



Community | Accessibility | Collaboration



We strive to create, in each aspect of Mosaic Quarter, an enduring, community-focused and inclusive recreational, athletic and entertainment experience that manifests a local sense of pride, respects and celebrates the region's rich cultures and diversity, serves all athletes regardless of need and fosters a welcoming atmosphere for visitors in order to contribute to widespread regional community impact.



DEVELOPMENT & OPERATIONS PLAN

# CONTENTS

02

pg 3 Welcome to Mosaic Quarter!

**MQ** Iceplex

pg 11

03

MQ Field House pg 35

**0**4

MQ Phase II pg 59

pg 65 MQ Phase III

**0**5

06

Community Impact pg 73

**Development Agreement**pg 137 Master

**0** 

Mosaic Quarter Partnership pg 141

09

pg 147 Risk Management

pg 153 MQ Transparency

**MQ Team** pg 159

## WELCOME TO MOSAIC QUARTER





Frank Knott Chief Executive Officer Knott Development Mosaic Quarter Development

structures). Collaboration is the key to recognizing that where Over time, I've been taught four critical concepts to envision a project: ask probing questions instead of leading with opinions. Seeking critical information that I get my stuff is as important as knowing my stuff. example, spaces, buildings, people, needs, solutions and financial possible relationships from seemingly disparate sources (for underlies someone's literal response to a question.Visualize

has become Mosaic Quarter, I spent two years quietly visiting, and undercurrents within the Pima County community had to asked a lot of questions. What did we learn? Several factors looked at local, regional and state-wide facilities. And our team meeting community, business and sports program leaders. After first visiting Tucson to learn about the procurement that influence our development planning: talked with families about sports, entertainment and life. I

A robust mix of cultures and ethnic backgrounds;

An absence of sufficient athletic and entertainment facilities

A prominent need for economic support in youth athletics;

A silo mentality between organizations that inhibited

travel sports tourism strategy; A need for an expanded, comprehensive and collaborative

amenities aren't going to come to Tucson. An attitude of insecurity and negative predestination – Why can't Tucson be more like Phoenix? Nice facilities and

because of people. City Fair. Not because of buildings, not because of sports... the inspiration for Mosaic Quarter emerged: the Baltimore From our time, discussions and, most importantly, questions,

There was a desire to improve. There was a desire to celebrate the good things that existed. was kind. People were friendly. There was a desire to gather. Baltimore, my hometown, was multicultural in the 1970s. It

Sound familiar?

Each unique culture was on display. Each distinct was the celebration of all that was Baltimore. Every food heritage was proudly had a significant presence ethnic neighborhood, the hallmark of Baltimore, The Baltimore City Fair

gathering place was what for Pima County. The seemed to be missing.A saw a similar opportunity available.

place for everyone. A place

A place to engender pride and confidence in the entire for celebration. A place that could stimulate economic growth

Welcome to Mosaic Quarter!

Our governing principles for Mosaic Quarter, and response to the factors we identified within the community, come down to three words:

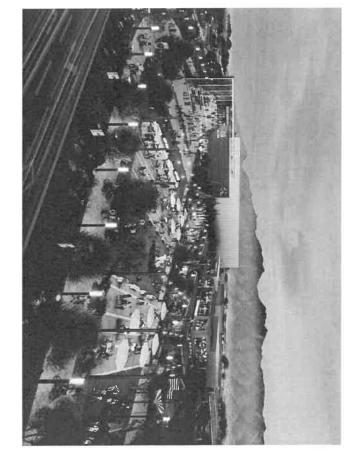
# COMMUNITY | ACCESSIBILITY | COLLABORATION

thrive together in a new community. that permits existing disparate communities to grow and with, looks familiar, and feels comfortable. A place and space want to go. A place and space that the community resonates We think of community as places and spaces where people

my Mosaic Quarter! can play at Mosaic Quarter! I belong at Mosaic Quarter! It's development should generate certain emotive statements. I We refer to accessibility as a concept of inclusivity. This

for everyone. entertainment programming isn't only for the privileged but Mosaic Quarter's borders. The knowledge that athletics and sustain and foster growth for small businesses well beyond A programming tocus where local and travel-oriented events wide-ranging impact on underserved individuals and families. mere buildings) where local groups believe they can have a generates significant results. An environment (as opposed to Collaboration is where the community meets accessibility and

To accomplish our development goal and meet our inspiration, we start with transformational Phase I facilities that embody the guideposts of Community | Accessibility | Collaboration.



### MQ Iceplex

comprehensive community hockey, figure skating and ice ice rinks and a full suite of amenities, MQ Iceplex is a sports recreational facility. will be Southern Arizona's ice sports epicenter. With three

### MQ Field House

and specialty flooring systems, MQ Field House's flexibility floor of Arizona Stadium. With interchangeable wood, turf of two floors of athletic space, each 25% larger than the will be Southern Arizona's indoor sports hub, consisting supports various sports.





WELCOME | Mosaic Quarter

Development & Operations Plan | WELCOME

systemic positive community effect instead of merely driving economic development numbers. The diversity and significance of the community impact when the focus is infinite, as opposed to finite metrics, is meaningful. litany of metrics. With purpose and intent, Mosaic Quarter is designed to impact every segment of the community to create a Demonstrating Mosaic Quarter's adherence to its guideposts beyond unique facilities, our methods of creating widespread community impact drive Community | Accessibility | Collaboration. Mosaic Quarter's impact extends beyond the customary

community with access to athletic, fitness and wellness programming. Mosaic Foundation will provide Mosaic Quarter athletic, recreation and entertainment opportunities to a significant number of underserved youth lessen the divide and join other community organizations to eradicate it by providing all children within the diverse Pima County Mosaic Foundation forms the basis of our philanthropic impact. In partnership with Mosaic Quarter, Mosaic Foundation seeks to



\\$1\5 **3** 

Supported Annually Underserved Children

Annual Grant Budget Mosaic Foundation

community partnership program that embodies formal initiatives and dedicated collaborations spanning athletics and recreation to workforce training. Together, these efforts extend Mosaic Quarter's economic and program impact throughout the greater Pima County community. Extending beyond direct assistance to individual children and their families, Mosaic Quarter has executed a comprehensive















ABKOOM S. NOUNDA







HISPANIC

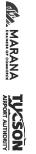
Children's Clinics Companions of the A Teens















CREW W













development efforts, Mosaic Quarter creates new avenues of event attendance volumes generate significant local spending. growth for the entire community. miscellaneous spending. By supplementing locat economic retail, transportation and attractions sectors and meaningful Among the primary beneficiaries are the dining hospitality, impact on the Pima County community. Mosaic Quarter Mosaic Quarter's travel sports business expands its indirect

þ Spending Community

(CE

A

Lines

Business Revenue

<u>|</u>|@

ß Guests Travel Sports

Hotel Room

98.17 M

97.9

enhanced sales and use taxes. generation of new tax revenue. Within the hospitality, dining expansive effect on local jobs and earnings as well as the Authority, Pima County and the State of Arizona benefit from same spending, the City of Tucson, Regional Transportation local jobs and dramatically impacts local earnings, From the the creation and maintenance of a significant number of and retail sectors, Mosaic Quarter event spending supports Quarter events, an additional positive outcome is the From community impact spending generated by Mosaic

jj Community Jobs Supported

92,000

Supported

\$3.77 B

Community Earnings

New Tax

Revenue

\$917.77 M

protecting against certain negative results. incremental, positive impact on and for Pima County while While Mosaic Quarter will provide accessible recreation and form. Mosaic Quarter's financial benchmark is that it has an the financial impact it generates takes a slightly different entertainment benefiting the entire Pima County community,

No bonds or debt are being issued by Pima County in support of Mosaic Quarter. No taxes are being levied to cover the property tax discounts or abatements, tax increment financing are no financial "sweetheart" deals for Mosaic Quarter, such as costs of Mosaic Quarter's construction or operation. There Pima County receives 55% of the cash flow generated by ground rent discounts, etc. contribution to Mosaic Quarter construction or operations. Mosaic Quarter, However, it does so without any financial

Mosaic Quarter Development and Knott Development bear 100% of the \$411.25 million cost to develop Mosaic Quarter.

la carte revenue sources. emanates from a robust and well-diversified programming design that incorporates a balanced blend of contractual and a Revenue to support Mosaic Quarter's operating costs

ß

**Business Line** Gross Revenue Per

0.55%

Į, 

Types of Recreational

(LY)

Recreational Activity

153

Activity Session Average Cost per

B

\$16 6

an emergency debt service reserve, totaling \$199.65 million. thoughtful and robust programming, Mosaic Quarter's reserves as operational and facility-related reserves. Together with Mosaic Quarter Development maintains debt service as well County is reserving a portion of its cash flow distributions as circumstance. To bolster Mosaic Quarter's own reserves, Pima ensure that its financial obligations are met regardless of To protect Mosaic Quarter's incremental financial impact,

ß. Reserve Debt Service MQ Development

\$120

Operational & MQ Development

\$53.16 M

In the aggregate, Mosaic Quarter will have a profound and Facility Reserves

Pima County Cash Flow

comprehensive impact on the Pima County community.

\$673.8 M

Economic Impact MQ Phase I

> \$12.5 00

Distributions

S

No matter the outsized impact, however, it is not possible to achieve without dedicated and talented partners. A developer's job is to create a vision, provide the financial mechanism required to complete it and, most importantly, select the right people to refine and execute the vision's overall concept and its discrete parts. I'm proud to lead an immensely qualified team comprised of a unique mix of local, regional and national firms. The Mosaic Quarter team is long on still and experience, including familiarity with the Kino Sports and Entertainment Complex. The majority of the team are local and combine design expertise, multifaceted construction experience, financial structuring acumen, local project experience, athletic facilities management, local and travel youth sports programming and a comprehensive understanding of sports and entertainment-related facilities development. I am most grateful for the skill, creativity, professionalism, dedication and cooperation our team has demonstrated in crafting Mosaic Quarter.

I'm equally grateful for the opportunity to partner with Pima County as well as other municipal and private stakeholders and organizations. Creating a sports and entertainment-focused lifestyle district that will impact generations of Tucsonans because it's rooted in Community | Accessibility | Collaboration is remarkable and fulfilling Calling that same place your personal and professional home just adds to the appeal.

Welcome to Mosaic Quarter!



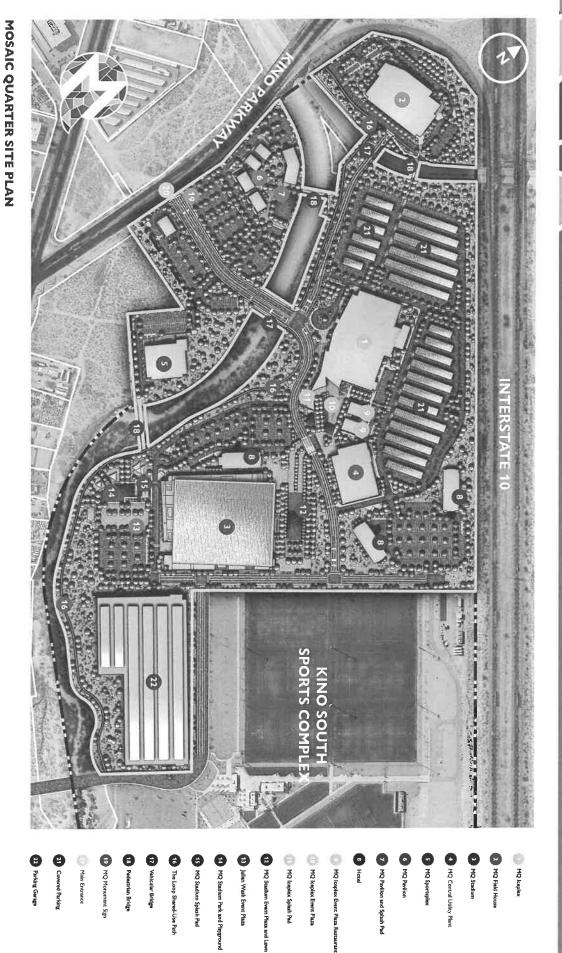
Frank Knott
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Mosaic Quarter Development
Knott Development





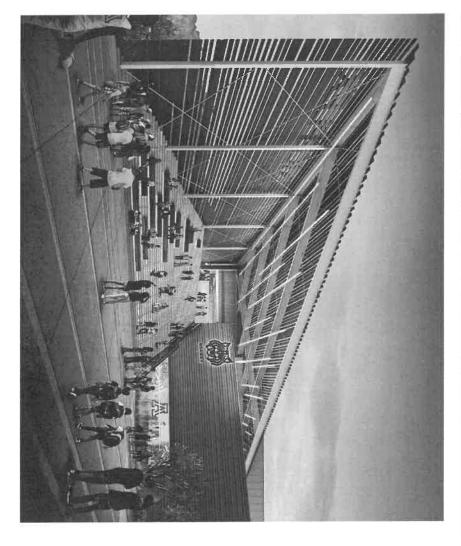






MQ ICEPLEX





### MQ ICEPLEX

existing local programming meets Pima County's need for development. There's an assortment of skating and non-skating desire to attract travel sports tournaments to boost economic additional access to recreational athletics and satisfies the recreational facility. It permits the further expansion of is a comprehensive hockey, figure skating and ice sports three ice rinks and a full slate of amenities, MQ Iceplex epicenter of ice sports in Southern Arizona. Consisting of Opening in the Fall 2025 season, MQ Iceplex will be the activities for everyone, fostering community and accessibility.











#### COMMUNITY

travel sports programming that assists regional economic facility constraints while permitting the efficient expansion curling, ice bumper cars and more. and non-skating activities, including ice skating, broomball, MQ Iceplex will offer full and partial rink rentals for skating Prospects League. From a community recreational perspective by MyHockey Tournaments and the Mosaic Advanced and regionally marketed youth hockey tournaments sponsorec development initiatives. MQ Iceplex will be home to nationally MQ Iceplex likewise enables the introduction of supplemental of programming to a rapidly growing ice sports community MQ Iceplex will free these organizations from existing local Hockey, Tucson Junior Roadrunners youth hockey, Tucson Adult Hockey League and local figure skating organizations Serving as the home of University of Arizona Wildcats

sports activities also offers a robust retail presence with a team store and pro 15 locker rooms and abundant gathering spaces. MQ Iceplex full-service restaurant, concession stands, private event space, Complementing its active spaces, MQ Iceplex will contain a shop, providing equipment and apparel for all manner of ice

demographic, MQ Iceplex will be a true community ice sports With its combined activity programs reaching every regional

#### THE NEED

create a single rink facility separate and distinct from the TCC arena. Others, however, focused on prior failed attempts to regarding the lack of a regional ice sports facility. On the suffer from programming logistics. inefficient regional facilities mix at disparate sites that would prior development attempts would have produced a complex facilities are inadequate to meet overwhelming demand, while focus of both camps highlights divergent issues - existing arena as proof that new facilities weren't required. The isolated because only one rink exists – the Tucson Convention Center sufficient demand for a dedicated community ice sports facility one hand, there existed a perception that there must not be During community meetings, there were mixed opinions

not a failure of the TCC arena – it is an event complex, not a minimal levels of required community programming, this is While TCC arena ice time availability pales in comparison to sole source of recreational ice sports remains the TCC arena and generated fiscal stability. As a result, Southern Arizona's community-oriented features that captured the entire market but a facility capable of serving existing demands while adding community ice rink. The solution that escaped past planning was not a single rink

## Demonstrative Local Growth

participation. For example, the Junior Roadrunners have grown more than 200 percent since the arrival of the AHL Tucson limitations conflict with dramatic local growth in ice sports Without a community-dedicated facility, service level

> been USA Hockey's number one growth market among all NHL/AHL cities for girls' hockey and the all-important 8U age bracket in addition to being number two for overall growth Roadrunners in 2016. Moreover, the Junior Roadrunners have

traveling to the Valley multiple days per week players turn to the Phoenix market with dozens of players absence of sufficient playing time, existing and prospective and insufficient ice time limiting the number of teams. In the demand continues to outstrip availability due to a single rink the addition to a spring season. Even with this expansion. playing opportunity. Recently, sufficient interest warranted number of teams and games to provide players a twice-weekly youth hockey.Tucson Adult Hockey League has expanded the Capacity constraints, however, are not solely limited to

of the AHL Roadrunners' season. October when the TCC arena ice is drained at the conclusion programs remain capped due to a single rink with limited growth. However, even if skills sessions existed, incumbent stymies the continued growth of ice sports in the region. The result is a lack of skills sessions and general skating time that naturally at odds with community ice sports. The unintended As an event center, the TCC arena's scheduling priorities are & Mineral Show and go permanently dormant from March to temporary interruption with the arrival of the Tucson Gem Finally, any local community ice-based activities are subject to skating programming that cannot presently exist in Tucson. and adult players traveling to Phoenix for hockey and figure scheduling.The solution for families: large numbers of youth nockey and figure skating clinics is a systemic impediment to earn-to-skate and learn-to-play clinics as well as specialty ack of space and time for youth and adult private lessons, Absence of Programming to Continue Growth Patterns

## Missed Community Engagement Opportunity

combination that undermines the realization of otherwise development efforts. A series of missed opportunities - a well-intentioned plans – is remedied with MQ Iceplex. silently, detrimental to community engagement and economic The regional facility and programming voids are equally, yet

costly programming, limited as it may presently be. available to those that can participate in and afford primary, that ice sports and their physical and social benefits are only developmental disorders is not possible. The overall impact is children and adults with physical disabilities and those with fashion, specialized programming for the visually impaired based opportunities for underserved children. In an identical and programming undermines the ability to create community. interested youth or adult player. Similarly, the lack of facilities This forfeits valuable community engagement by the casually cost recreational hockey is impossible in the current climate. growth, the creation of a "house league" for non-travel, lower Absent proper facilities to satisfy user demand and manage

 $\Box$ 

With only one rink in the region, travel ice sports competitions are not realistic. Whether figure skating curling or hockey, each sport drives economic benefits from an otherwise currently untapped source. Fiscal stimulus for local hotels, restaurants and retailers and the associated taxes paid to government entities become realized with well-structured and managed travel tournaments utilizing at least three rinks.

## DESIGNING A UNIQUE OPPORTUNITY

The combination of insufficient facilities, rapid program growth, unengaged communities and missed economic development provides a unique opportunity to provide an assortment of ice sports activities for everyone. To do so, our team considered the following to achieve MQ Iceplex's design:

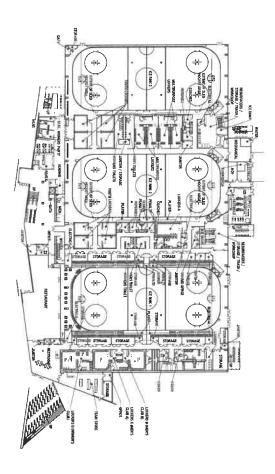
Level and depth of existing and attainable programming in the regional market

Ability to expand ice sports to the entire community Financial viability in both the short and long-term

- Required long-term expansion capacity
- Infrastructure necessary to attract national
- tournament sponsors

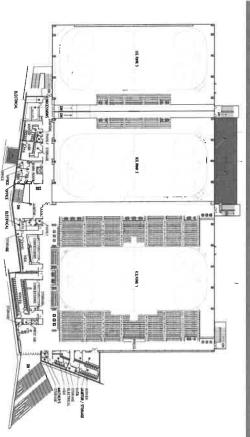
Our efforts resulted in something special.

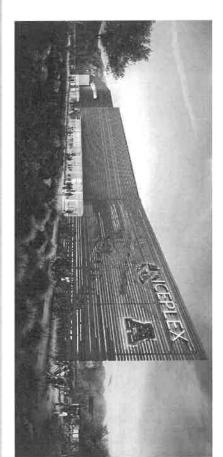
## STREET/ICE LEVEL FLOOR PLAN



Sitting at Mosaic Quarter's center, MQ Iceplex takes the development role of visual focal point. It sheds a more customary utilitarian design and adopts one of architectural prominence. Functionally, MQ Iceplex offers all the amenities required of a true community ice sports facility.

## MAIN CONCOURSE FLOOR PLAN





MQ leeplex's design satisfies existing demand, permits long-term expansion, engages the entire community and invigorates regional collaboration. How we do this comes down to four simple words.

KATE | PLAY | GATHER | CHEER





and competitive experiences. or experience. MQ Figure Skating includes the following individual, group, learning gold-medal level certifications, MQ Figure Skating is for everyone regardless of skill Managed and taught by full-time, local figure skating staff with US Figure Skating

#### Open Skates

Artive adult	Parent & child	Adult date night
Teen date night	Youth only	General

multiple weeldy sessions at convenient hours to satisfy both family-friendly, individual and group skating interests. Open skates provide a per-session affordable cost without league or recurring fee structures. Created as a more social, community-based programming option, offerings will include the above genres of open skates. To provide an enjoyable recreation option, MQ Iceplex will offer open skating sessions. The open skate schedule consists of

during the week, Freestyle Skates allow the experienced figure skater to practice transitions, spins, jumps and other progressive space nor focused time for dedicated figure skating practice. Freestyle Skate sessions provide the solution. With intentionally limited session capacity, Freestyle Skates are intended for the intermediate-and-above-level figure skater. Offered multiple days skating skills. While Open Skates offer the casual and experienced skater a fun and convenient group setting these sessions offer neither the

provides performances for family, friends and the community as well as competitive opportunities regionally and nationally. State USA, MQ Synchro is a fantastic alternative to other team ice sports. As staters progress through various skill levels, they'll learn how to transition between the basic elements of block, circle, line, wheel and intersection. The ultimate MQ Synchro MQ Synchro introduces skating enthusiasts of all ages to the team sport of synchronized skating. Using the tenets of Learn to

#### MQ Ice Dance

to competition level programming, MQ Ice Dance provides the opportunity to learn and demonstrate the US Figure Skating-governed ice dancing patterns. Once skaters have successfully mastered the required patterns, additional group and competitive experiences permit further growth within this enjoyable and beautiful genre of figure skating. MQ Ice Dance introduces skating enthusiasts to skating based on rhythmic performances to music. Including basic curriculum

#### MQ Ice Theatre

Blending the concepts of teamwork, theatre and figure skating, MQ Ice Theatre offers an exciting variant of figure skating. Based on the program developed by US Figure Skating and Learn to Skate USA, MQ Ice Theatre provides a guided instructional experience ending with introductory to advanced level performances for the community.

#### 17 MQ ICEPLEX | Mosaic Quarter

# SKATE | PLAY | GATHER | CHEER



of skating. With confidence-boosting on-ice fun and games, children develop the preliminary the perfect start for kids under six years of age and requires no prior experience. Based on Learn to Skate USA, MQ Prelim is an introduction to ice skating that's coordination and strength to learn how to move across the ice safely and skillfully. Three different levels of skills progression ensure children will quickly learn the joys

#### MQ Basic

are complete, children have acquired the skills necessary to advance to their chosen Forward and backward skating, stops, edges, crossovers and turns are taught in a manner that lets each individual child progress at their own pace. Once all six levels interest in hockey, figure or speed skating. technical foundation for young skaters to confidently progress with a life-long skill Following MQ Prelim, MQ Basic sessions based on Learn to Skate USA forms the

skills progression of MQ Basic, completion of MQ Skills provides the confidence to move to more specialized skating experiences such as MQ Ice Dance, MQ Synchro, MQ Freestyle or the Tucson Adult Hockey League. levels of instruction beginning with an off-ice introduction to the essential balance and safety skills required for on-ice fun. Like the Not to be outdone, adults interested in learning to skate have their own focused skating curriculum. MQ Skills incorporates six

or simply enjoy recreational figure skating time during Freestyle Skates. skating, including transitions, jumps, spins and more. Once complete, skaters have acquired the skills to push forward competitively For the skater completing MQ Basic or MQ Skills, MQ Freestyle offers an extended and challenging skating curriculum. Focused on progressive components of traditional figure skating MQ Freestyle introduces skaters to all the basic elements of figure

and physical disabilities the opportunity to shine on the ice. With program assistance from, and in coordination with, Special enjoyment and competition. Olympics Arizona and Learn to Skate USA, MQ Adaptive offers our special athletes new opportunities for recreation, activity, Under the belief that skating is for everyone and every life experience, MQ Adaptive offers children and adults with intellectual





in juniors, Tier I AAA, Tier II AA and Tier II A. The following programs are among experience at the professional, collegiate and juniors' level and coaching experience develop the already-robust hockey community within Pima County with playing with the Junior Roadrunners Youth Hockey Association, is well-suited to further complete hockey training and competitive experience. MQ Hockey, in conjunction provide the novice, intermediate and advanced youth and adult player with a Managed and coached by a full-time hockey staff and director, MQ Hockey will MQ Hockey's offerings:

## MQ Lunch Pail Hockey

into men's and women's games. Instead of posting solely for the game, however, In support of the demand from the adult hockey community, MQ Lunch Pail both community rinks available. Pick-up sessions are split, when numbers permit, Pick-up games are offered every weekday during the traditional lunch hour, with Hockey offers adult recreational players a collegial and competitive experience

players are invited to bring their "lunch pail" and gather post-game in the MQ Iceplex party room to share time and food together. While already a tight-knit community, MQ Lunch Pail Hockey is sure to forge and strengthen the bonds between players as MQ Hockey and the Tucson Adult Hockey League expand their ranks

their developing skills. MQ Playtime Hockey sessions will be held on weekdays after school hours (both during and outside of the regular hockey season) and on weekends during the offseason. Nothing beats additional ice time for youth players, especially when it encourages fun and creativity. MQ Playtime Hockey is sure to become a staple in the development arsenal of all local youth For the youth player, MQ Playtime Hockey offers full-ice pick-up games to enjoy an unstructured, game-style opportunity to enjoy

#### MQ Stick & Shoot

development and will be segmented into the following to work on shooting, puck handling and other aspects of informal open sessions, MQ Stick & Shoot allows players Hockey offers MQ Stick & Shoot sessions. Designed as will be offered multiple times weekly to promote skill their game individually or with friends. MQ Stick & Shoot Learn to Play seeking additional, unstructured ice time, MQ For adult or youth players in a formal program or MQ

N81-N91 HTNOA		YOUTH 8U-10U
ADULT ONLY	(GES	ΥΟυΤΗ 120-140

Cross-ice play is recognized as the preferred format for 8U hockey. Small on-ice player counts combined with high puck touch opportunities lead to enhanced skill development...and fun! MQ Tucson Tots adopts this skill development and play opportunity each Friday night for MQ Hockey's youngest players. It's a special session for the most ardent players in the sport!

unfettered freedom to deke, defend and score. MQ Hockey reimagines the pond game with MQ Pond Hockey. Using mini nets, MQ Pond Hockey is offered across all youth age groups. With no structured coaching, players are encouraged to be creative and experiment with new moves, just as the players they emulated growing up. For those that spent their childhood playing on community ponds, there's something special about no goalies, 2x4s as "goals" and

#### 9 MQ ICEPLEX | Mosaic Quarter

# SKATE | PLAY | GATHER | CHEER



introductory to advanced hockey competition. of recreational youth or adult hockey with MQ Blades hockey skate curriculum. skaters multiple instruction levels focused on the unique skating skills required for Managed and staffed by MQ Iceplex's full-time hockey staff, MQ Blades offers Once skaters complete MQ Basic and/or MQ Skills, they can choose the path

participation in the Tucson Adult Hockey League and all youth hockey programs. and ability-appropriate lesson format structure, MQ Learn to Play includes both to Play teaches the basics of ice hockey for a lifetime of enjoyment. Using an age For the skater completing MQ Blades and seeking to play hockey, MQ Learn to Play and adults following successful completion of MQ Blades and is a prerequisite for puck control and shooting techniques. MQ Learn to Play is available for children games and skill-specific station work focused on skating, passing, stick handling, is the introduction to playing in a recreational or competitive format. MQ Learn

#### MQ Skill Builders

over a four-week period. Working on the elements of power skating passing technique, stickhandling, shooting techniques, zone program is for players interested in intense practice sessions, regardless of skill level. oositioning and situational team play makes for a better player and a more enjoyable TAHL experience.This high encrgy level As a weekly program focused on the adult recreational player, MQ Skill Builders offers coaching in specialized areas of the game

For the serious youth or adult player, nothing compares to speed, agility and quickness, MQ Need for Speed provides specialized coaching sessions covering top end speed, power turns, forward and backward crossovers, forward and backward transitions, balance and edge work. Combined, developing each of these skill sets will set the dedicated player apart.

program specifically focused on defensive techniques, regardless of position, that improve mental and on-ice skills, Gap control, relieving pressure, neutral zone angling, as well as breakout positioning and play are among the skills developed through this program. MQ Defense is available to the 12U-18U youth players and A and B level TAHL players. As with many other sports, enhanced defensive skills provide an opportunity to excel beyond the norm. MQ Defense is a clinic

completing MQ LTP. For the player that desires to master the many different ways to score, MQ Shoot is the answer. This specialized clinic focuses deception, breakaway moves, shooting accuracy, shooting techniques and quick releases. Coached by our experienced staff in small group sessions, MQ Shoot is an essential clinic for all 10U-18U players and is a valuable skill-development program for adults

For the experienced and novice goalie, MQ Save provides the technical training needed to improve play between the pipes. MQ Save includes the unique combination of elite coaching, app-based home drills and on-ice instruction with video feedback. A fun in small group, semi-private and private clinic structures. learning experience that improves all facets of goalkeeping, MQ Save is available to youth and adult goalies regardless of skill level

#### Summer Camps

children of all ages, skills and experience levels. With a broad array of formats, session lengths, and skills development focus, every During the summer months, MQ Hockey, Arizona Hockey and the Junior Roadrunners will offer hockey day camp sessions for outh player will find their perfect opportunity to continue developing in the offseason,





family and neighborhood gatherings, team bonding sessions, community groups and client outings. Due to its ease of play and application for adults and children alike, to make at walkable!). It's the perfect alternative to traditional sports activities for affordable, ice-based recreation activity (no slipping—MQ Iceplex roughs up the ice Requiring no personal equipment and zero experience, broomball is an exciting MQ Broomball offers excitement and friendly competition.

## MQ Broomball Adult League

for post-game gatherings at the sponsor business. Available for men's, women's, coed and corporate teams during the summer months, MQ Broomball Adult League adds a unique sponsor twist to engage Mosaic jersey. During the six-week game schedule, teams receive a discount on purchases picks its own name and selects its sponsor – proudly donning their logo-emblazed prearrange a slate of available bar and restaurant establishment sponsors. Each team Quarter programming with the small business community. Mosaic Quarter will

families are provided a discount for post-game celebrations. 14U, 16U and 18U age categories to account for physical and skill differences. MQ Broomball Youth Leagues are sponsored in a similar manner to MQ Broomball Adult Leagues, with kid-friendly desert and restaurant sponsors. During each 4-week session, MQ Broomboll Youth League
Children take the ice for their own version of MQ Broomball, MQ Broomball Youth Leagues are co-ed and grouped by 10U, 12U,

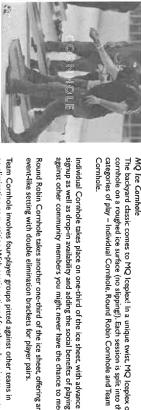
for family groups, children and adults, MQ Pickup Broomball offers the perfect solution to the time-constrained family seeking a For families loaded with time commitments, but where an alternate activity is sought intermittently throughout the year, MQ different bonding experience. Pickup Broomball is an option.Weekend pickup MQ Broomball sessions are available as a drop-in activity.With separate sessions



#### MQ Ice Bumper Cars

time slots available during the spring and summer months. take place throughout weekends on a year-round basis with additional, weekday MQ Iceplex without the need for athletic skill. MQ Ice Bumper Cars sessions will brother, sister, mother, father, uncle, aunt, friend or colleague in your sights. It's the One joystick to control direction, one to control speed, a 24v battery pack to ultimate activity - driving on the ice, intentionally bumping into others and enjoying provide thrust. An industrial innertube to give that satisfying elastic collision. Your

# SKATE | PLAY | GATHER | CHEER



cornhole on a roughed ice surface (no slipping!). Each session is split into three categories of play – Individual Cornhole, Round Robin Cornhole and Team MQ Ice Cornhole

The backyard classic comes to MQ Iceplex! In a unique twist, MQ Iceplex offers

against other community members you might never have the chance to meet. Round Robin Cornhole takes another one-third of the ice sheet, offering an signup as well as drop-in availability and adding the social benefits of playing

event-like setting with double elimination brackets for player pairs.

including intermissions, participants can move between categories of play, sign an elimination competition. With sessions timed for three-hour increments, Team Cornhole involves four-player groups pitted against other teams in

up for multiple categories and enjoy food and beverages offered by the Arena Rink Restaurant and MQ Concessions while socializing with friends new and old. Best of all, MQ Ice Cornhole is available for children and adults as the complete family



#### experience!

social, competitive activity without the need for experience or equipment. Offering leagues and lessons for youth and adults alike, curling will satisfy everyone's desire for a different indoor experience in a unique setting. Often thought of as a technical and difficult to understand sport, curling provides a MQ Curling



### MQ Playday Birthdays

Rental, Ice Bumper Cars...the choice is yours and the memories last a lifetime! private celebration in the community rinks or the Arena Rink – Pod Skate, Full Rink join an MQ Iceplex program, such as Open Skates. Alternatively, host a completely children. MQ Playday Birthday packages offer private event space with the option to Combining event facilities with ice skating creates memorable experiences for

#### 9 观



#### MQ Pod Skate

community to enjoy the ice. Comhole. Avoid crowded Open Skates. It's your ice, your way. At a fraction of the full rink rental cost, pod skates open MQ Iceplex to greater opportunities for the rooms. Host an MQ Playday Birthday. Hold a private curling competition. Play Ice Iceplex in their own way and in their own space. Play hockey. Figure skate. Gather third of a rink, pod skates allow groups of less than 20 to exclusively enjoy MQ pond hockey sessions for families doesn't work during general skating sessions.
Gathering enough friends, family and neighbors to hold a full-rink private general
skate might not be an easy task MQ Pod Skates are the solution. Reserving onewith friends or family for a special occasion in combination with MQ Iceplex's party Renting an entire rink isn't always economically feasible. Creating small group



## Group Ice Bumper Cars

an entire group? MQ Iceplex will offer private ice bumper car rentals where a single event facilities, it's an experience large family groups, co-workers and clients will group takes to the ice for an exclusive period. Combined with MQ Iceplex's private MQ Ice Bumper Cars is an experience unto itself on your own, but what about as



#### Full Rink Rentals

Host an MQ Playday Birthday. Sponsor a private curling or Ice Comhole tournament. Or just take the time to skate with friends, family or colleagues. Create your own hockey game. Hold a corporate event or nonprofit fundraiser. Enjoy MQ Iceplex by renting out the entire rink. Skate with family and friends. Whatever the reason, there's nothing quite like having the entire rink to yourself

# SKATE | PLAY | GATHER | CHEER



MQ Iceplex Arena Restaurant
Whether before or after an MQ Iceplex recreational activity, sharing a meal with a
view of the Arena Rink is a sight not to be missed Serving as the club section for
Wildcat Hockey games, the Arena Rink Restaurant offers unparalleled views of all the action!



#### MQ Ice Movies

throughout the spring and summer months, the Arena Rink becomes the ultimate provides budget, family-friendly entertainment in a one-of-a-kind setting. a movie theater -- and food and beverage combination specials, MQ Ice Movies affordable prices for families – less than the cost of a single ticket and snacks at culturally focused, recently released and themed productions.The combination of Concessions. It's a great way to simultaneously beat the heat and enjoy classic, sound. Enjoy beverages, food and snacks from the Arena Restaurant and MQ movie venue with over 2,000 seats, high-definition video boards and surround extend the cool factor, Mosaic Quarter offers MQ Ice Movies. Held on weekends Movies are a cool way to spend quality time with family, friends and loved ones. To





an MQ Iceplex anchor program, During the past five years, the Junior Roadrunners Roadrunners Youth Hockey Association as have experienced 350% growth, eclipsing Mosaic Quarter is proud to have the Junior 250 active member families. Given the lack

to the local interest in youth hockey. It likewise demonstrates of community-oriented ice facilities, this growth rate speaks hallmarks of the Junior Roadrunners organization. the value families place on skill and team-focused development

congestion. Simultaneous use of a single ice sheet by 50-plus enjoyment and participation opportunities suffer. Hockey skill development recommendations, but player routinely share the ice. Not only does this exceed USA Overcrowding worsens at the 8U-10U levels as 80-plus players is routinely required within the 12U-18U divisions. facilities, Lack of adequate ice time leads to significant The obstacle to consistent growth has been sufficient

practices and games, children will learn and enjoy the game with an enhanced family experience. With sufficient ice time to consistently and properly schedule MQ Iceplex solves existing ice-time-related limitations.

access for underserved children through high school. Financial support from Mosaic Foundation fosters permanent to add 280 players to the Junior Roadrunners annually. MQ Iceplex's skating and hockey curriculum has the capacity

development in a cut-free environment enables program growth to reach 1,500 players and 10-12 teams per age group point for regional youth hockey. Providing children with skills the official house league of MQ Iceplex, serving as the entry Southern Arizona youth. The Junior Roadrunners will become obtains the facility bandwidth to meet that goal for all everyone." With MQ Iceplex as a partner, the organization The Junior Roadrunners have long epitomized "hockey is for within a decade.



as an anchor program. Despite facing to have Tucson Adult Hockey League experience, Mosaic Quarter is thrilled with an enjoyable recreational hockey Having consistently provided adults Tucson Adult Hockey League

ice availability and facility challenges, the TAHL has expanded its membership by over 100% during the last half decade. In fact, the TAHL's remarkable expansion Phoenix in search of team openings and an acceptable number currently commuting weekly (sometimes 2-3 times) to doesn't even include a significant backlog of interested players

be offered during the fall, spring and summer. TCC-based schedule -a fall and, perhaps, a spring league. At MQ Iceplex, full A, B, C, D, 30+, 40+ and 50+ TAHL leagues will to the player experience, the TAHL is no longer relegated to with additional games on weekends utilizing all 3 rinks. Adding As an MQ Iceplex partner, the TAHL will enjoy consistent scheduling, including dedicated time slots every weeknight

skills necessary to participate in the TAHL. a larger population of the casually interested can access the to Play. With the existence of introductory level programming over 100 new players to the TAHL annually from MQ Learn curriculum delivers the prerequisite experience, introducing in enrollment growth. With a broadly accessible TAHL, novice For any recreational program, assured facility availability results MQ Iceplex's adult-focused skating and learn to play hockey players will seek out the year-round competitive opportunity.

in Mosaic Quarter's community outreach, it's clear the hockey experience. Based on high levels of interest expressed to Play, the women's division diversifies the Southern Arizona expanding annually as nearly 40 players complete MQ Learn benefit from an additional opportunity - the addition of a In partnering with MQ Iceplex, the TAHL and the community TAHL women's division. Commencing play in 2026 and Arizona hockey. women's division will open an exciting chapter in Southern

# SKATE | PLAY | GATHER | CHEER

Elite Youth Hackey

and individual skills, travel team options and a roadmap for advanced-level playing. Presently, the Junior Roadrunners provide a solid development framework within which local boys and girls are taught, encouraged and supported. Missing within Southern Arizona, however, an advanced program to develop and support elite-level players. MQ Elite Hockey fills this void. In a robust youth hockey market, player development is paramount – providing opportunities for personal growth, enhanced team

(NHL,AHL, ECHL, NCAA,ACHA and Junior A). Equally important, the coaching and instructional staff has long-term coaching experience at the Junior A,AAA and AA levels (including USA Hockey AA National Champions). MQ Elite Hockey players will development is a staff of dedicated coaches' whose playing backgrounds include the same levels sought by today's youth players coupled with practice programs and competitive opportunities specifically designed for the advanced player. Supporting player MQ Elite Hockey will provide exceptional, promising and dedicated players a more complex level of skill development ifetime love of the game, and the growth of elite hockey in Southern Arizona. enjoy a playing experience fit for their dedication to the game and desire for growth. MQ Elite Hockey will foster camaraderie, a

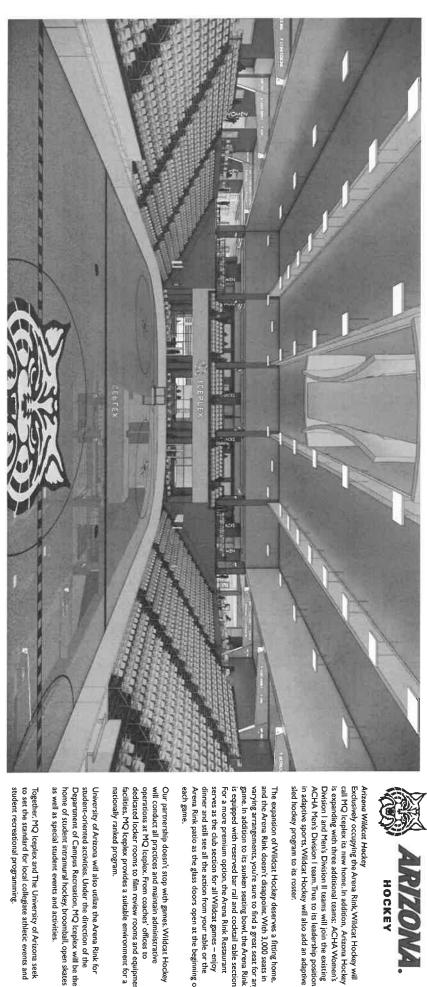




team. Each year thereafter, as advanced players graduate from the Junior Roadrunners, transfer with families to Tucson or Elite Hockey will be comprised of A and AA teams at the 12U, add teams within the A and AA levels. Once complete, MQ simply age-up within the organization, MQ Elite Hockey will Starting in 2026, MQ Elite Hockey will debut its 12U Boys Elite 14U, 16U and 18U divisions.

playing with MQ Elite Hockey. coaches, providing inspiration and guidance to each young man have the opportunity to serve as volunteer and paid practice be chaired by the head coach of the University of Arizona's collaboration, the MQ Elite Hockey Boys Advisory Board will youth hockey with the University of Arizona. As part of our MQ Elite Hockey shares a desire for the development of local Men's team. In addition, Arizona Hockey's men's team players

> program. Following the inaugural season, MQ Elite Hockey will expand annually, culminating with A and AA girls' teams at the destination for advanced girls' hockey. Phoenix, MQ Elite Hockey will become the Southern Arizona With only one other Arizona advanced girls' program based in opportunity to serve as volunteer and paid practice coaches. of Arizona Hockey's women's team players who will have the of Arizona Women's team. Local girls advancing to MQ Elite Board will be chaired by the head coach of the University development experience, the MQ Elite Hockey Girls Advisory Commencing in 2027, MQ Elite Hockey will open its girls' Hockey will likewise benefit from the instruction and guidance 12U, 14U, 16U and 19U divisions. Further enhancing the player





## Arizona Wildcat Hockey

Exclusively occupying the Arena Rink, Wildcat Hockey will call MQ Iceplex its new home. In addition, Arizona Hockey is expanding with three additional teams: ACHA Women's in adaptive sports, Wildcat Hockey will also add an adaptive sled hockey program to its roster. Division I and Men's Division II teams will join the existing ACHA Men's Division I team. True to its leadership position

varying arrangements, you're sure to find a great seat for any game. In addition to its sunken seating bowl, the Arena Rink and the Arena Rink doesn't disappoint. With 3,000 seats in each game. Arena Rink patio as the glass doors open at the beginning of dinner and still see all the action from your table or the serves as the club section for all Wildcat games – enjoy For a more premium option, the Arena Rink Restaurant is equipped with reserved bar rail and cocktail table sections The expansion of Wildcat Hockey deserves a fitting home.

University of Arizona will also utilize the Arena Rink for Our partnership doesn't stop with games. Wildcat Hockey Department of Campus Recreation, MQ Iceplex will be the nationally ranked program. facilities, MQ Iceplex provides a suitable environment for a operations at MQ Iceplex. From coaches' offices to will conduct all practices and maintain administrative student-oriented activities. Under the direction of the dedicated locker rooms to film review rooms and equipment

Together, MQ Iceplex and The University of Arizona seek to set the standard for local collegiate athletic events and student recreational programming.







## MyHockey Tournaments While MO Icasley will be

While MQ Iceplex will have a significant impact on youth and adult hockey and recreational opportunities for the community, its three-rink design provides sufficient capacity for nationally marketed youth tournaments. To realize the benefits of this design, Mosaic Quarter has partnered with MYHockey Tournaments from Chicago, the premier USA Hockey Tier II organizer.

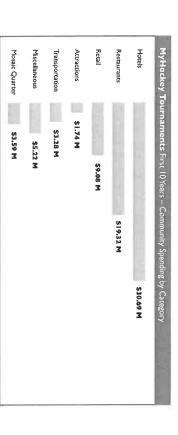
In addition to its 70 tournaments in 12 states, MYHockey Tournaments created and maintains the preeminent youth hockey national ranking service. MYHockey Rankings is used by USA Hockey to determine at-large bids and seedings for national championship events and the system ranks all

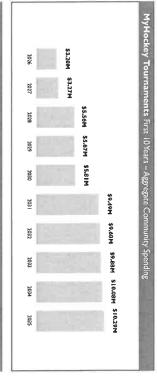
North American hockey teams. Due to their proprietary ranking system, MYHockey Tournaments can now sponsor tournaments comprised of competitive brackets, avoiding travel just to play teams from home leagues and ensuring that coaches and parents don't view any tournament as a wasted trip. This methodology provides national interest in each sponsored tournament and results in guaranteed, weekend long attendance for MQ Iceplex.

During the 2026-2027 season, MQ Iceplex will host three nationally marketed tournaments sponsored by MYHockey Tournaments. For each season thereafter, MQ Iceplex and MYHockey Tournaments will partner to host eight tournaments. The community impact associated with the local direct spending generated by a single MYHockey Tournaments event is exceptional.

Over the first decade of MYHockey Tournament's partnership with MQ lceplex, the aggregate effect of these travel sports events on the local economy is substantial.







Total Community	Mosaic Quarter Spending	Miscellaneous Spending	Transportation Spending	Attractions Spending	Retail Spending	Restaurant Spending	Hotel Spending	
\$62,634,590	\$3,067,827	\$4,482,480	\$2,822,302	\$1,487,474	\$7,802,835	\$16,601,777	\$26,369,894	2025-2034
<b>\$</b> 113,616,228	\$5,990,045	\$8,743,754	\$5,060,547	\$2,780,318	\$13,990,925	\$29,767,926	\$47.282,711	2035-2044
\$139,817,145	\$8,050,120	\$11,438,525	\$6,168,779	\$3,389,193	\$17,054,860	\$36,078,307	\$57,637,361	2045-2054
\$171,366,749	\$10,818,688	\$13,943,498	\$7,519,707	\$4,131,407	\$20,789,779	\$43,904,048	\$70,259,621	2055-2064
\$78,341,878	\$5,306,012	\$6,397,895	\$3,450,375	\$1,895,673	\$9,539,272	\$20,145,123	\$31,607,530	2065-2068



Mosatic Advanced Prospects League (MAPL)
Within the advanced levels of youth hockey, several multistate regional leagues exist to provide expanded player
development. These supplemental leagues are comprised of
travel programs primarily at the AA and A levels from specific
geographic regions. There has been no supplemental league for
the western region of the United States – until now.



Mosaic Advanced Prospects League (the MAPL) was formed through the personal and professional experience of Mosaic Quarter and Edge Sports Group ownership in consultation and partnership with hockey directors and coaches from other, more established hockey regions. MQ Iceplex will serve as the MAPL's home, bringing new levels of youth bockey competition to Tucson. The MAPL will enhance Mosaic Quarter's community impact and boost the region's profile

Comprised of teams in the 10U-16U age brackets from Arizona, California, Colorado, Idaho, New Mexico, Nevada, Oklahoma, Oregon, Texas, Utah and Washington, the MAPL offers competition diversity not available in the Western region. And with a flexible participation model, the MAPL encourages hockey programs to include teams from multiple age brackets to enhance skills development.

### MAPL Season League

The MAPL Season League adds to the positive hockey experience created by local travel hockey programs through the creation of a super-regional supplemental league. Consisting of three six-game weekends, the MAPL Season League permits seamless scheduling with each team's local schedule and holiday weekend tournament travel. Playing for standings points, the top 10 teams in each age and skill division will participate in a championship weekend playoff. The MAPL Season League begins in August as a tune-up for local league schedules. Championship weekend occurs in February serving as preparation for local and state championship tournaments and USA Hockey Nationals.

## MAPL Showcase League

The PAPL Showcase League offers member programs competition diversity with a less impactful schedule. Based on a three-weekend commitment, teams will participate in a showcase format designed to diversify competition and boost skills development. Unlike tournaments where the total number of games played is unpredictable, the PMAPL Showcase League's four-game weekend schedule provides discernible benefits. The combination of enhanced playing time while reducing travel obligations permits member programs to expand the number of participating teams, augmenting a hodey program's development model.

## MAPL National Showcase

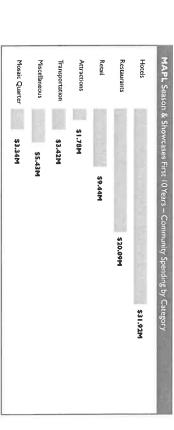
As a compliment to league play, the MAPL will host two national showcase events annually at MQ leaplex. The National Showcase model combines invitation-only participants outside of the MAPLs territory with league teams participating by election. With 60+ teams participating in each three-day event, the MAPL provides an unmatched national experience for western region teams. MAPL National Showcase events also provide several distinct benefits to participating hockey programs:

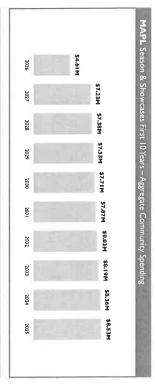
- Programs, directors and players gain additional national exposure
- Player development and experience strengthens from geographic regions not served by the MAPL
- National rankings that serve as the source of tournament seedings are improved based on a more diversified schedule of opponents

#### Community Impact

within the national hockey community.

The MAPLs community impact will be extensive and felt beyond Mosaic Quarter. MAPLs Season League, Showcase League and National Showcase formats produce repetitive and significant results for the local business community, including hotels, restaurants, retailers and attractions as well as the transportation industry. By business caregory, individual year or by decade. Mosaic Quarter's partnership with the MAPL delivers prodigious community impact returns.





Spending Restaurant Spending Retail Spending Attractions Spending	\$28,317.712 \$17,828,072 \$9,379,194 \$1,569,333	\$39,402,259 \$24,806,605 \$11,659,104 \$2,316,932	\$48.031.134 \$30,065,256 \$14.212.383 \$1,824,327	\$48.031.134 \$55.549.685 \$30,065,256 \$36,586,707 \$14.212.383 \$17.324.816 \$2,824.337 \$3,442.839
Attractions Spending Transportation Spending	\$1,569,333 \$3,030,772	\$2,316,932 \$4,217,123	\$2,824,327 \$5,140,649	
Miscellaneous Spending	\$4,813,579	\$7,286,462	\$9,532,104	\$9,532,104 \$11,619,582
Mosaic Quarter Spending	\$2,951,151	\$4,492.534	\$6,037,590	\$6,037,590 \$8,114,016
Total Community				

MQ (CEPLEX | Mosaic Quarter

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Hotels

Retail Restaurants

\$4.82M

\$10.26M

\$14.84M

3890K

\$1.74M \$2.77M

MQ National/AZ Shootout First 10 Years - Community Spending by Category



adult players extends to municipal and state-wide play. The difficulty of diversifying competitive opportunities for Absent joining a different rink's league, this seldom changes. artificially locked into a closed pool of similarly skilled teams organized beyond a host rink. Consequently, players are Beer league hockey, or adult recreational hockey, is rarely

opportunity? So how does a beer league player gain additional competitive regional, much less state-wide, competition proves difficult. fragmented leagues, coordination and diversification of The problem is exacerbated in Arizona. With geographically

champion. state-wide together to determine Arizona's beer league champions' invitational bracket brings league victors from tournament. Taking place in June, it affords a post-league season opportunity to challenge other similarly skilled permits teams to satisfy the craving for new competition. A teams from across the state. A double-elimination bracket MQ Arizona Shootout is an Arizona-only beer league



MQ National/AZ Shootout Project Lifetime - Aggregate Community Spending

\$13,217,209

\$17,731,017

2025-2034

2035-2044

2045-2054

\$9,139,217

\* \$12,260,349

\$14,569,765 \$21.614,010

\$17,625,090 \$26,347,358 2055-2064

\$3,928,887 \$8,087,172

\$760,535

\$11,852,824 2065-2068

\$4,295,432

\$789,088

\$2,084,259 \$1,115,451 \$5,762,364 2026

2028

2029

2030

203

2032

2034

2035

On a national level, beer league tournaments exist, but there and composed teams. The result – it's frustrating to compete rosters playing down a skill level to win.Why does this occur? persists a problem. Teams comprised of tournament-only throttled every game. What's the solution? Tournaments are generally exciting, less appealing is getting especially for teams from less-established hockey markets. Tournament sponsors lack familiarity with specific players

participating teams in skill-appropriate brackets creating uniqueness of Mosaic Quarter and Tucson. a combination hockey and golf getaway with all of the courses. With this format, MQ National Shoot-out becomes every team registration includes 2 rounds of golf at local tournament experience, in partnership with local attractions With player skill familiarity, MQ National Shoot-Out matches for over 1,000 beer league teams and their 15,000+ players. Iceplex either controls or has access to skill-level registrations Between its ownership, management and hockey staff, MQ solve the skill disparity problem found in other tournaments. MQ National Shootout includes April and June events that a more appealing player experience. Adding to the unique



to the novice and emerging player. MQ Youth Selects events benefits associated with tournament play are equally valuable is virtually nonexistent. Yet the skill development and social all other 12U-18U divisions. A bespoke 6U-8U experience available to 6U-8U players exist, participation is alongside games without any competitive format. While tournaments in local and regional jamborees – a weekend grouping of advanced young players. Most often, Selects teams participate play. Depending on the breadth of facility programming, a "Selects" program may exist as a supplementary offering for For 6U-8U hockey players, the competitive experience is routinely mundane. Teams are usually confined to house league present a desirable alternative.

MQ National/AZ Shootout First 10 Years - Aggregate Community Spending

\$3,42M

\$3,49M

\$3.56M

\$3.64M

\$3.72M

\$3.80M

\$3.96M

\$4.04M

\$4.12M

Mosaic Quarter Miscellaneous Transportation Attractions

\$2.30M

divisions encompassing cross-ice and full-ice formats, the customized experience for these emerging talents. With tournaments are solely dedicated to the 6U-8U player. Comprised of 60-80 teams twice annually, MQ Youth Selects format uniquely suited for each team's particular age and skill Selects player experiences a positive and engaging tournament The entire weekend is designed to provide an exciting and



Transportation Spending Total Community Spending Miscellaneous Spending Attractions Spending Retall Spending Restaurant Spending Hotel Spending

\$33,496,379

\$45,497,173

\$55,722,640

\$68,293,034

\$31,270,317

\$2,034,178 \$2,467,589 \$1,553,667

\$2,995,023

\$4,025,060 \$4,589,085 \$2,540,701 \$1,359,729 \$7,024,290

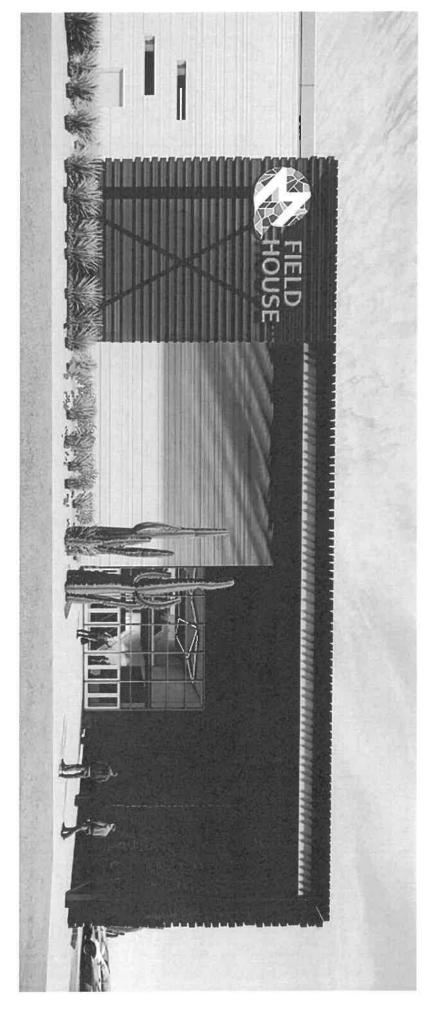
\$5,409,344 \$5,594,070 \$3,097,100 \$1,657,502 \$8,562,570

\$2,653,006 \$2,566,807 \$1,421,087

\$3,548,709

# FIELD HOUSE





## MQ FIELD HOUSE

MQ Field House is the hub of indoor sports in Southern Arizona. Opening March 2026, the facility consists of two floors of arthetic space, each 25% larger than the floor of Arizona Stadium. With interchangeable wood, turt and specially flooring systems, MQ Field House's flexibility supports a wide range of sports. Given the shortage of indoor multisport facilities in Pima County, MQ Field House offers much-needed space for local and regional recreational programs.

intermediate or advanced athlete, MQ Field House is working with local and national organizations to provide summer skills camps. Focusing on volleyball, lacrosse, soccer and basketball, camp curricula provide focused skills training for novice and experienced players, alike, for the next season. archery and pickleball clinics, MQ Field House can fulfill your sports bucket list. If more formal training is required for the Offering in-house basketball, soccer, volleyball, lacrosse,

























## OVERWHELMING NEED

schedules and games in order to provide families with a single create an expanded, consolidated space to manage weekly to schedule a rotating set of church and school gymnasiums, disparate locations. In Pima County, there presently exists one site experience. expressed to us by local sports organizations and families: with significant family inconvenience. The common theme need for space, ultimately the logistics prove cumbersome primary use. While the use of multiple facilities satisfies the subject to interruption by the facility owner based on its nearly one million residents. Local programming is often forced indoor multisport facility for a metropolitan population of venues for practices, games and special events, often at travel teams and off-season training programs use multiple fragmented indoor sports space. Recreation sports leagues, facilities dysfunction found in other cities - insufficient and clear that the Tucson metropolitan area suffered from a similar During our initial exploration of the local market, it became



## CREATING AN INDOOR

SPORTS SOLUTION

accounts, MQ Field House satisfies the need. incorporating sufficient space, but multiple surfaces. On both facilities for a diverse mix of sports meant not just Designing a solution to combat insufficient and fragmented

To formulate our design and operations plan, our team carefully considered the following factors to achieve MQ Field

- Variation of programming existing within the Southern Arizona market
- Infrastructure necessary to attract nationally marketed
- Programming proficiencies needed to expand indoor athletic opportunities community-wide
- Financial viability in both the short- and long-term

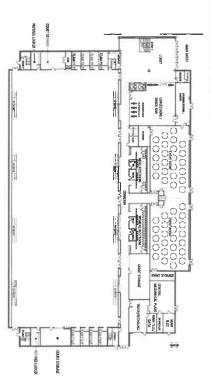
## Our analysis generated a unique facility.

a two-level facility, where each level is identically sized. Every House required space that could marry indoor and outdoor sports. To accommodate sport-specific dimensions while sport and activity offered at MQ Field House can be played on offering programming flexibility, MQ Field House is designed as To meet the needs of a multisport community, MQ Field

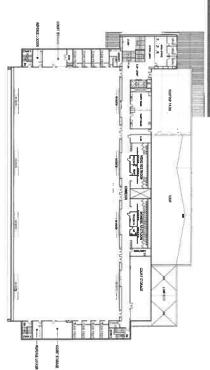
surfaces are employed for sports such as Pickleroll Pro for system for sports such as soccer and lacrosse. Finally, specialty transformed into a field surface with an interchangeable turf badminton. When needed, all or part of either level can be traditional court sports such as basketball, volleyball and MQ Field House's base athletic surface is wood, perfect for



## FIELD HOUSE LOWER-LEVEL PLAN



## FIELD HOUSE UPPER-LEVEL PLAN

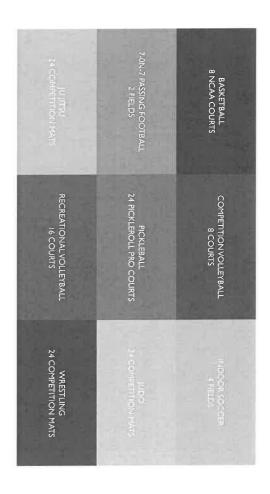


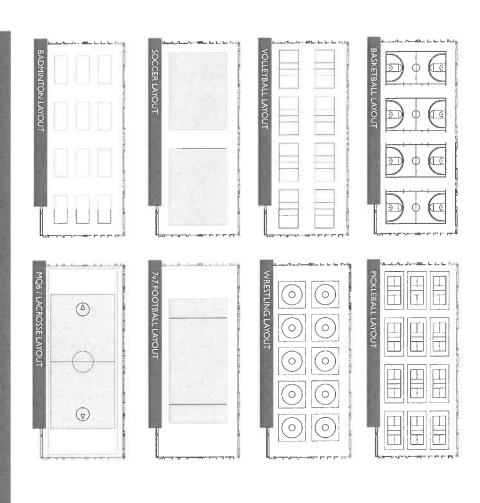
can be viewed through four words: focused indoor sports facility. How we accomplish this operationally of sports, MQ Field House will become the region's communitytournament sponsors as well as flexibility to cater to a diverse range With single-site capacity for local sports organizations and

COMPETE | ROOT | SCORE | EXPLORE

# COMPETE

MQ Field House offers athletes young and old, experienced and novice, the opportunity to compete in a variety of sports. Because of our interchangeable playing surfaces, MQ Field House programming is never limited. Our team's design efforts are demonstrated in the flexible incorporation of space and/or adaptation for the following sports:





"As a parent this will bring a bounty of opportunity to my child to get out and experience the joy of sport. I look forward to not only enjoying events there but also the prosperity it will bring to our region."

**Pima County Resident** Public Comment to the Board of Supervisors

MQ FIELD HOUSE | Mosaic Quarter



including hoteliers, small businesses, restaurants and MQ Field House events benefit the community at large, to regionally and nationally marketed athletic events. local recreational sports, its capacity and flexibility cater While MQ Field House will have a significant impact on

# BASKETBALL EVENTS

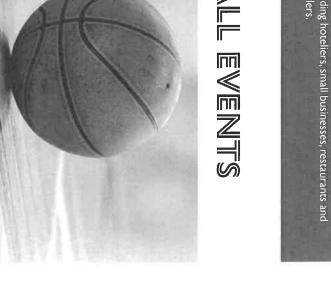
hosting large-scale basketball events. Field House provides a complete package for by on-site amenities and local hotels, With 8 NCAA-regulation courts surrounded restaurants, retailers and attractions, MQ

conjunction with AAU and 3 Step Sports, including basketball events, generating over 6 a broad spectrum of athletic events in million annual visitors to its facilities. basketball events. ESG Associates produces co-sponsors to manage MQ Field House with ESG Associates and its tournament Mosaic Quarter Development has partnered

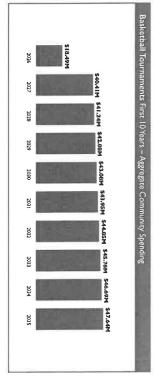
scheduled to include 150 boys' and girls' youth teams, totaling over 5,600 athletes and associated guests. With 15 tournaments athletes and guests each year. becomes the event home to over 840,000 programmed annually, MQ Field House MQ Field House basketball events are

While basketball events are unquestionably

beneficial to Mosaic Quarter, they also provide meaningful community impact. With over 5,400 hotel room nights associated with each basketball event (over 80,000 room nights annually), Mosaic Quarter basketball event guests will add approximately \$40,000,000 to the local economy. As shown opposite, MQ Field House basketball events' community impact is not limited to a single year, but have significant long-term impact on core economic facets of Pima County.



#### Hotels Basketball Tournaments First 10 Years - Community Spending by Category Retail Restaurants Mosaic Quarter Miscellaneous Transportation Attractions \$14.59M \$9.83M \$18.99M \$30.16M \$52.5M \$111.7M \$176.42M



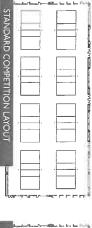
Total Community Spending	Mosaic Quarter Spending	Miscellaneous Spending	Transportation Spending	Attractions Spending	Retail Spending	Restaurant Spending	Hotel Spending	
\$366,547,251	\$12,849,252	\$26,698,551	\$16,810,198	\$8,648,478	\$46,475,255	\$98,883,521	\$156,181,997	2025-2034
\$525,601,599	\$19,966,818	\$40,923,257	\$23,855,335	\$12,939,996	\$65,952,985	\$140,325,500	\$221,637,708	2035-2044
\$643,943,139	\$26,833,733	\$53,236,517	\$29,079,520	\$15,773,783	\$80.396.321	\$168,448,135	\$270,175,130	2045-2054
\$787,375,137	\$36,062,294	\$64,895,017	\$35,447,773	\$19,228,153	\$98,002,667	\$204,397,258	\$329,341,976	2055-2064
\$359,465,932	\$17,686,706	\$29,776,709	\$16,265,009	\$8,822,729	\$44,967,966	\$93,786,518	\$148,160,295	2065-2068



# VOLLEYBALL EVENTS

With two distinct court layouts available, MQ Field House supports multiple competitive formats for girls' and boys' volleyball. To engage the national market, Mosaic Quarter has partnered with ESG Associates and its tournament co-sponsors to manage all volleyball events. With a history of producing a wide variety of youth athletic tournaments and events with AAU and 3 Step Sports, ESG Associates is well-suited to manage MQ Field House's volleyball event business.

Depending on the competitive level of event, MQ Field House utilizes one of 2 distinct volleyhall layouts. For novice to medlevel competition, the volleyhall court layout is designed to promote efficiency and scale. For advanced levels of competition, MQ Field House employs a court arrangement that accommodates more sophisticated player skill and need for additional space surrounding each court.





MQ Field House girls' volleyball events include 300 teams from around the United States, bringing in over 8,200 athletes and guests to Mosaic Quarter. With 10 events annually, approximately 820,000 guests deliver approximately 80,000 hotel room nights and \$40 million in community spending each year.

While separate from the girls' events, MQ Field House boys' volleyball events bring a sizeable impact to Mosaic Quarter and the local community, Boys' events include 200 teams from the national market, with each event comprising approximately 5,500 athletes and guests. The impact of five boys' volleyball events will be felt by the local business community as over 25,000 hotel room nights are filled and approximately \$13.5 million in community spending is realized annually.

In total, MQ Field House volleyball events are poised to deliver approximately 105,000 hotel room night and \$53.5 million in community spending annually.

Emphasizing the owerall community impact of Mosaic Quarter events, the charts opposite demonstrate the long-term community benefits associated with MQ Field House volleyball events. Delivering a total of approximately 3.4 million hotel room nights and \$880 million in community spending during the term of the Master Ground Lease, MQ Field House volleyball events help fulfill both the business and community impact mission of Mosaic Quarter.

# Volleyball Tournaments First 10 Years - Community Spending by Category Hotels \$338.81M Restaurants \$147.23M Retail \$69.2M Attractions \$12.93M Transportation \$22.03M Miscellaneous \$39.75M Mosaic Quarter \$14.77M



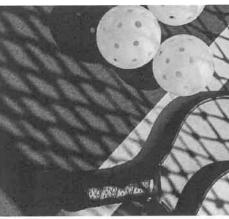
	Mosaic Quarter Spending	Miscellaneous Spending	Transportation Spending	Attractions Spending	Retail Spending	Restaurant \$ Spending \$	Spending \$	
FC7 02.7 30V4	\$13,027,236	\$35,259,993	\$22,200,736	\$11,401,324	\$61,378,506	\$130,592,567	\$211,818,273	2025-2034
\$684.193.165	\$19,966,818	\$53,117,280	\$30.973,219	\$16,791,656	\$85,631,841	\$182,195,406	\$295,516,944	2035-2044
\$837.377.777	\$26,833,733	\$69,082,657	\$37.756,181	\$20,468,935	\$104,384,736	\$218,618,028	\$360,233,506	2045-2054
\$1,022,857,522	\$36,062,294	\$84,211,373	\$46,024,574	\$24,951,518	\$127,244,411	\$265,240,718	\$439,122,634	2055-2064
\$466,530,218	\$17,686,706	\$38,639,909	\$21,118,114	\$11,448,862	\$58,385,374	\$121,704,194	\$197.547.061	2065-2068

# PICKLEBALL EVENTS

community-based resources. Using a specialized surface, so, MQ Field House creates unique experiences for the novice player to the advanced enthusiast without competing against driven pickleball combined with seasonal daily use. By doing Quarter serves to satisfy the growing need for additional opportunity to host larger-scale tournaments. facility capabilities and event-driven focus have generated the for the local community with up to 24 available courts, our While MQ Field House will host an array of pickleball options with all the feel of outdoor courts, absent wind, heat and glare. Pickleroll, MQ Field House is transformed into a pickleball hub daily court availability, MQ Field House concentrates on eventpickleball facilities. However, instead of focusing on year-round With a large and expanding local pickleball community, Mosaic



national market of pickleball enthusiasts to Tucson. Comprised of two annual events, MQ Pickleball Invitational is designed to organizational relationships. In order to provide visiting Mosaic Quarter and Edge Sports Group already maintain focus on players from other regions, particularly those within offer a limited number of slots to local players with a heavier tournament set, MQ Pickleball Invitational will introduce the As Mosaic Quarter's nationally marketed pickleball culinary experiences throughout the event weekend. Invitational will incorporate local entertainment, events and players with an unforgettable Tucson adventure, MQ Pickleball the Northeast, Mid-Atlantic, Southeast and Midwest where

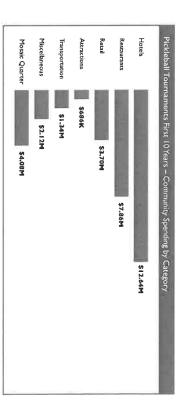


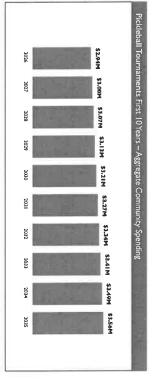


of travel sports athletes, MQ Fickleball Open captures the local and regional market. Spanning two annual events, MQ Pickleball Open will be a fixture on the Arizona pickleball all levels and ages of enthusiasts and feature a mix of round While MQ Pickleball Invitational events are weighted in favor robin, single and double elimination formats as well as specialty with room for expansion, MQ Pickleball open will cater to event schedule. Designed to accommodate 600 participants,

#### Community Impact

approximately \$4.65 million in community spending during the term of the Master Ground Lease. to an annual impact of nearly 60,000 hotel room nights and and fill over 2.1 million hotel room nights. This translates approximately \$200 million in new community spending Quarter spending, MQ Field House pickleball events generate retail, attractions, transportation, miscellaneous and Mosaic has a material community impact. Between hotel, restaurant, Quarter, the aggregate impact of each year's event series events expand the profile of both Tucson and Mosaic While MQ Pickleball Invitational and MQ Pickleball Open





Hotel Spending	\$11,259,104	\$15,104,199	\$18,411,935	
Restaurant Spending	\$7,003,808	\$9,395,677	\$11,237,540	
Retail Spending	\$3,291,790	\$4,415,968	\$5,383,041	
Attractions Spending	\$607,891	\$862,202	\$1,051,020	8
Transportation Spending	\$1,190,647	\$1,597,265	\$1,947,057	57
Miscellaneous Spending	\$1,891,028	\$2,732,610	\$3,547,191	91
Mosaic Quarter Spending	\$3,616,317	\$5,324,485	\$7,155,662	62
Total Community Spending				



# WRESTLING EVENTS

With A4 competition mats available per event (with additional capacity provided by Phase II's MQ Sportsplex and Phase III's MQ Stadium), MQ Field House serves as the ultimate venue for regional and national wrestling events. Aided by on-site amenities and local hotels, restaurants, retailers and attractions, MQ Field House provides a complete package for hosting large-scale wrestling events.

Mosaic Quarter has partnered with local and regional wrestling coaches and nationally-experienced sports event management firm ESG Associates to promote and manage MQ Field

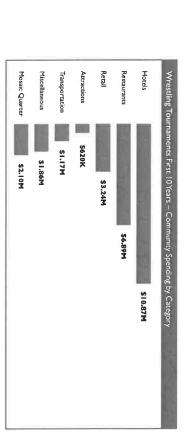
WRESTLING LAYOUT

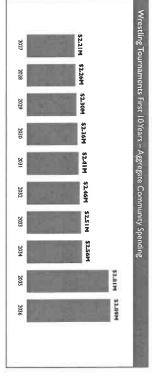
House wrestling events. The combination of local and regional wrestling program knowledge, experience with national wrestling tournaments and large-scale event management creates a formidable team and programming partner to bring significant wrestling events to Tucson.

MQ field House wrestling events are scheduled to include 50 wrestling teams per event, with an expansion to 75 teams after 10 years of operation. One event is scheduled to take place in 2026 with two events each year thereafter. MQ Field House wrestling events supplement Mosaic Quarter's local economic impact by initially bringing approximately 2,000 guests per event during the period in which MQ Field House wrestling events are limited to 50 teams. Once the event field is expanded to 75 teams, event attendance swells to approximately 3,000.

As shown opposite, MQ Field House wrestling events are not limited to short duration economic impact. In total, MQ Field House wrestling events are poised to deliver approximately 53,7000 hotel room night and \$4.8 million in community spending annually.

Emphasizing the overall community impact of Mosaic Quarter events, the charts opposite demonstrate the long-term community benefits associated with MQ Field House wrestling events. Delivering a total of approximately 2.3 million hotel room nights and \$206.68 million in community spending during the term of the Master Ground Lease, MQ Field House wrestling events help further Mosaic Quarter's business and community impact.



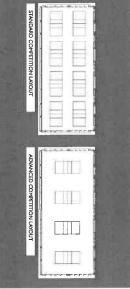


Total Community	Mosaic Quarter Spending	Miscelianeous Spending	Transportation Spending	Attractions Spending	Retail Spending	Restaurant Spending	Hotel Spending	
\$20,145,135	\$1,719,166	\$1,391,604	\$876,195	\$454,061	\$2,422,421	\$5,154,088	\$8,127,600	2025-2034
\$42,057,836	\$2,662,242	\$3,209,112	\$1,858,393	\$1,019,965	\$5,137,910	\$10,931,724	\$17,238,488	2035-2044
\$51,798,263	\$3,577,831	\$4,196,242	\$2,265,371	\$1,243,331	\$6,263,084	\$13,238,782	\$21,013,621	2045-2054
\$63,557,407	\$4,808,306	\$5,115,196	\$2,761,474	\$1,515,614	\$7.634.665	\$16,106,666	\$25,615,487	2055-2064
\$29,122,243	\$2,358,227	\$2,366,429	\$1,279,270	\$701,164	\$3,503,122	\$7,390,452	\$11,523,579	2065-2068



House is the place to compete and thrive...indoors sport, league or activity at Mosaic Quarter. MQ Field skills or desired level of competition, it's easy to find a Recreational athletics is for everyone. Regardless of





#### Club Volleyball

clubs. These programs will relocate from smaller, insufficiently sized venues to MQ Field House, satisfying substantial pent-up user demand.With available space and exclusive scheduling, MQ Field House will enable clubs to expand their programming. Because of the ability to grow existing programs and expand their offerings, MQ Field House is partnering with local volleyball

## Adult Valleyball League

MQ Field House will host adult house league volleyball. Offered during the evening weekday and early weekend hours, the league will provide the community with an additional recreation and fitness outlet. Looking to get back into the game or just starting your volleyball experience? As an adjunct programming option, resident clubs will offer adult-oriented skills and training sessions.

Pima County Resident l know you've heard a lot from the hockey community about the Iceplex, which is exciting and athletes and families to travel all the time, but it's a massive loss of revenue for our community she's played in Tucson, simply due to the lack of facilities....It's not only discouraging for the "As the mom of a club volleyball player, I've spent countless weekends making trips to Phoenix Las Vegas, and other national venues. I can count on one hand the number of tournaments

#### 5 MQ HELD HOUSE | Mosaic Quarter

# COMPETE | ROOT | SCORE | EXPLORE



uncomprom	With 8 NCAA-regulation baskethall courts, MQ Held House provides ample court availability if those with a passion for baskethall - youth or add Taking advantage of the
promised space and	With 8 NCAA-regulation baskethall courts, MQ Field House provides ample court availability for those with a passion for baskethall - youth or adult Taking advantage of the
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#### MQ Youth Basketball

other recreational and club sport activities. multiple season format are designed to offer flexible family scheduling and an opportunity for children to also engage in Youth Basketball ensures similarity of social and physical development within each division. Organized as an 8-week season While local organizations maintain successful youth basketball programs, not every family seeks the time and expense commitment associated with the formalized youth basketball experience, in deference to family choice, MQ Field House will manage a youth-oriented, non-travel house league – MQ Youth Basketball. Segmented based on birth year from 10U-16U, MQ (including 8 games and 8 practices), MQ Youth Basketball provides a 3-season league experience. The shortened length and

#### MQ Adult Basketball

Basketball is sure to be a popular recreational choice for the entire community. activity that doesn't interrupt work or family. Organized into the following divisions spanning 3 seasons of choice, MQ Adult home within MQ Adult Basketball. Comprised as an 8-game, 8-week season, MQ Adult Basketball offers an organized recreational Adults get in the game, too, at MQ Field House.With leagues broken into skill-level divisions, every level of experience will find a

MQ ADUL	Men's C	Men's A
RASKETBALL SERIES	Warren's C	Women's A
	Men's 30+	Men's B
	Monta 40+	Women's B

## MQ Pickup Basketball

or family schedule, MQ Pickup Basketball provides an athletic and socially engaging activity in one convenient place. To keep the For the more casual or time-constrained player, MQ Field House offers pickup sessions every weekday throughout the year and on non-event weekends. With morning, mid-day and evening sessions for adults, MQ Pickup Basketball provides the serious baller, the fitness-focused and the informal recreation-seeking player abundant opportunity to get their game on. For high school players, competition high while offering a diverse mix of playing opportunities, MQ Pickup Basketball is offered in the following formats: MQ Pickup Basketball is available during after-school hours, weekends and throughout the summer. No matter the skill level, work

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MQ3 serves as MQ Field House's 3-on-3 youth and adult indoor soccer league. MQ3 enhances the player experience and provides skill development opportunities. A much faster paced game than the traditional outdoor format, every player matters in a blend of individual skill and teamwork.

#### MQ3 Youth League

10U and 12U players. At the 14U and 16U levels, MQ3 expands to a 3-division, 8-game league season with 4 seasons available. The truncated length of each MQ3 league season is designed to afford flexible family scheduling and an opportunity for children to each age bracket by novice, experienced and skilled capabilities. MQ3 operates a 4-season league experience, a 4-week season for Organized in 10U coed as well as boys' and girls' leagues at the 12U, 14U and 16U age brackets, MQ3 is further segmented within engage in other recreational activities achieving a well-rounded physical fitness experience.

#### MQ3 Adult League

substitutions per game, an entire team receives equal playing time. With no formal positions, every player is important in the game's outcome. Similar to its youth league counterpart, MQ3 adult leagues are split into novice, experienced and skilled divisions. Organized in an 8-week per season, 4-season format, MQ3 adult leagues cater to work and family calendars. MQ3 adult leagues will bring the 3-on-3 soccer variant to a broader segment of the community. Because MQ3 requires multiple



and colleagues to form slightly larger teams. MQ3 format, but within a 5-on-5 game structure, MQ5 provides an opportunity for families MQ5 fulfills the need for a varied small-field soccer experience. With similar attributes to the

## SOCCER

#### MQ5 Youth League

gameplay is extended to 8-game league seasons with 4-season availability to permit family-accommodating schedules. experience that includes expanded playing opportunity across 4 league seasons. For the 14U-16U boys' and girls' brackets, With 10U coed and 12U boys and girls brackets in each of novice, experienced and skilled divisions, MQ5 offers a 4-game season provides players with an exciting offseason training tool or an opportunity for novice players to experience the joys of soccer. With similarities to the MQ3 format, MQ5 is broken into age and skill brackets. This small-field variant of the outdoor game

season and 4-season availability, MQ5 will be the go-to for local league play. experience that doesn't sacrifice enjoyment by promoting recreation among similarly situated players. With an 8-game league same manner as MQ3, adult athletes of varied skill levels (novice, experienced and skilled) will benefit from a bespoke playing For those adults seeking the small-field experience with more complex play, MQ5 is the perfect alternative. Organized in the

# COMPETE | ROOT | SCORE | EXPLORE



pickleball combined with seasonal daily use. By doing so, MQ Field	House concentrates on event-driven	Instead of focusing on year-round daily availability for the local

community-based resources. Using the specialized surface Pickleroll, M House is transformed into a pickleball hub with all the feel of outdoor for the novice player to the advanced enthusiast without competing with existing community-based resources. Using the specialized surface Pickleroll, MQ Field House is transformed into a pickleball hub with all the feel of outdoor courts, but absent wind, heat and glare. MQ Field House will host an array of pickleball options for the community with up to 24 available courts

### MQ Pickleball League

Bringing the social aspects of pickleball to team play, MQ Field House will offer pickleball leagues throughout the year. Each league season culminates with a Mosaic Quarter championship bracket. Organized based on skill level, with some leagues blending skill levels on each team, MQ Pickleball League promises convenient, expanded playing hours for the local pickleball community.

## MQ Round Robin Pickleball

Whether the format is partnered, pick-a-number or traditional, round robin play brings fun and excitement to any pickleball community. Separate from MQ Pickleball Open and MQ Pickleball Invitational, MQ Field House will host a variety of round robin pickleball events throughout the year. From 8:32 player formats, there are multiple round robin event options and opportunities for players to expand their game and pickleball network.

MQ FIEI PICKLEB,	Youth Jamboree	Friday Night Spotlight
MQ FIELD HOUSE PICKLEBALL ROUND ROBIN SERIES	Sacurday Might Specilight	High School Showdown
	MO Local	Glow in The Dark

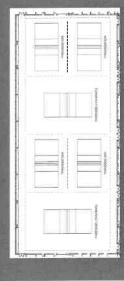
MQ Open Court

additional membership option, MQ Field House will offer glow-in-the-dark pickleball. No different than traditional pickleball, play is accomplished with glow-in-the-dark balls and specialty lighting. With an MQ Glow Court membership, players can enjoy as many games and as much fun as they desire. Taking over when public courts close for the evening MQ Glow Court shines even without While our pickleball courts are accessible during the day, even MQ Field House is susceptible to darkness...by choice! As an

courts in the same manner as public courts operate. There is, however, one notable timing difference – MQ Open Court permits a seasonal open play membership. MQ Open Court will include unlimited hours of pickleball throughout the hot months of the In order to beat the heat while affording players the opportunity to further develop and maintain skills, MQ Field House will offer

play until 1:00AM, leaving pickleball enthusiasts with a venue for play and socializing far beyond the timing of public courts. year. With consistent days and hours solely devoted to pickleball, members have predictable access to MQ Field House pickleball





Remember dodgeball in gym class? The fun, the competition, the strategy? Now enjoy it in a league concept with friends, family or co-workers as teammates! MQ Field House will be the home of MQ Dodgeball.

the competition never gets stale. During the winter months, MQ Dodgeball will be held on our primary wood flooring surface while summertime action takes place on the artificial turf. Each surface provides a different level of game complexity and strategy. With multiple-sized battle fields,

MQ Youth Dodgeball for the 8U-10U and 12U-14U gamers, MQ Dodgeball takes shape in a reduced field of play to cater to the youth segment. By using our smaller dodgeball layout, children are treated to an exciting fast-paced game. Organized as a 4 game season encompassing 4 weeks, MQ Youth Dodgeball provides flexible enrollment and family scheduling with 4 available seasons.

## MQ High School Dodgeball

social activity, MQ High School Dodgeball and our large format fields are the answer Organized as weekend sessions, each of our 6-seasons of 8-game league play offers a break from the usual. After a spirited game of dodgeball, the MQ Field For the high school player, academic, athletic and social schedules are always brimming - but there's always a need for an alternate House Event Center serves as the perfect venue for a high school-only afterparty that's included with team fees

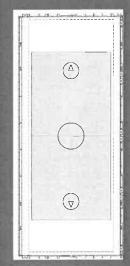
#### MQ Adult Dodgeball

and single-sex leagues, MQ Dodgeball offers a league format within an & game season, with one game per week. Designed to accommodate adult work and family schedules, MQ Adult Dodgeball is a break from the mundane and a golden opportunity to elevate the heart rate and social life. MQ Adult Dodgeball is a twist on something familiar from our youth. Available in both court sizes and arranged in coed

what sports can do for both physical and mental development I am excited for the increased something like this complex would be built in our county. As a father I am excited about what

# COMPETE | ROOT | SCORE | EXPLORE





MQ Lacrosse brings local coaches, players and the parents together to enhance the experience, skills and joy of the game. With MQ Field House as a venue, lacrosse has the opportunity to grow exponentially. In collaboration with Oro Valley Lacrosse, the Marana Reapers and Tucson Bandits lacrosse programs as well as Valia Lacrosse, MQ Field House will offer two distinct programs designed to spread the "fastest game on two feet" across Southern Arizona.









LACROSSE 

With an open style of play, quick transitions, non-stop and high-scoring action, MQ6 will broaden the appeal of the sport to all athletes, changing the regional competitive landscape Combining accessibility and approachability with reduced participation costs, MQ6 will variation of the traditional game, MQ6 is designed to accelerate the growth of local lacrosse. MQ6 is a fast-paced, compact version of field lacrosse. Modeled after World Lacrosse's Sixes partner with Pima County for adjacent outdoor facilities, Mosaic Quarter will ultimately host on skill and age. With MQ Field House capacity for two MQ6 indoor fields and the ability to provide a memorable experience for novice and experienced players alike. In combination with our local anchor programs, MQ Field House will offer MQ6 clinics and leagues based local, regional and national MQ6 tournaments.

### MQ LAX Open Field

no instruction, just fun. defensive and shooting skills. MQ Lax Open Field lets payers create, invent and explore the game at their own pace. No coaching, Field. Held on the MQ6 turf surface, MQ Lax Open Field provides time for youth players to hone passing, catching, dodging, In order to provide players with a creative, unstructured vehicle to improve their game, MQ Field House will offer MQ Lax Open

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Try something new to you!

Even if you're not part of an organization or engaged in an activity offered by MQ Field House, there's plenty of opportunity to



Pickleball Clinics

programming such as round robin tournaments and open match sessions each week, MQ Field House will provide clinics for all playing levels. system will bring the outdoor game indoors. In addition to event-based beginner or experienced enthusiast, MQ Field House's Pickleroll Pro flooring Mosaic Quarter is the new home for Pickleball in Tucson! Whether you're a



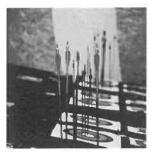
## Summer Sports Camps

MQ Field House has a summer camp solution. With partial and full-day camps offered in basketball, volleyball, pickleball, hockey and general fitness activities, there's sure to be an offering that satisfies the urge to be active! Whether your child has a favorite sport or is just interested in becoming active,



Judo

Mosaic Quarter is partnering with Higher Ground and its renowned Judo program, programming to the general public. Tucson Dojo programs will occupy MQ Field House multiple afternoons and evenings throughout the wee Tucson Dojo. Part of this collaboration includes the expansion of Tucson Dojo's

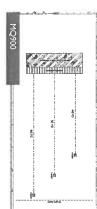


## Archery MMQ Field House will

archery clinics. enthusiasts to provide local archery groups and experienced individual Quarter is partnering with and MQ900 events, Mosaic MQ20 (a Vegas-style event) enthusiasts, In addition to Southern Arizona's archery be the new home to









## Yoga & Pilates Instruction

for exercise and reflection. wellness programming. Held daily throughout the week, yoga and Pilates sessions at MQ Field House are the perfect way in a unique setting to start your day. Imagine and Pilates instruction to provide a component of MQ Field House's fitness and Yoga on the MQ Field House rooftop patio! It will provide a unique, tranquil setting Mosaic Quarter has partnered with local group Wise Owl Wellness for yoga WISE OF



#### 4 LLINES

## Youth Fitness Programming

are sure to find a time conducive to their personal schedules. family groups (single parent income/dual parent single income, etc.), local families catering to elementary-aged children. Consisting of an age-focused customized In collaboration with local partners, Mosaic Quarter will offer fitness programming and their young children to enjoy. With sessions scheduled to accommodate varying fitness curriculum, Romp with Us! will provide an alternate activity set for families



PHASE III



# **MOSAIC QUARTER PHASE II**

adjustments. Among the changes made were the addition of MQ Sportsplex and MQ Pavilion. In response to a series of unavoidable and unexpected impact considerations dictated site and amenity composition site-related constraints, facility operations and community

## MQ SPORTSPLEX

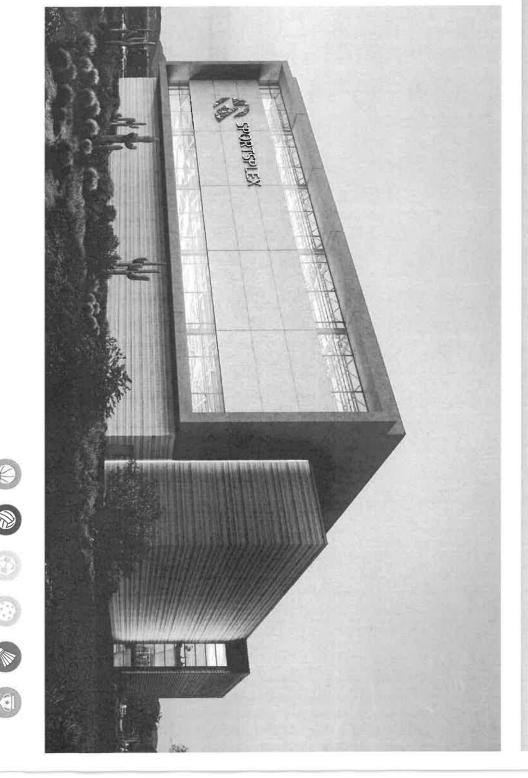
Field House and the eventual scope of their planned facility usage, adding another indoor multisport facility to Mosaic Quarter was the proper choice. Based on the volume of groups seeking occupancy within MQ

embodiment of our design ethos of staged expansion. MQ Sportsplex also demonstrates our penchant for multisport capabilities, MQ Sportsplex represents the As a half-sized version of MQ Field House, with identical

turf and specialty flooring systems provides four basketball courts, eight volleyball courts, 16 pickleball courts, two indoor archery, judo, jujitsu, wrestling and pickleball. The inherent As a principal facility within Mosaic Quarter, MQ Sportsplex soccer fields and eight competition mats. functionality driven by interchangeable hard wood, artificial will host basketball, volleyball, pickleball, indoor soccer, futsal,

48 pickleball courts and 24 competition mats. With larger tournament capabilities, the community impact benefits extend to restaurants, retailers, local small businesses, hotels and the function as a local and travel sports collaborator with MQ Field House, When combined with MQ Field House, Mosaic general community. 24 volleyball courts, 6 indoor soccer fields, 6 futsal courts, facilities results in 12 collegiate-regulation basketball courts, national athletic tournaments. In fact, the aggregation of these Quarter enables the hosting of far larger local, regional and The additive benefit of MQ Sportsplex is its ability to

to protect local athletes, youth and adults from having regularly scheduled activities canceled due to MQ Field House programming while MQ Field House operates a regular purposes, MQ Sportsplex enables the continuation of local tournament events. When not used for large-scale tournament The collaborative aspects of MQ Sportsplex likewise serve schedule of tournament events.















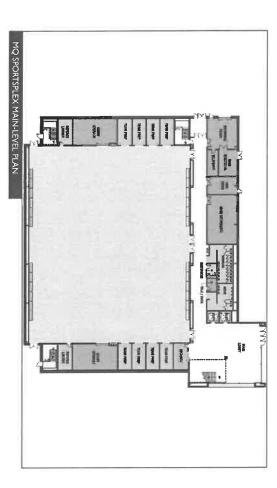


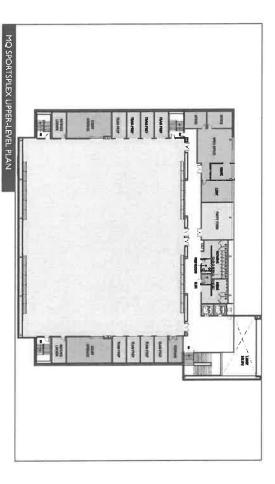


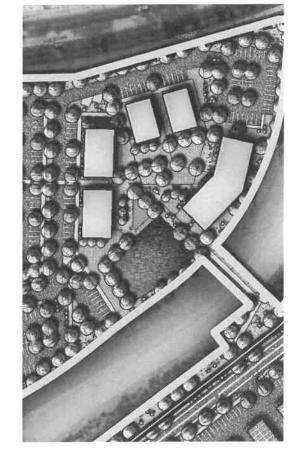




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#### MQ PAVILION

The reconfiguration of the Mosaic Quarter site plan likewise presented an opportunity to add a unique element and amenity – MQ Pavilion.

MQ Pavilion consists of up to 10 restaurants with outdoor seating, open pedestrian and lounge spaces, urban splash pads and a playground. Its design offers visitors and residents alike an experience that does not require participation in a sport – just a desire to spend family time together. Adding to this ambiance, MQ Pavilion includes a large, shaded lawn area surrounding a permanent stage, MQ Pavilion will become home to weekend movies and performing arts productions produced by local partners – all open to the public, free of charge.

In addition to MQ Pavilion's entertainment and dining components, it likewise includes a commercial building to be developed by our parent company. Knort Development. We refer to this as MQ Headquarters. The building will house Mosaic Quarter's offices, Mosaic Foundation operations and Knort Development's headquarters. As a part of the design of MQ Headquarters, Knort Development has donated 5,000 square feet of the building to Pima Community College's Cullinary Arts program to establish a student-operated and

We believe that Mosaic Quarter's athletic facilities will be exciting hubs of sports and family fun, while MQ pavilion will become a regional family gathering spot for all forms of outdoor entertainment.



PHASE IIII





#### MQ STADIUM

in the number and timing of activities capable of being resident partner participation and community impact coordination with design limited opportunities for multi-purpose use, regional within the structure. other Mosaic Quarter facilities. The core of our concerns laid Following careful analysis, our view was that the open-air Stadium's programming capabilities have been recalibrated. Though originally designed as an open-air facility, MQ

ability to host all manner of field-based sports. By enclosing it, House and MQ Sportsplex. enhanced revenue generation capacity, community impact however, MQ Stadium gains utility, partnership opportunities, MQ Stadium will maintain its original 8,500-seat capacity and MQ Stadium's redesign makes it an enclosed stadium facility. unctionality and cohesiveness with MQ Iceplex, MQ Field

200-meter hydraulic, banked track surrounded by a 400-meter competition track, including all required track and field pit and adds a unique element. MQ Stadium will include a central on the foregoing opportunities, MQ Stadium's program design In order to achieve maximum programming utility and execute full-scale surface areas for 7-on-7 football, soccer, lacrosse, jump elements. To accommodate field sports, MQ Stadium incorporates a retractable artificial turf field surface, providing

> a wealth of local, regional, state and national athletic and on the floor for non-sporting events, MQ Stadium provides entertainment programming capabilities, among them being: seating capacity 8,500 and an additional 6,000 seats positioned rugby and other field-based sports. This combined with a fixed

- Serving as a platform for state high school athletic
- Attracting collegiate, professional and international programming
- Providing much needed field space for local organizations
- Hosting musical and other productions requiring at least
- Enhancing the capabilities and utility of MQ Iceplex, MQ Field House and MQ Sportsplex

MQ Stadium's enclosure augments the tournament capabilities of MQ Field House and MQ Sportsplex. For example, basketball, volleyball, indoor soccer, cheer and dance, indoor Augmenting MQ Field House & MQ Sportsplex

vastly increase the number of teams, players and guests lacrosse and youth flag football tournament sponsors could

associated with tournaments due to increased indoor surface

guests and 62,000 hotel room nights. afford the annual addition of 2,500 additional teams, 77,000 MQ Field House and MQ Sportsplex, the resulting 24 court capacity reaps substantial benefits. MQ Stadium courts would addition of 12 courts to Mosaic Quarter. When combined with In the case of basketball, MQ Stadium permits the temporary

teams, 86,000 guests and 69,000 hotel room nights. market. The result: annual capacity for an additional 2,800 represents a scale not currently represented in the regional courts to MQ Field House's and MQ Sportsplex offering. This MQ Stadium's volume would permit the addition of 24 MQ Stadium represents a staggering opportunity in volleyball

significantly expanded capabilities for soccer, wrestling judo, 7-on-7 passing football, jiu jitsu, pickleball, lacrosse. In addition to basketball and volleyball, MQ Stadium affords

#### Enhancing MQ Iceplex

tournament capacities permits annual tournament expansion by in tournament volume. Enlarging Mosaic Quarter's hockey travel tournaments comprised of 84 teams, a 100% increase bringing the total sitewide to six. This functionality results in Stadium will be capable of holding three temporary ice rinks, travel tournament capabilities of MQ Iceplex are enhanced. MQ With an enclosed MQ Stadium, the youth and adult hockey 756 teams, 34,000 guests and 36,000 hotel room nights.

#### Facilities Management Flexibility

generating community impact opportunities through travel its local programming commitments while simultaneously it is possible that a tournament sponsor requests a weekend already identified for MQ Field House and MQ Sportsplex, programming flexibility. Given the high volume of local users MQ Stadium likewise provides the ultimate in facility sports tournaments. capabilities, Mosaic Quarter retains the ability to maintain programming dates. Based on MQ Stadium's programming slot that otherwise would encroach on significant local

purpose as an entire complex. design. But this is just the beginning for MQ Stadium- it has a have been impossible to emulate with its original open-air unique facilities programming management tool that would flex based on variable facility schedule demands, creating a MQ Stadium will provide Mosaic Quarter with the ability to

\$



#### MQ MEDICAL CENTER

is designed to benefit and impact both Mosaic Quarter guests and the surrounding community: take residence within the MQ Stadium complex. Occupying approximately 20,000 square feet of space, TMC Health and Tucson Orthopaedic will operate a medical services center, MQ Medical Center. Comprised of the following services, MQ Medical Center. In conjunction with the establishment of MQ Sports Medicine Services, TMC Health and Tucson Orthopaedic Institute will

Physical (herapy	Urgent Care
Orthopedic clinic	CT Imaging
Chimana	MR.
Concussion assessment	Ultrasound
Contasten	Digital X-ray

reflects and respects our approach to the development and operation of Mosaic Quarter. Both serve to augment the athletic experience enjoyed by residents and visitors while simultaneously providing services for our surrounding communities. The establishment of MQ Sports Medicine Services and MQ Medical Center with TMC Health and Tucson Orthopaedic Institute

MQ PARKING
MQ Parking is a stand-alone facility servicing both Mosaic Quarter and the adjacent Kino South Complex Presently designed to Field House, MQ Sportsplex, MQ Stadium and the Kino South Complex. stalls if shared-site attendance patterns dictate. As a result, MQ Parking will enable the Mosaic Quarter parking plan to efficiently accommodate 2,000 cars, MQ Parking is engineered to accept additional parking levels to increase the number of available parking manage, along with ample surface parking, major event traffic loads even with simultaneous events hosted by MQ Iceplex, MQ

Mosaic Quarter's site design promotes walkable access from MQ Parking to all other Mosaic Quarter amenities as well as those located within the Kino South Complex. In keeping with Mosaic Quarter's environmentally sustainable design, MQ Parking will footprint grows assists MQ Central Utility Plant in providing efficiency and resiliency to Mosaic Quarter's energy consumption incorporate solar parking canopies on its open-air top level. Deployment of additional photovoltaic panels as the site building





construction of a limited-use underpass connecting the original Kino Sports & Entertainment Complex (what we refer to as of MQ Stadium and MQ Parking, Mosaic Quarter will contribute a minimum of \$5 million to assist Pima County with the facilities offered by Kino North Complex and Kino South Complex. underpass benefits both Pima County and Mosaic Quarter, but moreover enhances the experience of all that visit the separated the Kino North Complex) on the north side of I-10 with Mosaic Quarter and the Kino South Complex. Development of the agreed to assist Pima County with a long-desired amenity – an underpass beneath I-10. Concurrently with the development As a public amenity, future-proofing measure and coordination aspect of Mosaic Quarter's Phase III development plan, we have

hosted by Pima County at the combined complexes, unless game schedules are meticulously managed, moving between the sites involves a car drive. Moreover, neither the Kino North Complex nor the Kino South Complex have easily available access to provides a vital link that enhances both Mosaic Quarter and the entire Kino Sports and Entertainment Complex. car from one side of Interstate 10 to the other, easily accessing Mosaic Quarter's hospitality and dining sectors, MQ Underpass hotels, restaurants and other site-enhancing amenities. With MQ Underpass, however, guests can safely travel by foot, bicycle or In their present state, the Kino North Complex and Kino South Complex are not physically linked. For any tournament event

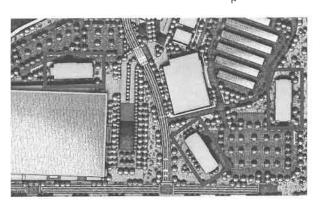


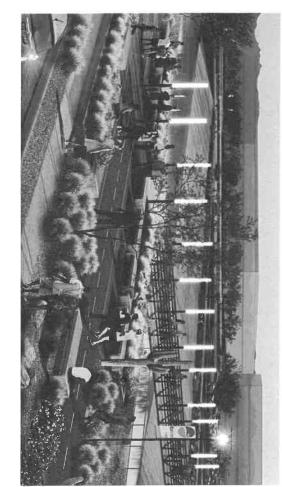
accomplishes several development-related goals. limited-service hotel properties to the site. In doing so, Mosaic Quarter With the completion of Phase III, Mosaic Quarter will add three

marketing of their events, a mutually beneficial result. play arrangement. It will generate increased tournament bookings for Mosaic Quarter and will greatly assist tournament sponsors with the This site-design affords tournament sponsors with the ultimate stay-toretail stores available within the adjacent Campbell Benson development Quarter's athletic and entertainment venues, dining options and the service hotel accommodations within walking distance of Mosaic MQ Hospitality provides tourists and event participants with limited-

desired option for Tucson International Airport arrivals customer set - tourists. Mosaic Quarter will become a viable and entertainment and retail amenities generates interest from an additional On-site pedestrian access to event facilities and hotel, dining,

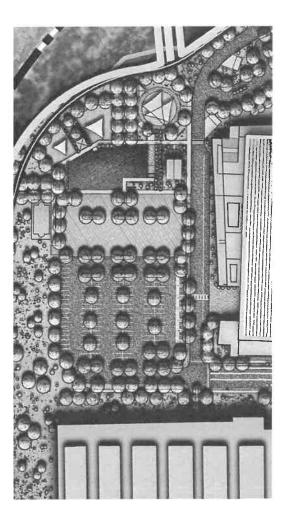
development to those downtown and in surrounding areas. Moreover, hoteliers. simultaneously providing significant guest overflow to other partner MQ Hospitality's ability to fill rooms throughout the year while MQ Hospitality is sized in order to avoid recklessly overextending Mosaic Quarter balances accommodations access within the astly, with only a total of 540 rooms combined within MQ Hospitality,





#### LOOP ENHANCEMENT

biking pathway from which to access all of Mosaic Quarter. In addition, the last of multiple pedestrian bridges crossing the Julian sweeping path within its borders. Phase III culminates with a landscape architecture plan, providing an inviting walking, running and Although a public amenity created by Pima County, Mosaic Quarter will enhance access to, and the functionality of, the Loop's asset to a focal point. and the Benson Highway corridor. With its Mosaic Quarter-internal transformation, the Loop is enhanced from a community Wash will be completed, establishing internal access points to facilities as well as linkage to the Campbell Benson development



#### JULIAN WASH EVENT PLAZA

created the Julian Wash Event Plaza. The plaza provides evolving and interesting food options to Mosaic Quarter guests via a its close proximity to the Kino South Complex, the Julian Wash Event Plaza will become a unique Mosaic Quarter activity node. shaded lawns, and open green spaces. With a location immediately adjacent to the Loop, MQ Stadium and MQ Parking as well as another form of local small business. Replete with community spaces, the Julian Wash Event Plaza includes a splash pad, playground. food truck court. Food truck purveyors will rotate on a weekly basis providing a link to the Tucson culinary scene and promoting To provide an additional public amenity that further enhances and accentuates the Loop and the Julian Wash, Mosaic Quarter

officials, community leaders and so many more. It will be a gathering place on the south side of Tucsor groups and guests to the region positioning Tucson in a great place for positive, meaningful and "The Tucson Hispanic Chamber of Commerce is grateful for the plan to create Mosaic Quarter. We that will attract people that wouldn't normally to, and ultimately, getting them to experience the othe sustainable growth. We're also incredibly impressed with the intentionality of this project to garner support from the community and including a well-rounded group of people, neighborhoods, elected

Rob Elias, President & Chief Executive Officer

great to see a facility such as the one proposed get constructed and put to good use. This facility would "Tucson is becoming more and more diverse in its ability to support the sports community. Ice skating for the ever-growing sports diversity as well as promoting alternatives to offer youth to get them off

Pima County Resident

# COMMUNITY



#### COMMUNITY IMPACT

customary fitany of metrics. With purpose and intent, Mosaic Quarter is designed to impact every segment of the community by using our three guideposts – COMMUNITY | ACCESSIBILITY | COLLABORATION – to create systemic positive community impact as opposed to merely driving economic development numbers. While we appreciate the value of traditional economic development analysis, Mosaic Quarter's impact extends beyond the

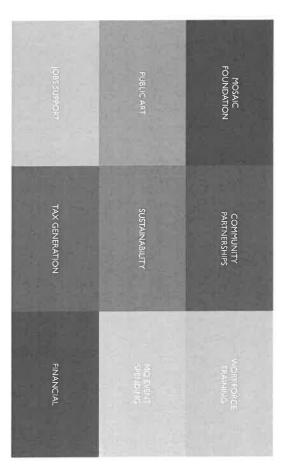
COMMUNITY means far more than catering to a limited number of influential groups. It means creating concrete site-based opportunities for an array of local residents to feel connected to Mosaic Quarter- a place that seems like an extension of their own community, comfortable and familiar.

ACCESSIBILITY should drive emotive statements such as "I can play at Mosaic Quarter," "I belong at Mosaic Quarter," and "It's my

It's an environment (as opposed to just buildings) where local groups believe they can have a wide-ranging impact on underserved individuals and families. It's a programing focus where local and travel-oriented events sustain and foster growth for small few, it's for everyone. COLLABORATION is where, for a site such as Mosaic Quarter, community meets accessibility and generates significant results. businesses well beyond Mosaic Quarter's borders, It's the knowledge that athletic and entertainment programming isn't for the

The diversity and significance of the community impact when the focus is infinite, as opposed to finite metrics, is meaningful

growth for the entire community and fosters community impact within nine major areas: From these touchpoints, Mosaic Quarter supplements existing local economic development efforts, creates new avenues of





Community Hotel Spending MQ Phase I Events

### 98.17 M

MQ Phase I Events Travel Sports Guests

### \$7.529 M

Property Taxes MQ Phase I Facilities

#### \$2.17 B

Community Restaurant Spending MQ Phase I Events

### \$1.03 B

MQ Phase I Events Community Retail Spending





New Tax Revenue MQ Phase I Events



MQ Phase I Events Supported Community Jobs



Supported Community Earnings MQ Phase I Events

### \$201.48 M

Community Attractions Spending MQ Phase I Events



Community Miscellaneous Spending



MQ Phase I Events Community Transportation Spending



MQ Phase I Events Community Hotel Room Nights

# MOSAIC FOUNDATION



### ATHLETICS



Mosaic Foundation was originally established to combat athletic participation barriers faced by underserved Pima County youth. As part of executing its mission, Mosaic Foundation sought collaborations with local nonprofits to create Mosaic Quarter athletic opportunities for their constituent families. During this process, unsurprisingly, we encountered organizations that had express support needs in core facets of their service to local children. These core services focused on other forms of participation discrepancies faced by underserved youth.

As we are intimately aware from our experience in athletics, economically driven participation discrepancies lead to disengaged children. Beyond athletics, youth disengagement can result in a lack of motivation to explore creative or artistic interests. In other instances, it presents itself in the form of educational and social nankiety. In many cases, it fosters health and wellness challenges that persists into adulthood. Most troubling disengagement in any one or a combination of forms can lead to a broad youth population that don't see a place for themselves, other than as bystanders, in their community.

To better assist our partners, and to identify additional opportunities to bolster underserved youth engagement, Mosaic Foundation was reorganized as a public charity focused on remedying six core areas of youth disengagement within Pima County.

From the athletics perspective, too often, enthusiastic youth are relegated to the sidelines due to a long list of uncontrollable socioeconomic circumstances. Most prevalent of these, however, is the affordability gap that exists in today's youth sports landscape.

A recent Center for Disease Control and Prevention study partially illustrates the issue While 70% of children from families with incomes above \$105,000 participated in sports in 2020, participation dips to approximately 51% for middle-income families. For those at or below the poverty line, participation drops to a mere 31%. Echoing these results, a National Library of Medicine, PubMed research study found that less affluent students between 5th and 12th grades were substantially less likely to participate in sports than their more affluent peers.

The trend doesn't stop at organized sports, but extends to general activity levels. Aspen Institute research found that among families making less than \$25,000, healthy activity participation levels fell to 26.6% in 2021 from 34.1% in 2013 Youth from households earning \$25,000 to \$50,000 engaged in physical activities at a 36% rate, a drop from 38%. Conversely, children from families generating over \$1,00,000 in annual income saw participation levels rise 3% in the same timeframe.

The trend follows the growth of privatized youth sports. As stated by Jon Solomon, editorial director for the Aspen Institute Sports Society Program, "What's happened as sports have become privatized is that it has become the haves and have-nots." Coined as the physical activity divide, it is a trend repeated among underserved Pima County families.

Mosaic Foundation seeks, in its partnership with Mosaic Quarter, to lessen the divide and join others to eradicate it by providing all children within the diverse Pima County community with access to athletic, fitness and wellness programming.





Underserved Youth Assisted Annually

Our athletics mission is bold, but worthy of Mosaic Foundation's efforts and resources:

We strive to break down all barriers to youth athletics participation in Pima County by creating a financial, programmatic and accessible framework for sports and fitness activity engagement, rooted in collaboration with local organizations, that embraces different levels of competitive desire and skills, facility needs and diverse cultures, backgrounds and personal challenges, so that every child has the opportunity of their choosing to play.

The execution of our mission is summarized by 4 words:

DIVERSIFY | COLLABORATE | NURTURE | EMPOWER

## DIVERSIFY | COLLABORATE | NURTURE | EMPOWER



### 

Complete accessibility to athletics programming is a wonderful notion. It, however, brings little opportunity to a large population of children unless the programming opportunities are diversified. Different children have different interests, skills and needs. To bridge the physical activity divide, Mosaic Foundation's partnership with Mosaic Quarter includes unique access to all sports, activity and recreational activities within Mosaic Quarter.

MQ Romp With Us <sup>1</sup>	MQ Dodgeball	MQ Pickleball	MQ Playday Birthdays	MQ Cornhole	Skating Instruction
Yoga Classes	MQ Ultimate Frisbee	MQ7 Football	MQ Basketball	Hackey list untion	MQ Broomball
Pilates Classes	MQ6 Lacrosse	MQ3 & MQ5 Soccer	MQ Elite Hockey	Junior Roadrunners Hockey	MQ Ice Movies



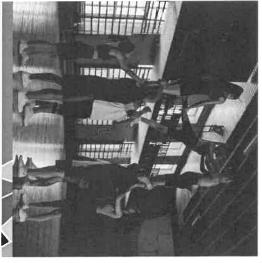
Providing a diverse array of opportunities means more than affording program accessibility. Because competitive sports, and even fitness programming, involve more than merely participation fees, Mosaic Foundation's partnership with Mosaic Quarter is organized differently. All costs of participation are included with each child's Mosaic Foundation grant in order to provide everything a child needs to participate on an equal basis equipment, shoes, cleats, practice uniforms, game uniforms, specialty equipment and team assessment fees.

Diversity of opportunity sets off a chain reaction of positive outcomes, beginning with the ability to participate where there was previously little or no opportunity. Participation breeds happiness, confidence, pride and positive self-image. While Mosaic Foundation provides a cornerstone of opportunity diversity, none of these outcomes are achievable without collaboration.

## DIVERSIFY | COLLABORATE | NURTURE | EMPOWER



### COLLABORATE



Mosaic foundation does not expect results in isolation. Within Pima County there exists a multitude of nonprofit and support organizations with experience, reach and impact. Mosaic Foundation seeks to collaborate with existing groups in a manner custom-tailored for use of Mosaic Quarter's unique amenities.

Mosaic Foundation's goal is simple: each Mosaic Quarter tenant benefits from additional participants. Mosaic Foundation provides the financial means for underserved youth to participate in existing programming. Children in need of programming access are removed from the proverbial sidelines. It's a win-win result.

Mosaic Foundation is about more than assisting individual families. In a manner unlike other sports philanthropic organizations, Mosaic Foundation steps beyond financially supporting program access for children; it also supports organizational needs.

Many local organizations have substantive community-based financial support for athletic-related programming. They don't require Mosaic Foundation's financial support to grow

participation levels. They need facilities. Too often, nonprofit programming encounters space constraints that stymic expansion. Mosaic Foundation provides an elegant solution - offering financial support for nonprofit athletic-related organizations to become Mosaic Quarter residents, occupying MQ Iceplex, MQ Field House, MQ Sportsplex or MQ Stadium.

Organizational needs, however, do not end with sports and activity-related program sponsors, it's not uncommon for nonprofit organizations supporting specific segments of the underserved community to be financially restricted based on the total support need. In this instance, using Mosaic Quarter resident programs, Mosaic Foundation teams with the nonprofit to increase the number of children served, jointly contributing finances and resources enables Mosaic Foundation and its nonprofit partners to expand their impact across the community to create new and additional pathways for underserved youth to benefit from athletics

and physical activity engagement.

## DIVERSIFY | COLLABORATE | NURTURE | EMPOWER



### 



Foundation stands with them until adulthood

While diversified programming access and children throughout the athletic experience. to this need through nurture - supporting require equal focus. Mosaic Quarter contributes the emotional needs of children and their family of participation by fiscally challenged families, collaboration are effective tools to combat a lack

challenges for a family that needed participation because they are no longer afforded programming with frustration, Deflation, on the part of the child being included takes hold. This mixes deflation to support termination after the excitement of teams. In this grant structure, children are prone decision-making of nonprofit administrative Too often, athletic foundation grants are singleassistance in the first place. because support termination only exacerbates the year sources. They're continually subject to the access. Frustration, on the part of the parents

supported, always supported. Unless a child and their family decline further support, Mosaic aspects of participation. More importantly, once equipment, uniforms, travel costs - all the financial commitments. Grants include all team fees, Mosaic Foundation grants are three-year program

may decide at some point – that they want to change sports. As a full-service organization devoted to child sport and activity engagement, Mosaic Quarter is required to match the flexibility of a child's desires, As their athletic interests change, Mosaic Foundation grants move between any Mosaic Quarter athletic program. The nurturing component of Mosaic Foundation isn't limited to continual program access. It includes something that every child



Annual Grant Budget for Mosaic Quarter Programming

## DIVERSIFY | COLLABORATE | NURTURE | EMPOWER



### 



Mosaic Foundation empowers the community. Through diversity, collaboration and nurture,

and acceptance - Mosaic Foundation empowers resolution, communication, empathy, leadership life skills - competition, risk taking conflict Through the development of transferable

Mosaic Foundation empowers communities. cultural, race, ethnicity, gender or differing abilities opportunity regardless of economic, social, By providing equality of accessibility and

By enabling the expansion of their scope, reach arts programming. simultaneously diversifying socioeconomic athletic, educational, visual arts and performing participation, Mosaic Foundation empowers local As a result of enrollment expansion while

and impact, Mosaic Foundation empowers nonprofit organizations in the realization of their nission.

over 8,600 local children annually — empowering families to experience what was thought to be out of reach. In its athletics partnership with Mosaic Quarter, Mosaic Foundation will provide opportunities to

### ANNUAL CHILD PARTICIPATION SUPPORT

k			
200			
Š			

SKATING & HOCKEY INSTRUCTION

210

HEALTH, WELLNESS & MARTIAL ARTS

350

RECREATION



3,880 1,960

REC LEAGUES FIELD HOUSE



ADAPTIVE SPORTS

350





1000

# COMMUNITY PARTNERSHIPS













SKATE WITH US!

unique partnership with Mosaic Foundation. As a part of Mosaic Foundation's goal to break down all barrier to youth sports participation in Pima County, a special collaboration between Mosaic Quarter, Mosaic Foundation and the men's and women's teams of Arizona Wildcat Hockey will greatly impact the broader community – Skate with Us! Mosaic Quarter's relationship with University of Arizona at MQ Iceplex doesn't end with games and practices. It extends to a

the ice – it's nothing less than magical with UArizona men's and women's team hockey players and coaches. When a young child skates with an older hockey player something special occurs. To see those little eyes dancing with excitement as what, to them, is a gentle giant leading them acros: Within this program, Mosaic Foundation will fund "field trips" for children of underserved communities to spend time skating

result, they completely miss valuable moments of personal discovery. This is primarily due to the lack of coordination specifically targeting and recruiting children from underserved communities. Mosaic Quarter and Mosaic Foundation seek to circumvent and guidance and opportunity, grant-eligible children desirous of participating in athletics may never find their way to an activity. As a Skate with Us! events enable Mosaic Foundation to identify children who, for a myriad of reasons, have been prevented from engaging in organized hockey or recreational skating programs. In other geographic areas, we have found that without committed avoid that obstacle. Skate with Us! events are designed to increase the odds of every child finding their athletic home at Mosaic

Mosaic Quarter and Mosaic Foundation are profoundly grateful to UArizona, Campus Recreation Director Troy Vaughn, Men's Hockey Coach Chad Berman, Women's Hockey Coach Caitlin Hogan and the men and women players of Wildcat Hockey for their support of Skate with Us! As a collective, we know that Skate with Us! will impact the lives of thousands of Pima County



PLAY WITH US!

Under the Play with Us! campaign, Mosaic Quarter makes a donation to the Mosaic Foundation every time a youth or adult athlete comes to practice or plays a game/match at MQ Iceplex, MQ Field House, MQ Sportsplex or MQ Stadium. Play with manner that reflects gratitude for its success. Ust blends two concepts – a community of athletes helping one another and Mosaic Quarter giving back to the community in a

COMMUNITY IMPACT | Mosaic Quarter



## TRAIN WITH US!

for underserved children. As a result, the Train with Us! program was born. attributes of Mosaic Quarter and Jet Sports, but that would likewise utilize Mosaic Foundation to financially buttress opportunities assisting youth seeking fitness alternatives to organized sport. We jointly endeavored to create a program that would blend the In tandem with developing our business partnership at MQ Stadium, Jet Sports and Mosaic Quarter have a mutual interest in

through noncompetitive fitness programs, a more widely dispersed problem - low youth fitness and activity engagement. While initiatives, Mosaic Foundation has focused on enabling participation in team sports. Train with Us!, however, seeks to address and Bobby Rodriguez were the solution. inception, to address this multifaceted dilemma for the benefit of Tucson's underserved youth. Our relationship with Jet Sports socioeconomic demographics is the fact that not every child wants to participate in organized sports.We have sought, from Quite simply, the costs associated with recreational and travel team sports are prohibitive. Compounding the issue across pervasive among 6 to 17-year-olds, fitness engagement presents a more pronounced challenge in underserved communities. Train with Us! adds a new dimension to Mosaic Foundation's support of youth athletics. Within its other programs and funding

engagement, but we saw how they could likewise prove to be the foundation on which a community-wide fitness and activity engagement program could be built, jet Sports focuses on far more than merely preparing athletes for a specific sport. Their It was clear that the fundamental design of, and benefits associated with Jet Sports' training programs addressed fitness confidence, promote positive body image and enable meaningful social engagement. programs are accessible, require no family-purchased equipment, are uniquely designed for children of varied ages, instill self-

families regardless of economic status. families of every background. With the added assistance of the Pima County Health Department and the breadth of its service reach throughout the community, Train with Us! will benefit from broad-based distribution and the opportunity available for campaign, foundation-supported children are not isolated into their own program, creating participation diversity that benefits Train with Us! will provide participation opportunities in all Jet Sports youth programming. As with every Mosaic Foundation











DINK WITH US!

pickleball community. The campaign is designed to foster the growth of pickleball and expand its accessibility among underserved communities within Pima County, Dink With Us! will provide equipment, lessons, clinics and court time support for underserved youth, bringing not only opportunities to play, but the health benefits associated with pickleball and the well-known social benefits inherent to the Dink With Us! is a collaboration between Mosaic Quarter, Mosaic Foundation, Tucson Area Pickleball and All In Youth Pickleball



### NOINE A

### **ROMP WITH US!**

Romp with Us! is a fitness engagement program specifically designed for elementary-aged students whose families desire an alternative or supplementary activity set to organized sports. Each segment of Romp with Us! will be designed by students from Prina Community College under the mentorship of professors and administration. Participating students will lead and teach each Romp with Us! session under a workforce training program developed by Mosaic Quarter in conjunction Prina Community College – providing university or college credits where eligible and affording an additional wage-earning opportunity where permissible. Feaching students will be assisted by interns from Prina JTED under an adjunct workforce training program developed by Mosaic Quarter and Prina JTED.

To provide the entire community with access to Romp with Us! programs, Mosaic Foundation is working with local nonprofit groups to jointly provide funding for underserved children and their families. To broadly distribute program and accessibility information throughout the underserved community, Mosaic Quarter is working with the Fina County Health Department to reach families across its varied lines of service.





TMC RESPOND WITH US!

Respond with Us! is a collaboration between Mosaic Quarter, Mosaic Foundation and TMC Health honoring the service of first responders (police, fire, emergency medical technicians and nursing professionals) that respond to our families every day.

In their jobs, first responders encounter situations from the mundane to the tragic, providing care, grace and strength to others. Too often, however, first responders are the unwriting victims of post-raumatic stress disorder, in mild to debilitating forms. Physical activity has been shown to reduce symptoms of post-raumatic stress disorder in patients with subsyndromal symptoms and those resistant to standard treatment. Physical activity has also been shown to improve health conditions that may accompany PTSD such an anxiety, depression, sleep disturbances and cardiovascular disease.

Some of the most enjoyable forms of physical activity are those held within a group setting. fitness classes and recreational sports leagues being examples, Within these activities, participation is only a sign-up sheet...and a fee...away. For first responders, however, high wages are not typically the norm. Personal or family budgets are sometimes strained to even focus on children's activities, much less adult recreation.

Respond with Usl, through the generous support of TMC Health, provides all Pima County first responders with a 50% discount on physical training classes, health and wellness programming and house recreational sports leagues offered at MQ Iceplex and MQ Field House.

Mosaic Quarter and Mosaic Foundation likewise stand ready to assist the athletic participation needs of first responder children. Children of first responders will receive discounts and grants on league and team fees, sport-specific equipment and other activity and participation costs that might otherwise make recreational activities out of a family's reach.



### CHILDREN'S CLINICS COLLABORATION

Mosaic Quarter and Mosaic Foundation are collaborating with Children's Clinics to develop adaptive MQ Iceplex and MQ Field House programming for the benefit of Children's Clinics' families. In addition to athletic and fitness programs, Mosaic Quarter and Children's Clinics are collaborating on the development of summer camp programming where Mosaic Quarter facilities (MQ Iceplex, MQ Field House, MQ Sportsplex, MQ Stadium and MQ Pavilion) would be host to a variety of adaptive activities for children.







### INTERMOUNTAIN CENTERS COLLABORATION

Mosaic Quarter is collaborating with Intermountain Centers to develop athletic and fitness programming for clients in conjunction with Intermountain's Autism / ABA and Specialized Education Services. In addition, Mosaic Quarter and Mosaic Foundation are working with Intermountain to develop methods for foster parents to provide athletic opportunities to children within Intermountain's Foster Care Services.





## SOUTHERN ARIZONA ATTRACTIONS ALLIANCE PARTNERSHIP

From inception, Mosaic Quarter has been focused on the creation of opportunities with not only local small businesses, restaurants and retailers, but also Southern Arizona attractions. In order to provide a memorable Tucson experience to Mosaic Quarter's travel guests, and instead of organizing an in-house platform, Mosaic Quarter is partnering with Southern Arizona Attractions Alliance. As part of the partnership, Mosaic Quarter will utilize a customized version of the portal system developed by SAAA to provide travel sports guests with a seamless menu of local attractions, restaurants and retailers to visit during their stay. Even for residents, the Mosaic Quarter – SAAA portal will be an invaluable resource to discover offers, discounts and special attractions. To enhance the guest experience, SAAA will create bespoke tourism padeages for Mosaic Quarter guests that rotate per event time of year and within the seasonal Southern Arizona attractions and event schedule.

In addition to attractions, Mosaic Quarter guests will discover restaurants and retailers and obtain customized discount packages from regional businesses. We believe that our SAAA partnership in combination with Mosaic Quarter's relationships with the Greater Vail Chamber of Commerce, Pima County Attractions & Tourism, Tucson Hispanic Chamber of Commerce, Visit Tucson, the Downtown Partnership, the Metro Chamber of Commerce and the Marana Chamber of Commerce will assist our efforts to drive the community impact of Mosaic Quarter far beyond its borders.



### VISIT WITH US!

There's an inefficiency in the travel sports market to exploit in a positive manner for all involved. Anyone can offer "X" number of courts, fields, games, etc. – those don't create an experience, that's WHAT a site offers. That's a finite metric that doesn't move the interest needle. What resonates is the reason WHY someone should make the trip to Mosaic Quarter – the overall family experience. People don't buy what you do, they buy why you do it. As a more infinite-minded business proposition, when the travel sports experience combines the sport with purposeful access and incentives to discover community attractions and businesses, travel sports aprelling spercieve value for their time. This leads to greater numbers of participating teams, which leads to satisfied tournament sponsors, which results in repeat business for Mosaic Quarter.

Mosaic Quarrer Development wants to make it easy for travel guests to discover all that's unique to Tucson. Even with less than 12% of its annual revenue comprised of travel sports tourism, opportunities to significantly impact businesses within Pima County are available if our operational focus includes expanding the guest experience footprint. Visit With Usi is a collaboration campaign designed to promote and support the diversity and quality of local stores, restaurants and attractions.

Under the Visit with USI campaign, managers of restaurants, store owners and attractions, can sign up to be a part of a rotating selection of local merchants and unique attractions providing discounts to Mosaic Quarter event participants. As a captive audience for an entire weekend, Mosaic Quarter travel guests will search, as all travel sports families do, for something other than the routine and the mundane that they can always find back home. Visit With Us! makes that discovery process efficient while providing an incentive.

Upon their arrival in Tucson, Mosaic Quarter event participants are provided via the MQ App QR and/or coupons for each weekend's available attractions, retailers and restaurateurs. The MQ App provides access to directions, reservations, transportation options and all other information needed for a guest to discover the experience that awaits.

To participate, local businesses and attractions simply opt to be included with no participation fees. Participating businesses can provide pictures, menus, unique officings and other information to be included in the MQ App as powered by the Southern Arizona Attractions Alliance customized Mosaic Quarter portal, Mosaic Quarter will collaborate with Visit Tucson, Fina County Attractions and Tourism, the Greater Vail Area Chamber of Commerce, the Tucson Hispanic Chamber of Commerce, the Marana Chamber of Commerce, the Tucson Metro Chamber of Commerce, the Downtown Partnership and other local chambers and restaurant/retail organizations to ensure even distribution of travel guest attention. Visit With Us! promotes the Tucson metropolitian area experience and will drive guest traffic to stores, restaurants and attractions where they might otherwise not be discovered. Visit With Us! extends the community impact of Mosaic Quarter while enhancing the travel sports family experience.



## THROW WITH US!

The Mosaic Quarter relationship with Higher Ground represents a hybrid of business and philanthropic support. Mosaic Foundation will sponsor the relocation of Higher Ground's renowned ludo program, Tucson Dojo, to MQ Field House, With expanded space, scores of underserved children throughout the community will benefit from Tucson Dojo. Mosaic Quarter will assist Higher Ground with an expansion of Tucson Dojo to paying customers, creating a program spanning all socioeconomic groups.



### MQ SPORTS MEDICINE SERVICES

Parents of youth athletes are all too familiar with these questions: What do I do if my child is injured during a game? How do I assess the severity of the injury? Does my child require an x-ray or other diagnostic imaging? Where can I find the most accessible and open treatment facility? Should my child continue to play today?

To answer these questions, Mosaic Quarter has formed a sports medicine partnership with TMC Health (TMCH) and Tucson Orthopaedic Institute (Tucson Orthopaedic).As a result, TMCH and Tucson Orthopaedic are the official sports medicine partners of Mosaic Quarter:

As a foundational component of the partnership, TMCH and Tucson Orthopaedic will provide certified athletic trainers for each game and match held at Mosair Quarter (we refer to this as MQ Sports Medicine Services). When an athlete, youth or adult is injured during play, a certified trainer will be on site to assess and triage the injury, provide guidance to the athlete and/or their family regarding the injury's nature and severity and recommend further action and local treatment locations. Quickly and capably identifying, assessing and commencing treatment of an injury has obvious benefits. The MQ Sports Medicine Services partnership with TMCH and Tucson Orthopaedic, however, is further designed to alleviate the stress that countless families experience as an unavoidable and unfortunate aspect of athletics.

From a business perspective, MQ Sports Medicine Services creates a valuable customer acquisition tool. Considering the typical lack of tournament-provided injury management services, MQ Sports Medicine Services adds to Mosaic Quarter's appeal, it enhances the desirability of MQ Iceplex, MQ Field House, MQ Sportsplex and MQ Stadium as tournament hosting sites, increasing facility usage. MQ Sports Medicine Services also facilitates team recruitment by tournament sponsors, expanding Mosaic Quarter's fourism-originated attendance. This combination produces a tangible boost to Mosaic Quarter's financial performance.

In a similar fashion, MQ Sports Medicine augments Mosaic Quarter's community impact. With additional tournaments and increased participation levels, the effect on regional restaurants, hotels, retailers and small businesses is pronounced.

To provide guidance to Mosaic Quarter's resident and visiting athletes and families, the MQ Sports Medicine partnership with TMCH and Tucson Orthopaedic will be prominently displayed throughout MQ Iceplex, MQ Field House, MQ Sportsplex and MQ Stadium as well as within all of Mosaic Quarter's marketing and informational materials.



### **EXPLORE WITH US!**

Mosaic Quarter is collaborating with Science of Sport, a local nonprofit organization dedicated to developing curricula and programming that promotes science, technology, engineering and mathematics (STEM). Science of Sport programs are designed to bring STEM concepts to life through hands-on learning by providing sports-based discovery and learning for students, teachers and coaches. Our collaboration with Science of Sport involves Mosaic Foundation's sponsorship of the use of Mosaic Quarter facilities for activities and programming.



#### JET SPORTS PARTNERSHIP

Mosaic Quarter is fortunate to have partnered with Jet Sports Training to occupy a portion of the MQ Stadium complex. We're thrilled to be the future home of yet another Tucson small business. From the outset, our goal was to make Mosaic Quarter into a new and exciting destination for local families while simultaneously assisting directly and indirectly, the growth of local businesses. Our partnership with Jet Sports epitomizes our objective.

Jet Sports, operated by Tucson native Bobby Rodríguez, is a recognized leader in the supplemental training of local football and wrestling arthletes, Among their clients are local standout athletes that have subsequently received NCAA Division I scholarships, earned All-America honors and won NCAA individual and team championships. In addition to athlete and sport-specific training jet Sports has expanded its business to include group training and fitness classes for adults and middle school-aged children. Together with its elite athlete training, Jet Sports had begun to stretch the limits of its current industrial space. In addition to existing space-related programming challenges, Bobby faced the prospect of stymied growth without a more suitable and flexible venue.

As a part of the MQ Stadium complex, Jet Sports will have significant operating and administrative space with access to amenities that will promote and assist its current and future growth, in addition to the Jet Sports Center that will become a core part of the MQ Stadium complex, Jet Sports training programs will include direct access to MQ Stadium's track and field and turf elements. Together with MQ Stadium, Let Sports will exceed the capabilities of other nationally franchised fitness centers and will have unique training tools directly related to the core sports and activities in which Jet Sports focuses.

In addition to providing space, Mosaic Quarter's partnership with Jet Sports includes a collaboration to mutually expand our respective businesses. Together, we will develop travel tournament offerings in passing football and wrestling. The combination of Jet Sports' experience and relationships, Mosaic Quarter's footprint and indoor facilities and Mosaic Quarter's relationship with Plma County and its adjacent long field Kino South Complex offers an unparalleled opportunity, It enables Mosaic Quarter to expand its travel sports tourism business with an established and experienced operator and brand with access to participant organizations both regionally and nationally, For Jet Sports, the Mosaic Quarter collaboration represents an opportunity to organizations both regionally and nationally, For Jet Sports, the Mosaic Quarter collaboration represents an opportunity to organization so that regionally and nationally, For Jet Sports, the Mosaic Quarter collaboration represents an opportunity to



### EWISH COMMUNITY CENTER COLLABORATION

Mosaic Quarter is collaborating with the Jewish Community Center in an effort to bolster annual athletics programming as well as recruit a world-wide athletics event. While in the formative stages, our collaboration with the JCC primarily focuses on the ability of both organizations to assist with the expansion of summer day camp and athletics programming offered by the JCC utilizing Mosaic Quarter facilities. In addition, Mosaic Quarter are exploring a collaboration, that would involve other community stakeholders to bring the Maccabiah Games to Tucson following the completion of Mosaic Quarter Phase III.



## TUCSON HISPANIC CHAMBER OF COMMERCE PARTNERSHIP

Mosaic Quarter enjoys a mutually beneficial relationship with the Tucson Hispanic Chamber of Commerce, spanning membership sponsorship, board service, collaboration to best support the Chamber's constituent businesses and discovering innovative ways to introduce the Latinx community to professional paths or an entrepreneurial spirit.

In addition to being a THCC member, our managing director; Business Development & Corporate Relations, Lindsay, Welch, serves as a member of the THCC Board of Directors, including past service as its Vice Chair. Since the inception of our THCC relationship, Mosaic Quarter leadership frequently engages with THCC's Chief Executive Officer, Rob Elias, to develop strategies to better incorporate THCC constituents within Mosaic Quarter and drive business from our travel sports and other events to THCC member businesses.

From a collaboration perspective, THCC and Mosaic Quarter have developed a young adult-oriented program to foster entrepreneurial growth in the Hispanic community. To provide exposure to the business world and, specifically, development design and construction, Mosaic Quarter sponsors the attendance of 8 Latinx high school students at the THCC Expo. Our organizations' shared goal is to introduce these students to an aspect of the business world to which they may not have been previously exposed. It is our shared hope that the students' interactions with the many Expo-presenting businesses will drive them to career and life-changing aspirations.

In an effort to extend our efforts beyond the Expo, Mosaic Quarter is designing a program with Chamber leadership to include Latinx students in our development and construction process. Our plan includes, at the outset, the participation of one student per month, as selected by THCC, in our Owner Architect Contractor meetings. These monthly meetings of our entire design and construction teams will provide a unique glimpse into the design, engineering, construction and operational aspects of Mosaic Quarter. Students will gain access to the problem-solving and creativity challenges experienced within large-scale development and construction, Following each meeting, our guest students will accompany Mosaic Quarter leadership and other members of our construction and design teams for the post-meeting site visits where they will tour the construction site and enjoy devoted discussion time with the development team over our traditional post-OAC meeting lunch. Our goal as an organization and professionals is that this experience will lead students to aspire to a carreer in the development industry, or fan an existing entrepreneurial spark resulting in another successful Pima County business.

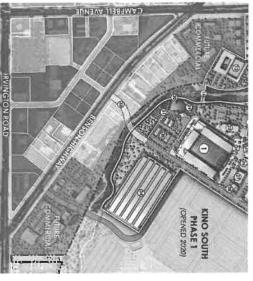




### MOSAIC QUARTER BOARD OF DIRECTORS SERVICE

Lindsay Welch, Mosaic Quarter's Managing Director of Business Development & Corporate Relations is honored to serve as a member of the Board of Directors of CREW Tucson and the Tucson Hispanic Chamber of Commerce. Ms. Welch is the President Elect of CREW Tucson.





#### 4D PROPERTIES PARTNERSHIP

its planned commercial development, revitalize this Benson Highway corridor. contributing to 4D Properties' efforts to aesthetic, supporting Campbell Benson and is the desire to create a "one site" visual Benson Highway between Kino Parkway and land developer, 4D Properties, concerning agreement with the primary, private adjacent exclusive development coordination rvington Road. Integral to this agreement Campbell Benson, along the north side of Mosaic Quarter has entered into an

arrangements should applicable parking to the surrounding community, Lastly, the one another, providing additional benefits regulations impose additional requirements agreement provides for a shared parking dining and retail components compliment development's respective commercial, enhance the redevelopment of this corridor Benson will be developed with an aesthetic Likewise, the agreement ensures that each unified with that of Mosaic Quarter to oursuant to our agreement, Campbell

composition, the overall success of Mosaic Quarter and the redevelopment of this Benson Highway corridor. on 4D Properties. This provides 4D Properties with development flexibility, ensuring the most beneficial Campbell Benson

a redevelopment of the Benson Highway Triangle, thus further extending the benefits associated with the development of Mosaic Road and Campbell Avenue, called the "Benson Highway Triangle." Completion of the Campbell Benson development will initiate be extensive. 4D Properties affiliates own of a majority of the parcels within the triangle created by Benson Highway, Irvington significant property holdings, revitalization of the Benson Highway corridor outside of the Campbell Benson development will 4D Partners coordination agreement are not limited to the Campbell Benson development. Due to 4D Properties affiliates' Consistent with the goal of having Mosaic Quarter become a catalyst for community impact, the effects associated with our

The inset of the Mosaic Quarter site plan above reflects the parcels controlled by 4D Properties and its affiliates within the Benson Highway Triangle evidences the wide-ranging impact associated with its redevelopment as a result of the development of Mosaic Quarter.





### MOSAIC QUARTER BOARD OF DIRECTORS SERVICE

Educational Enrichment Foundation and the Greater Vail Area Chamber of Commerce. Frank Knott, Mosaic Quarter's Chief Executive Officer is honored to serve as a member of the Board of Directors of the





ANGEL CHARITY FOR CHILDREN

### MOSAIC QUARTER PHILANTHROPIC AND SERVICE WORK

of the Angel Charity for Children. Lindsay Welch, Mosaic Quarter's Managing Director of Business Development & Corporate Relations proudly serves as a member









MOMEN'S HOCKEY



### UNIVERSITY OF ARIZONA COLLABORATION

in order to provide an enhanced student life experience within Mosaic Quarter. of Campus Recreation and the University of Arizona as a whole, additional student employment opportunities are being planned University of Arizona students will be retained to provide student guest services. While these opportunities enhance the footprint as game-day, administrative and event relations staff in conjunction with the Department of Campus Recreation, Both men's and being the home of men's, women's and adaptive hockey, Mosaic Quarter will retain the services of University of Arizona students Mosaic Quarter's collaboration with Arizona Hockey goes far deeper than occupying space within MQ Iceplex. In addition to Hockey staff as practice coaches and monitors. Finally, during Campus Recreation non-hockey events hosted at MQ Iceplex, women's hockey players will likewise have the opportunity to either volunteer or assume paying positions within the MQ Elite

# WORKFORCE TRAINING

Judo program's socioeconomic reach. Our Explore with Us! campaign in partnership with Science of Sport utilizes the resources of Mosaic Foundation and Mosaic Quarter athletic facilities to enhance and expand their sports-focused STEM curriculum. In each The manifestation of these guideposts began with the creation of the Mosaic Foundation to address participation inequality within team sports. Mosaic Foundation's design ensures that all sports and athletic programs within Mosaic Quarter are accessible to all Fina County children, regardless of circumstance. Our Skate with Us! campaign in collaboration with Wildcat Hockey introduces of these examples, we sought underserved segments of the community that might not otherwise call Mosaic Quarter home. children to the joys and benefits of ice sports. Our Train with Us! partnership with Jet Sports addresses middle and high school Throw with Us! initiative with Higher Ground seeks to expand its impact on at-risk youth as well as diversifying the Tucson Dojo litness and activity engagement by creating access to programs for interested youth not involved or in team-based activities. The Mosaic Quarter's workforce training initiatives and relationships extend the application of Community. Accessibility, Collaboration

population of job-seeking students. They are a piece of what we hope becomes a broad collaborative and multi-participant sphere of support and influence to create the next generation of skilled workers, entrepreneurs and business leaders within Pima County. opportunity, our efforts and partnerships with a varied group of organizations offer more than valuable training opportunities for young adult students; they provide Mosaic Quarter with a localized pipeline of future colleagues to manage our diverse business lines. They provide a growing slate of companies relocating to Pima County and Southern Arizona with a work-experienced participation. Workforce training is merely an adjunct method of expanding site-wide community participation. Through design and With the breadth of facilities inherent to a development such as Mosaic Quarter, there are opportunities for non-athletic





### STRETCH WITH US!

### HEALTH AND WELLNESS WORKFORCE TRAINING

Stretch with Ust is a collaboration between Mosaic Quarter, Youth on Their Own and Wise Owl Wellness. The campaign is designed to provide members of the Youth on Their Own alumni program workforce training opportunities in the health and wellness industry. Each year, Mosaic Quarter will sponsor ten YOTO alumni as they participate in a training program with Wise wellness industry. Owl Wellness to become certified Yoga and Pilates instructors. As a part of the Stretch with Us! campaign, our sponsored YOTO ield House and MQ Iceplex – ultimately becoming independent health and wellness entrepreneurs. tlumni will lead and manage, with Kirsten Harvey of Wise Owl Wellness, the health and wellness curriculum offered within MQ









### SPORTS MEDICINE WORKFORCE TRAINING

over 60,000 youth athletes will compete annually. The inherent need to provide consistent certified trainer coverage given the significant athlete volume drove Mosaic Quarter to expand the local reach of MQ Sports Medicine Services, The breadth and scope of athlete participation at Mosaic Quarter is substantial.Within MQ Iceplex and MQ Field House, alone

in the provision of MQ Sports Medicine Services. Students from both institutions will bolster MQ Sports Medicine Services by serving as interns under certified trainers as a part of a formalized workforce training programs. We're fortunate that Pima Community College and Pima JTED will join Mosaic Quarter, TMC Health and Tucson Orthopaedic

to focus on active athletes will equip sports injury management and sports medicine students from PCC and Pima JTED with valuable real-time situations that are both service-oriented and career-enhancing PCC and Pima JTED interns will be selected by MQ Sports Medicine Services provides an environment conducive to workforce training. Multiple and repetitive opportunities their respective institution and will be supervised by the certified trainers employed by TMCH and Tucson Orthopaedic



In early 2023, we were pleased to announce a Memorandum of Understanding with Pima Community College (PCC) that serves as a framework for ongoing discussions and specific future agreements. Our collaboration is designed to bring value to PCC'S as a firamework for ongoing discussions and specific future agreements. Our collaboration is designed to bring value to PCC'S hospitality cullinary, business construction technologies, business administration, applied technologies, radiology each ology and sports injury management programs via curated workforce training opportunities throughout Mosaic Quarter. Likewise, Mosaic Quarter and PCC are evaluating opportunities for performing, visual and fine arts students to produce programming for MQ Pavillion, Mosaic Quarter's entertainment district.

#### Hospitalit

With three hotels planned for Mosaic Quarter, we are in the unique position to develop internship, apprenticeship and workforce training opportunities with PCC. As part of our overall hospitality commitment to the college, Mosaic Quarter is working with its hotel development partners to establish apprenticeship programs within each of the hotel properties. As we execute this commitment, our expectation is that PCC students will transition from the apprenticeship program to permanent jobs within Mosaic Quarter's hospitality assets, developing a community-focused pipeline of associates.

#### Culinary Workforce Training

With up to 14 restaurants, Mosaic Quarter and its dining development partners will be able to serve PCC by providing on-the-job training and workforce development opportunities. Our goal with this commitment is to not just provide a real-world environment within which students can receive training additive to their experience within PCC's curriculum. In addition, we seek to provide longer-view workforce training options that afford every student the opportunity to see how they can grow and develop within the culinary industry to contribute to the businesses for whom they work and, hopefully, those that they can create as entrepreneurs.

#### Culinary Entrebreneurshib

During our tour of PCC's facilities, we were highly impressed with its current execution of a student-managed restaurant. With the diversity and local ownership/management we have sought for Mosaic Quarter's dining establishments, it made sense to assess how to include PCC's culinary program in a focused, entrepreneurial setting within Mosaic Quarter. To meet this goal, Knott Development (the managing member of Mosaic Quarter) has committed to donating 5,000 square feet of its own operations building adjacent to MQ Pavilion to PCC for the creation and operation of a student-managed restaurant. With an MQ Pavilion placement, PCC's restaurant will be on equal footing with local restaurateurs, in addition, this placement will showcase the college's culinary arrs program, the skills obtained and honed by its students and provide a meaningful hands-on opportunity in all facets of restaurant operation and management.

### **Business Construction Technologies Workforce Training**

Based on Mosaic Quarter's facilities composition, long-term construction period and technology-based, complex facilities management profile, we have committed to develop a workforce training and internship program paired with PCC's Business Construction Technologies program, Our goal is to develop opportunities that will include facilities maintenance, water management and mechanical systems, for example, providing students with exposure to a broad array of construction practices, management and technology experiences. From this collaboration, we aim to develop an additional pipeline of students who will become Mosaic Quarter associates within the facilities management field.

### **Business Administration Workforce Training**

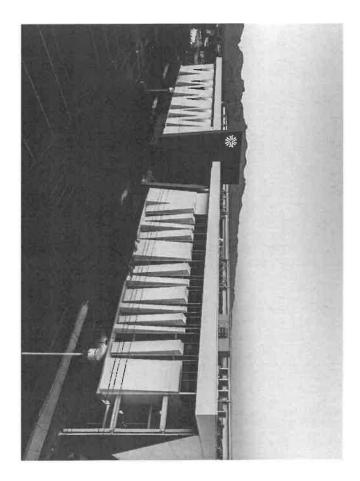
Mosaic Quarter includes various aspects of business administration, including financial management, facilities programming and scheduling as well as retail services. With the diversity of facilities, clientele and business lines represented by MQ Iceplex, MQ scheduling as well as retail services. With the diversity of facilities, clientele and business lines represented business environment provides a worthwhile training ground for students. As such, Mosaic Quarter has committed to developing internship, workforce training and apprenticeship programs within the PCC Business curriculum. In a similar vein to our other workforce development, internship and apprenticeship commitments, our goal is to simultaneously provide a realistic educational laboratory through Mosaic Quarter's business lines and opportunities for us to identify future members of our team.

#### Performing Arts Workforce Training

With the announcement of MQ Pavilion, Mosaic Quarter includes a family-oriented amenity that does not require participation in a sport. MQ Pavilion will be home to family movies, musical acts and performing arts productions throughout the year. As a part of MQ Pavilion's community programming ethos, Mosaic Quarter has committed to partner with PCC's Performing Arts department for productions staged, managed and performed by PCC students, it is our hope that the MQ Pavilion experience will be one that furthers the careers of PCC's performing arts students and offers a unique opportunity to expand the institution's curriculum in this area.

#### Applied Technologies Workforce Training

MQ Iceplex will utilize an innovative water harvesting and filtration system to significantly reduce dependence on aquifer-sourced water for the creation of ice. In addition to this facility-discrete system, Mosaic Quarter will broadly deploy rooftop and parking canopy photovoltaic systems to self-generate operational power. These systems could fit within our PCC partnership under the Building Construction Technologies collaboration. After understanding the breadth of the Applied Technologies curriculum, however, it made sense to commit to a specific internship and workforce training programs. As Mosaic Quarter refines our plans for the implementation of these exciting technologies campus-wide, we look forward to developing this student experience.



### PUBLIC ART

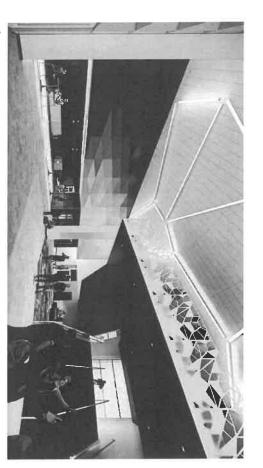
Mosaic Quarter is steadfast in the belief that public art is a medium through which community and culture connect to facilities and programming. Public art reflects a developer's relationship with the community, how a development engenders a sense of place within that community, and the artist's unique interpretation of the linkage between community and building structures. It is with these concepts in mind that Mosaic Quarter is thoughtfully engaging in public art opportunities.

#### Ben's Bells Projec

Ben's Belis Project will be installing customized art displays within MQ Field House, on the MQ leeplex Event Plaza and at MQ Sportsplex. In each instance, a different medium of artful interpretation and reminders of kindness will be utilized. Together, the permanent displays will enmesh Mosaic Quarter with another aspect of the Tucson area community and serve as a reminder of what makes Pima County unique.

At the MQ Iceplex Event Plaza Ben's Bells Project, will create large-scale versions of the traditional Ben's Bell wind chimes to be hung from the site's lighting standards. Taking the place of traditional banner signs, these customized wind chimes will extend the "tindness is fundamental" message. These installations will be frequently viewed by thousands of Plma County residents and Mosaic Quarter guests each year. As art, the customized wind chimes will add a novel, decorative flair to MQ Iceplex Event Plaza

Within MQ Field House, a customized Ben's Bells Project mosaic mural will adorn the entrance lobby wall. Spanning the entire side of the lobby guests proceeding to athletic events and entering the concession area will enjoy a visible reminder of the Ben's Bells Project mission: "To teach individuals and communities about the positive impacts of intentional kindness and to inspire people to practice kindness as a way of life."



MQ Field House Entrance with Ben's Bells Project mural location depicted using an example graphic image

Outside MQ Sportsplex, Mosaic Quarter will include an additional installation of Ben's Bells Project art.The MQ Sportsplex promenade will be adorned with stepping stones created from "Be Kind" artwork submitted by local children. In so doing, Mosaic Quarter embraces a vibrant example of the Tucson area's personality. Below are past examples of Ben's Bells Project stepping stones.

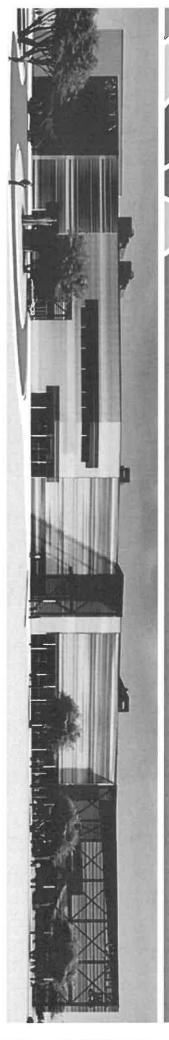
Working with Ben's Bells Project provides an opportunity to satisfy the third aspect of our belief in public art's distinguishing traits, how it's made. In each case, Ben's Bells project will work with the local community, children and adults alike, to create and install the MQ Field House mural, MQ Iceplex Event Plaza wind chimes and MQ Sportsplex steppingstones. Mosaic Quarter will work with Ben's Bells Project and local school districts and their supporting foundations to identify children to volunteer time to create portions of the MQ Field House mural and the MQ Sportsplex stepping stones. Likewise, Ben's Bells Project and Mosaic Quarter will jointly identify adult volunteers to fabricate and decorate the MQ Iceplex Event Plaza wind chimes and to install all three public art will incorporate three invaluable concepts — beginning with a commitment to local community organization, working with children to provide artistic inspiration and ending with local adult volunteers installing an element of the community fabric that will envelop Mosaic Quarter:











#### Mosaic Quarter Murals

incorporation of permanent murals into the structure of MQ Iceplex and MQ Field House will engender familiarity for local residents and likewise provide a sense of Tucson for our travel sports guests. Similar to many buildings throughout Tucson, our muralists partners will create custom works of permanent art on the exterior façades of MQ Iceplex and MQ Field House. Mosaic Quarter partnered with, a group of local muralists whose works are familiar throughout the community. We believe the

border mural collaboration. Envisioned by Consul Rafael Barceló to mirror an existing initiative, the Mexican Consulate and Mosaic Quarter will jointly sponsor a Mexican artist to create an additional exterior mural. To expand the presence of public art within MQ Iceplex, Mosaic Quarter is partnering with the Mexican Consulate on a cross-

and cultural themes. The exterior placement of Mosaic Quarter murals is detailed below: The Mosaic Quarter murals will further enmesh landmark facilities and inclusive programming with the community with regional



MQ Field House Southern Façade Mural Placement



MQ Field House Entry Mural Placement

While Mosaic Quarter's exterior murals bring a unique aspect of Tucson to the site, the interior spaces have not been forgotten. Both the MQ Iceplex and MQ Field House, murals are a focal point.

and advertisements, they offer a paltry visual experience. To part ways with the customary tedium, Mosaic Quarter's partner the community rink murals will sit opposite spectators, creating a commanding visual aesthetic. muralists will create permanent art installations for MQ Iceplex's two community rinks. Spanning the entire length of each rink lce rinks are frequently the most benign of interior spaces. Typically consisting of bare walls adorned with tournament banners



MQ Iceplex Community Rink Mural Placement



MQ Iceplex Community Rink 2 Mural Placement

Public Art - MQ field House Much like the interior spaces of ice sports facilities, indoor multisport facades typically struggle with visual interest. MQ Field Much like the interior spaces of ice sports facilities, indoor multisport facades typically struggle with visual interest. MQ Field Much like the interior spaces of ice sports facilities, indoor multisport facades typically struggle with visual interest. MQ Field Much like the interior spaces of ice sports facilities, indoor multisport facades typically struggle with visual interest. MQ Field Much like the interior spaces of ice sports facilities, indoor multisport facades typically struggle with visual interest. MQ Field Much like the interior spaces of ice sports facilities, indoor multisport facades typically struggle with visual interest. MQ Field Much like the interior spaces of ice sports facilities, indoor multisport facades typically struggle with visual interest. MQ Field Much like the interior spaces of ice sports facilities, indoor multisport facades typically struggle with visual interest. MQ Field Much like the interior spaces of ice sports facilities, indoor multisport facades typically struggle with visual interest. students would bring a focus and scope of themes consistent with the youth athletes attending practices, games and events



identify programs, teachers and artists to create interior murals. discussions with school districts throughout Pima County to within MQ Field House. As a result, Mosaic Quarter has initiated

in Mosaic Quarter. We are incredibly excited to work with for the student artists and results in further diverse participation where athletes enter competition spaces. We believe that this opportunity to begin or advance a budding career. teachers and their students in what we hope is a unique effort and the resulting murals will provide a sense of ownership These interior murals will adorn the hallways of MQ Field House

## SUSTAINABILITY

#### **Environmental Sustainability**

Our designs and operational planning for Mosaic Quarter's facilities, particularly MQ (ceplex, take into account the unique environmental sustainability challenges posed by Southern Arizona's climate. One primary sustainability consideration involves MQ (ceplex water usage. For comparison, in the Northeast and Midwest, similar facilities could be expected to initially utilize approximately 45,000 gallons of water to create three ice sheets and an aggregate of 9,000 gallons per day for resurfacing. Based on the local environment and long-term aridification concerns throughout the Southwest, our team is cognizant of the need for consumption mitigation efforts. While the initial water rolume required to install our ice sheets is unavoidable, alleviation of daily and operational water demands through passive and active conservation techniques will be achieved.

Water reduction efforts begin with our capture of storm water runoff. Mosaic Quarter's civil design was devised to retain 100% of the storm water runoff generated by the portion of Mosaic Quarter north of the Julian Wash. In addition to site-generated runoff, Mosaic Quarter's retention system will tie into Pima County's existing infrastructure to offload any available excess storm water captured throughout the remaining portions of the Kino South Complex. To further reduce reliance on aquifer-sourced resurfacing water using the system's connection to the Pima County storm water apparatus, Mosaic Quarter will draw from local reclaimed water production sources. With specialized filtration systems, MQ Iceplex will convert all retained and reclaimed water to ice resurfacing volume.

Mosaic Quarter's mechanical systems serving all anchor buildings, including those maintained at MQ Iceplex and MQ Field House, will augment our water savings efforts. Our primary goal in this vein is to utilize system enhancements to create a reduction in overall water usage to offset required MQ Iceplex resurfacing activities. Secondarily, we seek to create additional sources of resurfacing volume and water usage savings. Among the implementations to be employed are recycling of ice resurfacing shavings, reduced flush, flow and automated fixtures.

Water conservation efforts also extend to behavior modifications within MQ Iceplex operations. Typically, ice resurfacing occurs after each time slot of use, leading to maximum resurfacing activities and water usage. As a means to reduce water consumption, strategic resurfacing will be employed. Where safety and ice sheet conditions permit, MQ keplex management will limit resurfacing activities to every two to three used time slots. While certain public uses are appropriate for these efforts, the greatest opportunities for reduced resurfacing activity are following figure skating sessions as well as 6U, 8U, 10U and 12U hockey practices.

In our final design implementation, Mosaic Quarter's storm and reclaimed water retention and filtration system can manage approximately 300,000 gallons per month. With the addition of staggered resurfacing activities and other facility water recycling systems, this affords MQ Iceplex the opportunity (depending on the annual level of storm water and reclaimed water production) to completely offset aquifer-sourced water for ice sheet resurfacing needs.









### Economic Sustainability Through Conservation Technologies

In a site with the building footprint of Mosaic Quarter, particularly with large-volume and high-traffic facilities such as MQ Iceplex. MQ Fleid House, MQ Sportsplex and MQ Stadium, the general use of electricity is substantial. Cooling needs associated with the Southern Arizona climate plus the inclusion of an ice plant to maintain MQ Iceplex only exacerbate that demand. While the prospect of significant power consumption and the attendant energy costs to operate Mosaic Quarter require thoughtful energy and economic planning, it likewise presents environmental sustainability opportunities.

To provide economic and operational sustainability, Mosaic Quarter uses environmentally friendly technologies. Doing so also enhances our environmental sustainability footprint. How? Through the implementation of a cogeneration central utility plant.

MQ Central Utility Plant is a 1.5MW (scalable to 6MW) natural gas-fed, electrical generation facility tied to a 1MW (scalable to 3.5MW) solar farm that employs the concepts of cogeneration to produce chilled water for cooling use throughout the Mosaic Quarter reduces certain power production and economic risks faced by developments with similar power consumption and cooling demands.

According to the United States Environmental Protection Agency, the average efficiency of fossil-fueled power plants in the United States is 36%, with 64% of energy used to produce electricity wasted in the form of heat discharged to the atmosphere Cogeneration facilities driven by reciprocating engine turbines such as MQ Central Utility Plant, however, are 75-80% efficient in their production of power. The end result: MQ Central Utility Plant reduces the amount of fossil fuels used to produce its electricity.

Moreover, by producing electricity on-site, Mosaic Quarter increases the efficiency of power available by avoiding transmission and distribution loss. As reported by the EFA, the national average for transmission and distribution loss as electricity travels over power lines is 5.3%. But those losses are even higher in grid-strained areas and those geographic regions that experience typically high temperatures — Southern Arizona, as an example. With on-site production and an underground distribution network, MQ Central Utility Plant avoids these transmission and distribution losses, accentuating its efficiency.

While Mosaic Quarter is not an off-the-grid development, the use of MQ Central Utility Plant drives meaningful economic stability in several respects. Mosaic Quarter reduces grid-produced power during peak rate and supply periods to mollify our soverall cost of power and our demand impact on other grid-based customers such as local businesses and residential homes. Long-term, Mosaic Quarter reduces the capital costs by eliminating building-specific equipment required to condition MQ leplex, MQ Field House, MQ Sportsplex and MQ Stadium. In the case of any disaster causing grid-based power interruption, MQ Central Utility Plant provides resiliency by maintaining power and cooling supply to essential aspects of the campus.









## SPENDING IMPACT



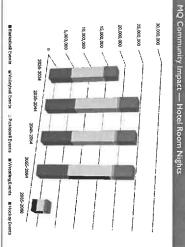
#### TRAVEL SPORTS EVENTS ATTENDANCE

As indicated within the MQ (ceplex and MQ Field House sections of this Development and Operations Plan, Mosaic Quarter events will result in substantial local spending, in part, the anticipated travel sports spending volume is based on the unique physical composition of MQ (ceplex and MQ Field House. Both facilities are specifically designed to accommodate large-scale events. More importantly, Mosaic Quarter contains an amenity infrastructure that promotes exploration at large. The combination of intentional building design with initiatives such as Visit With Us! encourages community spending while guiding travel sports

Equally important, however, are the benefits of the Mosaic Quarter site design to travel sports event sponsors. The diversified lifestyle district focus of Mosaic Quarter and its proximity to local amenities makes for an attractive event venue, incorporating a "stay where you play" mentality that enables large-volume events to thrive.

patrons to local small businesses.

The dual focus of on-site atmosphere and nearby local amenities has driven our event commitments and resulted in meaningful attendance projections as the starting point for Mosaic Quarter event-based community impact, just over 98.17 million guests are expected during the term of the Master Ground Lease with an annual average of approximately 2.28 million.



"While the majority of the assumptions related to participation (i.e., participating teams, players, individuals, etc.) include a necessary speculative element due to the absence of direct comparable facilities in Tucson, the projections are based on informed and reasonable data."

Rounds Consulting Group

Independent review of Mosaic Quarter community impact projection



#### COMMUNITY (MPACT

Mosaic Quarter event attendance generates significant local spending. Among the primary beneficiaries are the dining, hospitality, retail, transportation and attractions sectors along with meaningful miscellaneous spending. Event spending within Mosaic Quarter generates similar economic stimulus.

In order to project the 2026 event-based dining retail, transportration, attractions and miscellaneous community spending rates, Mosaic Quarter uses data compilations from an independent 2016 Pina County Multi-Purpose and Indoor Court Sports Tourism Facility Reasibility study as a benchmark. The purpose of using 2016 spending data is to start with per day spending habits that are less than present patterns. By doing so, Mosaic Quarter utilizes a more conservative assumption for these economic sectors. This results in a projected community impact that is intentionally subject to discounted assumptions. For each subsequent year, daily spending rates are assumed to increase by 2%. For hospitality spending Mosaic Quarter assumes daily room rates calculated from a sample of present-day pricing provided by limited-service hotels, and used 2024 current pricing combined with an 2% annual adjustment as the starting point for rates assumed for 2026.

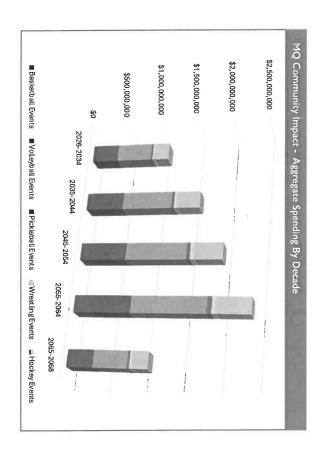
This economic modeling format has three benefits, First, it avoids the pitfalls of attempting to set a baseline economic model for 2024 with insufficient data. Second, it restricts the estimation of per-diem spending rates based on unknown 2026 macroeconomic conditions that could affect the spending habits of event participants and their accompanying guests. Third, it permits less reliance on premature determinations of rates based on potential long-term inflationary impacts to industry segment prices and family spending habits. Mosaic Quarter's methodologies have been independently deemed to be 95% reliable with a margin of error of +1-5% by Rounds Consulting Group, an economic consulting firm retained by Pima County to evaluate Mosaic Quarter's financial projections.

Mosaic Quarter assumptions related to spending (i.e., restaurant spending, retail spending attractions spending, etc.) aire in line with astimates calculated by the Arizona Office of Tourism – which surveys out-of-state visitors and in-state travelers to reach their conclusions."

Rounds Consulting Group

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As a result of these projection methodologies, Mosaic Quarter will generate approximately \$8.14 billon in community spending during the term of the Master Ground Lease. On average, Mosaic Quarter events will inject approximately \$190 million into the local economy annually.



"Mosaic Quarter assumptions related to daily hotel rates are about 20% higher than the current market average, but in-line with trends and the expected rate in 2027. Further, Mosaic Quarter reduced the assumptions used to calculate the impact of guest spending by 50% in order to be conservative. It is our opinion that the forward-looking rate adjustment combined with the reduction of guest impact spending results in a reasonable assumption of hotel rates."

#### Rounds Consulting Group

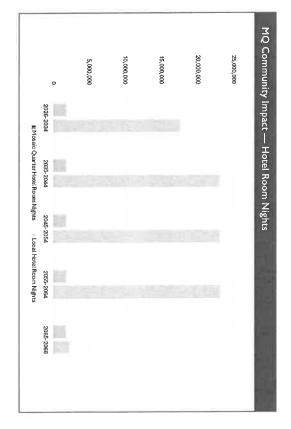
Independent review of Mosaic Quarter community impact projections



The development of three hotels partially serves the hospitality demand generated by Mosaic Quarter events and tournaments hosted by the adjacent Kino South Complex. Their delivery, however, has been intentionally timed to follow the completion of Mosaic Quarter's athletic facilities. This results in the creation of two layers of beneficial opportunity for local hoteliers.

During the period preceding the opening of Mosaic Quarter's hotel properties, MQ Iceplex and MQ Field House events will generate a significant number of room nights, all of whitch will be satisfied by local hotels. Even when its hospitality components are fully developed, Mosaic Quarter will continue to deliver significant room night volume to external hotel operators. With only 540 aggregate limited-service rooms, the room volume within Mosaic Quarter has been purposely designed to promote economic vitality for local partners. This design intent, and the benefits to local hoteliers, is further extended by MQ Iceplex's and MQ Field House's large-scale event hosting capabilities where maximizing event volumes results in the ability to eclipse the on-site hospitality infrastructure. This ensures that the economic benefits fostered by Mosaic Quarter events are widely felt throughout the metropolitan area, with particular emphasis on the Downtown Tucson hotel community.

The resulting room night overflow from Mosaic Quarter to local hotel properties is significant. While Mosaic Quarter's hotels are designed to reach capacity at 8.86 million room nights during the term of the Master Ground Lease, local hotels will benefit from 89.04 million room nights. This equates to an annual average of 1.77 million room nights for Mosaic Quarter's hotels and 17.8 million local hotel room nights.



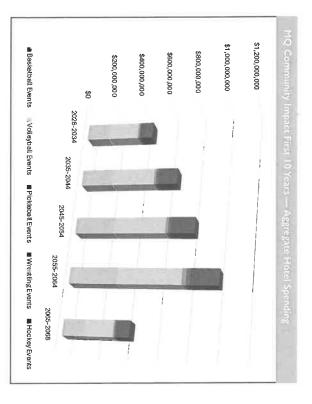
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The development of its three hotels partially serves the hospitality demand generated by Mosaic Quarter events and tournaments hosted by the adjacent Kino South Complex. Their delivery, however, has been intentionally timed to follow the completion of Mosaic Quarter's athletic facilities. This results in the creation of two layers of opportunity for local hoteliers.

During the period preceding the opening of Mosaic Quarter's horel properties, MQ Iceplex and MQ Field House events will generate a significant number of room nights, all of which will be satisfied by off-site local hotels. Even when its hospitality components are fully developed, Mosaic Quarter will continue to deliver significant room night volume to external hotel operators. With only 540 aggregate limited-service rooms, the room volume within Mosaic Quarter has been purposely designed to promote economic vitality for local partners. This design intent, and the benefits to local hotellers, is further extended by MQ Iceplex's and MQ Field House's large-scale event hosting capabilities where maximizing event volumes results in the ability to eclipse the on-site hospitality infrastructure. This ensures that the economic benefits fostered by Mosaic Quarter events are widely felt throughout the metropolitan area, with particular emphasis on the downtown Tucson hotel community.

Hotel spending resulting from Mosaic Quarter's travel sports event room night generation is impressive. During the term of the Master Ground Lease, a total of \$3.44 billion in hotel spending is projected. With an annual average of approximately \$80 million in spending Mosaic Quarter will serve as a significant partner to local hoteliers.

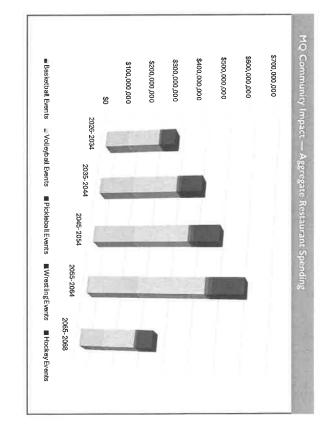




Upon completion of Phase III, Mosaic Quarter will be the home of up to I drestaurants. On-site dining amenities will include a limited selection of national family friendly brands with an array of culinary offerings from local, chef-driven eateries. Mosaic Quarter's goal is to provide sufficient variety and choice for guests while not overwhelming the fuctor market; with an on-site restaurant density that cannibalizes local purveyors. This strategy caters to the local foodle, event guests seeking to experience fucson's rich culinary heritage and guests who seek something family friendly and familiar.

Given the large number of, and attendance at, Mosaic Quarter events, external dining options will materially benefit. The combination of high offsite hotel guest volume, event guest desires to enhance the travel sports experience, the MQ App aiding discovery and the Visit with Us! partnership foreshadow an expansive relationship with the local restaurant industry.

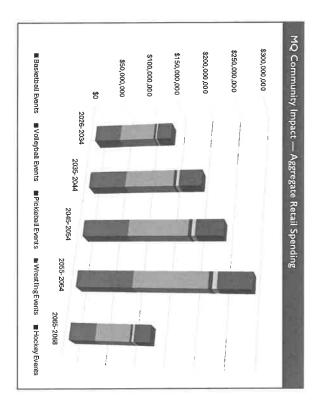
Aggregate event-driven restaurant spending is projected to provide an approximately \$2.13 billion total and \$49.6 million annual average injection to the local restaurant market during the term of the Master Ground Lease.



### COMMUNITY IMPACT RETAIL SPENDING

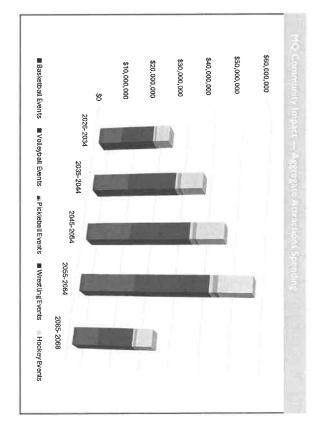
Based on the abundance of retail experiences within Tucson and throughout Pima County, Mosaic Quarter intentionally omitted retail stores from its development plan. The intent was to avoid duplicating existing storefront community assets, in doing so, and through the Visit with Us! partnership and the MQ App, we sought a robust collaboration between Mosaic Quarter's venues and the small business community.

To amplify the benefits to local retailers, the Visit with Us! campaign ensures Mosaic Quarter guests discover the kaleidoscope of retail options available in Tucson and throughout Pima County, Local retailers are expected to enjoy a \$1.014 billion total and \$23.59 million average influx of shopping during the term of the Master Ground Lease.

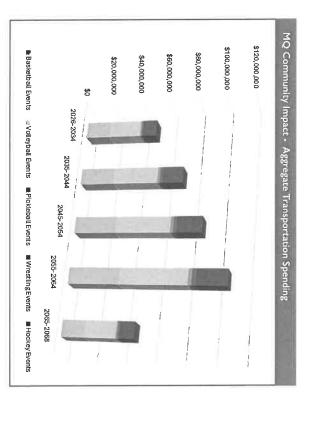




Attractions play a fairly anonymous, yet crucial, role in delivering the culture, history and atmosphere of a community. In the realim of cravel sports event planning attractions frequently languish in the background of a developer's sports, hotel, restaurant realim of cravel sports event planning attractions frequently languish in the background of a developer's sports, hotel, restaurant read from the proposed plane on an available area of community impact presents an opportunity for Mosaic Quarter. Each team's games and matches are purposely played on a staggered schedule usually 6-8 hours, to permit downtime. This leaves restless family members searching for activities to charge their minds in a manner different than just more sports, it is this activity gap that Mosaic Quarter seeks to exploit for the benefit of local attractions. Through the Visit with Us! campaign, the MQ App and our partnership with the Southern Arizona Attractions Alliance, public attractions, will reap the benefits of an entirely new market seeking alternate avenues of entertainment and discovery. Mosaic Quarter expects to deliver \$197.9 million in total, and an annual average of \$4.6 million spending infusion to local attractions during the term of the Master Ground Lease.

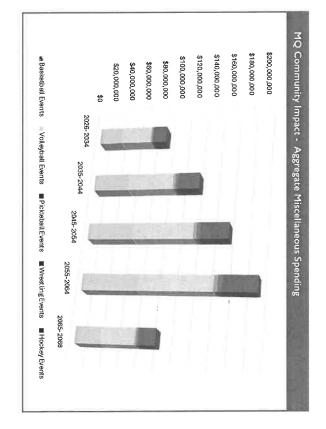


With high attendance events in the travel sports sector, Mosaic Quarter's community impact spreads to travel-related sectors of the local economy, Prominent among these is the transportation industry. Tucson International Airport, car rental, team bus services and street car utilization, among others, are important drivers of the local economy. Mosaic Quarter projects \$366.9 million in total spending and an annual average of \$8.53 million, in transportation spending during the term of the Master Ground Lease.





Mosaic Quarter event-driven community spending positively impacts numerous smaller areas of the local economy. Although less visible than hotel, dining, attractions and transportation spending, the miscellaneous category remains an important segment of community impact. As it relates to Mosaic Quarter inscellaneous spending is usually preceded by specific categories of event-oriented spending, it is, nonetheless, an important driver of community impact. Mosaic Quarter anticipates \$652.05 million in total spending and an annual average of \$15.16 million in miscellaneous spending during the term of the Master Ground Lease.



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### JOB SUPPORT

With community spending such as that generated by Mosaic Quarter events, one positive outcome is the expansive effect on local jobs and the economy. Any discussion of the jobs impact of Phase I on the local community, however, involves three categories of analysis: Mosaic Quarter operations, development and construction of Mosaic Quarter and spending generated by Mosaic Quarter events.

## MOSAIC QUARTER DEVELOPMENT & CONSTRUCTION JOBS

During the development and construction process, Mosaic Quarter provides jobs support through the retention of firms to provide design, engineering, professional services, construction management and skilled labor, job creation metrics, however, are somewhat annorphous in nature. First, the jobs created by traditional formulae are short term — we only have development and construction activity during the three phases of Mosaic Quarter in Phase I. Second, many of the jobs that would otherwise be counted as "created" are, in fact, existing jobs. For example, designers, engineers and trade professionals where the jobs are already held by employees in outside firms with Mosaic Quarter hing those firms, thus maintaining those jobs. Our belief is that it is inaccurate to claim development and construction jobs being "created," or to classify these positions as "new jobs," within the local economy. Therefore, we term jobs involved in the development and construction of Mosaic Quarter as "supported jobs." Although procurement for various trades related to the development and construction of MQ loeplex, MQ Field House and MQ Central Utility Plant is not yet complete, Mosaic Quarter is presently supporting 810 jobs with approximately 70% local in origin. Work performed by our colleagues is broken down into six major categories: Professional Services, Design & Engineering, Site-Related, Concrete-Related, Building Exterior, Mechanical/Electrical/Plumbing and Building Interior.

DESIGN & ENGINEERING PROFESSIONALS PROFESSION AL SERVICES  SITE-RELATED  CONCRETE-RELATED  BUILDING EXTERIOR  BUILDING EXTERIOR  BUILDING INTERIOR  JOBS SUPPORTED  LOCAL PERCENTAGE  A21.  80%  80%  80%  158  80%  158  80%  158  80%  169  160%  16
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In line with our supported jobs classification, jobs reflected in each of the foregoing categories are not necessarily newly created, but represent support and maintenance of existing jobs within each employee's respective firm. Because Mosaic Quarter's development and construction process and retention of our parmering firms is only for an abbreviated time, we purposely avoid attempts to calculate community impact related to downstream jobs or earnings support.

### MOSAIC QUARTER OPERATIONS JOBS

Mosaic Quarter plans to initially employ 20 staff members for the initial management and operation of MQ Iceplex, MQ Field House and MQ Central Utility Plant. Employees will be spread across facility management, engineering, operations, instructional and team store and pro shop positions. Because our staffing is completely local, projections indicate that an additional 20 local jobs and approximately \$843,000 in local earnings are generated as a direct result of Mosaic Quarter employee spending throughout the community.

## JOBS SUPPORT FROM MOSAIC QUARTER EVENT SPENDING

Where jobs creation predictions become opaque in their calculation is where the only known metric is predictive spending. For example, Mosaic Quarter reasonably predicts that from its event programming, local hostles will see an annual influx of nearly \$80 million covering approximately 2.52 million hosel room nights. Even with this spending granularity, an information gap exists that limits accurate job growth forecasting. While customized and complex local economy modeling is capable of solving for some portion of the gap, these models inevitably lead back to questions regarding the veracity of new jobs projections.

Instead, Mosaic Quarter employs industry-leading software from Lightcast to quantify only the potential effects of its events' community spending – the ability of spending to maintain existing jobs and create new ones. We may not be able to predict with certainty the number of new jobs created from Mosaic Quarter event spending. We believe it reliable, however, that Mosaic Quarter-related spending especially in concentrated market segments (hospitality, dining and retail) will support the maintenance of existing jobs and earnings while affording employers the opportunity and incentive to create new jobs. Each is important to an economy—a new job isn't as impactful if an existing job disappears. The overall environment created by consistent and significant spending is what helps create the community impact associated with widespread employment.



JOB SUPPORT FROM HOTEL SPENDING
43,200 JOBS

EARNINGS SUPPORT FROM HOTEL SPENDING

\$1.94 BILLION

Within the hotel sector of the local economy, spending induced by Mosaic Quarter events is projected to support the maintenance and/or creation of approximately 6,700 local jobs and \$301.8 million in local employee earnings during the first 10 years of Phase I operations. In the aggregate, Phase I event hotel-related spending is projected to support the maintenance and/or creation of approximately 43,200 jobs and \$1.94 billion of local employee earnings.



JOB SUPPORT FROM RESTAURANT SPENDING 32,300 JOBS

EARNINGS SUPPORT FROM RESTAURANT SPENDING

\$1.15 BILLION

Within the restaurant sector of the local economy, spending induced by Mosaic Quarter events is projected to support the maintenance and/or creation of approximately 2,678 jobs and \$60.2 million in local employee earnings within limited-service restaurants during the first 10 years of MQ Iceplex and MQ Field House operations. Within the full service portion of the dining the maintenance and/or creation of approximately 2,400 jobs and \$89 million of employee earnings. In the aggregate, Phase I event sector, Mosaic Quarter events are projected to support, during the first 10 years of MQ Iceplex and MQ Field House operations, restaurant-related spending is projected to support the maintenance and/or creation of approximately 32,300 jobs and \$1.15

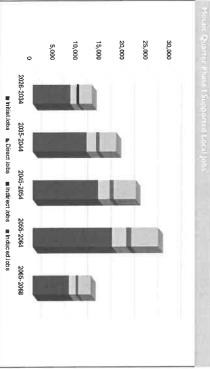


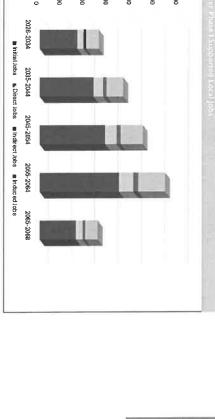
JOB SUPPORT FROM RETAIL SPENDING 16,800 1083

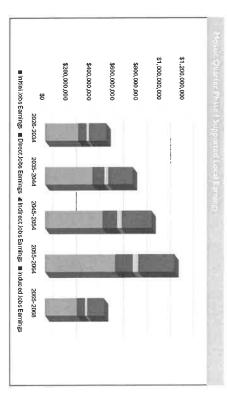
> RETAIL SPENDING **EARNINGS SUPPORT FROM**

\$679.84 MILLION

Within the retail sector of the local economy, spending induced by Mosaic Quarter events is projected to support the maintenance and/or creation of approximately 2,609 jobs and \$105.37 million in local employee earnings during the first 10 years of MQ Iceplex and MQ Field House operations. In the aggregate, Phase I event retail-related spending is projected to support the maintenance and/or creation of approximately 16,800 jobs and \$679.84 million of local employee earnings.







Group in conducting economic impact studies industry standards, and the multipliers used by Rounds Consulting "The job-multiplier impact used by Mosaic Quarter is in line with

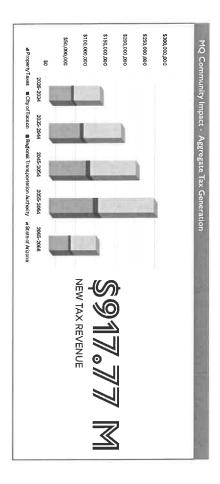
value to 5% above the projected value." Therefore, we can state with a 95% confidence that actual values

Rounds Consulting Group

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## TAX GENERATION

earnings, Mosaic Quarter events will have a demonstrable and profound impact on the local economy. The community impact associated with MQ Iceplex and MQ Field House events, however, extends further. With a substantial and consistent source of new local spending, all forms of tax revenue are enhanced. Whether sales taxes, property taxes or Regional Transportation Authority taxes, Mosaic Quarter has a positive effect on all aspects of municipal revenue generation. With \$8.41 billion in community spending the creation and/or maintenance of 92,300 jobs and \$3.77 billion of supported loca







AUTHORITY REGIONAL TRANSPORTATION





FIRST 10 YEARS CITY OF TUCSON HOTEL TAXES

\$32.03 M

TOTAL PROJECTED COLLECTIONS CITY OF TUCSON HOTEL TAXES

\$206.II5 M

With Mosaic Quarter's event-driven hotel spending projections as a benchmark, a total of \$32.03 million of hotel taxes will be generated for the City of Tucson during the first 10 years of Phase I operations, in the aggregate, MQ Iceplex and MQ Field House event-driven hotel-related spending is projected to generate City of Tucson hotel sales taxes totaling approximately \$206.115 million.



HOTEL SURCHARGE TAXES

HOTEL SURCHARGE TAXES

\$9.284 M

FIRST 10 YEARS

TOTAL PROJECTED COLLECTIONS \$41.932

are projected to be generated during the first 10 years of Phase I Operations. In the aggregate, MQ Iceplex and MQ Field House event-driven hotel-related spending is projected to generate approximately \$41.932 million in total hotel surcharge taxes. Using Mosaic Quarter's event-driven hotel spending projections as a benchmark, a total of \$9.284 million of hotel surcharge taxes



FIRST IOYEARS

\$4,09 M

CITY OF TUCSON RETAIL TAXES

CITY OF TUCSON RETAIL TAXES TOTAL PROJECTED COLLECTIONS

\$26,37 M

With Mosaic Quarter's event-driven retail spending projections as a benchmark, a total of \$4.09 million of retail sales taxes will be generated for the City of Tucson during the first 10 years of Phase I operations. In the aggregate, MQ keplex and MQ Field House event-driven retail-related spending is projected to generate City of Tucson retail sales taxes totaling approximately \$26.37 million.



### MQ EVENT LOCAL TAX GENERATION CITY OF TUCSON RESTAURANT SALESTAXES

CITY OFTUCSON RESTAURANT TAXES FIRST 10 YEARS

**\$8.697 ™** 

CITY OF TUCSON RESTAURANT TAXES TOTAL PROJECTED COLLECTIONS

\$55.49 M

With Mosaic Quarter's event-driven restaurant spending projections as a benchmark, a total of \$8.697 million of restaurant sales taxes will be generated for the City of Tucson during the first 10 years of Phase I operations. In the aggregate, MQ Iceplex and MQ Field House event-driven retail-related spending is projected to generate City of Tucson restaurant sales taxes totaling approximately \$55.49 million.



FIRST 10 YEARS CITY OF TUCSON SALES TAXES \$8,44 M

> TOTAL PROJECTED COLLECTIONS CITY OF TUCSON SALES TAXES

\$53,94 M

Tucson sales taxes totaling \$53.94 million. of Phase I operations. In the aggregate, MQ Iceplex and MQ Field House programming sales are projected to generate City of projections as a benchmark, a total of \$8.44 million of sales taxes will be generated for the City of Tucson during the first 10 years Each activity programming set offered by Mosaic Quarter is subject to City of Tucson sales taxes. Using Mosaic Quarter's revenue



### MQ PROGRAMMING LOCAL TAX GENERATION REGIONALTRANSPORTATION AUTHORITY TAXES

RTA MQ PROGRAMMING TAXES

TOTAL PROJECTED COLLECTIONS RTA MQ PROGRAMMING TAXES

\$1.623 M

\$10.374 M

Mosaic Quarter's revenue projections as a benchmark, a total of \$1.623 million of taxes will be generated for the Regional Transportation Authority during the first 10 years of Phase 1 operations. In the aggregate, MQ Iceplex and MQ Field House programming sales are projected to generate Regional Transportation Authority taxes totaling \$10.374 million. Each activity programming set offered by Mosaic Quarter is subject to Regional Transportation Authority (RTA) taxes. Using



## MQ EVENT LOCAL TAX GENERATION REGIONALTRANSPORTATION AUTHORITY – RETAIL SPENDING

RTA RETAIL TAXES FIRST 10 YEARS

\$786,000

TOTAL PROJECTED COLLECTIONS RTA RETAIL TAXES

\$5.07 M

With Mosaic Quarter's event-driven retail spending projections as a benchmark, a total of \$786, 000 of taxes will be generated for the Regional Transportation Authority during the first 10 years of Phase I operations. In the aggregate, MQ Iceplex and MQ Field House event-driven retail-related spending is projected to generate Regional Transportation Authority taxes totaling approximately \$5.07 million.



## MQ EVENT LOCAL TAX GENERATION REGIONAL TRANSPORTATION AUTHORITY - RESTAURANT SPENDING

FIRST 10 YEARS RTA RESTAURANT TAXES

\$1.673 M

TOTAL PROJECTED COLLECTIONS RTA RESTAURANT TAXES

\$10.67 M

totaling approximately \$10.67 million. and MQ Field House event-driven restaurant-related spending is projected to generate Regional Transportation Authority taxes generated for the Regional Transportation Authority during the first 10 years of Phase I operations. In the aggregate, MQ Iceplex With Mosaic Quarter's event-driven restaurant spending projections as a benchmark, a total of \$1.673 million of taxes will be



### MQ EVENT LOCAL TAX GENERATION REGIONAL TRANSPORTATION AUTHORITY – HOTEL SPENDING

RTA HOTEL TAXES

FIRST 10 YEARS

**\$2.94 ™** 

TOTAL PROJECTED COLLECTIONS RTA HOTEL TAXES

\$18.894 **™** 

approximately \$18.894 million. for the Regional Transportation Authority during the first 10 years of Phase I operations. In the aggregate, MQ Iceplex and MQ Field House event-driven hotel-related spending is projected to generate Regional Transportation Authority taxes totaling With Mosaic Quarter's event-driven hotel spending projections as a benchmark, a total of \$2.94 million of taxes will be generated



PROPERTY TAXES MQ ICEPLEX

54.338 M

PROPERTY TAXES MQ FIELD HOUSE

MQ CENTRAL UTILITY PLANT

\$2.096 M \$1,095 M PROPERTY TAXES

paid with no abatement, deferral, discount or other favorable tax treatment. districts that do not have jurisdiction over the land on which Mosaic Quarter is developed, all applicable property taxes will be Property taxes will be imposed on of MQ Iceplex, MQ Field House and MQ Central Utility Plant. Except for certain taxing

the Pima County Assessor in accordance with all applicable state and local laws and regulations, It is expected that MQ Iceplex, MQ Field House and MQ Central Utility Plant will be assessed as Class 9 property under Arizona law. The following tax districts will impose primary property taxes on MQ Iceplex, MQ Field House and MQ Central Utility Plant Pima County, Tucson Unified School District, Pima Community College District and the City of Tucson. Districts imposing secondary property taxes on MQ owned by Pima County and leased to Mosaic Quarter. and the Fire Assistance District. Under existing law, Mosaic Quarter is not subject to State of Arizona Property because the land is Pima Joint Technical Education District, City of Tucson, Central Arizona Water Conservation District, Pima County Library District Iceplex, MQ Field House and MQ Central Utility Plant include the following: Pima County Bonds, Tucson Unified School District Assessments of the value of MQ Iceplex, MQ Field House and MQ Central Utility Plant in any given tax year will be made by

Based on Mosaic Quarter's financial projections MQ Iceplex, MQ Field House and MQ Central Utility Plant are projected to pay a total of \$7.53 million in property taxes, Of this total, MQ Iceplex is expected to have imposed \$4.338 million in property taxes, MQ Field House is projected to have imposed \$2.096 million in property taxes and MQ Central Utility Plant is assumed to have imposed \$1.095 million in property taxes.

MQ EVENT LOCAL TAX GENERATION STATE OF ARIZONA HOTEL TAXES

FIRST 10 YEARS STATE OF ARIZONA HOTEL TAXES

\$29.36 M

STATE OF ARIZONA HOTEL TAXES TOTAL PROJECTED COLLECTIONS

\$188.94 **™** 

With Mosaic Quarter's event-driven hotel spending projections as a benchmark, a total of \$29,36 million of hotel taxes will be generated for the State of Arizona during the first 10 years of Phase I operations. In the aggregate, MQ Iceplex and MQ Field House event-driven hotel-related spending is projected to generate State of Arizona hotel sales taxes of approximately \$188.94



FIRST 10 YEARS STATE MQ PROGRAMMING SALES TAXES

STATE MQ PROGRAMMING SALES TAXES TOTAL PROJECTED COLLECTIONS

\$18.17 M

\$116.18

3

as a benchmark, a total of \$18.17 million of sales taxes will be generated for the State of Arizona during the first 10 years of Phase I operations, in the aggregate, MQ Iceplex and MQ Field House programming sales are projected to generate State of Arizona sales taxes totaling \$116.18 million. Each programming activity set offered by Mosaic Quarter is subject to sales taxes. Using Mosaic Quarter's revenue projections



### MQ EVENT LOCAL TAX GENERATION STATE OF ARIZONA RETAIL SALES TAXES

FIRST 10YEARS

STATE RETAIL SALES TAXES \$8.8 **X** 

> STATE RETAIL SALES TAXES TOTAL PROJECTED COLLECTIONS

\$56.804 M

\$56.804 million. House event-driven retail-related spending is projected to generate State of Arizona retail sales taxes totaling approximately With Mosaic Quarter's event-driven retail spending projections as a benchmark, a total of \$8.8 million of retail sales taxes will be generated for the State of Arizona during the first 10 years of Phase I operations. In the aggregate, MQ Iceplex and MQ Field



### MQ EVENT LOCAL TAX GENERATION STATE OF ARIZONA RESTAURANT SALES TAXES

STATE RESTAURANT SALES TAXES FIRST IOYEARS

STATE RESTAURANT SALES TAXES TOTAL PROJECTED COLLECTIONS

\$II9.52 **™** 

\$16.83 M

taxes will be generated for the State of Arizona during the first 10 years of Phase I operations, In the aggregate, MQ Iceplex and With Mosaic Quarter's event-driven restaurant spending projections as a benchmark, a total of \$16.83 million of restaurant sales approximately \$119.52 million. MQ Field House event-driven, restaurant-related spending is projected to generate State of Arizona restaurant sales taxes totaling

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### FINANCIAL

While Mosaic Quarter will provide accessible recreation and entertainment benefiting the entire community, the results it generates for Pima County, itself take a slightly different form. From the financial perspective, it's important that Mosaic Quarter has a positive, accretive impact to and for Pima County while avoiding certain types of negative impact. Mosaic Quarter's financial impact is best illustrated by examining 14 separate aspects of its financial structure.

PINA COUNTREASE-	REPAIR & MAILTENANCE RESERVE	REVENUE GENERATION	NO PIMA COUNTY FINANCIAL CONTRIBUTION
MQ CASH FLOVY RESERVE	COMMON AREA MAINTENANCE RESERVE	OFERATION MANAGEMENT	PIMA COUNTY CASH FLOW DISTRIBUTIONS
MQ DEBT SERVICE RESERVE	SATISFACTION OF FINANCIAL OBLIGATIONS	OPERATIONS RESERVE	REVENUE DWERSIFIGATION & BALANICE



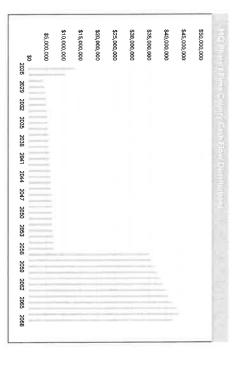
PIMA COUNTY CASH FLOW RESERVE

Although Pima County receives a majority of the cash flow generated by Mosaic Quarter, it does so without any financial contribution to Mosaic Quarter's construction or operations. There are no bonds or debt being issued by Pima County in support of Mosaic Quarter. No cases are being levied in order to cover the costs of Mosaic Quarter's construction or operation, There are no financial "sweetheart deals" for Mosaic Quarter such as property tax discounts or abatement, tax increment financing ground rent discounts, etc. 100% of the cost of developing constructing and operating Mosaic Quarter is borne by Mosaic Quarter Development and Knott Development.



Under the Master Development Agreement, Pima County is allocated 55% of the net cash flow generated from Mosaic Quarter's non-commercial facilities. This includes MQ Iceplex, MQ Field House, MQ Central Utility Plant, MQ Sportsplex, MQ Stadium and MQ Parking.

Based on Mosaic Quarter's financial projections as to revenue, expense and reserves, Phase I will generate approximately \$673.8 million in County cash flow distributions. This translates to an annual average allocation of \$6.65 million during the 30-year repayment period of Mosaic Quarter's debt. During the term of the Master Ground Lease (including the period after Mosaic Quarter's debt has been repaid), the average annual distribution to Pima County is \$15.67 million.



"After a thorough independent raview of the assumptions used to develop, the projected operating revenues and expenses of the proposed Mosaic Quarter project, it has been determined that the methodology employed in forecasting said revenues and expenditures is well-founded, the assumptions align closely with established data and expectations, and no substantial risk that would matchelly impact the project's froundal projections was identified."

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disrupt a project's economic performance. This occurs when one or more of a series of facility use contracts is responsible for an appreciable portion of overall project revenue. The failure of any portion of one or more contracts primarily accountable for meeting financial obligations can be disastrous. Mosaic Quarter avoids this pitfall with its diversification strategy when developing programming and services. adversely impacting the project's annual financial performance. In like fashion, excessive dependence on contractual revenue can 0.55% of total estimated revenues. Mosaic Quarter management can redesign, eliminate or replace an activity or service without flexibility. The diversification strategy has resulted in the average share of gross revenues from a program or service equaling only Mosaic Quarter's diverse programming and service revenues significantly contribute to the project's financial stability and

83 BUSINESS REVENUE

0.55% GROSS REVENUE PER BUSINESS LINE

MQ Iceplex and MQ Field House are comprised of 183 separate lines of business revenue. Each source of revenue represents, on average, 0.55% of total annual gross revenues. Mosaic Quarter's programming diversity is intentional and in tune with programming interest expressed by the community Diversity in programming share of gross revenue ensures that no single line materially affect Phase I's financial performance. of programming can cannibalize overall financial performance. In other words, low participation rates in one program cannot

39 TYPES OF RECREATIONAL PROGRAMMING

RECREATIONAL ACTIVITY OFFERINGS

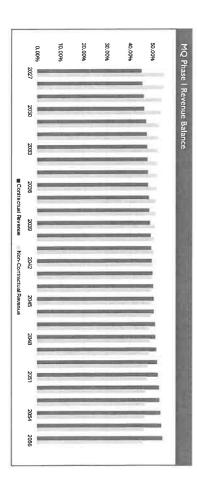
**153** 

\$16 AVERAGE COST PER ACTIVITY SESSION

space to exclusive private club sports programs. Among its varied revenue sources are 39 types of a la carte programming which consisting of 153 separate recreational offerings available to the general public. And with an average activity session cost of \$16, MQ (ceplex and MQ Field House programming is accessible to a broad spectrum of the community. To ensure community accessibility and further promote revenue diversity. Mosaic Quarter's business is not premised on leasing

performance. On the other hand, if non-contractual sources of revenue (i.e., open recreational programming dependent on a la carte public participation) comprise the vast majority of gross revenue, financial stability can be easily disturbed due to, for Iceplex and MQ Field House. The risks associated with revenue balance are most often manifested in the levels of contractual vs. In addition to diversification, revenue source balance plays an important role in the financial stability of facilities such as MQ example, public opinion, programming malaise and economic downturn. revenue, the termination of, or inability to collect revenue from, those contracts has the potential to materially disrupt financial non-contractual revenue. On the one hand, should one or more contracts for facility use comprise a significant share of gross

The solution is to maintain a balance between both forms of revenue. Phase I revenue is appropriately balanced between contractual and non-contractual revenue with an average ratio of 49.71% contractual and 50.29% non-contractual revenue. The following chart demonstrates the contractual vs. non-contractual revenue split each year during the term of the Master



When balanced revenue sourcing is combined with significant revenue source diversity, financial stability and flexibility ensues.

the activity without adversely impacting financial performance. an average share of gross revenue equal to 0.55%, Mosaic Quarter management has the flexibility to redesign, eliminate or replace A good example is programming malaise – one form of recreational, à la carte programming is no longer popular. In this event, at

In like fashion, excessive dependence on contractual revenue is capable of disrupting financial wherewithal. This is apt to occur to the extent that one or a series of facility use contracts is responsible for an appreciable portion of overall revenue. The failure of any portion of one or more contracts largely responsible for meeting financial obligations can be disastrous. Mosaic Quarter avoids this pitfall in two ways:

45.1% CONTRACTUAL REVENUE LOW POINT

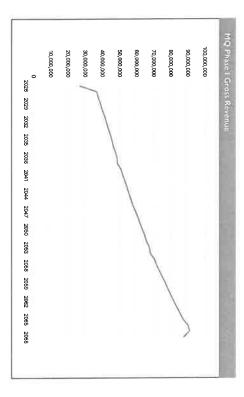
54.4% CONTRACTUAL REVENUE HIGH POINT

Although MQ Iceplex and MQ field House contractual revenue provides consistency for a portion of gross revenue, it is not capable of destabilizing financial performance. Moreover, even though producing nearly \$10 billion in community impact, travel sports contractual revenue represents less than 12% of overall gross revenue.

1.6% TRAVEL SPORTS GROSS
REVENUE RATIO



With programming composition constructed in a manner to avoid financial disruption, Mosaic Quarter is able to generate stable and progressive revenues. Starting with 2026 projected revenue of approximately \$26.94 million and progressing to approximately \$1.14 million during the term of the Master Ground Lease, Mosaic Quarter's balanced programming delivers an average of \$60.85 million annually.



Revenue projections, however, are not made in a vacuum. They are methodically based on contractual relationships stabilized with à la carte programming catering to expressed community desires and financial demographics. The result is a revenue plan that provides flexibility and an established operating framework that responds to event and/or community-driven change.

"Given a margin of error of 5%, we can state with 95% confidence that actual revenues will lie within an interval that ranges from 5% below the projected value."

Rounds Consulting Group

Independent review of Mostic Quarter revenue projection



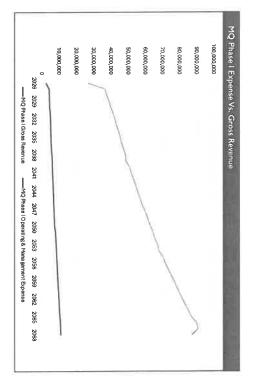
Mosaic Quarter focuses heavily on four core principles of operations and management seasoned and sound management of facilities and programming; employment of personnel from the community; providing corporate growth opportunities to our local employees; and avoiding non-local recruitment of staff where costs and community relations could otherwise be compromised.

Edge Sports Group has been retained to provide facilities and programming management. With ownership and operation of 12 analogous developments, Edge Sports Group brings 15 years of facility operations to Mosaic Quarter. Moreover, the demonstrated capability to manage both elite and recreational sports programming makes Edge Sports Group the ideal partner to lead Mosaic Quarter's athletics programming team.

While facility management and operations are, themselves, important, we believe that the method of doing so matters. Only three senior management roles will be occupied by Edge Sports Group personnel. All other staff positions will be locally sourced, in addition, staff members will be employed by Mosaic Quarter with management guidance and training provided by Edge Sports Group. This employment method promotes upward mobility as local employees ultimately graduate to higher management and responsibility roles. Our premise and goals to train the next generation of Mosaic Quarter management from the local community via the seasoned experience Edge Sports Group provides. Functionally, it likewise avoids community alienation and the economic pitfall associated with staffing through relocation of Edge Sports Group personnel from other sites.

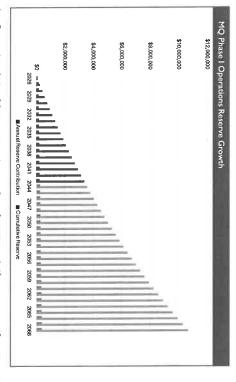
In addition to the inherent benefits associated with community involvement, staffing locally imparts sound expense management. Relocating a significant number of staff from other geographic regions is a costly endeavor, both in the short and long-term. This method likewise means community based and knowledgeable staff will serve as the face of Mosaic Quarter, further fuffiling our Community guidepost and enhancing the guest experience.

The result is simultaneously achieving responsible operations expense management and community enhancement without compromising service or facility function. Demonstrable of this tenet is the percentage of gross revenue used for operations and management expense. Phase I operating and management expenses (including the operating reserves discussed below) equate to approximately 12% of gross revenue which enhances Mosaic Quarter's financial stability.





contribution combined with an annual 2% escalation. Operations Reserve growth exceeds \$1 million in 2032, \$3 million in 2042. contribution of \$84,700. Beginning in and continuing after 2027, the Operations Reserve is calculated using the baseline \$159,800 Operations Reserve contribution and the MQ Field House Operations Reserve contribution are pro-rated for the 8-calendar contribution of \$159,800. For the 2026 abbreviated operations year, however, the MQ Iceplex and MQ Central Utility Plant Utility Plant, Phase I consists of 319,600 gross square feet of operating space, resulting in a baseline annual Operations Reserve Mosaic Quarter's expense-to-gross revenue ratio includes an established operations reserve equal to \$0.50 per gross square \$5 million in 2050 and reaches its peak value of \$10.65 million in 2068. month and 4-calendar month periods, respectively, in which these facilities are in service – with a total 2026 Operations Reserve foot of Phase I facilities operating space (the "Operations Reserve"). Between MQ Iceplex, MQ Field House and MQ Central



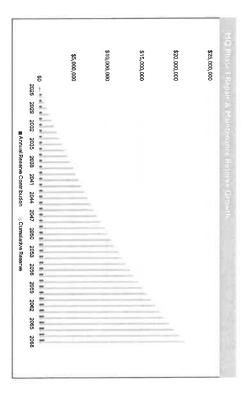
types of excluded costs as "Embedded Costs." additional related services required of Mosaic Quarter staff and are not included in the Operating Reserve. We refer to these by Mosaic Quarter staff. Finally, agreements for exclusive hourly use of MQ Iceplex or MQ Field House include fees to cover additional staffing and technology services associated with the contract activity requires these ancillary services to be performed facility fees charged to contract programming partners where janitorial, administrative, set-up, tear-down, event preparation, other recreational program costs) that are included within customer activity fees. The Operations Reserve is also exclusive of The Operations Reserve is exclusive of direct programming costs (i.e., referees, jerseys/uniforms, sport-specific equipment and

of providing such equipment is not included within Embedded Costs or in the Repair and Maintenance Reserve. These types of category. Additional operating expense without categorization may include, without limitation, the replacement of basketballs, costs that are not chargeable as Embedded Costs represent additional operating expense not included within any other budget General or specific services to customers where an activity or event includes services, equipment, additional staff or other expenses are allocated to the Operations Reserve. volleyballs, nets, etc. (sports equipment owned by Mosaic Quarter for offering participation-based activities) where the costs

offerings that are devoid of Embedded Costs. Based on our collective facilities and programming management experience, we In order to arrive at a reasonable annual budget for the Operations Reserve, the Mosaic Quarter team considered programming the Operations Reserve is less than that year's contribution, remaining contributions are retained within the Operations Reserve. determined that \$0.50 per gross square foot with 2% annual escalation was sufficient. To the extent that any calendar year's use of



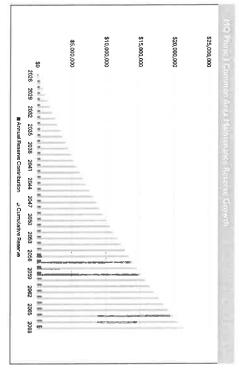
Reserve contribution of \$106,533, Beginning in, and continuing after, 2027, the Repair and Maintenance Reserve is calculated using the baseline \$319,600 contribution combined with an annual 2% escalation. Repair and Maintenance Reserve growth exceeds \$2 million in 2032, \$6 million in 2042, \$10 million in 2050 and reaches its peak value of \$21.25 million in 2068. and 4-calendar month periods, respectively, in which these facilities are in service – with a total 2026 Repair and Maintenance contribution and the MQ Field House Repair and Maintenance Reserve contribution are pro-rated for the 8-calendar month 2026 abbreviated operations year, however, the MQ Iceplex and MQ Central Utility Plant Repair and Maintenance Reserve \$1.00 per gross square foot of Phase I facilities operating space (the "Repair and Maintenance Reserve"). Based on total Phase Mosaic Quarter's expense to gross revenue ratio includes the establishment of a repair and maintenance reserve equal to gross square footage of 319,600, a baseline annual Repair and Maintenance Reserve contribution of \$319,600 results. For the



we determined that the baseline annual contribution combined with a 2% annual escalation was sufficient to meet ongoing facility associated with equipment and systems are examined. Based on our collective facilities and programming management experience, air handlers which typically represents a major repair and maintenance item. Lastly, the various levels and terms of warranties the then that year's contribution, remaining contribution funds are retained within the Repair and Maintenance Reserve. the benefit of warranty coverage. To the extent that any calendar year's use of the Repair and Maintenance Reserve is less than needs while creating a continuing reserve for future obligations arising as equipment and systems life expectancy wanes without repair and maintenance work. MQ Central Utility Plant also contributes to the analysis in that it supplants mechanical system the newly constructed nature of the Phase I facilities, the durability of selected finishes and the likelihood of short-term annual Maintenance Reserve is based on the facilities experience of Edge Sports Group across similar facilities. Separately considered are maintenance expense costs reasonably expected over time when not covered by insurance or warranty. In part, the Repair and The Repair and Maintenance Reserve addresses MQ Iceplex, MQ Field House and MQ Central Utility Plant repair and



Mosaic Quarter's expense to gross revenue ratio includes the establishment of a common area site maintenance and repair reserve equal to \$1.00 per gross square foot of Phase I facilities operating space (the "Common Area Reserve"). Based on total Phase I gross square footage of 31 9,600, a baseline annual Common Area Reserve contribution of \$319,600 results. For the 2026 abbreviated operations year, however, the MQ (ceplex and MQ Central Utility Plant Common Area Reserve contribution and the MQ Field House Operations Reserve contribution are pro-rated for the 8-calendar month and 4-calendar month periods, respectively, in which these facilities are in service—with a total 2026 Operations Reserve contribution of \$\$106,533. Beginning in, and continuing after, 2027, the Repair and Maintenance Reserve is calculated using the baseline \$319,600 contribution combined with an annual 2% escalation. Repair and Maintenance Reserve growth exceeds \$2 million in 2032, \$6 million in 2042, \$10 million in 2050 and reaches its peak value of \$21.25 million in 2068.



The Mosaic Quarter campus requires repair, maintenance and upkeep annually in order to provide guests a welcoming and safe environment. The primary drivers of expenses associated with this requirement include campus janitorial services as well as the repair and maintenance of roadways, surface parking lots, sidewalks, hardscape and exterior lighting fixtures. Pursuant to its deserv-oriented and minimalist landscape architecture plan, the site may incur slight annual landscaping expenses. Due to their engineering and design, coadways and surface parking lots have been ascribed a 20-year life expectancy, with only minimal annual required maintenance. Sidewalks and hardscape features have been designed and engineered for similar life expectancies. With LED-based design, exterior lighting benefits from an extended life cycle with minimal repair and maintenance. In addition to systems life expectancy, the future completion of Mosaic Quarter Phase II and Phase II in mpacts the reserve analysis. Similar common area maintenance reserves will be included for these additional development phases. The Phase II and Phase II meserves will bolster the Common Area Reserve collected from Phase I revenue, serving as an additive financial resource for the roadways, sidewalks, hardscape, landscape and exterior lighting systems that ultimately are shared by all Mosaic Quarter development phases.



With independently reviewed and verified revenue, operating expense, reserve and community impact projections. Mosaic Quarter is able to satisfy all of its financial obligations. The chart below provides an aggregate cash flow summary of the entire duration of Phase I. From operating expenses to debt service to property taxes to ground rent, the financial stability offered by Mosaic Quarter's financial structure generates positive, accretive and reliable results for the benefit of Pima County and the community at large.

PIMA COUNTY CASH FLOW  MOSAIC QUARTER DEVELOPMENT CASH FLOW	PROPERTYTAXES GROUND RENT	RESERVES & CAM \$51,515,851 TOTAL OPERATIONS EXPENSE PHASE I PROJECT EXPENSES	ENUE	MO Phase I Aggregate Cash Flows  MO Phase I Aggregate Cash Flows  MO Phase I OPERATIONS REVENUE  MO ICEPLEX \$1,701,021,985
\$673,925,465 \$551,393,562	\$1,043,835,012 \$7,391,781 \$25,513,540	\$317,459,202	\$2,619,518.562	

"After conducting a detailed analysis of the assumptions utilized in the financial projections, including the 5% margin of error in revenue forecasts and the 2% margin of error in expenditure estimates, our firm has found no significant vulnerabilities that would materially impact the project's financial forecasting and includes a manageable level of risk associated with the estimated figures"

Rounds Consulting Group

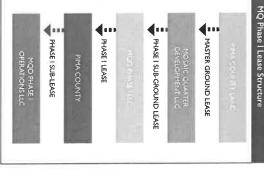
nuebendent review of Masaic Quarter (Indirida) biojections

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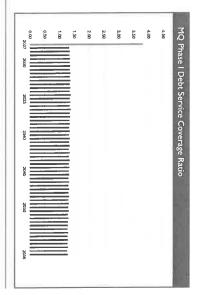
structure chart. series of vertically-arranged leases (the "MQ Lease Stack"). County, Mosaic Quarter and Pima County will enter into a allocate MQ Iceplex and MQ Field House cash flow to Pima land. In conjunction with the land lease, and in order to easily structure is premised on the ground lease of Pima County of this Development and Operations Plan, Mosaic Quarter's As described in the "Mosaic Quarter Partnership" section These are best summarized by the accompanying lease

to cover the required payments. In order to avoid the County an obligation to make certain payments within the leases should Mosaic Quarter cash flows be insufficient Quarter's cash flow. Because the MQ Lease Stack structure and distribution of Pima County's 55% share of Mosaic downturns. Mosaic Quarter and Pima County to withstand economic Second, proactive fiscal measures have been adopted by secure Pima County's participation in MQ Lease Stack Quarter must satisfy certain financial metrics in order to First, under the Master Development Agreement Mosaic safeguards exist to protect Pima County's financial position occurrence of Pima County financial liability, two types of liability. Even so, the MQ Lease Stack does ascribe to Pima imparts a modicum of potential liability to Pima County, The MQ Lease Stack is an efficient mechanism for allocation 100% of Mosaic Quarter's cash flow is utilized to offset that





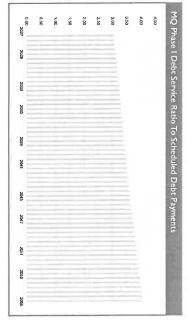
required minimum by 30.48%, with an debt service coverage ratio exceeds the terms, this means for every \$1.00 of a of not less than 1.05. In more practical demonstrate a debt service coverage ratio sustaining from inception. Mosaic Quarter's financial soundness and its ability to be self-This metric, in part, forms the basis for a show \$1.05 in current cash flow available payment on its debt, Mosaic Quarter must Agreement, Mosaic Quarter is required to average annual ratio of 1.37. realistic projection of Mosaic Quarter's oursuant to the Master Development



MQ Phase I Lease Structure

### FINANCIAL IMPACT MOSAIC QUARTER DEBT SERVICE RESERVE

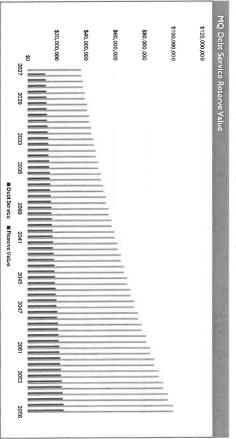
of debt service. reserve requirement in each year Mosaic Quarter to demonstrate reserves equal to 3X each debt Development Agreement requires wherewithal, Mosaic Quarter is validation of operational payment of debt serves as cash flow available for each While demonstrating sufficient payment over its financing's 30revenue. Specifically, the Master service in the absence of adequate reserves capable of managing debt also required to show meaningful Quarter exceeds the minimum year repayment period. Mosaic



To do so, a debt service reserve in

the initial amount of \$36.7 million will be established (the "MQ Debt Service Reserve"). As a part of the MQ Lease Stack, Mosaic Quarter has committed to supplement the initial amount of the MQ Debt Service Reserve in a manner than maintains a 3:1 schedule debt payment to ensure that the MQ Debt Service Reserve is adequately capitalized. ratio of reserves to scheduled debt payments. The value of the MQ Debt Service Reserve is tested semiannually in advance of a

is sufficient to not only meet the Master Development Agreement's requirements, but address unmitigated long-term shortfalls in In total, Mosaic Quarter will provide, maintain and manage through the use of various AA and AAA-rated securities and revenue that would otherwise compromise the ability to satisfy debt obligations. investment contracts approximately \$100 million within the MQ Debt Service Reserve. As a result, the MQ Debt Service Reserve





In addition to Master Development Agreement-required measures, Mosaic Quarter will utilize its substantial allocation of cash flow to create an additional debt service reserve (the "MQ Cash Flow Reserve"). The MQ Cash Flow Reserve harnesses the benefits associated with a structural element within Mosaic Quarter's financing that reduces operational risk.

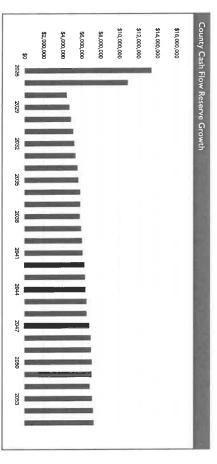
MQ Iceplex and MQ Central Utility Plant open in May 2026. MQ Field House opens in September 2026. However, there are no payments due under Mosaic Quarter's financing until September 2027. This aspect of its financing provides Mosaic Quarter with a time cushion, if necessary, to generate cash flow sufficient to meet debt repayment obligations.

Based on the independent review of Mosaic Quarter's financial projections, though, it is unlikely that any excess initial cash flow from 2026 and the majority of 2027 will be needed to buttress debt payments. As a result, Mosaic Quarter will receive approximately \$19.68 million in free cash flow during the period that precedes the commencement of debt service. In order to further fiscally protect Mosaic Quarter, all excess cash flow generated during this period will be maintained as the MQ Cash Flow Reserve. The MQ Cash Flow Reserve will stand until released by Mosaic Quarter's lender; serving to mollify any future financial impediment to the satisfaction of debt service obligations.



In addition to the MQ Debt Service Reserve and the MQ Cash Flow Reserve, Fima County will retain 10% of its Mosaic Quarter cash flow allocations as a reserve to support its payment obligations under the MQ Lease Stack (the "County Cash Flow Reserve"). The purpose of Fima County Cash Flow Reserve is to remedy a situation where Mosaic Quarter revenues decline leaving Fima County obligated to directly fund its lease commitments in the absence of sufficient Mosaic Quarter cash flow allocations.

Pima County Cash Flow Reserve includes all Mossic Quarter cash flow allocations from 2026-2056. As a buffer to County direct payment obligations, the Pima County Cash Flow Reserve is only tapped upon the exhaustion of the MQ Cash Flow Reserve and the MQ Debt Service Reserve. At peak capitalization, the Pima County Cash Flow Reserve will equal approximately \$199.65 million.

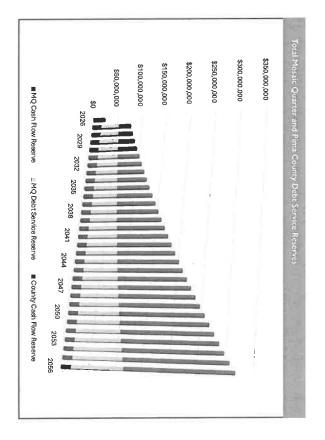




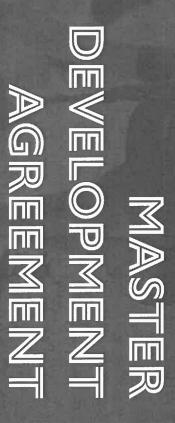
As a means of avoiding County-direct payments within the MQ Lease Stack, Pima County is seeking approval to budget a \$10 million reserve from its general account (the "County Budget Reserve"). The intent of the Pima County Budget Reserve is to provide additional time to resolve, if any ever occur, financial impediments to Mosaic Quarter cash flow addressing all MQ Lease Stack financial obligations. The Pima County Budget Reserve will only be utilized after the exhaustion of the MQ Cash Flow Reserve, the MQ Debt Service Reserve and the Pima County Cash Flow Reserve.



In combination, the MQ Cash Flow Reserve, the MQ Debt Service Reserve and the Pima County Cash Flow Reserve provide a meaningful benefit to Mosaic Quarter and Pima County – time. Time to react to unexpected, substantial and/or persistent economic downturns. Time to modify or supplement programming to better meet community desire. Time to mitigate a turn of events causing direct County funding of its MQ lease Stack obligation.



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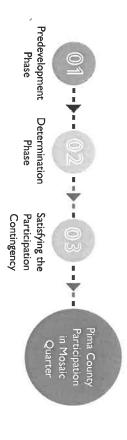




## MASTER DEVELOPMENT AGREEMENT

1

Our Master Development Agreement (MDA) with Pima County governs our development and use of the Mosaic Quarter site, our relationship with Pima County in our public-private partnership and the governance of the Mosaic Quarter project. The MDA incorporates a multi-step process designed to provide Pima County with transparency on all aspects of Mosaic Quarter, comfort that the development and operations plans are viable and a choice to participate in Mosaic Quarter.



Even with the completion of all three steps, Pima County is still in the position of having the option, not the requirement, to participate in Phase I of Mosaic Quarter. Moreover, throughout the process Pima County has no financial commitment to the design of Mosaic Quarter. The goal of the MDA's tiered process is to enable an informed, reasoned decision regarding Pima County's participation in the Mosaic Quarter public-private partnership. Even with a decision to participate. Pima County has no financial obligation to contribute towards the construction of Mosaic Quarter.

Although the three-step process only addresses Phase I of Mosaic Quarter's development plan, it will be repeated for the development of MQ Sportsplex (Phase II) and the development of MQ Sadium and MQ Parking (Phase III). In each instance, the MDA requires the three-step process for Pima County participation.

## PREDEVELOPMENT PHASE STEP /

During the initial phase of the development process ("Predevelopment Phase"), Mosaic Quarter has finalized all development, construction and operational aspects of MQ (ceplex, MQ Field House and MQ Central Utility Plant. In conjunction with these deliverables, Mosaic Quarter has prepared a Development Operview covering all aspects of Phase I of the Mosaic Quarter development Dapects of Phase I of the Mosaic Quarter development plan. Our Development Overview includes this updated business plan, refined construction and development budgets, facility operating budgets, use agreements obtained for MQ (ceplex, MQ Field House and MQ Central Utility Plant, the proposed Pima County-Mosaic Quarter lease documents and annual financial projections for the life of MQ (ceplex, MQ Field House and MQ Central Utility Plant, With the conclusion

of this predevelopment work, our Development Overview demonstrates the construction and operational viability of MQ lceplex, MQ Field House and MQ Central Utility Plant.

The significant costs of the predevelopment phase have been borne entirely by Mosaic Quarter, without any financial contribution from Pima County.

## **DETERMINATION PHASE STEP 2**

With the release of this updated Development and Operations Plan and the delivery of the Development Summary, Plma County will begin a detailed review and discussion period with Mosaic Quarter, referred to as our Determination Prase. During this phase, the results of our predevelopment work will be subject to benchmark reviews performed by independent advisors retained by Plma County to confirm not only Mosaic Quarter's financial viability, but the economic benefits and risks posed by Plma County's prospective participation in the project. Integral to this analysis is the determination of Mosaic Quarter's satisfaction of three criteria:

- Debt service coverage ratio
- Reserves to debt service ratio
- Credit rating confirmation

## PARTICIPATION CONTINGENCY STEP 3

First, Mosaic Quarter must demonstrate that the amount of cash flow generated by MQ leeplex and MQ Field House is sufficient to meet its operational expenses, and that it exceeds its debt service payment obligations by a factor of at least 1.05. This is a commercially accepted ratio for privately funded projects that demonstrates the financial viability of operations and credit obligations.

Second, Mosaic Quarter must provide evidence that it will carry financial reserves sufficient to address any lapse in cash flow or extraordinary event delaying the generation of cash flow to meet its debt service obligations. To do so, Mosaic Quarter is obligated to show that at any time it has to make a payment on its debt, there is three times that amount in reserve. This ratio provides comfort that a significantly adverse event, such as the recent pandemic, will not adversely affect Mosaic Quarter or Pinna County.

Third, Mosaic Quarter and Pima County must receive confirmation from the credit rating agencies responsible for reviewing Pima County's debt obligations (currenty S&P and Fitch) that Pima County's sparticipation in Mosaic Quarter will not impair Pima County's ability to issue bonds and other forms of debt necessary for its routine operations and projects. To obtain this confirmation, Mosaic Quarter has prepared a detailed review package customized for these types of credit rating analyses: it incorporates the Development Overnew as well as ratings-specific data and information routinely requested by rating agencies.

## MOSAIC QUARTER PARTICIPATION DECISION

Should Mosaic Quarter satisfy each of these criteria, Pima County has two options available for its consideration.

Under the first option, Pima County can elect to participate in the MQ Lease Stack in return for receiving 55% of Mosaic Quarter's net cash flow.

Alternatively, Pima County can elect not to participate in the Mosaic Quarter development. In doing so, Pima County will be obligated to reimburse Mosaic Quarter for up to \$10.5 million of its predevelopment phase costs. If it declines to participate, Pima County must still enter the Master Ground Lease, with Mosaic Quarter granted an additional period of time to reconfigure its financing and proceed with development without Pima County's public-private partnership participation. In doing so, Pima County would forfeit its \$55% share of Mosaic Quarter's cash flow.

If Mosaic Quarter does not satisfy the benchmark criteria for Pima County's participation, it has two options, First, Mosaic Quarter may take an additional six months to reconfigure aspects of MQ (ceplex and MQ Field House in order to satisfy the benchmarks, Second, Mosaic Quarter may choose to develop the site without Pima County's participation. In this option, Pima County will not reimburse Mosaic Quarter for any predevelopment expenses, will not receive any share of Mosaic Quarter net cash flows and will have no stake in the project.

> "Social Venture Partners (SVP) Tucsor increase the number of participants of programs that can be offered and programming, both individually and for nonprofits to carry out their opportunity. The ability to host space for sports, but for multi-generational within our 2Gen Collaboration, the resources and programs available children to learn about and access By providing spaces for parents and strategic partner for SVP Tucson. hub), Mosaic Quarter is a natural as an employer and youth sports space, and service demographic (both exists to end generational cycles of Mosaic Quarter will be a hub, not just laboratively, will expand the types

Due to the unique opportunities presented by the Mosaic Quarter complex, SVP Tucson sees endless possibilities for parents to engage in meaningful educational and economic opportunities that will inevitably benefit the whole family.

We are in support of Mosaic's work because our community deserves accessible and affordable programming for children and caregivers simultaneously, and the Mosaic Quarter will change the reality of what is possible for a large portion of Tucson's families."

Ciara Garcia, Chief Executive Officer Social Venture Partners Tucson



PARTNERSHIP

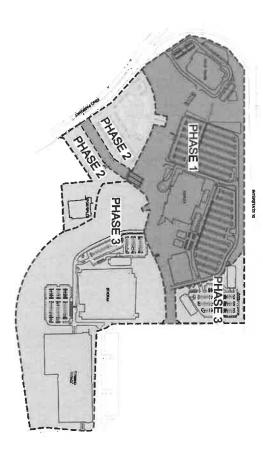


## MOSAIC QUARTER PARTNERSHIP

Pima County and Mosaic Quarter Development will enter into a public private partnership to establish Mosaic Quarter. The development of Mosaic Quarter will be split into three phases. While this Development and Operations Plan provides specific details regarding the implementation of Phase I, Phase II and Phase III will be identically structured.

Importantly, our partnership does not involve Pima County providing any form of funding or financing for Mosaic Quarter. Pima County is not responsible for any contributions to the development, construction or operation of any of the Mosaic Quarter facilities. Instead, our partnership provides Pima County with 55% of the net cash flow generated by Mosaic Quarter anchor facilities and turns the entire 90-acre site into a tax-producing property for Pima County, City of Tucson, Tucson Unified School District and associated taxing districts.





Our partnership includes the master ground lease of Pima County land at the Kino South Complex to create the overall Mosaic Quarter site. Under the master ground lease, Mosaic Quarter Deevlopment pays market-rate ground rent as determined by an independent appraisal. The remaining details of the master ground lease are set forth below.

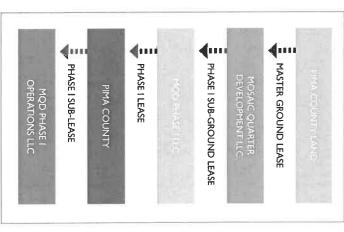
the same type of sub-ground leases will be used for Phases II Phase I from Pima County. The result is that all operations, 55% of the cash flow generated by MQ Iceplex and MQ Field Plant. These leases are designed to allocate to Pima County lease MQ Iceplex, MQ Field House and MQ Central Utility and III, with similar Mosaic Quarter Development ownership subject to approvals required in the Development Agreement, MQ Iceplex and MQ Field House will be built. Ultimately, facility ownership subsidiary. Based on this sub-ground lease, portion of the property to MQD Phase I LLC, its Phase I Development then sub-ground leases the Phase I-specific Simultaneous with the master ground lease, Mosaic Quarter illustrates the legal structure of this public - private Mosaic Quarter Development. The accompanying graphic epair and maintenance are the ultimate responsibility of subsidiary of Mosaic Quarter Development will lease all of House. In tandem with Pima County's lease, an operations subsidiaries created for each separate phase. Pima County will

### MASTER GROUND LEASE

The Master Ground Lease from Pima County to Mosaic Quarter Development leases the portion of the Kino South Complex allocated to the creation of Mosaic Quarter under the MDA. The term of the Master-Ground Lease ends 40 years after the completion of Phase III (as presently calculated, this would mean a total ground lease term of 43 years). Under the Master Ground Lease, Mosaic Quarter Development is responsible for all management and operations and improvement of the property.

Pima County is paid market-rate ground rent as determined by independent appraisal. In addition to ground rent, the Master Ground Lease requires Mosaic Quarter Development to contribute at least \$5,000,000 towards Pima County's cost of creating an underpass beneath I-10 to connect the north and south portions of the Kino Sports & Entertailment complex. The Master Ground Lease likewise requires Mosaic Quarter Development to pay property taxes based on the tax rates established by the applicable taxing districts for the property.

At the expiration of the Master Ground Lease, the anchor buildings created for Mosaic Quarter (i.e., MQ lceplex, MQ Field House. MQ Central Utility Plant) are surrendered to Prima County, without compensation. Thereafter, Firma County owns and operates the anchor buildings.



## DISPOSITION OF COMMERCIAL ELEMENTS

Within Mosaic Quarter, a total of three hotels and up to 14 restaurants will be developed. Under the master ground lease, Mosaic Quarter Development has an option to purchase the land on which our restaurants and hotels are built. The purchase price payable by Mosaic Quarter Development will be based on the then-current market value for each parcel. Independent appraisals for each commercial parcel will be obtained to determine the fair market value to be paid to Pima County.

## PHASE I SUB-GROUND LEASE

accommodates Mosaic Quarter's financing structure. ownership subsidiary, MQD Phase I LLC. This sub-ground lease Phase I-specific portion of the property to a facilities Mosaic Quarter Development will sub-ground lease the

#### PHASE I LEASE

leases). the same function included in the future Phase II and Phase II the Pima County lease that provisions exist to allocate and to Pima County. The term the lease is 30 years. It is within associated with Phase I's anchor buildings are transferred County will lease the Phase I anchor buildings from MQD Phase I LLC. In what is known as a "triple net lease," all rights distribute 55% of the net cash flow generated by Phase I (with Simultaneously with the Phase I sub-ground lease, Pima

### PHASE I SUBLEASE

management, operation, repair and maintenance of the Phase triple net lease that transfers all rights and obligations with the Development operations subsidiary, MQD Phase I Operations In concert with Pima County lease of Phase I, Pima County term of the Phase I sublease is 30 years. LLC. Identical to the Phase I lease, the Phase I sublease is a will sublease the Phase I anchor buildings to a Mosaic Quarter l anchor buildings back to Mosaic Quarter Development. The

## DEVELOPMENT OF COMMERCIAL ELEMENTS

Development has an option to purchase the land on which of Phase III. Under the master ground lease, Mosaic Quarter while three hotels will commence operations with the opening Phase I and up to 10 restaurants will be unveiled with Phase II, property to develop up to 14 restaurants and three hotels. Development will sub-ground lease other portions of the not part of our partnership with Pima County, Mosaic Quarter Performed in lockstep with Phase I, Phase II and Phase III, but obtained to determine the amount be paid to Pima County. Independent appraisals for each commercial parcel will be these parcels will be based on the then-current market value. our restaurants and hotels are built. The purchase price for To round out Mosaic Quarter, four restaurants will open with

of the lease structure. Here, we start with anchor building bottom), the opposite is true for the economics and function top-down view (ownership at the top and operations at the LEASE ECONOMICS

While the MQ Lease Stack is best understood looking from a operations and move upwards to ownership.

through obligation where net cash flow generated by MQ In essence, each lease within the MQ Lease Stack is a pass remaining net cash flows on a 55% and 45% basis, respectively. that Pima County and Mosaic Quarter Development split obligations have been satisfied, the lease structure ensures debt service, property taxes and ground rent. After all formal lease payment mechanism. These payments are used to cover Iceplex and MQ Field House are passed upwards through the

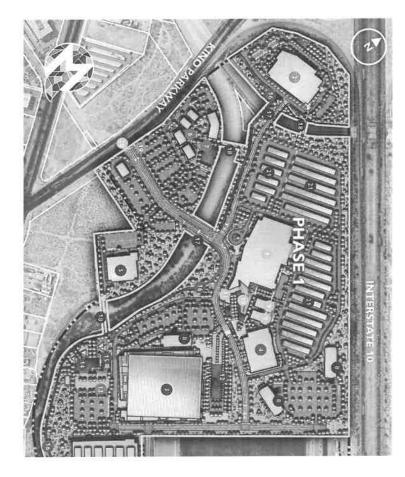
every month. The payments are aggregated for three months until Pima County has a rent obligation under the Phase I ease. net cash flow is paid as rent to Pima County. Payments occur Monthly Sublease Rent. Under the Phase I sublease, all Phase I

rent payment under the Phase I lease. Rent collected, and property taxes and ground rent. Of the remaining balance the rent collected under the Phase I sublease to make its own Quarterly Lease Rent. On a quarterly basis, Pima County uses the remaining 45% to MQD Phase I as cash flow rent. (the Phase I net cash flow), Pima County keeps 55% and pays retained by Pima County from collected Phase I sublease rent Mosaic Quarter Development and MQD Phase I, applicable payable, by Pima County is equal to the debt service owed by

service payments. From the remaining balance, ground rent Semiannual Sub-Ground Lease Rent Every six months, MQD and cash flow rent are paid to Mosaic Quarter. Phase I takes rent collected from Pima County to make debi

and retains any remaining Phase I net cash flow. Ground rent ground rent to Pima County under the master ground lease Quarter's debt service, Mosaic Quarter Development remits payments are made twice annually. Annual Master Ground Lease Rent. After satisfaction of Mosaic

## MOSAIC QUARTER PHASE I

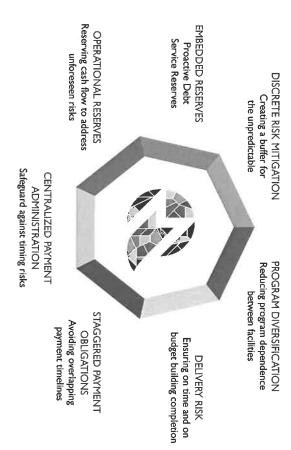


# MANAGEMENT



## RISK MANAGEMENT

With any real estate development, protection against financial risk is paramount. This is especially true within a public-private partnership setting where risks to a municipal partner require over attention. While the penultimate financial risk is debt service failure, there exist underlying aspects of a development's structure and business operations that can prematurely and negatively influence financial performance. To ensure it remains financially sound, Mosaic Quarter employs a multifaceted set of financial risk mitigation strategies. These involve conscious choices and specific tools that work to mitigate both isolated and systemic risk.



## PROGRAM DIVERSIFICATION

In a multi-facility development such as Mosaic Quarter, linking programming between buildings in a supportive manner serves an important role with positive financial and operational outcomes. Extreme facility linkage, where one building is dependent on another for its programming and financial existence, however, has an opposite effect. Without independent, core programming per building, a development independent, core programming per building, a development self-creates systemic financial risk by artificially creating excess capacity that cannot be met. Mosaic Quarter's operational design avoids under intra-building reliance. In the case of Phase I, MQ Iceplex and MQ Field House offer distinctly different core programs, Linkage between these buildings only occurs in an event-based supportive manner to enhance the site-wide business plan.

MQ Iceplex's core function is to offer a diverse array of ice sports activities. The central mission of the MQ Field House is to make available indoor sports, fitness and recreational activities, regardless of the playing surface. In each case, the

facilities' core programming is independent and financially sustainable without reliance on the other. This leads to balanced revenue generation per building and, therefore, reliable contribution towards Mosaic Quarter's required debt service payments.

Where building linkage does occur, it does so in a manner that affords MQ Field House with supplemental business opportunities. With the availability of rentable flooring systems to temporarily cover MQ Iceplex rink surfaces, the MQ Field House is able, when desired and needed, to expand its tournament footprint. For example, adding multiple basketball, volleyball or pickleball courts to attract larger, more prestigious tournaments. This type of building linkage generates additional revenue and adds to MQ Field House's economic development impact while simultaneously supporting MQ Iceplex by monetzing otherwise unused and available ice surface time.

#### **DELIVERY RISK**

The initial risks facing any development project are those of timing and on-budget completion of facilities. Delayed completion translates to postponed revenue in the face of a firm debt service schedule, Exceeding an approved construction budget, routinely by change order, erodes revenue through additional financial burdens. Together, these factors add riska associated with long-term viability, Mosaic Quarter solves these issues by using an innovative completion guaranty structure with its design builder.

Our completion guaranty differs from other routine examples where change order risk persists due to, for example, labor and materials market conditions. Under Mosaic Quarter's firm pricing version, no change orders are permitted unless Mosaic Quarter itself opts to step outside the scope of the plans and specifications on which the guaranteed price was set. This, in combination with our design builder's robust balance sheet and ability to absorb contract/cost differentials, ensures budget stability.

While timely completion is a material issue for a speculative development, it is paramount for Mosaic Quarter due to its already committed user base. Our facility partners are reliant on a prescribed activity schedule tied to facility completion that absolves them of financial responsibility until construction completion. To remedy this risk, Mosaic Quarter's completion guaranty likewise features a timing guaranty: should MQ (ceplex or MQ Field House completion be delayed, associated losses of revenue are reimbursed to satisfy Mosaic Quarter's debt repayment obligations. Again, the economic strength of our design build partner provides stability where routinely there exists financial chaos.

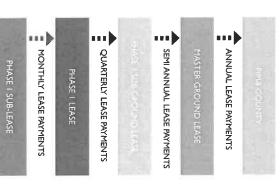
## STAGGERED PAYMENT OBLIGATIONS

In a multi-facility development, each building's internal cash flows are subject to unique variances based on core programming and business models. Specific to Mosaic Quarter, two levels of lease payments must be satisfied from operational cash flows to ultimately fund Mosaic Quarter's debt service. The combination of unavoidable cash flow gaps with simultaneous lease obligations poses an embedded risk to keeping debt service payments current.

To reduce the opportunity for timing risks to develop, Mosaic Quarter employs a staggered payment mechanism between each level of MQ (ceplex and MQ field House lease structure.

Under this system, rent generated from facility operations is paid monthly to Pima Country using 100% of MQ Iceplex and MQ Field House cash flows. Quarterly rent is paid by Pima County to Mosaic Quarter using the combined monthly rental streams received from MQ Iceplex and MQ Field House operations. Mosaic Quarter makes semilannual payments on its debt using combined quarterly rent payments from Pima Country. The timing between mandatory rent payments creates a buffer that substantially reduces overall debt service risk at any level of Mosaic Quarter's lease structure.

## PHASE I STAGGERED PAYMENT STRUCTURE



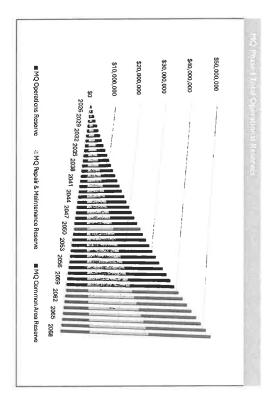
## CENTRALIZED PAYMENT ADMINISTRATION

Due to Mosaic Quarter's multilevel lease structure, payments to scheduled debt payments or that require swift utilization of frequent monitoring with the ability to address financial and operational issues that could otherwise cause an interruption are identified and reported on a timing basis that precedes trustee, any insufficient cash flows within the lease structure managed and tracked. With detailed monthly reporting by the with the trustee, all payments required under any portion of the Mosaic Quarter lease and debt structure are efficiently payment, reconciliation and reporting administrative functions service payments. Based on the isolation of all collection, transfer, reconcile and report all required lease and debt Quarter, Pima County and our financing partner to document payments, the trustee manages accounts on behalf of Mosaic multiple individuals to manage each level of lease and debt Mosaic Quarter payment streams, Instead of relying on operations are delivered to a single trustee to manage all All net cash flow from MQ Iceplex and MQ Field House Quarter uses a single payment administration methodology lease payment and debt service administration, Mosaic flow streams poses an administrative timing risk. To streamline required of multiple parties emanating from the same cash required payments of debt service. This enables proactive and

accumulated reserves.

### OPERATIONAL RESERVES

As detailed in the Financial Impact portion of the Community Impact section of this Development and Operations. Plan, Mosaic Quarter will maintain several significant reserves related to business and facility operations. The Operations Reserve addresses additional costs beyond Embedded Costs to programming and services. The Repair and Maintenance Reserve addresses expenses reasonably expected to occur over time when MQ Iceplex, MQ Field House or MQ Central Utility Plant repair and maintenance costs are not covered by insurance or warranty, The Common Area Reserve overs costs associated with the upkeep and maintenance of Mosaic Quarter site-related features. In each case (operations, repair and maintenance, common area), without established reserves, any surprise cost has the ability to cannibalize cash flow otherwise required for debt service.



### **EMBEDDED RESERVES**

While Mosaic Quarter's operational reserves prove robust, they only address excess operational expenses that could erode available cash flow otherwise needed for debt service. To the excent that MQ Iceplex and/or MQ Field House suffer unexpected declines in revenue, additional reserves are required to mitigate the possibility that current cash flows (regardless of the staggered payment system employed between the Mosaic Quarter leases) are insufficient to satisfy debt service obligations.

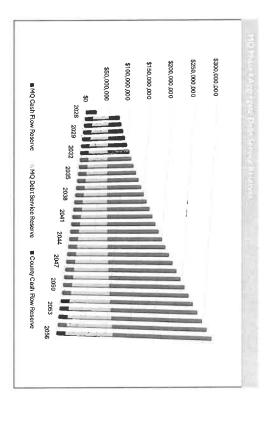
To proactively solve for this possible dilemma, Mosaic Quarter is reserving all of its allocated cash flow for 2026 and 2027 as a cash flow-based debt service reserve. Totaling over \$19.6 million, this reserve stands as the first line of defense to timely debt service payments.

In addition, Mosaic Quarter is required to consistently maintain a liquid reserve equal to 3X its next debt service payment. The initial value deposited by Mosaic Quarter to satisfy this obligation is \$36.7 million. During the 30-year repayment period of Mosaic Quarter's financing, our liquid reserve grows to approximately \$100 million.

What if Mosaic Quarter's cash flow reserve and liquid debt service reserve prove insufficient to mitigate a revenue loss that compromises its ability to satisfy debt service obligations from operations cash flow? To address this exacerbated financial predicament, under the terms of our agreements with Pima County, 100% of Pima County's cash flow distributions from Mosaic Quarter are being reserved to address debt service deficiencies if the Mosaic Quarter reserves are exhausted. Pima County's cash flow

reserve, totaling over \$199 million, sits as an additional defense against any combination of MQ Iceplex and/or MQ Field House cash flow reduction that would otherwise cause a payment default under Mosaic Quarter's financing. The Pima County cash flow reserve is strictly composed of prior cash flow allocations to Pima County from Mosaic Quarter. It is not, and does not represent appropriated funds from Pima County's general account.

Mosaic Quarter's cash flow reserve and liquid debt service reserve in combination with Pima County's cash flow reserve provides a total of \$318.97 million in debt service reserves.



## DISCRETE RISK MITIGATION

Staggered payment timing mechanisms, operational reserves and embedded debt service reserves guard against standard reductions in operational cash flow otherwise allocable to debt service obligations. There potentially remain, however, discrete risks applicable to MQ Iceplex and MQ Field House financial performance. For example, pandemic-type operational limitations and shutdowns, economic downturns widely affecting personal spending or material weather-induced business interruptions. These types of events have the potential to create substantive cash flow interruptions and are possibly outside the coverage of currently available business insurance policies. To protect against these unpredictable events, a core financial disruption solution is required.

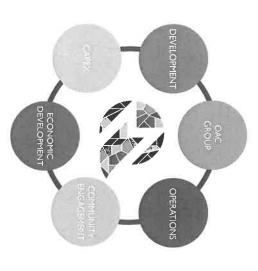
Because of its experience within the structured finance market, Mosaic Quarter management has expertise with various forms of structured contracts designed to mitigate complex and discrete risks that can dely conventional financial performance defenses. Like catastrophe bonds, parametric contracts are customized "insurance" products to protect against specific financial liabilities generated from customized risk profiles. Parametric contracts address a specific period of debt service upon the occurrence of a chosen covered event. This type of debt service "insurance" is obtained periodically as annual assessments of potential operational threats identify potential then-current vulnerabilities in the satisfaction of near-term debt service obligations. With the use of parametric contracts to address future and presently unknown discrete financial risks, Mosaic Quarter retains a protective tool to further bolster its ability to meet financial obligations.

# TRANSPARENCY



## MOSAIC QUARTER TRANSPARENCY

To achieve our shared goals with Pima County for Mosaic Quarter, we have established a transparent partnership that will guide the governance and coordination of Mosaic Quarter. We accomplish this through committees that include representatives from Mosaic Quarter, Pima County, City of Tucson, quasi-government, and local institutions and organizations. Our aim is to drive stakeholder access to information with the ability to provide substantive input for the benefit of Mosaic Quarter, its surrounding communities and the entire Southern Arizona region.



## DEVELOPMENT COMMITTEE

The Development Committee will focus on the coordination and execution of Mosaic Quarter's development and construction plan for all amenities set forth in the project's site plan. The committee is comprised of representatives from Mosaic Quarter Development and Kino Stadium District, along with the office manager for Pima County Project Management and the Pima County Deputy Administrator for Public Works. Additional stakeholders may be added to the committee by Mosaic Quarter Development. The committee will conclude work and dishand following the completion of Mosaic Quarter Phase III.

#### OAC GROUP

The Owner Architect Contractor Group, (OAC Group) is comprised of management from Mosaic Quarter Development. Edge Sports Group and the Kino Stadium Director and will meet monthly beginning with the start of MQ Iceplex and MQ Field House construction. The committee serves as a liaison between the OAC Group and its design builder, Hensel Phelpa, and the Development Committee. The OAC Group provides the Development Committee with an efficient method of accessing OAC meetings and gathering additional and specific construction-related information for

the Development Committee's review. Additional stakeholders from Pima County's Project Management division may be added to the committee at Pima County's discretion throughout the construction process.

## OPERATIONS COMMITTEE

The Operations Committee will review the logistics, scheduling event management and facility performance of Mosaic Quarter in conjunction with the adjacent Kino South Complex. The committee will begin its meetings at the commencement of MQ leplex and MQ Field House construction to review the facilities' operations and scheduling plan. As construction starts on MQ Sportsplex, MQ Stadium and MQ Parking, the committee will conduct initial facility-specific meetings to perform the same initial analysis for MQ Phase III. The committee will be comprised of Mosaic Quarter and Kino South Complex management as well as anchor programming representatives from each Mosaic Quarter facility.

As each building opens, the committee will meet quarterly to review—and provide input on—each facility's operating plan and forthcoming event management schedules, in addition to management plan reviews, the committee will assess the

preceding quarterly calendar's facility management schedules and event coordination. Committee members will examine scheduling gaps, willization rates and review the performance of Mosaic Quarter's support amenities. Likewise, the committee will review facility use-related reports provided by Mosaic Quarter Development in combination with building-specific financial reports to identify areas of fiscal concern (for example, revenue, cash flow, maintenance, etc.) to ensure that efficient identification and remedial action is taken by Mosaic Quarter's management team and partners.

To assure coordination between Mosaic Quarter and Kino South Complex event management functions, the committee will provide guidance to both groups. Expanding beyond a logistics review, the committee's advice will focus on coordination efforts, seamless simultaneous event hosting as well as resident and tourist experiences.

During each meeting, Mosaic Quarter and Kino South Complex management will provide the upcoming calendar's quarterly event schedules. The goal of this review is to identify logistical challenges resulting from simultaneous large-scale events and to make proposed adjustments where indicated to accommodate daily and special event guests.

From a long-term planning perspective, the committee will review the succeeding six months of event scheduling at both Mosaic Quarter and Kino South Complex. This review will focus on advance discussions regarding open schedule blocks to provide preventative monitoring and assessment of any perceived systemic management or event-related issues.

Finally, on an annual basis, the committee will receive a report from Mosaic Quarter and Kino South Complex detailing

use and performance metrics, financial and otherwise, and associated anchor programming by local users. The annual report will also include a preliminary list of event terminations, replacements and any already identified empty schedule blocks.

## CAPEX COMMITTEE The Capex Committee will oversee and review the long-

rerm capital planning needs of Mosair Quarrer's athletic facilities. The committee will be comprised of Mosaic Quarter management and representatives from Pima County's Project Management Office. The committee's function is to assess and review the planning and execution of significant system replacement and other Mosaic Quarter capital expenditure initiatives. The committee's goal will be to ensure the maintenance of Mosaic Quarter in a manner that promotes a seamless transition of the project's athletic facilities to Pima County at the conclusion of the master ground lease.

As a part of its work, the committee will receive a facilities condition assessment report from Mosalc Quarter's consultants that will be updated on a periodic basis. We refer to these plans as "Capex Plans." Within each customary five-year update, the Capex Plan will consider maintenance schedules, equipment failure and repair and providing anticipated capital system replacement financial projections.

The committee will meet on a semiannual basis with its first meeting occurring following the completion of MQ Iceplex and MQ Field House. As Mosaic Quarter completes MQ Sportsplex, MQ Stadium and MQ Farking, each facility will be added to the Capex Plan for continual review.



## ECONOMIC DEVELOPMENT COMMITTEE

divisions. In addition, Mosaic Quarter will coordinate the involvement of local organizations integral to widespread economic management, representative from Pima County's Project Management, Economic Development and Attractions and Tourism contributing to local and regional economic development activity. The committee will be comprised of Mosaic Quarter The Economic Development Committee will review, assess and make recommendations regarding Mosaic Quarter events tevelopment, including:



engagement metrics as well as general tournament, hotel occupancy, tournament participant, retail and dining data generated by Mosaic Quarter. Mosaic Quarter will combine site-based data with that solicited from Visit Tucson, public economic development Quarter on the local and regional economy. With these combined data sources, the committee will maintain a consistent understanding of the aggregate impact of Mosaic divisions and chambers of commerce to provide a comprehensive assessment of Mosaic Quarter's overall community impact oversight, the committee will review information and data compiled by the Operations Committee to examine facility and site The committee will meet on a quarterly basis following the completion of MQ Iceplex and MQ Field House. As a part of its

## COMMUNITY ENGAGEMENT COMMITTEE

The Community Engagement Committee will facilitate and evaluate Mosaic Quarter's impact on its surrounding communities through its community-oriented activities and engagement. The committee's oversight will extend to a review of specialized communities for whom the Mosaic Foundation will assist. programming established within Mosaic Quarter's athletic facilities and guidance regarding programming outreach to underserved

the past calendar quarter's community outreach activities and its own perception of those engagements. Representatives of the communities with whom Mosaic Quarter engaged will be invited to attend the meeting and provide their own impressions and refine, expand and modify its community outreach initiatives to ensure it is reasonably meeting the adjacent communities needs engagement and initiatives with whom Mosaic Quarter should consider. Based on community assessments, Mosaic Quarter will feedback of Mosaic Quarter's engagement. In addition, community representatives will be asked for their suggestions for further With respect to nearby residential communities, at each committee meeting Mosaic Quarter will provide a report consisting of with follow-on feedback and assessment from community representatives.





TUCSON UNIFIED



NEIGHBORHOOD ASSOCIATIONS

## COMMITTEE PERFORMANCE REVIEWS

mechanism for review and oversight, direct engagement Mosaic Quarter's development and operation. method for identifying addressing and employing lapses within between Mosaic Quarter and Pima County and a proactive This partnership committee structure provides a natural

is identified, Mosaic Quarter will create a remediation plan appropriate committee at its next regularly scheduled meeting to address the deficiency within 90 days from when the issue To the extent that a deficiency associated with performance and will be subject to review and discussion by the committee was identified. The remediation plan will be presented to the

matter is resolved. continue to work with the appropriate committee until the the final remediation plan is established, Mosaic Quarter will committee within 30 days following this review meeting. Once A final remediation plan will be delivered to the specific

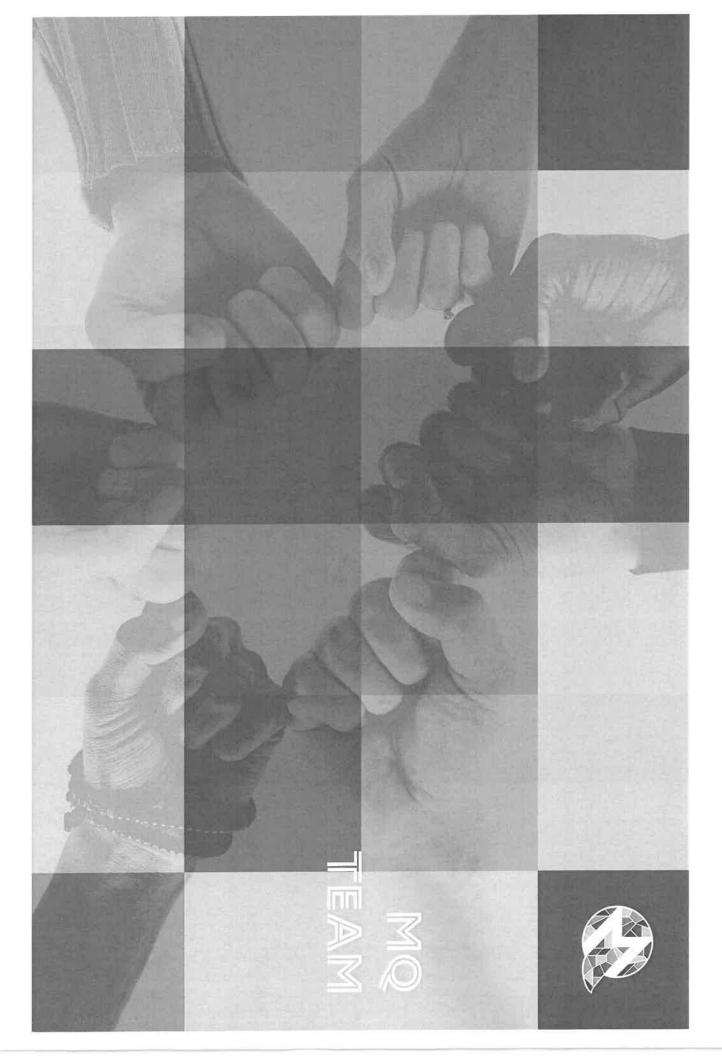
along with a discussion and analysis of past and projected performance as determined by Mosaic Quarter Development. Quarter's performance within each of these categories In addition, the report will include a projection of Mosaic remedial plan and the results obtained will also be included. A summary of any performance deficiencies, the adopted performance, including the results of any committee reviews. financial, economic development and community engagement an annual report (calendar year) summarizing the operational Beginning in 2027, Mosaic Quarter Development will prepare

and social media platforms. make the annual report available to the public via its website to the Board of Supervisors, Mosaic Quarter will likewise annual report to the Pima County Administrator for delivery governance committee, Mosaic Quarter will also provide the calendar quarter. With the delivery of the final report to each committee with a final report issued by the end of the second The annual report will be reviewed by each governance



157

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Frank Knott
Chief Executive Officer
Mosaic Quarter Development



Lindsay Welch
Managing Directior
Mosaic Quarter Development





Mosaic Quarter Development Narvel Weese Chief Financial Officer



Jesse Aff
Office Engineer
Hensel Phelps



Brian Amarel
Operations Manager
Hensel Phelps





Caliber Group Mandy Betz Account Coordinator



Jason Ebe Legal Counsel Snell & Wilmer



Mary Davis
Account Director
Caliber Group



Chris Collins
Vice President, Director of
Business Development Edge Sports Group

Nathan Cassler Project Engineer Hensel Phelps





Edge Sports Group President **Brian DeVellis** 





Jason Findley
Associate Creative Director
Caliber Group



Steve Grauer
Regional Vice President
Hensel Phelps

Brian Boland Vice President BWE

Daniel Bradshaw
Landscape Architect
The Planning Center



Facilities Edge Sports Group Vice President, Director of **Chris Hartly** 



Development Ameresco South Region-Manager, Business Leonard Byrd

Andrew Brown
Project Superintendent
Hensel Phelps



Andrew Honeyman
Business Development
Manager/Sr. Mechanical Engineer
CMTA



Project Development Director Hensel Phelps **Anthony Jeffers** 



Principal Engineer Ninyo & Moore Merek Kasztalski



Derek Kleckhafer
Field House Project Lead
JLG Architects



Kurt Kinderman Managing Principal MBJ



Legal Counsel
Snell & Wilmer



Kittelson & Associates Felipe Ladrón de Guevara Associate Engineer



Sean Leintz Iceplex Project Lead JLG Architects



Min.

John Meyen Senior Estimator Hensel Phelps

Rob McCall Senior Estimator Hensel Phelps



Bill Sanders
Project Superintendent
Hensel Phelps







Fred Narcaroti
Principal, Tucson Office Manager
Ninyo & Moore





Kent Norcross
Business Unit Leader,
Land Development
Dibble



Paul Penney
Managing Director
CTL Capital



Paul Rastelli Senior Analyst BWE



Michael Robinson Legal Counsel Goulston & Storrs



Executive Vice President BVVE Steve Shaw



Marc Schultz
Legal Counsel
Snell & Wilmer



Julia Staten
Operations Manager
Hensel Phelps

Adam Meyerring Senior Planner JLG Architects

Linda Morales
CEO
The Planning Center



Kerry Stratford
President
Caliber Group



Paul Tummonds Legal Counsel Goulston & Storrs



Brian M. Vladyka General Superintendent Hensel Phelps





Greg Vega Vice President Dibble

Jessie Way
Marketing Manager
BWE

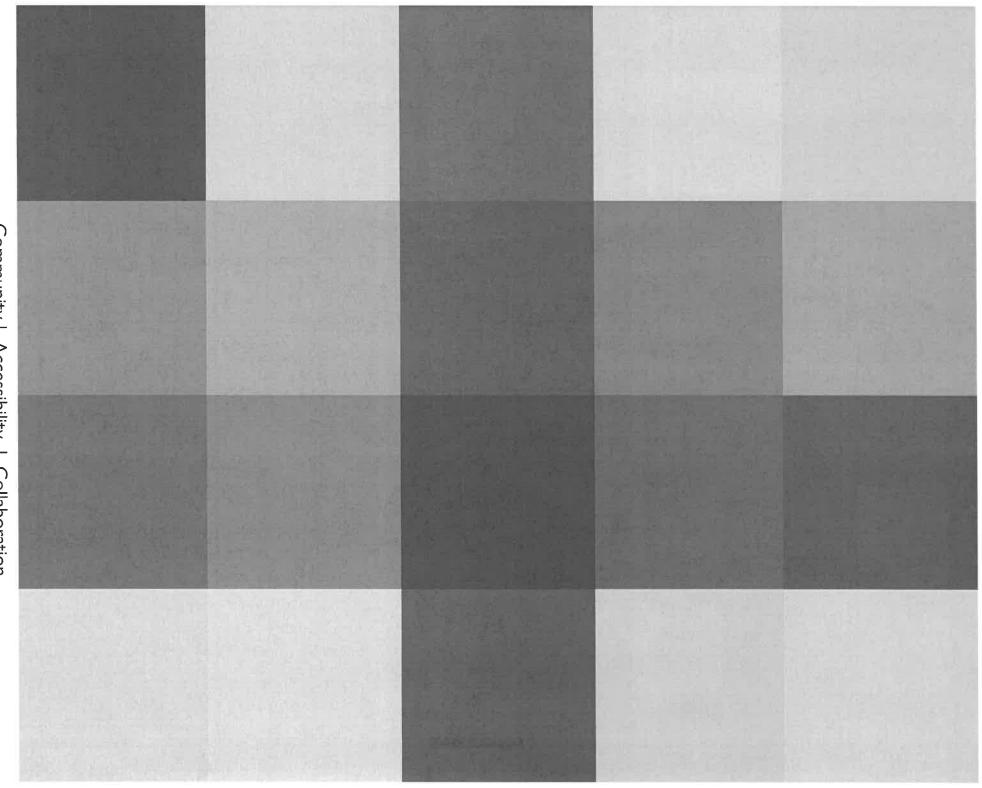


Nicole Washburn
Principal Director Operations
JLG Architects

Ted Wright
Senior Project Designer
JLG Architects



Thomas Zarrilli
Managing Director
CTL Capital



Community | Accessibility | Collaboration

#### **EXHIBIT G**

## BUSINESS PLAN – DEVELOPMENT PHASE II

TO BE ATTACHED PURSUANT TO TERMS OF THE DEVELOPMENT AGREEMENT

#### EXHIBIT H

## BUSINESS PLAN – DEVELOPMENT PHASE III

TO BE ATTACHED PURSUANT TO TERMS OF THE DEVELOPMENT AGREEMENT

#### EXHIBIT I

## GROUND LEASE

Mosaic Quarter Development Master Ground Lease #CTN-RPS-24-0136 between Pima County and Mosaic Quarter Development LLC as approved or subsequently amended.

#### **EXHIBIT J**

# MEMORANDUM OF DEVELOPMENT AGREEMENT

TO BE ATTACHED FOLLOWING EXECUTION AND RECORDING

#### EXHIBIT K

TERMINATION OF MEMORANDUM OF DEVELOPMENT AGREEMENT

TO BE ATTACHED FOLLOWING EXECUTION AND RECORDING

#### **EXHIBIT L**

# FORM OF APPROVED MASTER PROJECT SCHEDULE LETTER

Acknowledged:  MOSAIC QUARTER DEVELOPMENT LLC	By: Name: Title:	[EXECUTING PARTY]	Pursuant to that certain Amended and Restated Master Developer Partnership and Development Agreement dated July 16, 2024 between Mosaic Quarter Development LLC and Pima County, Arizona (the "Development Agreement"), this letter serves as confirmation of the receipt and approval by of the Approved Master Project Schedule required under the Development Agreement, a copy of which attached to this letter as Exhibit A.	Dear Mr. Knott:	Re: Approved Master Project Schedule	Mosaic Quarter Development LLC Francis J. Knott, Jr., Chief Executive Officer 1860 East River Rd, Suite 325-003 Tucson, Arizona 85718	
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### **EXHIBIT M**

# FORM OF APPROVED PLANS AND SPECIFICATIONS LETTER

, 20\_\_

Acknowledged:  MOSAIC QUARTER DEVELOPMENT LLC  By: Francis J. Knott, Jr. Chief Executive Officer	By: Name: Title:	[EXECUTING PARTY]	Pursuant to that certain Amended and Restated Master Developer Partnership and Development Agreement dated July 16, 2024 between Mosaic Quarter Development LLC and Pima County, Arizona (the "Development Agreement"), this letter serves as confirmation of the receipt and approval by of the Approved Plans and Specifications required under the Development Agreement, a copy of which attached to this letter as Exhibit A.	Dear Mr. Knott:	Re: Approved Plans and Specifications	Mosaic Quarter Development LLC Francis J. Knott, Jr., Chief Executive Officer 1860 East River Rd, Suite 325-003 Tucson, Arizona 85718
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#### **EXHIBIT N**

## FORM OF TOTAL PROJECT COSTS LETTER

, 20\_\_

#### **ЕХНІВІТ** О

## FORM OF TOTAL PROJECT BUDGET LETTER

By: Francis J. Knott, Jr. Chief Executive Officer	MOSAIC QUARTER DEVELOPMENT LLC	By: Name: Title:	[EXECUTING PARTY]	Pursuant to that certain Amended and Restated Master Developer Partnership and Development Agreement dated July 16, 2024 between Mosaic Quarter Development LLC and Pima County, Arizona (the " <u>Development Agreement</u> "), this letter serves as confirmation of the receipt and approval by of the Total Project Budget required under the Development Agreement, a copy of which attached to this letter as <u>Exhibit A</u> .	Dear Mr. Knott:	Re: Total Project Budget	Mosaic Quarter Development LLC Francis J. Knott, Jr., Chief Executive Officer 1860 East River Rd, Suite 325-003 Tucson, Arizona 85718
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#### **EXHIBIT P**

## FORM OF NOTICE TO PROCEED

Re: Notice to Proceed

Dear Mr. Amarel:

You are hereby given the Notice to Proceed as required pursuant to that certain Design Build Agreement by and between Hensel Phelps Construction Co. and Mosaic Quarter Development LLC, dated as of (the "Design Build Contract") provided that you have obtained all insurance required by the Design Build Contract and delivered to the Developer a Certificate of Insurance verifying such insurance requirements and the proper and the property and commencing any work on the property. correct Notice of Commencement has been filed with the appropriate governmental authorities before entering onto

MOSAIC QUARTER DEVELOPMENT LLC

#### **EXHIBIT Q**

# FORM OF GOVERNMENT APPROVALS SCHEDULE LETTER

Mosaic Quarter Development LLC Francis J. Knott, Jr., Chief Executive Officer 1860 East River Rd, Suite 325-003 Tucson, Arizona 85718
Re: Government Approvals Schedule  Dear Mr. Knott:  Dear Mr. Knott:  Dear Mr. Knott:  Pursuant to that certain Amended and Restated Master Developer Partnership and Development Agreement dated July 16, 2024 between Mosaic Quarter Development LLC and Pima County, Arizona (the "Development Agreement"), this letter serves as confirmation of the receipt and approval by  Government Approvals Schedule required under the Development Agreement, a copy of which attached to this letter as Exhibit A.  [EXECUTING PARTY]  By:  Name:  Name:  Title:  Title:  Title:
Re: Government Approvals Schedule  Dear Mr. Knott:  Dear Mr. Knott:  Pursuant to that certain Amended and Restated Master Developer Partnership and Development Agreement dated July 16, 2024 between Mosaic Quarter Development LLC and Pima County, Arizona (the "Development Agreement"), this letter serves as confirmation of the receipt and approval by
Re: Government Approvals Schedule  Dear Mr. Knott:

#### **EXHIBIT R**

# FORM OF PROJECT PROGRAM APPROVAL LETTER

, 20\_\_

By:	Acknowledged:  MOSAIC QUARTER DEVELOPMENT LLC	By: Name: Title:	[EXECUTING PARTY]	Pursuant to that certain Amended and Restated Master Developer Partnership and Development Agreement dated July 16, 2024 between Mosaic Quarter Development LLC and Pima County, Arizona (the "Development Agreement"), this letter serves as confirmation of the receipt and approval by of the Project Program required under the Development Agreement, a copy of which attached to this letter as Exhibit A.	Dear Mr. Knott:	Re: Project Program Approval	Francis J. Knott, Jr., Chief Executive Officer 1860 East River Rd, Suite 325-003 Tucson, Arizona 85718
Knott, Jr.	d: ARTER DEVELOPMENT LLC	By:Name:	[EXECUTING PARTY]	t certain Amended and Restated Master Developer Partnership and Development Agreement of between Mosaic Quarter Development LLC and Pima County, Arizona (the "Development this letter serves as confirmation of the receipt and approval by of this letter as Exhibiting and the Development Agreement, a copy of which attached to this letter as Exhibiting and Development Agreement, a copy of which attached to this letter as Exhibiting and Development Agreement, a copy of which attached to this letter as Exhibiting and Development Agreement.	t:	t Program Approval	r, 51., Circl Exceptive Carrow or Rd, Suite 325-003 na 85718

#### **EXHIBIT S**

# FORM OF PROJECT SUMMARY APPROVAL LETTER

\_, 20\_\_\_

By: Francis J. Knott, Jr. Chief Executive Officer	Acknowledged:  MOSAIC QUARTER DEVELOPMENT LLC	By: Name: Title:	[EXECUTING PARTY]	Pursuant to that certain Amended and Restated Master Developer Partnership and Development Agreement dated July 16, 2024 between Mosaic Quarter Development LLC and Pima County, Arizona (the " <u>Development Agreement</u> "), this letter serves as confirmation of the receipt and approval by of the Project Summary required under the Development Agreement, a copy of which attached to this letter as <u>Exhibit A</u> .	Dear Mr. Knott:	Re: Project Summary Approval	Mosaic Quarter Development LLC Francis J. Knott, Jr., Chief Executive Officer 1860 East River Rd, Suite 325-003 Tucson, Arizona 85718
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