure and financial terms contained in this Proposal are valid through August 19, 2026; and
7. Fort Lauderdale Football Club, LLC certifies that no travel amounts billed to the City of Margate will exceed Florida Statute § 112.061 maximum limits, and all travel invoices will include purpose, dates, itemized expenses with receipts, and statutory compliance certification.
8. Fort Lauderdale Football Club, LLC certifies that all staff, contracted coaching personnel, and administrative employees assigned to Margate program operations are and will remain enrolled in and verified through the federal E-Verify employment eligibility verification system in compliance with Florida Statutes § 448.095 and applicable federal law, and that E-Verify compliance will be maintained throughout the full term of any Comprehensive Agreement.

Fort Lauderdale Football Club, LLC d/b/a Fort Lauderdale United FC

Authorized Signature: _____

Thomas A. Smith | Founder & Chairman

Date: 05/21/2026