

Sullivan Arena Operating Agreement Between O'Malley Ice & Sports, LLC and the MOA:

Payments to/from O'Malley Ice & Sports, LLC and to/from the MOA

O'Malley Ice & Sports LLC to the MOA:

- **5% of Gross Revenues to the MOA for the Arena Capital Reserve for Yr 2 – Yr 5**
- **No facility maintenance cost contribution to the MOA**
- **50% of Net Profit to the MOA (if revenues exceed expenses) or O'Malley absorbs any Net Operating Losses/Deficits (if expenses exceed revenues)**
- **Per AMC 10.45.050: Applicable Surcharge on ticket sales: .50 on ticket price < \$10.00, and \$1.00 on ticket price >\$10.00.**

MOA to/for O'Malley Ice & Sports LLC:

- **O'Malley keeps 50% of Net Profit. There is 0% reimbursement from the MOA if there is a resulting Net Operating Loss/Deficit. (In the past, the MOA reimbursed the prior operator for Net Operating Deficits).**
- **MOA pays utility costs for Yr 1 & Yr 2 until July 31, 2025 at which time O'Malley assumes responsibility for all utility payments effective August 1, 2025.**
- **Per AMC 10.45.050: O'Malley keeps .50 fee on all tickets sold for any event**

Sullivan Arena Utility Payments by MOA for 2024

<u>Date</u>	<u>Chugach Electric- Sullivan Arena</u>	<u>ENSTAR- Sullivan Arena Bldg</u>	<u>ENSTAR- Sullivan Storage Shed</u>	<u>AWWU- Sullivan Arena</u>	<u>TOTAL- Sullivan Arena</u>
January 2024	\$ 29,123.21	\$ 37,722.87	\$ 779.00	\$ 668.90	\$ 68,293.98
February 2024	\$ 27,753.85	\$ 35,084.27	\$ 928.69	\$ 2,168.82	\$ 65,935.63
March 2024	\$ 30,610.25	\$ 28,791.82	\$ 661.90	\$ 537.40	\$ 60,601.37
April 2024	\$ 22,972.23	\$ 14,750.01	\$ 376.79	\$ 492.89	\$ 38,591.92
May 2024	\$ 22,420.57	\$ 8,028.00	\$ 16.30	\$ 1,223.65	\$ 31,688.52
June 2024	\$ 22,764.76	\$ 3,736.21	\$ 16.29	\$ 431.98	\$ 26,949.24
July 2024	\$ 22,584.24	\$ 3,516.06	\$ 16.29	\$ 234.34	\$ 26,350.93
August 2024	\$ 26,389.63	\$ 6,625.56	\$ 16.29	\$ 615.76	\$ 33,647.24
September 2024	\$ 31,817.56	\$ 17,335.74	\$ 372.20	\$ 661.51	\$ 50,187.01
October 2024	\$ 32,031.00	\$ 33,109.48	\$ 682.56	\$ 997.04	\$ 66,820.08
November 2024	\$ 31,398.05	\$ 39,837.64	\$ 887.00	\$ 1,622.32	\$ 73,745.01
December 2024	\$ -	\$ 26,337.28	\$ 698.45	\$ 1,759.58	\$ 28,795.31
TOTAL 2024 Utility Payments	\$ 299,865.35	\$ 254,874.94	\$ 5,451.76	\$11,414.19	\$571,606.24

Sullivan Arena Operating Agreement Between O'Malley Ice & Sports, LLC and the MOA:

O'Malley Ice & Sports, LLC Repair & Maintenance (routine and preventative) Cost Responsibilities

- **Snow Removal & Sanding – Parking Lot and Sidewalks**
- **Landscaping & Litter removal from exterior**
- **Sewer & Drain Unclogging**
- **Replacement of Door Locks, Cores, & Keys**
- **Scoreboard, PA Systems**
- **Ice Rink Refrigeration and propane**
- **Design Layout & Installation of artificial turf and wood flooring**
- **Installation of basketball flooring & equipment**
- **Janitorial services & daily cleaning for all areas of the arena to include cleaning supplies and consumables such as garbage bags, paper towels and toilet paper**
- **Trash disposal & Refuse services**
- **Cleaning & Maintenance of food and beverage equipment**
- **Rink Maintenance & Repair to include glass and boards**
- **Provide Zamping services, and Zamboni Maintenance & Repairs to include engines, hydraulics, and fuel**
- **Making & Removal of ice and markings to include ice making supplies**

Sullivan Arena Operating Agreement Between O'Malley Ice & Sports and the MOA:

O'Malley Ice & Sports, LLC Operating Cost Responsibilities

- **Operation of the arena including management, administrative/clerical/accounting support, and all associated labor/personnel, and office supply costs. Establishment and maintenance of a financial management system.**
- **Insurance, Licenses, and Permits**
- **Marketing/Promotion include ticket sales**
- **Scheduling of ice**
- **Collection of revenues to include rent, fees and surcharges**
- **Goods for sale/resale: vending machines and concession operations including food and beverage subcontractors**
- **Security System Operation & Maintenance**
- **Phone/Internet services**
- **Parking/Traffic control management as needed**

Sullivan Arena Operating Agreement Between O'Malley Ice & Sports, LLC and the MOA:

MOA Cost Responsibilities (Periodic & Major Repairs, Replacements/Upgrades)

- **Parking lot & Exterior Parking Lot Lighting**
- **Plumbing, fixtures, Pipe Repair & Maintenance, and related Replacements as a result of normal depreciation**
- **Heat, Vent, and Air Units**
- **Fire Sprinklers, Protection, Alarms**
- **Roofing and Structural Element Major Repair and/or Replacement**
- **Ice Rink Refrigeration Upgrade/Improvement, and Replacement of depreciated components**
- **Elevators, Stairs & Walkways (does not include elevator annual maintenance agreements)**
- **Payment of utilities through July 31, 2025**