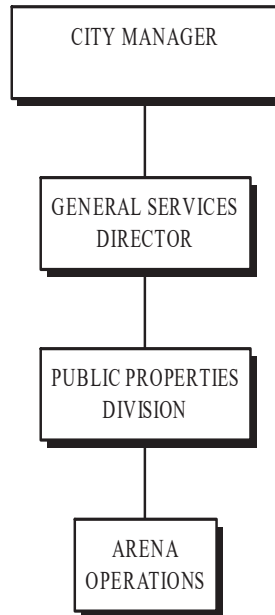


Arena Fund

Mission

To provide a safe, attractive and well-operated multipurpose, multifunctional facility for the citizens of Concord at rates which are competitive with other facilities in the region.

ARENA FUND ORGANIZATIONAL CHART



CORE RESPONSIBILITIES

1. Make and maintain ice for skating and maintain facility for non-ice rentals.

Arena Fund

<u>Fund Summary</u>	2025 Revised	2025 Projected	2026 Budget
Revenue	\$813,240	\$761,618	\$772,480
Expense	\$897,880	\$918,044	\$887,178
Net Income (Loss)		(\$156,426)	(\$114,698)
Beginning Working Capital		\$271,116	\$114,690
Ending Working Capital		\$114,690	(\$8)

Reserve

This Fund has a goal to target a working capital reserve that is 20% of operating expenses, including debt service and capital expenditures.

Arena Fund

<u>Budget Detail</u>	2024 Actual	2025 Adopted	2025 Revised	2025 Projected	2026 Budget
Revenue					
Pro Shop Sales	\$53,637	\$52,000	\$52,000	\$47,200	\$50,000
Concession Sales	\$102,312	\$102,000	\$102,000	\$92,500	\$95,000
Rental Income	\$618,407	\$618,500	\$618,500	\$578,398	\$586,960
Investment Income	\$9,027	\$4,220	\$4,220	\$7,000	\$4,000
Sale of Assets	\$9	\$0	\$0	\$0	\$0
Advertising	\$32,575	\$30,000	\$30,000	\$30,000	\$30,000
Finance Charges	\$1,987	\$500	\$500	\$500	\$500
Other Revenue	\$8,853	\$6,020	\$6,020	\$6,020	\$6,020
Total Revenue	\$826,807	\$813,240	\$813,240	\$761,618	\$772,480

Arena revenue is determined by using historical data for ice and dry-floor rentals. This data is used to determine the anticipated hours (prime and off-peak) that will be sold during the six-month ice-in period. Historical data is also used to project anticipated requests for dry-floor rentals during the late spring and summer period. Many of the vendors that book the arena for a dry-floor venue are repeat customers.

Arena Fund

	2024	2025	2025	2025	2026
	Actual	Adopted	Revised	Projected	Budget
Expense					
Full Time	\$202,865	\$231,122	\$231,122	\$231,122	\$246,194
Part Time	\$1,555	\$0	\$0	\$0	\$0
Temporary	\$77,455	\$82,050	\$82,050	\$80,000	\$85,330
Overtime	\$13,191	\$5,970	\$5,970	\$9,000	\$6,210
Allowance	\$600	\$600	\$600	\$600	\$600
Retirement	\$29,642	\$32,080	\$32,080	\$32,080	\$32,181
FICA	\$22,305	\$23,813	\$23,813	\$23,813	\$25,352
Beneflex	\$77,178	\$80,846	\$80,846	\$61,270	\$57,284
Worker's Compensation	\$4,460	\$4,423	\$4,423	\$4,423	\$3,640
Unemployment Insurance	\$312	\$273	\$273	\$273	\$362
Professional Development	\$2,185	\$2,350	\$2,350	\$2,350	\$2,350
Business Expense	\$1,375	\$1,455	\$1,455	\$1,455	\$1,460
Repairs and Maintenance	\$38,125	\$35,424	\$35,424	\$60,424	\$30,220
Professional Services	\$14,888	\$27,177	\$27,177	\$41,777	\$26,020
Communications	\$1,793	\$2,014	\$2,014	\$2,014	\$2,163
Office Supplies	\$1,018	\$550	\$550	\$550	\$550
Departmental Supplies	\$4,450	\$1,400	\$1,400	\$1,400	\$2,400
Auto Parts	\$3,529	\$5,120	\$5,120	\$5,120	\$5,750
Building Supplies	\$13,466	\$16,420	\$16,420	\$16,420	\$16,420
Uniforms	\$731	\$1,180	\$1,180	\$1,180	\$1,180
COGS	\$43,483	\$40,483	\$40,483	\$40,483	\$41,250
Electricity	\$61,316	\$66,040	\$66,040	\$65,720	\$66,380
Natural Gas and Propane	\$20,259	\$26,940	\$26,940	\$27,000	\$27,960
Water and Wastewater	\$7,986	\$8,500	\$8,500	\$7,920	\$8,620
Property and Auto Insurance	\$3,700	\$3,650	\$3,650	\$3,650	\$3,770
Liability Insurance	\$2,200	\$2,390	\$2,390	\$2,390	\$2,430
Principal	\$80,000	\$75,030	\$75,030	\$75,030	\$75,000
Interest	\$27,843	\$25,810	\$25,810	\$25,810	\$22,847
Transfer Out - General	\$85,518	\$89,920	\$89,920	\$89,920	\$88,406
Transfer Out - Solid Waste	\$3,790	\$4,850	\$4,850	\$4,850	\$4,850
Total Expense	\$847,215	\$897,880	\$897,880	\$918,044	\$887,178

Arena Fund

<u>Service Indicators</u>	<u>2023 Actual</u>	<u>2024 Actual</u>	<u>2025 Estimated</u>	<u>2026 Projected</u>
1. Total Ice Rental Hours	1,610	1,665	1,568	1,560
2. Show Rental Revenue	\$43,700	\$52,130	\$54,650	\$54,880
3. Public Ice Skating Attendance	11,915	11,935	10,784	11,000
4. Recreational Hockey Stick/Puck Attendance	1,494	1,450	1,563	1,560

2026 Goals

1. Develop a plan to install a new skid-mounted ice plant. Investigate replacement of the 1950's compressors, while integrating recent EPA requirements for ammonia safety.
2. Narrow Arena deficit. Look at new ice-related opportunities such as new adult leagues. Investigate staffing alignments that will reduce payroll costs.
3. Capitalize on opportunities provided by the plans for a renewed Kiwanis Park. Work with show promoters for more outside events that will not interrupt existing shows or revenue programs such as roller skating.

2025 Goals Status

1. Continue to look for additional revenue opportunities.
9-Month Status: The purchase of rentable tables and chairs was included in the Arena CIP. Reached a 100% booking rate for 2025 dry-floor shows. Hosting profitable co-promotion of the popular Indoor Yard Sale.
2. Continue to work with the Recreation & Parks Advisory Committee, the Arena Advisory Committee, and City staff from the Parks & Recreation and Community Development Departments, on the master plan for Kiwanis Park and the Everett Arena property.
9-Month Status: Continuing to work with the Parks and Recreation Department to support the Kiwanis Park master plan.
3. Continue to explore additional energy saving measures for the arena.
9-Month Status: Investigating new compressor technology and opportunities for a high efficiency ice plant to replace the legacy system currently in place.