

Angel Of The Winds Arena/Everett Public Facilities District

2023 Financial Summary

2023 was a strong performing year for the facility and sets the record for the venue's highest net event income year in its history. Operating income for the facility was a loss of \$330,511, which was an improvement from budget by \$35,544. This was \$242,556 higher of a loss than 2022's operating loss of \$87,955. Operating revenues were over budget by \$8,265, and higher than 2022 by \$985,613 due to concessions and facility rentals increasing. Other Revenues, especially Ice Rink Revenues increased against budget as well as 2023. Ticket Sales were under budget, but higher than in 2022.

Non-event related expenses were up by \$306,618 from the 2023 budget and up \$838,555 from 2022. The largest increases were in salaries and benefits with vacant positions being filled and overall Operational Expenditures including cost recognition of Asset retirements.

Non-operating revenues for the District were up \$442,127 from the 2023 budget, and \$1,165,192 higher than 2022. Main Increases of 2023 non-operating revenues were higher City and County Sales Tax and Interest Income. Admission taxes were \$23,940 lower than budget, but increased by \$20,041 from 2022. Interest revenue was \$271,949 higher than budget, and increased by \$261,102 compared to 2022 due to increased interest rates. We also received \$562,500 of ARPA Funds from the County in 2023.

Combining operating income and District income resulted in a net increase in assets of \$2,858,340 for 2023 prior to depreciation. This was up \$477,671 from the 2023 plan and up \$922,636 from 2022 results.

2023 Event Highlights

Everett Silvertips – The team continues to perform well on ice and the sales efforts are strong as well. 2023 saw an increase of 12% in gross ticket sales and an 18% increase in regular season attendance over 2022. The team finished the 2022-2023 season in 6th place and had a first-round exit in the playoffs. Certain trades made in 2023 will continue to help the team improve in the next few years. In 2023, Silvertips attendance was 151,403.

Xtreme International Ice Racing, an annual event since 2009 had its highest grossing performance in 2023 (beat again in 2024) with 851 more paid tickets and \$17k higher gross than 2022.

Disney On Ice – the annual family favorite event returned in 2023 and was the highest grossing DOI in our 20-year history. We sold over 33,000 tickets, 5,300 more than last year, and our gross ticket sales were 39% higher than our 2022 results.

Professional Bull Riding returned for a second year in a row and performed for 2 nights versus 1 in 2022. We had over 9,000 people attend and the event was nationally televised on CBS.

Endurocross returned for the first time since 2018 and this year's iteration was the highest grossing of 10 previous events held here.

Harlem Globetrotters returned for their annual game, and we increased sales by 2,000 tickets over 2022 all with additional games in Kent and Seattle.

Beyond the recurring events with substantial growth discussed, the Arena hosted several successful concerts including near sell-outs by Papa Roach, Shinedown and for King & Country. Other concerts included Anirudh

Ravichander, a high-production in the round Indian concert, Eslabon Armado, our first Mexican concert, and Megadeth, including the tour rehearsals leading up to the show.

The Edward D. Hansen Conference Center hosted several banquets and social events and has seen growth in the number of consumer and vendors shows.

Capital

In 2023 we concluded several Capital projects that were started in 2022, including the installation of an LED Ribbon Board, a Security Camera replacement and an Ice Rink Wall renovation. The work on the Ice Plant is still continuing. In addition, we installed new LED Sport Lighting in the Arena, an Electronic Gate, an Arena Communication upgrade, purchased a new compactor, an electronic Zamboni, a lactation Pod and a Ballroom Dance Floor, and we replaced Suite Flooring and the Network Server. All in all, we spent \$1,565,238 on Capital Assets, improvements and replacements in 2023.

Other

Location based data shows over 686k visits made to the Events Center in 2023, which is 2.8% higher than in 2022.

In 2022, the Everett PFD secured a Hotel-Motel Tax Fund Agreement with Snohomish County to fund PFD debt service at an amount that when combined with the amount dedicated to funding Everett Memorial Stadium bonds will equal the amount committed from County Council to Lynnwood PFD for its debt service through 2034. This agreement will substantially assist the Everett PFD's net position. In 2023, the amount received under this agreement was \$229,910.

In 2015, the City of Everett entered an interlocal agreement with the Everett PFD for the provision of a loan in the amount of \$665,000 for the purpose of purchasing a new scoreboard. Based on the careful management of the District's cash, in 2022, the PFD Board determined that it would be able to pay off the scoreboard loan. As of April 2023, the loan was fully retired.

Per the District's interlocal agreements with the City, monthly payments on the deficiency loan were only required if other funding obligations were met. After paying off the scoreboard loan in 2023 the District began making payments towards the deficiency loan. In 2023 the District paid \$500,000 and is continuing to make payments given that general funds allow it.