

# **Rink Management Services Corporation**

*the most trusted name in ice rinks*

**Executive Summary  
City of Port Huron  
McMorran Place  
June 13, 2008**

The staff of Rink Management Services Corporation thanks the City for the opportunity to be considered for the operation or lease of the McMorran Place. We understand this is a critical time in the life cycle of this historic building. Our company would like to be part of the team that realizes the potential it has and help it continues to serve the regional community.

Rink Management Services is uniquely qualified to provide value for the City of Port Huron in this endeavor. There are five main reasons:

- 1) We have **extensive experience in the municipal environment**. Our clients include the City of Providence (RI), the City of Des Moines (IA), the City of Cranston (RI), the City of Manassas (VA), the City of Romulus (MI), the Baltimore County Revenue Authority (MD), the City of Taylor (MI), the City of Wichita (KS), and the City of York (PA). We also have experience with consulting projects with the City of Effingham (IL), the Massachusetts Department of Conservation and Recreation, the City of Hoffman Estates (IL), and George Mason University (VA).
- 2) We have **direct experience in successfully turning around a similar facility** in a market like Port Huron. When the Utica Veterans Memorial Auditorium was placed into a regional authority in 1997, Tom Hillgrove's former company (Recreational Management Services Corporation) was selected to operate it after a national search. The authority was formed in response to the failing economic situation of the City of Utica. Things were bleak, but a plan was formulated and executed. We can bring this same track record of success to the McMorran Place.
- 3) Rink Management Services is the **correct size for this project**. With more than 1800 employees in 15 states operating 29 recreational venues, we have the depth of management talent and financial resources necessary for success.

- 4) **We know hockey.** Rink Management Services is the **largest operator** of ice skating rinks in the United States. The ice rink component of the McMorran Place is a critical part of the success and you can count on us to get it right.
- 5) **We understand the regional marketplace.** Things are tough economically now, and it takes a true understanding of how to create excitement and value for the shrinking disposal income dollar. Then you have to sell it aggressively.

Rink Management Services also has the key characteristics we think you should be looking for – flexibility and the experience of being a team player in a municipal environment. There will be very few easy decisions in this turn-around process, and the City needs a management company that understands circumstances change, sometimes rapidly. Our objective is to understand our client's goals and guidelines, apply our experience and systems-based approach to the task and communicate openly and frequently with our clients.

Our company requests an annual fee of \$95,000 to provide turnkey management services for the McMorran Place.