NAHL Junior Program Impact Report

Prepared by General Services Department

Background

In October of 2021 the North American Hockey League (NAHL), represented by Mr. Chris Brown, approached the City of Concord proposing a franchise agreement where NAHL would host a Junior League program at the Everett Arena (Arena). Mr. Brown proposes a 5-team franchise that would be based at the Arena in an approximately 7,000 square foot addition to be built on the east end of the facility. The NAHL would also manage the snack bar concession currently operated by Arena Staff. In December of 2021 City Administration directed General Services Staff to summarize the impact such a franchise would have at the Arena.

Summary of Impact

The franchise agreement proposed by NAHL would impact the Arena and its customers in several ways, most notably with respect to the financial position of the Arena Fund, and the current program schedule. Full details are noted in the discussion section of this report and the appendices. A summary of the impact is noted below:

Teams	Pro Forma	Schedule
	Impact (FY 27)	Impact
Current	-\$173,373	Current schedule and financials, including Administrative Overhead and proposed bonding costs
5	-\$1,158,174	Lose - 2 High School teams, 4 ½ Youth Teams, 2 Adult League Teams, 84 hours of Public Access, and 5 Dry Floor Shows
4	-\$1,329,629	Lose - 2 High School teams, 3 ½ Youth Teams, 2 Adult League Teams, 84 hours of Public Access, and 5 Dry Floor Shows
3	-\$1,484,307	Lose - 2 High School teams, 2 ½ Youth Teams, 2 Adult League Teams, 84 hours of Public Access, and 5 Dry Floor Shows
2	-\$1,315,649	Lose - No High School teams, 2 Youth Teams, 21 hours of Public Access, and 5 Dry Floor Shows

Other considerations to be resolved involve, maintaining the current quality of ice maintenance, our obligations under the Land and Water Conservation Fund Grant, and the status of the proposed addition located on the west end of the Arena.

Conclusions

Hosting a Junior Program would have a profound impact on current operations and Arena Fund finances for years to come.

Discussion

Proposal

NAHL proposes a 5-team franchise based at the Arena. NAHL proposes it would purchase ice time for its operations at a discounted rate. It is understood that this discount would sunset after year five with the possibility of an additional franchise rental fee at that time. NAHL proposes it would also assist with the funding of the bond necessary to construct the additional space the franchise desires for its program. A proposed series of additions is noted in Appendix A. Funding assistance would be a total of \$600,000 with \$200,000 in year one, and \$100,000 annually in years two through five.

Financial Impact

The Arena currently runs an annualized operational surplus of approximately 20% in the five-year period ending in FY 2019. However, Administrative Overhead costs and bonding expenditures needed to accomplish important facility upgrades push the fund balance downward. It is anticipated that by the end of FY 2024 the Arena will have exhausted its working capital necessitating a waiver of all, or a portion, of the Administrative Overhead cost and/or require General Fund assistance with the cost of bonding future facility upgrades. Consequently, any relief on the fund provided by the NAHL would be welcome.

While the revenue calculations are straightforward, General Services staff have made an earnest effort to detail anticipated expenses based on the assumptions provided by the NAHL. Calculations on operational upkeep and revenue changes are based on an Ice Season that is currently four weeks longer than currently offered with the kick off season starting in 2023, adding a team per year to a total of five teams. Bonding estimates and operations & maintenance costs are calculated based on an assumed addition of 7,556 square feet. Labor cost assumptions assume additional cleaning responsibilities of the proposed addition, but the elimination of snack bar concession staffing.

A series of summary proformas are provided detailing this revenue and the anticipated expenses associated with the NAHL franchise proposal. Details of the proforma calculations may be found in Appendix B.

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Scheduling Impact

The biggest impact to current Arena operations would be the scheduling of the additional ice time that the NAHL would require to support its 5-team program. Off ice season, the extended Ice Season would displace 5 dry floor shows.

The changes to the seasonal Ice Schedule are quite detailed and noted in Appendix C. In summary, to provide the ice time desired by the NAHL a number of existing relationships would need to be reevaluated. Specifically, the loss of 2 High School teams, 2 Adult Hockey Leagues, and 84 hours of Public Access programs would need to be eliminated from the current schedule. With some of these relationships spanning decades, particular discretion would be needed in these discussions in order to maintain the Arena's standing in the community.

Arguably the biggest effect would be to Concord Youth Hockey (CYH), losing 4 full season and 1 split season teams. CYH has been based at the Arena for 57 years and currently provides over half of the Arena's operating revenue. As the Arena's biggest customer, CYH has been willing to accommodate minor schedule changes to accommodate additional programming at the Arena in the past. However, with such a large change contemplated it should be expected that CYH would bear a proportionate scheduling disruption.

In each case of a displaced user, thought should be given to the long-term detriment to the current relationships such displacement may provoke. It is likely that a customer expatriated may not favorably consider a return to the Arena if additional time opens up in the schedule, either through the conclusion of the NAHL franchise agreement, or other changes to the calendar. A summary of the current users is noted in Appendix E and a sample of a weekly impact in Appendix F.

Other Considerations

The Everett Arena is regionally renowned for the quality of its ice and a proper surface maintenance schedule is critical to providing the excellent ice that Arena customers expect. The schedule proposed by the NAHL would displace ten hours of ice maintenance each week. While a portion of this displaced maintenance could occur after hours, it is important to note that the maintenance accomplished between skating blocks is instrumental in providing top quality ice for each user group. Eliminating time for ongoing ice maintenance would negatively affect the ice quality and reputation of the Arena.

The Arena and surrounding property were obtained using funding from the U.S. Department of the Interior's Land and Water Conservation Fund (LWCF). As recipients of this funding, the City is obligated to maintain public access to the facility to the general public. A reduction of the time currently allotted to Public Access skating programs as well as the desire for a dedicated NAHL building addition may trigger a response from the Administrators of the LWCF. Specific details of a potential response are unknown at this time but could include the need to provide a

mitigation plan such as a property swap. If so, resources would need to be allocated to resolve this potential issue.

At the request of City Council, a conceptual plan had been developed for an addition to the Arena on the west end of the building. The plan includes a retail and/or restaurant concession, additional locker rooms, and public function space. The viability of such a project would likely come into question if the addition proposed by the NAHL is constructed at the east end of the building.

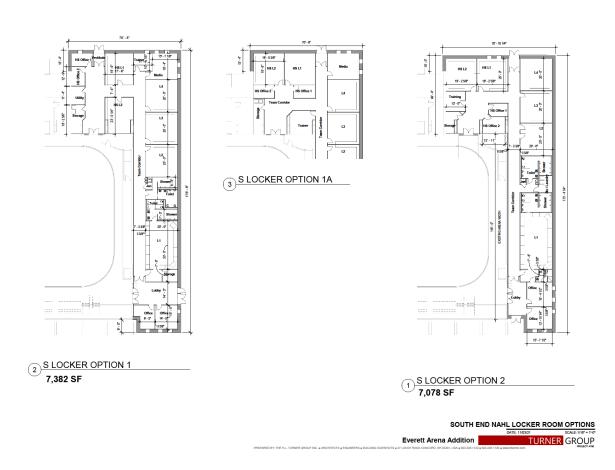
Follow-up Actions to Further Support This Effort

Further discussion with the NAHL to determine the duration of the franchise contract would help solidify the potential pro forma and show the heath of the working capital fund. Additionally, the City may want to ascertain if the NAHL would plan to pursue a license to serve alcohol at Arena events as this has been seen as a concern in the past. Finally, any requirements posed by the Arena's LWCF obligations should be fully vetted as this may have a notable effect on both the project budget and project timeline.

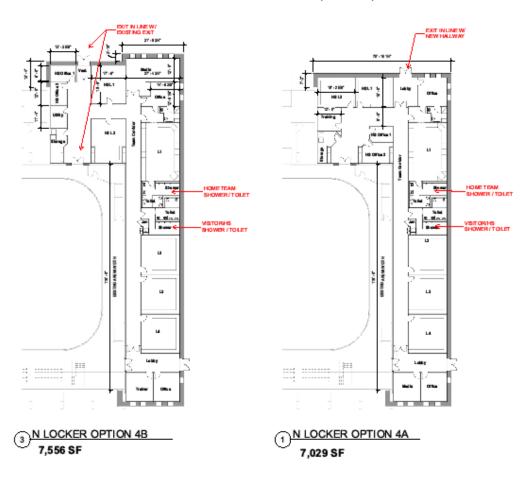
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Appendix AArena Addition Proposed by the NAHL



Arena Addition Proposed by the NAHL



NORTH END NAHL LOCKER ROOM OPTIONS

DATE: 197301 SCALAR - 114*

Everett Arena Addition TURNER GROUP

Appendix BCurrent Pro Forma as per FY 2022 Budget

Arena Fund Pro Forma FY2021 - FY2027

	FY21	FY 21	FY22	FY23	FY24	FY25	FY 26	FY 27
	Budget	Estimate	Request	Projected	Projected	Projected	Projected	Projected
Revenue								
Sale and Operations	691,728	489,426	678,180	683,628	690,464	697,369	704,342	711,400
Winter Ice Prime Rate/Hi	265	265	265	268	270	273	276	280
Winter Ice Non-Prime Rate/Hi	194	194	194	198	200	208	208	215
Winter In HS Games Rate /Hr	273	273	273	278	281	292	292	300
Transfer In-GF (Share of Debt))							
Total Revenues	691,728	489,426	678,180	683,628	690,464	697,369	704,342	711,400
Expenditure								
O&M Expenses	544,958	489,688	518,677	529,051	539,632	550,424	561,433	572,661
Transfer Out	70,555	70,555	78,891	80,469	82,078	83,720	85,394	87,102
Capital Outlay	-	-	-	-	-	-	-	-
Authorized Unissued Debt		3.000						
Bonded CIP		o,000 national	160,000		15.000	100,000		60,000
Prior Year CIP Debt Service		national	100,000	16,551	,	1,221	10.677	,
Debt Service				10,331	•	1,221	10,677	-
Future Debt Service Estimate				16,551	16,171	17,392	28,069	27,355
Existing Debt Service		63,860	106,770	95,380	92,830	81,380	78,090	75,790
_	,		_	_	•	-	,	
Total Expenditures:	679,373	624,103	704,338	721,450	730,711	732,916	752,986	762,908
Projected Net	12,355	(134,677)	(26,158)	(37,822)	(40,247)	(35,547)	(48,644)	(51,508)
		·		·	·			·
Fund Position:	201 221	201 221		40.006	0.574	400 400	(72.22	
Beginning Working Capital	201,231	201,231	66,554	40,396	2,574	(37,673)		
Ending Working Capital	213,586	66,554	40,396	2,574	(37,673)			
10% of expenses	69,170	48,940	67,820	68,360	69,050	69,740	70,430	71,140

Five Team Pro Forma as Proposed by NAHL

			5 Teams					
	FY21	FY 21	FY22	FY23	FY24	FY25	FY 26	FY 27
	Budget	Estimate	Request	Projected	Projected	Projected	Projected	Projected
Revenue								
Sale and Operations	686,100	489,426	678,180	768,128	775,809	783,567	791,403	799,317
Winter Ice Prime Rate/Hr	265	265	265	268	270	273	276	280
Winter Ice Non-Prime Rate/Hr	194	194	194	198	200	208	208	215
Winter In HS Games Rate /Hr	273	273	273	278	281	292	292	300
Transfer In-GF (Share of Debt)								
Fit-Up Payment				200,000	100,000	100,000	100,000	100,000
Total Revenues	686,100	489,426	678,180	968,128	875,809	883,567	891,403	899,317
Expenditure								
O&M Expenses	539,330	489,688	532,305	599,697	629,682	661,166	694,224	728,936
Transfer Out	70,555	70,555	78,891	80,469	82,078	83,720	85,394	87,102
Capital Outlay	-	-	-	-	-	-	-	-
Authorized Unissued Debt		3,000						
Bonded CIP		national	160,000		15,000	100,000		60,000
Prior Year CIP Debt Service		actorial	100,000	16,551	373,485	100,000	1.740	-
Debt Service				10,551	373,103		2,710	
Future Debt Service Estimate				16,551	390,036	382,284	384,023	374,334
Existing Debt Service	63,860	63,860	106,770	95,380	92,830	81,380	78,090	75,790
Total Expenditures:	673,745	624,103	717,966	792,097	1,194,626	1,208,550	1,241,732	1,266,161
Projected Net	12,355	(134,677)	(39,786)	176,031	(318,817)	(324,982)	(350,329)	(366,845)
1 Tojected Net	12,333	(134,077)	(32,700)	170,031	(310,017)	(324,702)	(330,323)	(300,043)
Fund Position:								
Beginning Working Capital	201,231	201,231	66,554	26,768	202,799	(116,018)	(441,000)	(791,329)
Ending Working Capital	213,586	66,554	26,768	202,799	(116,018)	(441,000)	(791,329)	(1,158,174)
10% of expenses	68,610	48,940	67,820	76,810	77,580	78,360	79,140	79,930

Four Team Pro Forma as Proposed by NAHL

			4 Teams					
	FY21	FY 21	FY22	FY23	FY24	FY25	FY 26	FY 27
	Budget	Estimate	Request	Projected	Projected	Projected	Projected	Projected
Revenue								
Sale and Operations	686,100	489,426	678,180	734,516	741,861	749,280	756,772	764,340
Winter Ice Prime Rate/Hr	265	265	265	268	270	273	276	280
Winter Ice Non-Prime Rate/Hr	194	194	194	198	200	208	208	215
Winter In HS Games Rate /Hr	273	273	273	278	281	292	292	300
Transfer In-GF (Share of Debt))							
Fit-Up Payment				200,000	100,000	100,000	100,000	100,000
Total Revenues	686,100	489,426	678,180	934,516	841,861	849,280	856,772	864,340
Expenditure								
O&M Expenses	539,330	489,688	532,305	599,697	629,682	661,166	694,224	728,936
Transfer Out		70,555	78,891	80,469	82,078	83,720	85,394	87,102
Capital Outlay		10,555	70,051	00,405	02,070	05,720	05,554	07,102
Capital Outlay	_	_	_	_	_	_	_	_
Authorized Unissued Debt		3,000						
Bonded CIP	Inform	national	160,000	-	15,000	100,000	-	60,000
Prior Year CIP Debt Service				16,551	373,485	-	1,740	-
Debt Service								
Future Debt Service Estimate	1			16,551	390,036	382,284	384,023	374,334
Existing Debt Service	63,860	63,860	106,770	95,380	92,830	81,380	78,090	75,790
Total Expenditures:	673,745	624,103	717,966	792,097	1,194,626	1,208,550	1,241,732	1,266,161
Projected Net	12,355	(134,677)	(39,786)	142,419	(352,765)	(359,270)	(384,960)	(401,821)
Fund Position:								
Beginning Working Capital	201.231	201.231	66,554	26,768	169,187	(183,578)	(542,848)	(927,808)
Ending Working Capital	213,586	66,554	26,768	169,187	(183,578)			
10% of expenses	68,610	48,940	67,820	73,450	74,190	74,930	75,680	76,430
10/0 of expenses	00,010	40,340	07,020	13,430	/4,130	74,930	13,000	70,430

Three Team Pro Forma as Proposed by NAHL

			3 Teams					
	FY21	FY 21	FY22	FY23	FY24	FY25	FY 26	FY 27
	Budget	Estimate	Request	Projected	Projected	Projected	Projected	Projected
Revenue								
Sale and Operations	686,100	489,426	678,180	704,193	711,235	718,347	725,531	732,786
Winter Ice Prime Rate/Hi	265	265	265	268	270	273	276	280
Winter Ice Non-Prime Rate/Hi	194	194	194	198	200	208	208	215
Winter In HS Games Rate /Hr	273	273	273	278	281	292	292	300
Transfer In-GF (Share of Debt))							
Fit-Up Payment				200,000	100,000	100,000	100,000	100,000
Total Revenues	686,100	489,426	678,180	904,193	811,235	818,347	825,531	832,786
Expenditure								
O&M Expenses	539,330	489,688	532,305	599,697	629,682	661,166	694,224	728,936
Transfer Out	70,555	70,555	78,891	80,469	82,078	83,720	85,394	87,102
Capital Outlay	-	-	-	-	-	-	-	-
Authorized Unissued Debt		3,000						
Bonded CIP		national	160,000	-	15,000	100,000	-	60,000
Prior Year CIP Debt Service				16,551	373,485	-	1,740	-
Debt Service								
Future Debt Service Estimate				16,551		382,284	384,023	374,334
Existing Debt Service	63,860	63,860	106,770	95,380	92,830	81,380	78,090	75,790
Total Expenditures:	673,745	624,103	717,966	792,097	1,194,626	1,208,550	1,241,732	1,266,161
Projected Net	12,355	(134,677)	(39,786)	112,096	(383,391)	(390,203)	(416,201)	(433,376)
Fund Position:								
Beginning Working Capital	201,231	201,231	66,554	26,768	138,864	(244,527)	(634,730)	(1,050,931)
Ending Working Capital	213,586		26,768	138,864				
10% of expenses	68,610		67,820	70,420			72,550	73,280
10/0 of expenses	00,010	40,940	07,020	70,420	/1,120	71,030	12,330	13,200

Two Team Pro Forma as Proposed by NAHL

			2 Teams					
	FY21	FY 21	FY22	FY23	FY24	FY25	FY 26	FY 27
	Budget	Estimate	Request	Projected	Projected	Projected	Projected	Projected
Revenue								
Sale and Operation:	686,100	489,426	678,180	737,368	744,741	752,189	759,711	767,308
Winter Ice Prime Rate/Hi	r 265	265	265	268	270	273	276	280
Winter Ice Non-Prime Rate/H	r 194	194	194	198	200	208	208	215
Winter In HS Games Rate /H	r 273	273	273	278	281	292	292	300
Transfer In-GF (Share of Debt))							
Fit-Up Payment				200,000	100,000	100,000	100,000	100,000
Total Revenue	686,100	489,426	678,180	937,368	844,741	852,189	859,711	867,308
Expenditure								
O&M Expense	539,330	489,688	532,305	599,697	629,682	661.166	694,224	728,936
Transfer Ou		70,555	78,981	80,561	82,172	83,815	85,492	87,201
Capital Outlay	, -	· -	-	· -	_	_	´-	´-
Authorized Unissued Deb	t	3,000						
Bonded CII	Inform	national	160,000	-	15,000	100,000	-	60,000
Prior Year CIP Debt Service	2			16,551	373,485	-	1,740	-
Debt Service								
Future Debt Service Estimate	2			16,551	390,036	382,284	384,023	374,334
Existing Debt Service	63,860	63,860	106,770	95,380	92,830	81,380	78,090	75,790
Total Expenditures	673,745	624,103	718,056	792,188	1,194,720	1,208,645	1,241,829	1,266,261
Projected Net	12,355	(134,677)	(39,876)	145,179	(349,978)	(356,456)	(382,119)	(398,953)
Fund Position:				24.472	101 000			
Beginning Working Capital	201,231	201,231	66,554					
Ending Working Capital	213,586	66,554	26,678	171,857	(178,121)			
10% of expenses	68,610	48,940	67,820	73,740	74,470	75,220	75,970	76,730

Appendix C

Revenue Gain and Schedule Impact Detail

Five Team Junior Program Impact

Five Team Jr Program					
Junior Program Revenue	Ren	tal Revenue			
Practice	\$	179,200			
Games	\$	52,367			
Total Junior Revenue	\$	231,567			
Existing Revenue					
Existing Ice Customers	\$	122,007			
Existing Show Customers	\$	13,760			
Portion Snack Bar Revenue	\$	4,950			
Pro Shop	\$	6,400			
TL Existing Rev To Replace	\$	147,117			
Junior Rev – Existing Rev	\$	84,450			

Existing Customers Eliminated

4 FS CYHA Teams + 1 Split Season Team
2 High School Teams
2 Adult Leagues
84 Hours of Public Session Time
5 Spring Shows

Four Team Junior Program Impact

Four Team Jr Program					
Junior Program Revenue Rental Reve					
Practice	\$	145,600			
Games	\$	43,967			
Total Junior Revenue	\$	189,567			
Existing Revenue					
Existing Ice Customers	\$	113,570			
Existing Show Customers	\$	13,760			
Portion Snack Bar Revenue	\$	4,950			
Pro Shop	\$	6,400			
TL Existing Rev To Replace	\$	138,680			
Junior Rev - Existing Rev	\$	50,888			

Existing Customers Eliminated

3 FS CYHA Teams + 1 Split Season Team
2 High School Teams
2 Adult Leagues
84 Hours of Public Session Time
5 Spring Shows

Revenue Gain and Schedule Impact Detail

Three Team Junior Program Impact

Three Team Jr Program					
Junior Program Revenue	Ren	Rental Revenue			
Practice	\$	112,000			
Games	\$	35,567			
Total Junior Revenue	\$	147,567			
Existing Revenue					
Existing Ice Customers	\$	101,892			
Existing Show Customers	\$	13,760			
Portion Snack Bar Revenue	\$	4,950			
Pro Shop	\$	6,400			
TL Existing Rev To Replace	\$	127,002			
Junior Rev - Existing Rev	\$	20,565			

Existing Customers Eliminated

2 FS CYHA Teams + 1 Split Season Team
2 High School Teams
2 Adult Leagues
84 Hours of Public Session Time
5 Spring Shows

Two Team Junior Program Impact

Two Team Jr Program									
Junior Program Revenue	Ren	tal Revenue							
Practice	\$	78,400							
Games	\$	27,167							
Total Junior Revenue	\$	105,567							
Existing Revenue									
Existing Ice Customers	\$	33,118							
Existing Show Customers	\$	13,760							
Portion Snack Bar Revenue	\$	4,950							
Pro Shop	\$	-							
TL Existing Rev To Replace	\$	51,828							
Junior Rev - Existing Rev	\$	53,740							

Existing Customers Eliminated

<u> </u>
1 FS CYHA Team + 2 Split Season Teams
0 High School Teams
0 Adult Leagues
21 Hours of Public Session Time
5 Spring Shows

Appendix D

Current and Proposed Operations Detail

Current Operations Detail

Arena operations are broken into four seasons: Ice Operations from the first week in September to the third week in March; Spring Shows from the last week in March to the first week in June; Roller Skating during June and July and Summer Shows during August.

Current Arena Schedule (2021-2022)

September 7th to March 20th Ice Skating Operations

March 26th to June 6th Spring Shows
June 8th to July 31st Roller Skating
August 1st to August 28th Summer Shows

Ice Skating Season

Current ice-skating operations include: Concord Youth Hockey Association that utilizes 48% of ice time, Public Sessions such as public skating and stick practice that utilizes 26 % of ice time, four high school programs that utilize 14% of ice time, Adult Hockey that utilizes 12% of ice time.

The arena runs ice skating operations for 26 weeks from the beginning of September to mid-March. When the arena is open for ice skating operations it is seven days a week sixteen hour a day operation and is only closed on Thanksgiving and Christmas Day. In the arena business the weekdays and weekends are typically divided up into Prime and Non-Prime hours for rental. Prime hours have a higher rate per hour charged than non-prime, see chart below.

Prime & Non-Prime Hours

Rate	Days of Week	Time	Current Amount
Prime	Mon through Fri	2:30pm to 10:45pm	270/hour
Prime	Sat & Sun	6:30am to 10:45pm	270/hour
Non-Prime	Mon through Fri	12:00am to 2:29pm	198/hour
Non-Prime	Mon through Fri	10:46pm to 11:59pm	198/hour
Non-Prime	Sat & Sun	12:00am to 6:29am	198/hour
Non-Prime	Sun through Sat	10:46pm to 11:59pm	198/hour

Current and Proposed Operations Detail

The arena is host to several core customers that include: Concord Youth Hockey Association (CYHA), Public Skating and Stick Practice, four high schools (Concord High Boys, Bow High Boys, Concord High Girls, Pembroke Academy Boys), seven adult groups and several smaller customers.

Youth Hockey

Concord Youth Hockey Association is the largest customer at the arena and has over 400 kids in their programs from Concord and surrounding communities. Their season is from September through mid-March. Currently CYHA purchasing over 1,050 hours of prime ice time which is 48% of utilized ice time. CYHA programs include their Learn to Skate; Learn to Play Hockey Programs comprised of their Dynomites and Atoms Divisions. CYHA other division include nine to twelve teams each year depending on enrollment. The current season is comprised of: two 8U, 9U, 10U, 11U, 12U, 14U and two 18U split season teams. Split season teams play from the beginning of September through Thanksgiving. CYHA practices Monday through Friday in the evening and plays games on Saturdays and Sundays.

Public Sessions

The arena holds two types of public sessions, Public Skate and Stick Practice which makes up the second largest customer utilizing over 560 hours of ice time which is 26% of utilized ice time. Public sessions are offered on a regular schedule for all 26 weeks of the ice-skating season. Public Skating attendance is estimated to be over 12,000 customers and Stick Practice over 1,300 customers this season.

High School Hockey

The four high schools combined that skate at the Everett Arena make up the third largest customer at the arena and have over 90 participants in their programs from Concord and surrounding communities. The high school season runs from the first of December through mid-March. Combined the high schools purchase over 300 hours of prime and non-prime ice that includes practices, games and tournaments which makes up 14% of utilized ice time. High Schools practice weekdays in the early morning and afternoons and play games on Wednesdays and Saturdays.

Adult Hockey

There are seven Adult hockey groups that skate at the Everett Arena and make up the fourth largest customer and have over 125 participants from Concord and surrounding communities. The adult groups purchase over 260 hours of prime and non-prime ice which makes up 12% of utilized ice time.

Current and Proposed Operations Detail

Ice Maintenance

Like any playing surface the ice surface must be maintained to ensure the safety of the participants. Most arenas carry $1\,\%$ " to $1\,\%$ " of ice on the rink. Ice maintenance is divided into two categories, heavy and light. Heavy ice maintenance is performed weekdays on two three-hour blocks on non-contiguous days. Heavy ice maintenance includes taking ice depths, ice edging, dry planning and flooding. Light ice maintenance is done on the other weekdays in one to two-hour blocks.

Spring Shows

Spring Shows run from the last weekend in March to the first weekend in June. Shows are typically held on the weekends. Current spring shows include: Women's Expo, Bridal Show, Motorcycle Flea Market, Craft Fair, Yard Sale, Comic Book Show, Kids Comicon, Cat Show, Kiwanis Spring Fair and Antique Book & Paper Fair. These events combined draw approximately 10,000 in attendance.

Roller Skating

The arena Roller Skating Program runs from the first week in June to the last weekend in July. The program was started in 2016 and has grown each year. Over the years the arena has acquired a fleet of 300 rental skates and the Everett Arena is the only facility in New Hampshire now offering roller skating. Last summer the program had over 1,500 participants and grossed over 16,900 dollars.

Summer Shows

Summer Shows run from the first week in August to the last weekend in August. Shows are typically held on the weekends. Current summer shows include: Antique Show, Model Train Show, Comic Book Show and a Gem & Mineral Show. These events combined draw approximately 4,500 in attendance.

Current and Proposed Operations Detail

Junior Program Proposal Detail

The five Junior Teams would be comprised of the following teams; NAHL Team; NHTI Team; U18; U16; U15. Each team would have approximately 25 players from the US, Canada and Europe. The NAHL team players would not pay to play but each player on the other four teams would pay approximately \$10,000 per season.

The program would require their own locker rooms, training room, coaches' room, etc. The proposed addition for these rooms would be approximately 7,000 square feet.

Practice time from the proposal would be Tuesday, Wednesday and Thursday in the morning and early afternoon. Each team would practice three times a week for 1.5 to 2-hour practice slots. Game ice would be on Saturday afternoon/evening and Sunday afternoon.

Revenue proposed for practice ice from the Junior Program when all five teams are included is \$179,200 per year. Revenue proposed for Game ice is \$52,367 per year for a grand total of \$231,567 per year.

It is important to note that a portion of practice ice time would be considered new revenue at a discounted rate as some of that ice time is already sold to existing customers and all of Saturday and Sunday game ice would be replacing existing sold ice revenue at a discounted rate. Practice ice would also replace necessary ice maintenance and dasher maintenance that provides skaters with a safe skating surface.

Appendix ECurrent Ice Customers

Customer	Hours	Percent of Hours	Revenue Percent of Revenue		Number of Years at Arena	
Concord Youth Hockey Association	1,052.83	48%	\$ 284,025	56%	57	
Total Youth Hockey	1,053	48%	\$ 284,025	56%		
High Schools	Hours	Percent of Hours	Revenue	Percent of Revenue	Number of Years at Arena	
Bow High School	85.67	4%	\$ 19,354	4%	20	
Concord High Boys	92.75	4%	\$ 24,703	5%	57	
Concord High Girls	58.50	3%	\$ 15,891	3%	14	
Pembroke Academy	57.50	3%	\$ 15,165	3%	6	
Tournament NHIAA	16.00	1%	\$ 5,490	1%	18	
Total High School	310	14%	\$ 80,603	16%		
Adult Leagues	Hours	Percent of Hours	Revenue	Percent of Revenue	Number of Years at Arena	
Berke	32.67	1%	\$ 6,468	1%	30	
Capitol City Hockey League CCHL	71.00	3%	\$ 18,553	4%	35	
CCHL Over 40	29.75	1%	\$ 7,434	1%	16	
Concord Noreasters	28.00	1%	\$ 7,543	1%	30	
Niebling	32.67	1%	\$ 6,468	1%	20	
Sunday Night Group #1	34.00	2%	\$ 9,180	2%	30	
Sunday Night Hockey League	34.00	2%	\$ 9,180	2%	30	
Total Adult Groups	262	12%	\$ 64,826	13%		
Other Customers	Hours	Percent of Hours	Revenue	Percent of Revenue	Number of Years at Arena	
Concord Recreation Skating Lessons	16.00	1%	\$ 4,320	1%	25	
Cmar ROTC Scholarship Fund	2.33	0.1%	\$ 653	0.1%	7	
New England College	2.33	0.1%	\$ 534	0.1%	20	
Total Other Customers	21	1%	\$ 5,507	1%		
Public Sessions Est Attendance	Hours	Percent of Hours	Revenue	Percent of Revenue	Number of Years at Arena	
Public Skate 12,300	326.00	15%	\$ 73,800	14.5%		
Stick Practice 1,375	238.83	11%	\$ 1,375	0.3%		
Total Public & SP 13,675	565	26%	\$ 75,175	15%		
	Hours	Percent of Hours	Revenue	Percent of Revenue		
Grand Total	2,211	100%	\$ 510,136	100%		

Appendix F

Week at a Glance

	Schedule						Week-At-A-0	Glance					
Γime	Current Sch Sun Jan 9	With Jr Teams Sun Jan 9	Current Sch Mon Jan 10	Current Sch Tue Jan 11	With Jr Teams Tue Jan 11	Current Sch Wed Jan 12	With Jr Teams Wed Jan 12	Current Sch Thu Jan 13	With Jr Teams Thu Jan 13	Current Sch Fri Jan 14	Current Sch Sat Jan 15	With Jr Teams Sat Jan 15	Time
5:30 AM	our sur s	Oun oun o	BOW Prac	BOW Prac	rue van 11	Wed Jan 12	Wed Jan 12	ma san 15	THU DAIT 13	BOW Prac	Out our 10	Out buil 15	5:30 AM
6:00 AM			BOW Prac	BOW Prac	U17 Prac		U17 Prac		U17 Prac	BOW Prac			6:00 AM
	CYHA Dynomites	CYHA Dynomites	BOW Prac	BOW Prac	U17 Prac		U17 Prac		U17 Prac	BOW Prac	CYHA Dynomites	CYHA Dynomites	
	CYHA Dynomites	CYHA Dynomites	Dasher Maint	Niebling Adult	U17 Prac	Berke Adult	U17 Prac	ZAM MAINT	U17 Prac	CFD Adult	CYHA Dynomites	CYHA Dynomites	
	CYHA Dynomites	CYHA Dynomites	Dasher Maint	Niebling Adult	U17 Prac	Berke Adult	U17 Prac	ZAM MAINT	U17 Prac	CFD Adult	CYHA Dynomites	CYHA Dynomites	
	CYHA Dynomites	CYHA Dynomites	Dasher Maint	Niebling Adult	U17 Prac	Berke Adult	U17 Prac	ZAM MAINT	U17 Prac	CFD Adult	CYHA Dynomites	CYHA Dynomites	
7:45 AM	CYHA Dynomites	CYHA Dynomites	Dasher Maint	Niebling Adult	U18 Prac	Berke Adult	U18 Prac	ZAM MAINT	U18 Prac	CFD Adult	CYHA Dynomites	CYHA Dynomites	7:45 AM
8:00 AM	CYHA Dynomites	CYHA Dynomites	Dasher Maint	Niebling Adult	U18 Prac	Berke Adult	U18 Prac	ZAM MAINT	U18 Prac	CFD Adult	CYHA Dynomites	CYHA Dynomites	8:00 AM
8:15 AM	CYHA Atoms	CYHA Atoms	Dasher Maint	ICE MAINT 3HR	U18 Prac	ICE MAINT 1HR	U18 Prac	ICE MAINT 3HR	U18 Prac	ICE MAINT	CYHA Atoms	CYHA Atoms	8:15 AM
	CYHA Atoms	CYHA Atoms	Dasher Maint	ICE MAINT	U18 Prac	ICE MAINT	U18 Prac	ICE MAINT	U18 Prac	ICE MAINT	CYHA Atoms	CYHA Atoms	8:30 AM
	CYHA Atoms	CYHA Atoms	ICE MAINT	ICE MAINT	U18 Prac	ICE MAINT	U18 Prac	ICE MAINT	U18 Prac	ICE MAINT	CYHA Atoms	CYHA Atoms	8:45 PM
	CYHA Atoms	CYHA Atoms	ICE MAINT	ICE MAINT	U18 Prac	ICE MAINT	U18 Prac	ICE MAINT	U18 Prac	ICE MAINT	CYHA Atoms	CYHA Atoms	9:00 AM
	CYHA LTS	CYHA LTS	ICE MAINT	ICE MAINT	U18 Prac	ICE MAINT	U18 Prac	ICE MAINT	U18 Prac	ICE MAINT	CYHA LTS	CYHA LTS	9:15 AM
	CYHA LTS	CYHA LTS	ICE MAINT	ICE MAINT	ICE MAINT		ICE MAINT	ICE MAINT	ICE MAINT	ICE MAINT	CYHA LTS	CYHA LTS	9:30 AM
	CYHA LTS	CYHA LTS	ICE MAINT	ICE MAINT	ICE MAINT		ICE MAINT	ICE MAINT	ICE MAINT		CYHA LTS	CYHA LTS	9:45 AM
	CYHA LTS	CYHA LTS	Stick Prac	ICE MAINT	NAHL Prac	Stick Practice	NAHL Prac	ICE MAINT	NAHL Prac	Stick Prac	CYHA LTS	CYHA LTS	10:00 AM
	CYHA Game 1	CYHA Game 1	Stick Prac	ICE MAINT	NAHL Prac	Stick Practice	NAHL Prac	ICE MAINT	NAHL Prac	Stick Prac	Con Rec LTS	Con Rec LTS	10:15 AM
	CYHA Game 1	CYHA Game 1	Stick Prac	ICE MAINT	NAHL Prac	Stick Practice	NAHL Prac	ICE MAINT	NAHL Prac	Stick Prac	Con Rec LTS	Con Rec LTS	10:30 AM
	CYHA Game 1	CYHA Game 1	Stick Prac	ICE MAINT	NAHL Prac	Stick Practice	NAHL Prac	ICE MAINT	NAHL Prac	Stick Prac	Con Rec LTS	Con Rec LTS	10:45 AM
	CYHA Game 1	CYHA Game 1	Stick Prac	ICE MAINT	NAHL Prac	Stick Practice	NAHL Prac	ICE MAINT	NAHL Prac	Stick Prac	Con Rec LTS	Con Rec LTS	11:00 AM
	CYHA Game 1	CYHA Game 1	Stick Prac	ICE MAINT	NAHL Prac	Stick Practice	NAHL Prac	ICE MAINT	NAHL Prac	Stick Prac	Con Rec LTS	Con Rec LTS	11:15 AM
	CYHA Game 1	CYHA Game 1 CYHA Game 2	Pub Skate Pub Skate	Pub Skate Pub Skate	NAHL Prac NAHL Prac	Pub Skate Pub Skate	NAHL Prac NAHL Prac	Pub Skate Pub Skate	NAHL Prac NAHL Prac	Pub Skate Pub Skate	Pub Skate	Pub Skate	11:30 AM 11:45 AM
	CYHA Game 2 CYHA Game 2	CYHA Game 2 CYHA Game 2	Pub Skate Pub Skate	Pub Skate Pub Skate	NAHL Prac	Pub Skate Pub Skate	NAHL Prac	Pub-Skate Pub-Skate	NAHL Prac	Pub Skate Pub Skate	Pub Skate Pub Skate	Pub Skate	11:45 AM 12:00 PM
		CYHA Game 2 CYHA Game 2		Pub Skate Pub Skate		Pub-Skate	NHTI Prac	Pub Skate				Pub Skate	12:00 PM
	CYHA Game 2 CYHA Game 2	CYHA Game 2	Pub Skate Pub Skate	Pub Skate	NHTI Prac NHTI Prac	Pub Skate	NHTI Prac	Pub Skate	NHTI Prac NHTI Prac	Pub Skate Pub Skate	Pub Skate Pub Skate	Pub Skate Pub Skate	12:30 PM
12:45 PM		CYHA Game 2	Pub Skate	Pub Skate	NHTI Prac	Pub Skate	NHTI Prac	Pub Skate	NHTI Prac	Pub Skate	Pub Skate	Pub Skate	12:45 PM
		CYHA Game 2	Pub Skate	Pub Skate	NHTI Prac	Pub Skate	NHTI Prac	Pub Skate	NHTI Prac	Pub Skate	Pub Skate	Pub Skate	1:00 PM
1:15 PM	CYHA Game 3	CTTIA Gaine 2	F ub Skale	r up skale	NHTI Prac	r ub Ghale	NHTI Prac	r ub skale	NHTI Prac	F UD Skale	Pub Skate	Pub Skate	1:00 PM
1:30 PM		U16 Game			NHTI Prac		NHTI Prac		NHTI Prac	ICE MAINT	CYHA Game 1	CYHA Game 1	1:30 PM
1:45 PM		U16 Game			NHTI Prac		NHTI Prac		NHTI Prac	ICE MAINT	CYHA Game 1	CYHA Game 1	1:45 PM
2:00 PM	CYHA Game 3	U16 Game			U16 Prac		U16 Prac		U16 Prac	ICE MAINT	CYHA Game 1	CYHA Game 1	2:00 PM
2:15 PM		U16 Game			U16 Prac		U16 Prac		U16 Prac	ICE MAINT	CYHA Game 1	CYHA Game 1	2:15 PM
2:30 PM	CYHA Game 3	U16 Game			U16 Prac		U16 Prac		U16 Prac	ICE MAINT	CYHA Game 1	CYHA Game 1	2:30 PM
2:45 PM		U16 Game			U16 Prac		U16 Prac		U16 Prac		CYHA Game 1	CYHA Game 1	2:45 PM
3:00 PM	CYHA Game 4	U16 Game			U16 Prac		U16 Prac		U16 Prac		CYHA Game 2	U17 Game	3:00 PM
3:15 PM		U16 Game	CHS Girls Prac	CHS Boys Prac	U16 Prac		U16 Prac	CHS Girls Prac	U16 Prac		CYHA Game 2	U17 Game	3:15 PM
3:30 PM	CYHA Game 4	NHTI Game	CHS Girls Prac		U16 Prac	CHS Girls Game	U16 Prac	CHS Girls Prac	U16 Prac	CHS Prac	CYHA Game 2	U17 Game	3:30 PM
3:45 PM	CYHA Game 4	NHTI Game	CHS Girls Prac	CHS Boys Prac	ICE MAINT	CHS Girls Game	ICE MAINT	CHS Girls Prac	ICE MAINT	CHS Prac	CYHA Game 2	U17 Game	3:45 PM
4:00 PM		NHTI Game	CHS Girls Prac	CHS Boys Prac	ICE MAINT	CHS Girls Game		CHS Girls Prac	ICE MAINT	CHS Prac	CYHA Game 2	U17 Game	4:00 PM
4:15 PM	CYHA Game 5	NHTI Game	CHS Girls Prac	CHS Boys Prac		CHS Girls Game		CHS Girls Prac		CHS Prac	CYHA Game 2	U17 Game	4:15 PM
4:30 PM	CYHA Game 5	NHTI Game	PAC Practice	PAC Practice	PAC Practice	CHS Girls Game		BOW Prac	BOW Prac	CHS Prac	CYHA Game 3	U17 Game	4:30 PM
4:45 PM	CYHA Game 5	NHTI Game	PAC Practice	PAC Practice	PAC Practice	CHS Girls Game		BOW Prac	BOW Prac	CYHA 8U Elite Prac	CYHA Game 3	U17 Game	4:45 PM
5:00 PM	CYHA Game 5	NHTI Game	PAC Practice	PAC Practice	PAC Practice	CHS Girls Game		BOW Prac	BOW Prac	CYHA 8U Elite Prac	CYHA Game 3	U18 Game	5:00 PM
5:15 PM		NHTI Game	PAC Practice	PAC Practice	PAC Practice	CHS Girls Game		BOW Prac	BOW Prac	CYHA 8U Elite Prac	CYHA Game 3	U18 Game	5:15 PM
	Pub Skate	Pub Skate	CYHA 8U Prac	CYHA 9U Prac	CYHA 9U Prac	BOW Game	BOW Game	BOW Prac	BOW Prac	CYHA 8U Elite Prac	CYHA Game 3	U18 Game	5:30 PM
	Pub Skate	Pub Skate	CYHA 8U Prac	CYHA 9U Prac	CYHA 9U Prac	BOW Game	BOW Game	CYHA 9-10U Prac	CYHA 9-10U Prac	CYHA 8U Elite Prac	CYHA Game 3	U18 Game	5:45 PM
	Pub Skate	Pub Skate	CYHA 8U Prac	CYHA 9-10U Prac	CYHA 9-10U Prac	BOW Game	BOW Game	CYHA 9-10U Prac	CYHA 9-10U Prac	CYHA 8U Prem Prac	CYHA Game 4	U18 Game	6:00 PM
	Pub Skate	Pub Skate	CYHA 8U Prac	CYHA 9-10U Prac	CYHA 9-10U Prac	BOW Game	BOW Game	CYHA 9-10U Prac	CYHA 9-10U Prac	CYHA 12U Prac	CYHA Game 4	U18 Game	6:15 PM
	Pub Skate	Pub Skate	CYHA 8U Prac	CYHA 9-10U Prac	CYHA 9-10U Prac	BOW Game	BOW Game	CYHA 9-10U Prac	CYHA 9-10U Prac	CYHA 12U Prac	CYHA Game 4	U18 Game	6:30 PM
	Pub Skate	Pub Skate	CYHA 12U Prac	CYHA 10U Prac	CYHA 10U Prac	BOW Game	BOW Game	CYHA 9-10U Prac	CYHA 9-10U Prac	CYHA 12U Prac	CYHA Game 4	U18 Game	6:45 PM
	Pub Skate	Pub Skate		CYHA 11-12U Prac	CYHA 11-12U Prac		BOW Game	CYHA 11U Prac	CYHA 11U Prac	CYHA 12U Prac	CYHA Game 4	NAHL Game	7:00 PM
	Pub Skate	Pub Skate		CYHA 11-12U Prac			BOW Game	CYHA 11-12U Prac	CYHA 11-12U Prac	CYHA 12U Prac	CYHA Game 4	NAHL Game	7:15 PM
	Pub Skate	Pub Skate		CYHA 11-12U Prac			PAC Game	CYHA 11-12U Prac	CYHA 11-12U Prac	CHS Girls Prac	CHS Game	NAHL Game	7:30 PM
	SNG1 Adult	SNG1 Adult		CYHA 11-12U Prac	CYHA 11-12U Prac		PAC Game	CYHA 12U Prac	CYHA 12U Prac	CHS Girls Prac	CHS Game	NAHL Game	7:45 PM
	SNG1 Adult	SNG1 Adult		CYHA 11-12U Prac		PAC Game	PAC Game	CYHA 12U Prac	CYHA 12U Prac	CHS Girls Prac	CHS Game	NAHL Game	8:00 PM
	SNG1 Adult	SNG1 Adult		CYHA 14U Prac	CYHA 14U Prac	PAC Game	PAC Game	CYHA 14U Prac	CYHA 14U Prac	CHS Girls Prac	CHS Game	NAHL Game	8:15 PM
	SNG1 Adult	SNG1 Adult		CYHA 14U Prac	CYHA 14U Prac	PAC Game	PAC Game	CYHA 14U Prac	CYHA 14U Prac	CHS Girls Prac	CHS Game	NAHL Game	8:30 PM
	SNG1 Adult	SNG1 Adult		CYHA 14U Prac	CYHA 14U Prac	PAC Game	PAC Game	CYHA 14U Prac	CYHA 14U Prac	PAC Practice	CHS Game	NAHL Game	8:45 PM
	SNG1 Adult	SNG1 Adult	CHS Boys Prac	CYHA 14U Prac	CYHA 14U Prac	PAC Game	PAC Game	CYHA 14U Prac	CYHA 14U Prac	PAC Practice	CHS Game	NAHL Game	9:00 PM
	SNHL Adult	SNHL Adult	CCHL Adult	CCHL Adult	CCHL Adult	Noreasters Adult		CCHL 2 Adult	CCHL 2 Adult	PAC Practice	CHS Game	NAHL Game	9:30 PM
10:00 PM		SNHL Adult	CCHL Adult	CCHL Adult	CCHL Adult	Noreasters Adult		CCHL 2 Adult	CCHL 2 Adult				10:00 PM
	SNHL Adult	SNHL Adult	CCHL Adult	CCHL Adult	CCHL Adult	Noreasters Adult	Noreasters Adul	CCHL 2 Adult	CCHL 2 Adult				10:30 PM
10:30 PM	OIVIIE Addit		00111 4 1 1:	00111 4 1 1	00111 4 1 1								
10:30 PM 10:50 PM	GIVITE AGGIR		CCHL Adult	CCHL Adult	CCHL Adult			CCHL 2 Adult	CCHL 2 Adult				10:50 PM