

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	2013 BUDGETED (CURRENT)	2013 ESTIMATED	2014 BUDGET
REVENUE	\$566,020	\$568,130	\$554,890
EXPENDITURES	\$539,425	\$549,169	\$632,188
NET INCOME (LOSS)		\$18,961	(\$77,298)
BEGINNING WORKING CAPITAL		\$165,044	\$184,005
ENDING WORKING CAPITAL		\$184,005	\$106,707

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>2011</u>	Actual <u>2012</u>	Estimated <u>2013</u>	Projected <u>2014</u>
Total Ice Rental Hours	1,762	1,635	1,670	1,600
Winter Prime Rate (new)	\$233	\$242	\$247	\$250
Winter Non-Prime Rate	\$170	\$175	\$179	\$182
Winter High School Games Rate	\$243	\$253	\$258	\$262
NHIAA Tournament Rate	\$309	\$310	\$325	\$330
Non-Ice Event Rentals	19	24	27	25
Public Skating Revenue	\$26,750	\$35,820	\$32,550	\$34,000
Public Skating Hours	285	271	320	300
Recreational Hockey/Stick & Puck Hours	230	198	236	210
Recreational Hockey/Stick & Puck Revenue	\$7,000	\$6,890	\$6,450	\$7,000

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

2014 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 1%.
3. Continue to work with the Black Ice Pond Hockey Tournament to develop additional advertising opportunities.
4. 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.
5. 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.

2013 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: Not started.
2. Increase winter ice revenue by 3%.
9-Month Status: Ice rental revenue at the end of the third quarter is down approximately 3.6% under the budgeted amount for FY 2013. This is attributed to the following: two men’s hockey groups reduced their hours; the Concord High Boys Hockey Team did not host a holiday tournament; public skating attendance is down compared to last year (other area arenas verbally report similar trends); winter storm “NEMO” caused the arena to close part of a Friday and Saturday.
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 results are due back at the end of April.

PROGRAM HIGHLIGHTS**ARENA**

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: Survey of summer shows is complete. To date, 100% responded with good or better responses. A final show survey will be completed in June for FY 2013.

ADDITIONAL 2013 ACCOMPLISHMENTS

1. Replaced east doors at the arena with salvaged doors from the Conant School Gymnasium.
2. Completed lobby improvements, which includes a new floor; new internal entrance doors; a public television; and new paint and bulletin boards.
3. Replaced the furnace that heats the west end of the building's locker rooms; the office; the lobby; the public restrooms; the pro shop and the snack bar.

ARENA**BUDGET DETAIL**

	2010 ACTUAL	2011 ACTUAL	2012 ACTUAL	2013 BUDGETED	2013 ESTIMATED	2014 BUDGET
REVENUE						
ICE RENTALS	\$417,047	\$408,865	\$431,066	\$456,770	\$440,200	\$443,600
PARKING RENTAL/LEASE	\$380	\$0	\$0	\$0	\$0	\$0
USDHS/FEMA ASSISTANCE	\$0	\$750	\$0	\$0	\$0	\$0
ADVERTISING PROCEEDS	\$7,193	\$5,047	\$17,300	\$15,000	\$25,900	\$20,000
NON-ICE RENTALS	\$61,310	\$51,178	\$73,343	\$76,400	\$83,100	\$73,940
MISC REVENUE NOT ANTICIPATED	\$2,099	\$1,908	\$1,418	\$250	\$1,100	\$250
INTEREST ON INVESTMENTS	\$820	\$423	\$159	\$220	\$450	\$390
TRNSFR FRM GENRL FOR DEBT	\$19,870	\$17,540	\$18,040	\$17,380	\$17,380	\$16,710
Total	\$508,719	\$485,711	\$541,326	\$566,020	\$568,130	\$554,890
APPROPRIATIONS						
COMPENSATION	\$145,863	\$148,769	\$162,141	\$155,840	\$156,860	\$159,040
OUTSIDE SERVICES	\$20,887	\$32,426	\$36,123	\$28,675	\$27,790	\$29,390
SUPPLIES	\$16,969	\$16,312	\$11,710	\$16,140	\$16,160	\$16,210
VEHICLE MAINTENANCE	\$8,169	\$2,583	\$2,957	\$2,720	\$3,000	\$3,020
UTILITIES	\$82,024	\$85,423	\$77,694	\$72,930	\$80,329	\$80,018
INSURANCES	\$8,421	\$9,317	\$9,277	\$7,800	\$9,530	\$10,490
CAPITAL OUTLAY-EQUIPMENT	\$0	\$4,998	\$0	\$15,500	\$15,500	\$0
DEBT SERVICE	\$74,685	\$72,329	\$64,125	\$97,780	\$97,960	\$95,320
ADMIN OH PYMT TO GENERAL SERV	\$10,250	\$11,070	\$12,440	\$12,870	\$12,870	\$12,870
OVERHEADFRINGE BENEFITS	\$79,406	\$83,203	\$87,452	\$88,170	\$88,170	\$83,570
ADMIN OH PYMT TO GENERAL	\$35,100	\$37,400	\$38,900	\$40,000	\$40,000	\$42,760
TRANS TO CAP. PROJECTS FUND	\$1,000	\$1,000	\$54,000	\$1,000	\$1,000	\$99,500
(GAIN) LOSS ON REFUNDING	\$0	\$0	\$187	\$0	\$0	\$0
Total	\$482,774	\$504,830	\$557,007	\$539,425	\$549,169	\$632,188

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 2013

In FY 2013 the Arena's revenue is estimated to finish at the budgeted amount or slightly higher. While ice revenue will finish less than budgeted, arena advertising will finish over the budgeted amount.

The Everett Arena's operating budget for FY 2013 is estimated to finish approximately 2% over its budgeted amount. The majority of this amount is attributed to an increase in utilities due to an earlier compressor start-up in FY 2013 compared to FY 2012, which was a later start up with the floor replacement project.

Fiscal Year 2014

In FY 2014 the Arena's revenue is projected to be slightly down from FY 2013. Ice revenue is projected to remain fairly flat and off-ice revenue is projected to be down slightly due to the number of committed returning shows for FY 2014 compared to FY 2013.

The Everett Arena's operating budget for FY 2014 is estimated to remain relatively flat through FY 2014. There will be an increase in the Capital Transfer account in FY 2014 due to the scheduled membrane roof replacement.

ARENA

NOTES
