

EARTHCORPS CONCESSION AGREEMENT

Parks, Seattle Center, Libraries and Waterfront Committee

THURSDAY, DECEMBER 7, 2017



Seattle
Parks & Recreation

healthy people healthy environment strong communities





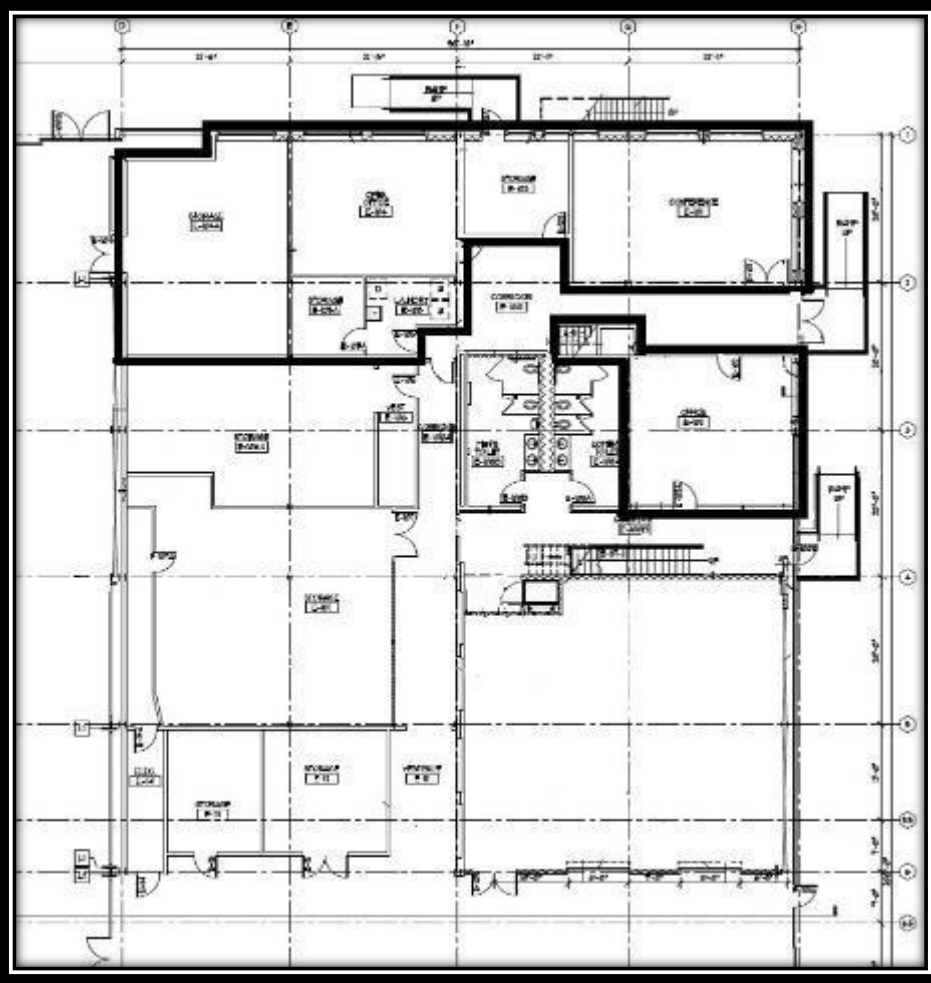
EarthCorps

- ✓ EarthCorps brings together passionate and hardworking young adults from the US and other countries for a year-long leadership training program.
- ✓ Corps members learn leadership skills by working collaboratively, leading community volunteers, and executing technical restoration projects along shorelines, trails, and in forests.
- ✓ After the year-long program, these young leaders leave EarthCorps with the tools and skills to tackle the pressing issues of our time – including climate change, pollution, and ecological degradation – to create a better world for all of us.
- ✓ EarthCorps has been a tenant in Magnuson Park, on a month to month term, since 2000 and has occupied 3 separate buildings over that time.

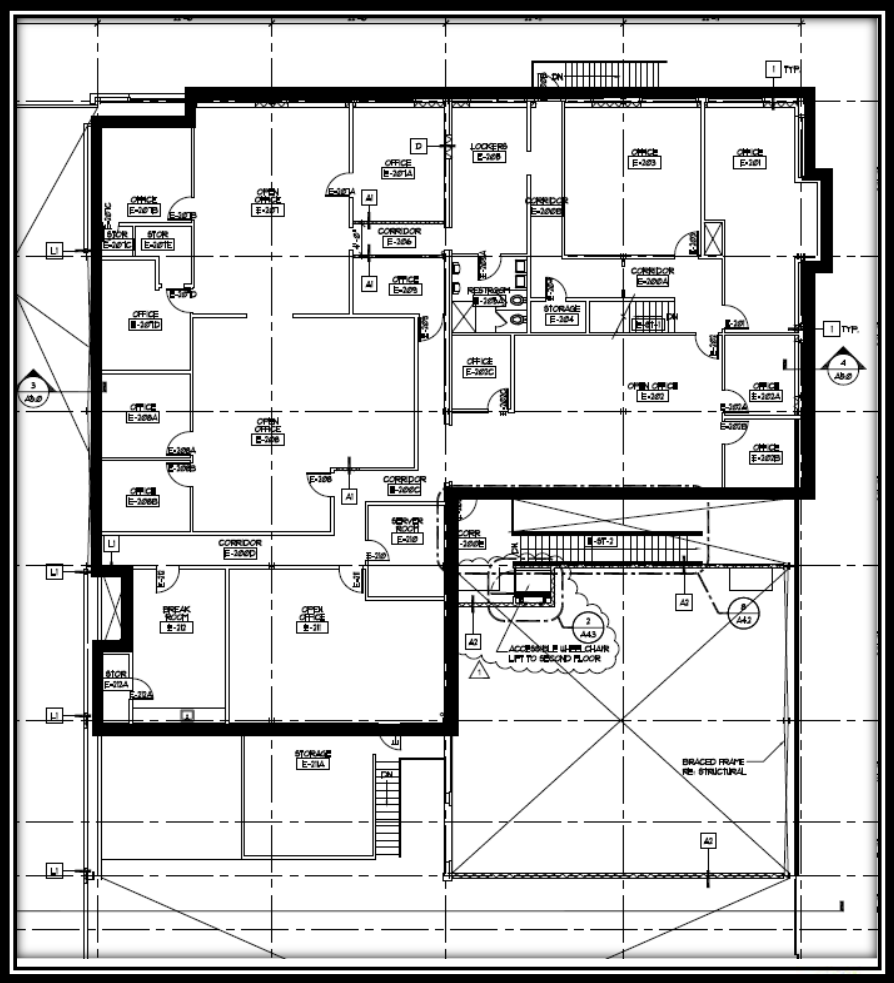


Building 30

First Floor Premises



Second Floor Premises



Lease Terms

- ✓ **Lease Term** – Ten-year initial term
- ✓ **Extended Terms** – Two possible extensions of five years each
- ✓ **Square Footage** – 7,114 sq. ft.
- ✓ **Rental Rate** – \$18.75 per sq. ft. per year
 - ✓ *Rental Rate has been increased from \$15.00 per sq. ft. per year*
- ✓ **Annual Increase** – \$1.00 per sq. ft. per year



Lease Terms

- ✓ **Utilities** – The City will furnish electricity, water, sewer, and garbage / recycling collection. The City is responsible for the exterior of the building and major building maintenance.
- ✓ **Maintenance** – EarthCorps is responsible for telecommunications and all minor maintenance and custodial work inside the premises.



Lease Terms

- ✓ **Tenant Improvement Allowance – \$485,000**
- ✓ **Tenant Improvement Offset – 45%: Allows a reduction in rent commensurate to improvements made to the building**
- ✓ **Public Benefit Offset – 17.91%: Allows a reduction in rent related to benefits provided to the public**
 - ✓ *The Public Benefit Offset has been increased from 5%*



	Square Footage	Concession Fee Rate/SF	Total (Numbers Rounded)
Annual Concession Fee for the Premises	7,114. ft.	\$18.75	\$133,388
Possible Public Benefit Offset (17.91%)		(\$3.36)	(\$23,903)
Tenant Improvement Allowance (45%)		(\$8.44)	(\$60,042)
Annual Concession Fee less PBO and TIA		\$6.95	\$49,443

TIA Realized in Year 7	
Revenue Over 10 Year Term	\$872,773
Revenue Over 20 Year Term	\$2,989,803

Tenant Improvements to Building 30

✓ EarthCorps will use its tenant improvement allowance in the following areas:

- Window replacement
- Site lighting
- Pedestrian amenities
- ADA compliance & repairs
- Site permits & fees
- Landscape improvements
- Interior finishes
- Electrical upgrades



Public Benefits



- EarthCorps will annually present a **Public Benefit Plan** for the upcoming year, to be approved by the Seattle Parks & Recreation.
- Once the Public Benefit Plan has been **approved**, EarthCorps will be eligible for a Public Benefit Offset based on the following categories:
 - Community Outreach
 - Ecological Restoration
 - Volunteer Opportunities
- EarthCorps will then present an annual report outlining the pre-approved Public Benefits **actually delivered** during the prior year, to be approved by the Seattle Parks & Recreation.



Public Benefits

✓ Community Outreach:

✓ EarthCorps will reach out to a minimum of 3 organizations annually to grow its recruitment network including, but not limited to :

- ✓ EPOC (Environmental Professionals of Color)
- ✓ Got Green

- ✓ Rainier Valley Corps
- ✓ InterIm WILD
- ✓ Student Conservation Association

Young Adult Conservation Corps Member Demographics	2017	2016	2015	2014	2013
African-American	9%	7%	11%	7%	15%
Asian or Pacific Islander	14%	11%	20%	23%	21%
Latino or Hispanic	12%	16%	17%	12%	10%
White, non-Hispanic	60%	64%	50%	56%	46%
Mixed Ethnicity	5%	2%	0%	0%	0%
Undisclosed	0%	0%	2%	2%	8%
Male	39%	45%	39%	42%	46%
Female	61%	55%	61%	56%	54%
Transgender	0%	0%	0%	2%	0%

Public Benefits

✓ Ecological Restoration:

- ✓ EarthCorps will provide a minimum of **2 restoration projects annually**, to the Seattle Department of Parks and Recreation (DPR), **at no cost to the City of Seattle**.
- ✓ These services will be presented in the annual Public Benefit Plan, subject to Superintendent approval, and may include but are not limited to:
 - ✓ invasive plant removal
 - ✓ volunteer management
 - ✓ slope stabilization
 - ✓ monitoring
 - ✓ native plant installation
 - ✓ trail construction
 - ✓ vegetation assessments
 - ✓ project management

Example of Ecological Restoration Project Values			
Project	2017 Standard Rates	Project Length	Total
1. Crew of 3 – 4 Persons	\$870.00 per day	1 Day	\$870
Project manager	\$75.00 per hour	8 Hours	\$600
Ecologist	\$115.00 per hour	3 Hours	\$345
		Subtotal	\$1,815
1. Crew of 5 – 6 persons	\$1,300.00 per day	1 Day	\$1,300
Project manager	\$75.00 per hour	10 Hours	\$750
Ecologist	\$115.00 per hour	4 Hours	\$460
		Subtotal	\$2,510
Total Ecological Restoration Public Benefit Eligible for Offset			\$4,325



Public Benefits

✓ Volunteer Opportunities:

- ✓ EarthCorps shall provide volunteer and experiential learning opportunities in the City of Seattle for students and the general public.
- ✓ For 2016, the Estimated Value of Volunteer time was \$24.14 per hour.
 - ✓ For 2016 the estimated value of Volunteer time provided by EarthCorps was \$267,254.

Volunteer Actuals			
<u>Fieldwork</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>
Volunteers Led- Total	11,071	11,200	11,422
Youth Volunteers Led	6,139	5,918	6,139
Acres in Restoration	994	874	436
Native Trees & Plants Installed	85,448	44,728	39,474
Miles of Trail Built/Maintained	10	12	8
Acres of Rain Gardens & Green Stormwater Infrastructure Built/Maintained	5	-	-

Examples of Past Projects

- ✓ **Dearborn Earth Day:** Partnership with Dearborn Elementary since 1999 restoring Dearborn Park: Valued at \$3,170 per large volunteer event:
 - ✓ educates students on the environment
 - ✓ connects students to nature
 - ✓ increases park safety
 - ✓ improves forest health
- ✓ **Seward Park Fern Study:** EarthCorps' is studying why Sword Ferns are unexpectedly dying off. The project is valued at \$23,720, consisting of 258 hours of ecologist and Project Manager time.
- ✓ **North Acres Park Restoration with the Interlm CDA's WILD Program:** EarthCorps coached WILD (Wilderness Inner-City Leadership Development Program) participants on proper techniques and tool use for urban forest restoration and managed the North Acres Park Restoration project valued at \$3,080, consisting of two small volunteer events.

Questions?



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