

RFP- Operation of the Arena Skate shop – September 2017

Section A – Business plan

My growing small home-based business is looking for an outlet / storefront to showcase and make my services more readily available to the Kingsville arena users. In addition to sharpening skates, I plan to bring along a sewing machine to do basic repairs while people wait. Fixing skates, re-palming player gloves, sewing velcro or adding snaps can all be done there while customers wait. Also tape and skate-lace plus minor accessories that pertain to hockey will be sold.

I plan to take the first year to see which hours of operation are most needed. For this first year I will invest time and speak with the customers. From the information gathered I will develop a plan with the true needs and items I will need to offer to make this a viable growing business. As it grows I would also like to hire part time help to keep the shop opened as much as possible.

I will pay the rent in advance for each year in full. Upon viewing the current schedual I would have to be at the shop most of the weekend. However, For the first few months I will be there many evenings too. This will be to see what my requirements will be for a definitive "open for business" schedual.

Section B – Rent

Since this is a two-year contract with a one-year renewal and I would be behind the 8-ball by about a month or more to start I would like the start the first year @ \$500 for the season. I will be investing at least \$2000 in workbenches and machinery to get started. This is not including the supplies and machinery I would be bringing as well. Second season would be @ \$800. Each would be paid in full at the start of the season. Provided this works out and the sales/traffic is good I would pay for the 3rd year.

Section C – Services

In addition to skate sharpening I will be able to provide the following services listed below. With over 30 years of experience in the repairing of hockey equipment. Not to mention a 26-year background in the hockey business. Also, I would like to add coaching and playing in the Kingsville minor system for a total of 15 years.

Glove re-palming, skate repair and contouring, screws and replacement parts for helmets and skates, replacing skate blades and cowlings, sewing new velcro on to any items, repairing goalie equipment, re-lacing goalie gloves, fixing and sewing jerseys that are cut or torn, sewing new zippers into hockey bags, anything from minor stitching to major overhauls of any type of hockey equipment

Secondary to services I would like to have tape, skate laces, skate covers, and whatever else I feel the people would need me to have on hand.

Section D – Operation commencement

I would be able to start a skeleton work schedual ASAP, but would need approximately the first two months to set up and get some official hours of operation decided on.

Section E – Insurance

I currently have business insurance and with liability. I have called my agent and will present this before opening for business if my tender is accepted.

Section F – Workplace Safety

I will be a one-man operation for at least the first year. If this is needed when employees follow I will have it in place at that time.

Section G – Hours of Operation

As stated in the above, I plan on being there at least 30-40 hours a week until I can hammer down a schedual that I can post. I will have to see and become familiar with the ice schedules and be there to know when my services are needed. The final hours will be posted and should follow after a month or two.

Section H -

N/A

Please note: If any information or clarification is needed on any of the above please don't hesitate to call me @ 519-791-2455. Thank you.