Management of Camp Sewataro

by Marcus Lewis Enterprises Inc.

Dba Marcus Lewis Day Camp

54 Woods Lane
Lancaster, MA 01523
978-534-2366

Summer Camp/Property Management Proposal

August 2019

Table of Contents

STATEMENT OF UNDERSTANDING OF SEWATARO PROPERTY MANAGEMENT REQUEST FOR PROPOSAL (RFP).....2

ADDRESSING THE SCOPE OF SERVICES.....2-6

TECHNICAL PROPOSAL - MINIMUM CRITERIA.....7-19

- **Exhibit B**.....10-19
- **Exhibits C and D**.....20
- **W-9**.....21
- **Exhibit A**.....22-26
- **Exhibit F**.....-27

TECHNICAL PROPOSAL - COMPARATIVE EVALUATION CRITERIA AND STANDARDS.....28-32

RESUMES.....32-41

Statement of Understanding of Sewataro Property Management Request for Proposal (RFP)

The town of Sudbury is seeking a qualified party to enter into a lease agreement with the town for the purpose of taking over the operation of the Camp Sewataro property located at 1 Liberty Ledge in Sudbury. This lease agreement would be for a period of three years with the town being given sole discretion to extend the agreement for two additional five-year terms.

The goals of the RFP include:

1. Locating a qualified vendor to successfully manage all aspects of the current summer camp as well as care for the property year-round.
2. Generating revenue for the town from the lease of the property.
3. Create some level of access to the property for the general public.
4. Providing scholarship assistance to a minimum of 10 campers annually.

It is understood that the facilities will need to be accepted in "as is" condition and maintained throughout the duration of the contract.

Marcus Lewis Enterprises Inc. dba Marcus Lewis Day Camp (MLDC) is aware of the necessary permits that need to be acquired from the Department of Health, Building Inspector, Fire Department, etc.

It is also understood that there are various insurance requirements that must be met. The MLDC utilizes the same liability insurance agency (Fessenden & Sykes) as the current operators. The agent knows precisely what is required to insure the camp operation.

We are very conscious of the emphasis the RFP has made on public access. The MLDC has navigated this exact same terrain with the town of Westford in establishing our camp on publicly accessed conservation land.

Our program has always offered scholarship assistance to qualified families and would gladly add a scholarship component to the Sewataro registration process.

Addressing the Scope of Services

Camp Sewataro currently offers summer camp programming to 600 school aged campers a week. The Camp takes place on the grounds at 1 Liberty Ledge in Sudbury, Massachusetts. The Contractor will be responsible for all aspects of camp operations and buildings and grounds, including without limitation, registering participants, handling monies, and all general operations of the camp's programs, including personnel. The Contractor must be willing to work in a large space that is multi-faceted and return that space to its current condition at the end of the contract term, less any improvements. The Contractor must be willing to include in its proposal public access to the facility during non-camp hours and during camp hours as described in the proposal.

Proposer should identify which buildings it plans to use as part of proposal, and whether un-used building could be used for Town purposes.

- At 600 campers per week, this makes Sewataro one of the largest summer camp providers in the area. Although the MLDC has a maximum of 200 campers per week, scaling up and managing a larger number would not increase the difficulty. Once you have established systems in place, then it is a matter of replication, coordination and always maintaining proper staff to camper ratios.
- All elements of registration, camp operations and staff management are very similar in nature to our program with the exception of our curriculums. The MLDC offers what is called a "choice" curriculum which is substantially more complex than the standard camp model that Sewataro uses. Having said that, the choice model would not work at Sewataro and therefore the plan would be to completely replicate what Sewataro does now. This includes rehiring the current staff, following the same procedures and continuing with the same successful formula.
- The MLDC has an exceptional amount of experience working with communities and municipalities to balance the requirements of private enterprise with the needs of residents. This will be addressed in great detail later in the proposal.
- To answer the question regarding which buildings would be used for camp purposes, we would initially expect to utilize all of the buildings and facilities with the exception of two of the three rental properties that are on the site. If, at a later time it is determined that certain buildings and facilities we initially require are not necessary for the successful operation of the program, then the MLDC will inform the town so that any unused facilities can be repurposed for the town's interests. Our expectation is that any buildings or facilities that we do not use and that the town chooses to use would be facilities that the MLDC would not be responsible to maintain or insure.

Program Overview: Summer day camp runs from the end of June through the end of August weekly. Other camp proposals, including for school vacations, etc. will be considered as well.

- This time frame is consistent with a typical summer camp schedule and will be easily accommodated by the MLDC. As far as additional programming, this is possibly something that would be considered at a later point in time, but at the outset, all energies will be focused on operating a successful camp program, maintaining the property and providing successful public access to the site.

Maintenance: The Contractor will accept all property and facilities "as is" in their presently existing conditions and will strive to return these spaces to the conditions they are found in. If the Contractor determines the buildings require any maintenance or upgrades, including for ADA accessibility, those repairs or improvements will be made at the direction of the Town and paid for by the Contractor.

- This is by far the most concerning aspect of the RFP. The MLDC was the only organization to inquire about this when submitting questions. We also spent significant time during the bidder's conference speaking with the fire chief and the building

inspector about the facilities. On a positive note, they both agreed that the site was pristine as far as fulfilling the requirements for a private summer camp operation. On the other hand, we asked them about what would need to be updated or changed to make the site suitable for the public including ADA compliance. Both of them seemed to pause and then said that they would need to think about it because they had never looked at the property with that in mind. It was clear that they both felt such changes could require substantial upgrades. Based on their responses, the MLDC will agree to accept the facilities "as is" and will agree to maintain the facilities and return them to the condition they are currently in. This includes covering the costs of any upgrades or repairs consistent with the operation of the current summer camp program and consistent with the current standards of maintaining the property.

The MLDC will agree to potential upgrades or ADA compliance updates that would be required as a result of allowing the public limited access to the property based on the MLDC's proposed access plan. This consideration would necessitate the close involvement of town inspectors so as to accurately gauge the requirements and costs involved. A public access plan is discussed in greater detail later in this proposal.

Equipment: The Town will supply camp equipment that is being gifted by owner. An inventory of the equipment as it exists today will be included as an Appendix to this document. Equipment will be inventoried and accounted for at the end of each camp season. At the discretion of the Town, some of this equipment may be made available to residents during non-camp hours. The Contractor may supply any other equipment it deems necessary. That equipment will remain the property of the contractor, and the Town is not responsible for any damage to that equipment.

- The MLDC understands that the equipment is property of the town's and that some of it may be utilized by the residents. It will require good communication on both ends to ensure that there is clarification on equipment usage.

Camp Licensing: The Contractor must obtain and show proof of a camp license issued by the Town of Sudbury Health Department prior to opening in 2020. The Contractor may also be required to receive a Special Permit from the Town to operate the camp prior to opening in 2020 and should complete any due diligence to this effect.

- The MLDC understands the necessity of acquiring a camp license and has done this for multiple programs in multiple municipalities.

Current Program Statistics: In 2018, the Camp had revenues of $3,328,380. The total excess revenue after camp related expenses was $1,014,357. Included in camp expenses were items like year round maintenance, insurance and real estate taxes. The Camp Sewataro Statement of Profit and Loss is available on the Town website for review. The Camp operates eight weeks per year. They have four full time employees and 175 seasonal employees. The Camp serves 1200 campers per summer, with 600 per day. Weekly tuition varies from $670-$810 per week for the 2019 season.

- The MLDC understands the size of the operation as well as what will be required to manage a program of this magnitude.

Other related costs: The Contractor shall be responsible for year-round insurance on the property. In addition, the Contractor is expected to support the Town with scholarship assistance for campers with financial needs for ten campers per summer. The contractor will be required to do routine maintenance including cleaning, trash collection, spring clean-up, snow removal and mowing, as well as caring for the pools and ponds year round.

- As mentioned earlier in this proposal, we coincidentally utilize the same liability insurance agency as Camp Sewataro. Our agent knows the necessary packages that will satisfy the town's requirements for a camp operation. Documentation of our current insurance is supplied further in this proposal.

- Scholarships and financial assistance have always been a part of the MLDC tapestry and will continue with the management of the Sewataro property.

- It is understood that year-round routine maintenance on the property will be required.

Contractor requirements: A. Both the Contractor and the Camp Director must have a minimum of 5 (five) years of experience serving public entities or school entities in camp management. B. Contractor must show financial and operational stability and provide a profit and loss statement for the two prior years. C. Contractor must have experience in successful implementation of Massachusetts Summer Camp Regulations. Please include a list of Board of Health contacts and list of towns/organizations contractor has worked with.

- For this project, the MLDC is providing three key names that will be involved at various levels:

  Marcus Lewis (Contractor) - 18 years of experience owning/operating summer camps of a similar nature and/or scope as Camp Sewataro.

  Leslie Morgan (Director of Operations) - 16 years of experience in the Day Camp market and 10 years directing the Marcus Lewis Day Camp.

  Kim Walsh (Managing Director) - 20 years of management experience with seven years as the Recreation Director for the Devens community.

- Curriculum vitae for each staff member listed above can be found at the end of this proposal. Additional details regarding each can be found under item 3 of the Technical Proposal

- Profit/Loss for 2017 and 2018 can be found in Exhibit B on page 10.

Personal Property available to contractor: Tangible personal property owned by the Town to be included as part of this agreement. Tangible personal property shall be inventoried at the beginning and end of every summer season. Tangible personal property shall be returned to Town at end of summer season. Some tangible personal property may be available for public use pending agreement between Town and Contractor during periods outside Contractor's intended use.

- It is understood that tangible personal property assets will be inventoried and returned to the town at the end of each camp season and that certain items may be available for public use.

Intangible personal property of Sewataro owned by the Town is to be included as part of this agreement. These include all rights to title and interest in and to Sewataro's business names, and intellectual property, including but not limited to internet domain names, trademarks, service marks, trade names, logos, corporate names, client lists and registrations, copyrights (registered or unregistered), applications for registration thereof, and other similar protections. Intangible personal property shall be inventoried at the beginning and end of each contract term. Intangible personal property shall be returned to Town at end of contract term.

- The MLDC understands that the intangible personal property assets are also included as part of this agreement and that they will need to be returned at the conclusion of the contract term.

TECHNICAL PROPOSAL - MINIMUM CRITERIA

1. Contractor must be a Massachusetts company/corporation (a 'C' corporation, LLC entity unto itself) or a foreign corporation with ownership that has been in place for at least five (5) years.

- The MLDC was incorporated in 2004. Articles of incorporation are below:

Marcus Lewis Enterprises Inc.

State:	Massachusetts	**Principal Address**	
Country:	USA	63 Manchester St. #21	
		Leominster, MA 01453	
Incorporated:	February 25, 2004		
Annual Meeting:	1st Mon. in Jan.	**Telephone:**	978-534-2366
		Fax:	
Fiscal Year:	December 31	**E-mail:**	marcusio@verizon.net
Federal Tax I.D. Number:	20-0783012		

Officers and Directors		
Title	**Name**	**Directors**
President	Marcus Lewis	Marcus Lewis
Treasurer	Marcus Lewis	
Clerk	Marcus Lewis	

CAPITALIZATION		
Class of Stock	**Authorized Shares**	**Issued and Outstanding**
Common $.01 Par Value	275,000	1,000

STOCK RECORD	
Shareholders	**Shares Held**
Marcus Lewis	1,000

Accountant:	Ken Bourne 15 Foch Ave. Fitchburg, MA 01420
Telephone:	978-345-2477
Insurance Agent:	Westford Insurance (Jesse Semple) 187 Littleton Rd., P.O. Box 308 Westford, MA 01886
Telephone:	978-692-3073
Business:	Holding Corporation
Type of Entity:	Corporation
Tax Status:	S
Extraordinary Events/Voting Requirements	Majority voting requirement
Stock Transfer Restrictions	No

2. Contractor has a minimum of five (5) years' favorable experience providing camp management services for public school districts, cities, towns, or community education organizations, and must have at least three (3) references from comparably-sized programs.

- Marcus Lewis has operated both camp services and/or recreational programs in the communities of Acton (2012-present), Carlisle (2015-present), Harvard (2002-2006 and 2013-present), Devens (2007-present), Lancaster (2013-2016) and Westford (2013-present). These communities include municipal, school and the state-run environment of Devens. All listed communities are/were positive relationships. The most relevant references to this proposal are:

  - Westford Conservation Commission - Peter Mahler 617 759 7323
    - Can provide background since the first day the MLDC was moved to Westford.
  - Westford Recreation Director - Michelle Collett 978 799 8763
    - Can provide background on both the summer camp and expansive tennis programs we provide for the town of Westford.
  - Devens Recreation Director - Kimberly Walsh 617 894 2305
    - Can provide background from when camp was located at Devens as well as our current management of their lake waterfront (please note that Kimberly is also part of the executive staff who will be a director for Sewataro if this bid is accepted).
  - Harvard Community Education - Judy Cavanaugh 978 456 4118
    - Can provide background relative to tennis camps and programming that we have provided to the community for a number of years.

3. Approved license to run a camp as issued by the local Board of Health. Commonwealth of Massachusetts preferred.

- All camps operated under the Marcus Lewis umbrella have a camp license to operate in the Commonwealth (current certificate on next page).

19-01467

The Commonwealth of Massachusetts

Town of Westford
Board of Health
55 Main Street
Phone: (978)692-5509
Fax: 978-399-2558

Marcus Lewis Day Camp

IS HEREBY GRANTED A

PERMIT TO OPERATE A RECREATIONAL CAMP

66 DEPOT ST - WESTFORD MA 01886

This permit is granted in conformity with the statutes and ordinances relating thereto and is valid for the period shown below unless sooner suspended or revoked.

NOTE: At no time shall the camp operate without the minimum required ratio of staff to campers.

Approval Comments:

Permit#: HR-19-00005
Issued: June 24, 2019
Valid:6/24/19 thru 8/23/19

Board of Health Agent

Information about the experience of the Applicant;

- **Marcus Lewis** first created the Marcus Lewis Day Camp in 2002 at the Bromfield School in the town of Harvard. It was then moved to the municipality of Devens and ultimately found its current home in Westford, Massachusetts. All three of those environments required working with the local town government or school administrators in order to establish the camp.

  Over the years, Marcus has personally conceived and executed a number of programs in the recreational industry. He started a tennis academy in 1997 which has since grown into two tennis clubs in the town of Acton under the corporate name of The Marcus Lewis Tennis Center.

  In 2013 another corporate entity was created called Community Recreation Association For Towns or "CRAFT". CRAFT created a summer camp program for the town of Lancaster and it also oversees the waterfront known as Mirror Lake on Devens.

  More information on all Marcus Lewis entities can be found at www.marcuslewisenterprises.com. Résumés of the entire executive team at end of proposal.

Qualifications for operation of proposed use;

- Marcus Lewis has personally built a premium level Day Camp and understands virtually every element of the care, maintenance, development and growth of such programs.

  The unique difficulties that the town of Sudbury has gone through to purchase the property, satisfy residents interests, the desire to distance the town from risk, avoid maintenance costs and the goal to generate revenue are well understood. These are issues that Marcus Lewis and the MLDC have encountered previously and feel comfortable addressing for Sewataro.

List of other similar activities managed or operated by Applicant;

- Marcus Lewis Day Camp - www.marcuslewisdaycamp.com
  Marcus Lewis Tennis Center - www.marcuslewistenniscenter.com
  Mass Tennis Association - https://masstennisassociation.com/
  CRAFT - https://communityrecreation.org/
  Mirror Lake Management - https://magicmirrorlake.com/

Listing of any actions (within the last 10 years) taken by any regulatory agency involving the firm or its agents or employees with respect to any work performed;

- No regulatory or legal actions have ever been taken against the MLDC.

Listing of any litigation (within the last 10 years) involving the firm or its agents or employees with* respect *to any work performed;

- The MLDC has never been involved in any litigious actions.

Name of persons who can be contacted as references. At least three (3) references must be provided;

- Westford Conservation Commission - Peter Mahler 617 759 7323
  - Can provide background since the first day the MLDC moved to Westford.

- Westford Recreation Director - Michelle Collett 978 799 8763
  - Can provide background on both the summer camp and expansive tennis programs we provide for the town of Westford.

- Devens Recreation Director - Kimberly Walsh 617 894 2305
  - Can provide background from when camp was located at Devens as well as our current management of their lake waterfront (please note that Kim is also listed as coming on board to our executive team if this bid is accepted).

- Harvard Community Education - Judy Cavanaugh 978 456 4118
  - Can provide background so tennis camps and programming we have provided to the community for a number of years.

Demonstration of ability to obtain all appropriate casualty/liability insurance coverage applicable to the proposal;

- Current proof of insurance located on following pages.

List of Board of Health contacts and list of town/organizations contractor has worked with;

- Rae Dick, Westford Health Department, 978 692 5509 (MLDC)
- Bridgette Braley, Nashoba Board of Health 978 772 3335 ext. 303 (re: Mirror Lake)
- Sheryl Ball, Acton Board of Health 978 929 6632 (re: Marcus Lewis Tennis Center)

- Westford Conservation Commission
- Westford Building Department
- Westford Recreation Department
- Acton Recreation
- Acton Community Education
- Acton Building Department
- Acton Planning Board
- Harvard Community Education
- Lancaster Town Manager
- Lancaster Recreation Department
- Mass Development

5. Executed Certificate of Non-Collusion (Exhibit C)

- Exhibit C with Exhibit D

6. Executed Attestation - Certificate of Compliance with State Tax Laws, M.G.L. c. 62C, §49 (Exhibit D)

- Exhibit C and D on following page.

EXHIBIT C: Certificate of Non-Collusion

The undersigned certifies under the pains and penalties of perjury that this bid or proposal has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals

Signature: _____

Print Name: Marcus Lewis

Organization: Marcus Lewis Enterprises Inc.

Date: 7/18/19

EXHIBIT D: Tax Compliance Certification

Pursuant to M.G.L. ch. 62C, § 49A, the undersigned certifies under the pains and penalties of perjury that, to the best of their knowledge and belief, the Applicant, Marcus Lewis, is in compliance with all laws of the Commonwealth relating to taxes, reporting of employees and contractors, and withholding and remitting child support.

Signature: _____

Print Name: Marcus Lewis

Organization: Marcus Lewis Enterprises Inc.

Date: 7/18/19

7. IRS W-9 Form

- W-9 on following page

EXHIBIT A: DESCRIPTION OF INTENDED USE

Description of the activities to take place on the Site;

- Activities to be offered will be the same as those offered this past year in 2019 shown in the chart below:

PROPOSED ACTIVITIES FOR 2020			
Adventure Kingdom	Fishing	Low Ropes	Softball
Archery	Free Swim	Magic Treehouse	Street Hockey
Basketball	Gardening	Music Studio	Target Paintball
Campcraft	Golf	Nature	Tennis
Canoeing	High Ropes	Paddleboarding	Variety
Crafts	Horseback Riding	Parachute	Volleyball
Creative Arts	Instructional Swim	Puff Hockey	Whiffleball
Dance/Movement	Kayaking	Rock Climbing	Zip Line
Drama	Kickball	Sand Kingdom	
Field Sports	Lacrosse	Soccer	

Calendar of activities, include typical daily schedule(s) as applicable;

Junior Camp Sample Schedule/Day Calendar

	Monday	Tuesday	Wednesday	Thursday	Friday
8:45-9:00	OPENING EXERCISES				
1st Period 9:00-9:45	FREE SWIM				Instructional Swim
2nd Period 9:45-10:30	Creative Arts	Puff Hockey	Field Games	Variety	Tribe Time
3rd Period 10:30-11:15	Parachute	Creative Arts	Fishing	Adventure Kingdom	Creative Movement
11:15-12:15	LUNCH				
4th Period 12:15-1:05	INSTRUCTIONAL SWIM				FRIDAY SPECIAL EVENT
5th Period 1:05-1:55	Soccer	Boating	Movement	Sand Kingdom	
6th Period 1:55-2:45	Adventure	Nature	Basketball	Crafts	
2:45-3:15	TRIBE TIME & SNACK				
3:15-3:45	CLOSING EXERCISES				

Approximate number of participants and staff using the facility;

- The approximate number of participants using the facility will ideally mirror what Sewataro has now. At capacity, this would be 600 kids per week along with a staff of approximately 180.

List of buildings and areas required for activities;

- Using Appendix B of the RFP, all buildings and all spaces will be utilized by the camp with the exception of two of the three dwellings. One dwelling would be retained for potential use by a groundskeeper year round. It was not possible to view the interiors of the dwellings during the bidders' conference, however whichever dwelling would be best suited to functions of a groundskeeper would be the preferred building. The other two dwellings would not be used by the MLDC.

Proposed alterations and improvement plan for buildings and grounds;

- Based on recommendations from Mr. Taylor, the potential improvements or alterations that would be considered to the buildings and grounds are the possible replacement of the Tiki Depot shelter in favor of a larger one, replacement of the riding fence at the barn and replacement of the two activity sheds.

  One other item that will be discussed in the next section of this proposal is the installation of a gate to the entrance of the property in order to control when the public has access to the site.

Plan for community use of and access to the buildings and grounds;

- As previously mentioned, Marcus Lewis and the MLDC have an exceptional amount of germane experience with this facet of the proposal and there are a number of considerations relative to this property:

  - Safety of the campers is always paramount. The operational environment must be under strict control during camp hours.
  - Safety of anyone frequenting the property is also a factor. What facilities can/cannot be used due to the risk of potential injury?
  - Consideration must be given to potential issues of theft/vandalism .
  - Allowing public access to features such as bathrooms and buildings will create extraordinary ADA cost upgrades.
  - Public access will increase the expense of general maintenance of the property.

  Based on past experience and with regard to the concerns listed above, the plan for public access is as follows:

- A gate will need to be installed at the entryway of the property.
- Access for the general public will be allowed to the grounds between the hours of 7:30AM to sunset seven days a week from April 1st until two weeks before the start of summer camp.
- Two weeks before camp starts until the Monday after camp ends, public access for the general public will be allowed from 5PM until sunset Monday through Friday and from 7:30AM to sunset on weekends. July 4th will be treated as a weekend day.
- From the Monday after camp ends through November 15th, the hours of access will return to 7:30AM to sunset seven days a week.
- From November 16th to March 31st, the site will be closed to the general public.
- Public access will begin again as of March 31, 2020.
- Two porto-potties will be placed onsite to accommodate visitors.
- During the camp season, all equipment will need to be secured at the end of each day.
- Specific resources that <u>can</u> be used by the public:
  - Fishing pond (catch & release only)
  - Swimming pond (swim at own risk signs must be posted)
  - Open spaces
  - Sport courts
  - Open shelters

  Specific resources that <u>cannot</u> be used by the public:
  - Any buildings, cabins or permanent restrooms
  - Climbing tower
  - Boating equipment
  - Tents
  - Ropes course
  - Archery zone
  - Zip line
  - Target paintball zone
  - Kiddie swimming pools

- The level of access described above is achievable and would balance the integrity of the camp with the desires of the residents. The model we would follow is almost that of a public park which is similar to our current operation on the conservation land in Westford.

  Mr. Taylor indicated that the town mentioned trying to use the kiddie pools on the weekends, however he made it very clear to everyone in attendance that the maintenance of those pools is extremely challenging, even for an expert like himself. The load placed on those pools during the week is extraordinary. When he discussed the possibility of anyone even attempting to use them on the weekends, his verbatim statement was, "I don't know how they would do it".

Description of site preservation and conservation intent;

- As stated multiple times in this proposal, the plan is to mimic and maintain exactly what the current operators have successfully done for so many years. Everything on the premises appeared to be in excellent condition as both the building inspector and the fire chief stated during the tour. No changes to the property appear to be necessary. The site will be preserved in its current state and anything that might negatively affect the conservation elements of the property will be avoided.

Maintenance and custodial plan for buildings and grounds

- During the tour, the MLDC asked Mark Taylor directly if he had any sort of maintenance plan for the facility. He answered no and that he simply had it in his head of what needed to be done from year to year. This was somewhat concerning for obvious reasons.

  There are the items such as the landscaping, closing down the pools, equipment storage, etc. which are routine, however there are countless nuances with this property that only Mark is familiar with.

  In speaking further, we asked him directly if he would consider consulting for a short time. His answer was that it is something he would be open to discussing.

  Our plan, should we win the bid, is to immediately request a meeting with the current staff at Sewataro to see who we can retain. As part of that conversation, we will be asking Mark if he will be willing to review the property with us in detail. If so, then we will put together a comprehensive maintenance plan with his guidance.

  At the MLDC, we always believe in redundancy and being prepared for worst case scenarios. If we cannot retain Mark's help, then our own plan to address the maintenance will be to follow a blueprint that we adhere to with every building or property we occupy:

  - Review the site in detail with our own facilities staff to inspect each building and every area on the property.
  - Acquire a list of subcontractors who currently service the property.
  - Build out a list of items that we identify in order to create a comprehensive maintenance schedule for the property. A draft list we have already begun working on currently includes landscaping/mowing, equipment inventory/replacement, pool and pool pump inspection, pond pump inspection, dock inspection, building inspections (safety hazards, fixture replacement, paint, roof integrity, floor integrity, etc.), tent inspections, activity area inspections, spring clean-up of plant and tree debris, snow removal/plowing, adventure course inspections, basic cleaning detail, trash removal and porto potty servicing from contractor.

B. Optional:
Additional information describing benefits available to the Town of Sudbury and its citizens as a result of the Applicant's tenancy.

Our summer camp program in Westford and our tennis clubs in Acton already service a number of residents in Sudbury. The MLDC is only 25 minutes away and our tennis club is only 20 minutes away. Many residents are already familiar with the Marcus Lewis brand and some of them are aware of our interest in managing the property. Based on their experience with us, they know what to expect and they have been extremely supportive.

Because Marcus Lewis facilities are nearby, this is helpful for when the site may be in need of some assistance. For example, our facilities managers can help when needed or if the program is lean on staff due to illness, injury, etc., we have the ability to send someone over on short notice.

9. Certificate by Corporate Authority to Sign Contract, if applicable. (Exhibit E)

- Marcus Lewis is the sole owner and shareholder of Marcus Lewis Enterprises Inc. and has complete authority to enter into any and all contracts and agreements with any third parties. The form is not applicable to this operator.

10. RFP Addenda Receipt Page (Exhibit F)

- Exhibit F located on following page.

EXHIBIT F: RFP Addenda Receipt Page

The undersigned acknowledges receipt of the following amendments to the RFP for the Sewataro Site, Sudbury, MA, dated 7/18, 2019.

(Give number and date of each):

Addendum No. 1 - Date 7/11/219
Addendum No. 2 - Date 7/18/19
Addendum No. 3A - Date 7/18/19
Addendum No. 3B - Date 7/18/19
Addendum No. 4 - Date 7/22/19
Addendum No. 5A - Date 7/24/19
Addendum No. 5B - Date 7/24/19
Addendum No. 6 - Date 7/29/19
Addendum No. 7 - Date 7/30/19
Addendum No. 8 - Date 8/1/19

Failure to acknowledge receipt of all amendments may cause the submitted proposal to be considered non-responsive to the RFP, which will require rejection of the proposal.

Signature: [signature]
Title: President
Print Name: Marcus Lewis
Organization: Marcus Lewis Enterprises Inc.

TECHNICAL PROPOSAL - COMPARATIVE EVALUATION CRITERIA AND STANDARDS

1. Interviews
The Evaluation Committee will schedule interviews with all proposers who have met the Minimum Criteria and are responsive to this RFP. At the start of the interview, the proposer will have up to fifteen (15) minutes to present a company background and presentation. The Evaluation Committee will prepare five (5) questions, which will be asked of all proposers after the presentation. The Evaluation Committee may also ask additional questions.

- It is understood that an interview will need to take place if the proposal is deemed responsive.

2. Experience – Summer Camps
Specify programming plan for Camp.
Proposer must have run each of these programs in other municipalities or facilities for a minimum of five (5) years.
Plan must include which programs have been offered and for how many years.

- Below is a list of MLDC programs that have all been run in the communities of Harvard at the Bromfield School, in Devens in the recreation center and now on the Stony Brook Conservation land in Westford. These activities are followed by the number of years that we have been running the activity and they are juxtaposed to the current activities being offered by Camp Sewataro (list pulled from website):

MLDC ACTIVITIES			
Archery (17)	Cooking (17)	Horseback riding (15)	Science (17)
art (17)	Croquet (17)	Kayaking (17)	Singing (17)
Badminton (17)	Discgolf (10+)	Laser tag (10+)	Soccer (17)
Balloon Art (10+)	Dodgeball (17)	Painting (17)	Swimming (17)
Basketball (17)	Drama (17)	Peforming arts (17)	Tennis (17)
Candlemaking (10+)	Facepainting (17)	Ping pong (17)	Water skiing (5)
Canoeing (17)	Fencing (10+)	Quidditch (7)	Water slide (7)
Ceramics (17)	Fishing (17)	Red cross swim lessons (17)	Whiffle ball (17)
Clayworks (17)	Fitness (17)	Rocketry (17)	Woodworking (17)
Computing (17)	Flag football (17)	Ropes course (7)	Zip line (5)

SEWATARO ACTIVITIES			
Adventure Kingdom	Fishing	Low Ropes	Softball
Archery	Free Swim	Magic Treehouse	Street Hockey
Basketball	Gardening	Music Studio	Target Paintball
Campcraft	Golf	Nature	Tennis
Canoeing	High Ropes	Paddleboarding	Variety
Crafts	Horseback Riding	Parachute	Volleyball
Creative Arts	Instructional Swim	Puff Hockey	Whiffleball
Dance/Movement	Kayaking	Rock Climbing	Zip Line
Drama	Kickball	Sand Kingdom	
Field Sports	Lacrosse	Soccer	

- The activities between both programs are extremely similar. Some of the activities are the same, however they may be named differently.

- As was mentioned earlier in this proposal, the plan for the programming element of the camp is to run the Sewataro activities exactly as they have been operated for years. The Sewataro format is a very basic structure of short, 45-minute activity periods in which campers are shuttled from one activity to another by their counselors. All activities that are currently offered will also be offered for next summer.

3. Management Expertise
Provides detailed background, experience, and roles of Proposer Owner and Camp Director.

- **Marcus Lewis** first created the Marcus Lewis Day Camp in 2002 in the town of Harvard. It was then moved to the municipality of Devens and ultimately found its current home in Westford, Massachusetts. All three of those environments required working with the local town government or school administrators in order to establish the camp.

  Over the years, Marcus has personally conceived and executed a number of programs in the recreational industry. He started a tennis academy in 1997 which has since grown into two tennis clubs in the town of Acton under the corporate name of the Marcus Lewis Tennis Center.

  In 2013 another corporate entity was created called Community Recreation Association For Towns or "CRAFT". CRAFT created a summer camp program for the town of Lancaster and it also oversees the waterfront known as Mirror Lake on Devens.

  Marcus will be personally and directly involved in the management of the Sewataro operation if the MLDC receives the bid. His role can be thought of as Senior Director for the property and responsibilities will include (but not limited to):

*Contract negotiations	* Property Maintenance	*Marketing
*Systems analysis	*Website development	*Policy implementation
*Regulatory compliance	*Staff hiring	*Purchasing approval
*Curriculum development	*Transportation coordination	*Program outreach

- **Leslie Morgan** has worked at the MLDC since its inception in 2002 and she has been its Director for 10 years. As the Director, she has experience with every aspect of managing a large premium program: Curriculum design, staff management, program coordination, food service management, etc. Her experience as a Director is exceptional. Having already overseen a camp program that is very complex and sophisticated, Leslie understands the exact nature of a Sewataro operation which includes recognizing those items she may not be familiar with, yet ensuring we have the right personnel who do. For example, caretakers of the property brilliantly created a circulating system from one pond to another which is unique and requires removal of algae build-up periodically. This is something completely unique to Sewataro and will require ensuring we have the right personnel to address the maintenance of those water bodies.

  At the conclusion of 2018, Leslie decided to continue with the MLDC in a consulting role while looking for her next challenge. The timing on the Sewataro property could not have been more perfect for her to move into the role of Director of Operations. It would provide her with that challenge and Sewataro would gain an incredible resource.

  As Director of Operations, her responsibilities will include:

*Staff hiring	*Pre-camp set-up	*Staff assignments
*Curriculum development	*Purchasing of supplies	*Record keeping
*Inventory management	*Staff orientation	*Staff background checking

- **Kimberly Walsh** has been the Recreation Director for the municipality of Devens since 2012. Her experience as a Recreation Director of a state-agency operated environment provides the management team with an indispensable skill set that will serve this project extremely well. She also had a management role at the former Tsongas Arena for 10 years prior to being at Devens.

  Kim has operated at a very high level of event coordination and management with everything from summer camp programs to television and movies. She is also extremely familiar with the importance of establishing and maintaining community relations. This will be of critical importance considering the contentious nature of the property purchased by the town.

  Kim's responsibilities as Managing Director will include:

*Staff management	*Curriculum development	*Parent communications
*Budget management	*Policy development	*Program coordination
*Systems optimization	*Certification compliance	*Property tours

- There is overlap with some duties due to the large size of the property. For example, curriculum development will be something that all members of the executive team will be working together on.
- Other staff could have been recruited for this project, however the goal is to hire as many returning staff as possible. Once returning staff are confirmed, then any openings will be filled later.
- In the interests of disclosure, please note that Kimberly is also listed as a reference on pages 8 and 14 of this proposal.

4. Experience working with community or other stakeholders developing and executing a plan for public access

- **Village of Nagog Woods, Acton**
  In 1997 when Marcus Lewis began his tennis academy in a large condominium association, there was deep concern that the tennis courts would not be accessible to residents. Before the program even began, complaints had been lodged.

  An approach of "kill them with kindness" was adopted that included setting aside court time for particular residents, offering discounted intro classes, allowing residents to borrow company equipment and maintaining the premises in better condition than they were before the program was established. The program ultimately became such an asset to the community that residents supported a measure to bubble over the courts for year round programming.

- **Marcus Lewis Day Camp, Harvard**
  When the MLDC was first proposed to the town of Harvard, there was initial opposition to the program using their very busy waterfront and there was also concern about the impact it would have on some of the smaller extant programming. Discussions were held at Town Hall where residents voiced those concerns.

  To allay those fears, space was allocated for the smaller camp programs. The facilities were also made available for public use where appropriate (residents could still use the tennis and/or basketball court during camp hours during times that the camp was not using them).

  Relative to the waterfront, the MLDC agreed to hire town staff to run the swim lessons and a maximum number of campers were allowed to be at the town beach. When the camp was launched, the program did not receive a single complaint about its usage of facilities.

- **Marcus Lewis Day Camp, Devens**
  When the MLDC moved to Devens the environment provided a much larger area of recreational space. Devens has a small number of residents, however their Community Center had native programming. Their waterfront is also a public waterfront that is more frequented than Harvard's.

To address these issues, we met with the groups using the Community Center to work out a schedule that was favorable for both entities. We also adopted a system at the waterfront to keep the MLDC kids separate from the rest of the population.

Because of how well the camp was operated, Devens invited the MLDC to respond to its RFP to manage the lake. After being awarded the bid, the waterfront has since always been managed under the auspices of a Marcus Lewis entity.

- **Marcus Lewis Day Camp, Westford**

Nothing mirrors the concerns of public access to Sewataro more than the MLDC's move to the town of Westford. We navigated exactly what the town of Sudbury's concern is with this issue. Our previous experiences had prepared us well for what was a very sensitive situation.

In 2005, the town of Westford decided to purchase a large piece of land from a foundation that had run an overnight camp on the property since the 1930's. Although the property became town-owned, the camp program was allowed to continue to operate on the premises.

During the decades that the property was privately held, the area was not accessible to residents during the summer months. When the town purchased the property, the overnight camp continued to deny access to residents. This caused a firestorm which divided residents as to whether they supported a great camp with an extremely long legacy or whether they felt they should have access to the property now that they owned it. Ultimately this led to the camp being pushed out.

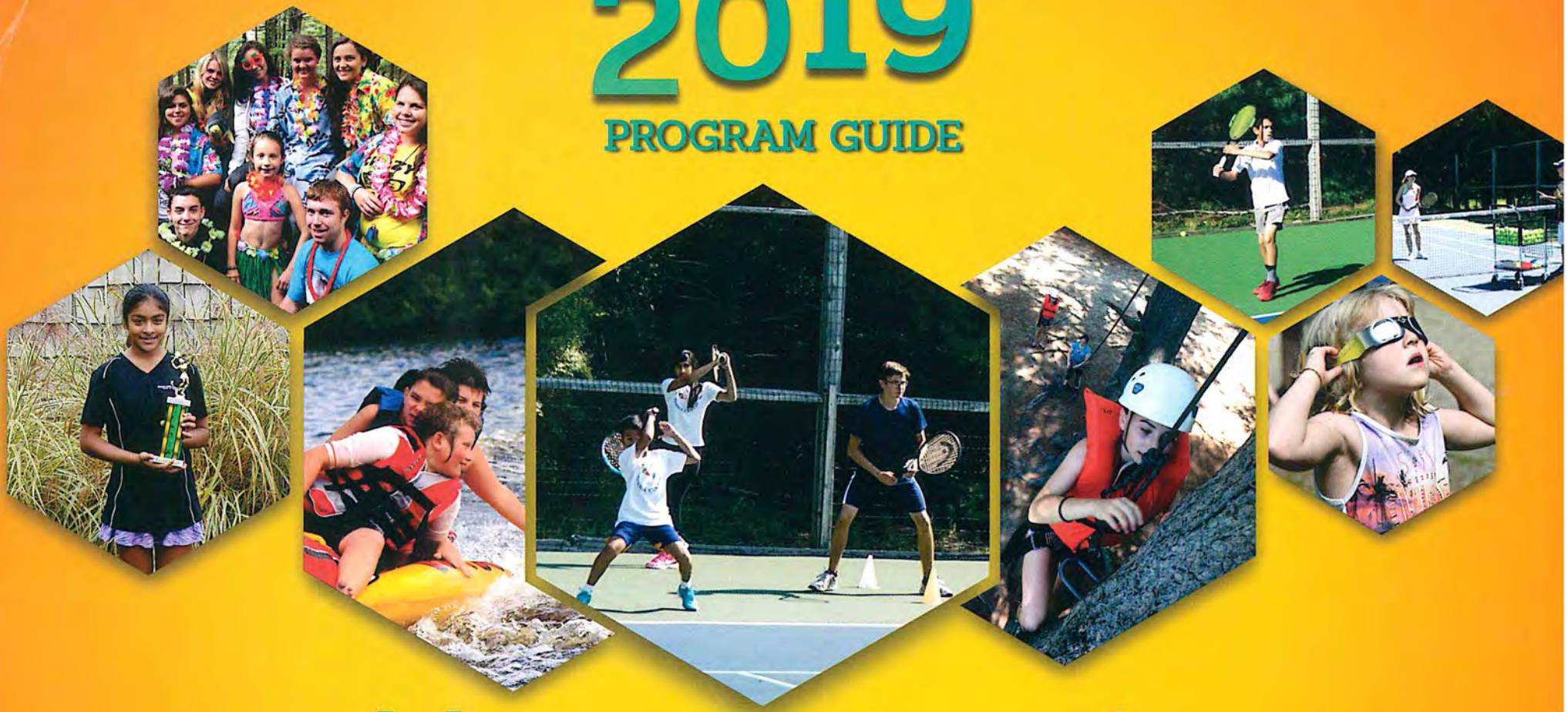
Because the Master Plan calls for a camp to exist on the site, an RFP was released by the town and another overnight camp was in place by 2011. During the two years of that camp's operation on the site, some vocal residents still expressed strong dissatisfaction with the low limits of access that the camp allowed to the property.

The property was put out to bid again due to an issue with the current camp's insurance limits, but the MLDC responded to the RFP and won the bid. As part of our proposal, we allowed a high degree of reasonable access around the perimeter of the camp site. Staff were also trained to be "good neighbors" such that if a resident were seen in a restricted area, then they were to be "gently" informed of the boundaries or referred to the office for further information.

This approach and good will not only won over the residents, but it also won over those who felt as though a camp should no longer exist on the site because the search for a balance had failed twice previously. The following link leads to a Conservation Commission meeting discussing the lease renewal that was based on the MLDC's performance over the course of the first five years: https://www.westfordcat.org/watch-online/government/meetings-coverage/conservation-commission/episode/9-27-2017. The relevant portion begins at 1:06.

2019

PROGRAM GUIDE



Marcus Lewis

Day Camp | Tennis Center

66 Depot Street
Westford, MA

10 Granite Road
Acton, MA

MARCUS LEWIS TENNIS CENTER

Tennis for **EVERYONE**

OUR GUARANTEE

When you read this brochure, you will notice we make very strong statements about our programs.

- We provide a professional environment at both our summer camps and our tennis facility for adults and kids.
- We talk about our ability to help your child's development and the superior environment we create for him/her in our camps.
- We mention our first-rate staff and our unparalleled commitment to safety protocols in all of our programs.
- We emphasize our unique methods of providing both an intellectual and a recreational atmosphere for campers, as well as a superior methodology at our tennis facility.
- We also believe that if an organization truly believes in its product or service, then it should be able to guarantee that product or service.

The Marcus Lewis Day Camp

If you or your child participate in any of our day camps, tennis lessons or swimming lessons, and you do not enjoy yourselves or if you feel the quality is lacking, then you are entitled to a "no questions asked" refund.

Welcome to

The Marcus Lewis Day Camp

THE MARCUS LEWIS DAY CAMP &

MARCUS LEWIS TENNIS CENTER

Tennis for EVERYONE

THE MARCUS LEWIS TENNIS CENTER

It is our pleasure to offer two great programs

CONTENTS:

The Marcus Lewis Day Camp

Open House Dates 2
Junior Discovery Camp 4
Teen Exploration Camp 5
Camp Apex 6
Camp Laser Zone 6
Camp Watersport 7
Chef's Kitchen Camp 8
Summer Fishing Camp 9
Gamers' World 10
Day Trip Adventures 10
The Woodworking Factory 11
Horseback Camp 11
Junior Training Tennis Camp 12
Ultimate Tennis Camp 12
Lunch 13
Our Staff 14
Join Our Team 15
General information & Policies 16
Transportation & Directions 17
Dates & Fees 18

marcuslewisdaycamp.com

marcuslewistenniscenter.com

The Marcus Lewis Tennis Center

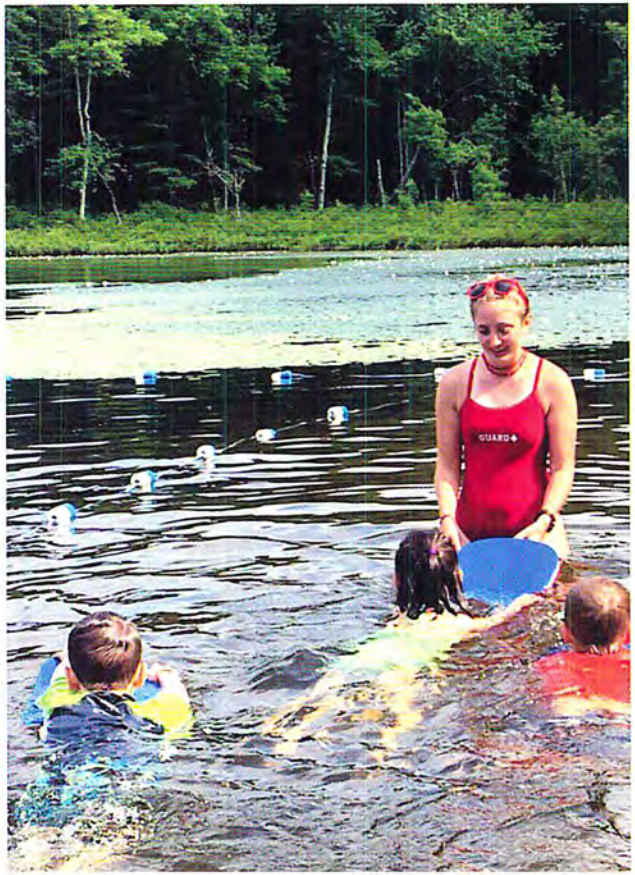
Overview & Contact Information 19
Junior Programs 19
Adult Clinics 20
Adult Challenger Series League..... 20
Travel Leagues
USTA,DBH & CMITA Teams 20
Mental Toughness 101..... 21
Junior Challenger Series League..... 21
Cardio Tennis 22
Hit with the Pro..... 22
Private Lessons 22
Junior Training Program (JTP) 23
Masters Program 24
Professional Instruction 25
The Ultimate Tennis Camp 26
Junior Training Camp 26
Racquet Stringing 27
Quickstart 27
Mini Camps 27
Satellite Programs 28
Membership & Pricing 29
Match Play Programs 30
Doubles Challenger Series 30
Singles Flex Leagues 31
FREE MLTC Matchmaker Service 31
Pickleball 32
Birthday Parties /
Social Events at MLTC 33

THE MARCUS LEWIS DAY CAMP

WHERE CAMPERS DESIGN THEIR OWN PROGRAM

THE MARCUS LEWIS DAY CAMP features programs for children ages 4–16. Our general camps are called Junior Discovery (ages 4–10), and Teen Exploration Camp (ages 11–16). Unlike traditional day camps, a majority of our camps offer an innovative and creative approach by allowing campers to choose their activities from a rotating list of varied and diverse choices. Teens choose their programs individually while younger campers learn to work as a team and make choices within their own group. Activities as unique as rocketry, fencing, and scooter-hockey are interspersed with more traditional interests such as fishing, archery, and arts and crafts. By integrating both recreational and educational activities into the curriculum, we produce a well-rounded camp experience. Most importantly, whether your child is creatively inclined, very athletic or loves the water, we can accommodate his or her interests.

A half-day program is available to those who would like a shorter day. We also offer a number of specialty programs that allow campers to spend half the day on a particular focus area and then spend the other half in activities of their choosing.



OPEN HOUSE

Saturday April 27, 2019 and
Saturday May 18, 2019

11:00AM- 2:00PM

66 Depot Street
Westford, MA

The Marcus Lewis Day Camp
P.O. Box 2235
Acton, MA 01720

978-929-9997

978-274-0449

mldc.registrar@marcuslewisenterprises.com

www.marcuslewisdaycamp.com

MarcusLewisDayCamp

marcuslewisdaycamp

marcuslewisdaycamp.com

The place where campers get to design their own program!

AWARDS

READER'S CHOICE AWARDS

Almost every year since our inception in 2002, The Marcus Lewis Day Camp has won the Reader's Choice Award; an accolade given to organizations that receive the most votes from local residents in the Metro West area.

By setting the standard in safety, camper engagement, diversity of curriculum, and quality of staff and, by being the only program confident enough in its ability to deliver satisfaction to offer a money back guarantee, The Marcus Lewis Day Camp has become the most award-winning day camp program in the region.

BOSTON GLOBE BEST CAMPS

The Boston Globe did a thorough search of the Bay State in an effort to locate the strongest programs in the area. After their research was completed, The Marcus Lewis Day Camp was one of only five day camp programs to be selected. You can view a copy of the article on our website: **www.marcuslewisdaycamp.com**

THE MLDC WAS CHOSEN AS "BEST OF THE NORTHEAST" AND FEATURED ON THE CABLE CHANNEL, NECN!

Other programs that received this accolade were the iconic Boston restaurant, Cheers, the shopping destination of The Prudential Center, and the historic Mount Washington resort located in the White Mountains of New Hampshire. Visit our website to see the clip!

GENERAL CAMP:

JUNIOR DISCOVERY CAMP

Ages 4–10

Our Junior Discovery Camp combines the most popular traditional day camp activities with intellectual discovery. We offer programs that facilitate exploration and creative development. Campers attend activities designed to foster independence and self-expression as well as enhance their physical abilities.

The Junior Discovery Camp is divided into four activity periods, which include swimming lessons three times per week. During the course of each week, Junior Discovery campers participate in a core group of activities that they choose as a team with other campers in their group.

The curriculum is developed on a progression so that those campers attending multiple weeks will continue to learn and grow. Each week of camp is based on a different theme which we incorporate into our curriculum by providing daily theme activities, special weekly electives, and camp wide Special Event Fridays. As a result, our camp is never the same camp twice, unless you choose it to be. These special activities/electives are not all offered at the same time. Please refer to the "Our Calendar at a Glance" section of our website for details.

At The Marcus Lewis Day Camp, providing low camper to counselor ratios is a cornerstone of our program. Children are grouped according to their age and the grade they will be entering in the fall. Small groups help make each child's experience special by optimizing peer interaction, camper to counselor relationships, quality supervision, safety, and program participation.

SOME ACTIVITIES WE OFFER ARE:

MEDIA • ARCHERY • BUILD & DESIGN • ZIP LINE
MAD SCIENCE • KAYAKING • BOATING • FISHING
NATURE STUDIES • PING-PONG • QUIDDITCH
ROPES COURSE • FREE SWIM

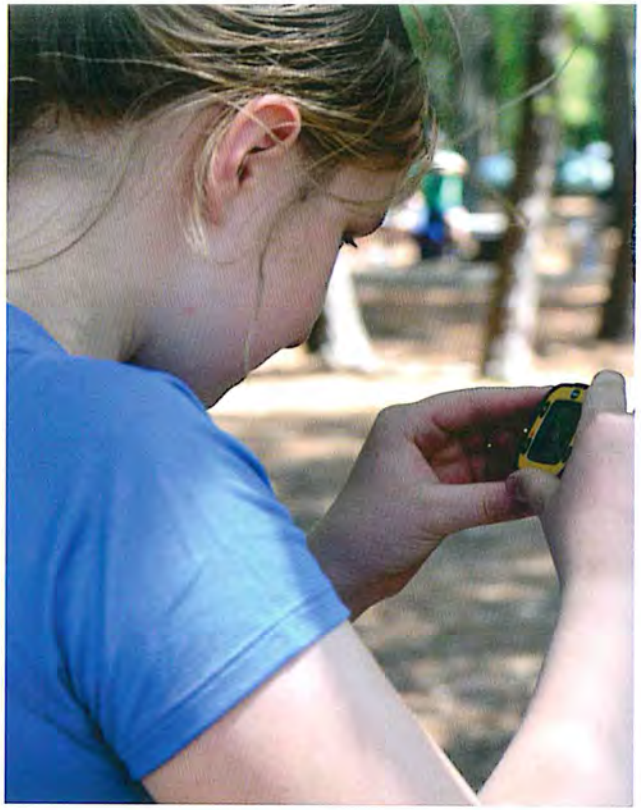
* *Zip line and Archery are offered to Grades 3 and up.*
* *"3 American Red Cross Swim lessons included per week, weather permitting."*

SAMPLE DAILY SCHEDULE* JUNIOR DISCOVERY CAMP

This camp is also offered as a half-day option from 9:00AM to 1:00PM

9:00	Opening meeting & activity selections
9:40	Activity 1
10:55	Snack
11:10	Activity 2
12:25	Lunch
1:15	Activity 3
2:25	Snack
2:35	Activity 4
3:45	Closing meeting
4:00	Dismissal

* *Times may be subject to change*



The place where campers get to design their own program!

GENERAL CAMP:
TEEN EXPLORATION CAMP

Ages 11–16

Our Teen Exploration Camp is the only day camp with a 100% free choice program for teens, making it an ideal environment for any youth that feels "too old" for a typical camp atmosphere. This exciting and innovative program allows campers to choose ALL of their daily activities each day based on their skill development. Campers can specialize in artistic, athletic, or technology-based activities, or can focus on a variety of other interests. This program promotes decision-making skills and independent thinking.

Twice a week, campers can further customize their camp experience by choosing two-hour electives.

The activities/electives are not all offered at the same time"; therefore please refer to the "Our Calendar at a Glance" section of our website for more details.

SAMPLE DAILY SCHEDULE* TEEN EXPLORATION WITH ELECTIVES

9:00	Opening meeting & activity selections
9:40	Two-hour elective with snack break
12:25	Lunch
1:15	Activity 1
2:25	Snack
2:35	Activity 2
3:45	Closing meeting
4:00	Dismissal

** Times may be subject to change*

EXAMPLES OF ELECTIVES AND DAILY ACTIVITIES CAMPER MAY CHOOSE FROM MIGHT INCLUDE:

- MEDIA
- SAILING & CANOEING
- OUTDOOR COOKING
- MAD SCIENCE
- FISHING
- KAYAKING
- HIKING
- FREE SWIM
- LASER TAG
- ZIP LINE
- BUILD & DESIGN
- KARATE
- BASKETBALL
- ARCHERY
- SOCCER
- SOFTBALL & BASEBALL
- ARTS & CRAFTS
- NATURE STUDIES
- ORIENTEERING
- FENCING
- QUIDDITCH
- ROPES COURSE

Please note: Activity times are subject to change. Due to popularity and space limitations of some programs, we cannot guarantee all first choice electives.

SPECIALTY CAMPS

CAMP APEX

Ages 5–16

The premise behind Apex is to provide an environment where high-functioning children with Autism can improve their social skills, learn to make eye contact, and engage in conversation. What better place to do that than in camp! Without possessing those attributes, kids with Autism realize that they are treated differently by their peers and most often in a negative fashion. Our goal is help these kids make strides towards understanding the various facets of interpersonal interaction.

** "If an aid is needed you will have a choice of an LIT II (16-17 Leader/ buddy/ assistant) to be with your child for the day. This Leader would assist your child with daily activities, encourage friendships and help your child to navigate the program. The cost of this would be an additional $250 per week. If you believe your child requires more intense guidance or supervision throughout the day, we will assign someone with greater experience in this area who will be his/her one on one supervisor at $15 /hour. This person would be at least 21 years of age and have experience with this level of monitoring. We can only promise assistance if we know before April 1, 2017, so we can secure a compatible aid for your child."*

CAMP LASER ZONE

Ages 10–16

Most day camp programs that offer laser tag do so by subcontracting the activity to another organization that specializes in it. The main drawbacks are that these outside organizations can charge a premium fee and also that the amount of the time kids get to play is often minimal. In response, we purchased our own, high-end equipment and we run laser tag under our own umbrella. Between the equipment, a perfect locaton and our Laser Zone curriculum, campers can expect to have an incredible time playing laser tag for one period daily.

CAMP WATERSPORT

Ages 11–16

At the MLDC, we pride ourselves on providing the most exciting and sought after activities that a camp can offer to its campers. It's tough to beat waterskiing and tubing, and we are one of the rare day camp programs that offers it.

We have secured a location on Heart Pond in Chelmsford, acquired a few speed boats, a pontoon boat and equipment such as water skis, tubes, and knee boards (Yes, we are even offering kneeboarding!). Campers who are registered for this camp will spend either their mornings or their afternoons having the time of their life making waves for a few hours each day. At the current price per week, this will be the least expensive camp with such an option, and campers will spend more time doing it each day than at any other program. The one caveat to parents is that there are a limited number of slots and it would not be surprising if it fills up immediately.

CHEF'S KITCHEN CAMP

Ages 9–16

Believe it or not, our most requested specialty camp from both boys and girls is a cooking camp! Campers have been searching for the camp that will teach them the basics of making healthy and flavorful snacks, as well as how to prepare a feast for their family. Now, they need look no further.

In our Chef's Kitchen Camp, our culinary specialists provide campers with a fantastic hands-on experience that is educational, fun, and tasty. Everything is covered---from how to safely and effectively use kitchen utensils to following a recipe to perfection. Of course, campers have an opportunity to consume their creations on a daily basis! Because they are at the campsite, campers will be able to enjoy the last two periods of the day in our base camp program choosing from our varied list of active and creative activities.

SUMMER FISHING CAMP

Ages 9–16

If your child finds fishing to be a relaxing summer activity, we are now offering a half day program for kids ages 9-16.
Campers will head out each morning to a different location around Burgess Pond. During the all weeks, the campers will learn the mechanics of fishing, finding and hooking bait and reeling in. One day per week, campers will venture out by bus, to another local fishing spot. Our staff member is proficient in fishing and great with campers! We are a catch and release program. Don't miss out on this exciting new program!

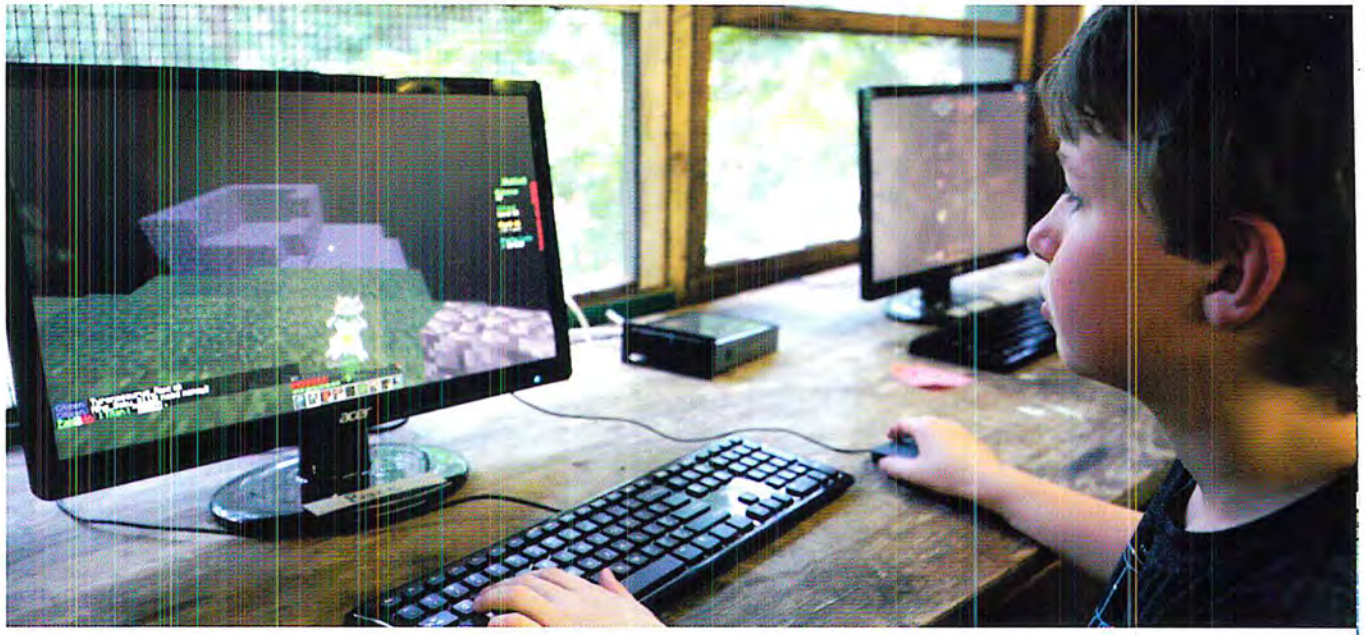
Offered 4 weeks:

7/9 7/23 8/6 8/20
Cost $595

GAMERS' WORLD

Ages 10–16

Gamers' World is an opportunity for video "gamers" to come together and play a number of both solo and team games along with other video game enthusiasts. This camp gives kids an opportunity to play and interact with others who have the same passion for "gaming" without being isolated at home away from their peers. We have split this activity into two age brackets: "Gamers' World Junior" and "Gamers' World Teen." The junior version is for campers ages 6-10 and we only utilize games that have an "E" rating (E = For Everyone) or are equivalently appropriate. Games such as "Sims 3," "Minecraft" or the racing game, "Dirt," are a few of the available options to this group. In the teen program, campers are able to play some of the most popular titles that have a rating of "T" or lower (T = Teen). Examples of their choices include "Call of Duty" and "Batman: Arkham City."



DAY TRIP ADVENTURE CAMP

Ages 11–16

Get ready for a mix of travel and adventure! Our Day Trip Adventure Camp combines excitement, education, and fun! This camp offers an amazing array of options to engage and stimulate the interests of all types of campers. Each morning campers embark on a different excursion that will bring them to exciting destinations that they will talk about for many days to come.

Under the supervision of our professional staff, campers leave camp each day at approximately 9:00 AM and return at 3:30PM. These day trips offer a unique way to experience New England's special and most popular attractions. Depending on their taste, campers can choose from Extreme Adventure Week, Wild Water Week, or our newest program, Destination Imagination Week.

The place where campers get to design their own program!

HORSEBACK CAMP

Ages 5–16

Our horseback camp, located at Harmony Horse Stables in Littleton, is a unique and popular program that is open to all levels of riders from beginner through advanced. Harmony Horse Stables is a first-class equestrian training facility, with two outdoor riding rings and an indoor arena.

Mornings are spent at the stables, where campers have the opportunity to learn horsemanship skills and have a daily riding lesson. Later in the day, campers spend the afternoons participating in other activities of their choosing. At the end of each weekly session, parents are invited to a "riding show" and to meet their camper's instructors.

THE WOODWORKING FACTORY

Ages 9–16

Each time that we have offered a woodworking elective, it has consistently been a camp-wide favorite. Both boys and girls have equally enjoyed these projects, as have our juniors and our teens. We now offer The Woodworking Factory to satisfy the creative appetites of our campers who love to work with this medium.

Campers between the ages of 9-16 will be able to choose from a variety of projects offered by our woodworking specialist. Campers will also have time to do a "free-build" item which will allow them to create a simpler project from a list of possibilities.

Once campers are done, their personal projects will be theirs to keep!

Our instructor is a Master Carpenter who has been working with wood since his childhood. Now he is at the MLDC showing campers how they can get the most from this creative art.

The place where campers get to design their own program!

JUNIOR TRAINING TENNIS CAMP

Ages 10–16

The Junior Training Camp (JTC) is for players with experience and who love the sport.

JTC is designed particularly for players who are looking to gain an advantage in next year's team tryouts for their high school or who are looking to play at the collegiate level. The program is operated at Marcus Lewis Tennis Center East located in Acton, and it is run by a core of trained instructors (not camp counselors). Players are versed in the fundamentals as well as the techniques that they will need to succeed at a competitive level.

ULTIMATE TENNIS CAMP

Ages 7–13

Ultimate Tennis Camp (UTC) is for the beginner through intermediate player, and offers the most fun and positive reinforcement possible in a tennis camp.

The premise behind UTC is for players to have a great time while learning text-book strokes. As campers focus on their form, they are constantly working on their aim and control by trying to hit cones or make baskets. When a camper hits a cone, he or she receives points and then gets to play one of many special games (almost like a game-show) where more points are awarded. Points are used to purchase items at the end of the week.

COMPARE CAMPS

Here at The Marcus Lewis Day Camp, we are proud of the services we offer and of the price at which we offer them. If you are interested in finding out how other, local day camps of a similar nature compared to our base camp for 2018, please look below.

If you're wondering why our 8-week pricing is so low, that is because for any child that is registered for six weeks of any camp, we also give the 7th, 8th and 9th week of our Junior Discovery or Teen Exploration program for FREE! This is not a gimmick! Visit **https://marcuslewisdaycamp.com/dates/** for more details!

	Camp Thoreau	Camp Nashoba	Camp Sewataro	Summer Fenn	Concord Academy*	The MLDC
Cost per one week*	No Option	No Option	No Option	$ 660	$ 640	$ 550-595
Cost per two weeks*	$ 1.449	$ 1.485 - 1650	$ 1.415-1575	$ 1.320	$ 1.280	$ 1.100
Cost per four weeks*	$ 2.898	$ 3.135 - 3.300	$ 2.945	$ 2.640	$ 2.650	$ 2.200
Cost per eight weeks*	$ 5.796	$ 6.250	$ 5.195	$ 5.280	$ 5.120	**$ 3.300**
Weekly commitment only				✓		✓
Unconditional Service Guarantee						✓
Awarded "Best of the Northeast"						✓
Transportation services	✓	✓	✓	✓	✓	✓
100% choice/progression curriculum						✓
Extensive waterfront program		✓	✓			✓
Company-owned buses (not contracted)						✓

Price based on 2018 season and may have increased for 2019.

LUNCH

Each child in our program has lunch included with his/her tuition.

Campers have their choice of foods each day. For example, a camper could choose veggie bowtie pasta & string cheese OR breast of chicken wrap & Kellogg rice crispy treats. Each day there is both a meat and vegetarian option. The MLDC also provides a selection of fruit; however,if a camper would like something else, the camp offers a pasta salad bar as well as a bagel bar every day that will satisfy the most finicky of eaters. Of course, campers are always welcome to bring their own lunch if they prefer home cooking.

TWO SNACKS are included in every child's tuition and all foods are nut free. We always work with campers and their families on an individual basis to address food allergies when necessary.

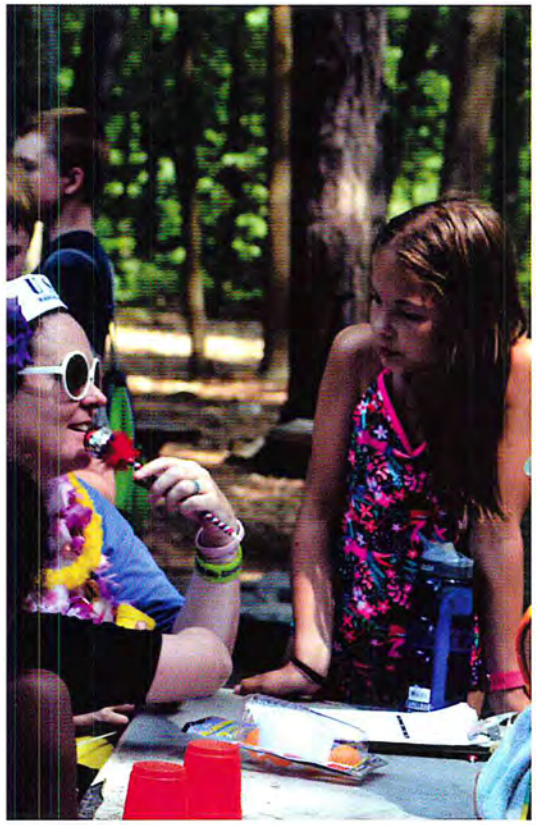
OUR STAFF

Parents frequently tell us our staff is wonderful!

We agree. The reasons are simple. First of all, our staff consists only of adults varying anywhere between 18–60 years of age. Secondly, many of the staff are professionals working within their respective fields year-round. Our counselors are teachers who are expected to indoctrinate campers with both the knowledge of their trade, as well as with the character qualities that are part of our philosophy. We also have a number of parents on our team who are truly the perfect supervisors for our campers.

We are one of the only day camps that calculate its ratios based on our adult population. Our typical 5:1 camper/counselor ratio does not include Counselors-in-Training or Leadership Assistants. Be wary of camps that promote a ratio of 4:1 or some will even advertise a 3:1 ratio. Often times, camps include their counselors-in-training (who are still in high school) as part of that number. That being the case, their actual counselor to camper ratio is between 6:1 and 8:1.

At the MLDC, you can always be assured that your child is in adult hands.



The place where campers get to design their own program!

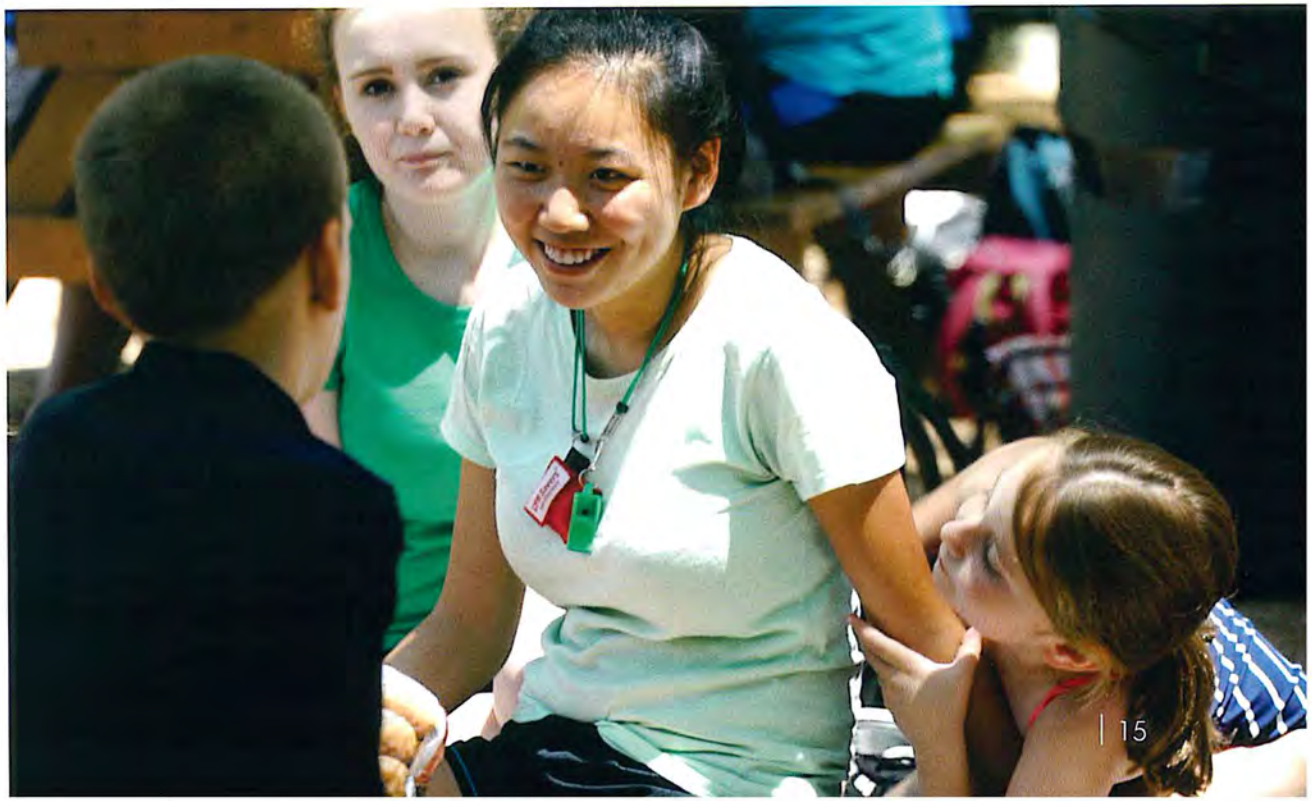
JOIN OUR TEAM!

Parents: Trade your time for your child's camp time!

Are you a parent interested in working with our camp this summer to trade your time for our child care resources? If so, we may have a position for you.

Our program is holding a finite number of camper spaces for parents who are available for a few weeks out of the summer. For every week of assistance you give, the camp will provide two weeks of either our Junior Discovery or Teen Exploration program; a value of over $1,000/week!

Applicants are expected to go through an interview process, CORI/SORI checks, and other background examinations similar to our other staff prior to joining the program. If you are a parent, love being around kids, and would like to participate in the environment that cares for your child during the summer months, please contact our Director at leslie@marcuslewisenterprises.com.



marcuslewisdaycamp.com

FACILITY, GENERAL INFORMATION & REGISTRATION

Facility

The Marcus Lewis Day Camp is located on the beautiful grounds of the East Boston Camps campsite in Westford, MA. Camp facilities include a spacious wooded area, cabins, dining hall, kitchen, gym/recreation center, zip line, climbing area, and a beautiful waterfront. Water activity favorites are fishing, boating, and swimming.

Camp hours

Camp hours for all camps are from 9:00AM-4:00PM daily and the pick-up line for afternoon dismissal begins at 3:45PM. We expect campers to be picked up by 4:00PM. Camp will close at 1:00PM on Friday, August 23.

Online registration

We strongly recommend registering your child online at: marcuslewisdaycamp.com. The process is efficient and secure.

Special Needs

It is the responsibility of the parents/guardians to bring any special physical, medical, or behavioral needs to the Camp Director's attention prior to enrolling their child in camp. This information will assist us in providing a positive experience for your child.

Extended Day

For an additional fee, children may attend a supervised extended day program. The program operates Monday through Friday, 7:30 to 9:00AM and 4:00 to 6:00PM. Parents are responsible for transportation to and from extended day. A late fee of $1 per minute will be charged after 6:00PM.

Transportation

At an additional cost, we will provide bus or van service from designated pick-up and drop off locations in numerous surrounding communities.

Medical Information

Under Massachusetts State Law, each camper must have a recent physical examination and immunization form, signed by a licensed physician, on file prior to attending camp.

At The Marcus Lewis Day Camp, we require each camper to have a physical dated within one year prior to admission of the current summer season. These completed forms must be in our files before your child can attend camp. All parents and guardians are encouraged to carry primary health insurance or medical coverage for their children attending camp. Authorization forms are required for the administration of prescription or over-the counter medications. All forms must be returned by May 15th of each year.

This camp must comply with the regulations of the Massachusetts Department of Public Health and be licensed by the local board of health. (105 CMR 430.190, C).

Placement Requests

Each child may request one friend of the same grade or age. Friends must list each other on each of their enrollment forms.

Placement requests are not guaranteed and are taken in the order they are received. Early enrollment is advised to ensure grouping with a friend. The deadline for requests is May 1st of each year.

Registration Policies & Fees

To register for our camp programs, call 978-929-9997 for an enrollment form or register online at **www.marcuslewisdaycamp.com**. All registration forms must include a non-refundable registration fee of $200 per child, per session, which is credited towards your tuition balance.

Final payments must be received in full by April 1st. If not campers will be placed on a waiting list. Campers registered after April 1st must pay the full tuition upon receipt of our confirmation email. Individuals who have not paid their outstanding balance in full may not attend camp. A $25 fee will be charged for any checks returned by the bank. For campers placed on a waiting list, their deposit checks will not be cashed until the camper has been enrolled in the program. In the case that the camper is not enrolled, your check will be returned.

Those of you who enroll online using a credit card will be reimbursed the $200 deposit if your child does not receive a confirmed placement in camp.

Refunds & Changes

If a child decides not to attend The Marcus Lewis Day Camp after enrolling, a refund minus the deposit will be considered only if the camper's place can be filled. All refunds will be made after the close of camp in August. No refunds will be made for failure to attend or incomplete attendance.

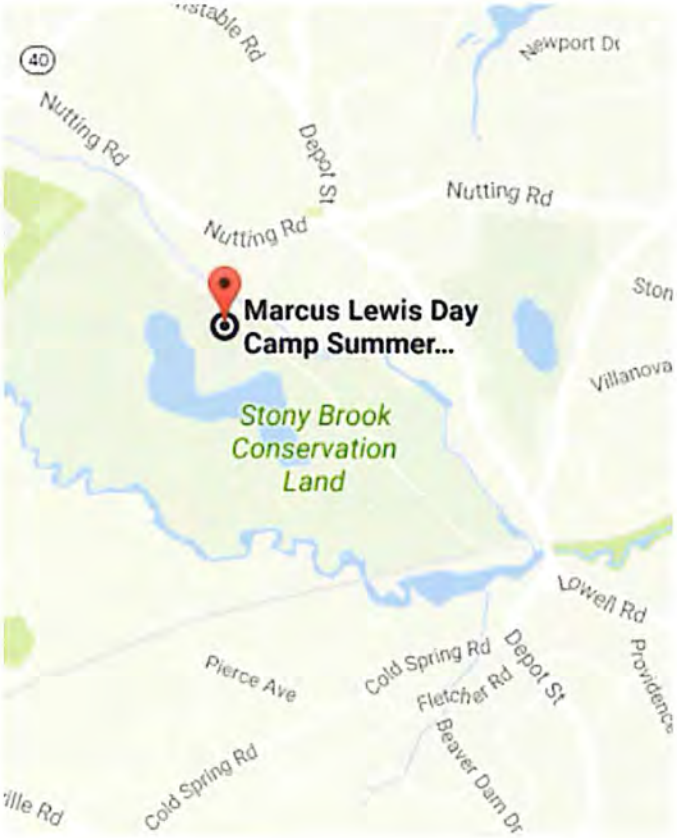
There will be an administrative fee of $100 for any decrease in the number of weeks a camper will attend, and a fee of $50 for a change in the week(s) a child is enrolled. Receipts will not be provided until after all fees are paid and a child completes the week(s) in which they are enrolled.

BUS ZONES & PRICING

Zones	A	B	C	D	E	F
Towns	Harvard Chelmsford Westford	Boxborough Littleton	Acton Bolton Groton Hudson Stow	Concord Carlisle	Bedford Lexington Marlboro Maynard Sudbury	Cambridge Belmont Wellesley Weston
Travel Time	5 minutes	5 –10 minutes	5 –10 minutes	15 –25 minutes	25 –30 minutes	30 –40 minutes
Round Trip	$50/wk	$60/wk	$70/wk	$80/wk	$90/wk	$100/wk
A Monly	$30/wk	$35/wk	$40/wk	$45/wk	$55/wk	$65/wk

TRANSPORTATION & DIRECTIONS

The Marcus Lewis Day Camp is located at 66 Depot Street in Westford. It is accessible from Route 495 by taking Exit 32 onto Boston Post Road. Head west onto Boston Post Road for 1 mile and turn right onto Lincoln Street at the town center. Lincoln turns into Main Street in 20 yards;the road will fork to the left and turn into Depot Street in 1 mile. Continue an additionalmile on Depot Street until you cross the railroad tracks, and turn left onto the dirt road. You are there!



The place where campers get to design their own program!

MARCUS LEWIS DAY CAMP:
DATES & FEES

GENERAL CAMP PROGRAMS

JUNIOR DISCOVERY
Ages 4–10
TEEN EXPLORATION
Ages 11–16
Fees: **$550**/week
Available for 9 weeks!
June 24 – 28
July 1 – 5
July 8 – 12
July 15 – 19
July 22 – 26
July 29 – August 2
August 5 – 9
August 12 – 16
August 19 – 23*
** Camp closes at 1:00PM on August 23.*

SPECIALTY CAMPS

CAMP LASER ZONE
Ages 10–16
Fees: **$595**/week
Available all 9 weeks!

CAMP APEX
Ages 5–16
Fees: **$580**/week
Available all 9 weeks!

CAMP WATERSPORT
Ages 11–16
Fees: **$625**/week
July 8 – 12
July 15 – 19
July 22 – 26
August 5 – 9
August 13 – 17

CHEF'S KITCHEN
Ages 9–16
Fees: **$595**/week
Available all 9 weeks!

DAY TRIP ADVENTURES
Ages 11–16
Fees: **$595**/week
Available all 9 weeks!

GAMERS' WORLD
Ages 10–16
Fees: **$595**/week
Available all 9 weeks!

HORSEBACK CAMP
Ages 5–16
Fees: **$650**/week
Available for 5 weeks!
July 15 – 19
July 22 – 26
July 29 – August 2
August 5 – 9
August 12 – 16
Space is limited.

SUMMER FISHING CAMP
Ages 9–16
Fees: **$595**/week
Available for 9 weeks!
June 24 – 28
July 1 – 5
July 8 – 12
July 15 – 19
July 22 – 26
July 29 – August 2
August 5 – 9
August 12 – 16
August 19 – 23

JUNIOR TRAINING TENNIS CAMP AND ULTIMATE TENNIS CAMP
Ages 10–16
Fees: **$595**/week
July 8 – 12
July 15 – 19
July 22 – 26
July 29 – August 2
August 5 – 9
August 12 – 16
August 19 – 23
Space is limited.

WOODWORKING FACTORY
Ages 9–16
Fees: **$595**/week
Available for 2 weeks!
July 15 – 19
July 22 – 26

CAMP HOURS
9:00AM to 4:00PM daily

9:00–1:00	9:00–4:00
Fees: **$320**/week	**$550**/week

THE MARCUS LEWIS TENNIS CENTER

TENNIS FOR EVERYONE

At the Marcus Lewis Tennis Center, we truly believe that tennis is for everyone. Whether younger or older, beginner or advanced, we are here to serve "everyone."

The MLTC is an operation that was born out of both a commitment to service and a commitment to excellence. Despite our operation being erected in the midst of competition from both year-round and seasonal facilities, there was never a doubt that we had the secret formula for success.

The MLTC has been helping players develop their tennis games since 1997 and will continue to do so for many more years to come. Our staff is comprised certified professionals, enthusiastic players, and other qualified personnel whose job it is to see that you enjoy this game. If that's not happening, then let us know so that we can sound the alarm and get to work on it ASAP!

PROGRAMS

If you would like to join a particular class but have a conflict on any given date during the session, we allow players to take a specified number of prorated "off" dates. The number of prorates depends on the length of the session; however. it is either one or two. To take advantage of this, you must inform us of the dates you cannot attend when you register.

CLASS DESCRIPTIONS

Junior Clinics

Juniors are placed accordingly using a very simple system of age and level. Players can be placed into one of three basic categories of beginner, intermediate, and advanced. Once placed, we waste no time in ensuring that the players have familiarity with correct and biomechanically-sound technique. Many players come to us with aspirations of playing for their school team or playing in college. Coaches for those teams will be looking for their players to have a command of the basics as well as advanced skills. In our program, we focus on ALL aspects of the game so that players have a complete arsenal of tools. Those who have been in our program know that we cover all of the bases during each class, so that players do not fall into the trap of having great ground strokes and poor volleys or an excellent overhead and a poor serve.

Above all, our staff is patient and encouraging. When your child comes to us, we recognize that this sport is challenging and it can be frustrating; however, with encouragement and positive feedback, it can (and will) be incredibly rewarding.

CONTACT INFORMATION

For information about our junior program for players under 11 years of age or to book a free junior evaluation, contact: Sally Pendleton, Junior Programmer, at 978-264-8349, Ext. 3 or email sally@marcuslewisenterprises.com

For information about our junior program for players over 11 years of age or to book a free junior evaluation, contact: Christi Nickerson, Junior Programmer, at 978-264-8470 or email christi@marcuslewisenterprises.com

For summer tennis camp inquiries, registrations and payments, contact: Amy Reichle, Camp Registrar, at 978-264-8349, Ext. 6 or email amy@marcuslewisenterprises.com

For general information, adult lessons, or a free adult evaluation, contact: Cheryl Witty, Operations Manager, at 978-264-8349, Ext. 4 or email cheryl@marcuslewisenterprises.com

For all billing and payment related questions, contact: Danielle Herr, Business Manager, at 978-264-8349, Ext. 2 or email danielle@marcuslewisenterprises.com

To reach the front desk of MLTC East, call 978-264-8349, Ext. 7.

For Membership Information, contact: Front Desk at 978-264-8349, Ext. 7 or email frontdesk@marcuslewisenterprises.com

ADULT CLINICS

For those wanting more personalized attention, instructed groups of between 3–5 individuals will be formed (up to six if there is more than one court). These standard clinics are customized to the needs and level of each person, and can be scheduled for morning, noon, and night. Like our junior classes, adults will also notice our consistent theme of proper technique with a patient approach. The classes are designed for beginners through advanced players, and are extremely cost effective. We offer men's, women's, and adult mixer style options.

*For pricing see page 29.

ADULT CHALLENGER SERIES LEAGUE

This program has become one of the most popular match-play programs in the area. Participants play a series of matches with and against different players at their level. At the conclusion of the event, the player with the highest average number of points has the option to move up to the next level the following session and they also win a prize!

The advantages are substantial:

1. No traveling!
2. Your match times will be known well in advance (they can vary greatly when playing against other clubs).
3. Consistent feedback at ALL of your matches since they are always at home and a pro will be there to watch.
4. Practices are not mandatory but can be arranged if desired.
5. No coordinating with other clubs about times, places, weather, etc.
6. The levels will be consistent since they are regulated by our organization.

TRAVEL LEAGUES

USTA, DBH & CMITA TEAMS

The MLTC hosts a number of competitive inter-club teams that consist of one practice and one match each week. The outdoor season begins with a morning Spring League for women that runs from April through early June. Evening USTA teams for both men and women start in May and run through July. The indoor DBH league for women, and CMITA weekend teams for men and women, begin in September and carry through March. All of our inter-club programs are opportunities for players to compete with others of similar ability in doubles and sometimes singles, if desired.

To learn more about any of the adult programs, please contact Cheryl Witty at 978-264-8349, Ext. 4 or email cheryl@marcuslewisenterprises.com.

JUNIOR CHALLENGER SERIES LEAGUE

The Junior Challenger Series League (JCSL) is a series of competitive matches held weekly during the school year at MLTC. Players get supervised match play experience with post-match feedback and track their progress through our sister organization, the Massachusetts Tennis Association. Once each session is complete, game, set and match wins are tallied and winners from each division are recognized.

For more information visit:

https://marcuslewistenniscenter.com/jchallenger/

MENTAL TOUGHNESS 101

The MLTC has partnered with mental performance coach, Brian Lomax, to offer a professional level of psychological guidance for players in all sports. Brian held the #1 tennis ranking in New England in his age division since the 35's and he has been ranked nationally as high as #2 in the country. Although Brian is an expert at working with players from all sports, his personal passion is tennis.

Twice a year he runs a five-week training course at MLTC East that meets once a week. The spring session runs on Sundays starting in April and ending in June. The fall session runs from October into December. The cost of the course is $195 and it includes a 100% money-back guarantee. If you take the course and do not feel it made a significant impact on your performance, then there is NO charge for it. You do not have to be a member to register. Anyone age 12 and up may participate visit **https://marcuslewistenniscenter.com/mental-toughness/** for more information.

CARDIO TENNIS

For players who want to make the most of every moment on the court, a cardio class is right up your alley. The focus is on movement and ensuring that you get a cardio workout while also hitting a lot of balls. The class is fast, focused and is guaranteed to leave you feeling as though you got some great exercise. Towards the end of each cardio class, time is devoted to point play and live-ball drills.

This program can accommodate a mix of levels and can even be customized to make it more intense for some and less strenuous for others.

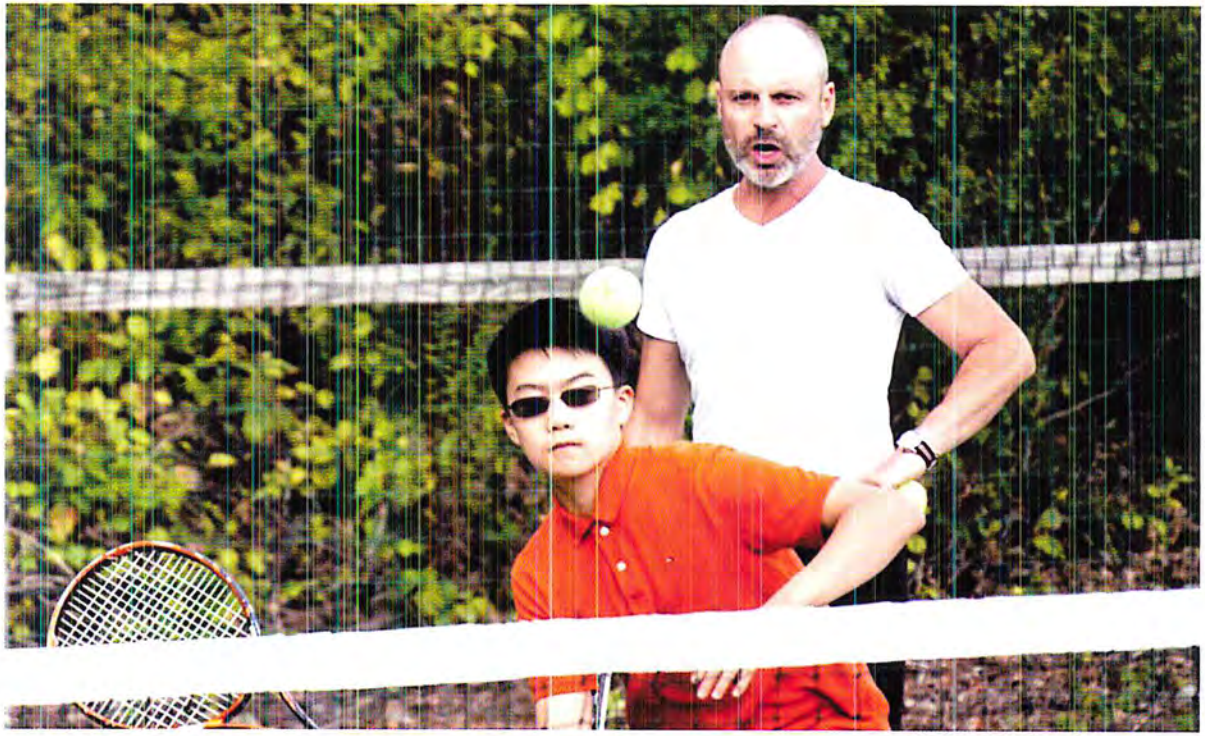
HIT WITH THE PRO

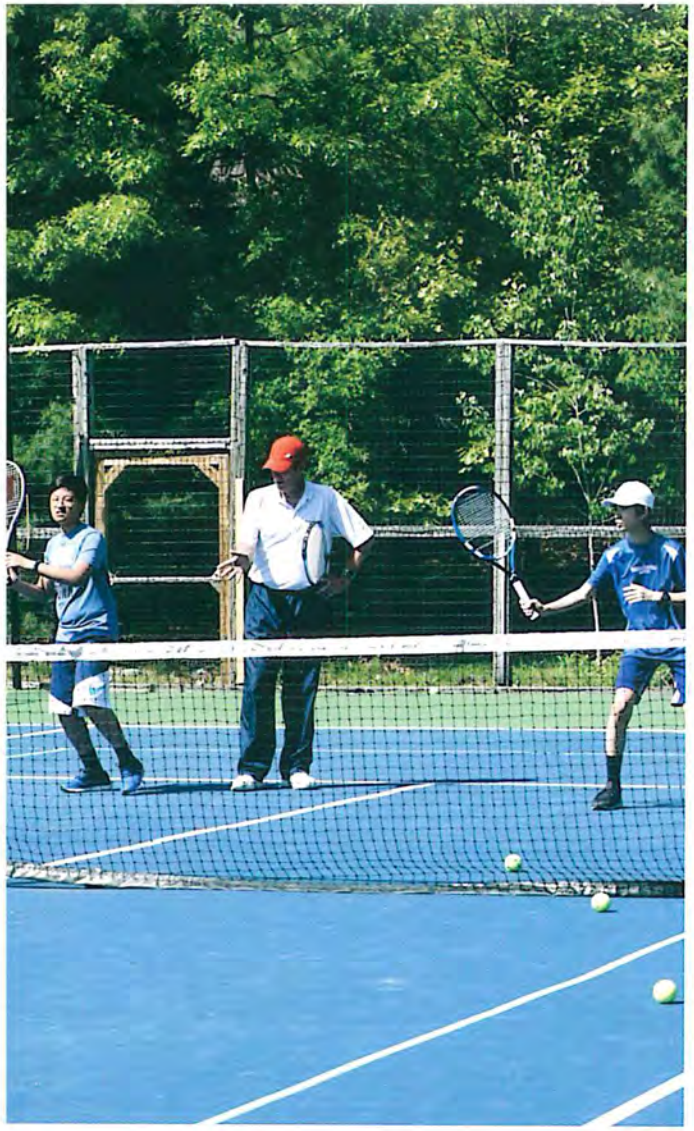
Hit with the Pro is like hitting with the ball machine, but better. You can book time the same as you would a private lesson; however, instead of having to set up a ball machine and program it to feed you certain shots, a human ball machine will serve that function. The instructor will feed a particular shot, rally, play points... anything the player needs. He/she may provide the occasional tip even though instruction is not part of the program.

PRIVATE LESSONS

For adult or junior players who are serious about improving their game, this is an ideal option. When watching more advanced players in matches, unfortunately, you do not see the amount of practice and drilling that comes with that level of play. If the backhand groundstroke is inconsistent, if work is needed on serve & volley, or if you do not feel able to poach using the backhand volley, these can all be addressed through this program.

For pricing information for the above programs, please refer to the pricing page.





JUNIOR TRAINING PROGRAM

Our Junior Training Program (JTP) is for players who would like to make a bigger commitment to improving their tennis game; however, entry into the JTP is contingent upon approval. Enrollment in the JTP is composed of a weekly clinic and weekend match play. Players are comprehensively trained to ensure consistent and steady improvement. Commitment to the JTP is from September through the middle of June.

The Junior Training Program runs from the first week of September through the third week of June. The program includes 9 months of participation. Pricing reflects a 15% discount on tennis training.

For more information visit:

https://marcuslewistenniscenter.com/junior-lessons/

For players under the age of 11, please contact
Sally Pendleton at 978-264-8349, Ext. 3
or by email: sally@marcuslewisenterprises.com.

For junior players over the age of 11, please contact
Christi Nickerson at 978-264-8470
or by email: christi@marcuslewisenterprises.com.

MASTERS PROGRAM

The Masters program is for the most motivated junior players who have a genuine desire to see how far they can go with their tennis game. Players must go through a formal interview with Marcus Lewis before being accepted into the program. In addition, candidates must have won at least one USTA tournament within one year of their interview.

If your child likes tennis, then this is not the program for them. If they love it, then they have passed one step for entry into the group.

Players make a similar commitment to the JTP players (one clinic, one match-play each week). Additionally, Masters juniors are required to have a private lesson each week, to practice their serves twice each week, and to complete the Mental Toughness 101 course at some point during their first year when they are at least 13 years old.

The club sponsors the players by covering their tournament fees, clothing, equipment, and other benefits.

PROFESSIONAL INSTRUCTION

The MLTC has amassed a group of exceptional core instructors who have a wide range of experience working with any level of player. The backgrounds of the pros are varied and of a high, domestic as well as international pedigree. Adult inter-club teams as well as tournament-playing juniors have all achieved high levels of success with the guidance of MLTC instructors. We offer an environment of patience and encouragement for recreational players as well as an intense training ground for advanced competitors to reach their potential at any level.

WE STRONGLY RECOMMEND VISITING OUR STAFF PAGE WHERE YOU CAN SEE WHO OUR TENNIS PROFESSIONALS ARE:

http://marcuslewistenniscenter.com/our-staff/

THE ULTIMATE TENNIS CAMP

Ages 7–13

Ultimate Tennis Camp (UTC) is for the beginner through intermediate player and offers the most fun of any tennis camp in the world, guaranteed!
The premise behind UTC is for players to have a great time while learning textbook strokes. As campers focus on their form they are constantly working on their aim and control by trying to hit targets. When a camper hits a cone, he/she receives points that can then be used to purchase prizes at the end of the week! Camp is run rain or shine at MLTC East which offers both indoor and outdoor accommodations.

JUNIOR TRAINING CAMP

Ages 10–17

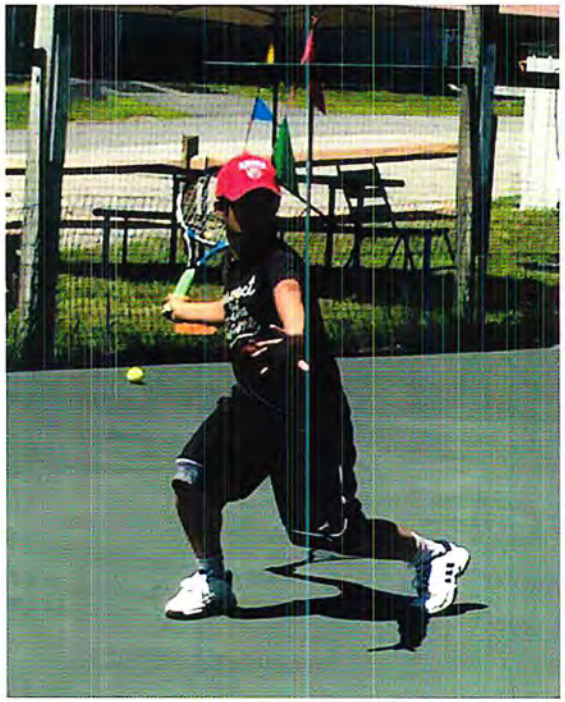
The MLTC's Junior Training Camp (JTC) is designed for the experienced player. Those who are seeking competitive play and players competing in sanctioned tournaments comprise the core of the JTC program. Campers are expected to prepare for hard work and high expectations, however the results are why most players enroll for multiple weeks. Camp is run rain or shine at MLTC East which offers both indoor and outdoor accommodations.

THE ULTIMATE TENNIS CAMP & JUNIOR TRAINING CAMP PRICING:

Morning session	(9AM-1PM)	**$375**/wk OR **$2,250** for 6 -10 weeks*
Afternoon session	(2-5PM)	**$275**/wk OR **$1,650** for 6 -10 weeks*
Full day	(9AM-5PM)	**$599**/wk OR **$3,590** for 6 -10 weeks*

* That's correct! For the cost of 6 weeks of camp, you can enroll your child into 6, 7, 8, 9 or all 10 weeks!
See marcuslewistenniscenter.com for more details.

To register for UTC or JTC programs, please contact **Amy Reichle at amy@marcuslewisenterprises.com or by calling 978-264-8349, Ext. 6.**



QUICKSTART

Ages 4–10

QuickStart tennis is the newest rage sweeping the junior tennis world and The Marcus Lewis Tennis Center has brought it to Acton!

This program allows children ages 10 and under to play tennis using a smaller court and specialized equipment.

Although you may have seen the multi-colored balls and nets used in other programs, it's HOW they are used that makes the difference. Kids only 5-6 years old can hit a ball back and forth 10, 15 times and more! Children only a year or two older can play competitively!

Our staff of QuickStart instructors have all been properly trained and versed on the most effective ways of implementing these unique tools. We guarantee your child will be as excited about it as we are!

OFFERED IN HARVARD

MINI-CAMPS

Ages 4–14

Monday through Thursday, the MLTC runs what we have called "Mini-Camps" for players ages 4-14. The program provides instruction each day from Monday through Thursday, with Friday as a rain make-up day if necessary. Classes are held at the courts located at the Bromfield School in the town of Harvard.

Student/instructor ratios are kept at a maximum of 5:1 ratio.

8:15-9:00	4-5 year-olds	**$72**
9:00-10:00	6-8 year-olds	**$72**
10:00-11:30	9-11 year-olds	**$108**
11:30-1:00	12-14 year-olds	**$108**

RACQUET STRINGING SERVICES

At the MLTC, we offer year-round professional racquet stringing and regripping services. Remember, you should have your racquet restrung the same number of times per year that you play in a week (e.g. if you play twice a week, have it restrung twice a year).

SATELLITE PROGRAMS

RECREATION

The Marcus Lewis Tennis Center Extension Program is a non-profit division that partners with local recreation departments.

You can learn from our pros on your courts! We run programs in the following communities:

Acton ▪ Carlisle ▪ Harvard ▪ Westford

SCHOOLS

We also work with many local after-school enrichment programs to offer our popular QuickStart Beginner classes. We bring the equipment and run the classes in the gym! It's a great way to learn tennis during the school year. Some of the school systems where you can find us include:

Acton ▪ Stow ▪ Bolton ▪ Carlisle
Groton ▪ Lancaster ▪ Westford

marcuslewistenniscenter.com

MEMBERSHIP & PRICING

At the Marcus Lewis Tennis Center, we have two primary locations: MLTC East and MLTC West.

MLTC EAST

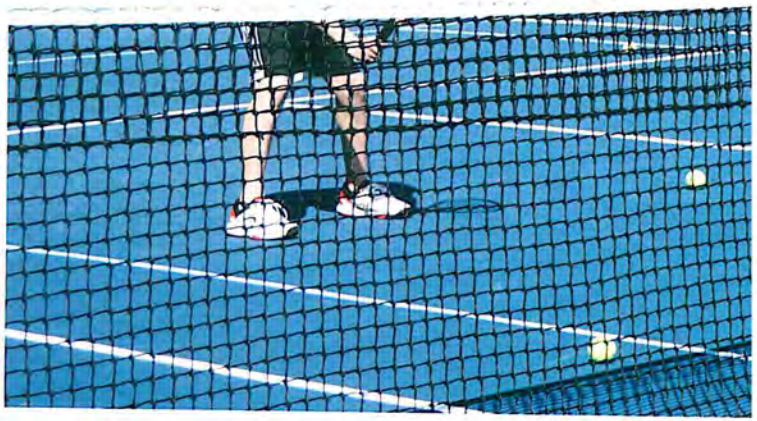
MLTC East is located at 10 Granite Road in Acton. The facility offers four outdoor courts and six indoor courts. The indoor courts have excellent upper-viewing areas and the lighting is superb for indoor court play.

Memberships to MLTC East provide year-round access to both the indoor and the outdoor facilities. There is no charge for members to book the outdoor courts.

A membership at MLTC East also provides you access to MLTC West!

Membership Fee to MLTC East & West	**$235**/adult **$125**/Child (Age 8+)
East Membership Fee After February1	**$130**/adult **$65**/Child (Age 8+)
Indoor Court Fee at MLTC East	**$38**/hour
Guest fee at either facility	**$8**/person (Age 8+)

Kids under age 8 are FREE!



MLTC WEST

MLTC West is located at 102 Nonset Path in Acton. The facility has four pristine courts that were completely rebuilt in the fall of 2013.

The courts are covered by a protective dome from mid-September through April. During that period, the public can purchase a membership to book courts or to take lessons.

When the courts are uncovered from May through September, the courts can only be used for lessons. Open play time during the outdoor season is reserved exclusively for the residents of the surrounding condominium complex.

Indoor Membership Fee to MLTC West	**$125**/adult **$60**/Child (Age 8+)
West Membership Fee After February1	**$65**/adult **$30**/Child (Age 8+)
Indoor Court Fee at MLTC West	**$32**/hour
Guest fee at either facility	**$8**/person (Age 8+)

Kids under age 8 are FREE!

If you have any questions about how it all works, please send a note directly to our Front Desk Manager, **Marsha, at marsha@marcuslewisenterprises.com**, or you can reach her, or other front desk staff who can help, at **978-264-8349, Ext. 7**.

CLINICS: $25/hour

Clinics are group lessons for between 3-5 players (6 if players can spread out onto two courts). If you would like a "closed" class with a guaranteed maximum of 4 players, the cost is $28/hr. For a closed class with a maximum of 3 players, the cost is $32/hr. Team practices are at a 4:1 ratio on multiple courts for $25/hr.

LESSON PRICING

Private Lessons:	**$90**/hour $50/half hour
Semi-Private:	**$50**/hour/per person
Hit with the Pro:	**$50**/hour
Challenger Matches:	**$21**/1.5hours

MATCH PLAY PROGRAMS

The Massachusetts Tennis Association (MTA) is the sister organization of the MLTC (www.masstennisassociation.com). The MTA currently has three chapters: the Acton-Boxborough Tennis Association, the Concord-Carlisle Tennis Association and the Westford Tennis Association. By joining any one of the three chapters, the MTA allows members to seek out other players throughout the network to connect with and set up matches. The matchmaking service is for both adults and juniors and it is completely FREE.

The MLTC runs all of its in-house leagues through this organization and it has grown to become the largest playing operation in the area. The two primary programs are Challenger Series Leagues and Flex Leagues.

DOUBLES CHALLENGER SERIES

Adult and junior

Year-round, the MLTC offers competitive, local doubles leagues for a wide range of levels. Each week you play with a different player against different opponents who are in your division. Although you play with a partner, you gain points individually for your successes. If you win your division, you move up to the next level! The online system keeps track of your rating so that you can view your standing and the standings of your peers.

FREE MLTC MATCHMAKER SERVICE

Would you like to play a singles match, but do not know any other available players? Do you not have enough time to search for an opponent? Does your child need more singles experience? If the answer is "yes" to any of those questions, then our MLTC Matchmaker Service is for you!

Simply send an email to

matchmaker@marcuslewisenterprises.com

and let us know your availability. We will scan through our database to find you an opponent and schedule the event.

WHAT'S THE COST?

During the indoor season, this service is absolutely FREE! Your only charge is the cost of splitting the court. During the outdoor season we charge an administrative fee of $15.

Note: This service is available to members only.

SINGLES FLEX LEAGUES

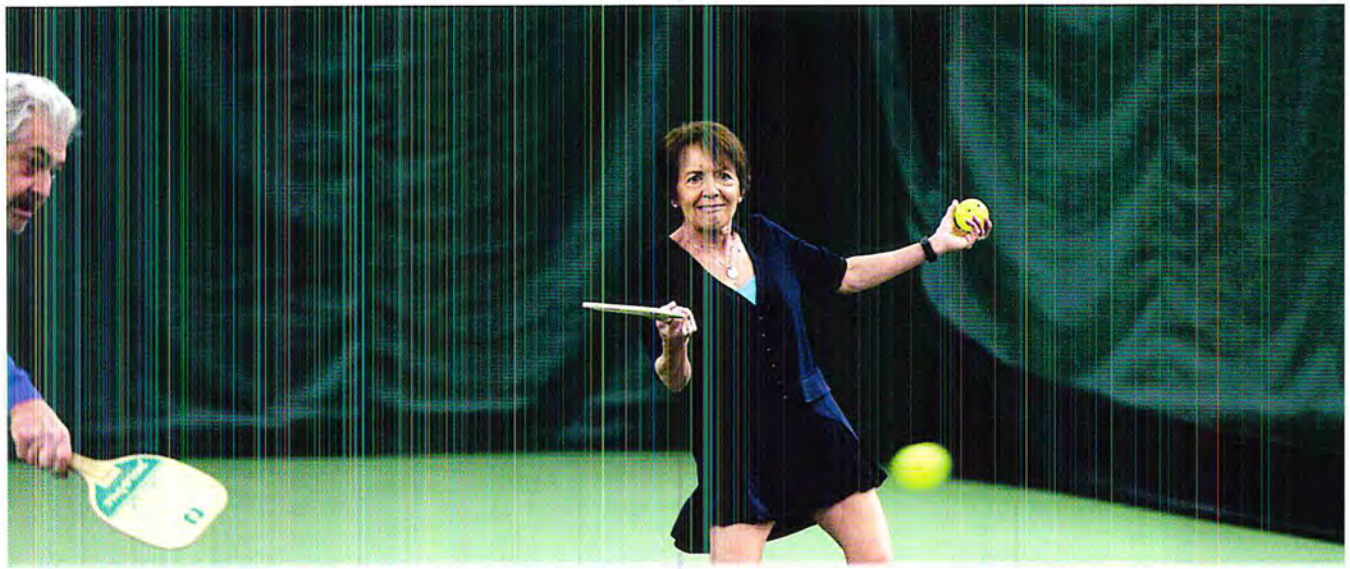
The MTA offers flexible singles programming through "Flex" league play. Flex leagues are generally for adult players looking to play singles. Co-ed and single gender divisions are created based on skill level, and a match schedule is emailed to all of the participants. Players have one match each week that is played at a time that is convenient for both players. Scores are reported and, at the end of the session, the winner is awarded a prize!

The cost to register for the Flex League during the outdoor season is only a $49 fee per session (sessions are generally 6-8 weeks long). During the indoor season, the fee drops to $25 per session, plus players split the cost of the court time each week.

If you would like more information about the Flex League, please contact **Pete by email at pete@marcuslewisenterprises.com**

PICKLEBALL

Pickleball is held at MLTC East (10 Granite Road in Acton) and you do NOT need to be a member to participate. We no longer offer designated play times but instead allow individuals to book the court for pickleball use. A court may be reserved up to 7-days in advance, but keep in mind that there is a 24-hour cancellation policy. Paddles and balls are provided by the club if you do not have your own. If you would like to reserve a court, please email our front desk at **frontdesk@marcuslewisenterprises.com** or call them at **978-264-8349 Ext. 7**.



Ready to give it a try?

Email us at
frontdesk@marcuslewisenterprises.com
or call **978-264-8349, Ext. 7.**

BIRTHDAY PARTIES/ SOCIAL EVENTS AT MLTC

At our MLTC East facility we offer space for parties/events/corporate gatherings to both members/non-members.

We offer tennis, ping-pong and pickleball packages or just party room rental.

Although we have a few set packages to choose from, we can customize any option and help host a memorable event at MLTC.

JUNIOR BIRTHDAY PARTY - 1.5 hrs

Ages 4+

INCLUDED:

- 45-minute class with an instructor(s) depending on the number of participants
- 1 or 2 adjacent courts (depending on the number of children in the group)
- All equipment (mini-nets, racquets, balls)
- 45-minute use of the party room
- Goody bags for all players in the birthday party

Rates:

- Members $230
- Non-Members $255

Up to 10 kids

- Additional player $12 (up to a max. of 16)

HAPPY HOUR/TENNIS PING PONG/PICKLEBALL RR

Age 21+

INCLUDED:

- 2 adjacent courts
- Play equipment
- Party room

Available times will need to be discussed at the time of booking. Bookings require a minimum of 14-day notice. Cancelations/time changes within 48 hours will be charged a flat fee of $75.

** Pro involvement in the event can be discussed for an additional fee.*

Rates:

- Hourly rate (unstaffed) Members $100
- Non-Members $125

Min. 2 hr. rental is required

For more details, please contact:
party@marcuslewisenterprises.com

CORPORATE/SOCIAL EVENT

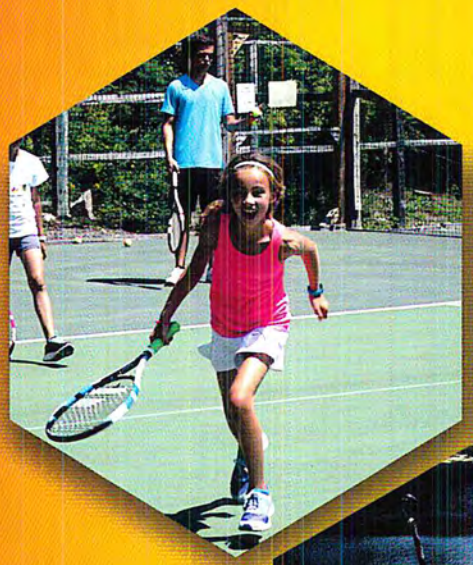
ADULT/YOUNG ADULT AGE

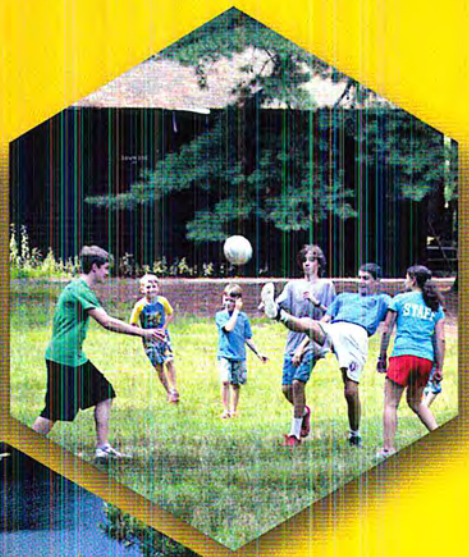
We can customize your event to any extent you'd like! If you have an idea, we can help! We can make multiple courts/pros available. We can provide equipment at no additional cost. Your group can have access to a party room, locker rooms, etc. During the outdoor season, access to outdoor courts may be arranged.

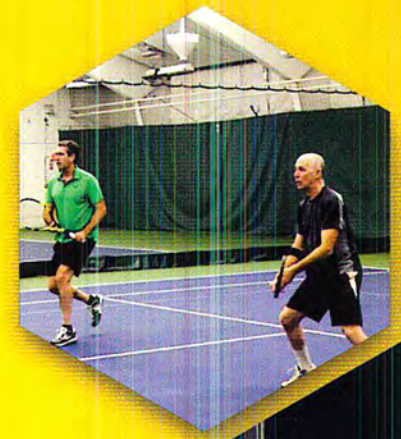
- *All parties are scheduled for a mutually agreed upon time.*
- *Available times for parties on the weekend would need to be agreed on at least 14 days in advance.*
- *Cancelations/time changes within 48 hours will be charged a flat fee of $75.*

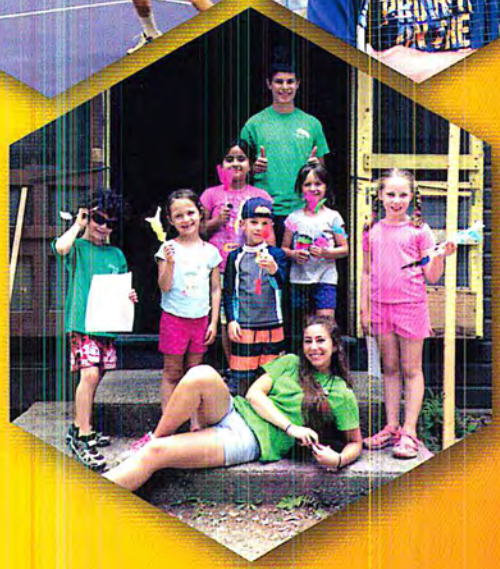
2019

PROGRAM GUIDE









MLTC

P.O. BOX 2235
ACTON, MA 01720

marcuslewisdaycamp.com
marcuslewistenniscenter.com