

# FACILITY MANAGEMENT CORPORATION

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## RATE INCREASE REQUEST MEMORANDUM

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**TO:** KAREN PARTANEN – DIRECTOR OF RECREATION & PARKS  
**FROM:** PATRICK FURZE  
**SUBJECT:** ICE RENTAL FEES AT WILLIAM L. CHASE ARENA  
**DATE:** 3/2/2018

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Dear Karen:

Following is a request for approval of rate increases at the William L. Chase Arena operated by FMC.

We propose a 2% rate increase at the facility, raising the ice rental rate to \$255.00 (based on a 50-minute hour).

**Current Rate Charged in the William L. Chase Arena: \$250.00**

**Proposed Rate: \$255.00**

**Last Rate Increase: 2016**

**Average fee in the metro-west area: \$316.00 (all)**

***The requested fee equals 81% of the average private rink fee.***

We request approval of this proposed rate to help cover the increased operating costs for the facility:

- Cost of living increases for staff (3% of total payroll) - Projected at \$8,000.00
- Increase in health insurance costs (14% increase in 2018) - Projected at \$2,000.00
- New energy supply contract with a higher cost per kwh – Projected at \$6,000.00

In order to provide a quality experience for arena patrons and retain talented staff, ice rates need to adjust based on the real incurred expenses of the facility. These increased costs along with the recent hike in the minimum wage and the full implementation of the Massachusetts mandatory sick leave law are having a significant impact on our operating budgets. While we have made concerted efforts to reduce costs through more strategic use of personnel, energy conservation, reductions in our overhead, etc., cutbacks alone cannot make up for the inflation in operating costs.

Attached is an analysis showing the rates charged by rinks in the same general service area as the William L. Chase Arena. As you can see, the requested rate maintains a very competitive and affordable user fee in comparison to the marketplace. Based on the feedback we received in compiling the rate survey for this request, we anticipate that many rinks will be increasing their rates (some significantly) in the next season.

Please let me know if you have any questions or need further information to evaluate this request.

Sincerely,



Vice President of Marketing & Development  
Facility Management Corporation

FMC Rink	Current Rate	Proposed Rate	Area Rinks	Current Rate	Average
William L. Chase Arena, Natick	\$250.00 (per 50-mins)	\$255.00 (per 50-mins)	Dexter School, Brookline	\$340.00	\$316.00
			Boch Ice Center, Dedham	\$350.00	
			Babson College, Wellesley	\$336.00	
			Rodman Arena, Walpole	\$350.00	
			Rivers School, Weston	\$320.00	
			New England Sports Center, Marlboro	\$294.00	
			Loring Arena, Framingham	\$225.00	