



2018 Indoor Operations Projection

Conklin Multiplex



Conklin Multiplex Overview

- **Project Overview**

- November 7, 2014: RC Strategies Report
- February 23, 2015: Briefing Note by RMWB Community Services
- September 17, 2015: Briefing Note by RMWB Community Services

- The Conklin Multiplex will provide a variety of community uses and administrative functions including:
 - **1. INDOOR RECREATIONAL FACILITIES**
 - Fitness
 - Arena
 - Gymnasium/Banquet
 - Seniors/Elders Area
 - Food Service
 - Multiuse Areas
 - Recreation Administration

Conklin Multiplex Overview

- **2. INDOOR ADMINISTRATIVE AREA**
 - RMWB Municipal Offices
 - AHS Office
 - Bylaw Services
 - Parks Offices
 - Parks Garage

- **3. OUTDOOR RECREATION/SITE**
 - Softball Field
 - Football/Soccer Field
 - Horseshoe Pits
 - Walking Trail
 - Picnic Areas
 - Future RMWB Playground
 - Parking

Conklin Multiplex Background

- The following slides presented by the RRC relate to the Indoor Facilities only.
- Information was reviewed in preparation of this presentation from the RC Strategies Report from November 7, 2014, the RMWB written Briefing Note package presented to Council February 23, 2015 and the RMWB written Briefing Note package to Council September 17, 2015.
- Lease costs were updated to reflect current market estimates by RMWB Land Management. A market analysis was approved through RMWB Land Management and was received in late January.
- Local market, potential customer base and Anzac recreation facility comparatives were also taken into consideration in the financial presentation.

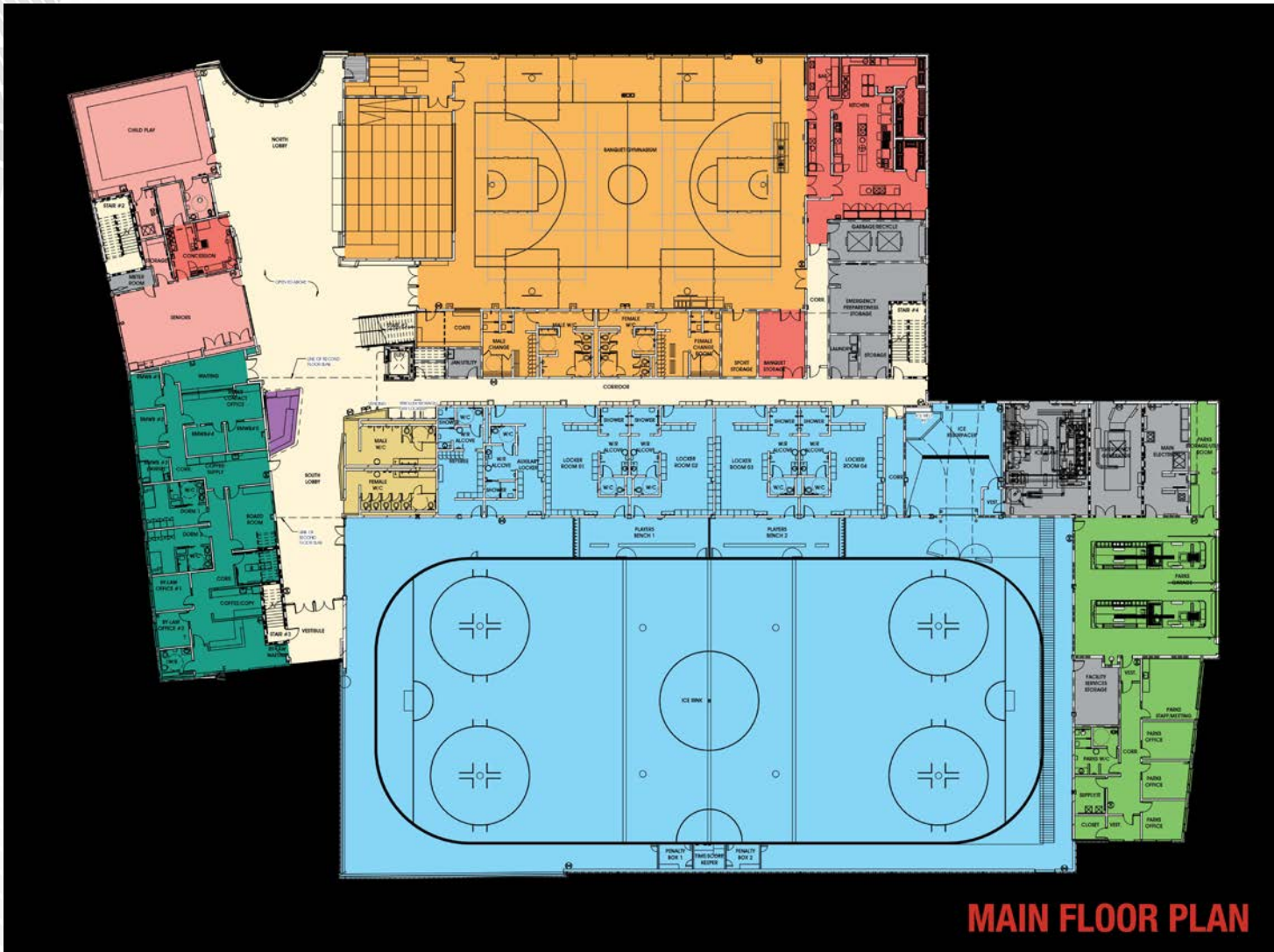
Conklin Multiplex Background

- Currently Conklin and area is serviced by a community hall with limited RMWB services including community services for items such as tax payments and recreation programming.
- The community hall kitchen and facilities is also open to the community for its use in food preparation, serving and cleanup for various events or functions held throughout the year.
- These types of functions are held on average 6 times per month with no food or preparation costs supplied by the municipality. Likewise no rental revenues are received in return.

Conklin Multiplex Background

- Conklin also has an outdoor domed ice rink for the winter season, converted to a skate park for summer, and the local school has a gymnasium.
- The community hall and the outdoor rink and skate park are provided at no charge to the community for their use.
- The municipality bears no additional operating expense for use of the community hall for food functions and banquets, as the cost of food and supplies is either borne by the community group or donated; and the preparation is done by community volunteers.
- This financial projection will exclude any operating revenues or expenses associated with potential banquets or food function use.

Conklin Multiplex Main Floor



MAIN FLOOR PLAN

Conklin Multiplex Second Floor



SECOND FLOOR PLAN

Conklin Multiplex Assumptions: Operating Hours

- **Operating Months**

- September – March 1 ice rink
- April – August 1 dry floor
- January – December 1 gymnasium

- **Operating Hours**

- Monday – Friday 9:00 AM to 10:00PM
- Saturday - Sunday 7:00 AM to 10:00 PM

Conklin Multiplex Assumptions: Staffing

- **Staffing Hours**

- Monday – Friday 8:30 AM to 11:30 PM
- Saturday – Sunday 6:30 AM to 11:30 PM

- **Staffing Complement**

- | | |
|----------------------------|---------|
| • Facilities Management | 1.0 FTE |
| • Operations | 3.5 FTE |
| • Fitness Attendants | 3.0 FTE |
| • Guest Services/Promotion | 3.0 FTE |
| • Custodial | 2.0 FTE |

Conklin Multiplex Assumptions: Revenue

- **Memberships**
 - Personal, corporate
 - Based on 40% of Anzac Recreation Facility Budget
- **User Fees /Admissions**
 - Fitness, skating, instruction, camps
 - Based on 40% Anzac Recreation Facility Budget
- **Rental Revenues**
 - Arena, gymnasium, meeting rooms
 - Based on 40% of Anzac Recreation Facility Budget

Conklin Multiplex Assumptions: Revenue

- **Concession Sales**
 - Space leased out
 - \$27 per sqft
- **Vending Machine Revenues**
 - \$600 sales per month
 - 25% Commission

Conklin Multiplex Assumptions: Revenue

• Lease Space

- RMWB Municipal Offices 1862 sf
 - May include Bylaw, RCMP, AHS
- Concession 366 sf
- Parks Offices & Garage 3304 sf
- Total Lease Space 5532 sf
- \$27.00 per square foot
 - (\$17.50 lease / \$9.50 CAM)

• Notes

- Lease space sizes and potential lessees have been provided as late as 1/1/2016 from RMWB Engineering and 1/28/2016 from RMWB Land Management .
- It should be noted that not all spaces have lease confirmations as of this report.
- RRC has requested confirmation and/or update through RMWB Community Services for confirmed tenants.
- Variance to these provisions may have significant impact on Projections and cost recoveries.

Conklin Multiplex Assumptions: Revenue

- **Sponsorships**
 - Naming Rights
 - Range between \$25,000 - \$50,000 annually
 - Budgeted for realistic \$35,000
- **Advertising**
 - Inventory available
 - Rink boards
 - Arena walls

Conklin Multiplex 2018 Projected Revenue

Financial Statement Category					YTD
Memberships					\$100,000
Rentals					\$40,200
Programs					\$16,000
Admissions					\$7,000
Vending Commissions					\$1,800
Sponsorship - Naming					\$35,000
Advertising					\$2,400
Lease Spaces					\$149,364
Total Revenue					\$351,764

Conklin Multiplex 2018 Projected Direct Costs

Financial Statement Category					YTD
Programs					\$16,000
Total Direct Costs					\$16,000

Conklin Multiplex 2018 Projected Operating Expense

Financial Statement Category					YTD
Equipment Rental					\$10,000
Freight					\$2,000
Data Processing					\$24,000
Insurance					\$60,000
Licenses, Fees & Permits					\$3,000
Marketing & Promotions					\$10,000
Repairs & Maintenance					\$25,000
Security					\$240,000
Subcontractors					\$25,000

Conklin Multiplex 2018 Projected Operating Expense

Financial Statement Category					YTD
Supplies					\$40,000
Telephone					\$12,000
Training & Travel					\$30,000
Utilities					\$260,000
Wages					\$755,038
COLA					\$144,125
Benefits					\$254,881
Operating Expenses					\$1,895,044

Conklin Multiplex 2018 Projected Operating Summary

Financial Statement Category					YTD
Revenue					\$351,764
Direct Costs					\$16,000
Operating Expenses					\$1,895,044
Total Expenses					\$1,911,044
Net Earnings/Loss					- \$1,559,280
Cost Recovery					18.4%