



City of Boynton Beach Agenda Item Request Form

Meeting Date: 09/18/2025

Proposed Resolution No. R25-263- Approve revenue sharing lease agreement between City of Boynton Beach and FM Tennis LLC DBA FM Tennis Performance center to operate and manage the Boynton Beach Tennis and Pickleball center located at 3111 South Congress Avenue.

Requested Action: Staff recommends approval of Proposed Resolution No. R25-263.

Explanation of Request: The City of Boynton Beach owns the Tennis and Pickleball Center located at 3111 South Congress Avenue, a longstanding municipal facility that has served the community for decades. The Center features 17 clay courts, two hard courts, and six pickleball courts, as well as a 1,596-square-foot building that provides member and non-member services such as player check-in, restroom access, and other amenities. Adjacent to Barrier Free Park, the facility offers convenient access for residents and supports professional training, instruction, recreation, and leisure activities. Staff reviewed the functionality of the facility and determined that it was in the best interest of the City to outsource its management by soliciting an RFP for an operator contract.

In March 2025, the City issued RFP No. 25-031R seeking an experienced operator to manage and operate the Tennis and Pickleball Center. When the solicitation closed on May 23, 2025, five proposals were received. On July 8, 2025, the evaluation committee met to review and score the submissions, shortlisting the two highest-ranked firms for oral presentations. On August 4, 2025, the committee received presentations from Agape Tennis Academy and FM Tennis. After completing the scoring process, FM Tennis was ranked as the highest-scoring proposer. The City then convened a negotiation committee, which conducted three publicly noticed negotiation meetings with FM Tennis to finalize the terms of the proposed agreement.

Negotiations between the City and FM Tennis (Operator) resulted in a proposed agreement with an initial five-year term commencing October 1, 2025, and ending September 30, 2030, with the option to renew for two additional two-year periods. Under the agreement, the Operator will pay the City base rent of \$6,000 per month during the first year and \$7,000 per month for each successive year, with a 3% annual increase on the Commencement Date anniversary. To provide adequate time to assume operations and hire staff, the Operator's rent obligations will be waived for the first six months of the term.

In addition to base rent, the Operator will pay the City three percent (3%) of gross revenues as revenue share, subject to a minimum annual guarantee of \$32,000 in the first year and \$96,000 in each subsequent year, with any shortfall due within 30 days of year-end. The

Operator is also required to make a minimum capital investment of \$250,000 in facility improvements within the first five years, including but not limited to interior fencing and repainting for pickleball courts, conversion of clay court 17 into four pickleball courts with bleacher seating, installation of City-branded windscreens, outdoor furniture and awnings, and upgrades to the interior of the Pro Shop, all subject to prior written approval by the City, which shall not be unreasonably withheld. In addition, the Operator shall develop and implement community programs designed to promote tennis and pickleball, including youth clinics, programs for seniors, initiatives for persons with disabilities, school partnerships, and at least four free or reduced-cost community events per year. These initiatives will be detailed in an annual Community Benefit Plan to be submitted to the City for approval.

Staff requests approval to enter into this final agreement with FM Tennis LLC DBA FM Tennis Performance Center to operate and manage the Boynton Beach Tennis and Pickleball Center located at 3111 South Congress Avenue.

How will this affect city programs or services? This agreement will enhance City programs and services by ensuring the continued operation and improvement of the Tennis and Pickleball Center through professional management, dedicated capital investment, and expanded community offerings. Residents will benefit from upgraded facilities, improved programming, and increased access to youth, senior, school, and disability-inclusive initiatives, as well as free or reduced-cost community events. By outsourcing operations, the City reduces its direct administrative and financial burden while maintaining oversight and ensuring that the facility remains a high-quality recreational and community asset.

Fiscal Impact: There is no fiscal impact to the budget for this item.

Attachments:

[R25-263 Agenda_Item_3660-](#)

[2025_Resolution_to_Approve_Revenue_Sharing_Lease_agreement_for_Tennis_and_Pickleb;](#)

[Exhibit A - 25-031R - Pickleball Tennis Operator Agreement \(Base Rent and Revenue](#)

[Sharing\) - Final.pdf](#)

[RFP 25-031R - TENNIS & PICKLEBALL CENTER SERVICES \(OPERATOR\) - Exhibit 1.pdf](#)

[FM Tennis LLC - Complete - Exhibit 2.pdf](#)

[BBTC Presentation - Exhibit 3.pdf](#)