



PENSACOLA BAY CENTER

PROVIDING A PLAN FORWARD

INVESTING IN THE FUTURE:

Pensacola Bay Center has performed well over the past ten years, however improvements are needed now in order to continue to create economic vitality in the region and to keep the facility competitive going forward. The investment will be used to enhance the guest experience, to replace aging equipment and update life safety features while continuing to remain in compliance with updated standards (see attached Appendix for full detailed listing). SMG is prepared to participate with the community by investing up to \$1M toward the \$5.25M project with the remainder funded by Escambia County to complete work in the following categories:

<u>CATEGORY</u>	<u>EST. COST</u>
Life safety	\$899,560
Building systems upgrades/replacements	\$1,023,580
Hockey	\$73,194
Hockey Enhancements	\$200,000
Equipment	\$215,565
Enhancements	\$2,685,953
Master plan	\$150,000
Total Phase 1	\$5,247,852

All projects will be bid through the Escambia County Purchasing Department to assure the best pricing and greatest value. SMG will bring its experience and internal resources to the process by setting forth the appropriate specifications for the project.

PATH FORWARD

SMG values its relationship with Escambia County and wants to be helpful in finding a comprehensive solution that is best for the community. As such, we propose a possible 'path forward' for your consideration that includes the following general elements:

- SMG is prepared to provide a capital contribution of \$1.0 million to Escambia County which could be used to fund needed capital enhancements and replacement in the arena.
- SMG will assist in developing a long-range master plan for possible future development of a Convention and Conference Center for the County, which is likely to be needed before any public and private investment can be secured.

SMG has a significant depth of resources throughout its network of facilities, both on the arena and convention center side of the business, and is prepared to commit those resources to assist from project conception through implementation.



PHASE 1 OF RENOVATIONS

LIFE SAFETY

Retractable Seating	\$195,000
Exterior Doors	\$385,000
Parking Lot - Resurfacing	\$218,000
Ecoglow for Steps	\$76,000
Traction Coating - Arena Steps	\$25,560

TOTAL \$899,560

BUILDING SYSTEMS UPGRADE / REPLACEMENTS

New Generator	\$127,969
Interior Upgrades to Venue (walls/rails/ADA Improvements)	\$213,985
Kitchen Equipment and Upgrade	\$100,570
Venue Lighting (Interior)	\$425,000
Show Power Upgrade	\$8,500
HVAC Controls	\$8,975
Boilers Replacement (2)	\$81,660
Event Curtain Replacement	\$56,921

TOTAL \$1,023,580

HOCKEY

Corner Ramps (Ice Rink)	\$10,740
Hockey Mats	\$24,454
Zamboni	\$38,000

TOTAL \$73,194

HOCKEY ENHANCEMENTS

Ice Pro	\$190,000
Ice Painting Equipment	\$10,000

TOTAL \$200,000

EQUIPMENT

Box Truck	\$39,892
Ice Machines Replacement	\$38,373
Rolling Stage (40' x 60')	\$86,024
Fork Lift	\$30,000
Scissor Lift	\$21,276

TOTAL \$215,565

ENHANCEMENTS

Acoustic Walls - Arena (Labor cost estimated from 600k - 800k)	\$967,030
Sound Upgrade - Arena	\$500,000
Restrooms - FOH/BOH	\$752,799
Truss System/Lighting/Motors	\$120,711
Roll Up Security Door	\$8,500
Fencing	\$76,510
Concession Stand Upgrade with ADA Improvements	\$218,150
Sound System Replacement - Meeting Rooms	\$17,000
Concrete Polishing - Back of House	\$25,253

TOTAL \$2,685,953

MASTER PLAN

Feasibility, architectural services	\$150,000
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TOTAL \$150,000

GRAND TOTAL \$5,247,852



Life Safety

Retractable Seating

- Replace 11 sections with motor controlled equipment, 372 seats – Approximately \$17,700 per section

Exterior Doors

- 134 Doors at approximately \$2800 per door

Parking Lot – Resurfacing

- 1.5" asphalt, re-stripe West and East lots

Eco Glow for Steps

- Illumination strips on 1572 steps - approximately \$48 per step

Traction Coating – Arena Steps

- Clean and remove existing coating - Apply new non-skid material on 1572 steps at \$16.26 per step

Building Infrastructure/Systems Upgrade

New Generator

- 350KW, 600 amp transfer switch

Interior Upgrades to Arena (walls/rails/ADA)

- Prep and paint interior walls and rails. Adjust railings inside arena to be ADA-friendly.

Kitchen Equipment & Upgrade

- Commercial grade kitchen equipment to include dishwasher, walk-in cooler, prep stations and fryer

Venue Lighting (Interior)

- Retrofit all tubes/bulbs with energy saving lighting - Save \$1.75 million dollars over 10 year period

Show Power Upgrade

- Retrofit current connections with CAM-Type receptacles

HVAC Controls

- Upgrade to web-based controller that allows a more efficient operation & reduce energy consumption

Boilers Replacement (two)

- Replace existing boilers including new burners

Event Curtain

- 20 custom panels - 55 feet high by 25 feet wide with grommets at \$2846 per panel

Hockey

Corner Ramps (Ice Rink)

- Transitions for the public access points from the ground floor, over the ice dam and onto the ice pro covering

Hockey Mats

- 3000 square feet with 3/8 recycled rubber flooring - \$8.15 per square foot

Zamboni

- Purchase of 1999 used Zamboni with 1000 hours for \$25K and to replace the carriage deck for existing Zamboni
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Equipment

Box Truck

- 12 foot box truck used for off-site catering

Ice Machines Replacement

- Replacement of 7 ice machines

Rolling Stage

- Includes deck, guardrail, stairs and bases

Fork Lift

- Fork Lift greater than a 5000lb capacity

Scissor Lift

- 32 foot lift

Enhancements

Acoustic Walls - Arena

- Replacement of 825 panels - 33,000 square feet - \$1172 per panel

Sound Upgrade – Arena

- Replace existing sound system in area - to include amps, speakers and control board

Restrooms (Front/Back of House)

- Upgrade all finishes to include partitions, toilets, urinals, sinks, flush valves, mirrors, wall, floors

Truss System & Lighting

- 400' box truss, 40 LED lights, 12 motors, 1 controller

Roll Up Security Door

- Replace overhead security door on first level to better secure the facility

Fencing

- To replace existing 2500 feet with aluminum fencing with gates at \$30.60 per foot

Concession Stand Upgrade

- Includes equipment, digital menu boards, concession re-facing, cash registers & ADA friendly

Sound – Meeting Rooms

- Replace existing amps, mixer and speakers

Concrete Polishing – Back of House

- Includes back of house hallways, locker rooms and green rooms - 5900 square feet - \$4.28 per square foot

Hockey Enhancements

Ice Pro

- 1700 square feet of ice flooring system (covers the ice for non-ice related events) - \$111.76 per square foot

Ice Painting Equipment

- 250 - gallon calibrated tank, with propane and paint application equipment

Master Plan

- SMG will lead a comprehensive feasibility analysis to determine whether the conference and convention center is a viable long-term option for the County.
- Subject to the County's discretion, the conference and convention center study could be funded out of a portion of SMG's \$1.0 million capital contribution.
- SMG will assist in developing a long-range master plan for future development in that area, which is likely to be needed before any public and private investment can be secured.