

ATTACHMENT A:

City staff and T-Bird Enterprises, LLC have agreed in principle to the following key terms:

- Three-year initial Contract, with five additional one-year renewals for a max of eight years
- Team must play a minimum of 18 home games each season
- Facility Rental starting at \$2,859.09 per game (1 % - 3% CPI escalator across each renewal year)
 - ✓ To include front of house game staffing credit at a value of \$1,862.
 - ✓ Does not include on-ice and off-ice officials, game operations, back-of-house security, or any staff associated with game operations; these are additional expenses.
- Annual Ticket Attendance Incentive:
 - ✓ 0 – 75,000 = \$2 per ticket scanned
 - ✓ Over 75,000 = \$1 per ticket scanned
- Rent for each season to be paid in advance of season
- Capital Facility Fee of \$1.00 to be applied to all sold tickets
 - ✓ Fee will be included in the \$10.00 ticket, not added on top
- Ticketing Fees
 - ✓ \$0.25 per ticket printed (unless Twin City Thunderbirds provide their own ticket stock for use)
 - ✓ 3.75% on credit card sales
 - ✓ Season Ticket Service Charge of \$6.00
 - ✓ City to receive at least 24 complimentary tickets per game
- Concessions and Catering are 100% City
- Parking is 100% City
- Sponsorship rights to – Ice Equipment, PA Announcements, and Broadcast are 100% Twin City Thunderbirds
- Sponsorship rights to – Fixed Arena signage and/or Naming Rights to City.
- Merchandise Sales 100% Twin City Thunderbirds
- Hockey Club to receive a \$3,000 building credit, based upon improvements they may make to arena
- Automatic renewal of agreement after initial term if team averages 1,500 attendees per game and all bills are paid on time.
- Limited Office and Storage Space to be provided by Winston-Salem Fairgrounds
- Practice time available Mon-Fri for a two (2) hour time period and one and a half (1.5) hours on game days.