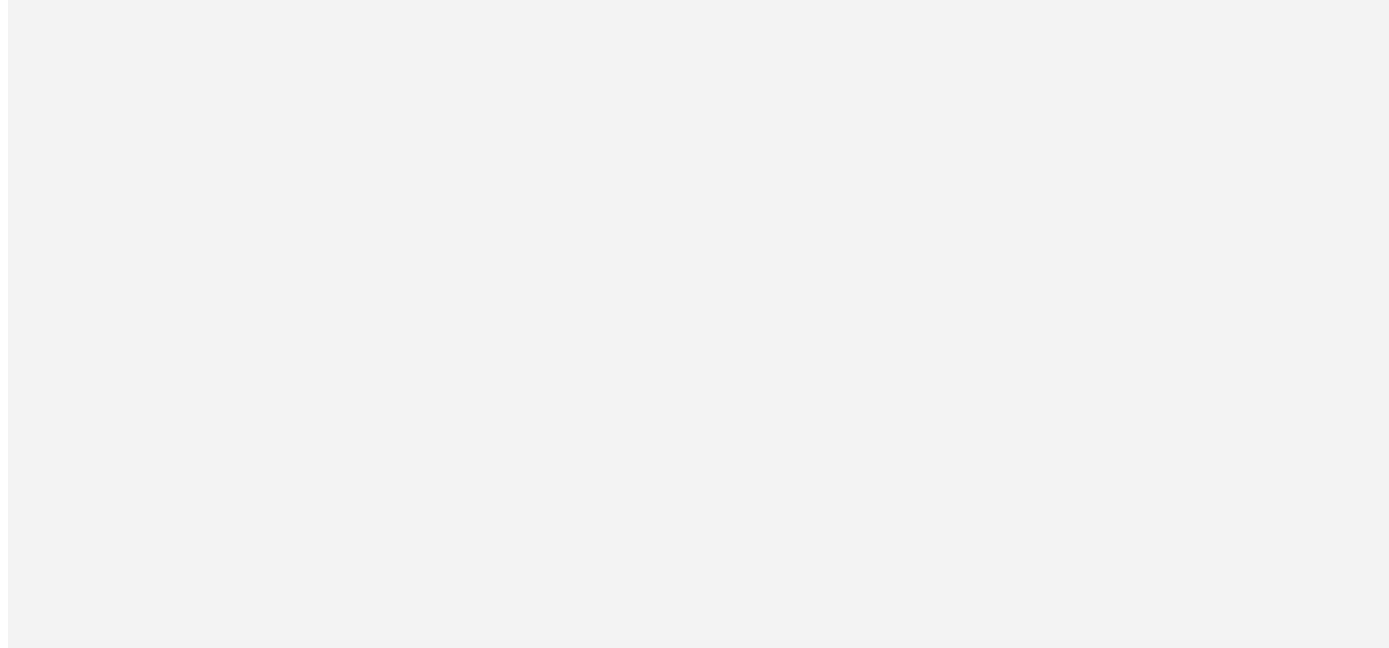




# *The Skating Club of Boston*

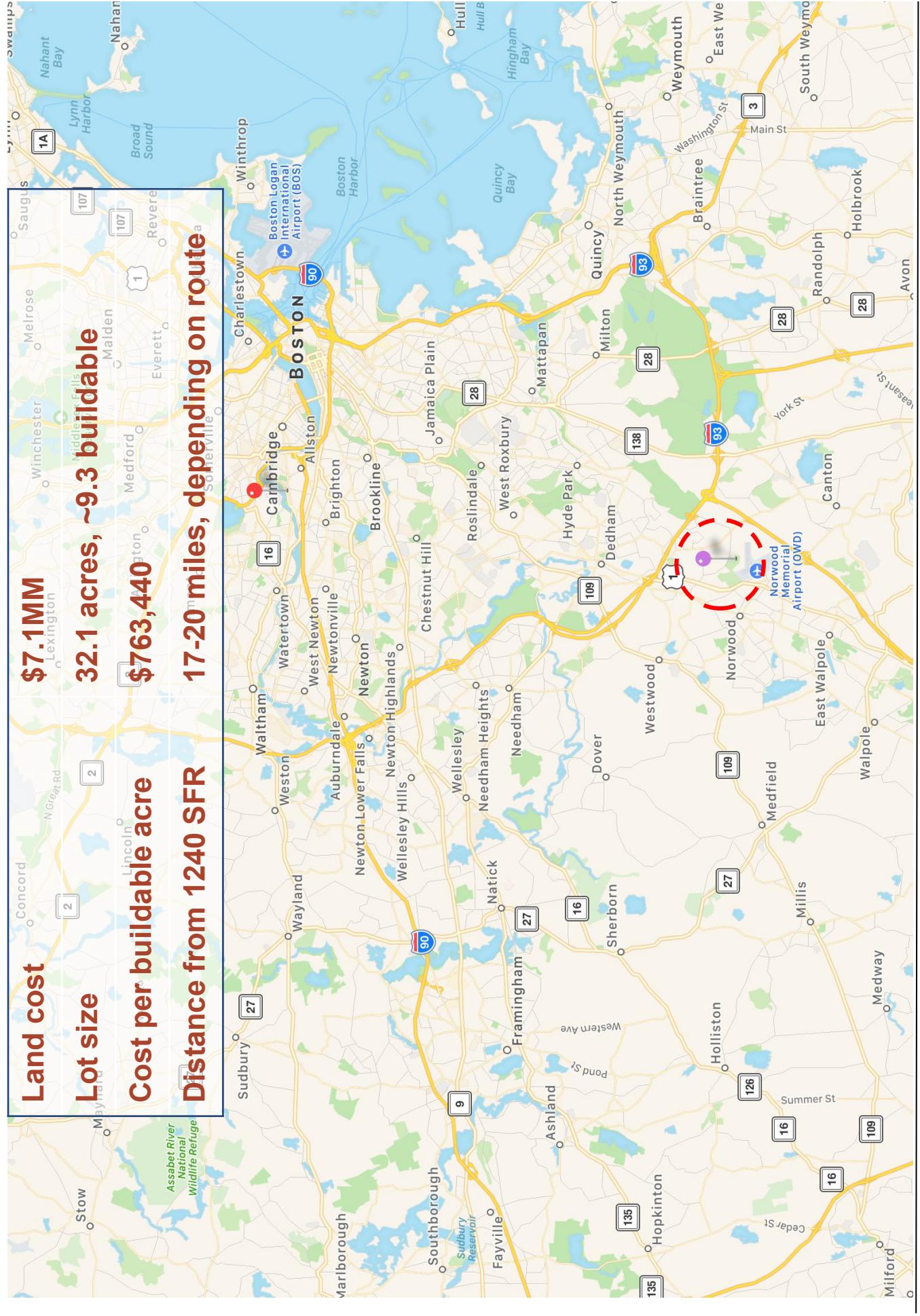


## New Facility Update

October 13, 2017

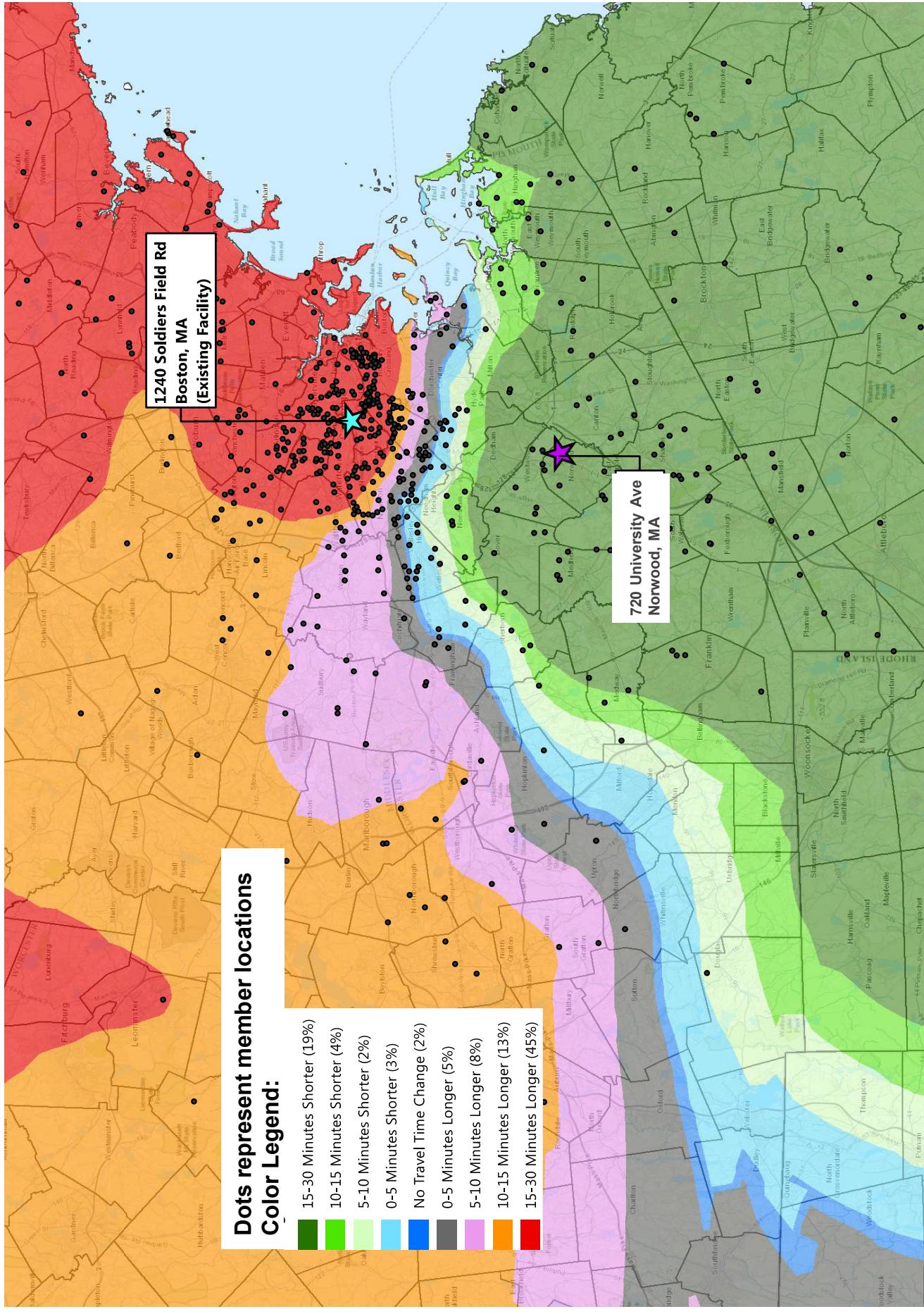
## NEW FACILITY UPDATE

# 720 University Avenue Site – Basic Information



## NEW FACILITY UPDATE

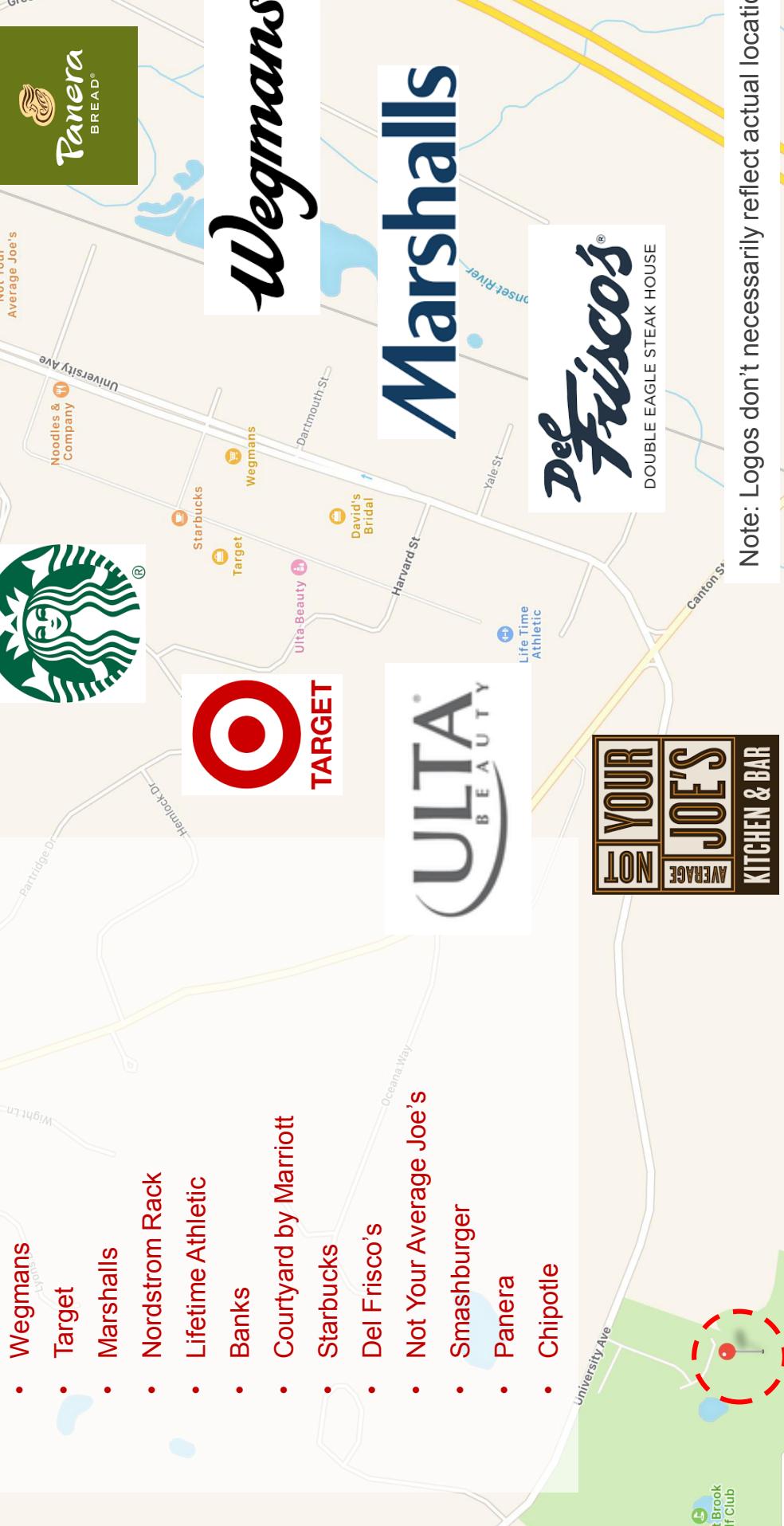
### Change in Member Travel Time: Weekday at 3PM



## NEW FACILITY UPDATE

# 720 University Avenue Site – Surrounding Amenities

- T Commuter Rail (1.8 m) – 8 minutes to Back Bay Station
- Rt. 1 Shopping district nearby
- University Station Development (1.5 m)



## NEW FACILITY UPDATE

### The Facility: Plan to Address the Many Skater, Coaches, and Member Needs

Physical Features	Social Amenities	Training Amenities	Other Skater Amenities
<ul style="list-style-type: none"><li>• 170,000 square feet, three (3) rinks<ul style="list-style-type: none"><li>• (2) NHL size (seating for 500 and 1,000 respectively)</li><li>• (1) Olympic size (seating for 2,500)</li></ul></li><li>• Natural light</li><li>• 500 parking spots</li><li>• Dedicated skater pick-up and drop-off area</li><li>• Expanded check-in space</li><li>• Added locker rooms</li><li>• Conference rooms</li></ul>	<ul style="list-style-type: none"><li>• Club lounge</li><li>• Club museum and library</li><li>• Coaches lounge</li><li>• Cafe and seating</li><li>• Skate rentals</li></ul>	<ul style="list-style-type: none"><li>• Enlarged off-ice training space</li><li>• Dedicated off-ice dance space</li><li>• Physical therapy examination and treatment room</li></ul>	<ul style="list-style-type: none"><li>• Professional kitchen</li><li>• Study rooms</li></ul>

## Key Development Steps

- 1. Purchase and Sale Agreement**
- 2. Due Diligence period**
- 3. Entitlement period (permitting)**
- 4. Financing**
- 5. Construction**

## **NEW FACILITY UPDATE**

### **Purchase and Sale Agreement**

- **Agreement is with the Meditech Company**
- **Drafted to the satisfaction of Club management and the Building Committee**
- **Ready for Club Board review and approval at October 18, 2017 Board Meeting**
- **Lays out deadlines and terms for due diligence, permitting, deposit schedules and termination**

## NEW FACILITY UPDATE

### Due Diligence Period

- **Three (3) month period of research about site begins with the signing of the purchase and sale agreement**
- **Critical period to determine two go/no go decision points**
  - Conservation commission classification of a man-made storm water basin
  - Geotechnical report on water table/issues
- **Also includes:**
  - Land survey
  - Title research
  - Easement research
  - Environmental engineering studies for soil, etc.
  - Civil engineering studies for utilities, water, sewage, traffic, etc.

## Entitlement Period (Permitting)

- Nine (9) month period to work through local zoning and permitting requirements
- Club applying to town for an educational use exemption
- All environmental review for project's impact on wetlands, nearby rivers and wildlife
- Process extended if state review also required

## NEW FACILITY UPDATE

### Financing

- Total cost of project under active development, and pending bids on the design/build contractor
- Total cost of project likely to be \$50 - \$55 million, including land, site preparation, design and construction, furnishings, management, legal and financing costs
- The Club will finance this project with a mix of equity and debt
  - Equity
    - Sale of 1234 Soldiers Field Road
    - Eventual Sale of 1240 Soldiers Field Road
    - Fundraising
    - NO PLANS for a special assessment
  - Amount of debt will depend on Club's conservative financial projections
    - 2017 Audit and 2018 Budget now complete, work has begun on new financial projections for new facility
    - Club has increased financial history of its operations and programming
    - Will project likely case scenario, as well as worst-case and best-case

- **Requires permitting and financing in place**
- **15-18 month duration**
- **Opening date is in flux: September 2019 - March 2020**
- **Build/Design Approach: combines the design and build processes within one organization**
  - Designed to save time
  - Designed to save money
  - Less back-and-forth between architect and builder
  - Less chance of cost surprises from over design, etc.
  - Slight advantage of function versus form in design decisions
  - Does not eliminate opportunity to upgrade various parts of the facility

### **1. Permitting and the schedule**

- Local and state permitting
- 4-6 months local permitting
- Local constituencies involved
- Time extensions for state involvement
  - MEPA (Massachusetts Environmental Policy Act)
    - Requires added public study of a project
    - Adds considerable time to the permitting process

### **2. Building costs**

- Balancing champagne tastes and soda pop budget
- Form and function
- Importance of expense management
- Time = Money

### **3. Financing**

- Can only come from three sources
  - Sale of property
  - Fundraising
  - Debt

## NEW FACILITY UPDATE

### Sale of 1240 Soldiers Field Road

- 1. Timing**
  - Need to know land value as soon as practical
  - Boston market's seller's boom may not last
  - Potential buyers actively circling
- 2. Conditions for Sale**
  - Club does not vacate until new facility is built
  - Club terminates any sales agreement if new facility can't be built
- 3. Skating Academy classes**
- 4. Options for Club ice in Boston**

