

# Lakeville ARENAS

**BOARD OF DIRECTORS MEETING**  
**September 11, 2024**



## Lakeville Arenas Board Meeting Agenda

Wednesday, September 11, 2024

3:30 p.m. Hasse Arena Lobby Conference Room

### 1) Meeting Call to Order

### 2) Consent Agenda

1. Approval of Lakeville Arenas Board Minutes for June 18, 2024.
2. Receipt of Lakeville Arenas Financial Report for June 2024.
3. Receipt of Lakeville Arenas Budget Report for June 2024.
4. Receipt of Lakeville Arenas Check Register for June 2024.
5. Receipt of Lakeville Arenas Portfolio Holdings for Jun 2024.
6. Receipt of Lakeville Arenas Financial Report for July 2024.
7. Receipt of Lakeville Arenas Budget Report for July 2024.
8. Receipt of Lakeville Arenas Check Register for July 2024.
9. Receipt of Lakeville Arenas Portfolio Holdings for July 2024.

**Action(s) Needed:** Motion to approve the consent agenda.

### 3) Arenas Manager's Report

- a) Arenas Manager Report Review and Discussion
- b) Acknowledgements/Approvals detailed in the Manager's Reports.
  - i) Amended salary plan to add Recreation Programming Coordinator.
  - ii) Changing the monthly meeting date to the 4th Wednesday of the month.
  - iii) Approve forwarding the 5-year extended perimeter slab warranty agreement with Sheehy to the city.
  - iv) Snow removal/mowing equipment purchase and financing.
  - v) Plow truck purchase from the City of Lakeville (included in the 2024 capital budget)
  - vi) Pavilion rink amenity construction plans and timelines.
  - vii) Temporary increase for salary staff working on amenities construction as recommended by HR & Finance.
  - viii) Rental of Arenas Manager's Bobcat & excavator for Pavilion Rink amenities construction as recommended by Finance.
  - ix) Lease agreement with E-Train for an initial 3-year term at \$10,000 per year.
  - x) Operating agreement with LHA of their dryland training center.
- c) **Motions needed.**
  - i) Motion to approve and forward the 5-year extended perimeter slab warranty agreement to the city for approval.
  - ii) Motion to approve a temporary 2-step pay increase for salary employees working on Pavilion Rink Amenity Projects starting September 15, 2024, and ending September 15, 2025.
  - iii) Motion to approve renting the Arenas General Manager's bobcat and excavator.
  - iv) Motion to approve temporarily raising the General Manager WF credit card limit to \$50,000.
  - v) Motion to approve the purchase of 9 forty-foot shipping containers.
  - vi) Motion to move the monthly board meeting to the 4th Wednesday.
  - vii) Motion to approve the naming rights agreement with Allina Health for the Outdoor Pavilion Rink.
  - viii) Motion to move forward with a 3-year lease agreement with E-Train for \$10,000 annually.
  - ix) Motion to approve financing the snow removal equipment.
  - x) Motion to accept the submitted Arena Managers Reports, Acknowledgements, and Approvals.

### 4) Resolutions

- a) Resolution 9112024.1 amending the 2024 Arenas Salary Plans.

**Action(s) Needed:** Motion to approve the Resolutions 9112024.1 Amending the Arenas Salary Plans.

### 5) Signatures Required

- a) Lakeville Arenas Board Meeting Minutes for Jun 18, 2024.
- b) Resolutions

### 6) Adjourn

## Lakeville Arenas Board of Directors Meetings

Every 4<sup>th</sup> Wednesday of the month at 3:30 pm, Hasse Arena Lobby Conference Room, 8525 215<sup>th</sup> Street. Lakeville MN 55044



## **BOARD OF DIRECTORS MEETING**

### **September 11, 2024 - CONSENT AGENDA**

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9. Receipt of Lakeville Arenas Portfolio Holdings for July 2024

**Lakeville Arenas Board Meeting Agenda**

Tuesday June 18, 2024

3:30 p.m. Hasse Arena Lobby Conference Room

**Meeting Call to Order**

The Lakeville Arenas Board Meeting on Wednesday June 18, 2024, was called to order by Board Chair Keliher at 3:30pm.

**Members Present:** Keliher, Miller, Volk. **Absent:** Patterson, Van Zyl.

**Other Present:** Joe Bergquist – Lakeville Arenas Manger, Julie Stahl – City of Lakeville Finance Director.

**Consent Agenda**

A motion was made by Ms. Volk to approve the consent agenda, the motion was seconded by Mr. Miller, there was no further discussion and the motion carried 3-0.

**Arenas Manager’s Report**

Acknowledgements/Approvals detailed in Managers Reports.

- i) 2024 capital budget amendment increase of 30k for new mowing equipment
- ii) 2024 amended budget and 2025 budget adjusted to include April and May 2024 actual results, and changes made to capital outlays and net revenue from the increased net revenues.

Mr. Bergquist reviewed the Managers Report with the board of directors.

A motion was made by Ms. Volk to accept the Arenas Managers Report and acknowledgements as submitted, the motion was seconded by Mr. Miller, there was no further discussion, and the motion carried 3-0.

**2024 & 2025 Budget Resolutions**

- Resolution 6182024.1 Amending the 2024 Capital Reserve Fund Budget.
- Resolution 6182024.2 Amending the 2024 Adopted Budget.
- Resolution 6182024.3 Adopting the 2025 Proposed Budget.
- Resolution 6182024.4 Adopting the 2025 Proposed Capital Reserve Fund Budget
- Resolution 6182024.5 Adopting the 2024-2025 Lakeville Arenas Fees Schedule

A motion was made by Ms. Volk to adopt Resolutions 6182024.1, 6182024.2, 6182024.3, 6182024.4, and 6182024.5, the motion was seconded by Mr. Miller, there was no further discussion, and the motion carried 3-0.

**E-Train Agreement**

Lakeville Arenas was recently approached by E-Train to lease space at Ames Arena for operating their skating treadmill and specialized running treadmill business. They are currently located at the Bloomington Ice Garden and were informed that their lease was being cancelled because of construction in 2025. E-Train has been a long-time tenant at the Ice Garden and are looking to move to Lakeville permanently. They currently pay approximately \$ 8,000 per year for their lease at Bloomington. Mr. Bergquist requested approval from the board to move forward with negotiating a similar lease agreement to operate their business out of Ames Arena. Ms. Volk recommended that we should also consider proposing a percentage of revenue share rather than a flat fee lease when negotiating. The board agreed to allow Mr. Bergquist to move forward with negotiations.

**Adjourn**

A motion to adjourn the meeting was made by Ms. Volk, seconded by Mr. Miller, there was no further discussion and the motion carried 3-0.

**Lakeville Arenas Board of Directors Meetings**

Every 3<sup>rd</sup> Wednesday of the month at 3:30pm, Hasse Arena Lobby Conference Room, 8525 215<sup>th</sup> Street. Lakeville MN 55044

**LAKEVILLE ARENAS**

By: \_\_\_\_\_  
**Board Vice Chair** **Date**

**ATTEST:**

\_\_\_\_\_  
**Board Secretary**

\_\_\_\_\_  
**Date**



# Memorandum

**To:** Lakeville Arenas Board  
**From:** Joseph Bergquist, Arenas Manager  
Suzette Hall, Financial Analyst  
**Copy:** Cheri Donovan, Assistant Finance Director  
**Date:** July 11, 2024  
**Subject:** June 30, 2024 Monthly Financial Statements (unaudited)

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The June 2024 monthly financial report covers the period January 1, 2024 through June 30, 2024.

**STATEMENT OF NET ASSETS**  
**Operating & Capital Project Funds**  
**(Unaudited)**

Assets	
Cash	\$ 825
Cash on hand	2,000
Investments	968,222
Market Value Adjustment	(5,378)
Interest receivable	9,713
Accounts receivable	59,902
Accounts receivable - Other	182,060
Inventory	26,186
Prepaid expenses	55,197
Total assets	<u>\$ 1,298,727</u>
Liabilities	
Salaries payable	\$ 8,730
Accounts payable	99,945
Sales tax payable	5,593
Deferred revenue	25,092
Total liabilities	<u>139,360</u>
Net assets	<u>\$ 1,159,367</u>

As of June, the Lakeville Arenas had cash balances of \$2,825 and an investment balance of \$968,222. Cash and investment balances reflect the need for liquidity due to impending expenditures.

At the end of June, there were eighteen investments held by Lakeville Arenas. The overall investment strategy is based on cash flow projections. Money not required for short term operations is invested in a manner that ensures safety, liquidity and public trust while maximizing yield.

See the attached investment portfolio as of June 30, 2024.

Accounts receivable at June 30, 2024 amounted to \$59,902.06. The table below shows a breakdown of the accounts receivable.

Days	0-30	31-60	61-90	>90	Total
Amount	59,259	0	0	643	59,902
Percentage	99%	0%	0%	1%	100%

<u>ACCOUNTS RECEIVABLE @ 6/30/2024</u>	<u>PER</u>	<u>Accts Rec.</u>	<u>Late</u>	<u>Accts Rec.</u>	<u>Payment</u>
	<u>ABOVE</u>	<u>Sales Tax</u>	<u>Fees</u>	<u>Rental</u>	<u>Date</u>
PERFECTLY UNIQUE EVENTS - Dry Floor	(09/23)	600.00	42.75	642.75	
HERITAGE FIGURE SKATING CLUB	(06/24)	6,460.00		6,460.00	
HOCKEY FINDER	(06/24)	4,940.00	401.38	5,341.38	
NORTH HOCKEY CAMPS	(06/24)	11,400.00	926.25	12,326.25	
SOUTH HOCKEY STORM CAMP	(06/24)	10,260.00	833.62	11,093.62	
SOUTH HS GIRLS BOOSTER CLUB	(06/24)	3,135.00	-	3,135.00	
PRO-HYBRID TRAINING	(06/24)	760.00	61.75	821.75	
RYAN POEHLING	(06/24)	1,140.00	92.63	1,232.63	
HALL OF FAME HOCKEY	(06/24)	5,842.31	474.69	6,317.00	
GENO PARRISH HOCKEY	(06/24)	4,560.00	370.50	4,930.50	
MEGA GOALTENDING	(06/24)	2,280.00	185.25	2,465.25	
EXO TRAINING	(06/24)	1,140.00	92.62	1,232.62	
PROJECT HOCKEY	(06/24)	1,330.00	108.06	1,438.06	
PERRY WILKINSON	(06/24)	2,280.00	185.25	2,465.25	
		-	-	-	
		-	-	-	
		-	-	-	
		-	-	-	
Total Accounts Receivable		56,127.31	3,774.75	-	59,902.06

Inventory is comprised of pro-shop merchandise and concessions at the Ames and Hasse Arenas.

Prepaid expenses include a 2025 contract for R&R Specialties and general liability insurance (3<sup>rd</sup>, and 4<sup>th</sup> quarters) and workers compensation (3<sup>rd</sup>, and 4<sup>th</sup> quarters).

Salaries payable of \$ 8,730, represents wages earned through June 30, 2024 to be paid in the following month.

### **STATEMENTS OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE**

#### **General Fund**

The statement of revenues and expenses and changes in fund balance is presented on page four (4) and only reports activity in the "General (Operating) Fund."

**STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE**

**GENERAL FUND**

**FOR THE SIX-MONTH PERIOD ENDING JUNE 30, 2024**

**(unaudited)**

	<b>Amended Budget</b>	<b>6/30/2024 Actual</b>	<b>Variance From Amended Budget Pos / (Neg)</b>	<b>%</b>	<b>6/30/2023 Actual</b>	<b>Variance from 2023 Actual Pos / (Neg)</b>
<b>Operating Revenues</b>						
Arena rental	\$ 1,324,446	\$ 621,479	\$ (702,967)	46.9%	\$ 525,204	\$ 96,275
Learn to skate	116,107	54,549	(61,558)	47.0%	44,247	10,302
Admissions-public skating	58,704	32,158	(26,546)	54.8%	20,796	11,362
Arena Programming	53,379	20,272	(33,107)	0.0%	13,524	6,748
Event admissions (net of ISD reimb)	48,825	29,875	(18,950)	61.2%	26,268	3,607
Concession sales (net)	146,034	94,861	(51,173)	65.0%	78,873	15,988
Proshop sales (net)	7,539	4,821	(2,718)	63.9%	145	4,676
Skate sharpening	5,567	6,170	603	110.8%	4,363	1,807
Skate rental	3,522	4,069	547	115.5%	3,117	952
Vending machines	3,396	2,350	(1,046)	69.2%	1,904	446
Other - advertising contract	49,800	26,650	(23,150)	53.5%	25,879	771
Other / donations	3,810	2,050	(1,760)	0.0%	481	1,569
Interest income	19,752	11,863	(7,889)	60.1%	10,048	1,815
Net Chg in FV of Investments	11,063	2,769	(8,294)	0.0%	(121)	2,890
<b>Total revenues</b>	<u>1,851,944</u>	<u>913,936</u>	<u>(938,008)</u>	<u>49.4%</u>	<u>754,728</u>	<u>159,208</u>
<b>Operating Expenses</b>						
Personnel	767,855	329,534	438,321	42.9%	258,115	(71,419)
Commodities	152,328	59,041	93,287	38.8%	38,379	(20,662)
Utilities	259,942	131,169	128,773	50.5%	165,241	34,072
Contractual	112,162	48,892	63,270	43.6%	46,957	(1,935)
Other	393,255	179,554	213,701	45.7%	128,250	(51,304)
Debt service	12,250	6,125	6,125	0.0%	6,750	625
Capital reserve fund	140,000	70,000	70,000	50.0%	70,000	-
<b>Total Expenses</b>	<u>1,837,792</u>	<u>824,315</u>	<u>1,013,477</u>	<u>44.9%</u>	<u>713,692</u>	<u>(110,623)</u>
<b>Change in fund balance</b>	14,152	89,621	75,469		41,036	48,585
Fund balance - January 1, 2024		<u>547,022</u>				
Fund balance - June 30, 2024		<u>\$ 636,643</u>				

## Capital Maintenance Reserve Fund

The following statement of revenues and expenses and changes in fund balance reflects activity for the "Capital Maintenance Reserve Fund."

**STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE  
CAPITAL MAINTENANCE RESERVE FUND  
FOR THE SIX-MONTH PERIOD ENDING JUNE 30, 2024  
(unaudited)**

	<b>2024 Amended Budget</b>	<b>6/30/2024 Actual</b>	<b>Variance from Amended Budget Positive(Negative)</b>
<b>Revenues</b>			
From General Fund	\$ 140,000	\$ 70,000	\$ (70,000)
Interest Revenue	\$ 9,993	\$ 10,260	\$ 267
Other Grants	<u>10,000</u>	<u>-</u>	<u>\$ (10,000)</u>
Total Revenues	159,993	80,260	(79,733)
<b>Expenses</b>			
	<u>360,000</u>	<u>-</u>	<u>360,000</u>
<b>Change in fund balance</b>	(200,007)	80,260	280,267
Fund balance - January 1, 2024		<u>442,464</u>	
Fund balance - June 30, 2024		<u>\$ 522,724</u>	

<b>Capital Projects 2024</b>	<b>Amended Budget</b>	<b>YTD Expense</b>	<b>Comments</b>
New Zamboni	210,000	-	
Grounds Equipment	<u>150,000</u>	<u>-</u>	
Total Expenses	360,000	-	

A transfer is made from the General Fund to the Capital Maintenance Reserve Fund each year. This transfer finances future capital acquisitions and building improvements.

## **ARENA DEBT**

The Hasse Arena construction was originally financed with a Lease Revenue Bond issued by the Lakeville Housing and Redevelopment Authority in 2006. The debt is repaid with property taxes levied by the City of Lakeville and Independent School District 194. The 2006 bonds were advance refunded by HRA Lease Revenue Refunding Bonds, Series 2016A. The HRA2016A debt was refunded in April 2022. See details below.

In June 2020, the Lakeville City Council authorized the issuance of debt (approximately \$770,000) for the Ames Arena parking lot improvements. The competitive sale took place on July 20 and closed on August 13. The bonds were issued with a premium of \$145,777 which were used to reduce the amount of debt issued to \$620,000. True interest cost was 0.83%. The debt principal will be paid by contributions from the Lakeville Hockey Association (LHA) and the Heritage Figure Skating Club (HFSC). The interest will be paid by Lakeville Arenas. Staff will be calculating an allocation of the premium so LHA and HFSC will be paying the par plus premium.

On November 16, 2020, the Lakeville City Council authorized the issuance of debt (approximately \$8 million) to fund the APEX energy savings improvement projects at both the Hasse and Ames Arenas. The competitive sale took place on January 19, 2021 and closed on February 16, 2021. The bonds were issued with a premium of \$313,284 which was used to reduce the amount of debt issued to \$7,770,000. True interest cost was 1.48%. The debt will be repaid using property taxes and revenues received from Independent School District #194 per a Joint Powers Agreement approved in August 2020. Per the JPA the debt and debt-related costs are paid 50/50 by the City and ISD#194. Lakeville Arenas approved resolution 5172023.1 which approved a commitment to appropriate funding of \$63,460/year for debt service associated with the APEX energy savings improvement project.

On February 7, 2022, the City Council authorized the issuance of Taxable General Obligation Bonds, Series 2022B, to refund the HRA Lease Revenue Refunding Bonds, Series 2016A (noted above) and provide funding for constructing a new outdoor rink at the Hasse Arena. The sale of the bonds was held on March 7, 2022 and closed on April 5, 2022. True interest cost was 2.69%. The refunding resulted in savings of approximately \$130,000 over the term of the bonds. An amended and restated joint powers agreement to address the payment of the refunding portion of the 2022B bonds was approved by ISD#194 and the City of Lakeville in February 2022. Agreements have been approved with Lakeville Hockey Association (LHA) and Heritage Figure Skating Club (HFSC) for additional contributions to be used for debt repayment of the bonds issued for the new outdoor rink.

## **CAPITAL CONTRIBUTIONS NOT REFLECTED IN ARENA FINANCIAL REPORTS**

In 2019, the City of Lakeville entered into gaming revenue/facility use agreements with Lakeville Hockey Association (LHA) and Heritage Figure Skating Club (HFSC). Per the agreements, funds received are recorded in a separate City capital projects fund.

The first amendment to the gaming revenue agreements was approved with both the Lakeville Hockey Association and the Heritage Figure Skating Club on August 15, 2022. The following chart is a summary of the agreements:

Organization	Revised Term	Payments	Total Payments Anticipated
LHA	Twenty-three (23) years; 08/02/2019 – 08/01/2043	2020-2023: \$70,000/year  2024-2043: \$88,500/year	\$2,050,000
HFSC	Twenty-three (23) years; 08/02/2019 – 08/01/2043	2019-2023: \$10,000/year  2024-2043: \$11,500/year	\$280,000

The Lakeville Hockey Association and the Heritage Figure Skating Club have both made their first half 2024 contributions. (HFSC paid 2/16/2024 and LHA paid 3/1/2024).

**RECOMMENDATION**

Lakeville Arena Board “acknowledges” the receipt of the June 30, 2024 Financial Report.



**LAKEVILLE ARENAS**  
**Financial Statements as of 06/30/24**  
**(Preliminary and Unaudited)**

ASSETS	OPERATIONS	CAPITAL PROJECTS	COMBINED
<b>Current Assets</b>			
Cash & Investments	\$ 453,290	\$ 517,757	\$ 971,047
Market Value Adjustment	(5,378)	-	(5,378)
Interest Receivable	4,746	4,967	9,713
Accounts Receivable - Customers	59,902	-	59,902
Accounts Receivable - Other	182,060	-	182,060
Inventory	26,186	-	26,186
Prepaid Expenses	55,197	-	55,197
<b>Total Current Assets</b>	<b>776,003</b>	<b>522,724</b>	<b>1,298,727</b>
<b>Total Assets</b>	<b>\$ 776,003</b>	<b>\$ 522,724</b>	<b>\$ 1,298,727</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
<b>Current Liabilities</b>			
Wages Payable	\$ 8,730	\$ -	\$ 8,730
Accounts Payable	99,945	-	99,945
Sales Tax Payable	5,593	-	5,593
Deferred Revenue - Advertising	25,092	-	25,092
<b>Total Current Liabilities</b>	<b>139,360</b>	<b>-</b>	<b>139,360</b>
<b>Retained Earnings</b>			
Reserved for Future Capital Purchases	-	522,724	522,724
Unreserved	636,643	-	636,643
<b>Total Retained Earnings</b>	<b>636,643</b>	<b>522,724</b>	<b>1,159,367</b>
<b>Total Liabilities and Retained Earnings</b>	<b>\$ 776,003</b>	<b>\$ 522,724</b>	<b>\$ 1,298,727</b>



**LAKEVILLE ARENAS**  
**Financial Statements as of 06/30/2024**  
**(Preliminary and Unaudited) - Operations Only**

	<b>2024</b>	<b>6/30/2024</b>	<b>Variance from</b>		<b>6/30/2023</b>	<b>Variance from</b>
	<b>Amended</b>	<b>Actual</b>	<b>Amended Budget</b>	<b>Actual</b>	<b>Actual</b>	<b>2023 Actual</b>
	<b>Budget</b>		<b>Positive (Negative)</b>	<b>Percent</b>		<b>Positive (Negative)</b>
<b>Operating Revenues</b>						
Ice Rental	\$ 1,323,846	\$ 620,879	\$ (702,967)	46.9%	\$ 519,124	\$ 101,755
Dry Floor Activities	600	600	-	100.0%	6,080	(5,480)
Learn to Skate	116,107	54,549	(61,558)	47.0%	44,247	10,302
Admissions-Public Skating	58,704	32,158	(26,546)	54.8%	20,796	11,362
Arena Programming	53,379	20,272	(33,107)	38.0%	13,524	6,748
Event Admissions(Net of ISD Reimb)	48,825	29,875	(18,950)	61.2%	26,268	3,607
Concession Sales (Net)	146,034	94,861	(51,173)	65.0%	78,873	15,988
Proshop Sales (Net)	7,539	4,821	(2,718)	63.9%	145	4,676
Skate Sharpening	5,567	6,170	603	110.8%	4,363	1,807
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Vending Machines	3,396	2,350	(1,046)	69.2%	1,904	446
Other - Advertising Contract	49,800	26,650	(23,150)	53.5%	25,879	771
Donations/Other	3,810	2,050	(1,760)	53.8%	481	1,569
Interest Income	19,752	11,863	(7,889)	60.1%	10,048	1,815
Net Chg in FV of Investments	11,063	2,769	(8,294)	0.0%	(121)	2,890
<b>Total Revenues</b>	<b>1,851,944</b>	<b>913,936</b>	<b>(938,008)</b>	<b>49.4%</b>	<b>754,728</b>	<b>159,208</b>
<b>Operating Expenses</b>						
Salaries - Full Time	328,686	130,098	198,588	39.6%	101,566	(28,532)
Salaries - Full Time - Overtime	3,606	106	3,500	2.9%	13,928	13,822
Salaries - Part Time	251,919	132,294	119,625	52.5%	108,505	(23,789)
Salaries - Part Time - Overtime	1,625	1,805	(180)	0.0%	-	(1,805)
Salaries - Part Time/Temporary	41,740	22,298	19,442	0.0%	-	(22,298)
Pera	40,674	15,912	24,762	39.1%	12,120	(3,792)
FICA	46,421	21,938	24,483	47.3%	17,145	(4,793)
Hospitalization	31,783	4,507	27,276	14.2%	4,580	73
Life and Disability	227	(78)	305	0.0%	59	137
Long Term Disability	719	194	525	27.0%	187	(7)
Unemployment Compensation	441	441	-	0.0%	-	(441)
FSA Plan	194	19	175	0.0%	25	6
Dental Insurance	748	278	470	37.2%	161	(117)
Workers Compensation	19,072	9,102	9,970	47.7%	7,985	(1,117)
Office Supplies	9,844	2,514	7,330	25.5%	1,842	(672)
Operating Supplies	45,580	15,463	30,117	33.9%	10,558	(4,905)
Motor Fuels	1,109	1,027	82	92.6%	392	(635)
Cleaning Supplies	9,724	6,078	3,646	62.5%	6,382	304
Clothing	3,500	-	3,500	0.0%	-	-
Chemicals	11,690	5,306	6,384	45.4%	1,816	(3,490)
Safety Supplies	497	-	497	0.0%	456	456
Equipment Parts/Building Supplies	59,252	18,863	40,389	31.8%	6,872	(11,991)
Small Tools/Equipment	11,132	410	10,722	3.7%	1,915	1,505
Computer Supplies	5,371	5,460	(89)	0.0%	381	(5,079)
Fiscal Management Fee	47,204	20,190	27,014	42.8%	19,656	(534)
Bank Charges	228	105	123	46.1%	12,452	12,347
Audit	8,000	8,000	-	100.0%	7,300	(700)
Advertising	352	275	77	78.1%	-	(275)
Insurance	47,252	23,764	23,488	50.3%	17,610	(6,154)
Electric Service	172,028	78,159	93,869	45.4%	109,306	31,147
Gas Service	87,914	53,010	34,904	60.3%	55,935	2,925
Utility Energy Savings (APEX)	63,460	63,460	-	100.0%	-	(63,460)
Water and Sewer Service	30,765	17,030	13,735	55.4%	14,282	(2,748)
Waste Disposal	7,691	4,399	3,292	57.2%	4,080	(319)
Telephone/Pager	3,634	1,856	1,778	51.1%	1,561	(295)
Postage	20	-	20	-	-	-
Other Contractual/Landscaping	26,490	10,638	15,852	40.2%	18,127	7,489
Equipment Repair and Maintenance	14,386	9,832	4,554	68.3%	6,718	(3,114)
Building Repair and Maintenance	71,286	28,422	42,864	39.9%	22,112	(6,310)
Contract Cleaning	-	750	(750)	0.0%	1,922	1,172
Contract Data Processing	50,000	-	50,000	0.0%	-	-
Debt Service Payments - Major Maintenance	12,250	6,125	6,125	50.0%	6,750	625
Schools and Conferences	4,484	3,984	500	88.8%	886	(3,098)
Business Meetings/Misc. Expenses	7,056	6,897	159	97.7%	146	(6,751)
Dues/Subscriptions/Licenses	15,914	5,039	10,875	31.7%	9,960	4,921
Snow Removal	9,529	7,058	2,471	74.1%	16,995	9,937
Credit Card Fees	22,295	11,287	11,008	-	-	(11,287)
Capital Outlay	70,000	-	70,000	-	21,019	21,019
Capital Reserve Fund	140,000	70,000	70,000	50.0%	70,000	-
<b>Total Expenses</b>	<b>1,837,792</b>	<b>824,315</b>	<b>1,013,477</b>	<b>44.9%</b>	<b>713,692</b>	<b>(110,623)</b>
<b>Net Income (Loss)</b>	<b>\$ 14,152</b>	<b>\$ 89,621</b>	<b>\$ 75,469</b>	<b>0.0%</b>	<b>\$ 41,036</b>	<b>\$ 48,585</b>



Note: Payment amount may not reflect the actual amount due to data sequencing and/or data selection.

Council Check Summary

6/1/2024 - 6/30/2024

Check #	Date	Amount	Supplier / Explanation	PO#	Doc No	Inv No	BU	Obj	Sub	Subledger	Account Description	BU Description	Co	Dept	Div	
<b>17095</b>	<b>6/19/2024</b>		<b>132226 CCP NI MASTER TENANT 4 LLC</b>													
		3,432.01	SOLAR CREDITS APRIL		444611	APRIL2024	8979	6271			ELECTRIC SERVICE	AMES GENERAL	08970	90	90	
		3,432.01														
<b>17096</b>	<b>6/19/2024</b>		<b>133853 CINTAS</b>													
		44.64	TOWEL & MOP SERVICE 4194616948		444711	4194616948	8979	6120			OPERATING SUPPLIES	AMES GENERAL	08970	90	90	
		14.88	TOWEL & MOP SERVICE 4194616948		444711	4194616948	8989	6120			OPERATING SUPPLIES	HASSE GENERAL	08970	90	90	
		59.52														
<b>17110</b>	<b>6/19/2024</b>		<b>100303 DICK'S SANITATION</b>													
		389.18	JUNE 2024 SERVICE-AMES		444709	10592046T460	8979	6275			WASTE DISPOSAL	AMES GENERAL	08970	90	90	
		148.01	JUNE 2024 SERVICE-HASSE		444710	10590935T460	8989	6275			WASTE DISPOSAL	HASSE GENERAL	08970	90	90	
		537.19														
<b>17114</b>	<b>6/19/2024</b>		<b>100387 ECOLAB PEST ELIM</b>													
		57.91	PEST CONTROL 6/4/24		444693	5551884	8979	6280			OTHER CONTRACTUAL	AMES GENERAL	08970	90	90	
		57.91	PEST CONTROL 6/4/24		444693	5551884	8989	6280			OTHER CONTRACTUAL	HASSE GENERAL	08970	90	90	
		115.82														
<b>17117</b>	<b>6/19/2024</b>		<b>114176 FASTENAL COMPANY</b>													
		105.58	JANITORIAL SUPPLIES		444692	MNLAK204255	8979	6123			CLEANING SUPPLIES	AMES GENERAL	08970	90	90	
		35.20	JANITORIAL SUPPLIES		444692	MNLAK204255	8989	6123			CLEANING SUPPLIES	HASSE GENERAL	08970	90	90	
		140.78														
<b>17154</b>	<b>6/19/2024</b>		<b>121801 MEI TOTAL ELEVATOR SOLUTIONS</b>													
		227.18	JUNE 2024 SERVICE		444690	1076616	8989	6283			CONTRACT BUILDING REPAIR	HASSE GENERAL	08970	90	90	
		227.18														
<b>17205</b>	<b>6/19/2024</b>		<b>137335 WALCOTT SOLAR, LLC</b>													
		5,700.52	SOLAR CREDITS APRIL		444630	2405-6993A	8979	6271			ELECTRIC SERVICE	AMES GENERAL	08970	90	90	
		3,234.95	SOLAR CREDITS APRIL		444630	2405-6993A	8989	6271			ELECTRIC SERVICE	HASSE GENERAL	08970	90	90	
		8,935.47														
<b>322767</b>	<b>6/4/2024</b>		<b>137994 CHEMAQUA</b>													
		565.00	COOLING TWR WTR PROG 5/10/24		443335	8684692	8979	6126			CHEMICALS	AMES GENERAL	08970	90	90	
		565.00														
<b>322812</b>	<b>6/4/2024</b>		<b>135432 MARCO TECHNOLOGIES LLC</b>													
		277.17	MAY 2024 COPIER MAINT		443349	528555568	8979	6110			OFFICE SUPPLIES	AMES GENERAL	08970	90	90	
		277.17														
<b>322823</b>	<b>6/4/2024</b>		<b>119725 MN ENERGY RESOURCES CORP</b>													
		2,644.63	AMES ARENA		443393	202404	8979	6272			GAS SERVICE	AMES GENERAL	08970	90	90	
		1,904.75	HASSE ARENA		443393	202404	8989	6272			GAS SERVICE	HASSE GENERAL	08970	90	90	
		4,549.38														
<b>322882</b>	<b>6/18/2024</b>		<b>142662 ASG COMMERCIAL CLEANING LLC</b>													
		562.50	CARPET CLEANING SERVICE 5/31/2		444712	1567	8979	6286			CONTRACT CLEANING	AMES GENERAL	08970	90	90	

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Council Check Summary

6/1/2024 - 6/30/2024

Check #	Date	Amount	Supplier / Explanation	PO#	Doc No	Inv No	BU	Obj	Sub	Subledger	Account Description	BU Description	Co	Dept	Div
		187.50	CARPET CLEANING SERVICE 5/31/2		444712	1567	8989	6286			CONTRACT CLEANING	HASSE GENERAL	08970	90	90
		750.00													
<b>322900</b>	<b>6/18/2024</b>		<b>100621 CHARTER COMMUNICATIONS</b>												
		39.86	JUNE 2024 CABLE TV SERVICE		444849	175296301060124	8979	6276			TELEPHONE	AMES GENERAL	08970	90	90
		39.86													
<b>322902</b>	<b>6/18/2024</b>		<b>137994 CHEMAQUA</b>												
		565.00	COOLING TWR WTR PROG 6/10/24		444850	8721565	8979	6126			CHEMICALS	AMES GENERAL	08970	90	90
		565.00													
<b>322904</b>	<b>6/18/2024</b>		<b>100025 CITY OF LAKEVILLE</b>												
		3,365.00	ARENAS JUNE 2024 FISCAL AGENT		444851	35408	8970	6214			FISCAL CONSULTANT FEES	LAKEVILLE ARENAS ADMIN	08970	90	90
		3,365.00													
<b>322929</b>	<b>6/18/2024</b>		<b>100341 FRONTIER COMMUNICATIONS</b>												
		112.53	MAY 2024 HASSE ELEVATOR SERV		444691	91807-202405	8989	6276			TELEPHONE	HASSE GENERAL	08970	90	90
		112.53													
<b>322952</b>	<b>6/18/2024</b>		<b>100559 LMCIT</b>												
		140.00	ARENA2023WC AUDIT ADDN PREMIUM		444620	10003504-202406	8970	6261			GENERAL LIABILITY INSURANCE	LAKEVILLE ARENAS ADMIN	08970	90	90
		140.00													
<b>20240294</b>	<b>6/3/2024</b>		<b>101882 HEALTH PARTNERS-CITY</b>												
		55.69	JUNE 2024 PREMIUM		444038	372933498699	8970	6054			DENTAL INSURANCE	LAKEVILLE ARENAS ADMIN	08970	90	90
		55.69													
<b>20240295</b>	<b>6/3/2024</b>		<b>117549 MADISON NATL LIFE INSURANCE CO INC</b>												
		40.35	MAY 2024 PREMIUM		444040	202405	8970	6053			LONG TERM DISABILITY	LAKEVILLE ARENAS ADMIN	08970	90	90
		40.35													
<b>20240296</b>	<b>6/3/2024</b>		<b>139123 MINNESOTA HEALTHCARE CONSORTIUM</b>												
		724.82	JUNE 2024 PREMIUM		444041	202406	8970	6051			HOSPITALIZATION INSURANCE	LAKEVILLE ARENAS ADMIN	08970	90	90
		724.82													
<b>20240297</b>	<b>6/3/2024</b>		<b>120627 MINNESOTA LIFE INSURANCE CO</b>												
		141.05	MAY 2024 PREMIUM		444042	202405	8970	6052			LIFE AND DISABILITY INSURANC	LAKEVILLE ARENAS ADMIN	08970	90	90
		141.05													
<b>20240312</b>	<b>6/11/2024</b>		<b>136242 WELLS FARGO PCARD-ARENAS</b>												
		350.90	MENARDS- SOFTENER SALT 50 LBS		445169	202405	8970	6126			CHEMICALS	LAKEVILLE ARENAS ADMIN	08970	90	90
		1,199.22	SAMS-CONCESSIONS INVENTORY		445169	202405	8970	5532			ICE ARENA CONCESSIONS COGS	LAKEVILLE ARENAS ADMIN	08970	90	90
		3.58	SAMS-CONCESSIONS INVENTORY		445169	202405	8970	5532			ICE ARENA CONCESSIONS COGS	LAKEVILLE ARENAS ADMIN	08970	90	90
		75.06	MENARDS-CONCESSIONS INVENTORY		445169	202405	8970	5532			ICE ARENA CONCESSIONS COGS	LAKEVILLE ARENAS ADMIN	08970	90	90
		897.06	MENARDS-CONCESSIONS INVENTORY		445169	202405	8970	5532			ICE ARENA CONCESSIONS COGS	LAKEVILLE ARENAS ADMIN	08970	90	90
		371.60	SAMS-CONCESSIONS INVENTORY		445169	202405	8970	5532			ICE ARENA CONCESSIONS COGS	LAKEVILLE ARENAS ADMIN	08970	90	90
		170.38	GETSLING-EE SCHEDULE APP SUBS		445169	202405	8970	6313			DUES AND SUBSCRIPTIONS	LAKEVILLE ARENAS ADMIN	08970	90	90
		7,482.68	WELLS ARENAS PCARD MAY 2024		445169	202405	8970	1010			CASH - GENERAL	LAKEVILLE ARENAS ADMIN	08970	90	90



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6/1/2024 - 6/30/2024

Check #	Date	Amount	Supplier / Explanation	PO#	Doc No	Inv No	BU	Obj	Sub	Subledger	Account Description	BU Description	Co	Dept	Div
<b>20240329</b>	<b>6/28/2024</b>		<b>100028 CITY OF LAKEVILLE</b>												
		353.56	AMES ARENA 2/13/24-5/15/24		446341	2/13/24-5/15/24	8979	6274			WATER	AMES GENERAL	08970	90	90
		3,585.67	HASSE ARENA 2/13/24-5/15/24		446341	2/13/24-5/15/24	8989	6274			WATER	HASSE GENERAL	08970	90	90
		3,939.23													
<hr/>															
08970	LAKEVILLE ARENAS - OPERATIONS														
		99,144.07													
Report Totals		99,144.07													

City of Lakeville  
Portfolio Holdings  
Investment Portfolio - by Portfolio  
Report Format: By Transaction  
Group By: Portfolio Name  
Average By: Face Amount / Shares  
Portfolio / Report Group: Lakeville - Arenas  
As of 6/30/2024

Description	CUSIP/Ticker	Settlement Date	YTM @ Cost	Face Amount/Shares	Cost Value	Book Value	Market Value	Maturity Date	Days To Maturity	Accrued Interest	% of Portfolio
Lakeville - Arenas											
4M General LGIP	LGIP6101M	4/1/2019	5.234	153,222.05	153,222.05	153,222.05	153,222.05	N/A	1		15.83
Luana Savings Bank, Luana IA 0.3 7/1/2024	549104VB0	12/30/2020	0.300	50,000.00	50,000.00	50,000.00	49,979.31	7/1/2024	1	0.00	5.16
Bank of China, New York NY 5.35 7/30/2024	06428F2N6	4/30/2024	5.350	50,000.00	50,000.00	50,000.00	49,997.85	7/30/2024	30	447.05	5.16
Ally Bank, Sandy UT 3.35 8/12/2024-23	02007GXT5	8/11/2022	3.350	40,000.00	40,000.00	40,000.00	39,899.29	8/12/2024	43	513.97	4.13
State Bank of India, Chicago IL 5.35 8/26/2024	8562835T9	4/26/2024	5.350	50,000.00	50,000.00	50,000.00	49,995.18	8/26/2024	57	476.37	5.16
Valley Nat'l Bank, Passaic NJ 5.25 8/28/2024	919853KR1	2/28/2024	5.250	50,000.00	50,000.00	50,000.00	49,982.75	8/28/2024	59	884.59	5.16
Morgan Stanley Bank, N.A. 4.9 9/3/2024	61690U2D1	3/2/2023	4.900	50,000.00	50,000.00	50,000.00	49,951.93	9/3/2024	65	805.48	5.16
Luana Savings Bank, Luana IA 0.25 10/7/2024	549104XE2	4/7/2021	0.250	40,000.00	40,000.00	40,000.00	39,433.62	10/7/2024	99	23.01	4.13
Western Alliance Bank, Phoenix AZ 4.95 10/25/2024	95763PRU7	1/26/2024	4.950	50,000.00	50,000.00	50,000.00	49,911.03	10/25/2024	117	1,057.81	5.16
USB NA Cincinnati 5 11/4/2024-24	90355UCK9	2/2/2024	5.000	50,000.00	50,000.00	50,000.00	49,927.03	11/4/2024	127	1,020.55	5.16
JP Morgan Chase Bank NA 5.35 11/27/2024-24	46656MQ79	2/28/2024	5.350	50,000.00	50,000.00	50,000.00	49,976.75	11/27/2024	150	901.44	5.16
Southern First Bank, N.A. 5 6/6/2025	8428PJN3	3/6/2024	5.000	50,000.00	50,000.00	50,000.00	49,903.00	6/6/2025	341	164.38	5.16
JP Morgan Chase, NA 5.1 7/23/2025-24	46656MB83	1/23/2024	5.100	50,000.00	50,000.00	50,000.00	49,943.94	7/23/2025	388	1,110.82	5.16
Burke & Herbert B&T, Alexandria VA 4.6 8/6	121331AQ5	2/6/2023	4.600	50,000.00	50,000.00	50,000.00	49,659.44	8/6/2025	402	151.23	5.16
BMW Bank, N.A. 5.1 9/17/2025	05580AX58	3/17/2023	5.100	40,000.00	40,000.00	40,000.00	39,961.06	9/17/2025	444	586.85	4.13
Luana Savings Bank, Luana IA 0.45 10/7/2025	549104XD4	4/7/2021	0.450	40,000.00	40,000.00	40,000.00	37,715.75	10/7/2025	464	41.42	4.13
Live Oak Banking, Wilmington NC 0.65 10/20/2025	538036PS7	4/20/2021	0.650	25,000.00	25,000.00	25,000.00	23,594.47	10/20/2025	477	12.91	2.58
Discover Bank, Greenwood DE 5.1 3/23/2026	2546733A2	3/22/2023	5.100	40,000.00	40,000.00	40,000.00	40,070.91	3/23/2026	631	558.90	4.13
Morgan Stanley Bank, N.A., Salt Lake City UT 4.55	61690U4Z0	4/27/2023	4.550	40,000.00	40,000.00	40,000.00	39,718.52	4/27/2026	666	319.12	4.13
Sub Total / Average Lakeville - Arenas			4.263	968,222.05	968,222.05	968,222.05	962,843.88		199	9,075.90	100.00
Total / Average			4.263	968,222.05	968,222.05	968,222.05	962,843.88		199	9,075.90	100



# Memorandum

**To:** Lakeville Arenas Board  
**From:** Joseph Bergquist, Arenas Manager  
Suzette Hall, Financial Analyst  
**Copy:** Cheri Donovan, Assistant Finance Director  
**Date:** August 15, 2024  
**Subject:** July 31, 2024 Monthly Financial Statements (unaudited)

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The June 2024 monthly financial report covers the period January 1, 2024 through July 31, 2024.

**STATEMENT OF NET ASSETS**  
**Operating & Capital Project Funds**  
**(Unaudited)**

Assets	
Cash	\$ 1,161
Cash on hand	2,000
Investments	980,458
Market Value Adjustment	(3,358)
Interest receivable	10,096
Accounts receivable	40,375
Accounts receivable - Other	197,354
Inventory	23,335
Prepaid expenses	49,743
Total assets	<u>\$ 1,301,164</u>
Liabilities	
Salaries payable	\$ 17,293
Accounts payable	139,980
Sales tax payable	9,757
Deferred revenue	20,650
Total liabilities	<u>187,680</u>
Net assets	<u>\$ 1,113,484</u>

As of July, the Lakeville Arenas had cash balances of \$3,161 and an investment balance of \$980,458. Cash and investment balances reflect the need for liquidity due to impending expenditures.

At the end of July, there were sixteen investments held by Lakeville Arenas. The overall investment strategy is based on cash flow projections. Money not required for short term operations is invested in a manner that ensures safety, liquidity and public trust while maximizing yield.

See the attached investment portfolio as of July 31, 2024.

Accounts receivable at July 31, 2024 amounted to \$40,374.63. The table below shows a breakdown of the accounts receivable.

Days	0-30	31-60	61-90	>90	Total
Amount	28,380	11,352	0	643	40,375
Percentage	71%	28%	0%	1%	100%

<u>ACCOUNTS RECEIVABLE @ 7/31/2024</u>	<u>PER ABOVE</u>	<u>Accts Rec. Sales Tax</u>	<u>Late Fees</u>	<u>Accts Rec. Rental</u>	<u>Payment Date</u>
PERFECTLY UNIQUE EVENTS - Dry Floor	(09/23)	600.00	42.75	642.75	
SOUTH HS GIRLS BOOSTER CLUB	(06/24 & 07/24)	5,605.00	-	5,605.00	
PRO-HYBRID TRAINING	(06/24 & 07/24)	1,900.00	154.38	2,054.38	
RYAN POEHLING	(06/24 & 07/24)	1,900.00	154.38	2,054.38	
HALL OF FAME HOCKEY	(06/24 & 07/24)	6,269.89	509.41	6,779.30	
EXO TRAINING	(06/24 & 07/24)	2,470.00	200.69	2,670.69	
HOCKEY FINDER	(07/24)	5,700.00	463.13	6,163.13	
PERRY WILKINSON	(07/24)	2,470.00	200.69	2,670.69	
HERITAGE FIGURE SKATING CLUB	(07/24)	4,275.00		4,275.00	
STEVE TANGEN	(07/24)	570.00	46.31	616.31	
X HOCKEY	(07/24)	2,280.00	185.25	2,465.25	
NORTH BOYS HS BOOSTER CLUB	(07/24)	475.00	-	475.00	
JOHN SCHUMANN	(07/24)	380.00	30.88	410.88	
SOUTH METRO THUNDER HOCKEY	(07/24)	2,997.87	494.00	3,491.87	
		-	-	-	-
Total Accounts Receivable		37,892.76	2,481.87	40,374.63	-

Inventory is comprised of pro-shop merchandise and concessions at the Ames and Hasse Arenas.

Prepaid expenses include a 2025 contract for R&R Specialties and general liability insurance (August, September, and 4<sup>th</sup> quarters) and workers compensation (August, September, and 4<sup>th</sup> quarters).

Salaries payable of \$ 17,293, represents wages earned through July 31, 2024 to be paid in the following month.

### **STATEMENTS OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE**

#### **General Fund**

The statement of revenues and expenses and changes in fund balance is presented on page four (4) and only reports activity in the "General (Operating) Fund."

**STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE**

**GENERAL FUND**

**FOR THE SEVEN-MONTH PERIOD ENDING JULY 31, 2024**

(unaudited)

	Amended	7/31/2024	Variance From Amended Budget	%	7/31/2023	Variance from 2023 Actual
	<u>Budget</u>	<u>Actual</u>	<u>Pos / (Neg)</u>		<u>Actual</u>	<u>Pos / (Neg)</u>
<b>Operating Revenues</b>						
Arena rental	\$ 1,324,446	\$ 684,875	\$ (639,571)	51.7%	\$ 574,395	\$ 110,480
Learn to skate	116,107	55,537	(60,570)	47.8%	44,103	11,434
Admissions-public skating	58,704	36,394	(22,310)	62.0%	23,315	13,079
Arena Programming	53,379	32,005	(21,374)	0.0%	14,684	17,321
Event admissions (net of ISD reimb)	48,825	29,875	(18,950)	61.2%	26,268	3,607
Concession sales (net)	146,034	95,844	(50,190)	65.6%	82,534	13,310
Proshop sales (net)	7,539	3,659	(3,880)	48.5%	(1,030)	4,689
Skate sharpening	5,567	6,910	1,343	124.1%	4,363	2,547
Skate rental	3,522	4,471	949	126.9%	3,117	1,354
Vending machines	3,396	2,437	(959)	71.8%	2,266	171
Other - advertising contract	49,800	31,092	(18,708)	62.4%	29,733	1,359
Other / donations	3,810	2,404	(1,406)	0.0%	481	1,923
Interest income	19,752	13,539	(6,213)	68.5%	11,444	2,095
Net Chg in FV of Investments	11,063	4,789	(6,274)	0.0%	1,579	3,210
<b>Total revenues</b>	<u>1,851,944</u>	<u>1,003,831</u>	<u>(848,113)</u>	<u>54.2%</u>	<u>817,252</u>	<u>186,579</u>
<b>Operating Expenses</b>						
Personnel	767,855	391,211	376,644	50.9%	307,957	(83,254)
Commodities	152,328	69,817	82,511	45.8%	49,416	(20,401)
Utilities	259,942	155,524	104,418	59.8%	237,537	82,013
Contractual	112,162	71,177	40,985	63.5%	56,575	(14,602)
Other	393,255	192,752	200,503	49.0%	142,461	(50,291)
Debt service	12,250	11,563	687	0.0%	12,875	1,312
Capital reserve fund	140,000	81,667	58,333	<u>58.3%</u>	81,667	-
<b>Total Expenses</b>	<u>1,837,792</u>	<u>973,711</u>	<u>864,081</u>	<u>53.0%</u>	<u>888,488</u>	<u>(85,223)</u>
<b>Change in fund balance</b>	14,152	30,120	15,968		(71,236)	101,356
Fund balance - January 1, 2024		<u>547,022</u>				
Fund balance - July 31, 2024		<u>\$ 577,142</u>				

## Capital Maintenance Reserve Fund

The following statement of revenues and expenses and changes in fund balance reflects activity for the "Capital Maintenance Reserve Fund."

### FOR THE SEVEN-MONTH PERIOD ENDING JULY 31, 2024 (unaudited)

	<b>2024 Amended Budget</b>	<b>7/31/2024 Actual</b>	<b>Variance from Amended Budget Positive(Negative)</b>
<b>Revenues</b>			
From General Fund	\$ 140,000	\$ 81,667	\$ (58,333)
Interest Revenue	\$ 9,993	\$ 12,211	\$ 2,218
Other Grants	<u>10,000</u>	<u>-</u>	<u>\$ (10,000)</u>
Total Revenues	159,993	93,878	(66,115)
<b>Expenses</b>			
	<u>360,000</u>	<u>-</u>	<u>360,000</u>
<b>Change in fund balance</b>	(200,007)	93,878	293,885
Fund balance - January 1, 2024		<u>442,464</u>	
Fund balance - July 31, 2024		<u><u>\$ 536,342</u></u>	

<b>Capital Projects 2024</b>	<b>Amended Budget</b>	<b>YTD Expense</b>	<b>Comments</b>
New Zamboni	210,000	-	
Grounds Equipment	<u>150,000</u>	<u>-</u>	
Total Expenses	360,000	-	

A transfer is made from the General Fund to the Capital Maintenance Reserve Fund each year. This transfer finances future capital acquisitions and building improvements.

## **ARENA DEBT**

The Hasse Arena construction was originally financed with a Lease Revenue Bond issued by the Lakeville Housing and Redevelopment Authority in 2006. The debt is repaid with property taxes levied by the City of Lakeville and Independent School District 194. The 2006 bonds were advance refunded by HRA Lease Revenue Refunding Bonds, Series 2016A. The HRA2016A debt was refunded in April 2022. See details below.

In June 2020, the Lakeville City Council authorized the issuance of debt (approximately \$770,000) for the Ames Arena parking lot improvements. The competitive sale took place on July 20 and closed on August 13. The bonds were issued with a premium of \$145,777 which were used to reduce the amount of debt issued to \$620,000. True interest cost was 0.83%. The debt principal will be paid by contributions from the Lakeville Hockey Association (LHA) and the Heritage Figure Skating Club (HFSC). The interest will be paid by Lakeville Arenas. Staff will be calculating an allocation of the premium so LHA and HFSC will be paying the par plus premium.

On November 16, 2020, the Lakeville City Council authorized the issuance of debt (approximately \$8 million) to fund the APEX energy savings improvement projects at both the Hasse and Ames Arenas. The competitive sale took place on January 19, 2021 and closed on February 16, 2021. The bonds were issued with a premium of \$313,284 which was used to reduce the amount of debt issued to \$7,770,000. True interest cost was 1.48%. The debt will be repaid using property taxes and revenues received from Independent School District #194 per a Joint Powers Agreement approved in August 2020. Per the JPA the debt and debt-related costs are paid 50/50 by the City and ISD#194. Lakeville Arenas approved resolution 5172023.1 which approved a commitment to appropriate funding of \$63,460/year for debt service associated with the APEX energy savings improvement project.

On February 7, 2022, the City Council authorized the issuance of Taxable General Obligation Bonds, Series 2022B, to refund the HRA Lease Revenue Refunding Bonds, Series 2016A (noted above) and provide funding for constructing a new outdoor rink at the Hasse Arena. The sale of the bonds was held on March 7, 2022 and closed on April 5, 2022. True interest cost was 2.69%. The refunding resulted in savings of approximately \$130,000 over the term of the bonds. An amended and restated joint powers agreement to address the payment of the refunding portion of the 2022B bonds was approved by ISD#194 and the City of Lakeville in February 2022. Agreements have been approved with Lakeville Hockey Association (LHA) and Heritage Figure Skating Club (HFSC) for additional contributions to be used for debt repayment of the bonds issued for the new outdoor rink.

## **CAPITAL CONTRIBUTIONS NOT REFLECTED IN ARENA FINANCIAL REPORTS**

In 2019, the City of Lakeville entered into gaming revenue/facility use agreements with Lakeville Hockey Association (LHA) and Heritage Figure Skating Club (HFSC). Per the agreements, funds received are recorded in a separate City capital projects fund.

The first amendment to the gaming revenue agreements was approved with both the Lakeville Hockey Association and the Heritage Figure Skating Club on August 15, 2022. The following chart is a summary of the agreements:

Organization	Revised Term	Payments	Total Payments Anticipated
LHA	Twenty-three (23) years; 08/02/2019 – 08/01/2043	2020-2023: \$70,000/year  2024-2043: \$88,500/year	\$2,050,000
HFSC	Twenty-three (23) years; 08/02/2019 – 08/01/2043	2019-2023: \$10,000/year  2024-2043: \$11,500/year	\$280,000

The Lakeville Hockey Association has made the first half 2024 contribution (LHA paid 3/1/2024). Heritage Figure Skating Club has made both 2024 contributions. (HFSC paid 2/16/2024 & 7/24/2024).

**RECOMMENDATION**

Lakeville Arena Board “acknowledges” the receipt of the July 31, 2024 Financial Report.



**LAKEVILLE ARENAS**  
**Financial Statements as of 07/31/24**  
**(Preliminary and Unaudited)**

ASSETS	CAPITAL		
	OPERATIONS	PROJECTS	COMBINED
<b>Current Assets</b>			
Cash & Investments	\$ 452,440	\$ 531,179	\$ 983,619
Market Value Adjustment	(3,358)	-	(3,358)
Interest Receivable	4,933	5,163	10,096
Accounts Receivable - Customers	40,375	-	40,375
Accounts Receivable - Other	197,354	-	197,354
Inventory	23,335	-	23,335
Prepaid Expenses	49,743	-	49,743
<b>Total Current Assets</b>	<b>764,822</b>	<b>536,342</b>	<b>1,301,164</b>
<b>Total Assets</b>	<b>\$ 764,822</b>	<b>\$ 536,342</b>	<b>\$ 1,301,164</b>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
<b>Current Liabilities</b>			
Wages Payable	\$ 17,293	\$ -	\$ 17,293
Accounts Payable	139,980	-	139,980
Sales Tax Payable	9,757	-	9,757
Deferred Revenue - Advertising	20,650	-	20,650
<b>Total Current Liabilities</b>	<b>187,680</b>	<b>-</b>	<b>187,680</b>
<b>Retained Earnings</b>			
Reserved for Future Capital Purchases	-	536,342	536,342
Unreserved	577,142	-	577,142
<b>Total Retained Earnings</b>	<b>577,142</b>	<b>536,342</b>	<b>1,113,484</b>
<b>Total Liabilities and Retained Earnings</b>	<b>\$ 764,822</b>	<b>\$ 536,342</b>	<b>\$ 1,301,164</b>



**LAKEVILLE ARENAS**  
**Financial Statements as of 07/31/2024**  
**(Preliminary and Unaudited) - Operations Only**

	<b>2024</b>		<b>Variance from</b>			<b>Variance from</b>
	<b>Amended</b>	<b>7/31/2024</b>	<b>Amended Budget</b>	<b>Actual</b>	<b>7/31/2023</b>	<b>2023 Actual</b>
	<b>Budget</b>	<b>Actual</b>	<b>Positive (Negative)</b>	<b>Percent</b>	<b>Actual</b>	<b>Positive (Negative)</b>
<b>Operating Revenues</b>						
Ice Rental	\$ 1,323,846	\$ 684,275	\$ (639,571)	51.7%	\$ 568,571	\$ 115,704
Dry Floor Activities	600	600	-	100.0%	5,824	(5,224)
Learn to Skate	116,107	55,537	(60,570)	47.8%	44,103	11,434
Admissions-Public Skating	58,704	36,394	(22,310)	62.0%	23,315	13,079
Arena Programming	53,379	32,005	(21,374)	60.0%	14,684	17,321
Event Admissions(Net of ISD Reimb)	48,825	29,875	(18,950)	61.2%	26,268	3,607
Concession Sales (Net)	146,034	95,844	(50,190)	65.6%	82,534	13,310
Proshop Sales (Net)	7,539	3,659	(3,880)	48.5%	(1,030)	4,689
Skate Sharpening	5,567	6,910	1,343	124.1%	4,363	2,547
Skate Rental	3,522	4,471	949	126.9%	3,117	1,354
Vending Machines	3,396	2,437	(959)	71.8%	2,266	171
Other - Advertising Contract	49,800	31,092	(18,708)	62.4%	29,733	1,359
Donations/Other	3,810	2,404	(1,406)	63.1%	481	1,923
Interest Income	19,752	13,539	(6,213)	68.5%	11,444	2,095
Net Chg in FV of Investments	11,063	4,789	(6,274)	0.0%	1,579	3,210
<b>Total Revenues</b>	<b>1,851,944</b>	<b>1,003,831</b>	<b>(848,113)</b>	<b>54.2%</b>	<b>817,252</b>	<b>186,579</b>
<b>Operating Expenses</b>						
Salaries - Full Time	328,686	151,284	177,402	46.0%	115,278	(36,006)
Salaries - Full Time - Overtime	3,606	141	3,465	3.9%	15,918	15,777
Salaries - Part Time	251,919	151,028	100,891	60.0%	128,859	(22,169)
Salaries - Part Time - Overtime	1,625	1,832	(207)	0.0%	-	(1,832)
Salaries - Part Time/Temporary	41,740	25,279	16,461	0.0%	-	(25,279)
Pera	40,674	18,410	22,264	45.3%	13,775	(4,635)
FICA	46,421	25,231	21,190	54.4%	19,898	(5,333)
Hospitalization	31,783	6,292	25,491	19.8%	4,580	(1,712)
Life and Disability	227	(67)	294	0.0%	(71)	(4)
Long Term Disability	719	235	484	32.7%	214	(21)
Unemployment Compensation	441	562	(121)	0.0%	-	(562)
FSA Plan	194	30	164	0.0%	30	-
Dental Insurance	748	334	414	44.7%	161	(173)
Workers Compensation	19,072	10,620	8,452	55.7%	9,315	(1,305)
Office Supplies	9,844	3,339	6,505	33.9%	2,395	(944)
Operating Supplies	45,580	23,868	21,712	52.4%	15,018	(8,850)
Motor Fuels	1,109	1,329	(220)	119.8%	605	(724)
Cleaning Supplies	9,724	7,036	2,688	72.4%	6,086	(950)
Clothing	3,500	30	3,470	0.9%	-	(30)
Chemicals	11,690	6,606	5,084	56.5%	2,893	(3,713)
Safety Supplies	497	-	497	0.0%	929	929
Equipment Parts/Building Supplies	59,252	22,107	37,145	37.3%	13,996	(8,111)
Landscaping Materials	-	5,092	(5,092)	-	-	(5,092)
Small Tools/Equipment	11,132	410	10,722	3.7%	7,494	7,084
Computer Supplies	5,371	5,460	(89)	0.0%	381	(5,079)
Fiscal Management Fee	47,204	23,555	23,649	49.9%	22,932	(623)
Bank Charges	228	123	105	53.9%	14,445	14,322
Audit	8,000	8,000	-	100.0%	7,300	(700)
Advertising	352	275	77	78.1%	225	(50)
Insurance	47,252	27,701	19,551	58.6%	20,545	(7,156)
Electric Service	172,028	96,637	75,391	56.2%	178,315	81,678
Gas Service	87,914	58,887	29,027	67.0%	59,222	335
Utility Energy Savings (APEX)	63,460	63,460	-	100.0%	-	(63,460)
Water and Sewer Service	30,765	17,030	13,735	55.4%	15,382	(1,648)
Waste Disposal	7,691	4,936	2,755	64.2%	4,532	(404)
Telephone/Pager	3,634	2,063	1,571	56.8%	2,043	(20)
Postage	20	-	20	-	19	19
Other Contractual/Landscaping	26,490	10,563	15,927	39.9%	21,247	10,684
Equipment Repair and Maintenance	14,386	9,993	4,393	69.5%	7,166	(2,827)
Building Repair and Maintenance	71,286	50,622	20,664	71.0%	28,162	(22,460)
Contract Cleaning	-	750	(750)	0.0%	1,922	1,172
Contract Data Processing	50,000	-	50,000	0.0%	-	-
Debt Service Payments - Major Maintenance	12,250	11,563	687	94.4%	12,875	1,312
Schools and Conferences	4,484	3,984	500	88.8%	886	(3,098)
Business Meetings/Misc. Expenses	7,056	6,897	159	97.7%	146	(6,751)
Dues/Subscriptions/Licenses	15,914	8,897	7,017	55.9%	13,689	4,792
Snow Removal	9,529	7,058	2,471	74.1%	16,995	9,937
Credit Card Fees	22,295	12,563	9,732	-	-	(12,563)
Capital Outlay	70,000	-	70,000	-	21,019	21,019
Capital Reserve Fund	140,000	81,667	58,333	58.3%	81,667	-
<b>Total Expenses</b>	<b>1,837,792</b>	<b>973,712</b>	<b>864,080</b>	<b>53.0%</b>	<b>888,488</b>	<b>(85,224)</b>
<b>Net Income (Loss)</b>	<b>\$ 14,152</b>	<b>\$ 30,119</b>	<b>\$ 15,967</b>	<b>0.0%</b>	<b>\$ (71,236)</b>	<b>\$ 101,355</b>

Note: Payment amount may not reflect the actual amount due to data sequencing and/or data selection.

Council Check Summary

7/1/2024 - 7/31/2024

Check #	Date	Amount	Supplier / Explanation	PO#	Doc No	Inv No	BU	Obj	Sub	Subledger	Account Description	BU Description	Co	Dept	Div	
<b>17215</b>	<b>7/3/2024</b>		<b>122469 A.H. HERMEL COMPANY</b>													
		246.27	CONCESSIONS INVENTORY		445655	1024946	8970	5532			ICE ARENA CONCESSIONS COGS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		<u>246.27</u>														
<b>17230</b>	<b>7/3/2024</b>		<b>121119 BECKER ARENA PRODUCTS INC</b>													
		584.00	DASHER BOARD GLASS		445654	612769	8979	6133			BUILDING REPAIR SUPPLIES	AMES GENERAL	08970	90	90	
		<u>584.00</u>														
<b>17242</b>	<b>7/3/2024</b>		<b>133853 CINTAS</b>													
		44.64	TOWEL & MOP SERVICE 6/17/24		445653	419063876	8979	6280			OTHER CONTRACTUAL	AMES GENERAL	08970	90	90	
		14.88	TOWEL & MOP SERVICE 6/17/24		445653	419063876	8989	6280			OTHER CONTRACTUAL	HASSE GENERAL	08970	90	90	
		<u>59.52</u>														
<b>17275</b>	<b>7/3/2024</b>		<b>136146 HOWIES HOCKEY TAPE</b>													
		708.42	PRO SHOP RESALE INVENTORY		445651	INV000236125	8970	5531			ICE ARENA PROSHOP COGS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		<u>708.42</u>														
<b>17323</b>	<b>7/3/2024</b>		<b>100474 R &amp; R SPECIALTIES INC</b>													
		42.25	ZAM BLADE SHARPENING		445650	0082290-IN	8979	6282			CONTRACT EQUIPMENT REPAIR	AMES GENERAL	08970	90	90	
		22.75	ZAM BLADE SHARPENING		445650	0082290-IN	8989	6282			CONTRACT EQUIPMENT REPAIR	HASSE GENERAL	08970	90	90	
		<u>65.00</u>														
<b>17340</b>	<b>7/3/2024</b>		<b>135342 SSI MN TRANCHE 1 LLC</b>													
		12,246.64	SOLAR CREDITS MAY		445574	93768	8979	6271			ELECTRIC SERVICE	AMES GENERAL	08970	90	90	
		428.63	SOLAR CREDITS MAY		445574	93768	8989	6271			ELECTRIC SERVICE	HASSE GENERAL	08970	90	90	
		<u>12,675.27</u>														
<b>17341</b>	<b>7/3/2024</b>		<b>136224 SSI MN TRANCHE 3 LLC</b>													
		8,961.31	SOLAR CREDITS MAY		445575	93770	8989	6271			ELECTRIC SERVICE	HASSE GENERAL	08970	90	90	
		<u>8,961.31</u>														
<b>17355</b>	<b>7/3/2024</b>		<b>136576 VONAGE BUSINESS</b>													
		95.72	PHONE SERVICE JULY 2024		445646	INV10745162	8979	6276			TELEPHONE	AMES GENERAL	08970	90	90	
		71.42	PHONE SERVICE JULY 2024		445646	INV10745162	8989	6276			TELEPHONE	HASSE GENERAL	08970	90	90	
		<u>167.14</u>														
<b>17366</b>	<b>7/17/2024</b>		<b>100572 ACE HARDWARE-NIEMAN FOODS INC</b>													
		16.99	LANDSCAPE PIN(100PK)		446626	320184-202406	8979	6133			BUILDING REPAIR SUPPLIES	AMES GENERAL	08970	90	90	
		23.98	DRILL BIT SET, CORNER BRACE		446626	320184-202406	8979	6133			BUILDING REPAIR SUPPLIES	AMES GENERAL	08970	90	90	
		7.99	FLAT WASHERS(50)		446626	320184-202406	8989	6133			BUILDING REPAIR SUPPLIES	HASSE GENERAL	08970	90	90	
		44.52	NUTS & BOLTS		446626	320184-202406	8989	6133			BUILDING REPAIR SUPPLIES	HASSE GENERAL	08970	90	90	
		10.99	FLAT WASHERS(50)		446626	320184-202406	8989	6133			BUILDING REPAIR SUPPLIES	HASSE GENERAL	08970	90	90	
		34.90	CHAIN COIL(10FT)		446626	320184-202406	8989	6133			BUILDING REPAIR SUPPLIES	HASSE GENERAL	08970	90	90	
		<u>139.37</u>														
<b>17395</b>	<b>7/17/2024</b>		<b>132226 CCP NI MASTER TENANT 4 LLC</b>													
		3,116.23	SOLAR CREDITS MAY		446917	MAY2024	8979	6271			ELECTRIC SERVICE	AMES GENERAL	08970	90	90	





Note: Payment amount may not reflect the actual amount due to data sequencing and/or data selection.

Council Check Summary

7/1/2024 - 7/31/2024

Check #	Date	Amount	Supplier / Explanation	PO#	Doc No	Inv No	BU	Obj	Sub	Subledger	Account Description	BU Description	Co	Dept	Div	
<b>323298</b>	<b>7/30/2024</b>		<b>100025 CITY OF LAKEVILLE</b>													
		3,365.00	ARENAS JULY 2024 FISCAL AGENT		447834	35487	8970	6214			FISCAL CONSULTANT FEES	LAKEVILLE ARENAS ADMIN	08970	90	90	
		5,437.50	2020A TAX ABATEMENT PKG LOT		447833	35489	8979	6295			MAJOR MAINTENANCE	AMES GENERAL	08970	90	90	
		8,802.50														
<b>323334</b>	<b>7/30/2024</b>		<b>142250 HEGGIES PIZZA LLC</b>													
		278.00	CONCESSIONS INVENTORY		447831	470044	8970	5532			ICE ARENA CONCESSIONS COGS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		278.00														
<b>323368</b>	<b>7/30/2024</b>		<b>121258 MN DEPT OF LABOR &amp; INDUSTRY</b>													
		100.00	ANNUAL ELEVATOR PERMIT		447828	ALR0163398X	8989	6314			LICENSES AND TAXES	HASSE GENERAL	08970	90	90	
		100.00														
<b>323372</b>	<b>7/30/2024</b>		<b>141544 MN UI FUND</b>													
		120.33	2024 Q2 MN SUI		447814	17235054	8970	6056			UNEMPLOYMENT COMPENSATION	LAKEVILLE ARENAS ADMIN	08970	90	90	
		120.33														
<b>20240333</b>	<b>7/1/2024</b>		<b>101882 HEALTH PARTNERS-CITY</b>													
		55.69	JULY 2024 PREMIUM		446301	372934653415	8970	6054			DENTAL INSURANCE	LAKEVILLE ARENAS ADMIN	08970	90	90	
		55.69														
<b>20240334</b>	<b>7/1/2024</b>		<b>139123 MINNESOTA HEALTHCARE CONSORTIUM</b>													
		724.82	JULY 2024 PREMIUM		446302	202407	8970	6051			HOSPITALIZATION INSURANCE	LAKEVILLE ARENAS ADMIN	08970	90	90	
		724.82														
<b>20240351</b>	<b>7/9/2024</b>		<b>136242 WELLS FARGO PCARD-ARENAS</b>													
		35.90	AMZN-SIGN MAKING SUPPLIES		447658	202406	8970	6120			OPERATING SUPPLIES	LAKEVILLE ARENAS ADMIN	08970	90	90	
		62.16	SAMS-CONCESSIONS INVENTORY		447658	202406	8970	5532			ICE ARENA CONCESSIONS COGS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		22.95	AMZN-MISC. RINK SUPPLIES		447658	202406	8970	6120			OPERATING SUPPLIES	LAKEVILLE ARENAS ADMIN	08970	90	90	
		17.95	AMZN-SIGN MAKING SUPPLIES		447658	202406	8970	6120			OPERATING SUPPLIES	LAKEVILLE ARENAS ADMIN	08970	90	90	
		350.90	MENARDS-SOFTENER SALT (50)BAGS		447658	202406	8970	6126			CHEMICALS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		368.36	SAMS-CONCESSIONS INVENTORY		447658	202406	8970	5532			ICE ARENA CONCESSIONS COGS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		18.50	LTS-LTS MEMB FEES-LAMBERT		447658	202406	8970	6313			DUES AND SUBSCRIPTIONS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		18.50	LTS-LTS MEMB FEES-WEGENER		447658	202406	8970	6313			DUES AND SUBSCRIPTIONS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		31.00	LTS-LTS MEMB BACKGRND FEE(1)		447658	202406	8970	6313			DUES AND SUBSCRIPTIONS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		18.50	LTS-LTS MEMB FEES-KURATA		447658	202406	8970	6313			DUES AND SUBSCRIPTIONS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		31.00	LTS-LTS MEMB BACKGRND FEE(1)		447658	202406	8970	6313			DUES AND SUBSCRIPTIONS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		1,034.97	SPARX-SKATE SHARPEN SUPPLIES		447658	202406	8970	6120			OPERATING SUPPLIES	LAKEVILLE ARENAS ADMIN	08970	90	90	
		165.00	LTS-LTS MEMBERSHIP FEES(9)		447658	202406	8970	6313			DUES AND SUBSCRIPTIONS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		250.00	US FIGURE SKT-LTS MEM FEES(22)		447658	202406	8970	6313			DUES AND SUBSCRIPTIONS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		207.12	GETSLING-EE SCHEDULE APP SUBS		447658	202406	8970	6313			DUES AND SUBSCRIPTIONS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		103.30	US FIGURE-LTS MEM FEE-TONYEA P		447658	202406	8970	6313			DUES AND SUBSCRIPTIONS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		18.50	LTS-LTS MEMB FEE-TONYEA P		447658	202406	8970	6313			DUES AND SUBSCRIPTIONS	LAKEVILLE ARENAS ADMIN	08970	90	90	
		8,243.90	WELLS FARGO JUNE		447658	202406	8970	1010			CASH - GENERAL	LAKEVILLE ARENAS ADMIN	08970	90	90	

Note: Payment amount may not reflect the actual amount due to data sequencing and/or data selection.

Council Check Summary

7/1/2024 - 7/31/2024

Check #	Date	Amount	Supplier / Explanation	PO#	Doc No	Inv No	BU	Obj	Sub	Subledger	Account Description	BU Description	Co	Dept	Div
		8,243.90-	WELLS FARGO JUNE		447658	202406	8970	1022			CASH - LAKEVILLE AMES ARENA	LAKEVILLE ARENAS ADMIN	08970	90	90
		73.00	LTS-LTS MEMBERSHIP FEES(4)		447658	202406	8970	6313			DUES AND SUBSCRIPTIONS	LAKEVILLE ARENAS ADMIN	08970	90	90
		20.73	KWIK TRIP-MOWER FUEL 5 GAL		447658	202406	8979	6121			MOTOR FUELS	AMES GENERAL	08970	90	90
		101.43	MENARDS-VIDEO SCOREBOARD PROJ		447658	202406	8979	6133			BUILDING REPAIR SUPPLIES	AMES GENERAL	08970	90	90
		17.40	MENARDS-VIDEO SCOREBOARD PROJ		447658	202406	8979	6133			BUILDING REPAIR SUPPLIES	AMES GENERAL	08970	90	90
		1,871.23	MENARDS-VIDEO SCOREBOARD PROJ		447658	202406	8979	6133			BUILDING REPAIR SUPPLIES	AMES GENERAL	08970	90	90
		23.18	AMOCO-MOWER FUEL 6 GAL		447658	202406	8979	6121			MOTOR FUELS	AMES GENERAL	08970	90	90
		185.49	MENARDS-VIDEO SCOREBOARD PROJ		447658	202406	8979	6133			BUILDING REPAIR SUPPLIES	AMES GENERAL	08970	90	90
		162.19	AMZN-CONCESSIONS SUPPLIES		447658	202406	8979	6120			OPERATING SUPPLIES	AMES GENERAL	08970	90	90
		191.26	AMZN-RINK SCOREBOARD MOUNT		447658	202406	8979	6133			BUILDING REPAIR SUPPLIES	AMES GENERAL	08970	90	90
		571.83	MENARDS-LANDSCPE PROJ SUPPLIES		447658	202406	8979	6135			LANDSCAPING MATERIALS	AMES GENERAL	08970	90	90
		193.86	MENARDS-VIDEO SCOREBOARD PROJ		447658	202406	8979	6133			BUILDING REPAIR SUPPLIES	AMES GENERAL	08970	90	90
		61.60	KWIK TRIP-TRUCK FUEL 18.7 GAL		447658	202406	8979	6121			MOTOR FUELS	AMES GENERAL	08970	90	90
		76.93	SAMS-CONCESSIONS SUPPLIES		447658	202406	8979	6120			OPERATING SUPPLIES	AMES GENERAL	08970	90	90
		69.00	MENARDS-VIDEO SCOREBOARD PROJ		447658	202406	8979	6133			BUILDING REPAIR SUPPLIES	AMES GENERAL	08970	90	90
		161.51	MENARDS-LANDSCPE PROJ SUPPLIES		447658	202406	8979	6135			LANDSCAPING MATERIALS	AMES GENERAL	08970	90	90
		155.76	MENARDS-AMES LANDSCAPING PROJ		447658	202406	8979	6135			LANDSCAPING MATERIALS	AMES GENERAL	08970	90	90
		476.54	MENARDS-AMES LANDSCAPING PROJ		447658	202406	8979	6135			LANDSCAPING MATERIALS	AMES GENERAL	08970	90	90
		19.10	AMOCO-MOWER FUEL 5 GALLONS		447658	202406	8979	6121			MOTOR FUELS	AMES GENERAL	08970	90	90
		201.93	MENARDS-LANDSCPE PROJ SUPPLIES		447658	202406	8979	6135			LANDSCAPING MATERIALS	AMES GENERAL	08970	90	90
		324.50	MENARDS-LANDSCPE PROJ SUPPLIES		447658	202406	8979	6135			LANDSCAPING MATERIALS	AMES GENERAL	08970	90	90
		148.25	AMZN-CORDLESS STRING TRIMMER		447658	202406	8979	6120			OPERATING SUPPLIES	AMES GENERAL	08970	90	90
		62.03	AMZN-CONCESSIONS SUPPLIES		447658	202406	8979	6120			OPERATING SUPPLIES	AMES GENERAL	08970	90	90
		17.74	KWIK TRIP-MOWER FUEL 4 GAL		447658	202406	8979	6121			MOTOR FUELS	AMES GENERAL	08970	90	90
		87.12	MENARDS-VIDEO SCOREBOARD PROJ		447658	202406	8989	6133			BUILDING REPAIR SUPPLIES	HASSE GENERAL	08970	90	90
		95.21	MIDWEST-MOWER REPAIRS		447658	202406	8989	6282			CONTRACT EQUIPMENT REPAIR	HASSE GENERAL	08970	90	90
		29.07	AMZN-LTS-POWER EDGE SUPPLIES		447658	202406	8989	6120			OPERATING SUPPLIES	HASSE GENERAL	08970	90	90
		29.69	AMZN-LTS-JACKET SAMPLE		447658	202406	8989	6124			CLOTHING	HASSE GENERAL	08970	90	90
		27.99	AMZN-LTS KEYBOARD		447658	202406	8989	6110			OFFICE SUPPLIES	HASSE GENERAL	08970	90	90
		33.72	MENARDS-VIDEO SCOREBOARD PROJ		447658	202406	8989	6133			BUILDING REPAIR SUPPLIES	HASSE GENERAL	08970	90	90
		8,243.90													
<b>20240356</b>	<b>7/11/2024</b>		<b>117549 MADISON NATL LIFE INSURANCE CO INC</b>												
		40.83	JUNE 2024 PREMIUM		447415	202406	8970	6053			LONG TERM DISABILITY	LAKEVILLE ARENAS ADMIN	08970	90	90
		40.83													
<b>20240357</b>	<b>7/11/2024</b>		<b>120627 MINNESOTA LIFE INSURANCE CO</b>												
		141.05	JUNE 2024 PREMIUM		447416	202406	8970	6052			LIFE AND DISABILITY INSURANC	LAKEVILLE ARENAS ADMIN	08970	90	90
		141.05													
<b>20240360</b>	<b>7/12/2024</b>		<b>137859 CITY OF LAKEVILLE-ARENAS</b>												
		12,082.70	ARENAS PAYROLL PPE 07/07/24		447414	20240707	8970	1010			CASH - GENERAL	LAKEVILLE ARENAS ADMIN	08970	90	90
		5,378.17	ARENAS PAYROLL PPE 07/07/24		447414	20240707	8970	2030			ACCRUED SALARIES PAYABLE	LAKEVILLE ARENAS ADMIN	08970	90	90
		64.98-	ARENAS LIFE INS PPE 07/07/24		447414	20240707	8970	6052			LIFE AND DISABILITY INSURANC	LAKEVILLE ARENAS ADMIN	08970	90	90



City of Lakeville  
Portfolio Holdings  
Investment Portfolio - by Portfolio  
Report Format: By Transaction  
Group By: Portfolio Name  
Average By: Face Amount / Shares  
Portfolio / Report Group: Lakeville - Arenas  
As of 7/31/2024

Description	CUSIP/Ticker	Settlement Date	YTM @ Cost	Face Amount/Shares	Cost Value	Book Value	Market Value	Maturity Date	Days To Maturity	Accrued Interest	% of Portfolio
Lakeville - Arenas											
4M General LGIP	LGIP6101M	4/1/2019	5.201	265,457.57	265,457.57	265,457.57	265,457.57	N/A	1		27.07
Ally Bank, Sandy UT 3.35 8/12/2024-23	02007GXT5	8/11/2022	3.350	40,000.00	40,000.00	40,000.00	39,975.93	8/12/2024	12	627.78	4.08
State Bank of India, Chicago IL 5.35 8/26/2024	8562835T9	4/26/2024	5.350	50,000.00	50,000.00	50,000.00	50,005.20	8/26/2024	26	703.56	5.10
Valley Nat'l Bank, Passaic NJ 5.25 8/28/2024	919853KR1	2/28/2024	5.250	50,000.00	50,000.00	50,000.00	50,000.04	8/28/2024	28	1,107.53	5.10
Morgan Stanley Bank, N.A. 4.9 9/3/2024	61690U2D1	3/2/2023	4.900	50,000.00	50,000.00	50,000.00	49,985.69	9/3/2024	34	1,013.56	5.10
Luana Savings Bank, Luana IA 0.25 10/7/2024	549104XE2	4/7/2021	0.250	40,000.00	40,000.00	40,000.00	39,633.19	10/7/2024	68	31.51	4.08
Western Alliance Bank, Phoenix AZ 4.95 10/25/2024	95763PRU7	1/26/2024	4.950	50,000.00	50,000.00	50,000.00	49,955.21	10/25/2024	86	1,268.01	5.10
USB NA Cincinnati 5 11/4/2024-24	90355UCK9	2/2/2024	5.000	50,000.00	50,000.00	50,000.00	49,971.06	11/4/2024	96	1,232.88	5.10
JP Morgan Chase Bank NA 5.35 11/27/2024-24	46656MQ79	2/28/2024	5.350	50,000.00	50,000.00	50,000.00	50,003.20	11/27/2024	119	1,128.63	5.10
Southern First Bank, N.A. 5 6/6/2025	8428PJN3	3/6/2024	5.000	50,000.00	50,000.00	50,000.00	50,039.50	6/6/2025	310	171.23	5.10
JP Morgan Chase, NA 5.1 7/23/2025-24	46656MB83	1/23/2024	5.100	50,000.00	50,000.00	50,000.00	50,010.51	7/23/2025	357	55.89	5.10
Burke & Herbert B&T, Alexandria VA 4.6 8/6	121331AQ5	2/6/2023	4.600	50,000.00	50,000.00	50,000.00	49,861.37	8/6/2025	371	157.53	5.10
BMW Bank, N.A. 5.1 9/17/2025	05580AX58	3/17/2023	5.100	40,000.00	40,000.00	40,000.00	40,122.32	9/17/2025	413	760.11	4.08
Luana Savings Bank, Luana IA 0.45 10/7/2025	549104XD4	4/7/2021	0.450	40,000.00	40,000.00	40,000.00	38,034.51	10/7/2025	433	56.71	4.08
Live Oak Banking, Wilmington NC 0.65 10/20/2025	538036PS7	4/20/2021	0.650	25,000.00	25,000.00	25,000.00	23,791.01	10/20/2025	446	13.36	2.55
Discover Bank, Greenwood DE 5.1 3/23/2026	2546733A2	3/22/2023	5.100	40,000.00	40,000.00	40,000.00	40,289.76	3/23/2026	600	732.16	4.08
Morgan Stanley Bank, N.A., Salt Lake City UT 4.55	61690U4Z0	4/27/2023	4.550	40,000.00	40,000.00	40,000.00	39,963.28	4/27/2026	635	473.70	4.08
Sub Total / Average Lakeville - Arenas			4.512	980,457.57	980,457.57	980,457.57	977,099.35		173	9,534.15	100.00
Total / Average			4.512	980,457.57	980,457.57	980,457.57	977,099.35		173	9,534.15	100

**Date:** September 11, 2024  
**To:** Lakeville Arenas Board of Directors  
**Fr:** Joe Bergquist – Lakeville Arenas General Manager  
**Re:** July-August 2024 Managers Report

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## 1. CUSTOMER NEWS & EVENTS

- a. **Lakeville Hockey Association (LHA)** – LHA has been selected to host the MN Gophers Women’s Hockey Hall of Fame Game at Hasse Arena on Jan 1, 2025.
- b. **High Schools** – Lakeville South Boys Boosters have decided to do some renovations to their locker room.
- c. **Heritage Figure Skating Club.** There is no news to report.

## 2. ARENA PROGRAMMING

- a. **Learn to Skate – New Brand “Lakeville Skating Academy!”**

With our continued growth in Mite skating clinics, the Aspire Program, practice ice, and skating camps, in 2025, we created a new umbrella brand that we have named the Lakeville Skating Academy.

  - i. **Learn to Skate:** Fall registration opened in August and is on track to hit another record high.
  - ii. **Mite Power Skating Clinics:** We have 45 skaters currently registered for the fall clinics.
  - iii. **Aspire:** Three students are competing in Maplewood Classis this month. Fall registration already has eight members, which is very good.
  - iv. **Pavilion Premier:** The Lakeville Skating Academy Students will host their first outdoor exhibition, Friendsgiving, over Thanksgiving.
- b. **Fall Mite League:** Our fall mite league kicked off this past weekend with 138 skaters registered.
- c. **Winter Adult Tournaments:** We are currently planning some adult tournaments to use up some open and unsold ice on the Allina Pavilion Rink on weekends throughout the winter.

## 3. STAFFING

We are excited to welcome our 2 new full-time staff members to the Lakeville Arenas team.

- a. Patrick Benson started with us on August 23rd as a full-time Driver Supervisor. He is from Litchfield, Minnesota, but currently lives in Minneapolis. He learned the arena business from his father, the Manager of Litchfield and Hutchinson Arenas.
- b. Our new Recreation Programs Coordinator, Brennan Beese, started on August 23<sup>rd</sup> and is from Elk River. He was previously the Recreation Programs Coordinator in Annandale, Minnesota.
  - i. An amended salary plan is needed for this new position, which was previously approved by the board and accounted for in the current budget.
- c. Our part-time staffing continues to improve, and we are on track to be fully staffed before the winter season begins for the first time since Covid.

## 4. OPERATING STATISTICS

### a. Ice Rental Hours

2024 Summer ice rental sales are up by 130 hours, or 15%, over 2023. Year-to-date ice sales are up 7% over the same period in 2023, with 365 more hours sold in 2024 compared to 2023.

ICE HOURS SOLD	SUMMER JUN-AUG			YEAR TO DATE		
	2023	2024	Change	2023	2024	Change
LHA ICE	0	0	0	990	1002	12
ISD 194 HS ICE	0	0	0	430	404	-26
HFSC ICE	86	99.5	13.5	242	307.5	65.5
CLINICS/CAMP ICE	488	493	5	572	602	30
OTHER ICE	207	277	70	463	647	184
ADULT HOCKEY ICE	90	102	12	200	248	48
PICKUP ICE SALES	6	36	30	59	111	52
<b>TOTAL HOURS</b>	<b>877</b>	<b>1007.5</b>	<b>130.5</b>	<b>4979</b>	<b>5345.5</b>	<b>365.5</b>

### b. Ice Rental Sales Revenue

June 2024 rental revenue was up 23% over 2023, and up 20% Year-to-Date over 2023.

ICE RENTAL REVENUE	JUNE			YEAR TO DATE		
	2023	2024	Change	2023	2024	Change
LHA ICE RENTALS	\$0	\$0	\$0	\$244,260	\$246,639	\$2,379
HS ICE RENTALS	\$0	\$0	\$0	\$109,287	\$98,953	-\$10,334
OTHER ICE SALES	\$49,076	\$60,439	\$11,363	\$165,576	\$275,288	\$109,712
<b>TOTAL REVENUE</b>	<b>\$49,076</b>	<b>\$60,439</b>	<b>\$11,363</b>	<b>\$519,123</b>	<b>\$620,880</b>	<b>\$101,757</b>

July 2024 rental revenue was up 28% over 2023, and up \$115,000 or 20% Year-to-Date over 2023.

ICE RENTAL REVENUE	JULY			YEAR TO DATE		
	2023	2024	Change	2023	2024	Change
LHA ICE RENTALS	\$0	\$0	\$0	\$244,260	\$246,639	\$2,379
HS ICE RENTALS	\$0	\$0	\$0	\$109,287	\$98,953	-\$10,334
OTHER ICE SALES	\$49,447	\$63,396	\$13,949	\$215,023	\$338,684	\$123,661
<b>TOTAL REVENUE</b>	<b>\$49,447</b>	<b>\$63,396</b>	<b>\$13,949</b>	<b>\$568,570</b>	<b>\$684,276</b>	<b>\$115,706</b>

### c. Program & Admissions Sales

June Programs and admissions were flat over 2023, and Year-to-Date is up 28% over 2023.

PROGRAMS & ADMISSIONS	JUNE			YEAR TO DATE		
	2023	2024	Change	2023	2024	Change
LEARN TO SKATE	5,481	6,275	\$ 794	\$ 43,887	\$ 54,549	\$ 10,662
PUBLIC ADMISSIONS	2,690	2,663	\$ (27)	\$ 20,796	\$ 32,158	\$ 11,362
HS GAME ADMISSIONS			\$ -	\$ 26,268	\$ 29,875	\$ 3,607
ARENA PROGRAMMING	2,680	1,920	\$ (760)	\$ 10,129	\$ 20,272	\$ 10,143
DRY FLOOR RENTALS	32	-	\$ (32)	\$ 6,080	\$ 600	\$ (5,480)
<b>TOTAL SALES</b>	<b>\$ 10,883</b>	<b>\$ 10,858</b>	<b>\$ (25)</b>	<b>\$ 107,160</b>	<b>\$ 137,454</b>	<b>\$ 30,294</b>

July Programs and Admissions were up 13,678 over 2023, and Year-to-Date is up \$43,972 or 40% over 2023, primarily from the new Mite League and public admissions.

PROGRAMS & ADMISSIONS	JULY			YEAR TO DATE		
	2023	2024	Change	2023	2024	Change
LEARN TO SKATE	(144)	988	\$ 1,132	\$ 43,743	\$ 55,537	\$ 11,794
PUBLIC ADMISSIONS	2,519	4,236	\$ 1,717	\$ 23,315	\$ 36,394	\$ 13,079
HS GAME ADMISSIONS			\$ -	\$ 26,268	\$ 29,875	\$ 3,607
ARENA PROGRAMMING	1,160	11,733	\$ 10,573	\$ 11,289	\$ 32,005	\$ 20,716
DRY FLOOR RENTALS	(256)	-	\$ 256	\$ 5,824	\$ 600	\$ (5,224)
<b>TOTAL SALES</b>	<b>\$ 3,279</b>	<b>\$ 16,957</b>	<b>\$ 13,678</b>	<b>\$ 110,439</b>	<b>\$ 154,411</b>	<b>\$ 43,972</b>

#### d. Welcome Center Operations & Sales

Welcome Center sales/profits in June were down 52% over 2023 but up 25% year-to-date.

WELCOME CENTER SALES	JUNE			YEAR TO DATE		
	2023	2024	Change	2023	2024	Change
CONCESSIONS	5,156	1,003	\$ (4,153)	\$ 78,873	\$ 94,861	\$ 15,988
PRO SHOP SALES	157	792	\$ 635	\$ 1,618	\$ 4,821	\$ 3,203
SKATE SHARPENING	376	640	\$ 264	\$ 4,363	\$ 6,170	\$ 1,807
SKATE RENTALS	154	384	\$ 230	\$ 3,117	\$ 4,069	\$ 952
<b>TOTAL SALES</b>	<b>\$ 5,843</b>	<b>\$ 2,819</b>	<b>\$ (3,024)</b>	<b>\$ 87,971</b>	<b>\$ 109,921</b>	<b>\$ 21,950</b>

Welcome Center sales in July were significantly down. We believe there may be some discrepancies between the inventories reported in June and July. We are hopeful this will be corrected in August.

WELCOME CENTER SALES	JULY			YEAR TO DATE		
	2023	2024	Change	2023	2024	Change
CONCESSIONS	3,661	983	\$ (2,678)	\$ 82,534	\$ 95,844	\$ 13,310
PRO SHOP SALES	610	(1,162)	\$ (1,772)	\$ 2,228	\$ 3,659	\$ 1,431
SKATE SHARPENING	-	740	\$ 740	\$ 4,363	\$ 6,910	\$ 2,547
SKATE RENTALS	-	402	\$ 402	\$ 3,117	\$ 4,471	\$ 1,354
<b>TOTAL SALES</b>	<b>\$ 4,271</b>	<b>\$ 963</b>	<b>\$ (3,308)</b>	<b>\$ 92,242</b>	<b>\$ 110,884</b>	<b>\$ 18,642</b>

#### 5. REPAIR & MAINTENANCE EXPENSES.

##### JUN-AUG REPAIR & MAINTENANCE EXPENSES

6/5/2024 100474 R & R SPECIALTIES INC  
 7/3/2024 121119 BECKER ARENA PRODUCTS INC  
 7/3/2024 100474 R & R SPECIALTIES INC  
 7/31/2024 138658 AID ELECTRIC CORPORATION  
 7/2/2024 142659 DUNHAM, INC  
 8/14/2024 138658 AID ELECTRIC CORPORATION  
 8/28/2024 120481 J.F. AHERN CO  
 8/28/2024 100474 R & R SPECIALTIES INC  
 JRS TREE SERV-LANDSCAPING PROJ

81.25 ZAM BLADE SHARPENING  
 584.00 DASHER BOARD GLASS  
 65.00 ZAM BLADE SHARPENING  
 13,735.62 VIDEO SCOREBOARD PROJECT  
 1,600.00 LANDSCAPING WOODCHIPS  
 6,879.95 VIDEO SCOREBOARD PROJ-AMES  
 423.08 FIRE SPRINKLER REPAIR  
 90.00 ZAM BLADE SHARPENING  
 1,068.75

## 6. HASSE PAVILION RINK CONSTRUCTION

Primary construction is now substantially complete. Punch list work and commissioning are in progress and should be wrapped up over the next month. Lakeville Arenas staff and our trade contractors will start the amenity projects this fall utilizing credits received during construction, remaining funds in the project budget, and Lakeville Arenas capital funds.

- a. **Sheehy Construction:** Sheehy has signed the attached warranty agreement and is ready for Arenas Board and City Council approval. The arena staff will complete the final grading and landscaping with the amenity projects. Sheehy is removing its trailer and fencing this week.
- b. **Rink Tec (Ice Plant & Rink Floor):** Rink Tec is working on punch list items and commissioning items with Apex. They will help us start the outdoor rink in November.
- c. **Becker Arena Products.** The dasher boards are completely installed, and punch list work is nearly completed. Some final adjustments will need to be made after the weather turns cold.
- d. **Project Credits for Amenity Projects: 248,819.00**

Throughout the project, we have received various construction credits for negotiated changes. Our goal has been to use all credits towards original amenities that had to be removed from the project due to increased supply chain and inflation expenses.

**Sheehy** – Sprinkler System Credit: 162,684.00

**Rink Tec** – Trash Enclosure Credit: 37,642.00

**Sheehy** – Lighting & Bird Netting Credit: -7,783.00

**Sheehy** – Final Grading & Landscaping Credit: 40,710.00

## 7. PAVILION RINK AMENITY PROJECTS CONSTRUCTION & STAFFING

Because of the limited funds available to complete all the amenities, we will use the arena's staff and supervisors to perform most of the remaining work, except for trade work that requires licensed contractors. A 12-month amenity project construction plan is attached and includes an approximate timeline for each project's start and end.

- a. Much of the work will be performed by salary staff, requiring extra workdays and hours above their normal workweek responsibilities. We are requesting additional pay for these employees. Hourly employees will receive overtime pay when working on amenity projects. Our current operating budget for personnel is approximately 80k below budget this year. This allows us to use more capital funds for materials and subcontractors rather than labor. We will re-evaluate our operating budget at the end of the year, and if needed, we will charge the project for any labor needed to balance the operating budget.
- b. We met with HR and Finance regarding extra pay for the salaried supervisors working extra hours on pavilion amenities above and beyond their current responsibilities. HR recommended that we follow the same procedures the city has used for similar situations. Therefore, we request a temporary 2-step increase of approximately 7.64 % for Nick Ames (step 4 to 6), Brennan Beese (step 2 to 4), and Joe Bergquist (step 6 to 8) to begin on Sept 16, 2024, and end on Sept 14, 2025.
- c. We need to rent a skid steer for amenity work until our new machine is delivered. We met with Julie in Finance regarding renting the Arena Managers Skid Steer and Mini-Excavator by the hour instead of renting one by the day or week, which will save us considerable rental fees. Julie

- recommended a simple rental agreement and confirmed with our insurance company that it would be covered while in our possession and used by area staff.
- d. The city has approved using shipping containers for warming houses, a Zamboni Shed, and storage. This will save us significant dollars compared to standard-built structures, and they can easily be moved, repurposed, or sold when walls are added to the facility in the future. The warming house plans drawings submitted for planning review are attached.
  - e. Material Purchasing: We have met with finance regarding purchasing the materials for the projects.
    - i. Purchases will range from 5k-50k.
    - ii. Finance has agreed to a temporary increase on the manager's WF card for purchasing. As per policy the maximum single cc charge will remain at \$15,000, or up to \$20,000 may be authorized by the city administrator. We request the board approve a temporary limit increase to \$50,000 for the next year.
    - iii. The Arenas will use their Menards Card for general construction materials and supply needs. They will only charge amenity projects to the card, which will provide clear and easy tracking of miscellaneous materials.
    - iv. All the larger purchases above \$25,000 will require comparable quotes or cooperative purchasing and fall under the state's public bidding thresholds.
    - v. Larger purchases above 15,000 will be made with ACH payments or check requests following all city procurement policies.
    - vi. The board will receive a separate monthly accounting of all amenity purchases made.
  - f. Request approval to purchase the attached quote for 9 forty-foot new (1-time use) shipping containers.
  - g. Final grading beginning this week.

## 8. OTHER BUSINESS

- a. **Board Meeting Date Change:** My application for the Lakeville Chamber of Commerce has been accepted. The meeting will occur on the third Wednesday of each month over the next year, but it is the same as the arena board meeting. I request we move the Lakeville Arenas Board Meeting to the fourth Wednesday of each month.
- b. **Pavilion Rink Naming Rights:** The naming rights agreement with Allina Health for the Pavilion Rink is attached for board approval and signature.
- c. **E-Train Agreement:** We met with E-Train earlier this summer and negotiated a lease agreement. Pending board approval, we have agreed to a 10,000 per year lease.
- d. **LHA Training Center Operating Agreement:** We have also submitted a proposal to LHA for Lakeville Arenas to take over the scheduling and operations of their dryland training center, which to date has been a challenge for LHA to operate and maintain in accordance with our expectations. We are optimistic that they will agree to it as it is a win for everyone involved and provides the arena to drive additional revenue, renting it out to others and using it for our own camps and tournaments.

- e. **Glen Hasse Fundraising Event:** Glen Hasse will host a fundraising event at Hasse Arena on September 27th, 2024, at 1:30 pm for local business owners and CEOs for Lakeville's new United Christian Academy.
- f. **Snow Removal Equipment**
  - i. Last month, we met with Bob Mach, the Lakeville Fleet Supervisor, to discuss our needs for snow plowing equipment for the outdoor rink and parking lots.
  - ii. We purchased a 1-ton truck equipped with a stainless-steel dump box, salter, and plow from the Streets Department for 30,000.
  - iii. After meeting with Fleet, we have decided to purchase the same equipment that the Parks department currently uses to clean the outdoor rinks and mow during summer. We will buy a 1585 front-end mower with a sweeper and blade attachment for cleaning the outdoor rink and sidewalks.
  - iv. At the state fair this year, we compared multiple brands of skid steers and decided to go with a Kubota skid steer. We will also purchase a snowblower attachment for moving the snow dumped by the Zamboni, a snowplow with wings for help with parking lot plowing, and a set of forks for loading and unloading freight.
  - v. We will purchase a tilt trailer to move the equipment between rinks; it will also be able to move our scissors lift, which we currently rent a trailer for.
  - vi. We request approval from the board to finance most of the equipment rather than use the already approved capital funds needed for amenity and matching grant projects. The current budget still includes snow plowing contract expenses that will be used to make the equipment payments and will have zero impact on the budget.

## 9. FINANCIALS – See attached reports

## 10. ATTACHMENTS

- a. July - Managers P&L Statement.
- b. Training Center Operating Proposal
- c. Amenities Construction Plans
- d. Warming House Plans
- e. Resolution 9112024.1 amending 2024 Salary Plan
- f. Pavilion Rink Naming Rights Agreement
- g. Shipping Container Low Quote
- h. John Deere 1585 Mower and snow equipment - Sourcewell Cooperative Purchasing Quote
- i. Kubota Skid Steer and snow equipment - Sourcewell Cooperative Purchasing Quote

Manager's Report Respectfully Submitted by

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Joe Bergquist - Lakeville Arenas Manager - 9/11/2024

# Lakeville ARENAS

Financial Statement (Preliminary and Unaudited) - Operations Use Only	Jul 2023 2023 Actuals	Jul 2024 2024 Actuals	Jul 2024 2024 Budget	Jul 2023 2023 YTD Actuals	Jul 2024 2024 YTD Actuals	Jul 2024 2024 YTD Budget
<b>OPERATING REVENUE</b>						
<b>Ice Rentals</b>						
5211 Ice Rental - LHA	-			244,260	246,639	246,639
5212 Ice Rental - ISD 194	-			109,287	98,953	109,481
5213 Ice Rental Other	49,447	63,396	62,130	215,023	338,684	333,694
<b>Total Ice Rentals</b>	<b>49,447</b>	<b>63,396</b>	<b>62,130</b>	<b>568,570</b>	<b>684,276</b>	<b>689,814</b>
Percent of Revenue	77%	71%	79%	69%	68%	69%
Increase/Decrease		13,949	1,266		115,706	4,990
Change		28%	2%		20%	1%
<b>Programing &amp; Admissions</b>						
5214 Learn to Skate	(144)	988	(151)	44,103	55,537	53,902
5215 Admissions-Public Skating	2,519	4,236	2,771	23,315	36,394	33,879
5216 ISD 194 HS Game Gate Share	-	-	-	26,268	29,875	29,875
5221 Arena Programming	1,160	11,733	1,740	14,684	32,005	29,242
5223 Dry floor Rentals	(256)	-	-	5,824	600	600
<b>Total Programs &amp; Admissions</b>	<b>3,279</b>	<b>16,957</b>	<b>4,360</b>	<b>114,194</b>	<b>154,411</b>	<b>147,498</b>
Percent of Revenue	5%	19%	6%	14%	15%	15%
Increase/Decrease		13,678	0		40,217	0
Change		417%	0%		35%	0%
<b>Welcome Center Sales</b>						
5218 Net Food & Beverage Sales	3,661	983	4,027	82,534	95,844	97,023
5219 Net Pro Shop Product Sales	610	(1,162)	671	2,228	3,659	2,613
5220 Skate Sharpening	-	740	-	4,363	6,910	5,567
5222 Skate Rental	-	402	-	3,117	4,471	3,522
<b>Total Welcome Center</b>	<b>4,271</b>	<b>963</b>	<b>4,698</b>	<b>92,242</b>	<b>110,884</b>	<b>108,725</b>
Percent of Revenue	7%	1%	6%	11%	11%	11%
Increase/Decrease		(3,308)	402		18,642	949
Change		-77%	42%		20%	1%
<b>Other Misc. Arena Revenues</b>						
5022 Games-Vending Machines	362	87	362	2,266	2,437	2,513
5217 Advertising Sales / Other	3,854	4,442	3,854	29,733	31,092	29,328
4390 Rebates & Dividends	-	-	-	-	-	-
5026 Donations/Other Misc.	-	354	-	481	2,404	981
4910 Interest on Investments	1,396	1,676	1,396	11,444	13,539	12,975
4912 Change in FV of Investments	1,700	2,020	1,700	1,579	4,789	3,995
<b>Total Other Arena Revenues</b>	<b>7,312</b>	<b>8,579</b>	<b>7,312</b>	<b>45,503</b>	<b>54,261</b>	<b>49,792</b>
Percent of Revenue	11%	10%	9%	6%	5%	5%
Increase/Decrease		1,267	320		8,758	794
Change		17%	4%		19%	1%
<b>TOTAL OPERATING REVENUE</b>	<b>64,309</b>	<b>89,895</b>	<b>78,500</b>	<b>820,509</b>	<b>1,003,832</b>	<b>995,829</b>
Increase/Decrease		25,586	0		183,323	8,003
Change		40%	0%		22%	1%
<b>OPERATING EXPENDITURES</b>						
<b>PERSONNEL EXPENSES</b>						
<b>Employee Salary Expenses</b>						
6012 Salaries - Full Time	13,712	21,186	31,454	115,278	151,284	170,274
6015 Salaries - Full Time - Overtime	1,990	35	500	15,918	141	1,106
6020 Salaries - Part Time	20,354	18,734	14,333	128,859	151,028	146,841
6025 Salaries - Part Time - Overtime	-	27	200	-	455	625
6030 Salaries - Part Time/Temporary	-	2,981	3,487	-	25,279	26,440
<b>Total Employee Salaries</b>	<b>36,056</b>	<b>42,963</b>	<b>49,974</b>	<b>260,055</b>	<b>328,187</b>	<b>345,285</b>
Percent of Revenue	56%	48%	64%	32%	33%	35%
Increase/Decrease		6,907	(506)		68,132	(1,161)

# Lakeville ARENAS

<b>Financial Statement</b> <b>(Preliminary and Unaudited)</b>	<b>Jul 2023</b> <b>2023</b>	<b>Jul 2024</b> <b>2024</b>	<b>Jul 2024</b> <b>2024</b>	<b>Jul 2023</b> <b>2023 YTD</b>	<b>Jul 2024</b> <b>2024 YTD</b>	<b>Jul 2024</b> <b>2024 YTD</b>
- Operations Use Only	<b>Actuals</b>	<b>Actuals</b>	<b>Budget</b>	<b>Actuals</b>	<b>Actuals</b>	<b>Budget</b>
Change		19%	-1%		26%	0%
<b>Benefits &amp; Other Expenses</b>						
6041 Pera (State Retirement Pension)	1,655	2,498	3,487	13,775	18,410	20,650
6044 FICA	2,753	3,293	3,556	19,898	25,231	25,997
6051 Hospitalization Insurance	-	1,785	4,000	4,580	6,292	11,783
6052 Life and Disability	(130)	11	25	(71)	(67)	102
6053 Long Term Disability	27	41	75	214	235	344
6055 Workers Compensation Insurance	1,330	1,518	1,484	9,315	10,620	10,552
6056 Unemployment Compensation	-	121	-	-	562	441
5057 FSA Plan	5	11	25	30	30	69
6054 Dental Insurance	-	56	75	161	334	373
6058 Salary Contingency	-	-	-	-	-	-
<b>Total Benefits-Other Expenses</b>	<b>5,640</b>	<b>9,334</b>	<b>12,726</b>	<b>47,902</b>	<b>61,647</b>	<b>70,311</b>
Percent of Revenue	9%	10%	16%	6%	6%	7%
Increase/Decrease		3,694	0		13,745	0
Change		65%	0%		29%	0%
<b>Total Personnel Expense</b>	<b>41,696</b>	<b>52,297</b>	<b>62,700</b>	<b>307,957</b>	<b>389,834</b>	<b>415,596</b>
Percent of Revenue	65%	58%	80%	38%	39%	42%
Increase/Decrease		10,601	1		81,877	0
Change		25%	0%		27%	0%
<b>COMMODITIES</b>						
6110 Office Supplies / Equipment	553	825	1,200	2,395	3,339	3,844
6120 Operating Supplies & Equipment	4,460	8,405	4,683	15,018	23,868	22,474
6121 Motor Fuels	213	302	224	605	1,329	737
6123 Cleaning Supplies / Equipment	(296)	958	(311)	6,086	7,036	5,690
6124 Clothing	-	30	-	-	30	-
6126 Chemicals (Condensing Towers)	1,077	1,300	1,100	2,893	6,606	6,590
6127 Safety Supplies & Equipment	473	-	497	929	-	497
6131 Equipment Parts & Supplies	-	-	-	-	-	-
6132 Tires	-	-	-	-	-	-
6133 Building Repair Supplies & Equip.	7,124	3,244	7,480	13,996	22,107	25,826
6134 Parking Lot Maintenance Supplies	-	-	-	-	-	-
6135 Landscaping Materials & Equip.	-	5,092	-	-	5,092	7,500
6136 Signs (Ad Sales Sign Expenses)	-	-	-	-	-	-
6140 Small Tools/Equipment	5,579	-	5,858	7,494	410	8,148
6180 Computer Supplies	-	-	-	381	5,460	5,280
<b>Total Commodities</b>	<b>19,183</b>	<b>20,156</b>	<b>20,731</b>	<b>49,797</b>	<b>75,277</b>	<b>86,585</b>
Percent of Revenue	30%	22%	26%	6%	7%	9%
Increase/Decrease		973	0		25,480	180
Change		5%	0%		51%	0%
<b>OTHER CHARGES &amp; SERVICES</b>						
6210 Professional Fees	-	-	-	-	-	-
6211 Attorney Fees	-	-	-	-	-	-
6214 Fiscal Management Fee	3,276	3,365	3,440	22,932	23,555	23,705
6218 Bank Charges	1,993	18	20	14,245	123	128
6221 Audit	-	-	-	7,300	8,000	8,000
6231 Travel Expenses	-	-	-	-	-	-
6234 Use of Personal Auto	-	-	-	-	-	-
6255 Advertising & Marketing	225	-	236	225	275	236
6261 Insurance	2,935	3,937	3,938	20,545	27,701	27,562
6277 Postage & Shipping	19	-	20	19	-	20
6308 Tuition Reimbursement	-	-	-	-	-	-
6311 Schools and Conferences	-	-	-	886	3,984	4,484
6310 Misc. (Commissions-Donations)	-	-	-	146	6,897	6,897
6313 Dues/Subscriptions	3,729	3,858	3,915	13,689	8,897	9,321

# Lakeville ARENAS

Financial Statement (Preliminary and Unaudited) - Operations Use Only	Jul 2023	Jul 2024	Jul 2024	Jul 2023	Jul 2024	Jul 2024
	2023	2024	2024	2023 YTD	2024 YTD	2024 YTD
	Actuals	Actuals	Budget	Actuals	Actuals	Budget
6314 Licenses & Taxes	-	-	-	-	-	-
6370 Credit Card Fees	-	1,276	1,993	-	12,563	12,878
<b>Total Other Expenses</b>	<b>12,177</b>	<b>12,454</b>	<b>13,562</b>	<b>79,987</b>	<b>91,995</b>	<b>93,231</b>
Percent of Revenue	19%	14%	17%	10%	9%	9%
Increase/Decrease		277	(717)		12,008	(315)
Change		2%	-6%		15%	0%
<b>CONTRACT EXPENSES</b>						
6280 Other Contractual	3,120	(75)	3,276	21,022	10,563	9,674
6281 Contract Auto Repair	-	-	-	-	-	-
6282 Equip. Repair and Maintenance	448	8,625	250	7,166	18,457	10,167
6283 Building Repair and Maintenance	6,050	13,735	6,353	28,162	42,157	46,774
6285 Contract Landscaping	-	-	-	225	-	5,000
6286 Contract Cleaning	-	-	-	1,922	750	-
6288 Contract Data Processing	-	-	-	-	-	-
6322 Snow Removal	-	-	-	16,995	7,058	7,058
<b>Total Contracted Expenses</b>	<b>9,618</b>	<b>22,285</b>	<b>9,879</b>	<b>75,492</b>	<b>78,985</b>	<b>78,674</b>
Percent of Revenue	15%	25%	13%	9%	8%	8%
Increase/Decrease		12,667	0		3,493	0
Change		132%	0%		5%	0%
<b>UTILITY EXPENSES</b>						
6271 Electric Service	25,680	18,478	32,100	134,986	96,637	98,507
6272 Gas Service	7,532	5,877	8,662	52,721	58,887	62,873
6274 Water	1,100	-	1,155	15,382	17,030	15,327
6275 Waste Disposal	452	537	475	4,532	4,936	4,733
6276 Telephone/IS	482	207	506	2,043	2,063	2,221
<b>Total Utility Expenses</b>	<b>35,246</b>	<b>25,099</b>	<b>42,897</b>	<b>209,664</b>	<b>179,553</b>	<b>183,661</b>
Percent of Revenue	55%	28%	55%	26%	18%	18%
Increase/Decrease		(10,147)	(299)		(30,111)	(158)
Change		-29%	-1%		-14%	0%
<b>Gross Operating Expenses</b>	<b>117,920</b>	<b>132,291</b>	<b>149,769</b>	<b>722,897</b>	<b>815,644</b>	<b>857,747</b>
Percent of Revenue	183%	147%	191%	88%	81%	86%
Increase/Decrease		14,371	(0)		92,747	(0)
Change		12%	0%		13%	0%
<b>Earnings before Int.-Debt-Capital</b>	<b>(53,611)</b>	<b>(42,396)</b>	<b>(71,269)</b>	<b>97,611</b>	<b>188,188</b>	<b>138,082</b>
Percent of Revenue	-83%	-47%	-91%	12%	19%	14%
Increase/Decrease		11,215	0		90,576	0
Change		-21%	0%		93%	0%
<b>Interest and Debt Expenses</b>						
6295 Debt Service - 2020 Ames Parking	6,125	5,438	6,125	12,875	11,563	12,250
6295 Debt Service - 2021 Energy Project	-	-	-	-	63,460	63,460
6613 Debt Service	-	-	-	-	-	-
6420 Bad Debts	-	-	-	-	-	-
<b>Total Debt Interest &amp; Expenses</b>	<b>6,125</b>	<b>5,438</b>	<b>6,125</b>	<b>12,875</b>	<b>75,023</b>	<b>75,710</b>
Percent of Revenue	10%	6%	8%	2%	7%	8%
Increase/Decrease		(687)	0		62,148	0
Change		-11%	0%		483%	0%
<b>Capital Expenses</b>						
6520 Capital Outlay Buildings	-	-	-	19,455	-	15,000
6540 Capital Outlay Machinery & Equip.	-	-	10,000	-	-	10,000
6541 Capital Outlay Other	-	-	-	-	-	-
6542 Capital Outlay Computers	-	-	-	1,564	-	-
7417 Transfer to Capital Reserve Fund	11,667	11,667	11,667	81,667	81,667	81,667
<b>Total Capital Expenses</b>	<b>11,667</b>	<b>11,667</b>	<b>21,667</b>	<b>102,686</b>	<b>81,667</b>	<b>106,667</b>
Percent of Revenue	18%	13%	28%	13%	8%	11%
Increase/Decrease		0	0		(21,019)	0
Change		0%	0%		-20%	0%
<b>Total Expenses</b>	<b>135,712</b>	<b>149,396</b>	<b>177,561</b>	<b>838,458</b>	<b>972,334</b>	<b>1,040,124</b>

# Lakeville ARENAS

**Financial Statement**  
**(Preliminary and Unaudited)**

- Operations Use Only

Percent of Revenue

Increase/Decrease

Change

	<b>Jul 2023</b>	<b>Jul 2024</b>	<b>Jul 2024</b>	<b>Jul 2023</b>	<b>Jul 2024</b>	<b>Jul 2024</b>
	<b>2023</b>	<b>2024</b>	<b>2024</b>	<b>2023 YTD</b>	<b>2024 YTD</b>	<b>2024 YTD</b>
	<b>Actuals</b>	<b>Actuals</b>	<b>Budget</b>	<b>Actuals</b>	<b>Actuals</b>	<b>Budget</b>
Percent of Revenue	211%	166%	226%	102%	97%	104%
Increase/Decrease		13,684	0		133,876	(0)
Change		10%	0%		16%	0%
<b><u>Net Income (Loss)</u></b>	<b><u>(71,403)</u></b>	<b><u>(59,501)</u></b>	<b><u>(99,061)</u></b>	<b><u>(17,950)</u></b>	<b><u>31,498</u></b>	<b><u>(44,295)</u></b>
Percent of Revenue	-111%	-66%	-126%	-2%	3%	-4%
Increase/Decrease		11,902	0		49,447	0
Change		-17%	0%		-275%	0%

**LAKEVILLE ARENAS**  
**RESOLUTION NO. 9112024.1**  
 Updating Arenas Employee Salary Plans

WHEREAS, the Lakeville Arenas Board has adopted salary plans to provide for the compensation of employees in various positions; and

WHEREAS, the 2024 Arena Salary Plan needs to be amended to include the new Areas Recreation Programs Coordinator Position.

NOW, THEREFORE, BE IT RESOLVED by the Lakeville Arenas Board of Directors:

1. The Arenas Recreation Programs Coordinator Position is added to the Arenas Salary Plans.
2. The 2024 Arenas Salary Plans is hereby amended and adopted for the positions listed and will be effective immediately.

**LAKEVILLE ARENAS 2024 SALARY PLAN - Amended 8/21/24**

**RESOLUTION # 8212024.1**

**Arenas General Manager (Full Time Salaried Exempt Position)**

(Grade 14) 430 Pts.	<u>Step 1</u>	<u>Step 2</u>	<u>Step 3</u>	<u>Step 4</u>	<u>Step 5</u>	<u>Step 6</u>	<u>Step 7</u>	<u>Step 8</u>
Annual	100,343.21	104,106.08	108,010.06	112,060.44	116,262.71	120,622.54	125,145.90	129,838.87
Hourly	48.24	50.05	51.93	53.88	55.90	57.99	60.17	62.42

**Arenas Operations Manager (Full Time Salaried Exempt Position)**

(Grade 10) 318 Pts.	<u>Step 1</u>	<u>Step 2</u>	<u>Step 3</u>	<u>Step 4</u>	<u>Step 5</u>	<u>Step 6</u>	<u>Step 7</u>	<u>Step 8</u>
Annual	79,481.23	82,461.77	85,554.08	88,762.35	92,090.94	95,544.36	99,127.26	102,844.53
Hourly	38.21	39.65	41.13	42.67	44.27	45.93	47.66	49.44

**Arenas Recreation Programs Coordinator (Full Time Salaried Exempt Position)**

(Grade 9) 272-294 Pts.	<u>Step 1</u>	<u>Step 2</u>	<u>Step 3</u>	<u>Step 4</u>	<u>Step 5</u>	<u>Step 6</u>	<u>Step 7</u>	<u>Step 8</u>
Annual	74,982.27	77,794.12	80,711.40	83,738.09	86,878.24	90,136.18	93,516.29	97,023.15
Hourly	36.05	37.40	38.80	40.26	41.77	43.33	44.96	46.65

**Arenas Driver-Supervisor (Full Time Hourly Non-Exempt Position)**

(Grade 1) 137.5 Pts	<u>Step 1</u>	<u>Step 2</u>	<u>Step 3</u>	<u>Step 4</u>	<u>Step 5</u>	<u>Step 6</u>	<u>Step 7</u>	<u>Step 8</u>
Annual	47,044.82	48,808.97	50,639.32	52,538.30	54,508.49	56,552.57	58,673.28	60,873.53
Hourly	22.62	23.47	24.35	25.26	26.21	27.19	28.21	29.27

**Arenas Driver-Lead Worker- Hourly - Non Exempt**

No Grade	<u>Step 1</u>	<u>Step 2</u>	<u>Step 3</u>	<u>Step 4</u>	<u>Step 5</u>	<u>Step 6</u>	<u>Step 7</u>	<u>Step 8</u>
Annual	39,720.10	41,209.60	42,754.96	44,358.27	46,021.70	47,747.52	49,538.05	0.00
Hourly	19.10	19.81	20.56	21.33	22.13	22.96	23.82	0.00

**PART TIME & SEASONAL PART TIME POSITIONS**

Hourly Non-Exempt Positions	<u>Step 1</u>	<u>Step 2</u>	<u>Step 3</u>	<u>Step 4</u>	<u>Step 5</u>	<u>Step 6</u>	<u>Step 7</u>	<u>Step 8</u>
Driver-Operations Supervisor	22.62	23.47	24.35	25.26	26.21	27.19	28.21	29.23
Operations Supervisor	22.62	23.47	24.35	25.26	26.21	27.19	28.21	29.23
Assistant Operations Supervisor	19.10	19.81	20.56	21.33	22.13	22.96	23.82	24.68
PT Driver-Lead Worker	17.48	18.01	18.54	19.07	19.61	20.14	20.67	21.20
PT Custodial-Maintenance Worker	15.84	15.91	16.44	16.97	17.50	18.04	18.57	19.10
Operations Worker	14.21	14.74	15.27	15.80	16.33	16.86	17.39	17.92
PT Program Director	29.50	30.03	30.56	31.09	31.63	32.16	32.69	33.22
PT Asst. Program Director	24.04	24.57	25.10	25.63	26.16	26.69	27.22	27.75
PT Lead Skating Instructor	20.76	21.29	21.82	22.35	22.88	23.41	23.94	24.47
PT Skating Instructor	15.30	15.83	16.36	16.89	17.42	17.95	18.48	19.01

ADOPTED by the Lakeville Arenas Board this 11<sup>th</sup> day of September 2024.

\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
 Board Chair – Judy Keliher

\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
 Board Secretary – Troy Patterson

# NAMING RIGHTS AGREEMENT

**THIS NAMING RIGHTS AGREEMENT** (“Agreement”) is made as of the 1<sup>st</sup> day of October, 2024, by and between and among the **CITY OF LAKEVILLE**, a Minnesota municipal corporation, (“City”) and **ALLINA HEALTH SYSTEM**, a Minnesota nonprofit corporation (“Allina”). The following recitals form the basis for this Agreement and are made a part hereof.

## RECITALS

**A.** The City is the fee owner of the real property with a street address of 8525 215<sup>th</sup> Street, Lakeville, Minnesota 55044 (the “Property”).

**B.** The City is constructing an outdoor ice rink pavilion on the Property, which is proposed to be completed in 2024 (“Outdoor Ice Rink”).

**C.** The City and Allina are desirous of entering into an agreement whereby in exchange for Allina’s agreement to make a Contribution (as hereinafter defined) to the City, the City shall be required to use the designation “Allina Health Pavilion Rink” exclusively as the name of the Outdoor Ice Rink in accordance with the terms and conditions set forth herein.

**D.** Other than the rights specified in this Agreement, the City is not giving Allina anything of value for the Contribution.

**NOW, THEREFORE, IN CONSIDERATION OF THE FOREGOING RECITALS, THE MUTUAL PROMISES AND CONSIDERATIONS IN THE AGREEMENT AND BELOW, AND OTHER GOOD AND VALUABLE CONSIDERATION, THE RECEIPT AND SUFFICIENCY OF WHICH AREA HERBY ACKNOWLEDGED, THE CITY AND ALLINA AGREE AS FOLLOWS:**

**1. GRANT.** Subject to the remaining terms of this Agreement, Allina grants the City the non-exclusive, non-transferable, non-sublicensable limited right and license, during the Term, to use trade names, trademarks, service marks, logos, symbols, or other copyrighted or proprietary identifications (whether registered or not) of Allina (“Marks”) in connection with the Outdoor Ice Rink. Allina will provide its approved Marks for use in any signage or other promotional materials related to Allina’s sponsorship of the Outdoor Ice Rink.

Allina reserves the right, in its sole discretion, to withdraw approval with respect to any Marks that were previously approved if the quality of such item ceases to be acceptable to Allina or upon the happening of some event which compromises or reflects unfavorably upon the good name, goodwill, reputation and/or image of Allina or any of its affiliates or which might jeopardize or limit Allina's right, title or interest in or to the Marks. If at any time approval with respect to an Allina Mark is withdrawn as provided in the immediately preceding sentence, Allina shall be relieved from making further payments and the City shall immediately cease all use of the Marks and shall remove such items from any signage, displays or publicly displayed or distributed materials.

**2. TERM AND TERMINATION.** The term of this Agreement ("Term") shall commence on October 1, 2024 and shall end on the 10<sup>th</sup> anniversary of the date of this Agreement. Either party shall have the right to terminate this Agreement upon the occurrence of the following:

2.1 By mutual written agreement of the parties at any time;

2.2 By either party for cause, which will be defined as a material default of this Agreement by a party that has not been cured within 30 days after notice of default by the non-defaulting party specifying the nature of the default. If the breach is not cured within the 30-day notice period, the Agreement shall terminate upon expiration of the 30-day notice period.

2.3 Effect of Termination. Upon termination of this Agreement, the City shall cease all use of Allina Marks and shall take down any signage or displays bearing an Allina Mark and no further payments shall be due under the Agreement from Allina.

**3. PLACEMENT AND USE OF ALLINA NAME.** During the Term, the City hereby agrees to display the Marks in accordance with the graphics and color guidelines established by Allina and provided to the City from time to time, provided that such guidelines shall be subject to the reasonable consultation with the City. Notwithstanding the foregoing, Allina has final approval on all use and displays of its Marks by the City. The City further agrees, without limitation, as follows:

- a) The "Allina Health Pavilion Rink" name shall be placed on signage at the front of the pavilion.
- b) The "Allina Health Pavilion Rink" name shall be placed on the facility entrance sign.
- c) The "Allina Health Pavilion Rink" name shall be placed on two branded banners.
- d) An Allina Mark shall be placed on an outdoor fire pit area when the area is constructed.
- e) An Allina Mark shall be placed in the lobby of the Outdoor Ice Rink.

With regard to the foregoing requirements, the parties agree to act in good faith to agree upon the exact size and location of the Allina Marks to be employed by the City. Allina shall be responsible for all costs and expenses related to installation and maintenance of the foregoing signage. The City shall be responsible for maintenance, upkeep, and general security of the Property and operation of the Outdoor Ice Rink. All signage provided hereunder shall be maintained in good condition and, as reasonably necessary, replaced at Allina's cost, except that the City shall be responsible for repair or replacement of the signage where the need for repair or replacement is caused by: (1) a condition on the Property; or (2) negligence in operation of the Outdoor Ice Rink. The City shall notify Allina of any necessary repairs or maintenance of signage or other displays of an Allina Mark within five (5) days of the City discovering or being made aware of an issue. The City shall ensure that Allina has reasonable access to the location of all Allina Marks for purposes of maintenance or repairs.

**4. CONTRIBUTION.** Allina hereby agrees to make a contribution to the City of \$100,000.00 (the "Contribution"), payable as follows: \$10,000.00 on October 1, 2024, and \$10,000.00 on each October 1<sup>st</sup> during the Term of this Agreement. The City reserves the right, in the sole discretion of the City, to sell the Outdoor Ice Rink or cease operation of the Outdoor Ice Rink. In such event, the City shall provide Allina with at least ninety (90) days prior written notice of its intent to sell or cease operation of the Outdoor Ice Rink. Upon the sale or permanent termination of the use of the Outdoor Ice Rink (a "Termination Event"), no further payments shall be due under the terms of this Agreement. In the event of a Termination Event, the Contribution amounts paid in the years prior to the year of the Termination Event shall under no circumstances be refunded. However, Allina shall be entitled to a pro rata refund of the \$10,000 Contribution payment in the year a Termination Event occurs.

**5. CHANGES TO NAME.** In the event that Allina's corporate name is changed, the name of the Outdoor Ice Rink may be changed consistent with the corporate name change. Allina shall be responsible for all costs and expenses associated with replacing signage to reflect the name change.

**6. ASSIGNMENT; MERGER OR ACQUISITION OF OUTDOOR ICE RINK.** No party shall transfer or assign its rights or obligations under this Agreement without the other party's prior written consent.

**7. PUBLICITY.** All public statements regarding this Agreement, including the Contributions and naming rights described herein shall be mutually agreed upon prior to release. An official public dedication will be scheduled jointly among the City and Allina.

**8. MISCELLANEOUS PROVISIONS.**

(a) Notices. All notices, offers, consents or other communications required or permitted to be given pursuant to this Agreement shall be in writing and shall be considered as properly given or made if delivered personally or by messenger or

delivered by mail, and addressed to the address of the intended recipients at the following addresses:

TO CITY: City of Lakeville  
20195 Holyoke Avenue  
Lakeville, MN 55044  
Attn: City Administrator

TO ALLINA: Allina Health System  
2925 Chicago Avenue  
Minneapolis, MN 55407  
Attn: Blake Long, VP Brand, Marketing and  
Communications

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Either party may change its address by giving notice in writing stating its new address to the other party.

(b) Relationship. Neither party hereto shall be or become the agent of the other party for any purpose in connection herewith. Allina shall not be liable for the City's acts or omissions. This is not a franchise agreement and does not create a partnership or joint venture. Nothing herein contained shall be construed to give Allina any control over or responsibility for operation of the Outdoor Ice Rink.

(c) Non-Waiver. No delay or omission of any party to exercise rights or powers under this Agreement shall impair any such right or power or shall be construed to be a waiver of any default or acquiescence therein. No waiver of any default shall be construed, taken, or held to be a waiver of any other default, or waiver, acquiescence in, or consent to any further or succeeding default of the same nature.

(d) Entire Agreement. This Agreement contains the entire understanding between the parties and supersedes any prior understandings and written or oral agreements between them respecting this subject matter. There are no representations, agreements, arrangements, or understandings, oral or written, between the parties relating to the subject matter of this Agreement that are not fully expressed in the Agreement.

(e) Reasonableness. Wherever either party to this Agreement is required to approve or consent to or be satisfied as to any matter, such party agrees that such approval, consent or satisfaction shall not unreasonably be withheld or delayed.

(f) Choice of Laws. This Agreement shall be interpreted under the laws of the State of Minnesota. Any actions concerning interpretation or enforcement of this Agreement shall be brought in the District Court of Dakota County, Minnesota.

(g) Each party represents and warrants that it has the full right, power, and authority to enter into this Agreement and to perform its obligations hereunder.

*[Remainder of page intentionally left blank]*  
*[Signature pages to follow]*

**IN WITNESS WHEREOF**, the parties have executed this Agreement as of the day and year first written above.

**CITY OF LAKEVILLE**

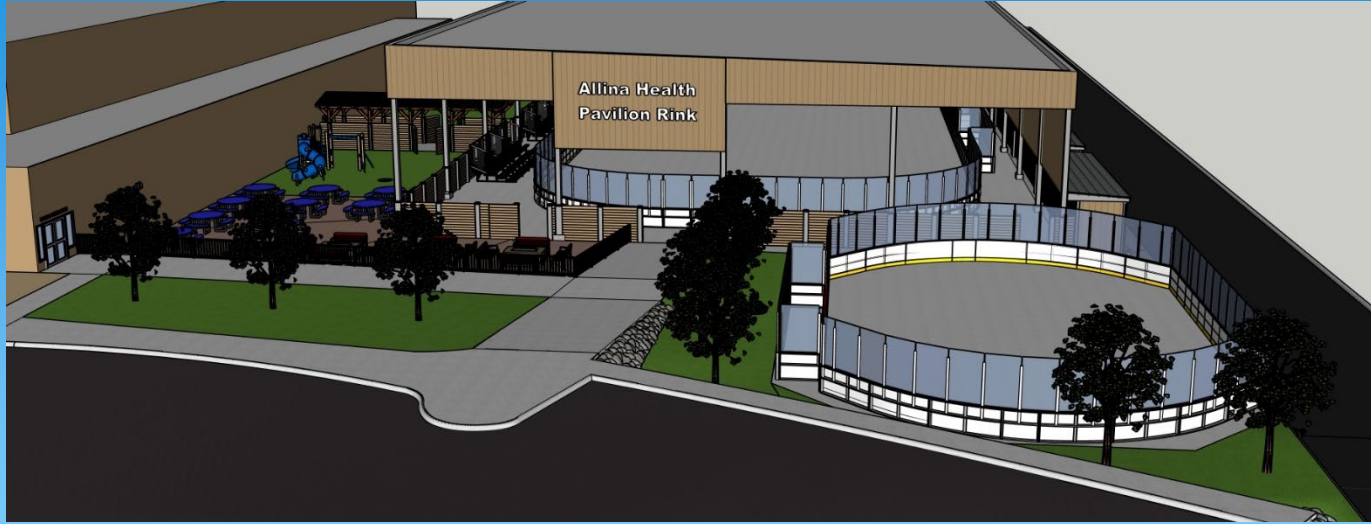
BY: \_\_\_\_\_  
Luke M. Hellier, Mayor

AND \_\_\_\_\_  
Ann Orlofsky, City Clerk

**ALLINA HEALTH SYSTEM**

BY: Blake Long  
Blake Long, VP Brand Marketing and  
Communications  
09.06.2024

# Allina Health Pavilion Rink at Hasse Arena



## Amenities Plan

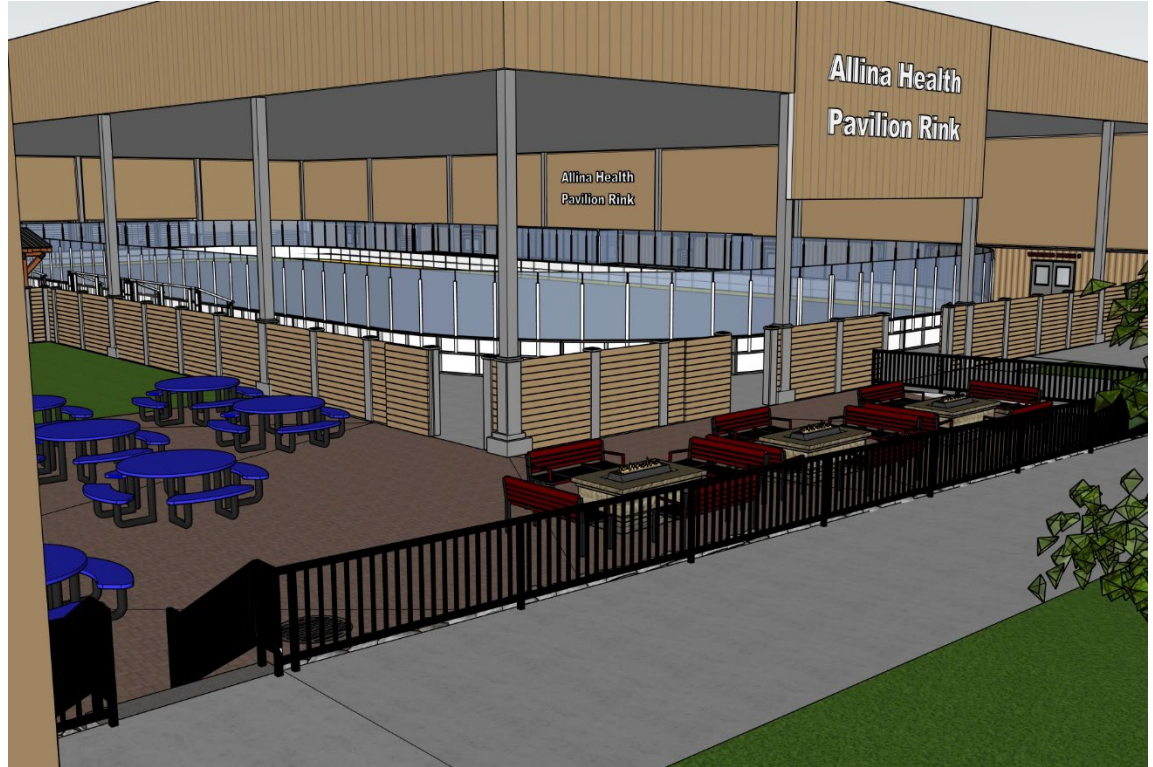
**Lakeville**  
ARENAS

# Allina Health Pavilion Rink at Hasse Arena

**Major Construction is now substantially complete and work on the Pavilion Rink Amenities will begin this this fall.**

**Due to limited funds remaining for the Amenities and the high construction costs, Lakeville Arenas staff will be performing most of the work on the amenities over the course of the next year.**

**This will save thousands and allow for the addition of more amenities needed to serve customers and residents.**



# Allina Health Pavilion Rink at Hasse Arena

## Fall Amenity Project Goals

- Final Landscape Grading
- Team Warming Houses
- Wind Screens on West & North Walls
- Zamboni & Snow Equipment Shed
- Bleacher & Scoreboard Installation

## Winter Amenity Projects Goals

- Security Fencing & Access Control
- Camera Installations
- Sound System Installation
- Storage Containers

## Spring Amenity Projects Goals

- Outdoor Patio Area & Firepits
- Final Landscaping Plantings

## Summer Amenity Projects Goals

- Arena Connection Sidewalk Canopy
- Concessions Stand
- Pavilion Kitchen

## Potential Glen Hasse Fundraising Match Projects

- Public 3on3 natural ice studio rink
- Dryland Training Building



**Pavilion Rink Patio with Fire Pits & Play Area**

# Allina Health Pavilion Rink at Hasse Arena

## **ALLINA HEALTH PAVILION RINK USAGE PLAN**

The new Pavilion rink will be operating year-round providing a wide variety of activities and events for Lakeville Arenas Customers and Residents.

### **WINTER USE (November – March)**

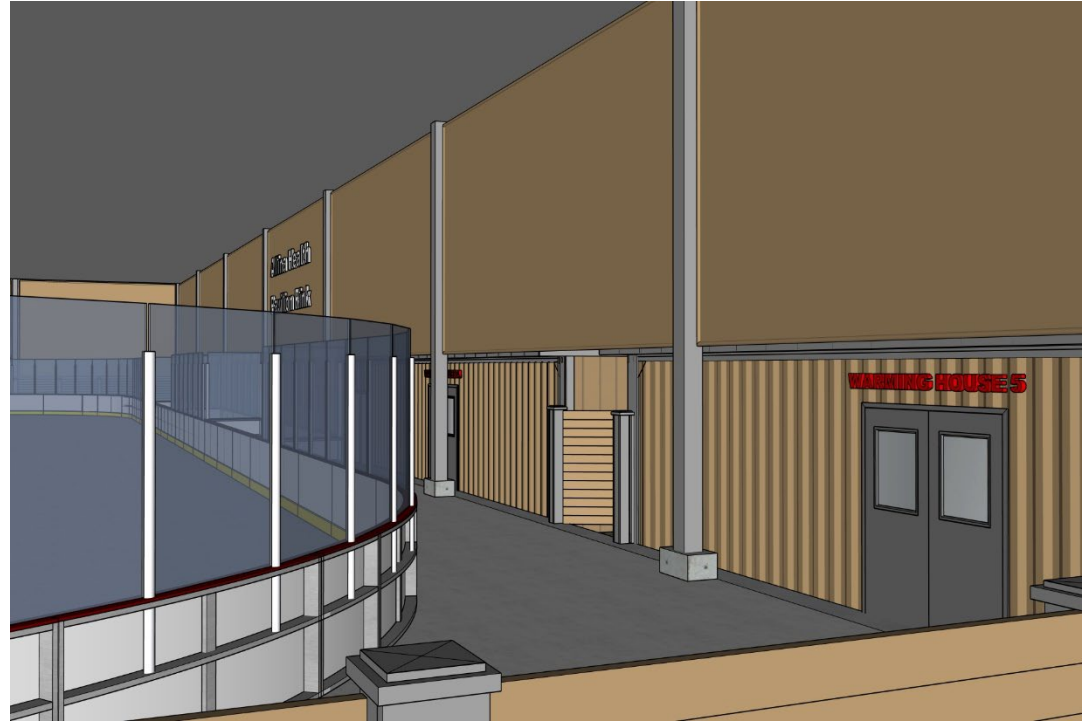
- Hockey Practices, Games, Tournaments
- Public Open Skating & Hockey Activities

### **SPRING USE (April- Mid-May)**

- Artificial Turf Activities
- Trade Shows & Expos

### **SUMMMER (Mid-May – October)**

- Pickleball Court Rental, Leagues, & Tournaments
- Trade Shows & Expos
- Community Festival Events (Pan-O-Prog)
- Cultural Events
- Concerts
- Family Reunions, Banquets, Weddings, Quinceaneras, Company Parties, Graduation Parties, and Other Special Events & Activities



**North Wall Warming Houses & Wind Screens**

# Allina Health Pavilion Rink at Hasse Arena



**North Side View of Team Warming Houses & Wind Screens**



**West End View -Zam Shed, Storage, Sidewalk Canopy**



**Potential 3on3 Studio Rink**

Please send comments or questions to Joe Bergquist at [jbergquist@lakevillemn.gov](mailto:jbergquist@lakevillemn.gov)



**Lakeville**  
ARENAS

# LAKEVILLE ARENAS

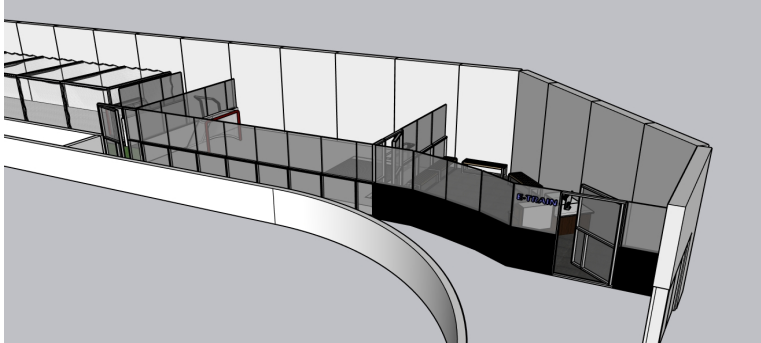
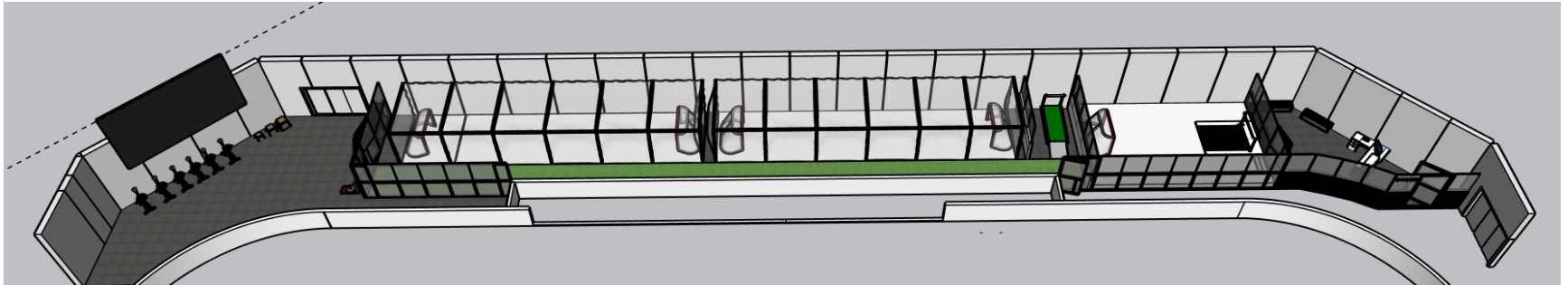


New Training Center Layout  
New Training Center Operating Proposal

Lakeville  
ARENAS

# AMES TRAINING CENTER

## NEW TRAINING CENTER LAYOUT

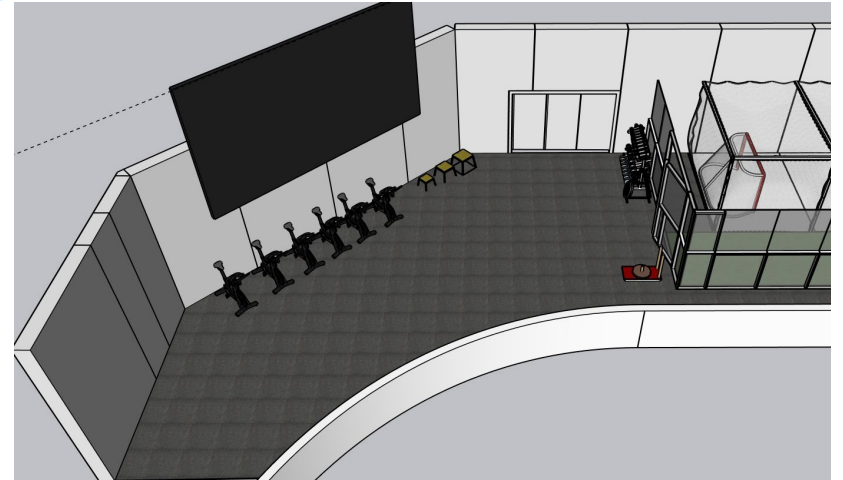
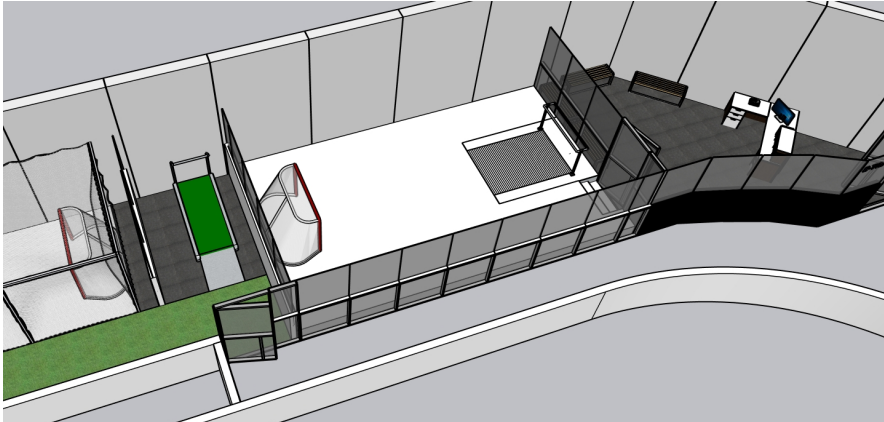


**The E-Train Office/Entrance will be in the corner at the west end of the rink. The current training center entrance will become the new treadmill entrance and a new entrance to the training center will be located next to the player bench entrance.**

# AMES TRAINING CENTER

## NEW TRAINING CENTER LAYOUT

The E-Train Treadmills will be located at the west end next to their office. Skating treadmill will be secured separately from the training center. Running treadmill may also get caged in and secured separately.



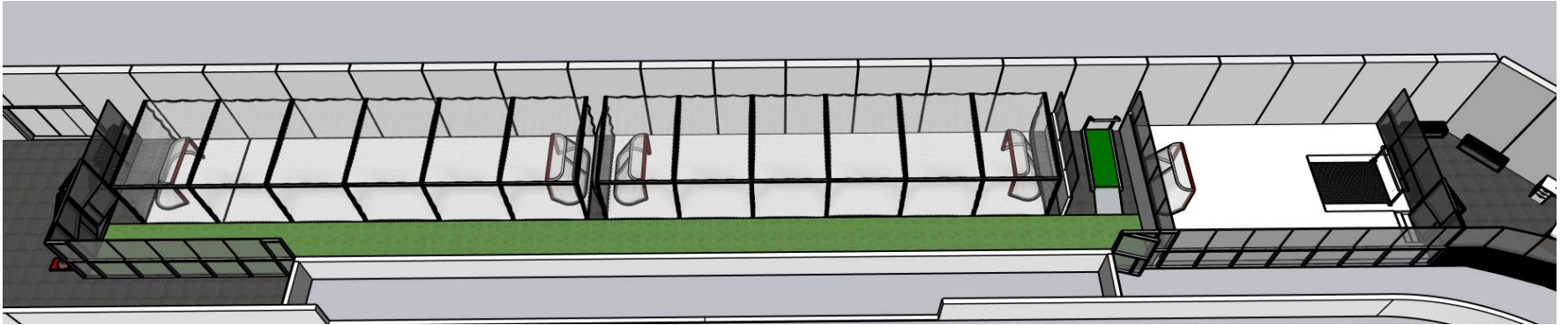
The current dry-land workout area will be moved to the east end under the video board and have more space for additional equipment that E-Train will provide at no additional cost to anyone.

# AMES TRAINING CENTER

## NEW TRAINING CENTER LAYOUT

The west shooting area will be moved to the east to make room for the treadmills.

The Arenas staff will take care of construction of E-Train office. Moving the training center entrance door, moving the shooting areas and dry-floor workout area.



# AMES TRAINING CENTER

## CURRENT TRAINING CENTER CHALLENGES

**Operation of the current training center has been difficult for all involved. The following is a list of challenges that the Arenas and LHA have experienced since it opened three years ago.**

- **Overall Operating** - Difficult to manage and operate with volunteers and the Arena not involved.
- **Damage & Security** – The Area consistently gets left unlocked and open to anyone. The Arena staff has ended up tying to police it and keep it locked but has been unsuccessful.
- **Unsupervised Players** - Current policy requires all players must be supervised by a coach or adult. Players are consistently found unsupervised, leaving trash, and have caused damage in the past.
- **Scheduling & Ease of Access** – Coaches are regularly asking arena staff to open it or reserve it for them. Some coaches are often disrespectful, rude, and become angry with staff when they are told they we cannot open it for them and that they need to go through LHA for scheduling and access.
- **Cleaning & Organization** – Cleaning is sporadic, Arenas does not know when or if people will show to clean, people show up with no idea of what to do, equipment that gets moved around is rarely returned to its place.
- **Pucks** - Pucks are often taken (borrowed but never returned) and the Arenas is regularly being approached to supply pucks.
- **Repair & Maintenance** – No current plan for maintaining and repairing equipment. (netting, tarps, nets, synthetic ice, turf, weights, pucks missing). Repairs often take a long time, locks have been a problem for quite some time, and it has not been locked in quite a while.

# NEW PROPOSED PARTNERSHIP



Lakeville Arenas is proposing that we take over operations in partnership with E-Train. We believe this will eliminate many of the challenges and issues that currently exist. LHA will receive priority booking for reserving the shooting and workout areas. There will be no charge to LHA for our services to operate and maintain the facility provided we have the ability to use or rent it after LHA's scheduling deadlines have passed and remaining openings become first come first serve.

- E-Train & Lakeville Arenas will take over operations and share responsibilities for the shooting and workout areas.
- The Arenas will take over scheduling of the shooting and workout areas similar to ice rentals and meeting room reservation using our reservations software. Teams may book just the shooting and workout area or both at the same time.
- A schedule screen will be added in the arena similar to the locker room and meeting room screens.
- Coaches and managers will email the arenas at [info@lakevillearenas.org](mailto:info@lakevillearenas.org) to book the shooting and workout areas.
- E-Train will provide a reduced rate for LHA teams that want to include the treadmill services to dryland workouts.



- **LHA will receive priority booking for the space during the regular season. E-Train will then have access to the space after LHA, then the Arenas will rent any remaining open hours on a first come first serve basis.**
- **During the off-season LHA will also have access if desired but the Arenas and E-Train will have priority to rent the space to camps or use it for internal camps and programs scheduled in advance when the summer ice is sold.**
- **Scheduling Hierarchy and Procedures**
  - **Season Scheduling – LHA shall schedule consistent weekly space in conjunction with the season ice scheduling process. Example; If LHA wants to include dryland training to their weekly on ice skills sessions and have each level do dryland before or after their ice.**
  - **In-Season Team Scheduling**
    - **LHA Teams will be provided one weekly dryland session per week after practice schedules are released.**
    - **LHA will establish set practice release deadlines throughout the season, which will provide ample time for both LHA Teams and then E-Train to books sessions.**
    - **LHA Teams will have one week to schedule their session after practice schedules are released. After that, all remaining hours will become available to E-Train to schedule and use, then to the arena to sell first come first serve. (LHA teams can still pickup hours on 1<sup>st</sup> come 1<sup>st</sup> serve at no charge)**

# AMES TRAINING CENTER

## NEW PROPOSED PARTNERSHIP



- **E-train will police and supervise the shooting areas when they are open and provide access to all users. This will prevent unsupervised players from sneaking in and misbehaving.**
- **In an effort to provide more access to the area for LHA members when its not scheduled individual players will be allowed to use the shooting area when E-Train staff are working and nearby to supervisor them. Players must ask permission from E-Train before using it.**
- **When E-Train staff are not working the Arenas will open and close the training area for scheduled teams and users, by checking out a key in exchange for car keys or a license from the scheduled coaches or managers.**
- **The Arenas will add security cameras and police the areas when E-Train is not open.**
- **The Arenas will be responsible for all repairs and maintenance to the shooting/training areas and equipment.**
- **E-Train will be responsible for keeping all the areas cleaned on a regular basis.**
- **The Arenas, LHA, and E-train will share in purchasing pucks as needed.**



Thank you!

Comments & Questions



Lakeville  
ARENAS



## YOUR CUSTOM QUOTE

- **Generated** 08/23/2024
- **Reference** 284372

**Your Agent** Kyle Koncilja  
**Contact** (651) 224-6560  
**eMail** kyle@bigblueboxes.com

<b>CUSTOMER</b>	Joe Bergquist
<b>Address</b>	
<b>City / State / Zip</b>	MN 55044
<b>Contact Number</b>	(612) 961-4110
<b>Contact Email</b>	jbergquist@lakevillemn.gov

### YOU REQUESTED

ITEM DESCRIPTION	QUANTITY	PRICE	DELIVERY	TOTAL
40' New High Cube Container Sale. Delivery to Lakeville, MN 55044	7.0	\$4,250.00	\$250.00	\$31,500.00
40' New (1 Trip) Open Side Sale. Delivery to Lakeville, MN 55044	2.0	\$10,000.00	\$250.00	\$20,500.00
NO SALES TAX	1.0	\$0.00	\$0.00	\$0.00

### NOTES

**Subtotal** \$52,000.00  
**Total Tax** \$0.00  
**Total** \$52,000.00

### Ask about our Risk-Free transaction:

- ◆ Better Business Bureau: A+ Rating
- ◆ Customer Satisfaction Guarantee
- ◆ Price Match Guarantee

Click here to see what our customers are saying about us! 

Over 25 Years Serving Your Container Needs

**Rent • Buy • Modify • Move**

**Customer:**

**Quotes are valid for 30 days from the creation date or upon contract expiration, whichever occurs first.**

**A Purchase Order (PO) or Letter of Intent (LOI) including the below information is required to proceed with this sale. The PO or LOI will be returned if information is missing.**

Vendor: Deere & Company

- 2000 John Deere Run  
Cary, NC 27513

- Signature on all LOIs and POs with a signature line

- Contract name or number; or JD Quote ID

- Sold to street address

- Ship to street address (no PO box)

- Bill to contact name and phone number

- Bill to address

- Bill to email address (required to send the invoice and/or to obtain the tax exemption certificate)

- Membership number if required by the contract

**For any questions, please contact:**

**Novak Collin**

Midwest Machinery Co.

2925 145th Street West

Rosemount, MN 55068

Tel: 651-423-2274

Mobile Phone: 952-846-7758

Fax: 651-423-2277

Email: [cnovak@mmcj.com](mailto:cnovak@mmcj.com)

Quotes of equipment offered through contracts between Deere & Company, its divisions and subsidiaries (collectively "Deere") and government agencies are subject to audit and access by Deere's Strategic Accounts Business Division to ensure compliance with the terms and conditions of the contracts.

**Quote Id:** 31386136

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**ALL PURCHASE ORDERS MUST BE MADE OUT  
TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580  
UEID: FNSWEDARMK53

**ALL PURCHASE ORDERS MUST BE SENT  
TO DELIVERING DEALER:**

Midwest Machinery Co.  
2925 145th Street West  
Rosemount, MN 55068  
651-423-2274  
sales@mmcjd.com

---

Prepared For:

**LAKEVILLE ARENAS**



**MIDWEST  
MACHINERY CO**

**Proposal For:**

**Delivering Dealer:**

Novak Collin

Midwest Machinery Co.  
2925 145th Street West  
Rosemount, MN 55068

651-423-2274  
sales@mmcjd.com

**Quote Prepared By:**

Novak Collin  
952-846-7758  
cnovak@mmcjd.com

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580  
UEID: FNSWEDARMK53

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Midwest Machinery Co.  
2925 145th Street West  
Rosemount, MN 55068  
651-423-2274  
sales@mmcjd.com

### Quote Summary

**Prepared For:**

LAKEVILLE ARENAS  
19900 IPA VA AVE  
LAKEVILLE, MN 55044  
Business: 952-985-2170  
Mobile: 612-961-4110  
JBERGQUIST@LAKEVILLEMN.GOV

**Delivering Dealer:**

**Midwest Machinery Co.**  
Novak Collin  
2925 145th Street West  
Rosemount, MN 55068  
Phone: 651-423-2274  
Mobile: 952-846-7758  
cnovak@mmcjd.com

**Quote ID:** 31386136  
**Created On:** 24 July 2024  
**Last Modified On:** 04 September 2024  
**Expiration Date:** 30 September 2024

Equipment Summary	Selling Price	Qty	Extended
JOHN DEERE 1585 TerrainCut™ with ComfortCab Commercial Front Mower (Less Mower Deck) <b>Contract:</b> Sourcewell Grounds Maintenance 031121-DAC (PG NB CG 70) <b>Price Effective Date:</b> August 28, 2024	\$ 44,058.64 X	1 =	\$ 44,058.64
JOHN DEERE 72 In. 7-Iron PRO Commercial Side Discharge Mower Deck <b>Contract:</b> Sourcewell Grounds Maintenance 031121-DAC (PG NB CG 70) <b>Price Effective Date:</b> August 19, 2024	\$ 4,934.93 X	1 =	\$ 4,934.93
60" MB BROOM TANK MOUNTED BROOM <b>Contract:</b> Sourcewell Grounds Maintenance 031121-DAC (PG NB CG 70) <b>Price Effective Date:</b>	\$ 12,500.00 X	1 =	\$ 12,500.00
SAMASZ 5FT 10" SAMASZ V- PLOW - 0089260 <b>Contract:</b> <b>Price Effective Date:</b>	\$ 5,194.00 X	1 =	\$ 5,194.00
<b>Equipment Total</b>			<b>\$ 66,687.57</b>

Salesperson : X \_\_\_\_\_

Accepted By : X \_\_\_\_\_

---

**ALL PURCHASE ORDERS MUST BE MADE OUT  
TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580  
UEID: FNSWEDARMK53

**ALL PURCHASE ORDERS MUST BE SENT  
TO DELIVERING DEALER:**

Midwest Machinery Co.  
2925 145th Street West  
Rosemount, MN 55068  
651-423-2274  
sales@mmcjd.com

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\* Includes Fees and Non-contract items

**Quote Summary**

Equipment Total	\$ 66,687.57
Trade In	
SubTotal	<b>\$ 66,687.57</b>
Est. Service Agreement Tax	\$ 0.00
Total	\$ 66,687.57
Down Payment	(0.00)
Rental Applied	(0.00)
<b>Balance Due</b>	<b>\$ 66,687.57</b>

Salesperson : X \_\_\_\_\_

Accepted By : X \_\_\_\_\_

# Selling Equipment

Quote Id: 31386136      Customer Name: LAKEVILLE ARENAS

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580  
UEID: FNSWEDARMK53

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Midwest Machinery Co.  
2925 145th Street West  
Rosemount, MN 55068  
651-423-2274  
sales@mmcjd.com

<b>JOHN DEERE 1585 TerrainCut™ with ComfortCab Commercial Front Mower</b>							
<b>Hours:</b>							
<b>Stock Number:</b>							
<b>Contract:</b> Sourcewell Grounds Maintenance 031121-DAC (PG NB CG 70)							<b>Selling Price *</b>
							\$ 44,058.64
<b>Price Effective Date:</b> August 28, 2024							
* Price per item - includes Fees and Non-contract items							
Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
246BTC	1585 TerrainCut™ with ComfortCab Commercial Front Mower (Less Mower Deck)	1	\$ 55,722.00	23.00	\$ 12,816.06	\$ 42,905.94	\$ 42,905.94
<b>Standard Options - Per Unit</b>							
001A	United States and Canada	1	\$ 0.00	23.00	\$ 0.00	\$ 0.00	\$ 0.00
183N	JDLink™ M Modem	1	\$ 0.00	23.00	\$ 0.00	\$ 0.00	\$ 0.00
<b>Standard Options Total</b>			<b>\$ 0.00</b>		<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Dealer Attachments/Non-Contract/Open Market</b>							
BUC11627	Beacon LED Light Kit (Cab Only)	1	\$ 341.65	23.00	\$ 78.58	\$ 263.07	\$ 263.07
BUC11654	Rear LED Work Light Kit (2 Lights) (Cab Only)	1	\$ 212.71	23.00	\$ 48.92	\$ 163.79	\$ 163.79
LVB24844	External Mirror Kit (Cab Only)	1	\$ 266.26	23.00	\$ 61.24	\$ 205.02	\$ 205.02
UC13263	Quik-Tatch Weight, 42 lb (19 kg)	6	\$ 84.27	23.00	\$ 19.38	\$ 389.34	\$ 389.34
TCB10303	Rear Weight Mounting Kit	1	\$ 170.77	23.00	\$ 39.28	\$ 131.49	\$ 131.49
<b>Dealer Attachments Total</b>			<b>\$ 1,497.01</b>		<b>\$ 344.30</b>	<b>\$ 1,152.71</b>	<b>\$ 1,152.71</b>
<b>Value Added Services Total</b>			<b>\$ 0.00</b>			<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Total Selling Price</b>			<b>\$ 57,219.01</b>		<b>\$ 13,160.36</b>	<b>\$ 44,058.65</b>	<b>\$ 44,058.65</b>

**JOHN DEERE 72 In. 7-Iron PRO Commercial Side Discharge Mower Deck**

# Selling Equipment

Quote Id: 31386136      Customer Name: LAKEVILLE ARENAS

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580  
UEID: FNSWEDARMK53

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Midwest Machinery Co.  
2925 145th Street West  
Rosemount, MN 55068  
651-423-2274  
sales@mmcjd.com

**Equipment Notes:**

Hours:

**Stock Number:**

**Selling Price \***

**Contract:** Sourcewell Grounds Maintenance 031121-DAC  
(PG NB CG 70)

\$ 4,934.93

**Price Effective Date:** August 19, 2024

\* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
034NTC	72 In. 7-Iron PRO Commercial Side Discharge Mower Deck	1	\$ 6,409.00	23.00	\$ 1,474.07	\$ 4,934.93	\$ 4,934.93
<b>Standard Options - Per Unit</b>							
001A	United States and Canada	1	\$ 0.00	23.00	\$ 0.00	\$ 0.00	\$ 0.00
<b>Standard Options Total</b>			<b>\$ 0.00</b>		<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Value Added Services Total</b>			<b>\$ 0.00</b>			<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Total Selling Price</b>			<b>\$ 6,409.00</b>		<b>\$ 1,474.07</b>	<b>\$ 4,934.93</b>	<b>\$ 4,934.93</b>

## 60" MB BROOM TANK MOUNTED BROOM

**Equipment Notes:**

Hours: 0

**Stock Number:**

**Selling Price \***

**Contract:** Sourcewell Grounds Maintenance 031121-DAC  
(PG NB CG 70)

\$ 12,500.00

**Price Effective Date:**

\* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
MB	MB 60" HYDRAULIC TANK MOUNT BROOM	1	\$ 12,500.00	0.00	\$ 0.00	\$ 12,500.00	\$ 12,500.00
<b>Total Selling Price</b>			<b>\$ 12,500.00</b>		<b>\$ 0.00</b>	<b>\$ 12,500.00</b>	<b>\$ 12,500.00</b>

# Selling Equipment

**Quote Id:** 31386136      **Customer Name:** LAKEVILLE ARENAS

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580  
UEID: FNSWEDARMK53

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Midwest Machinery Co.  
2925 145th Street West  
Rosemount, MN 55068  
651-423-2274  
sales@mmcjd.com

**SAMASZ      5FT 10" SAMASZ V-PLOW - 0089260**

**Equipment Notes:**

Hours: 0

Stock Number: 572933

Contract:

Price Effective Date:

**Selling Price \***

\$ 5,194.00

\* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
---	SAMASZ 5FT 10" SAMASZ V-PLOW	1	\$ 3,995.00	0.00	\$ 0.00	\$ 3,995.00	\$ 3,995.00
<b>Dealer Attachments/Non-Contract/Open Market</b>							
A	SETUP	1	\$ 500.00	0.00	\$ 0.00	\$ 500.00	\$ 500.00
A	HITCH FOR FRONT MOUNT	1	\$ 699.00	0.00	\$ 0.00	\$ 699.00	\$ 699.00
<b>Dealer Attachments Total</b>			<b>\$ 1,199.00</b>		<b>\$ 0.00</b>	<b>\$ 1,199.00</b>	<b>\$ 1,199.00</b>
<b>Total Selling Price</b>			<b>\$ 5,194.00</b>		<b>\$ 0.00</b>	<b>\$ 5,194.00</b>	<b>\$ 5,194.00</b>



**Extended Repair Plan Proposal**

**PowerGard™ Protection Plan Residential**

**Date :** September 4, 2024

**Machine/Use Information**

**Plan Description**

**Price**

Manufacturer	<b>JOHN DEERE</b>	Plan Type:	Deductible:
Equipment Type	1585 TERRAIN CUT T4	Coverage:	Quoted Price      \$ 0.00
Model	1585 TERRAIN CUT T4	Total Months:	
		Total Hours:	

THIS PROPOSAL IS VALID FOR 30-DAYS FROM DATE ISSUED. GRACE pricing is offered only early during the Deere basic warranty period and has no surcharges. After this period, DELAYED PURCHASE pricing (surcharged) is offered later during the John Deere Basic Warranty. Many PowerGard quotes presented in the Delayed Purchase Period will require inspection/certification process and must also past fluid testing. The Total Months and Total Hours listed above include the John Deere Basic Warranty terms (24 months / 2000 hours on Tractors, 24 months on Golf & Turf Products, 12 months for all AG Harvesting and Sprayer equipment, and 12 months/1000 hours on most Gator Utility Vehicles). "Limited" Plan coverage = Engine & Powertrain only. "Comprehensive" Plan coverage = Full Machine.

**Proposal Prepared for:**

*I have been offered this coverage and*

Customer Name - Please Print

**I ACCEPT** the Residential plan

**I DECLINE** the Residential plan

Customer Signature

*If declined, I fully understand that my equipment listed above is not covered for repair expenses due to component failures beyond the original basic warranty period provided by John Deere.*

**Note :** This is **not** a contract. For specific PowerGard™ Protection plan Residential coverage, please refer to the terms and conditions on John Deere's public website([www.JohnDeere.com](http://www.JohnDeere.com)) under Services & Support >Warranty > Extended Warranties > PowerGard protection plan Residential.

**PowerGard™ Protection Plan Residential (Residential plan) is:**

The PowerGard™ Protection Plan Residential is an extended repair plan that provides parts and labor coverage up to four years beyond the manufacturer's warranty. It is available on all riding lawn equipment, zero-turn radius mowers, utility vehicles, utility tractors and compact utility tractors. Your John Deere equipment will be in the hands of qualified, certified technicians from John Deere dealers using Genuine John Deere Parts.

**Not covered under a Residential plan:**

Residential plans do not cover routine maintenance services or items normally designed to be replaced by the purchaser due to normal wear and tear. They do not cover any product used for commercial or rental applications. They also do not cover repairs for damage from accident, misuse, fire, theft, or exposure to weather conditions such as lightning, hail, flood or water. See the actual PowerGard™ Protection Plan Residential Terms and Conditions for a complete listing of coverage, and limitations and conditions under the program.



## Benefits of a Residential plan:

- Offer the choice of adding up to 4 years of repair coverage beyond the machine's factory warranty.
- Do not require preapproval before repairs are made by the authorized John Deere dealership.
- Is transferable by the original purchaser for the balance of the original agreement period.
- Ensures higher resale value and makes equipment more marketable during sale or trade-in.
- Comprehensive Plans:
  - No deductibles and no out-of-pocket costs on covered repairs.
  - Free transportation for factory warranty and extended repair plan repairs for the term of the plan (Note: A surcharge may apply for machines located outside of the dealership's normal service area).
- Limited Powertrain Plans:
  - Low deductibles on covered repairs
  - Do not provide transportation coverage

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580  
UEID: FNSWEDARMK53



**JOHN DEERE**  
**FINANCIAL**

## Finance Options

Valid through September 30, 2024

Created On July 24, 2024

### **New JOHN DEERE 1585 TerrainCut™ with ComfortCab Commercial Front Mower (Less Mower Deck)**

#### Additional Items Included in Quote

New 60" MB BROOM TANK MOUNTED BROOM  
New #0089260 SAMASZ 5FT 10" SAMASZ V-PLOW  
New JOHN DEERE 72 In. 7-Iron PRO Commercial Side Discharge Mower Deck

Selling Price	<b>\$ 66,687.57</b>
Add'l Advanced Payment	---
Trade-Ins	---
Net Selling Price	<b>\$ 66,687.57</b>

Physical Damage Insurance	---
PowerGard	---
Filing / Origination Fees	---

Total Lease Amount	<b>\$ 66,687.57</b>
Purchase Option	<b>\$ 1.00</b>

### Lease Offer

Term in Months	<b>60</b>
Annual Hrs	<b>500</b>
Cost/Hour	<b>\$ 30.97</b>

**\$ 1,290.29**  
**Monthly**

Quote does not include sales tax. Quote may or may not include property tax. Insurance, warranty, and fees quoted with this offer are included in the Cost/Hour calculation.

Subject to approval by John Deere Financial. Taxes, freight, setup, and delivery charges, and optional charges for other services may or may not be included and could change the lease payment. Lease payments are in advance unless otherwise noted in the quote above and may vary based upon the end of lease term purchase option price. Not available for Consumer use. Available only at participating dealers.

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580  
UEID: FNSWEDARMK53



**JOHN DEERE**  
**FINANCIAL**

## Finance Options

Valid through September 30, 2024  
Created On July 24, 2024

### New JOHN DEERE 1585 TerrainCut™ with ComfortCab Commercial Front Mower (Less Mower Deck)

New 60" MB BROOM TANK MOUNTED BROOM  
New #0089260 SAMASZ 5FT 10" SAMASZ V-PLOW  
New JOHN DEERE 72 In. 7-Iron PRO Commercial Side Discharge Mower Deck

	Lease
Term in Months	60
Annual Hrs for Term	500
Cost/Hour	\$ 30.97
Payment	\$ 1,290.29 Monthly
Selling Price	\$ 66,687.57
Add'l Advanced Payment	---
Trade-Ins	---
Net Selling Price	\$ 66,687.57
Physical Damage Insurance	---
PowerGard	---
Filing / Origination Fees	---
<b>Total Lease Amount</b>	<b>\$ 66,687.57</b>
Purchase Option	\$ 1.00
<b>Total Payments</b>	<b>\$ 77,417.40</b>

Subject to approval by John Deere Financial. Taxes, freight, setup, and delivery charges, and optional charges for other services may or may not be included and could change the lease payment. Lease payments are in advance unless otherwise noted in the quote above and may vary based upon the end of lease term purchase option price. Not available for Consumer use. Available only at participating dealers.

-- Standard Features --

-- Custom Options --



S Series SVL75-3HFWCC

\*\*\* EQUIPMENT IN STANDARD MACHINE \*\*\*

**FEATURES**

Vertical Lift Path Loader Frame  
 Standard Front Quick Coupler,  
 Float Standard  
 Hydraulic Quick Coupler Option  
 Selector Loader Arm Self-  
 Leveling  
 Loader Boom Lock  
 Open ROPS & Air Conditioned  
 ROPS/FOPS Cab Models  
 High Back, Adjustable, Vinyl,  
 Suspension Seat  
 2" Retractable Seat Belt and 2-  
 Piece Seat Bar  
 12V Electric Outlet  
 19.2 gpm Auxiliary Hydraulics  
 standard, 29.8 gpm Option  
 Direct To Tank Return Line  
 Rigid Mounted Undercarriage, 4  
 Lower Track Rollers  
 Rubber Tracks, 12.6" Standard,  
 15" Optional  
 Two Speed Travel System  
 Automatic Wet Disk Parking  
 Brake  
 Kubota 4 Hydraulic Pump Load  
 Sensing System  
 2 Gear, 2 Variable  
 Displacement Pumps  
 Hydraulic Joystick Controls,  
 Optional Multi-Functional Grips  
 ISO Operating Pattern  
 Hand And Foot Throttle  
 Controls  
 Electronic Travel Torque  
 Management  
 Automatic Glow Plugs  
 7" Multifunction Touch Screen  
 Integrated Rear Camera  
 Keyless Start  
 Self Bleed Fuel System  
 2 Front and 2 Rear Working  
 Lights  
 Hour Meter, Engine  
 Temperature and Fuel  
 Gauges and Warning Lights  
 Horn and Backup Alarm  
 Lockable Fuel Cap  
 Bolt On Grab Handles to enter  
 machine  
 KubotaNOW Telematics

**BASIC UNITS**

SVL75-3, 15.8" Rubber Tracks,  
 Open ROPS/FOPS Cab  
 Hydraulic Quick Coupler  
 High Flow Hydraulics & MF Grips  
 14-Pin Coupler  
 Reversing Fan  
 Cold-weather CCV Package

**ENGINE**

V3307 Kubota CR-TE4, Tier 4  
 Diesel Engine  
 4 Cylinder, 4 Cycle, Turbo Charged  
 74.3 Gross HP @ 2400 rpm

**DIMENSIONS**

Cab Height 81.8"  
 Width (without attachment) 65.9"  
 Width with wide track option  
 (without attachment) 69.1"  
 Length (without attachment) 112.0"  
 Length of Track on Ground 56.5"

**OPERATIONAL**

**DIMENSIONS**

Operating Weight\*, SVL75H, 12.6"  
 Rubber Tracks, Open  
 ROPS/FOPS Cab, Mechanical  
 Quick Coupler 9,190 lbs.  
 Rated Operating Capacity (@ 35%  
 of Tipping Load) 2,490 lbs.  
 Rated Operating Capacity (ROC)  
 @ 35% of Tipping Load complies  
 with ISO 14397-1 and SAE J 818  
 for crawler loaders  
 Rated Operating Capacity (ROC)  
 @ 50% of Tipping Load 3,557 lbs.  
 Tipping Load 7,112 lbs.  
 Auxiliary Hydraulics Flow 192/  
 29.8 gpm  
 Travel Speed (Low / High)  
 5.6 / 8.6 mph  
 Reach @ Maximum Height 39.6"  
 Height to Hinge Pin 122.7"  
 Ground Pressure (Standard Track)  
 5.8 psi  
 Ground Pressure (Wide Track) 4.7  
 psi  
 Traction Force 9,678 lbf.

\* Includes operator's weight, 175  
 lbs.

SVL75-3HFWCC Base Price: \$82,784.00

(1) AT&T TELEMATICS MODEM DCU6700-AT&T TELEMATICS MODEM	\$449.00
(1) 74" Heavy Duty, Low Profile, Standard Floor, Cutting Edge, Side Cutter, 15.4 cu-ft heaped capacity AP-HD74LC-74" Heavy Duty, Low Profile, Standard Floor, Cutting Edge, Side Cutter, 15.4 cu-ft heaped capacity	\$2,437.00
(1) HOSE STAY FOR SSV/SVL MODELS S6763-HOSE STAY FOR SSV/SVL MODELS	\$108.00
(1) SBL25 Series Snow Blower, 74" Width AP-SBL2574-12-20-32-40-50-SBL25 Series Snow Blower, 74" Width	\$11,003.00
(1) AB Series Angle Broom, 84" Width AP-AB84-01-16-52-60-AB Series Angle Broom, 84" Width	\$9,524.00
<b>Configured Price:</b>	<b>\$106,305.00</b>
<b>Sourcewell Discount:</b>	<b>(\$25,718.47)</b>
<b>SUBTOTAL:</b>	<b>\$80,586.53</b>
<b>Dealer Assembly:</b>	<b>\$33.00</b>
<b>Freight Cost:</b>	<b>\$831.25</b>
<b>PDI:</b>	<b>\$400.00</b>

Total Unit Price: \$81,850.78  
 Quantity Ordered: 1  
 Final Sales Price: \$81,850.78

**Purchase Order Must Reflect Final Sales Price.**

**To order, place your Purchase Order directly with the quoting dealer**

**\*Some series of products are sold out for 2022. All equipment specifications are as complete as possible as of the date on the quote. Additional attachments, options, or accessories may be added (or deleted) at the discounted price.** All specifications and prices are subject to change. Taxes are not included. The PDI fees and freight for attachments and accessories quoted may have additional charges added by the delivering dealer. These charges will be billed separately. Prices for product quoted are good for 60 days from the date shown on the quote. All equipment as quoted is subject to availability.