

ROOSEVELT ICE ARENA CONCESSIONS
INFORMATION FOR COUNCIL REVIEW

A. REVENUE

1. FOR THE 2002 SEASON (ACTUAL)

a. January	\$14,700
b. February	\$6,100
c. March	\$5,800
d. April	\$2,218
e. May	\$1,080
f. September	\$890

2. TOTAL REVENUE \$31,000

a. \$26,600 in core season (Jan., Feb, Mar)

B. EXPENSE

1. ESTIMATED EXPENSES FOR ABOVE LISTED MONTHS \$19,500

C. PROFIT

1. ESTIMATED PROFIT FOR ABOVE LISTED MONTHS \$11,500

**2003 PROJECTIONS (BASED ON A 9 OR 6 MONTH SEASON)
9 MONTH IS BUDGETED**

1.

**8 MONTH CONCESSION SEASON (SEPTEMBER – APRIL)
\$55,000 REVENUE / \$35,000 EXPENSES
** \$20,000 PROFIT**

AVERAGE \$2,500 A MONTH

2.

**6 MONTH CONCESSION SEASON (OCTOBER – MARCH)
\$50,000 REVENUE / \$ 27,000 EXPENSES
** \$23,000 PROFIT**

AVERAGE \$3,800 A MONTH

FOLLOWING LIST OF PROS & CONS

PROS:

- 1. Guaranteed \$2000 a month**
- 2. Agreement will help organization out**
- 3. In the long run, we should receive any lost revenue back in ice rental time**
- 4. Buy in on the building (respect of facility)**
- 5. Established clean up crews after ticketed events**
- 6. Less money needed in budget (\$35,000)**
- 7. No repair expenses on equipment (they must provide)**

CONS:

- 1. Feel that we can create more profit managing it ourselves over the operational period**
- 2. We must rely on volunteer staff.**
- 3. Management communications with concession operations**
- 4. Setting a precedence for other organizations**
- 5. Will not be open during all the operational hours**
- 6. Will not be able to service special groups**
- 7. Less revenue generated**
- 8. Long season for volunteer staff (6 to 9 months)**
- 9. 48 hours of volunteer time a week x number of weeks open
(Example: 48 x 28 = 1344 hours)**
- 10. Associations established menu is less then what we serve**

The above are the issues that the recreation staff has provided for you to make a sound decision. Thank you for your efforts.

Any questions please do not hesitate to call me at 394-4168.

**Doug Lowe
Recreation Division Manager**