

Fogerty Arena Curling Club Proposal

Facility construction (See scope of work)	\$2,000,643.00	
Refrigeration system	\$1,160,000.00	
Includes new system for both the Curling club and the south rink and Both floors		
Equipment, landscaping and parking	\$ 600,000.00	
 Total cost		 \$3,760,643.00
Capital contribution from Fogerty	\$ 500,000.00	
 Net cost		 \$3,260,643.00
 Remaining bal of north rink bonds	 \$ 1,320,000.00	
Financing costs	\$ 43,000.00	
 Net Bonding total		 \$4,623,000.00

Loan Amount \$4,700,000.00 20 year amortization

@ 3.42% monthly P & I payment \$27,163

@ 3.65% monthly P & I payment \$27,719

Loan Amount \$4,700,000.00 25 year amortization

@ 3.47% monthly P & I payment \$23,550

@ 3.70% monthly P & I payment \$24,133

Current monthly payment on north rink bonds	\$ 11,811.00	
 Monthly payment increase to account for net portion of bonds dedicated to curling facility (for yrs 1-13.)	 \$ 11,739.00 (annualized, \$140,868.00)	
	to	
	\$ 15,908.00 (annualized, \$190,896.00)	

CURLING CLUB PERFORMA

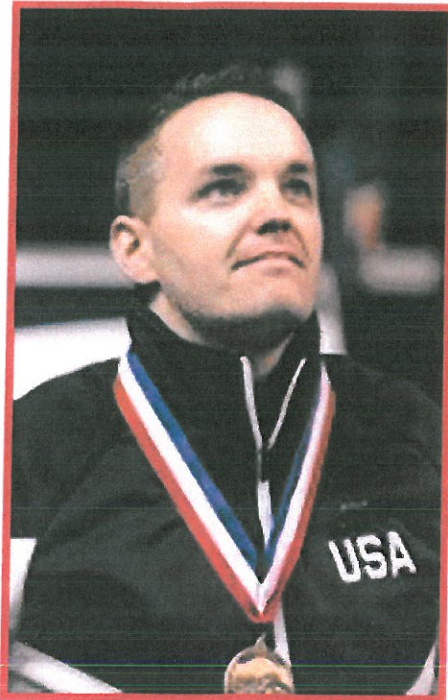
	<u>2012-13</u>	<u>2013-14</u>	<u>2014-15</u>	<u>2015-16</u>
INCOME				
Reg Member Dues	\$100,000.00	\$130,000.00	\$162,000.00	\$196,000.00
Seniors	\$6,400.00	\$8,500.00	\$10,800.00	\$14,250.00
Juniors	\$6,400.00	\$8,500.00	\$10,800.00	\$14,250.00
Spring League	\$18,000.00	\$20,000.00	\$22,000.00	\$24,000.00
Fall League	\$0.00	\$20,000.00	\$22,000.00	\$24,000.00
Summer League	\$18,000.00	\$20,000.00	\$22,000.00	\$24,000.00
Camps Clinics and Training	\$15,000.00	\$18,000.00	\$20,000.00	\$20,000.00
Corporate Events Net	\$4,000.00	\$6,500.00	\$8,000.00	\$10,000.00
Bonspiels/Events Net	\$4,000.00	\$4,000.00	\$7,500.00	\$7,500.00
Advertising income	\$10,000.00	\$10,000.00	\$12,000.00	\$12,000.00
Food and Beverage Net	\$42,000.00	\$62,000.00	\$72,000.00	\$82,000.00
Charitable Gambling	\$21,000.00	\$21,000.00	\$21,000.00	\$21,000.00
Facility Surcharge-reg	\$38,000.00	\$10,000.00	\$10,000.00	\$13,000.00
Facility Surcharge- F.C.	\$30,000.00	\$6,000.00	\$6,000.00	\$0.00
Equipment sales	\$2,000.00	\$2,000.00	\$3,000.00	\$3,000.00
Vending, Video, Lockers	<u>\$8,000.00</u>	<u>\$8,000.00</u>	<u>\$9,000.00</u>	<u>\$9,000.00</u>
TOTAL INCOME	<u>\$322,800.00</u>	<u>\$354,500.00</u>	<u>\$418,100.00</u>	<u>\$474,000.00</u>
Expenses				
Wages-Full-time Staff	\$55,000.00	\$56,500.00	\$58,000.00	\$60,000.00
Wages- Part-time Staff	\$27,000.00	\$27,500.00	\$28,000.00	\$28,500.00
Payroll Tax Expense	\$4,700.00	\$4,800.00	\$4,900.00	\$5,200.00
Contribution-retirement	\$3,300.00	\$3,400.00	\$3,500.00	\$3,600.00
Work Comp Ins	\$2,600.00	\$2,700.00	\$2,800.00	\$3,000.00
Medical & Dental	\$3,800.00	\$4,000.00	\$4,200.00	\$4,400.00
Fuel-Natural Gas	\$16,000.00	\$17,000.00	\$18,000.00	\$19,000.00
Electricity	\$30,000.00	\$31,000.00	\$25,000.00	\$26,000.00
Water & Sewer	\$4,200.00	\$4,300.00	\$4,400.00	\$4,600.00
Telephone	\$900.00	\$900.00	\$1,000.00	\$1,000.00
Rubbish	\$2,100.00	\$2,150.00	\$2,200.00	\$2,300.00
Insurance	\$9,000.00	\$9,500.00	\$9,800.00	\$10,000.00
Oper Repair & Maint	\$15,000.00	\$15,000.00	\$18,000.00	\$20,000.00
Equip Depreciation	\$59,000.00	\$59,000.00	\$61,000.00	\$62,000.00
Advert & Marketing	\$30,000.00	\$20,000.00	\$20,000.00	\$15,000.00
Office and Misc Supplies	\$3,000.00	\$1,500.00	\$1,800.00	\$2,000.00
Debt Service	\$0.00	\$155,000.00	\$155,000.00	\$155,000.00
Professional Fees & Dues	<u>\$5,000.00</u>	<u>\$5,000.00</u>	<u>\$6,000.00</u>	<u>\$6,000.00</u>
Total Expenses	<u>\$270,600.00</u>	<u>\$419,250.00</u>	<u>\$423,600.00</u>	<u>\$427,600.00</u>
Net Income or Loss	<u>\$52,200.00</u>	<u>(\$64,750.00)</u>	<u>(\$5,500.00)</u>	<u>\$46,400.00</u>

REVENUE ASSUMPTIONS

Item	400	500	600	700
Reg members	400	500	600	700
Junior members	40	50	60	75
Senior members	40	50	60	75
Fall league	no	yes	yes	yes
Spring league	yes	yes	yes	yes
Summer league	yes	yes	yes	yes
Corporate events	8	10	12	15
facility surcharge (one time)	380	100	100	130
Founders club members	100	20	20	0
Food & Bev Gross	\$800,000.00	\$1,000,000.00	\$1,100,000.00	\$1,200,000.00
Charitable gambling	Straight rent only, \$1,750.00 per mo., with one of the hockey assoc. as the license holder. Revenues would be higher if the arena becomes the gambling license holder			

John Benton

Team USA 2010



Position	Skip
Teammates	Ryan Lemke, Jake Will, Steve Day
Delivers	Right-handed
Born	June 23, 1969, in Afton, Minn.
Hometown	St. Michael, Minn.
Occupation	Operating systems analyst with Fairview Health Services of Minnesota; USA Curling Project 2018 coach
Family	Married to Carrie
Year started curling	1975
Education	Microsoft and Novell certified

CURLING HIGHLIGHTS

- **Olympic Winter Games:** 2010 (10th)
- **World Championships:** 2009 (5th)
- **U.S. National Championships:** 2011, 2009 (champion), 2007 (8th), 2006 (5th), 2005 (5th), 2004 (5th), 1997, 1998 (5th)
- **U.S. Olympic Team Trials -- Curling:** 2009 (champion), 2005 (5th), 1998, 1992
- **Minnesota State Junior Men's Championships:** 1986, 1987 (champion), 1988, 1989, 1990
- **Minnesota State Men's Championship:** 2004, 2003, 2002, 2001
- **Wisconsin State Men's Championship:** 1997 (champion)
- **U.S. Junior Nationals:** 1987
- **USCA Men's Second Chance:** 2004 (qualified for Nationals), 2003, 2001, 1999, 1998 (qualified for Nationals)

As an Olympian, National Coach, and recreational curler, I am proud to have been part of the discovery and planning for a permanent curling facility at the Fogerty Arena site in Blaine, MN.

Over the past four years it has been my pleasure to consult with Mark Clasen of Fogerty on a number of questions surrounding the viability of such a facility in the Twin Cities.

What I have said in the past and will continue to say is that now is the best time and the Twin Cities is the best place for a permanent, year-round, curling facility to serve many purposes.

Besides the standard leagues and club membership that most clubs support, a facility with the unique ability to be open 365 days a year should be able to host multiple leagues throughout the year. The added time will also allow for the following types of programs at a minimum:

- Youth Learn to Curl Camps
- Youth High Performance Camps
- Youth leagues and daily instruction
- Adult Learn to Curl Camps
- Adult High Performance Camps
- Corporate Events

In addition, Fogerty has the added benefit of the two existing Hockey sheets that can quickly be turned in to additional curling ice for large events. One such event was held in Fort Wayne, Indiana this last summer and drew nearly 100 teams (400 players) from all over North America.

As a National Team Coach for USA Curling I cannot promise anything but I am certain that this new facility would be a primary destination for our Olympic hopefuls to train. It just makes sense. The facility is near a major international airport, it is centrally located and in a well-known media market. Not to mention that there is only one, 3 sheet facility in the country that keeps ice 365 days a year, which has become a necessity for our top athletes.

One of Fogerty's primary concerns has been the idea that they "don't know curling" and they want to be sure that the club and the programs start off on the right foot. My assurances to them have been simple....Curlers are very passionate about what they do. There will be many, many people waiting in line to help make sure this facility is a success. The reason I know that is due to the overwhelming growth of the sport in the last decade. Membership across the country is up 52% since the Olympics in 2002! Many clubs have started and are now playing on Hockey ice and are very successful. You only have to look at the St. Paul Curling Club to know that the sport is growing. A decade ago the St. Paul club had a comfortable base of 800 members. For the past 3 years, the club has topped out at 1400 members, and is actively turning people away.

In a related note, I would be remiss if I did not mention that curling has its roots in community and family. I, myself, was taught the game by my father and in any curling club you will find many families that curl. It is the family roots and the passion of the players that make curling the great sport it is! I can honestly say that Blaine and its residents could only benefit from having curlers among them.

In short, I cannot think of a better situation for curling, Fogerty and the City of Blaine. I would expect this facility to be the home of many curling champions and many great community members and families in the future.

Sincerely

John Benton



National Team Coach - Project 2018

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Position	Lead
Teammates	
Delivers	Right-handed
Born	Dec. 20, 1982, in Portage, Wis.
Hometown	Minneapolis
Occupation	Law student at William Mitchell College of Law
Family	Married
Year started curling	1988
Height	5 feet, 3 inches

Education	Graduate of the University of Wisconsin-Madison with a degree in English
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CURLING HIGHLIGHTS

- **Olympic Winter Games:** 2006 (8th)
- **U.S. Olympic Team Trials:** 2009 (5th), 2005 (gold)
- **World Curling Championships:** 2005 (silver)
- **Junior Worlds:** 2003 (silver), 2002 (gold)
- **Junior Nationals:** 2003 (champion), 2002 (champion), 1999 (semifinalist)
- **U.S. National Championships:** 2009 (5th), 2008 (4th), 2007 (runner-up), 2006 (4th), 2005 (champion), 2004 (semifinalist), 2003 (semifinalist)
- **Minnesota State Championships:** 2004 (champion)
- **Minnesota State Junior Championships:** 2003, 2002 (champion both years)
- **Wisconsin State Women's Championship:** 2003 (champion)
- **Wisconsin State High School Champion:** 2001, 2000
- **USA Curling Team of the Year:** 2005, 2002

Curling has taught me about sportsmanship, honesty, heartache, dedication, perseverance, teamwork, initiative, communication, graciousness, organization and responsibility. The experiences I have had as a member of a curling team are immeasurable. They have made me who I am today and given me the skills to be successful. I have also had the privilege of traveling to Europe and Asia multiple times because of curling. It is a sport that I started playing when I was six years old, and that I hope to be playing until I'm 80. Curling brings my family together and sharing games and trips for curling have brought us closer. It is a sport that I will be proud to teach my children and participate in with them. The community in curling is like an

extended family. The shared passion for a sport that not everyone understands brings you into the fold and you belong, whether you are an Olympian or just play in the Monday night league. The community of curling is always growing and there is an opportunity to expand and provide the experience of cultivating Olympic dreams in your own backyard.

I am excited to hear about the prospect of Fogerty Arena building a new curling facility here! The sport is undoubtedly growing and the Twin Cities is right in the heart of it all. I sincerely believe that your efforts will be rewarded. There is no better time to get involved with this sport. With the 2014 games right around the corner, you are really setting yourselves up for a successful operation.

If you ever need anything from me, I wouldn't hesitate to help. Good luck!

Maureen (Brunt) Clark
2006 Women's Olympic Curling Team