

BUDGET SUMMARY**ARENA**MISSION

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

EVERETT ARENA FUND	2012 BUDGETED (CURRENT)	2012 ESTIMATED	2013 FISCAL BUDGET
REVENUE	\$512,385	\$537,700	\$566,020
EXPENDITURES	\$543,133	\$545,282	\$539,425
NET INCOME (LOSS)		(\$7,582)	\$26,595
BEGINNING WORKING CAPITAL		\$175,878	\$168,296
ENDING WORKING CAPITAL		\$168,296	\$194,891

RESERVE

This fund has a goal to target a working capital reserve that is 10% of total budget, including debt service and capital expenditures.

ARENA**PROGRAM HIGHLIGHTS**

<u>SERVICE INDICATORS</u>	Actual <u>2010</u>	Actual <u>2011</u>	Estimated <u>2012</u>	Projected <u>2013</u>
Total Ice Rental Hours	1,835	1,762	1,630	1,720
Winter Prime Rate (new)	\$226	\$233	\$242	\$247
Winter Non-Prime Rate	\$165	\$170	\$175	\$179
Winter High School Games Rate	\$236	\$243	\$253	\$258
NHIAA Tournament Rate	\$300	\$309	\$310	\$325
Non-Ice Event Rentals	22	19	24	27
Public Skating Revenue	\$30,590	\$26,750	\$35,800	\$35,000
Public Skating Hours	285	285	271	300
Recreational Hockey/Stick & Puck Hours	220	230	198	240
Recreational Hockey S & P Revenue	\$5,717	\$7,000	\$6,900	\$7,000

Note: Ice rental hours exclude public skating and stick and puck time.

2013 GOALS

1. Continue to work with the Office of Management and Budget to further develop and refine a special reserve fund targeted to replace capital equipment.
2. Increase winter ice revenue by 3%.
3. Track a performance baseline of the percent of customers surveyed who rate the quality of service and ice time cost and availability as “good” or better. Perform a survey of the following groups: public skating, recreational hockey, youth hockey, high school hockey, and other ice time renters.
4. Track a performance baseline of the percent of promoters and exhibitors surveyed who are satisfied with the quality of service for non-ice time rentals.

2012 GOALS STATUS

1. Continue to work with the Office of Management and Budget to further develop and refine a special reserve fund targeted to replace capital equipment.
9-Month Status: In progress.
2. Increase winter ice revenue by 3%.
9-Month Status: Achieved. Winter ice revenue for FY 2012 came in approximately 5% higher than FY 2011 ice rental revenue.
3. Track a performance baseline of the percent of customers surveyed who rate the quality of service and ice time cost and availability as ‘good’ or better. Perform a survey of the following groups: public skating, recreational hockey, youth hockey, high school hockey and other ice time renters.
9-Month Status: Survey is online and closes at the end of April.
4. Track a performance baseline of the percent of promoters and exhibitors surveyed who are satisfied with the quality of service for non-ice time rentals.
9-Month Status: In progress.

PROGRAM HIGHLIGHTS**ARENA**

ADDITIONAL 2012 ACCOMPLISHMENTS

1. Completed floor replacement project within a compressed time frame to minimize impact on ice and non-ice user groups.
2. Completed floor replacement project under budget projection and was able to use repurposed funds for improvements to lobby and front entrance.
3. Helped negotiate a beverage contract with Coca Cola to include an overhead score clock.
4. Added a Saturday Public Skating session. Public skating is now offered seven days per week.
5. Established a partnership with Black Ice to promote arena advertising.

ARENA**BUDGET DETAIL**

	2009 ACTUAL	2010 ACTUAL	2011 ACTUAL	2012 BUDGETED	2012 ESTIMATED	2013 FISCAL BUDGET
REVENUE						
ICE RENTALS	\$416,963	\$417,047	\$408,865	\$428,390	\$431,360	\$456,770
PARKING RENTAL/LEASE	\$0	\$380	\$0	\$0	\$0	\$0
USDHS/FEMA ASSISTANCE	\$0	\$0	\$750	\$0	\$0	\$0
ADVERTISING PROCEEDS	\$6,895	\$7,193	\$5,047	\$5,000	\$17,300	\$15,000
NON-ICE RENTALS	\$63,137	\$61,310	\$51,178	\$60,215	\$70,190	\$76,400
MISC REVENUE NOT ANTICIPATED	\$1,175	\$2,099	\$1,908	\$250	\$730	\$250
INTEREST ON INVESTMENTS	\$2,593	\$820	\$423	\$490	\$80	\$220
TRNSFR FRM GENRL FOR DEBT	\$20,500	\$19,870	\$17,540	\$18,040	\$18,040	\$17,380
Total	\$511,263	\$508,719	\$485,711	\$512,385	\$537,700	\$566,020
APPROPRIATIONS						
COMPENSATION	\$149,494	\$145,863	\$148,769	\$152,455	\$157,510	\$155,840
OUTSIDE SERVICES	\$22,587	\$20,887	\$32,426	\$37,456	\$37,283	\$28,675
TRANS TO CAP. PROJECTS FUND	\$1,000	\$1,000	\$1,000	\$54,000	\$54,000	\$1,000
SUPPLIES	\$12,621	\$16,969	\$16,312	\$12,334	\$12,334	\$16,140
VEHICLE MAINTENANCE	\$2,260	\$8,169	\$2,583	\$2,700	\$3,100	\$2,720
UTILITIES	\$100,763	\$82,024	\$85,423	\$76,053	\$72,170	\$72,930
INSURANCES	\$8,001	\$8,421	\$9,317	\$7,480	\$10,280	\$7,800
CAPITAL FACILITY & EQUIPMENT	\$35,649	\$0	\$4,998	\$0	\$0	\$15,500
OVERHEAD\FRINGE BENEFITS	\$77,421	\$79,406	\$83,203	\$85,190	\$83,140	\$88,170
ADMIN OH PYMT TO GENERAL	\$34,200	\$35,100	\$37,400	\$38,900	\$38,900	\$40,000
ADMIN OH PYMT TO GENERAL SERV	\$11,270	\$10,250	\$11,070	\$12,440	\$12,440	\$12,870
DEBT SERVICE	\$71,130	\$74,685	\$72,329	\$64,125	\$64,125	\$97,780
Total	\$526,396	\$482,774	\$504,830	\$543,133	\$545,282	\$539,425

POSITION TITLE

Personnel who work at the Arena are assigned to the Public Properties Division of the General Services Department. Please refer to the organizational chart and staffing list for the Public Properties Division contained behind the General Services Department tab.

FUNDING IMPACT**ARENA**

Fiscal Year 2012

The Arena's estimated revenue for FY 2012 is estimated to finish approximately 5% above its budgeted amount. This is attributed to increased advertising sales since the partnership with Black Ice and an increase in public skating revenue.

The Arena's operating budget for FY 2012 is estimated to finish approximately 0.6% over budget. This is attributed to a slight increase in insurance and labor costs.

Fiscal Year 2013

In FY 2013, the Arena's revenue is projected to grow with programmed fee increases; the addition of three weeks of fall ice rentals, which were not present during FY 2012 due to the floor replacement project; and an increase in the number of shows scheduled.

The Arena's operating expenses are estimated to remain relatively flat through FY 2013. There will be an increase in debt service due to the floor replacement project.

ARENA

NOTES
