



# FEASIBILITY REPORT

PREPARED FOR: TOWN OF RIVERHEAD, NEW YORK

FINAL REPORT DELIVERY DATE: OCTOBER 2024



THIS PROJECT IS REPRESENTED BY



FOR MORE INFORMATION VISIT  
[WWW.SPORTSFACILITIES.COM](http://WWW.SPORTSFACILITIES.COM)

# TABLE OF CONTENTS

|  |    |
|--|----|
| EXECUTIVE SUMMARY                                  | 3  |
| INTRODUCTION                                       | 7  |
| PROCESS AND WORK COMPLETED                         | 9  |
| KEY DATA: DEMOGRAPHIC & SOCIOECONOMIC ANALYSIS     | 10 |
| KEY DATA: SPORTS IN THE REGION                     | 12 |
| KEY DATA: EXISTING SERVICE PROVIDERS               | 15 |
| SPORTS TOURISM INDUSTRY INSIGHTS                   | 20 |
| FACILITY PROGRAM & OPINION OF COST                 | 24 |
| BUSINESS MODEL OVERVIEW                            | 28 |
| FINANCIAL PERFORMANCE OVERVIEW                     | 32 |
| ECONOMIC IMPACT ANALYSIS                           | 33 |
| POTENTIAL FUNDING SOURCES AND FUNDING CASE STUDIES | 35 |
| CONCLUSION & NEXT STEPS                            | 39 |
| THE SPORTS FACILITIES COMPANIES MISSION            | 40 |
| ABOUT THE SPORTS FACILITIES COMPANIES              | 41 |
| THE SF NETWORK                                     | 42 |
| APPENDIX   | 44 |







\*Hoover, AL – Finley Center – Managed by Sports Facilities Management

# EXECUTIVE SUMMARY

## DEFINITIONS OF SUCCESS

In January of 2024, the Town of Riverhead, (henceforth, the “Client”) engaged Sports Facilities Advisory, LLC (SFA) to complete a full, five-year financial forecast, economic impact analysis, and development of this feasibility report to explore the potential development of a new indoor and outdoor sports tourism complex in Riverhead, New York.

In order to understand the Client’s desired outcomes, SFA facilitated an exercise to define success for the project. Based on that exercise, SFA created those desired outcomes as the “definitions of success.” As such, SFA considers meeting the following criteria critical to determining the success of the project:

- Capitalize on the continued growth in sports tourism to develop a premier sports tourism complex that attracts, hosts, and retains sports tournaments and events
- Create a significant driver of economic impact in Riverhead that supports existing local businesses by generating new room nights, fosters opportunities for expanding the local lodging industry and ancillary development to accommodate demand, and supports the community by generating spending from non-local visitors
- Serve as a community asset that enhances the sense of place and quality of life for local residents by creating access to top quality sports and recreation assets for all
- Feature diverse and flexible programming capabilities for sports, as well as community, civic, and school activities, to serve a wide variety of potential partners and stakeholders

# EXECUTIVE SUMMARY

Based on the market analysis conducted during this scope of work and SFA's industry experience, SFA developed a recommended facility program model for an indoor and outdoor sports tourism facility and developed a five-year financial forecast (pro forma) for the entire complex that also includes additional non-sport amenities like an RV Park and go-kart track. SFA developed the included facility program while considering the availability of approximately 90 acres of land at the old airstrip site and surrounding land in Riverhead. SFA believes this land allotment can accommodate the Client's envisioned development, while also meeting the requirements for SFA's recommendations. A detailed breakdown of the sports and recreation assets for the model is listed below, alongside the total project development costs according to a range between low and high development costs, and the approximate acreage required for the complex.

## RECOMMENDED FACILITY PROGRAM

### INDOOR SPORTS FACILITY – 4.76 ACRES

- Indoor Courts – 68,120 Square Feet
  - 7 Basketball Courts
  - 1 Basketball Court (With Championship Seating)
  - 24 Pickleball Courts (Over Basketball Courts)
  - 16 Volleyball Courts (Over Basketball Courts)
- Indoor Ice – 58,050 Square Feet
  - Primary Ice Rink (600 Seats)
  - Secondary Ice Rink (600 Seats)
  - Supporting Amenities
- Family Entertainment Center – 15,000 Square Feet
- Sports Performance – 9,600 Square Feet
- Flex Space
- Leased Space – Ice Pro Shop - 1,000 Square Feet
- Leased Space – Medical – 10,000 Square Feet

### OUTDOOR SPORTS FACILITY – 26.47 ACRES

- 12 Full Synthetic Turf Fields
- Three (3) Secondary Support Buildings
- Maintenance Building

### RV PARK – 3.13 ACRES

- 125 RV Spots, Restroom/Shower/Laundry, and Pavilions

### SITE DEVELOPMENT – 41.22 ACRES

- 1,911 Parking Spaces
- Go-Kart Track (2,365 Ft. Track) – Existing Site
- Setbacks, Green Space, Trails, etc.

### TOTAL COMPLEX ACREAGE – 75.58 ACRES

SFA PROJECTS THE ENTIRE COMPLEX TO COST BETWEEN APPROXIMATELY **\$130.7 MILLION AND \$159.2 MILLION**, NOT INCLUDING LAND ACQUISITION COSTS, AND REQUIRE APPROXIMATELY **75.58 TOTAL ACRES** OF LAND.

SFA PROVIDED A DETAILED OPINION OF COST WITH A DEVELOPMENT COST RANGE IN THE “FACILITY PROGRAM & OPINION OF COST” SECTION OF THIS REPORT.

# EXECUTIVE SUMMARY

## SUMMARY OF FINANCIAL PERFORMANCE

SFA's determination of feasibility for the sports complex in Riverhead depends on the financial forecast of the business and the ability for it to achieve results that support the long-term financial goals of the Client. SFA constructed a detailed pro forma/financial analysis model for the complex that projects the financial viability for the first five years of operations. In creating the financial forecast, SFA intentionally projects numbers that are dependent on timely marketing, attention to detail, ongoing financial analysis, a focus on customer service, and intelligent management practices.

The following table combines and summarizes the forecasted revenues, cost of goods sold, and operating expenses through the first five years of operations at the entire complex. The financial performance details have been provided in the full financial forecast documents. SFA has projected the items within the financial forecast according to standard processes backed by more than a decade of industry experience including the production of hundreds of institutional-grade pro forma documents, the development of numerous youth and amateur sports facilities, and the real-world management experience gained from the day-to-day operations of more than 60 youth and amateur sports facilities around the United States.

|                          | YEAR 1             | YEAR 2             | YEAR 3             | YEAR 4             | YEAR 5             |
|--------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Total Revenue            | \$5,604,304        | \$6,473,070        | \$7,761,976        | \$8,819,770        | \$9,681,420        |
| Total Cost of Goods Sold | \$1,640,479        | \$1,922,296        | \$2,303,514        | \$2,629,479        | \$2,879,195        |
| <b>Gross Margin</b>      | <b>\$3,963,825</b> | <b>\$4,550,774</b> | <b>\$5,458,462</b> | <b>\$6,190,290</b> | <b>\$6,802,225</b> |
| Total Operating Expenses | \$3,731,036        | \$3,889,691        | \$4,232,917        | \$4,489,545        | \$4,731,484        |
| <b>EBITDA</b>            | <b>\$232,789</b>   | <b>\$661,083</b>   | <b>\$1,225,544</b> | <b>\$1,700,745</b> | <b>\$2,070,741</b> |
| % of Revenue             | 4.2%               | 10.2%              | 15.8%              | 19.3%              | 21.4%              |

As demonstrated in the previous table, the operations at the entire complex are expected to generate a positive Earnings Before Interest, Tax, Depreciation, and Amortization (EBITDA) of approximately \$233,000 in year one before improving to continue generating a positive return in year five, resulting in an EBITDA figure of approximately \$2.1 million annually at maturity.

## SUMMARY OF ECONOMIC IMPACT EXPECTATIONS

SFA developed its forecasts based on the prioritization of events that meet the Client's objectives related to tournament programming and best practices for managing successful sports tourism facilities around the country and in the Northeast. SFA projected per-person spending in the categories in which visitors to the Riverhead area are expected to spend for regional youth and amateur tournaments and events.

The table that follows summarizes the total direct economic impact generated based on out-of-market visitation, showing the total room nights generated and the dollar value of economic impact generated directly by the construction and operation of the new sports complex.

|                              | YEAR 1              | YEAR 2              | YEAR 3              | YEAR 4              | YEAR 5              |
|------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Non-Local Days in Market     | 139,328             | 169,407             | 210,122             | 260,369             | 281,172             |
| Room Nights                  | 33,541              | 40,722              | 50,569              | 62,611              | 67,624              |
| <b>Total Economic Impact</b> | <b>\$21,314,669</b> | <b>\$26,305,051</b> | <b>\$33,116,492</b> | <b>\$41,651,277</b> | <b>\$45,653,912</b> |

The table above demonstrates that SFA expects the facility to generate approximately 281,000 new non-local days in market, almost 68,000 new room nights, and a total of approximately \$45.7 million in direct economic impact at maturity in year five of operations.

## RECOMMENDATIONS FOR NEXT STEPS

Based on the work completed to date, SFA believes that an opportunity exists to develop a premium sports tourism complex in Riverhead with the capability of meeting the Client's objectives. SFA has detailed the recommendation for a new sports complex that has the highest likelihood to achieve the Client's goals. Assets have been right sized to meet the local demand and sports tourism opportunity for the indoor and outdoor amenities, including the go-kart track.

## SPORTS TOURISM COMPLEX – NEXT STEPS

- Explore and define the potential for funding mechanisms, development incentives, and/or strategic partnerships that could create a viable investment into the construction and operation of the recommended facilities being considered.





\*Hoover, AL – Hoover Met Complex – Managed by Sports Facilities Management

## INTRODUCTION

In January of 2024, the Town of Riverhead, (henceforth, the “Client”) engaged Sports Facilities Advisory, LLC (SFA) to complete a full, five-year financial forecast, economic impact analysis, and development of this feasibility report to explore the potential development of a new indoor and outdoor sports tourism complex in Riverhead, New York.

In order to understand the Client’s desired outcomes, SFA facilitated an exercise to define success for the project. Based on that exercise, SFA created those desired outcomes as the “definitions of success.” As such, SFA considers meeting the following criteria critical to determining the success of the project:

- Capitalize on the continued growth in sports tourism to develop a premier sports tourism complex that attracts, hosts, and retains sports tournaments and events
- Create a significant driver of economic impact in Riverhead that supports existing local businesses by generating new room nights, fosters opportunities for expanding the local lodging industry and ancillary development to accommodate demand, and supports the community by generating spending from non-local visitors
- Serve as a community asset that enhances the sense of place and quality of life for local residents by creating access to top quality sports and recreation assets for all
- Feature diverse and flexible programming capabilities for sports, as well as community, civic, and school activities, to serve a wide variety of potential partners and stakeholders

# INTRODUCTION

## SCOPE OF WORK

### THE FULL SCOPE OUTLINED IN THE AGREEMENT CONSISTS OF THE FOLLOWING STEPS:

- **Step 1: Project Kick-Off Call**
  - In this step, SFA facilitated an initial Zoom call to cover six topics such as project history, existing data, potential partners, etc. In this step, SFA reviewed work completed during a prior scope of work and recognized changes to the Project Team, goals, and potential partners.
- **Step 2: Existing Data Review and Market Analysis**
  - SFA discussed the current facilities used for local programming and sports tourism with the Client. SFA then conducted market research on various local sports and recreation assets, as well as sports tourism assets in the region.
- **Step 3: Development Planning Session (DPS)**
  - SFA facilitated a “deep dive” planning and strategy session with the Client that focused on defining success and refining the Client’s vision, value propositions, financial resources, core competencies, products and services, strategic alliances, and financial success metrics.
- **Step 4: Detailed Financial Forecast (Pro Forma) and Economic Impact Analysis**
  - SFA developed a full, five-year financial forecast that models the business units for every asset within the sports complex, finalized the model for the indoor and outdoor assets, provided a final opinion of cost for those assets, and estimated the five-year direct economic impact generated by the indoor and outdoor sports and entertainment amenities.
- **Step 5: Feasibility Report**
  - To finalize the Client’s engagement with SFA, SFA prepared this Feasibility Report that outlines the Client’s opportunity based on SFA’s expertise and experience in the industry. The report features various substantive sections, including:
    1. Executive Summary
    2. Key Data: Demographic and Socioeconomic Analysis
    3. Key Data: Sports in the Region
    4. Key Data: Existing Local and Regional Service Providers
    5. Facility Overview – Facility Program(s) and Opinion of Cost
    6. Business Model Overview – Programs, Products, and Services
    7. Financial Performance Overview
    8. Economic Impact Analysis
    9. Potential Funding Sources and Funding Case Studies
    10. Conclusion and Next Steps



# PROCESS & WORK COMPLETED

## OUTLINE OF PROCESS USED TO FORM RECOMMENDATIONS

In order to create the recommendations detailed in this report, SFA utilized a proven process to develop an in-depth understanding of goals, opportunities, and viable strategies for improving the market's access to quality sport and recreation facilities and enhance the local youth and amateur sports tourism position. The process included dozens of steps in a non-linear timeline. However, SFA summarizes the work completed as a six-phase process that begins with developing a contextual understanding of desired outcomes and ends with recommendations to achieve those outcomes. The "SFA Funnel Model" depicted here demonstrates SFA's process to develop and refine recommendations for the Client.



## FACILITY PROGRAM & FINANCIAL PERFORMANCE EXPECTATIONS

## OUTLINE OF WORK PERFORMED

**IN ORDER TO COMPLETE ITS WORK, SFA PERFORMED THE FOLLOWING STEPS:**

- **Reviewed existing data, including:**
  - 2021 Town of Riverhead Parks Update
  - Redevelopment Area Map
  - EPCAL Park Idea Overview
  - And more
- **Conducted a market analysis, including:**
  - Demographics and socioeconomics
  - Sports participation
  - Sports tourism industry, participation, and competition trends
- **Researched existing local assets including:**
  - Facility amenities
  - Facility quality
  - Event Seasonality
- **Researched existing sports and events and tournaments, including:**
  - Location
  - Length
  - Number of teams
  - Pricing
  - And more
- **Created a facility program plan and opinion of cost for the development of new facilities, including a range of development costs to demonstrate the low and high projected cost to develop the recommended facilities**
- **Developed a full, five-year financial forecast for the indoor and outdoor sports tourism facility**
- **Identified preliminary funding sources and developed funding case studies for the Client to consider in determining the opportunities to invest in sports tourism assets**

## KEY DATA: DEMOGRAPHIC & SOCIOECONOMIC ANALYSIS

SFA conducted an in-depth demographic and socioeconomic analysis of the local, sub-regional, and regional market. The goal of this portion of the analysis is to determine the key characteristics of the most regular users of new facilities during non-tournament and event times. SFA also determined the characteristics of those users who would participate in tournaments and events in Riverhead. SFA has included comprehensive local demographic reports in the Appendix of this document.

SFA made recommendations that best meet the definitions of success set forth by the Client, that also match the market opportunity, research, and analysis. SFA researched the numbers below and utilized the demographic data based on the project location in Riverhead.

The chart that follows displays some of the key demographic factors used in analyzing the utilization of facilities by the local population; these customers will be the most frequent users of a sports and training facility during non-tournament and event times. SFA also analyzed the regional population based on drive time from the Riverhead market. While these statistics do not serve as strict predictors of a facility's opportunity to meet its objectives, SFA has developed a proprietary analytical process which considers these factors and several others as an integral part of the financial forecast, sports participation projections, and other analyses required in SFA's study.

### KEY LOCAL, SUB-REGIONAL, AND REGIONAL DEMOGRAPHIC FACTORS

| Riverhead, New York  |            |            |            |            |            |             |
|--|------------|------------|------------|------------|------------|-------------|
| Category   | 10 Minutes | 15 Minutes | 30 Minutes | 60 Minutes | 90 Minutes | 240 Minutes |
| Population   | 25,158     | 86,043     | 608,954    | 1,951,638  | 5,996,434  | 35,226,226  |
| Growth Projections – Next 5 Years  | -1.15%     | -0.95%     | -0.70%     | -0.90%     | -0.50%     | 0.00%       |
| Median Age<br>(U.S. Median: 38.5)  | 47.3       | 43.5       | 41.9       | 42.4       | 40.2       | 40.1        |
| Median HH Income<br>(U.S. Median: \$70,784)                              | \$95,462   | \$94,618   | \$106,351  | \$120,177  | \$88,870   | \$84,311    |
| Median HH Income % Above/Below Adjusted Cost of Living<br>(Index: 147.1) | -8.32%     | -9.13%     | +2.14%     |            |            |             |
| Spending Rec. Lessons<br>(U.S Avg.: \$143)                               | \$203.74   | \$199.44   | \$230.43   | \$275.62   | \$210.28   | \$193.23    |

## KEY DATA: DEMOGRAPHIC & SOCIOECONOMIC ANALYSIS

### POPULATION SIZE:

SFA uses drive times from the preliminary location to analyze the population of the possible participants that a sports complex would seek to capture. The immediate area, within the 30-minute drive-time window, is made up of approximately 609,000 people, while the overall region (240 minutes) is made up of approximately 35.2 million people.

SFA views the local market as a positive factor for local programming, since the assets are right-sized to meet local utilization needs. The regional population offers a significant base to attract teams and participants from metropolitan markets in the Northeast like New York City and Philadelphia, as well as smaller markets like Harford, Trenton, and more.

### POPULATION TREND:

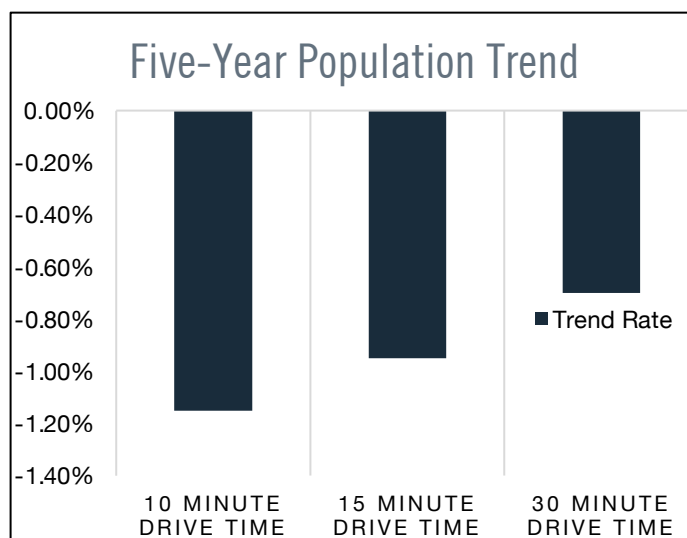
The population is expected to decrease in the immediate area, with estimates suggesting up to an approximate 1.15 percent decrease over five years in the 10-minute drive time interval.

SFA views the decreasing population trend as a challenging factor for new facility development.

### AGE:

The median age within all local drive time intervals is greater than the national median of approximately 38.5. Based on SFA's experience, a below average median age typically suggests that there are a high percent of children and young adults in the market, which are key age segments for sports and recreation.

The median age market characteristic will not impact the success of the sports tourism assets but could present a challenging factor for the success of any local-programmed assets.



### MEDIAN HOUSEHOLD INCOME:

The median household income levels in all drive time intervals appear to sit above the national median, which is approximately \$70,784. SFA adjusted the median household income based on the cost of living in the Riverhead, NY area. Based on these adjustments, SFA calculated that the adjusted median household income falls between 9.13 percent below and 2.14 percent above the median in Riverhead.

**AS A RESULT, SFA VIEWS MEDIAN HOUSEHOLD INCOME AS A NEUTRAL FACTOR IN DETERMINING THE LOCAL MARKET OPPORTUNITY, WHILE THIS COULD ALSO MINIMALLY IMPACT THE SPORTS TOURISM ASSETS.**

### FEES FOR RECREATIONAL LESSONS:

The surrounding communities have above average spending on recreational lessons when compared to the national average, which is approximately \$143. Based on SFA's experience, communities with above-average level of household expenditures on fees for recreational lessons displays the willingness to purchase recreation-based programs and services in the immediate area.

Because fees (spending) for recreational lessons are above average, SFA views spending on recreation as a positive factor for the local market opportunity, although this will likely have a neutral effect on the sports tourism assets.



## KEY DATA: DEMOGRAPHIC & SOCIOECONOMIC INSIGHTS

Within the local Riverhead market, the population ranges up to approximately 609,000 people, which is a positive characteristic for new facility development. The five-year population trend shows decreasing figures that demonstrate previous and existing residents leaving the local market, resulting in a challenging factor for a new development. The median age sits above the national median, which demonstrates a likely low presence of younger families and youth residents in the market. The median household income presents a neutral characteristic for the local market, although the spending on recreational lessons characteristic suggests residents are more predisposed to spend on athletic and recreation activities. However, a sports tourism complex would rely more heavily on the regional market and the regional population. As mentioned previously, the regional market offers a significant population base to attract from for sports tourism tournaments and events.

## KEY DATA: SPORTS IN THE REGION

As part of the process of analyzing the opportunity for the development in the Riverhead, NY area, SFA determined the total number of sports participants in the local, sub-regional, and regional markets.

SFA calculates sports participation using a blend of national and regional sports participation rates as reported by the National Sporting Goods Association (NSGA) and the Sports and Fitness Industry Association (SFIA). The projections consider only active sports participants who play their respective sport in an organized format a specific number of times per year. The qualifying participation threshold varies by sport and is intended to separate casual participants from core participants; core participants are more likely to pay to visit the facility because they play consistently enough to consider paying for and participating in an organized program on a regular basis.

The table on the following page lists the “primary” sports and activities that could be accommodated within the facility types that most regularly drive a high volume and frequency of indoor and outdoor sport participants and events, as well as the number of potential participants that could be attracted from the local, sub-regional, and regional marketplaces. “Primary” sports are those identified as having regular competitive seasons or a large base of participants to draw from the market.



## KEY DATA: SPORTS IN THE REGION

### POTENTIAL CORE SPORTS PARTICIPANTS (SAMPLE)

| Sport/Activity  | Core Participation Rate | Local (30 min.) Participants | Sub-Regional (60 min.) Participants | Regional (240 min.) Participants |
|-----------------|-------------------------|------------------------------|-------------------------------------|----------------------------------|
| Basketball      | 6.98%                   | 42,487                       | 136,168                             | 2,457,779                        |
| Soccer          | 3.55%                   | 21,602                       | 69,232                              | 1,249,606                        |
| Volleyball      | 3.33%                   | 20,294                       | 65,039                              | 1,173,931                        |
| Ice Skating     | 2.58%                   | 15,686                       | 50,271                              | 907,366                          |
| Flag Football   | 1.64%                   | 10,013                       | 32,089                              | 579,195                          |
| Pickleball      | 1.57%                   | 9,552                        | 30,614                              | 552,573                          |
| Gymnastics      | 1.44%                   | 8,795                        | 28,187                              | 508,767                          |
| Lacrosse        | 1.27%                   | 7,711                        | 24,712                              | 446,050                          |
| Tackle Football | 1.15%                   | 6,983                        | 22,379                              | 403,933                          |
| Cheerleading    | 0.96%                   | 5,871                        | 18,815                              | 339,596                          |
| Wrestling       | 0.95%                   | 5,760                        | 18,462                              | 333,228                          |
| Futsal          | 0.77%                   | 4,687                        | 15,022                              | 271,140                          |
| Ice Hockey      | 0.57%                   | 3,473                        | 11,131                              | 200,914                          |

SFA calculates the potential participants by multiplying each primary sport's core participation rate with each drive time population. SFA notes that this calculation does not factor in existing service providers, and it is likely that existing facilities in the local, sub-regional, and regional marketplaces will impact the likelihood that a new facility could capture more or less core participants from those areas. SFA initially explored the potential for indoor court, indoor ice, and outdoor long field assets.

## KEY DATA: SPORTS IN THE REGION

As a preliminary step in determining the market opportunity for certain sports and recreation services, SFA groups core participation rates and potential participants in the region by asset type. As shown in the charts below, there is a sizable base of potential participants that new indoor court, indoor ice, and outdoor long field assets could capture.

| Indoor Court Sport/Activity | Core Participation Rate | Local (30 min.) Participants | Sub-Regional (60 min.) Participants | Regional (240 min.) Participants |
|-----------------------------|-------------------------|------------------------------|-------------------------------------|----------------------------------|
| <b>Basketball</b>           | <b>6.98%</b>            | <b>42,487</b>                | <b>136,168</b>                      | <b>2,457,779</b>                 |
| <b>Volleyball</b>           | <b>3.33%</b>            | <b>20,294</b>                | <b>65,039</b>                       | <b>1,173,931</b>                 |
| <b>Pickleball</b>           | <b>1.57%</b>            | <b>9,552</b>                 | <b>30,614</b>                       | <b>552,573</b>                   |
| <b>Gymnastics</b>           | <b>1.44%</b>            | <b>8,795</b>                 | <b>28,187</b>                       | <b>508,767</b>                   |
| <b>Cheerleading</b>         | <b>0.96%</b>            | <b>5,871</b>                 | <b>18,815</b>                       | <b>339,596</b>                   |
| <b>Wrestling</b>            | <b>0.95%</b>            | <b>5,760</b>                 | <b>18,462</b>                       | <b>333,228</b>                   |
| <b>Futsal</b>               | <b>0.77%</b>            | <b>4,687</b>                 | <b>15,022</b>                       | <b>271,140</b>                   |
| <b>Total</b>                | <b>16.00%</b>           | <b>97,447</b>                | <b>312,307</b>                      | <b>5,637,015</b>                 |

Grouping court sports together, new court-based assets in Riverhead, NY could serve approximately 16.00 percent of the regional population totaling over 5.6 million players of various sports including basketball, volleyball, and gymnastics.

| Indoor Ice Sport/Activity | Core Participation Rate | Local (30 min.) Participants | Sub-Regional (60 min.) Participants | Regional (240 min.) Participants |
|---------------------------|-------------------------|------------------------------|-------------------------------------|----------------------------------|
| <b>Ice Skating</b>        | <b>2.58%</b>            | <b>15,686</b>                | <b>50,271</b>                       | <b>907,366</b>                   |
| <b>Ice Hockey</b>         | <b>0.57%</b>            | <b>3,473</b>                 | <b>11,131</b>                       | <b>200,914</b>                   |
| <b>Total</b>              | <b>3.15%</b>            | <b>19,159</b>                | <b>61,402</b>                       | <b>1,108,279</b>                 |

Grouping ice sports together, ice-based assets in Riverhead, NY could serve approximately 3.15 percent of the regional population totaling over 1.1 million ice skaters and ice hockey players.

| Outdoor Long Field Sport/Activity | Core Participation Rate | Local (30 min.) Participants | Sub-Regional (60 min.) Participants | Regional (240 min.) Participants |
|-----------------------------------|-------------------------|------------------------------|-------------------------------------|----------------------------------|
| <b>Soccer</b>                     | <b>3.55%</b>            | <b>21,602</b>                | <b>69,232</b>                       | <b>1,249,606</b>                 |
| <b>Flag Football</b>              | <b>1.64%</b>            | <b>10,013</b>                | <b>32,089</b>                       | <b>579,195</b>                   |
| <b>Lacrosse</b>                   | <b>1.27%</b>            | <b>7,711</b>                 | <b>24,712</b>                       | <b>446,050</b>                   |
| <b>Tackle Football</b>            | <b>1.15%</b>            | <b>6,983</b>                 | <b>22,379</b>                       | <b>403,933</b>                   |
| <b>Ultimate Frisbee</b>           | <b>0.23%</b>            | <b>1,404</b>                 | <b>4,498</b>                        | <b>81,192</b>                    |
| <b>Rugby</b>                      | <b>0.13%</b>            | <b>813</b>                   | <b>2,607</b>                        | <b>47,055</b>                    |
| <b>Total</b>                      | <b>7.97%</b>            | <b>48,525</b>                | <b>155,518</b>                      | <b>2,807,031</b>                 |

Grouping outdoor long field sports together, new field-based assets in Riverhead, NY could serve approximately 7.97 percent of the regional population totaling over 2.8 million players of various sports including soccer, flag football, and lacrosse.



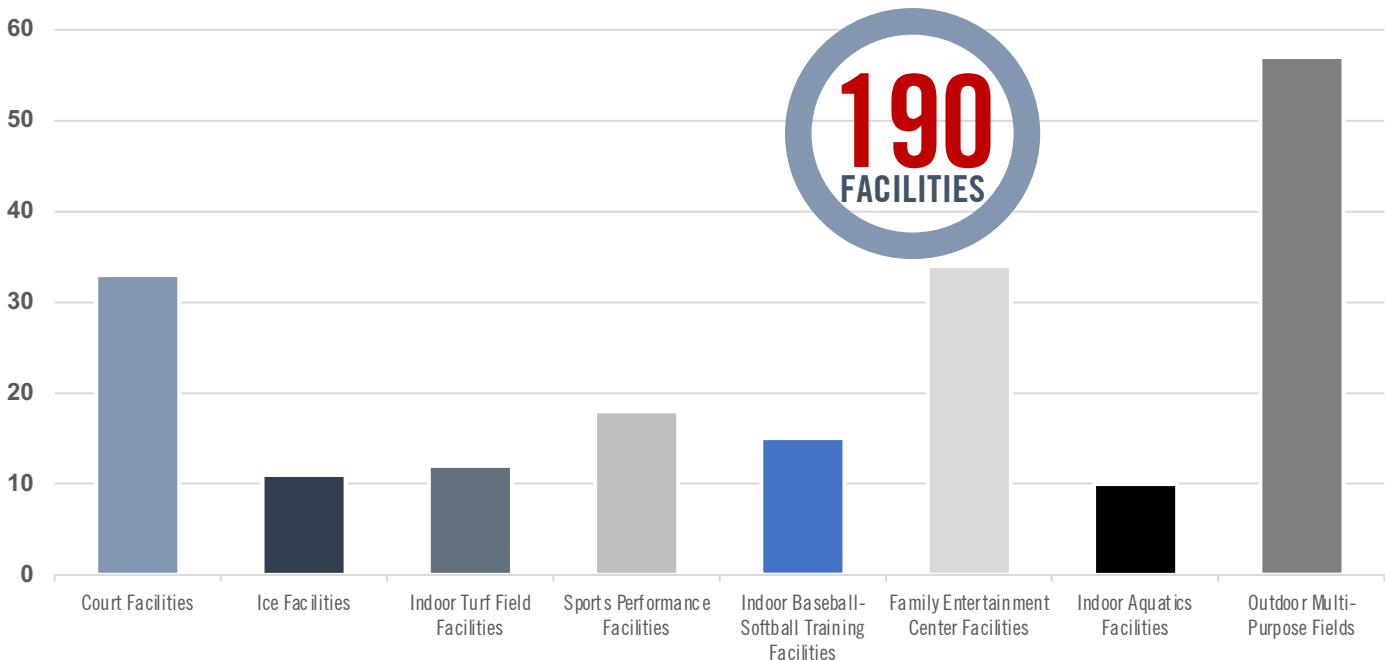
## KEY DATA: EXISTING SERVICE PROVIDERS – LOCAL

As a preliminary step in determining the market opportunity for certain sports and recreation services, SFA reviewed the local and regional market for existing service providers. SFA analyzes specific asset types based on the Client's vision and direction for the facility. In addition, SFA conducts a standard review of the market to identify additional areas of focus for a new facility in the market. SFA researched the following asset types in the Riverhead area:

- INDOOR COURT FACILITIES
- INDOOR ICE FACILITIES
- INDOOR TURF FIELD FACILITIES
- SPORTS PERFORMANCE FACILITIES
- INDOOR BASEBALL-SOFTBALL TRAINING FACILITIES
- FAMILY ENTERTAINMENT CENTER FACILITIES
- INDOOR AQUATICS FACILITIES
- OUTDOOR MULTI-PURPOSE FIELD FACILITIES



### EXISTING SERVICE PROVIDERS



## KEY DATA: EXISTING SERVICE PROVIDERS – LOCAL

The tables that follow show a sampling of the indoor and outdoor sports and entertainment facilities analyzed by SFA. SFA presented these facilities in order of proximity to the Client's proposed location rather than their similarity to the Riverhead, NY project. SFA included facilities from the aforementioned asset types within the body of the report due to their relevance to the recommended facility program. SFA has included an expanded list of facilities analyzed in the local market in the Appendix.

| Indoor Court Facilities | Drive Time (Minutes) |
|-------------------------|----------------------|
| Riverhead High School   | 15                   |
| SCCC Eastern Campus     | 19                   |
| Sportime Quogue         | 22                   |
| LA Fitness              | 24                   |

| Indoor Ice Facilities | Drive Time (Minutes) |
|-----------------------|----------------------|
| Peconic Ice Rinks     | 0                    |
| Southampton Ice Rink  | 32                   |
| The Rinx              | 33                   |
| Superior Ice Rink     | 41                   |

| Indoor Turf Field Facilities | Drive Time (Minutes) |
|------------------------------|----------------------|
| All Star Arena               | 24                   |
| Center Island Sports Inc     | 28                   |
| All Island SportsPlex        | 40                   |
| KK Athletics of Brentwood    | 40                   |

| Sports Performance Facilities  | Drive Time (Minutes) |
|--|----------------------|
| Infiniti Sports Performance  | 19                   |
| NRG Athletics  | 23                   |
| The Trainer Page   | 23                   |
| Revolution Athletics: Speed, Strength, & Agility Training for Athletes | 29                   |

| Indoor Aquatics Facilities | Drive Time (Minutes) |
|----------------------------|----------------------|
| Safe-T Swim Riverhead      | 11                   |
| Brookhaven Aquatic Center  | 22                   |
| LA Fitness Patchogue       | 24                   |
| Brookhaven Roe YMCA        | 24                   |

| Indoor Baseball-Softball Training Facilities | Drive Time (Minutes) |
|--|----------------------|
| The Cage                                     | 15                   |
| Lasorda Legacy Park/Baseball Heaven          | 16                   |
| 365 Athletics                                | 19                   |
| In the Zone Baseball Club                    | 28                   |

| Family Entertainment Center Facilities | Drive Time (Minutes) |
|--|----------------------|
| Scott's Pointe                         | 0                    |
| Kidzville Rides and Toys               | 10                   |
| Game On Retro Arcade                   | 12                   |
| Safari Adventure                       | 14                   |
| The All Star Bowling Alley             | 18                   |

| Outdoor Multi-Purpose Field Facilities   | Drive Time (Minutes) |
|--|----------------------|
| Longwood Youth Sports Association (LYSA) | 11                   |
| Mastic Sports Complex                    | 14                   |
| Coach Mike McKillop Memorial Field       | 15                   |
| Center Moriches HS                       | 16                   |

## KEY DATA: EXISTING SERVICE PROVIDERS – REGIONAL

In exploring the sports tourism opportunity for the Riverhead market, SFA researched indoor court, indoor ice, and outdoor multi-purpose facilities in the region. The tables that follow show a sampling of the tournament and event-capable dedicated facilities analyzed by SFA in the region, for the asset types listed above. SFA presented these facilities in order of proximity to the Client's proposed location rather than similarity to the Riverhead project. SFA has included an expanded list of facilities analyzed in the regional market in the Appendix.

| Indoor Court Facilities       | Drive Time (Minutes) | Assets/Amenities   |
|-------------------------------|----------------------|--|
| SPORTIME Bethpage Multi-Sport | 47                   | 2 BB/5 VB courts   |
| Island Garden                 | 62                   | 53,000 sq ft facility                                      |
| Aviator Sports and Events     | 86                   | 20,000 SF fieldhouse                                       |
| Basketball City               | 87                   | 7 total BB courts  |
| House of Sports               | 88                   | 4 BB courts, 80-yard turf, and additional training surface |

| Indoor Ice Facilities       | Drive Time (Minutes) | Assets/Amenities   |
|-----------------------------|----------------------|--|
| Athletic Republic The Rinx  | 31                   | 2 NHL-size rinks   |
| Clark Gillies Arena         | 38                   | 2 NHL-size ice rinks   |
| Ice Works                   | 47                   | 2 NHL-size ice rinks   |
| Islanders IceWorks          | 48                   | 2 ice sheets   |
| Northwell Health Ice Center | 55                   | 2 NHL-size rinks, 1 outdoor rink, gym/training center, rehab facility, daycare, pro shop, and more |

| Outdoor Multi-Purpose Field Facilities | Drive Time (Minutes) | Assets/Amenities  |
|--|----------------------|---|
| Sachem Youth Soccer League Soccer Park | 22                   | 9 full grass MP fields                                      |
| Peter C. Collins Sports Complex        | 42                   | 8 MP fields of various sizes                                |
| Wright National Soccer Campus          | 92                   | 4 soccer fields/8 youth soccer fields                       |
| West End                               | 139                  | 7 soccer fields   |
| West Seneca Soccer Complex             | 173                  | 9 grass soccer fields plus 4 additional youth soccer fields |



## KEY DATA: EXISTING SERVICE PROVIDERS

SFA conducted additional analyses during the pro forma development to determine each competing facility's effect on the ability of new youth and amateur sport assets to achieve operational success. The facilities researched represent potential competitors in the market that are currently hosting programs, tournaments, or other events that may impact the operations at a new facility. The factors SFA used to perform this analysis include, but are not limited to:

### EXISTING SPORTS AND RECREATION INVENTORY:

SFA analyzed existing facility inventory in terms of the quantity of existing sports assets, the quality of those assets, and their proximity to critical supporting structures and businesses.

### PROXIMITY TO THE FACILITY:

SFA determined the proximity of existing sports and recreation assets to the new facility, recognizing that closer assets will have a larger impact from a competitive standpoint than assets that are farther away.

### PRICING:

SFA examined the market prices of user fees, rental rates, registration fees, etc. Unless otherwise directed, SFA sets prices in its financial forecast that are either in line with or slightly above current-year market rates.

### SEASONALITY:

SFA utilized its experience in managing similar facilities to determine the optimized seasonality for hosting programs and events. In addition, SFA recommended asset types based on their ability to flexibly support year-round programming, especially in climate-challenged markets.

### MARKETING REACH AND CAPTURE RATE:

SFA based the ability of a new facility to effectively market and capture sports and recreation participants, tournaments, and events on market factors such as demographics and socioeconomics, competitive factors such as the quality of existing facilities in the region, and destination factors such as site accessibility and the reputation of the destination.

### PROGRAM MIX AND SERVICE OFFERINGS:

SFA created a financial forecast that reflects a robust, detailed set of revenue streams for the facility based on the type, size, quantity, and quality of assets.



\*Hoover, AL – Finley Center – Managed by Sports Facilities Management

## KEY DATA: EXISTING SERVICE PROVIDERS

### KEY INSIGHTS:

- SFA observed a moderate volume of indoor court facilities in the local market, with most facilities featuring just a single court operating between 20 and 35 minutes from the site location.
- SFA observed a moderate volume of indoor ice facilities in the local market, with multiple facilities offering two ice sheets within 30 minutes of the site location.
- SFA analyzed sports performance and indoor baseball-softball training facilities in the local market and observed a moderate volume of existing assets with most facilities offering a small turf space in addition to the dedicated sports training assets approximately 25 to 40 minutes from the site location.
- SFA identified a moderate volume of indoor turf field facilities within 45 minutes of the site.
- SFA identified a moderate volume of Family Entertainment Center facilities in the local market, with most facilities located around 25 to 45 minutes from the site.
- SFA identified a moderate volume of indoor aquatics facilities in the local market, with most facilities operating between 20 and 40 minutes from the site.
- SFA located a high volume of outdoor multi-purpose fields, with many facilities operating on or adjacent to school properties, and various locations offering up to four full-size fields in one location.
- SFA reviewed the existing service providers in the region and observed that among the largest tournament-capable facilities located within four hours of the Riverhead area, facilities offer up to 10 full hardwood composite courts, with that facility operating almost outside of the standard four-hour drivetime region. Developing eight (8) dedicated hardwood courts would enable a facility to maximize the sports tourism development opportunity.
- SFA observed various multi-sheet indoor ice facilities in the regional market. SFA notes that in order to host sports tourism tournaments and events, a facility must feature at least two full ice sheets.
- SFA also explored the potential to develop outdoor sports tourism assets, including outdoor multi-purpose fields. SFA notes that the development of at least 12 full multi-purpose fields will enable a facility to compete with existing facilities for sports tourism tournaments and events in the region, which would draw significant out-of-market visitation to Riverhead.

# SPORTS TOURISM INDUSTRY INSIGHTS

Based on the desire of the Client to develop assets that drive non-local visitation to the community through sports tourism that generates economic impact, in addition to providing high-quality local recreation spaces, SFA has provided insights related to the sports tourism industry. As a focus of potential sports tourism assets in Riverhead, sports tourism could help drive economic impact and non-local spending in the market, benefitting the entire community, including those who may never utilize the facility itself.

## GENERAL OVERVIEW

According to survey data collected by the Sports Events & Tourism Association (Sports ETA) published in its most recent “State of the Industry Report” in April of 2024, the sports tourism industry continues to grow and be an impactful part of life in the United States:

- In 2023, nearly 205 million people traveled to a sports tournament or event, setting a new all-time high for annual travelers.
- In 2023, there was approximately \$52.2 billion spent on travel for sports related tournaments and events.
  - \$13.5 billion was spent on transportation.
  - \$10.9 billion was spent on lodging and accommodations.
  - \$9.7 billion was spent on food, beverage, and dining.
  - \$6.9 billion was spent on recreation/entertainment.
  - \$6.5 billion was spent on retail.
  - \$4.7 billion was spent on tournament operations.
- Year-over-year total spending increased by 11 percent to exceed pre-pandemic spending levels by approximately \$7.1 billion.
- In 2023, spending related to travel sports tournaments and events resulted in approximately 757,600 jobs generated in total, with 63 percent of markets reporting that sports was the leading generator of room nights, and sports tourism leading to \$20.1 billion in generated tax revenues.

## INDUSTRY GROWTH

The sustained growth in the youth and amateur sports tourism industry over the last 15+ years is one of the most compelling reasons to consider sports tourism as a reliable, attractive industry. In fact, sports tourism is the only segment of the tourism industry that did not decline in any quarter of the Great Recession, allowing it to be considered “recession resistant” and therefore of increased interest to communities across the country.

Sports-related travel spending and annual growth  
(\$ billions and year-over-year percentage change)



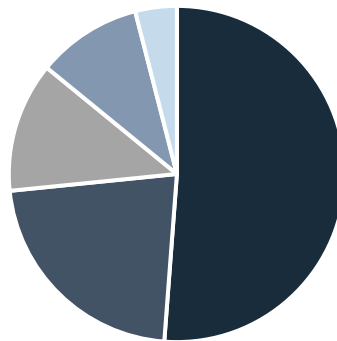
Source: Sports ETA, Longwoods International, U.S. Travel Association, Tourism Economics

# SPORTS TOURISM INDUSTRY INSIGHTS

## EVENTS AND SPENDING BY REGION

In addition to overall growth, Sports ETA research breaks down youth and amateur sports tourism spending by region to demonstrate where activity has taken place. The chart that follows shows the distribution of events across five regions of the United States.

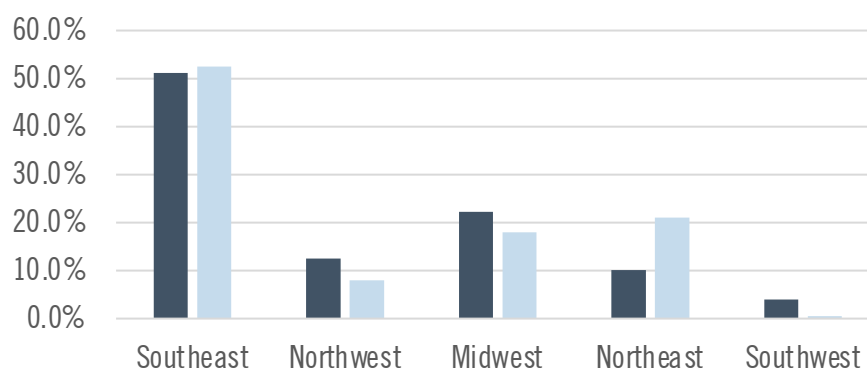
EVENTS BY REGION



■ Southeast ■ Midwest ■ Northeast ■ Northwest ■ Southwest

The chart that follows demonstrates the percent of events and direct spending occurring in each region of the United States, with approximately 10 percent of events, and 21 percent of direct spending taking place in the Northeast

% of Events vs. % of Direct Spending



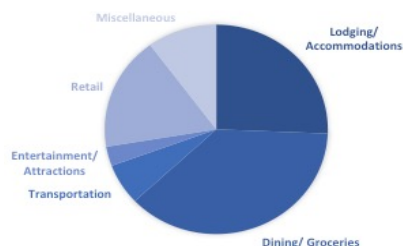
■ % of Events ■ % of Direct Spending

## AVERAGE EXPENDITURES

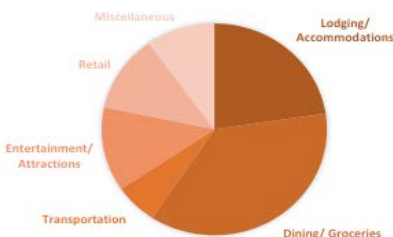
Based on data from hundreds of events, SFA analyzed how individuals and families typically spend when traveling for youth and amateur sports events by type of destination. The graphs that follow demonstrate the average individual spending per day and family spending per weekend for travelers attending events in standard and tourism destination markets. A standard market is categorized as a location that does not have a significant, established tourism industry while a tourism destination is defined as a location that generates significant activity through tourism outside of youth and amateur sports.



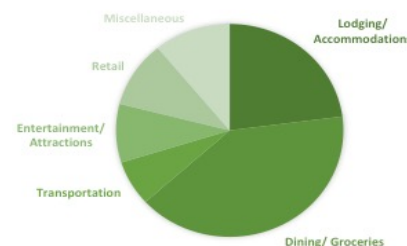
# SPORTS TOURISM INDUSTRY INSIGHTS



**Standard Market**  
**\$110.37/Person/Day**  
**\$883/Family/Weekend**



**Tourism – Off-Peak**  
**\$150.58/Person/Day**  
**\$1,205/Family/Weekend**



**Tourism - Peak**  
**\$185.82/Person/Day**  
**\$1,487/Family/Weekend**

As demonstrated in a standard market, families currently spend approximately \$883 per weekend of travel for youth and amateur sports tournaments and events.

## SPORTS TOURISM DESTINATION AND OPERATIONAL SUCCESS FACTORS

To capitalize on the opportunities created by youth and amateur sports tourism activities as described above, SFA highlights several destination and operational success factors that are important in the industry today.

### DESTINATION FACTORS

- **High Quality, Large Facilities and Assets**
  - The success of youth and amateur sports tourism starts with facilities. With the proliferation of competitive destination facilities, amenity quality is increasingly important as well as the number of spaces available to host teams, participants, and spectators. Additionally, supporting amenities like food and beverage services, entertainment options, etc. create a competitive advantage for facilities that feature them.
- **Variety of Lodging, Dining, and Entertainment Options**
  - Outside of the facility, decisions related to events to attend are often made in part on the lodging, dining, and entertainments options in the market. For players and teams traveling regularly, having known brands and affordable options to choose from is often important. For players and teams traveling infrequently or for families opting to create a vacation around a tournament, having unique and exciting lodging, dining, and entertainment is critical.
- **Desirable Competition**
  - One of the primary reasons to travel for tournaments and events is to compete against unfamiliar teams. Tournaments that feature a mix of teams from a large geographic range and have a well-defined competitive level structure are best able to draw teams and to bring them back year after year.
- **Affordability**
  - Affordability continues to be a top concern of coaches, parents, and participants as they decide which events to attend and how many times to travel. The increase in number of competitive events and the expansion of traditional seasons has created a need to be cost conscious when selecting events.
- **Reputation of the Destination**
  - Establishing and maintaining a reputation as a great place to visit is a critical factor for attracting and retaining events and participants.

# SPORTS TOURISM INDUSTRY INSIGHTS

## OPERATIONAL SUCCESS FACTORS

- **Program-Driven Design**
  - In today's climate where new special-purpose sports tourism facilities are being opened regularly across the country, facilities must be built for and operated to create a best-in-class experience for visitors. To successfully attract, host, and retain events and participants, the facility must have been designed with event operations and participant satisfaction in mind.
- **Dedicated Marketing and Business Development Personnel and Budget**
  - With so many communities and facilities seeking to capture a portion of the sports tourism industry, it is imperative to dedicate people and money to marketing and selling opportunities. While the recommended organization structure and budget varies significantly from location to location, all successful destinations have some level of dedicated personnel and money available to secure business.
- **Dedicated Management**
  - Similar to dedicated resources to selling the facility, successful venues have a dedicated and specialized management team to ensure the investment into the facility is protected and the reputation within the industry is built and maintained.
- **Collaboration**
  - The youth and amateur sports tourism industry consists of a variety of existing destinations and events across activities, levels of competition, governing bodies, rules of play, etc. The increasingly mature industry now features an environment in which it is often difficult to build new events and attract visitors to events that are not already established. This necessitates collaboration with tournament and events rights holders to attract existing events, working with existing facilities to grow events that demand greater capacity, and maximizing visitation and economic impact during early years of operations.
- **Owner, Member, and Community Buy-In**
  - Sustainable facilities often feature a balance of tournaments/events and local leagues, camps, clinics, etc. To set expectations for how an optimal balance is achieved and to execute on a well-rounded, sustainable business plan, the facility must educate all stakeholders and communicate the purpose as well as the schedule for tournaments and events on a regular and ongoing basis.

# FACILITY PROGRAM AND OPINION OF COST

## FACILITY OVERVIEW

Based on the data and insights detailed in this report, SFA has provided facility program recommendations for the development of a new sports tourism complex as a part of the airstrip redevelopment project in Riverhead. In constructing the facility program models, SFA considered the site's unique features, including the vacant airstrip, in order to evaluate opportunities for environmental and economical efficiencies. The facility program models outline the recommended indoor and outdoor amenities and space requirements.

## RECOMMENDED FACILITY PROGRAM (INDOOR)

### Indoor Athletic Facility

| Space   | Indoor Programming Product/Service          | Count | Dimensions<br>L (') W (') |     | Approx.<br>SF each     | Total SF       | % of Footprint |
|---|---|-------|---------------------------|-----|------------------------|----------------|----------------|
| Courts  | Basketball Courts (actual courts 84' x 50') | 7     | 104                       | 80  | 8,320                  | 58,240         | 24.6%          |
|   | Basketball Courts (w/Championship Seating)  | 1     | 104                       | 95  | 9,880                  | 9,880          | 4.2%           |
|   | Pickleball Courts                           | 24    | 44                        | 20  | Over Basketball Courts |                | 0.0%           |
|   | Volleyball Courts                           | 16    | 60                        | 30  | Over Basketball Courts |                | 0.0%           |
|   | Telescopic Bleacher System: 500 Seats       | 1     | -                         | -   | Championship Court     |                | 0.0%           |
| <b>Total Courts Sq. Ft.</b>   |   |       |                           |     |                        | <b>68,120</b>  | <b>28.7%</b>   |
| Ice   | Primary Ice Rink (600 Seats)                | 1     | 220                       | 115 | 25,300                 | 25,300         | 10.7%          |
|   | Secondary Ice Rink (600 Seats)              | 1     | 220                       | 115 | 25,300                 | 25,300         | 10.7%          |
|   | Locker Rooms                                | 8     | 25                        | 20  | 500                    | 4,000          | 1.7%           |
|   | Ref Locker Rooms                            | 4     | 20                        | 15  | 300                    | 1,200          | 0.5%           |
|   | Zamboni Storage                             | 1     | 25                        | 40  | 1,000                  | 1,000          | 0.4%           |
|   | Ice Plant Room                              | 1     | 25                        | 50  | 1,250                  | 1,250          | 0.5%           |
| <b>Total Ice Sq. Ft.</b>  |   |       |                           |     |                        | <b>58,050</b>  | <b>24.5%</b>   |
| FEC   | Family Entertainment Center                 | 1     | -                         | -   | 15,000                 | 15,000         | 6.3%           |
|   | <b>Total FEC/Adventure Sq. Ft.</b>          |       |                           |     |                        | <b>15,000</b>  | <b>6.3%</b>    |
| Sports Performance  | Sports Performance Turf Area                | 1     | 120                       | 60  | 7,200                  | 7,200          | 3.0%           |
|   | Sports Performance Training Area            | 1     | 40                        | 60  | 2,400                  | 2,400          | 1.0%           |
|   | <b>Total Sports Performance Sq. Ft.</b>     |       |                           |     |                        | <b>9,600</b>   | <b>4.0%</b>    |
| Flex Space  | Lobby/Welcome Area                          | 1     | -                         | -   | 2,000                  | 2,000          | 0.8%           |
|   | Control Room                                | 1     | 15                        | 10  | 150                    | 150            | 0.1%           |
|   | Ticket Office                               | 1     | 10                        | 10  | 100                    | 100            | 0.0%           |
|   | Manager's Offices                           | 6     | 10                        | 10  | 100                    | 600            | 0.3%           |
|   | Office Area                                 | 1     | -                         | -   | 1,800                  | 1,800          | 0.8%           |
|   | Kitchen                                     | 1     | 40                        | 30  | 1,200                  | 1,200          | 0.5%           |
|   | Café Seating Area                           | 1     | 50                        | 50  | 2,500                  | 2,500          | 1.1%           |
|   | Secondary Concessions                       | 1     | 30                        | 20  | 600                    | 600            | 0.3%           |
|   | Meeting/Banquet Room                        | 1     | -                         | -   | 3,600                  | 3,600          | 1.5%           |
|   | Flex/Team Rooms                             | 5     | 60                        | 25  | 1,500                  | 7,500          | 3.2%           |
|   | Ref Rooms                                   | 2     | 15                        | 10  | 150                    | 300            | 0.1%           |
|   | Training Room                               | 1     | 20                        | 15  | 300                    | 300            | 0.1%           |
|   | Restrooms                                   | 4     | 35                        | 25  | 875                    | 3,500          | 1.5%           |
|   | Skate Rental                                | 1     | 12                        | 30  | 360                    | 360            | 0.2%           |
|   | Skate Storage                               | 1     | 15                        | 30  | 450                    | 450            | 0.2%           |
|   | Leased Space - Ice Pro Shop                 | 1     | -                         | -   | 1,000                  | 1,000          | 0.4%           |
|   | Leased Space - Medical                      | 1     | -                         | -   | 10,000                 | 10,000         | 4.2%           |
|   | Mezzanine                                   | 1     | 416                       | 16  | 6,656                  | 6,656          | 2.8%           |
| <b>Total Flex Space Sq. Ft.</b>   |   |       |                           |     |                        | <b>42,616</b>  | <b>18.0%</b>   |
| Required SF for Products and Services                                     |   |       |                           |     |                        | 193,386        | 81.5%          |
| Mechanical, Electrical, Storage, etc. 10% of P&S SF (Excl. Leased Space)  |   |       |                           |     |                        | 18,239         | 7.7%           |
| Common Area, Stairs, Circulation, etc. 14% of P&S SF (Excl. Leased Space) |   |       |                           |     |                        | 25,534         | 10.8%          |
| <b>Total Estimated Indoor Athletic Facility SF</b>                        |   |       |                           |     |                        | <b>237,159</b> | <b>100%</b>    |
| <b>Estimated Building Footprint</b>                                       |   |       |                           |     |                        | <b>207,452</b> |                |
| <b>Total Building Acreage</b>   |   |       |                           |     |                        | <b>4.76</b>    |                |

## INDOOR ATHLETIC FACILITY

By developing eight (8) total fixed, hardwood basketball courts with the capability to overlay 16 volleyball courts or 24 pickleball courts, the facility will have the potential to host a wide range of court events (basketball, volleyball, pickleball, wrestling, cheer, dance, and more). The combined quantity and quality of assets can serve the Riverhead area and provide a unique market opportunity for the the Client to develop a significant client base within the local and regional market.

# FACILITY PROGRAM AND OPINION OF COST

## INDOOR ATHLETIC FACILITY (CONTINUED)

The two ice rinks combine for sufficient inventory to host sports tourism tournaments and events. In addition, the two rinks offer a total of 1,200 spectator seats that properly accommodate guests and visitors to ice tournaments and events. SFA envisions these additional ice sheets to add to, rather than compete with, existing inventory in and around Riverhead. SFA also expects future partnership opportunities to become available should the current operations at nearby facilities grow and require additional ice time. The family entertainment center space offers 15,000 square feet of year-round, accessible entertainment space to local residents, while also providing an attraction to facility guests during tournament and non-sport event times. In addition, the family entertainment center supports the facility's revenue goals by driving greater revenue per square foot.

The indoor sports performance space also contributes to the facility achieving greater revenue per square foot and creates an additional recreation amenity for local residents. The inclusion of a sports performance space also offers greater versatility in spaces and programming, in that the turf area can fit various training and development programs like sport-specific youth training and adult fitness, further contributing to the facility's ability to host year-round indoor programming.

It is also important to note that within the indoor facility there are spaces to host and offer coaches clinics, training opportunities, team film reviews, and other team/coach/player development opportunities. These spaces could also host outside events/rentals, trainings, meetings, parties, etc. Maximum utilization of these spaces will further help the Client achieve revenue and occupancy goals. Further contributing to the Client's revenue and occupancy goals, the recommended indoor facility program also includes 10,000 square feet of leased space for a medical tenant. This additional space pairs well with the sports performance space and adds a revenue driver by serving as a magnet to attract visitors to and retain them within the indoor facility.

## RECOMMENDED FACILITY PROGRAM (OUTDOOR)

### Outdoor Athletic Facilities

| Space  | Outdoor Programming Product/Service        | Count | Dimensions<br>L (')    W (') |     | Approx.<br>SF each | Total SF  | % of Footprint |
|--|--|-------|------------------------------|-----|--------------------|-----------|----------------|
| Multi-Purpose<br>Fields                        | Synthetic Turf Field - (With 12' Apron)    | 12    | 384                          | 249 | 95,616             | 1,147,392 | 99.5%          |
|  | Total Outdoor Multi-Purpose Fields Sq. Ft. |       |                              |     |                    | 1,147,392 | 99.5%          |
| Support<br>Buildings                           | Secondary Support Buildings                | 3     | 40                           | 40  | 1,600              | 4,800     | 0.4%           |
|  | Total Support Buildings Sq. Ft.            |       |                              |     |                    | 4,800     | 0.4%           |
| Maint.   | Maintenance Buildings                      | 1     | 30                           | 30  | 900                | 900       | 0.1%           |
|  | Total Maintenance Sq. Ft.                  |       |                              |     |                    | 900       | 0.1%           |
| Total Estimated Outdoor Athletic Facilities SF |  |       |                              |     |                    | 1,153,092 | 100%           |
| Total Outdoor Athletic Facility Acreage        |  |       |                              |     |                    | 26.47     |                |

SFA recommends 12 dedicated synthetic turf multi-purpose fields to meet the requirements to host sports tourism tournaments and events in the region. SFA has also recommended sufficient secondary support buildings and a maintenance building in order to properly support regular operations for the outdoor field assets.



# FACILITY PROGRAM AND OPINION OF COST

## RECOMMENDED FACILITY PROGRAM (OUTDOOR AMENITIES)

### Outdoor Amenities

| Outdoor Amenities                    |   |       |                              |    |                    |          |                |
|--------------------------------------|---|-------|------------------------------|----|--------------------|----------|----------------|
| Space                                | Programming Product/Service                 | Count | Dimensions<br>L (')    W (') |    | Approx.<br>SF each | Total SF | % of Footprint |
| Outdoor<br>Amenities                 | RV Spots                                    | 125   | 50                           | 20 | 1,000              | 125,000  | 91.7 %         |
|                                      | Restroom/Shower/Laundry Facility Structures | 15    | -                            | -  | 350                | 5,250    | 3.8 %          |
|                                      | Pavilion                                    | 5     | 35                           | 35 | 1,225              | 6,125    | 4.5 %          |
|                                      | Total Outdoor Amenities Sq. Ft.             |       |                              |    |                    | 136,375  | 100.0 %        |
| Total Estimated Outdoor Adventure SF |   |       |                              |    |                    | 136,375  | 100.0 %        |
| Total Outdoor Adventure Acreage      |   |       |                              |    |                    | 3.13     |                |

SFA recommended an RV Park amenity in order to attract additional out-of-market visitation to the sports and entertainment assets within the overall complex. Based on SFA's industry experience and the operating expertise of SFA's management partner, Sports Facilities Management (SFM), RV Park amenities can provide an additional revenue source to traditional sports and recreation assets and further support the Client's goals of generating direct economic impact through non-local visitation. SFA has recommended a total of 125 RV spots with 15 dedicated restroom, shower, and laundry facility structures, alongside five pavilions.

## SITE DEVELOPMENT

### Site Development

|                                     |   | Quantity                           | Dimensions<br>L (')      W (') |    | Approx.<br>SF each | Total SF  | % of Total |
|-------------------------------------|---|------------------------------------|--------------------------------|----|--------------------|-----------|------------|
| Parking Spaces<br>Total             | Parking Spaces Total (10'x18')<br>(20' x 20' Inc. aisles) | 1,911                              | 20                             | 20 | 400                | 764,400   | 42.6%      |
|                                     | Go-Kart Track (2,365 Ft. - Existing Site)                 | 1                                  | -                              | -  | 143,333            | 143,333   | 8.0%       |
|                                     | Setbacks, Green Space, Trails, etc.                       | 25% Indoor/Parking, 50% Outdoor SF |                                |    |                    | 887,697   | 49.4%      |
| Total Estimated Site Development SF |   |                                    |                                |    |                    | 1,795,430 | 100%       |
| Total Site Development Acreage      |   |                                    |                                |    |                    | 41.22     |            |
| Total Complex Acreage               |   |                                    |                                |    |                    | 75.58     |            |

SFA recommends 1,911 dedicated parking spaces for the entire sports tourism complex. Based on current site infrastructure and land availability, SFA recognized the potential to expand the flexibility of this existing space for the development of a go-kart track. SFA has recommended one 2,365 long track on the existing site. SFA expects additional space requirements for setbacks, green space, trails, etc. to set the total complex acreage size at approximately 75.58 acres of land.

In addition to the go-kart track, SFA considered alternative uses for the existing airstrip site elements. While excluded from the facility programs in this report, SFA recognizes the potential to expand auto racing programs over the airstrip. SFA recommends further studying the opportunity for this asset through possible partnerships in the Riverhead community. Auto racing, or drag racing, specifically, could provide an additional asset to support the Client's sports tourism goals by generating non-local visitation through non-traditional recreation amenities. The existing airstrip offers numerous partnership opportunities to help attract visitors and generate economic development revenue. As well as dedicated drag racing events, the space could also feature additional uses like hosting seasonal outdoor festivals, farmers markets, concerts, movies, and more. Potential partners to enable this flexible usage include local elementary, middle, and high schools, local colleges/universities, local farms and family-owned small businesses like apiaries, woodworkers, cafés, bakeries, artists, musicians, and other artisans. These public and private entities can team with local municipal bodies to offer a greater variety of flexible uses at the site.

# FACILITY PROGRAM AND OPINION OF COST

## SUMMARY OF DEVELOPMENT COSTS

Based on SFA's experience in developing sports and recreation facilities, the table below summarizes the opinion of cost for the new sports complex. In order to provide a more accurate opinion of cost and based on the current volatile construction climate affecting the development of youth and amateur sports facilities, SFA projected a range of development costs including a low and high-end projection.

| USES OF FUNDS                           | LOW                  | MID                  | HIGH                 |
|---|----------------------|----------------------|----------------------|
| LAND COST                               | TBD                  | TBD                  | TBD                  |
| HARD COST                               | \$81,020,886         | \$90,023,206         | \$99,025,527         |
| COURT, FIELD, AND SPORTS EQUIPMENT COST | \$23,771,059         | \$26,412,288         | \$29,053,517         |
| FURNITURE, FIXTURES, AND EQUIPMENT      | \$4,451,499          | \$4,946,110          | \$5,440,721          |
| SOFT COSTS CONSTRUCTION                 | \$9,314,178          | \$10,349,086         | \$11,383,995         |
| SOFT COSTS OPERATIONS                   | \$2,573,311          | \$2,573,311          | \$2,573,311          |
| ESCALATION                              | \$9,574,405          | \$10,638,228         | \$11,702,051         |
| WORKING CAPITAL RESERVE                 | TBD                  | TBD                  | TBD                  |
| <b>TOTAL USES OF FUNDS</b>              | <b>\$130,705,337</b> | <b>\$144,942,229</b> | <b>\$159,179,121</b> |

The total use of funds for the entire complex ranges from a low-end opinion of cost of approximately \$130.7 million to the high-end opinion of cost which equals approximately \$159.2 million. Full details on the construction and start-up cost estimates can be found in the facility program and opinion of cost, which SFA has delivered as an associated document within the pro forma. The opinion of cost includes the all-in cost of construction, furniture, fixtures, equipment (including goals, bleachers, scoreboards, etc.), as well as additional items detailed further within the Construction and Start-Up – Indoor and Outdoor sections of the full pro forma.

# BUSINESS MODEL OVERVIEW

As mentioned throughout this report, one key area of focus for a new sports complex will be to provide a youth and amateur sports tourism opportunity serving the Riverhead market.

The information below is based on the Client's vision, as well as SFA's recommendation to establish a balance between serving the local community through local programs and the regional market through hosting sports tourism tournaments and events. SFA has first detailed the sports tourism operating model, followed by the local programming operating model. SFA has arranged the information in this order based on the Client's goals, since a larger sports tourism facility will drive more revenue and attract greater visitation than a local-focused facility.

## SPORTS TOURISM MODEL

To more clearly define the goal of generating economic impact through sports tourism events, SFA has described the sports tourism operating model below.

The goal of a sports tourism model is to attract out-of-town teams, players, coaches, and spectators to the market to generate revenue for the facility and to create economic impact through non-local visitors staying in hotels, eating at restaurants, shopping at stores, purchasing gas, etc. Within the sports tourism model, there are two primary ways of developing tournaments: creating in-house tournaments and outsourcing tournaments to existing organizers/rights holders.

In-house tournaments require a significant amount of time, energy, and human resources to develop and execute. This type of event requires the facility to market the event, register teams, secure hotels, train staff, hire officials, manage play, etc. As such, significant revenue can be generated, but the cost of doing business is high. Additionally, tournaments typically take multiple years to grow, and as a result first year (and often second year) events are small, marginally profitable, and create a minimal economic impact.

Outsourced tournaments require much less work on the part of the facility because inventory is rented to a tournament provider who oversees securing teams and running the event. Additionally, they often provide greater economic impact in the early years of operation because they are not first-year events, and therefore there are more teams in attendance. However, the amount of revenue the facility can generate on an outsourced tournament is limited because team registration fees go to the rights-holder, as do other revenue streams (e.g., hotel rebates, gate fees, etc.).

# BUSINESS MODEL OVERVIEW

## SPORTS TOURISM MODEL (CONTINUED)

SFA has found that it is typical for facilities with a sports tourism business model to accomplish their goals by generating large amounts of economic impact rather than relying solely on the operational performance of the facility to determine success. Because large sports tourism-focused facilities generally depend on hosting events that generate economic impact, these provide the facility with one-off revenue streams that occur a limited number of times each year but require large facilities that are generally overbuilt for the local market opportunity. For facilities that pursue sports tourism as an economic driver, room night generation, direct spending, and new tax revenues earned from events are viewed as an attractive return on the investment relative to potential subsidization of operations. As such, these types of facilities serve as a driver of traffic and spending to other businesses in the adjacent area such as hotels, restaurants, retail stores, etc. These facilities often function as an anchor to mixed-use projects that benefit the community alongside additional development.

## LOCAL PROGRAMMING MODEL

The local programming model is designed to make any facility development a year-round sports and recreation hub by serving as a community asset providing sports, physical health, recreation, and youth development programming, regardless of skill levels or abilities. By creating a fun, active space with high-quality programming and amenities, the spaces detailed in the facility program will be able to host a multitude of activities and serve a wide range of community pursuits.

Based on conversations with the Client, SFA's recommendations for the spaces and amenities detailed in the facility program, a sports tourism complex has the potential to offer programming for any or all of the following activities from in-house and/or partner organizations: practices, camps, clinics, leagues, showcases, tournaments, private individual and group training, and more.

## PROGRAM MIX

The programs listed above offer a robust programming model to be featured at the Riverhead complex including in-house and partner organization offerings. While a model more heavily focused on partner and rental programming typically takes less time to grow revenues and guarantees revenue for the model, it limits the long-term revenue growth opportunities.



# BUSINESS MODEL OVERVIEW

## PROGRAM MIX

SFA recommends a facility program mix that includes internal or in-house programs in addition to rental or outside service provider programs, however, believes that an in-house local programming model will delivery the best results to achieve the Client's goals. In-house programming presents the complex with the following growth and business development opportunities:

### **GREATER OWNERSHIP OF THE BUSINESS:**

- Running in-house programs will allow the management team to dictate all aspects of the products and services being offered in the facility. This ownership provides the ability to make decisions regarding marketing, sales, and operations of all programs. Furthermore, the facility will rely less on the skills, experience, and relationships of outside people or organizations and therefore strengthen the complex's ability to offer best-in-class services to its customers.

### **CONTROL OF THE CUSTOMER EXPERIENCE:**

- All programs are a reflection of the facility and affect customer perception of the brand. With a rental model, a facility has a minimal level of control over program quality and customer experience. If a program run by an outside organization does not meet customer expectations, the facility will be directly associated with that bad experience. On the other hand, internal programs allow the facility to control the quality of customers' experiences.

### **HIGHER FINANCIAL RETURNS:**

- Rental programs are limited in the level of revenue they are able to generate. This relatively flat revenue restricts the ability to capitalize on growth opportunities. An internal program business model creates the opportunity for the facility to grow programs and increase the amount of revenue that can be generated per hour. With the proper investment in and development of in-house programs, the facility will be able to generate significantly higher levels of revenue.

### **FACILITY DATABASE AND CROSS MARKETING:**

- Internal programming presents the facility with the opportunity to build an extensive internal database of its customers. Owning and running in-house programs will allow the facility to capture and retain important customer contact information. This internal database will create a platform for the management team to cross-market appropriate programs to people who are already customers and invested in taking part in the products and services that the facility has to offer. The ability to cross-market to an internal database is substantially more effective than many traditional marketing initiatives.

### **ABILITY TO MAXIMIZE SCHEDULING:**

- A rental-only model restricts the management team's ability to maximize program scheduling. This is a result of the desire of outside programmers and rentals to purchase only the best and prime time hours in the facility. With an in-house program model, the management team will be able to dictate the day and time that programs are run and therefore allow the facility to maximize the use of available scheduling time.



\*Hoover, AL – Finley Center – Managed by Sports Facilities Management

## BUSINESS MODEL OVERVIEW

A gradual transition towards a higher level of internal programming after opening will allow the facility to maintain relationships and utilize outside programming during the maturation process. As the facility matures, shifting to an increased percentage of internal programs will allow the facility to capitalize on opportunities to grow programs and contribute to a higher level of financial sustainability.

Based on the vision of the Client, SFA believes that there will be a hybrid business model between the local programming model and the sports tourism operating model in order to maximize sustainability, although the Client plans to prioritize sports tourism in order to generate greater visitation to the development, spurring economic development in Riverhead through non-local days in market and hotel room nights. As such, the level of financial and economic impact performance will depend on the type of assets, mix of assets, and business model within any facility that is developed.

# FINANCIAL PERFORMANCE OVERVIEW

## SUMMARY OF FINANCIAL PERFORMANCE

SFA's determination of feasibility for the sports complex in Riverhead depends on the financial forecast of the business and the ability for it to achieve results that support the long-term financial goals of the Client. SFA constructed a detailed pro forma/financial analysis model that projects the financial viability for the first five years of operations. In creating the financial forecast, SFA intentionally projects numbers that are dependent on timely marketing, attention to detail, ongoing financial analysis, a focus on customer service, and intelligent management practices.

The following tables combine and summarize the forecasted revenues, cost of goods sold, and operating expenses through the first five years of operations at the indoor and outdoor facilities. The financial performance details have been provided in the full financial forecast documents. SFA has projected the items within the financial forecast according to standard processes backed by more than a decade of industry experience including the production of hundreds of institutional-grade pro forma documents, the development of numerous youth and amateur sports facilities, and the real-world management experience gained from the day-to-day operations of more than 60 youth and amateur sports facilities around the United States.

### INDOOR AND OUTDOOR SPORTS FACILITIES

|                          | YEAR 1             | YEAR 2             | YEAR 3             | YEAR 4             | YEAR 5             |
|--------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Total Revenue            | \$5,604,304        | \$6,473,070        | \$7,761,976        | \$8,819,770        | \$9,681,420        |
| Total Cost of Goods Sold | \$1,640,479        | \$1,922,296        | \$2,303,514        | \$2,629,479        | \$2,879,195        |
| <b>Gross Margin</b>      | <b>\$3,963,825</b> | <b>\$4,550,774</b> | <b>\$5,458,462</b> | <b>\$6,190,290</b> | <b>\$6,802,225</b> |
| Total Operating Expenses | \$3,731,036        | \$3,889,691        | \$4,232,917        | \$4,489,545        | \$4,731,484        |
| <b>EBITDA</b>            | <b>\$232,789</b>   | <b>\$661,083</b>   | <b>\$1,225,544</b> | <b>\$1,700,745</b> | <b>\$2,070,741</b> |
| % of Revenue             | 4.2%               | 10.2%              | 15.8%              | 19.3%              | 21.4%              |

As demonstrated in the previous table, the operations at the Sports Anchor Model are expected to generate a positive Earnings Before Interest, Tax, Depreciation, and Amortization (EBITDA) of approximately \$233,000 in year one before improving to continue generating a positive return in year five, resulting in an EBITDA figure of approximately \$2.1 million annually at maturity.

# ECONOMIC IMPACT ANALYSIS

## ECONOMIC IMPACT EXPECTATIONS

As stated previously, SFA developed its forecasts based on the prioritization of events that meet the Client's objectives related to both local and tournament programming and best practices for managing successful sports tourism facilities. As part of that exercise, SFA conducted an in-depth analysis of the two components that determine economic impact:

1. The average daily expenditure for non-local visitors to the market, including but not limited to:
  - Average daily rate for hotels
  - Average daily meal costs
  - Percent of spending in market by category
2. The details for each event, including but not limited to:
  - Number of participants
  - Number spectators
  - Markets from which participants travel
  - Day and overnight travel habits in the region and across the industry
  - Length of event

For the purposes of this study, SFA analyzed overnight visitors to the market. Overnight visitors are defined as those coming to the Riverhead area from more than 90 minutes away who stay overnight. SFA's economic impact projections do not include any assumptions for visitors extending their stay beyond the event and do not include any indirect or induced spending projections.

## AVERAGE DAILY EXPENDITURE

SFA projected per-person spending in the categories in which visitors to Riverhead, NY are expected to spend for regional youth and amateur tournaments and events. The chart below shows that overnight visitors are expected to spend an average of \$152.98 per person per day in year one before growing to \$162.37 in year five. The estimates for per person spending are based on conservative estimates for how non-local visitors will spend while in market. SFA believes that these are reliable estimates, and that it is unlikely that per person spending will fall below the projected amounts.

**Per Person Spending By Category**

|                           | Year 1          | Year 2          | Year 3          | Year 4          | Year 5          |
|---------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Lodging/Accommodations    | \$50.00         | \$50.75         | \$51.51         | \$52.28         | \$53.07         |
| Dining/Groceries          | \$51.75         | \$52.53         | \$53.31         | \$54.11         | \$54.93         |
| Transportation            | \$8.80          | \$8.93          | \$9.06          | \$9.20          | \$9.34          |
| Entertainment/Attractions | \$4.14          | \$4.20          | \$4.27          | \$4.33          | \$4.39          |
| Retail                    | \$24.32         | \$24.69         | \$25.06         | \$25.43         | \$25.82         |
| Miscellaneous             | \$13.97         | \$14.18         | \$14.39         | \$14.61         | \$14.83         |
| <b>Total</b>              | <b>\$152.98</b> | <b>\$155.28</b> | <b>\$157.61</b> | <b>\$159.97</b> | <b>\$162.37</b> |



# ECONOMIC IMPACT ANALYSIS

## ECONOMIC IMPACT DRIVERS

Before converting the per-person average daily expenditure into a total direct spending projection, SFA analyzed the two most important drivers of economic impact: non-local days in market and room nights generated for each event projected. Non-local days in market are the number of days that non-local visitors will spend in the Riverhead market because of the tournament or event they are attending. Hotel room nights are the number of nights that visitors will stay in the local area to take part in tournaments and events.

The tables that follow summarize the projected economic impact drivers and direct spending in years one through five of the model.

## ECONOMIC IMPACT DRIVERS

|                              | YEAR 1              | YEAR 2              | YEAR 3              | YEAR 4              | YEAR 5              |
|------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Non-Local Days in Market     | 139,328             | 169,407             | 210,122             | 260,369             | 281,172             |
| Room Nights                  | 33,541              | 40,722              | 50,569              | 62,611              | 67,624              |
| <b>Total Economic Impact</b> | <b>\$21,314,669</b> | <b>\$26,305,051</b> | <b>\$33,116,492</b> | <b>\$41,651,277</b> | <b>\$45,653,912</b> |

The table above demonstrates that SFA expects the facility to generate approximately 281,000 new non-local days in market, almost 68,000 new room nights, and a total of approximately \$45.7 million in direct economic impact at maturity in year five of operations.

# POTENTIAL FUNDING SOURCES AND FUNDING CASE STUDIES

Based on SFA's experience in planning and funding facilities similar to the facilities included in the included facility program, communities and private clients have deployed the following funding mechanisms successfully in recent projects across the country. It should be noted that in today's development climate, most projects have a diverse set of funding sources and often rely on public-private partnerships.

## BORROWING

- **Private Loan**

- A loan is taken out by a business to fund the development and early-stage operation of the facility.

## SPECIAL DISTRICTS

- **Tax Increment Financing (TIF)**

- A district is developed specifically for the purpose of incentivizing development. Upon establishment, the tax base of the district is frozen and any increase to the tax base as a result of new developments are used to pay the TIF bonds.

- **Taxes on Business Improvement Districts (BIDs)**

- A district is developed where businesses are required to pay an additional tax to fund projects within the boundaries of the district.

- **Opportunity Zones**

- An economically distressed community where new investments, under certain conditions, become eligible for preferential tax treatment. Localities qualify as Opportunity Zones if they have been nominated for that designation by the state and that nomination has been certified by the Secretary of the U.S. Treasury via their delegation of authority to the Internal Revenue Service.

## PARTNERSHIPS

- **Public-Private Partnerships**

- Development and/or operational commitments are made by both public and private organizations in order to provide capital, credit, or long-term income to secure or back a loan. Private sector partners are most commonly developers, medical sector organizations, for-profit sports or wellness organizations, and non-profit sports or wellness organizations. The Public-Private Partner relationship can encompass a few or all of the following facility development phases: design, build, finance, operate, and/or manage.

- **Public-Public Partnerships**

- Development and/or operational commitments are made by two public sector organizations in order to provide capital, credit, or long-term income to secure or back a loan. Public sector partners are most commonly Cities/Towns/Villages, Counties, Parks & Recreation Departments, Chamber/CVB/Tourism Departments, and School Districts.

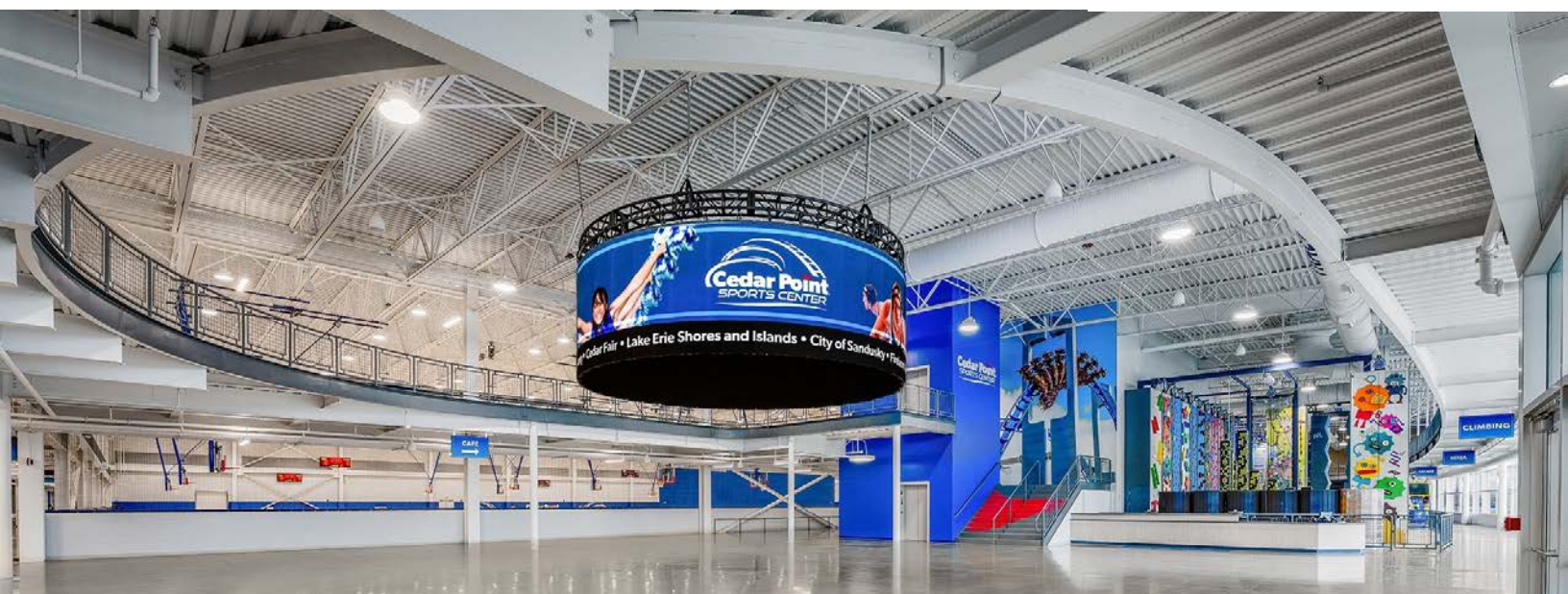
## FUNDING SOURCES CASE STUDY – CEDAR POINT SPORTS CENTER

Based on SFA's experience in planning and funding facilities similar to the facilities included in the modeled facility program, SFA has provided case studies that detail real-world funding scenarios. These scenarios provide an overview of the funding structure utilized to fund the best-in-class sports tourism venues, the Cedar Point Sports Center in Sandusky, OH, AdventHealth Sports Park at Bluhawk in Overland Park, KS, and Emerald Acres Sports Connection in Mattoon, IL.

The Cedar Point Sports Center opened in 2020 with a total development cost of approximately \$42 million. The venue offers 185,000 square feet of indoor sports, event, and entertainment space and serves thousands of visitors on a regular tournament weekend. The facility also includes the Lee C. Jewett Sports Medicine Center in a partnership with Firelands Regional Medical Center.

Since sports tourism serves as the primary driver of the facility, various interested public and private parties collaborated in a true Public-Private Partnership to promote and fund the development of the venue, therefore encouraging new visitation to the market. This visitation has proven especially beneficial to the community during non-peak tourism seasons. The funding structure for Cedar Point Sports Center included the following approximate contributions:

- County Hotel Tax - \$23 million
- Firelands Regional Medical Center - \$11 million
- City Tax Financing - \$2 million
- Private Equity - \$6 million
  - Cedar Fair Entertainment
  - Lake Erie Shores & Islands Convention and Visitors Bureau





## FUNDING SOURCES CASE STUDY – ADVENTHEALTH SPORTS PARK



The current development climate for youth and amateur sports facilities generally requires a robust combination of funding sources and mechanisms to turn a concept into reality. AdventHealth Sports Park at Bluhawk is a relevant example of a sports tourism and mixed-use development project that relied on creative funding solutions to become developable.

AdventHealth Sports Park is set to open in 2024 with a total development cost of approximately \$125 million for Phase I of the development (sports facility only). The venue offers 250,000 square feet of indoor sports, event, and entertainment space, with adjacent residential, medical, lodging/hospitality, and other traditional mixed-use spaces as a privately owned and operated development. The medical component serves a key function within most public-private partnerships, often occupying a dedicated leased space within the development and/or purchasing naming rights that can account for as much as 26 percent of the total development cost, according to SFA's industry experience.

Sports tourism serves as the primary driver of the facility, although the venue will accommodate regular local programming. Various interested public and private parties collaborated to promote and fund the development of the venue, therefore encouraging new visitation and promoting new spending to occur the market that would not occur but for the development of the complex. The funding structure for Bluhawk Sports Park included the following funding mechanisms:

- Sales Tax and Revenue (STAR) Bonds - \$46.5 Million
  - A portion of state sales tax generated within the mixed-use development district returns to the developer over time to pay for the sport facility
- Private Equity
- Traditional Lending



## FUNDING SOURCES CASE STUDY – EMERALD ACRES

Youth and amateur sports facilities generally require creative and multi-lateral funding solutions prior to development. Emerald Acres Sports Connection is a non-profit-operated sports tourism development project that required a unique operating arrangement and funding structure to promote development.

Emerald Acres Sports Connection in Mattoon, IL is set to open in 2024 with a total development cost of approximately \$65 million (sports facilities only). The complex offers a combined 150-acre property, with 150,000 square feet of indoor sports, event, and entertainment space and 12 outdoor fields that prioritize sports tourism.

Sports tourism serves as the primary driver of the facility, although the venue will accommodate regular local programming. Various interested public and private parties collaborated to promote and fund the development of the venue, therefore encouraging new visitation and promoting new spending to occur the market that would not occur but for the development of the complex. The funding structure for Emerald Acres Sports Connection included the following funding mechanisms:

- Expansion of Existing Business Improvement District (BID)
  - The district consists of new and existing mixed-use and commercial development
- Future Property Tax Incentive (Incremental)
- Private Equity (Capital and Land Contributions)





\*Rocky Mount, NC – Rocky Mount Event Center – Managed by Sports Facilities Management

Based on the work completed to date, SFA believes that an opportunity exists to develop an indoor and outdoor sports tourism facility alongside an RV Park and Go-Kart Track in the Riverhead market with the capability of meeting the Client's objectives that will:

- Capitalize on the continued growth in sports tourism to develop a premier sports tourism complex that attracts, hosts, and retains sports tournaments and events
- Create a significant driver of economic impact in Riverhead that supports existing local businesses by generating new room nights, fosters opportunities for expanding the local lodging industry and ancillary development to accommodate demand, and supports the community by generating spending from non-local visitors
- Serve as a community asset that enhances the sense of place and quality of life for local residents by creating access to top quality sports and recreation assets for all
- Feature diverse and flexible programming capabilities for sports, as well as community, civic, and school activities, to serve a wide variety of potential partners and stakeholders

Taking those definitions of success into account, SFA has detailed the initial recommendations for the sports tourism complex. The included facility program offers the amenities that SFA believes have the potential to meet the Client's definitions of success through the individual asset types and ensuring that those assets are right sized to meet the local market opportunities, as well as the regional sports tourism opportunity.

**Within the next phase of work, SFA recommends that the Client:**

- Explore and define the potential for funding mechanisms, development incentives, and/or strategic partnerships that could create a viable investment into the construction and operation of the recommended facilities being considered.

In conclusion, SFA believes that an opportunity exists to develop a new sports complex that can achieve the Client's goals. SFA recommends exploring the potential funding mechanisms, development incentives, and strategic partnership opportunities for a new sports tourism complex. SFA is available to assist in any or all of the above steps and welcomes the opportunity to discuss these findings with the Client in order to support the formulation of a decision related to the development of a new sports tourism facility in Riverhead, New York as part of the airstrip redevelopment.



# LEADING THE INDUSTRY SINCE 2003



## PLANNING

- Market Opportunity
- Feasibility
- Facility Program Plans
- Site Selection
- Institutional-Grade Financial Modeling



## FINANCE SUPPORT

- Partnership Prospecting & Development
- Negotiations
- Funding Strategy
- Development Partners
- P3 Development
- Project Management



## DEVELOPMENT

- Owner's Representation
- FFE/OSE Procurement
- Venue Planning
- Operational Readiness
- Vendor Negotiations
- Sport Comfort & Compliance



## OPENING

- Turn-Key Management
- Daily Operations
- Brand Development & Marketing Strategies
- Strategic Partnerships
- Event Booking & Sales
- Legal & Risk Management



## SFNETWORK

- Largest Sports Tourism Network in the US
- National Marketing
- Event Booking Platform
- Industry Expertise & Analytics
- Vendors & Partners

**ADVISORY**

**DEVELOPMENT**

**MANAGEMENT**



**SF** SPORTS FACILITIES  
**COMPANIES**

**SF** SPORTS FACILITIES  
**COMPANIES**

..... OUR MISSION .....

**IMPROVE THE  
HEALTH & ECONOMIC  
VITALITY OF THE  
COMMUNITIES**

**WE SERVE**

**\$15 Billion**

IN PLANNED & FUNDED FACILITIES

**3000** COMMUNITIES  
SERVED

**25 Million**

VISITS AT SFM FACILITIES

- Institutional Grade Financial Forecasting
  - Economic Impact Projections
  - Strategic Program Planning
- Project Finance Support Services
  - Outsourced Management
  - National Network of Venues
- Operational Efficiency and Effectiveness

**ICMA**

INTERNATIONAL CITY/COUNTY  
MANAGEMENT ASSOCIATION

THE ASPEN INSTITUTE  
**PROJECT PLAY**  
— 2020 —

**FRPA**  
FLORIDA RECREATION  
& PARK ASSOCIATION

**SFM NETWORK**

THE SINGLE LARGEST SPORTS TOURISM NETWORK

[WWW.SFMNETWORK.COM](http://WWW.SFMNETWORK.COM)



# DISCOVER THE POWER OF THE **SF** NETWORK

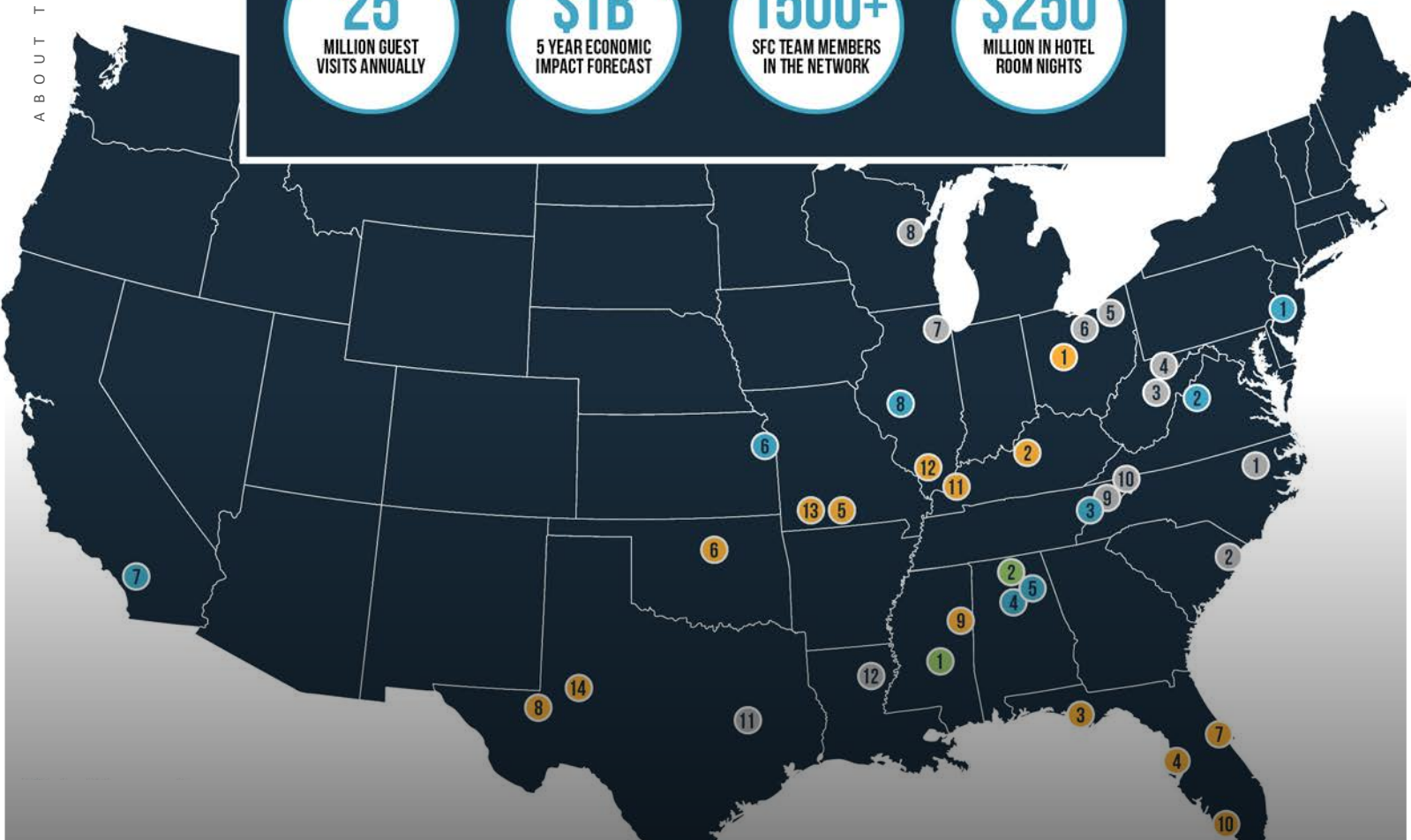
JOIN A CLIENT PORTFOLIO OF THE NATION'S BEST SPORTS AND RECREATION DESTINATIONS.

**25**  
MILLION GUEST  
VISITS ANNUALLY

**\$1B**  
5 YEAR ECONOMIC  
IMPACT FORECAST

**1500+**  
SFC TEAM MEMBERS  
IN THE NETWORK

**\$250**  
MILLION IN HOTEL  
ROOM NIGHTS



## INDOOR FACILITIES

- |                    |                                  |
|--------------------|----------------------------------|
| 1 ROCKY MOUNT, NC  | ROCKY MOUNT EVENT CENTER         |
| 2 MYRTLE BEACH, SC | MYRTLE BEACH SPORTS CENTER       |
| 3 BRIDGEPORT, WV   | THE BRIDGE SPORTS COMPLEX        |
| 4 WHEELING, WV     | HIGHLANDS SPORTS COMPLEX         |
| 5 HILLIARD, OH     | BO JACKSON'S ELITE SPORTS        |
| 6 SANDUSKY, OH     | CEDAR POINT SPORTS CENTER        |
| 7 BEDFORD PARK, IL | WINTRUST SPORTS COMPLEX          |
| 8 GRAND CHUTE, WI  | COMMUNITY FIRST CHAMPIONS CENTER |
| 9 MORRISTOWN, TN   | MORRISTOWN LANDING               |
| 10 KINGSFORD, TN   | TNT SPORTSPLEX                   |
| 11 BRYAN, TX       | LEGENDS EVENT CENTER             |
| 12 WEST MONROE, LA | WEST MONROE SPORTS & EVENTS      |

## OUTDOOR FACILITIES

- |                         |                                 |
|-------------------------|---------------------------------|
| 1 XENIA, OH             | ATHLETES IN ACTION              |
| 2 ELIZABETHTOWN, KY     | ELIZABETHTOWN SPORTS PARK       |
| 3 PANAMA CITY BEACH, FL | PUBLICX SPORTS PARK             |
| 4 OLDSMAR, FL           | EMPOWER ADVENTURES              |
| 5 BRANSON, MO           | BALLPARKS OF AMERICA            |
| 6 EDMOND, OK            | PELICAN BAY AQUATICS            |
| 7 COCOA, FL             | LAUNCHPAD SPORTS COMPLEX        |
| 8 PECOS, TX             | CYCLONE BALLPARKS               |
| 9 STARKVILLE, MS        | CORNERSTONE SPORTS COMPLEX      |
| 10 NAPLES, FL           | PARADISE COAST SPORTS COMPLEX   |
| 11 PADUCAH, KY          | MCCRACKEN COUNTY SPORTS COMPLEX |
| 12 MARION, IL           | MARION STADIUM                  |
| 13 REEDS SPRING, MO     | SHO-ME BASEBALL CAMP            |
| 14 ODESSA, TX           | THE BASIN SPORTS COMPLEX        |

## INDOOR/OUTDOOR FACILITIES

- |                     |                                      |
|---------------------|--------------------------------------|
| 1 HILLSBOROUGH, NJ  | IRON PEAK SPORTS & EVENTS            |
| 2 HARRISONBURG, VA  | HORIZONS EDGE SPORTS CAMPUS          |
| 3 GATLINBURG, TN    | ROCKYTOP SPORTS WORLD                |
| 4 HOOVER, AL        | HOOVER MET COMPLEX                   |
| 5 ALBERTVILLE, AL   | SAND MOUNTAIN PARK & AMPHITHEATER    |
| 6 OVERLAND PARK, KS | BLUHAUK MULTI-SPORT                  |
| 7 CARSON, CA        | CREEK AT DOMINGUEZ HILLS             |
| 8 SPRINGFIELD, IL   | SCHEELS SPORTS PARK AT LEGACY POINTE |

## PARKS & RECREATION

- |                  |                            |
|------------------|----------------------------|
| 1 BRANDON, MS    | BRANDON PARKS & RECREATION |
| 2 GARDENDALE, AL | BILL NOBLE PARK            |

**THE** SPORTS FACILITIES  
**ADVISORY**



727.474.3845



sportsfacilities.com | thesfnetwork.com  
info@sportsfacilities.com



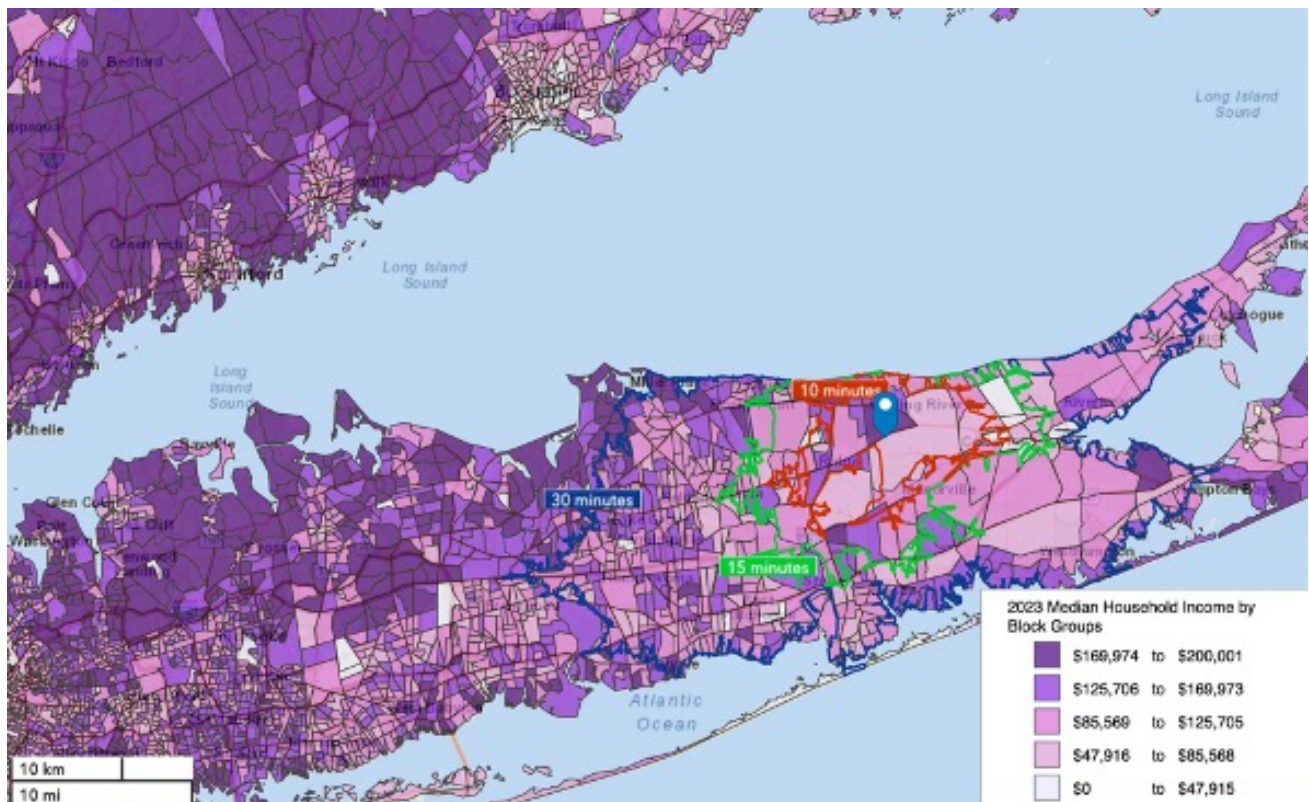
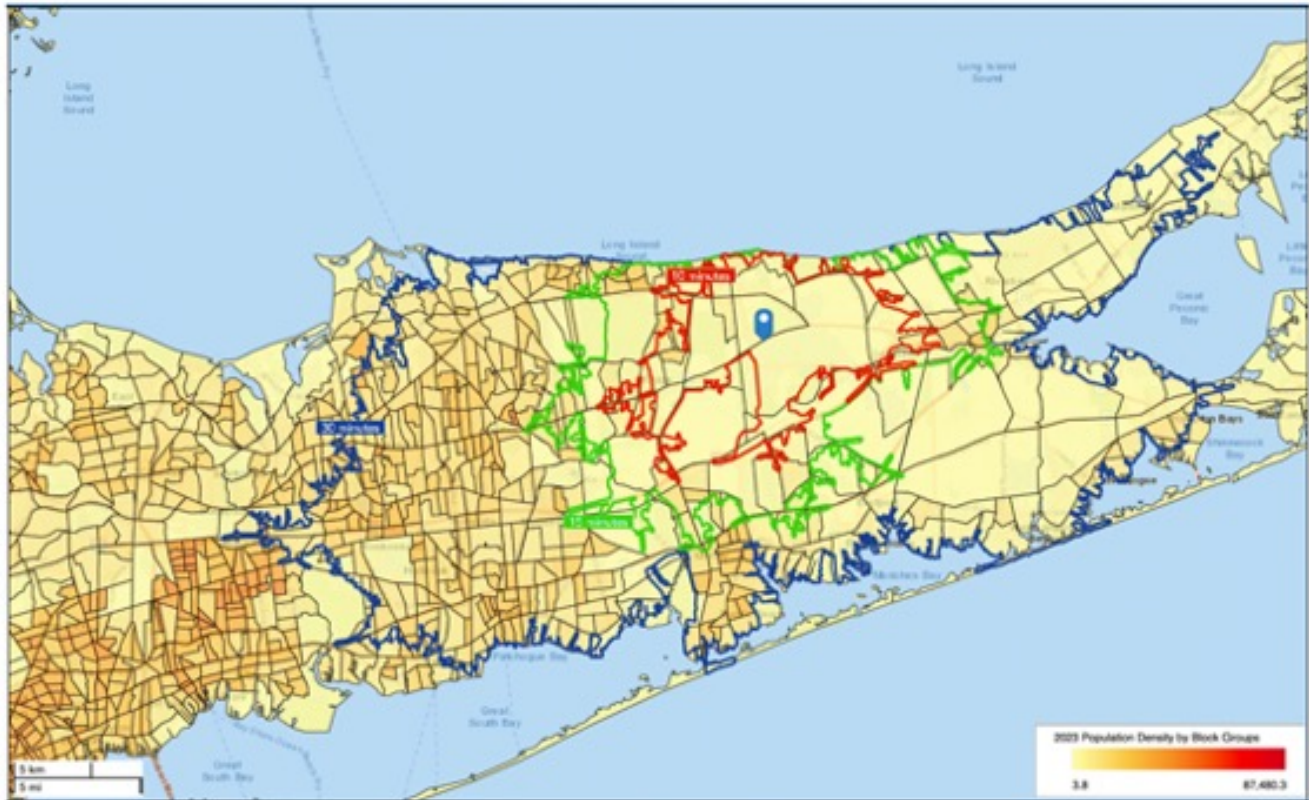
17755 US Hwy 19 N, Suite 300  
Clearwater, FL 33764

# APPENDIX – LOCAL DEMOGRAPHIC AND SOCIOECONOMIC DATA

| Demographic Highlights                                       |  | 10 minutes | 15 minutes | 30 minutes |
|--|--|------------|------------|------------|
| Total Population   |  | 270,486    | 789,441    | 2,213,358  |
| 2023 Median Age (Esri)                                       |  | 36.1       | 36.4       | 36.8       |
| 2023 Median Household Income (Esri)                          |  | \$51,212   | \$54,192   | \$64,282   |
| 2023 Average Household Income (Esri)                         |  | \$70,725   | \$79,421   | \$94,008   |
| 2023 Per Capita Income (Esri)                                |  | \$25,770   | \$28,961   | \$35,210   |
| 2023 Household Population (Esri)                             |  | 267,076    | 780,943    | 2,199,316  |
| 2010-2017 Population: Annual Growth Rate (Esri)              |  |            |            |            |
| 2017-2022 Population: Annual Growth Rate (Esri)              |  | 0.59       | 0.44       | 0.62       |
| 2017-2022 Median Household Income: Annual Growth Rate (Esri) |  | 2.50       | 2.73       | 3.46       |
| 2017-2022 Per Capita Income: Annual Growth Rate (Esri)       |  | 3.35       | 3.26       | 3.36       |
| 2023 Total Households (Esri)                                 |  | 98,123     | 287,230    | 828,036    |
| 2023 Total Family Households (Esri)                          |  | 62,186     | 185,989    | 526,829    |
| 2023 Average Household Size (Esri)                           |  | 2.72       | 2.72       | 2.66       |
| Age Breakdown  |  | 10 minutes | 15 minutes | 30 minutes |
| 2023 Total Population Age 0-4 (Esri) (%)                     |  | 6.75%      | 6.70%      | 6.46%      |
| 2023 Total Population Age 5-9 (Esri) (%)                     |  | 6.78%      | 6.81%      | 6.64%      |
| 2023 Total Population Age 10-14 (Esri) (%)                   |  | 6.61%      | 6.62%      | 6.47%      |
| 2023 Total Population Age 15-19 (Esri) (%)                   |  | 6.42%      | 6.38%      | 5.99%      |
| 2023 Total Population Age 20-24 (Esri) (%)                   |  | 6.70%      | 6.57%      | 6.27%      |
| 2023 Total Population Age 25-29 (Esri) (%)                   |  | 7.79%      | 7.66%      | 7.58%      |
| 2023 Total Population Age 30-34 (Esri) (%)                   |  | 7.46%      | 7.43%      | 7.85%      |
| 2023 Total Population Age 35-39 (Esri) (%)                   |  | 6.53%      | 6.69%      | 7.51%      |
| 2023 Total Population Age 40-44 (Esri) (%)                   |  | 6.21%      | 6.47%      | 7.06%      |
| 2023 Total Population Age 45-49 (Esri) (%)                   |  | 5.71%      | 5.93%      | 6.13%      |
| 2023 Total Population Age 50-54 (Esri) (%)                   |  | 5.95%      | 6.03%      | 5.99%      |
| 2023 Total Population Age 55-59 (Esri) (%)                   |  | 5.76%      | 5.76%      | 5.63%      |
| 2023 Total Population Age 60-64 (Esri) (%)                   |  | 5.83%      | 5.66%      | 5.51%      |
| 2023 Total Population Age 65-69 (Esri) (%)                   |  | 5.06%      | 5.04%      | 4.99%      |
| 2023 Total Population Age 70-74 (Esri) (%)                   |  | 4.20%      | 4.23%      | 4.21%      |
| 2023 Total Population Age 75-79 (Esri) (%)                   |  | 2.98%      | 2.95%      | 2.83%      |
| 2023 Total Population Age 80-84 (Esri) (%)                   |  | 1.84%      | 1.76%      | 1.66%      |
| 2023 Total Population Age 85+ (Esri) (%)                     |  | 1.41%      | 1.33%      | 1.22%      |
| 2023 Total Population Age 18+ (Esri) (%)                     |  | 76.04%     | 76.05%     | 76.82%     |
| Household Income Breakdown                                   |  | 10 minutes | 15 minutes | 30 minutes |
| 2023 Household Income less than \$15,000 (Esri) (%)          |  | 15.20%     | 13.80%     | 10.80%     |
| 2023 Household Income \$15,000-\$24,999 (Esri) (%)           |  | 10.10%     | 9.40%      | 7.50%      |
| 2023 Household Income \$25,000-\$34,999 (Esri) (%)           |  | 10.40%     | 10.00%     | 8.70%      |
| 2023 Household Income \$35,000-\$49,999 (Esri) (%)           |  | 12.90%     | 12.70%     | 11.60%     |
| 2023 Household Income \$50,000-\$74,999 (Esri) (%)           |  | 18.30%     | 17.70%     | 17.40%     |
| 2023 Household Income \$75,000-\$99,999 (Esri) (%)           |  | 12.90%     | 12.30%     | 13.00%     |
| 2023 Household Income \$100,000-\$149,999 (Esri) (%)         |  | 12.10%     | 13.30%     | 15.50%     |
| 2023 Household Income \$150,000-\$199,999 (Esri) (%)         |  | 4.70%      | 5.70%      | 7.70%      |
| 2023 Household Income \$200,000 or greater (Esri) (%)        |  | 3.20%      | 5.10%      | 7.90%      |
| Spending: Recreation   |  | 10 minutes | 15 minutes | 30 minutes |
| 2023 Membership Fees for Social/Recreation/Civic Clubs (Avg) |  | 173.63     | 197.81     | 239.78     |
| 2023 Fees for Participant Sports excluding Trips (Avg)       |  | 77.09      | 87.72      | 107.73     |
| 2023 Fees for Recreational Lessons (Avg)                     |  | 91.17      | 105.81     | 130.63     |
| 2023 Camp Fees (Avg)   |  | 17.98      | 20.47      | 24.28      |



## APPENDIX – LOCAL DEMOGRAPHIC AND SOCIOECONOMIC MAPS





## APPENDIX – REGIONAL DRIVETIME MAP



## APPENDIX – LOCAL FACILITIES

| Indoor Court Facilities                             | Drive Time (Minutes) |
|---|----------------------|
| Riverhead High School                               | 15                   |
| SCCC Eastern Campus                                 | 19                   |
| Sportime Quogue                                     | 22                   |
| LA Fitness  | 24                   |
| LA Fitness  | 25                   |
| Danzi Athletic Center                               | 25                   |
| Dedication Sports Facility                          | 26                   |
| Patchogue Family YMCA                               | 27                   |
| 3d Athletics Health and Fitness/Rossetti Basketball | 27                   |
| LA Fitness  | 29                   |
| LA Fitness  | 32                   |
| The Cube Basketball                                 | 32                   |
| Central Islip Recreation Center                     | 32                   |
| Premier Basketball NY                               | 34                   |
| Island Federal Credit Union Arena                   | 34                   |
| Brent City-La Espiguita                             | 35                   |
| Shooting Stars Sports                               | 35                   |
| LA Fitness  | 37                   |
| Walter J. Hawrys Campus Rec Center                  | 38                   |
| Sportime Kings Park                                 | 38                   |
| Future Stars Southampton                            | 39                   |
| Great South Bay YMCA                                | 40                   |
| North Sport   | 47                   |
| Sportime VBC  | 49                   |
| Next Level Sports Center                            | 50                   |
| BR @ The Fieldhouse                                 | 51                   |
| Life Time   | 51                   |
| B&B Volleyball                                      | 53                   |
| LA Fitness  | 53                   |
| JMF Sports Center                                   | 53                   |
| Xsport Fitness                                      | 53                   |
| Mitchel Gymnasium and the Dribblers                 | 54                   |
| Legacy Volleyball Club                              | 69                   |

| Family Entertainment Center Facilities | Drive Time (Minutes) |
|--|----------------------|
| Scott's Pointe                         | 0                    |
| Kidzville Rides and Toys               | 10                   |
| Game On Retro Arcade                   | 12                   |
| Safari Adventure                       | 14                   |
| The All Star Bowling Alley             | 18                   |
| Kynytyx                                | 19                   |
| Blue Sky Amusements                    | 19                   |
| Gr8Skates                              | 19                   |
| Coram Country Lanes                    | 21                   |
| Chuck E. Cheese                        | 24                   |
| AMF Centereach Lanes                   | 25                   |
| Port Jeff Bowl                         | 26                   |
| Bowlero Sayville                       | 27                   |
| NY Dart Zone                           | 27                   |
| Xplore Port Jefferson                  | 27                   |
| East Islip Lanes                       | 35                   |
| Bowlero Commack                        | 36                   |
| Strike 10 Lanes Deer Park              | 38                   |
| AMF Babylon Lanes                      | 41                   |
| Chuck E. Cheese                        | 41                   |
| Bowlero Melville                       | 42                   |
| Larkfield Lanes                        | 43                   |
| Active Kidz LI                         | 45                   |
| AMF Syosset Lanes                      | 47                   |
| Round 1 Bowling and Amusement          | 48                   |
| Bounce! FEC                            | 48                   |
| AMF Wantagh Lanes                      | 50                   |
| Laser Bounce                           | 50                   |
| Bowlero Mineola                        | 51                   |
| Ultra Lanes Massapequa                 | 52                   |
| Levittown Lanes                        | 52                   |
| AMF Garden City Lanes                  | 53                   |
| Planet Play                            | 53                   |

## APPENDIX – LOCAL FACILITIES

| Indoor Ice Facilities                 | Drive Time (Minutes) |
|---------------------------------------|----------------------|
| Peconic Ice Rinks                     | 0                    |
| Southampton Ice Rink                  | 32                   |
| The Rinx                              | 33                   |
| Superior Ice Rink                     | 41                   |
| Clark Gillies Arena                   | 42                   |
| The Rinx at Wyandanch Plaza           | 46                   |
| Town of Oyster Bay Ice Skating Center | 51                   |
| Ice Works                             | 51                   |
| Cantiague Park Ice Rink               | 54                   |
| Iceland Long Island Skating Rink      | 61                   |
| Port Washington Skating Center        | 61                   |
| Newbridge Arena                       | 62                   |

| Indoor Turf Field Facilities   | Drive Time (Minutes) |
|--------------------------------|----------------------|
| All Star Arena                 | 24                   |
| Center Island Sports Inc       | 28                   |
| All Island SportsPlex          | 40                   |
| KK Athletics of Brentwood      | 40                   |
| All Sportz Melville            | 46                   |
| US Academy of Soccer           | 49                   |
| 360 Sports Center              | 53                   |
| Long Island Sports Dome        | 56                   |
| Global Sports Centers - Nassau | 59                   |
| Long Island Sports Complex     | 61                   |
| Unlimited Sports Action Inc    | 65                   |

| Sports Performance Facilities  | Drive Time (Minutes) |
|--|----------------------|
| Infiniti Sports Performance  | 19                   |
| NRG Athletics  | 23                   |
| The Trainer Page   | 23                   |
| Revolution Athletics: Speed, Strength, & Agility Training for Athletes | 29                   |
| HEAT Sports LI   | 29                   |
| GLE Performance  | 31                   |
| Belding Performance  | 31                   |
| Professional Edge Strength & Conditioning                              | 32                   |
| Xceleration Sports Training  | 34                   |
| AMP Hauppauge - Sports Performance & Personal Training                 | 34                   |
| E.A.S.T. Endurance Agility Strength Training                           | 35                   |
| ProCare Athletic Performance   | 35                   |
| Sports & Fitness Performance   | 36                   |
| Victory Sports Performance   | 37                   |
| Parisi Speed School  | 51                   |
| Power Performance Sport Training                                       | 52                   |
| Train for the Game - LI  | 53                   |
| Professional Athletic Performance Center                               | 54                   |

| Indoor Baseball-Softball Training Facilities | Drive Time (Minutes) |
|--|----------------------|
| The Cage                                     | 15                   |
| Lasorda Legacy Park/Baseball Heaven          | 16                   |
| 365 Athletics                                | 19                   |
| In the Zone Baseball Club                    | 28                   |
| Long Island Sports Zone                      | 29                   |
| Matt Guilliano's Play Like a Pro             | 29                   |
| 88 Stitches Fastpitch Training Center        | 36                   |
| Pro Game Athletics                           | 37                   |
| Performance Factory Baseball                 | 41                   |
| B.E.A.S.T. Facility                          | 41                   |
| TC BlackHawks Baseball Academy               | 47                   |
| Baseball Plus                                | 47                   |
| Long Island Sports Hub-Frozen Ropes Syosset  | 48                   |
| Long Island Sports Dome                      | 51                   |
| Sports Alley                                 | 54                   |

## APPENDIX – LOCAL FACILITIES

| Indoor Aquatics Facilities        | Drive Time (Minutes) |
|-----------------------------------|----------------------|
| Safe-T Swim Riverhead             | 11                   |
| Brookhaven Aquatic Center         | 22                   |
| LA Fitness Patchogue              | 24                   |
| Brookhaven Roe YMCA               | 24                   |
| Patchogue YMCA                    | 27                   |
| Goldfish Swim School - Centereach | 30                   |
| Half Hollow Hills Natatorium      | 40                   |
| Great South Bay YMCA              | 40                   |
| Nassau County Aquatic Center      | 55                   |
| YMCA East Hampton RECenter        | 58                   |

| Outdoor Multi-Purpose Field Facilities                                     | Drive Time (Minutes) |
|--|----------------------|
| Longwood Youth Sports Association (LYSA)                                   | 11                   |
| Mastic Sports Complex  | 14                   |
| Coach Mike McKillop Memorial Field   | 15                   |
| Center Moriches HS   | 16                   |
| Medford Athletic Complex   | 20                   |
| Martha Avenue Recreation Park  | 21                   |
| Soccer Fields at 12 Pines Park   | 21                   |
| Sachem Youth Soccer League Soccer Park                                     | 22                   |
| PAL Sport Fields   | 22                   |
| Hallock Park - Pat-Med Complex (Staff Sergeant Keith Bishop Memorial Park) | 23                   |
| St. Joseph's University Outdoor Field Complex                              | 23                   |
| Lincoln Avenue Sports Complex  | 23                   |
| Andy Desperito Soccer Fields   | 24                   |
| Centereach Multipurpose Field  | 24                   |
| Mattituck Park District Soccer Fields                                      | 26                   |
| Veterans Park Brookhaven   | 26                   |
| Sachem High School North   | 27                   |
| Baymen Soccer fields   | 30                   |
| Nesconset Athletic Fields  | 30                   |
| Robert Cushman Murphy Junior High School                                   | 30                   |
| Port Jefferson High School/ Middle School                                  | 30                   |
| Westbrook Sports Complex   | 31                   |
| Baymen Soccer fields   | 31                   |
| Brentwood State Park   | 32                   |
| Stony Brook Clash Home Ground  | 33                   |
| Central Islip Ball Field Complex   | 33                   |
| Jean Cochran Park  | 34                   |
| Country Village Fields   | 35                   |
| SUSA Orlin & Cohen Sports Complex  | 36                   |
| The Stony Brook School   | 36                   |
| Southampton Soccer Club  | 36                   |
| Moriches Soccer Park   | 37                   |
| Erb Farm Park  | 37                   |
| HBC Soccer Park  | 38                   |
| Half Hollow Hills Central School District                                  | 38                   |
| St Joseph CYO Soccer   | 40                   |
| Belmont Soccer Field   | 40                   |
| Mathew Wilensky Memorial Athletic Field                                    | 41                   |
| Birchwood Park   | 42                   |
| Pape Field   | 42                   |
| Peter C. Collins Soccer Park   | 42                   |
| Town of Oyster Bay Borella Fields  | 44                   |
| Soccer Field- Charles St   | 44                   |



## APPENDIX – LOCAL FACILITIES

| Outdoor Multi-Purpose Field Facilities | Drive Time<br>(Minutes) |
|--|-------------------------|
| Bethpage Polo Field                    | 45                      |
| Van Bourgondien Soccer Fields          | 45                      |
| Ellsworth W. Allen Park                | 48                      |
| Plainedge Park                         | 48                      |
| Mansfield Park                         | 48                      |
| Cuomo Field                            | 48                      |
| Breezy Park                            | 49                      |
| Steer's Park                           | 50                      |
| Field of Dreams Park                   | 52                      |
| Charles Wang Athletic Complex          | 52                      |
| LIU Soccer Park                        | 54                      |
| NYIT - Long Island                     | 54                      |
| Northport Soccer Park                  | 55                      |
| Theodore Roosevelt Memorial Park       | 57                      |

## APPENDIX – REGIONAL FACILITIES

| Indoor Court Facilities              | Drive Time (Minutes) | Assets/Amenities  |
|--------------------------------------|----------------------|---|
| SPORTIME Bethpage Multi-Sport        | 47                   | 2 BB/5 VB courts  |
| Island Garden                        | 62                   | 53,000 sq ft facility   |
| Aviator Sports and Events            | 86                   | 20,000 SF fieldhouse  |
| Basketball City                      | 87                   | 7 BB courts   |
| House of Sports                      | 88                   | 4 BB courts, 80-yard turf field, and additional training surface  |
| Powerzone Volleyball Center          | 112                  | 6 VB courts   |
| All Season Sports Academy            | 125                  | 4 BB/5 VB   |
| Connecticut Sports Center            | 126                  | 3 BB/5VB courts, lobby, and café  |
| Iron Peak Sports and Events          | 138                  | 4 BB/8 VB courts, indoor dome field, 3 outdoor turf fields, indoor climbing area, arcade, and more  |
| Mohegan Sun                          | 140                  | 8 courts (convention center)  |
| Connecticut Convention Center        | 158                  | convention center layout  |
| Alan Horwitz 'Sixth Man' Center      | 175                  | 7 BB courts-TBD open date 2024  |
| Mackal Field House                   | 176                  | 6 lane 200m indoor track, fitness center, weight room, 4 BB courts  |
| Competitive Edge Sports              | 183                  | 5 BB/7 VB courts  |
| Rhode Island College                 | 188                  | 4 VB courts   |
| Erickson Athletic Complex            | 188                  | 4 indoor intramural basketball courts, plus one court for Brown Basketball  |
| XL Sports World                      | 189                  | 3 BB courts/4 VB courts   |
| Backcourt Hoops                      | 194                  | 5 BB/VB courts  |
| United Sports                        | 198                  | 4 BB/8 VB courts  |
| Chase (76ers) Fieldhouse             | 200                  | 161,000sf fieldhouse with 3 NBA courts/convertible to arena, PT clinic, sports performance facility, and full 100yd turf field - also home to G League - Blue Coats |
| Mass Premier Courts                  | 206                  | 2 hardwood maple courts, 4 sport courts, BC fieldhouse, café/4000sf concession area, and fitness area   |
| Roger Williams University            | 208                  | 4 BB courts (1 hardwood, 3 synthetic)   |
| Forekicks - Taunton                  | 214                  | 4 BB/8 VB courts  |
| Dana Barros Basketball Gym           | 220                  | 5 full hardwood BB courts and large concession area   |
| The Mill Works                       | 230                  | 6 BB courts   |
| Game On Fitchburg                    | 234                  | 10 BB courts, indoor turf area, and outdoor fields  |
| Brandeis University                  | 236                  | 4 courts and additional hardwood flooring   |
| Reggie Lewis Track & Athletic Center | 238                  | indoor track and flex space   |
| Boston Convention Center             | 238                  | 90 VB courts (convention layout)  |
| Starland Sportsplex & Fun Park       | 238                  | 6 BB courts and flex space  |
| Spooky Nook Sports                   | 240                  | 10 BB/VB courts   |

## APPENDIX – REGIONAL TOURNAMENTS AND EVENTS (SAMPLE)

| Facility                        | Tournament Type | Tournament Name  | City            | State | Games | Dates       | Price | Teams | Level    |
|---------------------------------|-----------------|--|-----------------|-------|-------|-------------|-------|-------|----------|
| Various Gyms                    | Basketball      | The Adidas Headlinerz                                  | Albany, NY      | NY    | 3     | 6/4-6/5     | \$295 | 200   | 4gr-12gr |
| House of Sports                 | Basketball      | Halloween Hoops Tournament                             | Ardsley, NY     | NY    | 3     | 10/31-11/1  | \$325 | 16    |          |
| House of Sports                 | Basketball      | War on the Floor 3.0 presented by ZERO GRAVITY         | Ardsley, NY     | NY    | 3     | 11/7-11/8   | \$325 |       |          |
| House of Sports                 | Basketball      | Halloween Day Hoops                                    | Ardsley, NY     | NY    | 3     | 10/31-11/1  | \$325 |       | 5gr-10gr |
| House of Sports                 | Basketball      | Big Apple Summer Showcase                              | Ardsley, NY     | NY    | 3     | 7/13-7/14   | \$495 |       | U16-U18  |
| House of Sports                 | Basketball      | Live at the House I                                    | Ardsley, NY     | NY    | 3     | 9/24-9/25   | \$475 |       | 8gr-12gr |
| Boys and Girls Club of Astoria  | Basketball      | Holiday Hoopz  | Astoria, NY     | NY    | 3     | 11/6-11/8   | \$225 |       | U10-U12  |
| Various Gyms                    | Basketball      | Southern Tier Showcase                                 | Binghamton, NY  | NY    | 3     | 9/12-9/13   | \$300 |       | 6gr-12gr |
| Binghamton HS                   | Basketball      | 19th Annual Run n Gun Classic                          | Binghamton, NY  | NY    | 3     | 4/8-4/9     | \$300 |       | 4gr-11gr |
| Binghamton CC                   | Basketball      | Shouthern Tier Showcase                                | Binghamton, NY  | NY    | 3     | 9/12-9/13   | \$300 |       | 6gr-12gr |
| Brewster Sports Center          | Basketball      | Battle at Brewster                                     | Brewster, NY    | NY    | 3     | 9/24-9/25   | \$345 |       | 3gr-12gr |
| Various Gyms                    | Basketball      | Hall of Fame Columbus Day Challenge                    | Bristol, RI     | RI    | 3     | 10/8-10/9   | \$395 |       | U10-12gr |
| Various Gyms                    | Basketball      | Round Ball Classic                                     | Bronx, NY       | NY    | 3     | 9/11-9/12   | \$325 |       | 2gr-12gr |
| Various Gyms                    | Basketball      | Buffalo Storm Invitational                             | Buffalo, NY     | NY    | 4     | 4/2-4/3     | \$375 | 150   | 4gr-12gr |
| Various Gyms                    | Basketball      | Buffalo Jamfest  | Buffalo, NY     | NY    | 4     | 4/22-4/24   | \$325 | 200   | 3gr-12gr |
| Various Gyms                    | Basketball      | Buffalo Summer Classic                                 | Buffalo, NY     | NY    | 3     | 6/3-6/5     | \$325 | 150+  | 4gr-12gr |
| Canandaigua, various gyms       | Basketball      | Finger Lakes Fury John C. Wilbur Memorial Fall Classic | Canandaigua, NY | NY    | 3     | 10/17-10/18 | \$325 |       | 5gr-12gr |
| Corning HS                      | Basketball      | 2nd Annual Hardwood Challenge                          | Corning, NY     | NY    | 3     | 10/1-10/2   | \$275 |       | 6gr-12gr |
| Corning HS                      | Basketball      | Off the Glass Showcase 3                               | Corning, NY     | NY    | 3     | 4/29-4/30   | \$300 |       | 4gr-11gr |
| United Sports                   | Basketball      | Easter Shootout PA                                     | Downtington, PA | PA    | 2     | 4/14-4/15   | \$200 | 29    | 4gr-11gr |
| United Sports                   | Basketball      | UA Mid Atlantic Regional Showcase                      | Downtington, PA | PA    | 3     | 4/22-4/23   | \$295 |       | 3gr-12gr |
| United Sports, Wyndcroft School | Basketball      | East Coast Regionals                                   | Downtington, PA | PA    | 3     | 5/6-5/7     | \$275 | 69    | 4gr-11gr |
| Spooky Nook Sports              | Basketball      | AGame Supershootout - 8th Annual                       | Manheim, PA     | PA    | 3     | 3/25-3/26   | \$375 |       | 2gr-8gr  |
| Spooky Nook Sports              | Basketball      | AGame Supershootout - 8th Annual                       | Manheim, PA     | PA    | 3     | 4/1-4/2     | \$375 |       | 8gr-12gr |
| Spooky Nook Sports              | Basketball      | Spooky Nook Court Warriors                             | Manheim, PA     | PA    | 4     | 4/8-4/9     | \$450 |       | 10U-17U  |
| Spooky Nook Sports              | Basketball      | Nook Basketball MS Championships                       | Manheim, PA     | PA    | 3     | 2/10-2/11   | \$225 |       | 4gr-9gr  |
| Spooky Nook Sports              | Basketball      | East Coast Championship                                | Manheim, PA     | PA    | 3     | 5/6-5/7     | \$390 |       | 4gr-11gr |
| Spooky Nook Sports              | Basketball      | Nook Hoopsgiving Basketball Shootout                   | Manheim, PA     | PA    | 3     | 11/25       | \$195 |       | 5gr-8gr  |
| Spooky Nook Sports              | Basketball      | Blue Chip Pre-Season Challenge Powered by Under Armour | Manheim, PA     | PA    | 5     | 4/28-4/30   | \$700 | 285   | 8gr-12gr |
| Spooky Nook Sports              | Basketball      | Coaches vs. Cancer Classic                             | Manheim, PA     | PA    | 3     | 5/13-5/14   | \$325 | 170   | 3gr-HS   |
| Spooky Nook Sports              | Basketball      | Nook Raider Classic                                    | Manheim, PA     | PA    | 4     | 5/20-5/21   | \$450 | 195   | 10U-17U  |

## APPENDIX – REGIONAL FACILITIES

| Indoor Ice Facilities              | Drive Time (Minutes) | Assets/Amenities  |
|------------------------------------|----------------------|---|
| Athletic Republic The Rinx         | 31                   | 2 NHL-size rinks  |
| Clark Gillies Arena                | 38                   | 2 Full NHL ice rinks  |
| Ice Works                          | 47                   | 2 NHL ice rinks   |
| Islanders IceWorks                 | 48                   | 2 sheets  |
| Northwell Health Ice Center        | 55                   | 2 NHL size rinks, 1 outdoor rink, gym/training center, rehab facility, daycare, pro shop,             |
| Playland Ice Casino                | 84                   | 1 NHL size, 1 - 150'x50', 1 - 80'x20' rink  |
| Aviator Sports and Events Center   | 86                   | 2 NHL sized rinks - 2,000 capacity  |
| Westchester Skating Academy        | 89                   | 2 sheets  |
| Ice House                          | 91                   | 4 sheets - NHL size   |
| Sky Rink                           | 94                   | 2 sheet, training space, viewing areas, locker rooms, dance and fitness studio, party and event rooms |
| Stamford Twin Rinks                | 96                   | 2 sheets - NHL size rinks   |
| Floyd Hall Arena                   | 98                   | 2 sheets - NHL size   |
| Ice Vault Arena                    | 100                  | 2 sheets - NHL size   |
| SoNo Ice House                     | 101                  | 2 sheets - 1 NHL size, 1 training   |
| Brewster Ice Arena                 | 111                  | 2 full ice rinks, studio rink and full restaurant and bar, outdoor field                              |
| Skylands Ice World                 | 126                  | 2 sheets - NHL size   |
| ProtecHockey Training Center       | 127                  | 2 sheets  |
| Bridgewater Sports Arena           | 130                  | 3 sheets - NHL size   |
| Northford Ice Pavilion             | 136                  | 3 NHL size sheets - 200'x85'  |
| Ice Time Sports Complex            | 138                  | 2 sheets  |
| Jersey Shore Arena                 | 140                  | 3 sheets - NHL size   |
| Ice Land Skating Center            | 143                  | 2 sheets - NHL size   |
| Champions Skating Center           | 147                  | 2 ice rinks, 1 is NHL size, 1 Olympic size, 33,000sf fitness center, pool,                            |
| Grundy Ice Arena                   | 155                  | 2 sheets - NHL size   |
| Steel Ice Center                   | 168                  | 2 sheets - NHL size   |
| The Revolution Ice Gardens         | 173                  | 2 sheets - NHL size   |
| Hatfield Ice Arena                 | 183                  | 2 sheets  |
| Olympia Ice Center                 | 185                  | 3 sheets, pro shop. Bar, lockerrooms  |
| IceWorks Skating Complex           | 193                  | 4 sheets - 1 olympic rink, 3 NHL rinks  |
| Oaks Center Ice                    | 194                  | 3 sheets - NHL size   |
| Power Play Rinks                   | 196                  | 2 sheets  |
| Ice Line                           | 198                  | 4 full size sheets (200x85ft)   |
| Fidelity Bank Worcester Ice Center | 200                  | 2 sheets, NHL Size, bar café, performance training, rehabilitation space, pro shop                    |
| Toyota Sportsplex                  | 204                  | 2 sheets - NHL size   |
| Foxboro Sports Center              | 208                  | 2 NHL ice sheets and studio/synthetic ice practice room, shop and café                                |
| Patriot Ice Arena                  | 210                  | 2 sheets, 1 NHL size, 1 olympic size  |
| Rodman Arena                       | 210                  | 1 Olympic sheet and 1 NHL sheet   |



## APPENDIX – REGIONAL FACILITIES

| Indoor Ice Facilities           | Drive Time<br>(Minutes) | Assets/Amenities  |
|---------------------------------|-------------------------|---|
| Mullins Center Community Center | 211                     | 2 sheets, two building facility, three raquetball courts, athletic rooms and press area                                       |
| New England Sports Center       | 215                     | 8 full-size ice sheets, 2 studio rinks, 50 team rooms, overlook, 2 restaurants, snack bar, pro shop, video arcade - 218,000sf |
| The Skating Club of Boston      | 215                     | 3 sheet facility and performance training center  |
| Northstar Ice Sports            | 219                     | 3 full-size rinks, 13 locker rooms, 2 fitness centers, 2 conference rooms, snack bar and pro shop                             |
| Bridgewater Ice Arena           | 223                     | 2 sheet facility, pro shop,   |
| Clifton Park Ice Arena          | 223                     | 2 NHL size rinks, 200'x85'  |
| Ice World                       | 232                     | 2 full size sheets (200x85ft)   |

## APPENDIX – REGIONAL TOURNAMENTS AND EVENTS (SAMPLE)

| Facility  | Tournament Type | Tournament Name   | City, ST        | Games | Dates       | Price           | Teams | Level            |
|---|-----------------|---|-----------------|-------|-------------|-----------------|-------|------------------|
| NESC  | Ice             | JWHL Showcase   | Marlborough, MA | 4     | 2/2-2/4     |                 | 43    | U19              |
| NESC  | Ice             | US Premier Hockey Tournament  | Marlborough, MA |       | 1/6-1/8     |                 |       | League           |
| NESC  | Ice             | District 8 Mite Jamboree  | Marlborough, MA |       | 1/16-1/16   |                 |       | Mite             |
| NESC  | Ice             | Challenge Cup Tournament  | Marlborough, MA | 4     | 1/20/1/22   | \$895           | 67    | Bantam - Squirt  |
| NESC  | Ice             | Mite Invitational Tournament  | Marlborough, MA |       | 2/17-2/19   | \$1,250         | 22    | Mite             |
| NESC  | Ice             | President's Day Invitational  | Marlborough, MA |       | 2/17-2/20   | \$1,525         | 22    | Squirt - U14     |
| NESC  | Ice             | Central Mass Winter Classic   | Marlborough, MA |       | 2/24-2/26   | \$895           | 58    | Bantam - Squirt  |
| NESC  | Ice             | March Classic   | Marlborough, MA |       | 3/3-3/5     | \$895           | 52    | Bantam - Squirt  |
| NESC  | Ice             | Mass Hockey State Championships                                     | Marlborough, MA |       | 3/3-3/5     |                 |       | Bantam - Squirt  |
| NESC  | Ice             | Beantown Spring Classic   | Marlborough, MA | 4     | 3/7-3/9     |                 | 16    | U16-U18          |
| The Edges Sports Center   | Ice             | East Coast Wizards Showcase   | Bedford, MA     | 4     | 8/25-8/27   | \$1,800         | 22    | U16-U19          |
|   | Ice             | 24th Annual Eastern Mass Senators Labor Day Invitational Tournament | Billerica, MA   | 3     | 9/1-9/4     | \$1,845         | 17    | U14-U18          |
| Brewster Ice Arena  | Ice             | OceHockey Westchester Express - Labor Day Invite                    | Brewster, NY    |       | 9/1-9/3     | \$1,795-\$1,995 |       | Squirt-Bantam    |
| Aviator Sports and Events Center  | Ice             | Ocean Breeze Classic  | Brooklyn, NY    |       | 5/25-5/27   | \$795-\$895     |       | Cross - Bantam   |
| Power Play Rinks  | Ice             | Mite Turkey Cross   | Exton, PA       | 3     | 11/23-11/25 | \$450           |       | Mite             |
| Power Play Rinks  | Ice             | Holiday Bazaar Tournament   | Exton, PA       | 3     | 12/28-12/30 |                 |       | Bantam           |
| Power Play Rinks  | Ice             | 6th Annual Futsal Cross-Ice Tournament                              | Exton, PA       | 3     | 12/27-12/28 | \$99/player     |       | Mite - Pee Wee   |
| Power Play Rinks  | Ice             | 3rd Annual Kegs and Eggs  | Exton, PA       | 3     | 2/17        | \$49            |       | Adult            |
| Power Play Rinks  | Ice             | Commander In Chief Cup  | Exton, PA       | 3     | 2/15-2/18   |                 |       | Pee Wee - Squirt |
| Foxboro Ice Center, Canton Ice Arena, Rodman Arena  | Ice             | CCM Boston Elite Invite   | Foxboro, MA     | 4     | 8/2-8/4     |                 | 112   | 11 - U16         |
| Foxboro Sports Center, NESV, Pilgrim Skating Arena, Rodman Arena, Rhode Island Sports Center, Cranston Veterans Memorial Ice Rink, Haverhill Valley Forum | Ice             | The Kennedy Memorial  | Foxboro, MA     |       | 1/18-1/21   | \$1,645         | 226   | U10-U16          |

## APPENDIX – REGIONAL FACILITIES

| Outdoor Multi-Purpose Field Facilities  | Drive Time (Minutes) | Assets/Amenities  |
|---|----------------------|---|
| Sachem Youth Soccer League Soccer Park  | 22                   | 9 full grass MP fields  |
| Peter C. Collins Sports Complex         | 42                   | 8 MP fields of various sizes  |
| Wright National Soccer Campus           | 92                   | 4 soccer fields/8 youth soccer fields                                       |
| West End                                | 139                  | 7 soccer fields   |
| West Seneca Soccer Complex              | 173                  | 9 grass soccer fields plus 4 additional youth soccer fields                 |
| Lehigh County Sports Fields             | 174                  | 6 grass soccer, 3 youth soccer  |
| Stillweel Woods Park                    | 175                  | 9 youth soccer fields   |
| Erie Sports Center                      | 179                  | 7 grass MP fields and indoor sports center adjacent                         |
| The Proving Grounds                     | 179                  | 9 full turf MP fields   |
| Herbst Field Complex                    | 194                  | 8 grass soccer fields   |
| Greenvale Soccer Fields                 | 199                  | 16 youth soccer fields  |
| Morse Athletic Complex Fields           | 201                  | 5 grass soccer fields   |
| Germantown Academy                      | 202                  | 6 grass soccer fields, 1 football/multi-purpose turf field                  |
| Hill Top Farm Fields                    | 204                  | 6 grass soccer fields, broken into 10-18 youth fields                       |
| Piscataway Fields                       | 206                  | 19 grass soccer fields  |
| Lebanon Valley Soccer Club              | 207                  | 14 soccer fields  |
| Players Development Academy             | 210                  | 10 grass soccer fields  |
| Warrington Soccer Club Field            | 211                  | 8 soccer fields - 1 11v11, 5 7v7, 2 9v9,                                    |
| Munro Community Park                    | 213                  | 6 grass fields  |
| Great Valley High School                | 215                  | 5 grass soccer fields, 1 soccer stadium, 1 football/multi-purpose stadium   |
| Line Road Complex                       | 215                  | 7 grass soccer fields   |
| Keller Fields                           | 215                  | 5 grass youth soccer fields, 1 large soccer field                           |
| Lower Dauphin Schools                   | 215                  | 4 grass multi-purpose fields, 2 synthetic turf fields (1 soccer 1 football) |
| Randall's Island Park                   | 219                  | 30 various size MP fields   |
| Agusta Fields & Thornton-Comly          | 219                  | 4 soccer fields   |
| Junod Playground                        | 219                  | 13 grass soccer fields (various sizes)                                      |
| Lighthouse SC/Parkwood YO/Academy Sabre | 219                  | 12 grass multi-purpose fields   |
| Philadelphia Soccer Club                | 219                  | 4 soccer fields, 8 youth field  |
| Downingtown Middle School               | 222                  | 6 grass soccer fields   |
| United Sports Complex                   | 222                  | 10 grass soccer fields  |
| Fiala Field                             | 222                  | 5 grass baseball/softball fields and/or 6 multi-purpose fields              |
| GCVSA Soccer Complex                    | 223                  | 8 soccer fields   |
| WCUSC Thornbury Soccer Park             | 223                  | 5 soccer fields, 2 youth fields   |
| Rider University                        | 224                  | 10 fields   |
| Classics Soccer Park                    | 224                  | 10 grass soccer fields  |
| Logan Soccer Complex                    | 225                  | 3 soccer fields, 3 youth fields   |
| Friendship Fields                       | 229                  | 8 soccer fields   |

## APPENDIX – REGIONAL FACILITIES

| Outdoor Multi-Purpose Field Facilities        | Drive Time (Minutes) | Assets/Amenities   |
|---|----------------------|--|
| Decou Field Complex                           | 229                  | 5 soccer fields (2 turf), 2 youth fields                   |
| Cross Farms Fields                            | 230                  | 15 fields (various sizes)                                  |
| Concord Soccer Complex                        | 231                  | 5 soccer fields - 1 11v11 (split into 2 8v8), 3 8v8 fields |
| Warwick High School                           | 231                  | 5 grass fields, 1 turf                                     |
| Fusion FC Soccer Club                         | 231                  | 7 grass soccer fields                                      |
| Monroe Soccer Complex                         | 233                  | 6 grass  |
| Thompson Park                                 | 233                  | 9 grass  |
| Cattell Field Complex                         | 233                  | 9 fields (various sizes)                                   |
| Deptford High School                          | 233                  | 6 fields (various sizes)                                   |
| West Deptford Soccer Club                     | 233                  | 8 youth soccer fields                                      |
| Mercer County Park                            | 235                  | 12 fields  |
| Amos Herr Park                                | 235                  | 15 grass youth soccer fields                               |
| Ronconcas Valley Regional HS Athletic Complex | 236                  | 7 soccer fields  |
| William Wilt Soccer Complex                   | 236                  | 10 various size soccer fields, 3 rec fields                |
| Kirkwood Soccer Complex                       | 238                  | 11 grass fields, 1 turf                                    |



## APPENDIX – REGIONAL TOURNAMENTS AND EVENTS (SAMPLE)

| Facility  | Tournament Type | Tournament Name                                       | City, ST              | Games | Dates     | Price         | Teams     | Level   |
|---|-----------------|---|-----------------------|-------|-----------|---------------|-----------|---------|
| Colonie & Albany  | Soccer          | Cap City Girls College Showcase                       | Albany, NY            | 3     | 4/3-4/5   | \$1025-1175   | 20 max    | u15-u19 |
| Colonie & Albany  | Soccer          | Cap City Girls Fall Showcase                          | Albany, NY            | 3     | 4/3-4/5   | \$1025-1175   | 20 max    | u15-u19 |
| Murray Park, Van Codant Park Stadium, Miller Field, Cpl Thompson Park, Parade Grounds, Flushing Meadows | Soccer          | ABC NYC Tournament                                    | Staten Island, NY     | 3     | 4/5       | \$125-\$375   |           | u6-open |
| Randalls Park   | Soccer          | City Showcase Tournament                              | Randall's Island, NY  | 3     | 4/10-4/11 | \$799         |           | u14-u19 |
| Afrim Sports Park   | Soccer          | CDYSL Empire Cup                                      | Colonie, NY           | 4     | 4/17-4/19 | \$475-\$700   |           | u9-u19  |
| Aviator Fields, Randalls Park, Govenors Park, Parade Grounds, Flushing Meadows, etc                     | Soccer          | CJSL City Cup   | Randall's Island, NY  |       | 4/18      | \$135         |           | u9-u19  |
| Rotterdam Youth Soccer Field  | Soccer          | RUSC Kickoff Classic                                  | Schenectady, NY       | 4     | 4/24-4/26 | \$350-\$400   |           | u8-u19  |
| Sachem Youth Soccer League Soccer Park  | Soccer          | Long Island Soccer Classic                            | Holtsville, NY        | 4     | 8/17-8/19 | \$250-\$695   |           | u8-u19  |
| Wright National Soccer Campus   | Soccer          | The I88 Challenge                                     | Oneonta, NY           | 4     | 4/25-4/26 | \$100-\$450   |           | u8-u19  |
| Gavin Park  | Soccer          | May Day Classic                                       | Saratoga Springs, NY  | 4     | 5/1-5/3   | \$275-\$650   |           | u8-u19  |
| Ridge Jenkinsville  | Soccer          | Mountain Mayhem Tournament                            | Queensbury, NY        | 4     | 5/9       | \$350-\$495   |           | u8-u18  |
| EF Soccer Complex, Van Wyck Junior High   | Soccer          | 42nd Annual EFSC Memorial Day                         | Hopewell Junction, NY | 3     | 5/23-5/24 | \$425-\$475   |           | u8-u17+ |
| Zenner Road Soccer Complex  | Soccer          | Niskayuna Soccer Classic Tournament                   | Niskayuna, NY         | 4     | 6/6-6/7   | \$225-\$450   |           | u8-u18  |
| Clifton Commons Soccer Complex  | Soccer          | Clifton Park Classic                                  | Clifton Park, NY      | 4     | 6/12-6/14 | \$300-\$550   |           | u8-u19  |
| Gavin Park, PBA Fields  | Soccer          | Mad Dog Mania Showcase Tournament                     | Saratoga, NY          |       | 6/20-6/21 |               |           | u15-u19 |
| Maalwyck Park   | Soccer          | Fifty FC Father's Day Frenzy                          | Schenectady, NY       | 4     | 6/20      |               |           | u8-u19  |
| Murray Park, Van Codant Park Stadium, Miller Field, Cpl Thompson Park, Parade Grounds, Flushing Meadows | Soccer          | ABC NYC Tournament                                    | Staten Island, NY     | 3     | 6/21      | \$375         |           | 6u-23u  |
| Murray Park, Van Codant Park Stadium, Miller Field, Cpl Thompson Park, Parade Grounds, Flushing Meadows | Soccer          | ABC NYC Tournament                                    | Staten Island, NY     | 3     | 6/28      | \$375         |           | 6u-23u  |
| Randalls Island & surrounding   | Soccer          | NYC Cup   | Randall's Island, NY  | 3     | 7/10-7/11 | \$995-\$1195  |           | u12-u19 |
| Murray Park, Van Codant Park Stadium, Miller Field, Cpl Thompson Park, Parade Grounds, Flushing Meadows | Soccer          | ABC NYC Tournament                                    | Staten Island, NY     | 3     | 7/12      | \$375         |           | 6u-23u  |
| Murray Park, Van Codant Park Stadium, Miller Field, Cpl Thompson Park, Parade Grounds, Flushing Meadows | Soccer          | ABC NYC Tournament                                    | Staten Island, NY     | 3     | 7/19      | \$375         |           | 6u-23u  |
| Tuckahoe Turf Farms, Green Branch Park  | Soccer          | EDP EASTER SHOWCASE 2020                              | Pittsgrove, NJ        | 3     | 4/10-4/11 | \$1,195       |           | u15-u19 |
| The Virtua Total Turf Experience  | Soccer          | Washington Township Easter Classic 2020               | Sewell, NJ            |       | 4/10-4/11 | \$500         |           | u8-u17  |
| Field of Dreams   | Soccer          | BCSA - Easter 4v4 Tournament                          | Delcano, NJ           | 3     | 4/11      | \$250         |           | u8-u12  |
| Ramapo College  | Soccer          | NCSA League Cup '19-'20                               | Ho-Ho-Kus, NJ         |       | 4/13      |               |           | u9-u15  |
| Tuckahoe Turf Farms   | Soccer          | EDP US Youth Soccer Conferences Girls Showcase 2020   | Hammonton, NJ         |       | 4/18-4/19 | \$1,395       |           | u15-u19 |
| Tuckahoe Turf Farms   | Soccer          | EDP US Youth Soccer Conferences Boys                  | Hammonton, NJ         |       | 4/25-4/26 | \$1,395       |           | u15-u19 |
| Monroe Soccer Complex, Thompson Park  | Soccer          | Monroe Township 31st Annual Spring Kickoff Tournament | Monroe Township, NJ   |       | 4/25      |               |           | u8-u19  |
| 3 venues  | Soccer          | 7th Annual Freedom Cup Invitational Tournament        | Freehold, NJ          |       | 5/1-5/3   | \$445-\$645   |           | u8-u16  |
| various   | Soccer          | The 2020 Voorhees Memorial Day Classic                | Voorhees, NJ          | 4     | 5/22-5/24 |               | 150       | u8-u16  |
| Field of Dreams   | Soccer          | BCSA - Memorial Day Cup 2020                          | Delcano, NJ           |       | 5/22-5/24 |               |           | u8-u18  |
| Friendship Fields, Mercer County Park, Green Branch Park  | Soccer          | EDP MEMORIAL DAY CLASSIC 2020                         | Bordentown, NJ        | 3     | 5/23-5/24 | \$745-\$990   |           | u8-u19  |
| Green Branch Park, Cohansey Fields, Tuckahoe Turf Farms, Apex Sports Fields                             | Soccer          | EDP Spring Classic Girls                              | Pittsgrove, NJ        | 3     | 3/14-3/15 | \$790-\$1050  |           | u8-u19  |
| Green Branch Park, Cohansey Fields, Tuckahoe Turf Farms, Apex Sports Fields                             | Soccer          | EDP Spring Classic Boys                               | Pittsgrove, NJ        | 3     | 3/21-3/22 | \$890-\$1090  |           | u8-u19  |
| Tuckahoe Turf Farms   | Soccer          | EDP Cup Spring 2020                                   | Hammonton, NJ         | 3     | 5/23-5/25 | \$1195-\$1295 |           | 11u-14u |
| Tuckahoe Turf Farms   | Soccer          | EDP College Combine                                   | Hammonton, NJ         |       | 6/12      |               | 128 plays | HS      |