CAPITAL CAMPAIGN

SAVE THE AJAX CAFE, GROW THE BOAT SCHOOL

"What a moment. We are steps away from making sure the Ajax is with us long into the future. Not only will we be saving a community treasure, we'll also be preserving the character of Port Hadlock's most historic neighborhood."

John Barrett
Port Hadlock Business Owner
Boat School Board Member

Make the Ajax Cafe a part of the Northwest School of Wooden Boatbuilding's Port Hadlock Heritage Campus.

AJAX CAFE

NORTHWEST SCHOOL of WOODEN BOATBUILDING

HAVE IDEAS?
WANT TO HELP?

PLEASE CONTACT:

Betsy Davis
Executive Director
Northwest School of Wooden Boatbuilding
Phone: (206) 390-0381
Email: betsy@nwswb.edu

Kristan McCary
Managing Owner
Ajax Cafe
Phone: (360) 531-1848
Email: ajaxcafe@hotmail.com

THE PROJECT

The Ajax Cafe and the Northwest School of Wooden Boatbuilding have been cornerstones of our community for over 36 years. The future of the Ajax Cafe is at risk — this beloved community asset needs a long-term solution to its septic infrastructure and a favorable long-term lease to continue operations. The Northwest School of Wooden Boatbuilding, a non-profit and accredited vocational school, is in the midst of a capital campaign to improve its facilities, based on the long-range vision described in its Strategic Plan. The two organizations are working together to purchase the property the Ajax sits on (to be owned by NWSWB), build needed septic (on NWSWB's current upper campus) and define a long-term favorable lease for the Ajax Cafe. **You can build on the historic legacy by supporting this effort today.**

EVERYONE BENEFITS!

- The Ajax will continue to support the local community and the community holds on to a favorite gathering place.
- The Ajax will continue to support local farmers with healthy farm-to-table options.
- Lower Hadlock and the School environment will retain its historic character as a heritage working waterfront.
- The Boat School will be able to build safe pathways for students, especially critical for dark and rainy days
- The Boat School benefits from the Cafe's vitality and food
- The Ajax Cafe and the Boat School each have a regional and national draw; together the synergy creates even more visibility for both organizations and the nearby community.

SUPPORT LOCAL BUSINESS

The Ajax Cafe is now owned by several of its employees. Support their vision of keeping this local business going long into the future. The Cafe sources much of its food from local farms, and is a major employer in Port Hadlock. Its food and dollars nourish the local community and economy.

KEEP A COMMUNITY SPACE THRIVING

Which of these have you experienced at the Ajax?

Anniversaries, birthdays, retirement parties, tete a tetes, date nights, wine dinners, music nights, warming up after sailing, celebrations, spur-of-the moment gatherings, company parties, solo moments, or family traditions?

PRESERVE A HISTORIC DISTRICT

Through the years, the Ajax Cafe has frequently served as a community center and been owned by local community members. Today, the 1870's vintage Ajax building and the school's historic waterfront buildings are both testament to that heritage. Together they are catalysts for bringing the best of history into the future.

Lower Hadlock extends and leverages the Port Townsend historic district by creating another important and interesting stop along the Quimper corridor. To recognize that importance in an official way, research has begun to designate the district on the National Register of Historic Places and Washington Heritage Register.

Working Together Makes Sense

- Capacity for septic on Boat School property. To re-open the Ajax Cafe requires building sufficient septic capacity; there isn't sufficient space to meet that capacity on the property where the Ajax sits. There *is* a suitable space on the Boat School's upper campus. It only makes sense for the Boat School to provide a septic easement on its upper campus (that stays permanently with the property) if it has the security of owning the Ajax property.
- Re-opening the Ajax serves the community, the students, and the school. With the expanded septic capacity on the Boat School property, the Ajax will no longer be restricted to dinners-only. The Ajax is a favorite eating spot for many people in the community. With a broader range of hours, students could benefit from breakfast or lunch service. As the Boat School grows, there are increasing numbers of events held at the school. A nearby caterer will make events simpler. All would benefit from re-opening this popular eatery.
- The combination of the Ajax and Boat School bring vitality to Lower Hadlock. Both the restaurant and school draw people from around the region and together offer a special sense of place in Lower Hadlock. Combined, the two offer a unique destination. The historic district and open campus create public access to the waterfront and another destination for tourists to Jefferson County.
- The Ajax property links the school's upper and lower campuses. The Boat School's students work in boatshops throughout the campus, and navigate between the shops and classroom every day. This property uniquely provides the vital link between the two. The public road does not provide safe passage when visibility is reduced by darkness and rain.

THIS PROJECT STRENGTHENS THE BOAT SCHOOL

Our Strategic Plan calls for a long-term investment in the Port Hadlock Campus

In January 2016 the Northwest School of Wooden Boatbuilding adopted a five-year Strategic Plan. The Plan reflects the school's decision to maintain its location in lower Hadlock as its primary campus because the facility is set up specifically for our classes. The school plans to expand the capacity of the facility through incremental facility improvements, and launched a $2.3 million capital campaign to accomplish that, of which a quarter has been pledged to-date.

Purchasing the Ajax Property helps support these goals by:

Adding classroom and shop space to support new programs.

The Boat School is adding new Marine Systems programs, and recently received $100,000 from the state's Department of Commerce to begin building the new curriculum. The Ajax property offers new locations (outside the historic house) to add more teaching space.

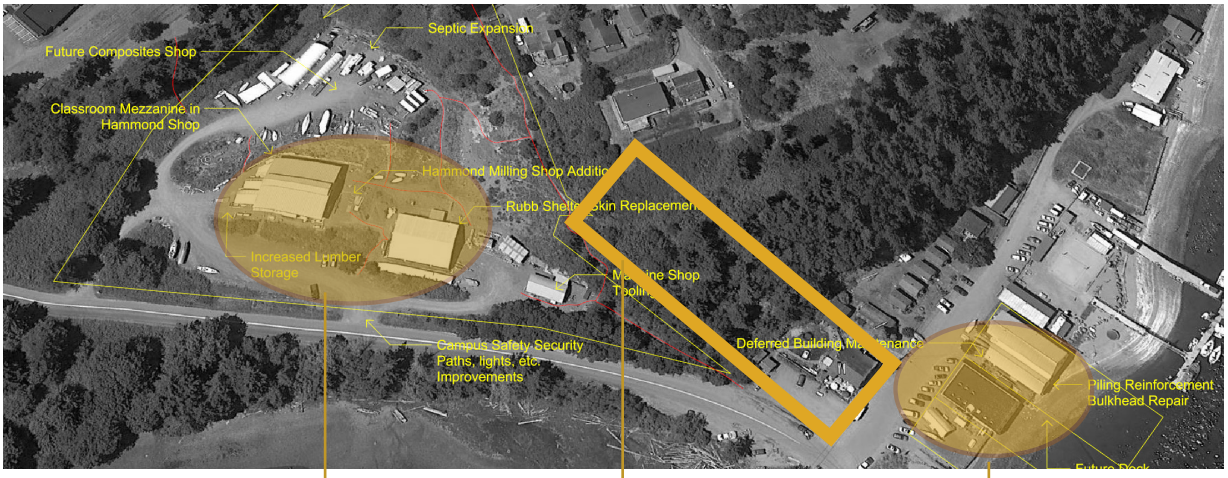
Making long-term improvements to the campus such as pathways and lighting for security and safety.

The Boat School campus is currently made up the upper 5.5 acres and the lower two waterfront parcels. The school does not own contiguous property so can't create safe paths and connections throughout the campus, and must rely on students travelling via the road - not a safe passage when visibility is reduced by darkness and rain.

Enhancing student services.

Having the Ajax open with expanded hours of operation will offer students more options for food, and increase catering options for school functions.

THIS PROJECT STRENGTHENS THE BOAT SCHOOL



BOAT SCHOOL'S UPPER CAMPUS

The Boat School's upper campus is approximately 5 1/2 acres.

BOAT SCHOOL'S LOWER CAMPUS

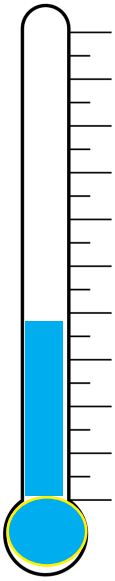
Includes two historic buildings on the water and the property next to those buildings to the Port of Port Townsend's public dock.

THE PROPERTY WHERE THE AJAX IS LOCATED

The Ajax property includes the historic building and extends up the hillside. This property creates the ideal linkage between the Boat School's upper and lower campuses.

What It will Take to Purchase the Property

$375,000



PROJECT BUDGET

The project requires a permanent easement from the Boat School for the new septic drainfield that will be constructed on its upper campus property to support the Ajax commercial septic needs. At about 10% of the parcel's building space, the Boat School calculates it is contributing an approximately **$80,000** investment to this project. This commitment is firm, pending County permitting.

The project also requires a **$100,000** investment in designing and installing a septic system suitable for the expanded commercial uses of the Ajax. Financing has been secured for this work.

The current budget for purchase of the property is **$375,000**, of which over **$155,000** has been secured.

Property	$ 325,000
Deferred Maintenance (inspections)	$ 19,000
Fundraising, management expenses	$ 10,000
Closing costs, Inspections, Legal Fees	$ 9,500
Real estate consultant fees	$ 6,500
Financing costs	$ 5,000
Total Project Cost	$ 375,000

THE AJAX LEASE

The Lease terms will stem from these principles:

- The Boat School needs to be net-neutral on cash out but is not seeking to make this a profit center.
- The term of the lease will be for 30 years, with a reasonable renewal guarantee clause.
- The lease amount will cover ongoing expenses such as building and septic maintenance, landscaping, incremental insurance, property tax, incremental financial and management tasks, etc.
- The Ajax owners would lease both floors of the building.
- As a non-profit, the Boat School would seek philanthropic gifts and grants to help fund major maintenance of the historic structure over time. One example is the Washington State Heritage Capital Projects Fund.
- Fully funding the capital campaign means the Ajax Cafe owners would not need to include mortgage principal and interest payments in their monthly rental amount; instead rent would include only the ongoing expenses described above.