



**Bid Criteria for the USA Roller Sports Indoor Speed, Figure Skating and Rink Hockey National Championships**

Dear Potential Host:

This letter provides information on bidding for the Indoor National Speed, Figure Skating and Rink Hockey Championships conducted by USA ROLLER SPORTS (USARS). Our next available dates are 2020 and 2023. Normally, our Championships begin during the second week of July and run through the first week of August, being completed no later than August 10. As an example, in 2017 the Championships were arranged as follows: Move in - July 9, 10, 11 and 12; Speed Skating competition - July 13 through July 20; Figure Skating competition - July 21 through August 4; with tear-down on August 5. Additionally, the National Championships for Rink Hockey, Roller Derby and the Roller Derby Junior Olympics may be included.

Please consider the following bid criteria by which the USARS Board of Directors has traditionally determined such placements, pending an on-site inspection of the suitability of both the facility and local accommodations for our Championship activities:

1. **LIABILITY INSURANCE PROVIDED:** USA ROLLER SPORTS will furnish a \$1-million liability insurance policy, written by an A+ carrier, acceptable to the United States Olympic Committee Insurance Department, naming the facility and its ownership as co-insured, covering its usage of the facility during the event, including ingress and egress, subject to the following stipulation:

*"It is agreed and understood that USA ROLLER SPORTS shall not be liable for any loss, injury or damage to persons or property arising from circumstances or conditions connected with the facility which are not under USA ROLLER SPORTS' control or which are not due to the negligence of USA ROLLER SPORTS, or not directly related to USA ROLLER SPORTS' use of the premises."*

2. PROJECTED ATHLETE AND SUPPORTER PARTICIPATION -

Approximately 2,000 to 2,500 skaters will participate at the National Championships in individual age group and experience segmented events. Usually they will be accompanied by an equal number of family members, as well as the addition of coaches, rink operators, officials, and competition supporters who travel to the Nationals to witness the competitions. It is estimated that the total out-of-town participation for a National Championships is approximately 7000 persons, not all of whom will be present at any one time.

3. AUDITORIUM: An arena with twenty-eight consecutive days of availability with twenty-three of those days billable at a comparable rate to currently used facilities is required. The arena must have a clear, flat surface of at least 184' x 84', in which a portable maple roller skating floor, owned by USARS, would be installed for the competitions. This floor is of the same type and style used for professional basketball, however, nearly twice as large in area. In addition, there needs to be a raised stage upon which meet officials may conduct the business of the Championships, approximately 3' to 4' high and 12' by 30' in area. An additional area to hold a smaller portable plastic floor (or a smooth concrete area) used for the hockey championships (if conducted) and figure practices is required. Arena rental is to include any labor associated with installation and removal of the skating floor, door security, ushers and/or ticket takers, maintenance, clean-up and other building related labor. The total cost of the auditorium rental is currently set by USARS at \$75,000. Any cost above that figure will require an addition to the bid fee.

(A) USARS would require approximately three days installing the portable floor and preparing it for competition. USARS will require one additional day for removal of the portable floor. Dependent upon the next place of usage for the portable floor, there may be the need to store the floor inside, out of the weather, for a week or two prior to or following the competition.

(B) We would require temporary or permanent seating for athletes and spectators at a minimum of 1750 and for a maximum of approximately 8,000 (desired target range of 1750-3500).

(C) USARS would require approximately seven additional office spaces located inside the auditorium/arena for various championship officials for the duration of the Championships with close and easy access to the floor.

(D) We would require sufficient secure storage located inside the auditorium/arena for use by the championship vendors.

4. SUFFICIENT RENTAL CAR AGENCIES: Rental car availability must be suitable to accommodate a usage in excess of 8300 total rental days.
5. AIRPORT ACCESS: Bid cities must have airport access in close proximity to accommodate over 3400 travelers for the duration of the event.
6. SUFFICIENT HOTEL AND MOTEL SPACE: Hotel provisions must range from medium to low-cost facilities, since in most cases our Championships is dealing with young families. In surveys of past hotel usage, the National Championships generated in excess of 15,000 room nights over the championship period, as derived from contestant and officials' event registration cards. There are more attending the National Championships, as spectators do not register for credentials at the event desk.
7. LICENSE FOR SUBSIDIARY SALES: The United States Amateur Confederation of Roller Skating, d.b.a. USA ROLLER SPORTS, is a non-profit incorporated sport foundation with tax status of a 501 C (3). We are a full member of the United States Olympic Committee, and recognized under the Federal Sports Act as the National Governing Body in the United States for all forms of roller skating competitions. Funding of these Championships requires support for a large number of officials to handle the administration of the competitions and the registration processes. To support these expenses, USARS has historically used the following resources:
  - (A) Contestant registration fees and event program sales
  - (B) Spectator (parent, coaches and friends) daily and season admission tickets.
  - (C) Industry equipment trade show - approximately 12 to 20 booths. Booth sales to include souvenir badges, pins, apparel, victory flowers, skating equipment, action and posed photographs and video tapes of participants.

Some auditoriums as a general policy take all or a percentage of this type of activity, however, we have traditionally retained this as a vehicle for funding the considerable expenses associated with 60 or more officials at the Championships, which are not fully covered by contestant registration fees. Realizing that concessionaire contracts may be involved, we look for exemption to permit full retention by USARS of the above sales items directly related to the competition. Food services of all types remain exclusively with the auditorium. USARS provides a captive audience for food and beverage services, which if reasonably priced and with a good selection, will produce extraordinary income for the auditorium concessionaire, since roller skating people on a typical day will be there from 6:00 AM to midnight. Our young

participants frequently eat in the auditorium. USARS is not involved with concessions, other than to insure their availability and to restrict the dispensation of hard liquor. We assume that if beer is dispensed, controls will be in place to legally restrict such sales to adults only.

8. SUFFICIENT RESTAURANT FACILITIES: Restaurant facilities of a varied nature and price range must be available in close proximity to both the auditorium/arena and the recommended hotels and motels.
9. PORTABLE FLOOR STORAGE: Host cities must agree to house the USARS owned portable skating floor until set up at the arena hosting the event. The physical dimensions of USARS 184' x 84' basketball style floor are as follows:

15,456 square feet of flooring  
4' x 8' sections x 2-3/4" deep  
170 lbs per section  
473 full pieces, 20 half pieces  
Total weight 42 tons approximately  
Can be stacked 8' high and as such would occupy 520 square feet,  
or an area 24' x 22'.

In addition, we have a light-weight plywood barrier that surrounds the floor, approximately 34" high with steel braces that attach directly to the floor.

10. ADDITIONAL CITY SUPPORT: In most cities that host the National Championships, we have received the following additional support from the Convention and Visitors Bureau and/or Chamber of Commerce.

- (A) Eight official rental cars
- (B) Complimentary upgraded rooms for eight key Championship Officials, as well as a two-tier convention rate at the Headquarters Hotel for 55 to 60 rooms purchased daily directly by USARS for Championships Officials, priced under what the general convention rate is for participants and supporters.
- (B) Site inspection for four members of USARS Championships Committee.
- (C) Local marketing and media budget to support promotion of the event, i.e., newspaper, TV, radio and Internet advertising. Examples of previous years marketing and promotional material is available upon request.
- (D) VIP parking spaces for 20 vehicles at the event venue.
- (E) Two VIP receptions (one for approximately 50 people and another for approximately 100 people).

- (F) Hosting of the USARS Board of Directors Board Meeting in the fall prior to the Championships. This would consist of approximately 15 hotel rooms for two nights as well as a reception preferably at the host hotel for the Championships.
- (G) A certified athletic trainer on site during all Championship events and practices.

11. BID FEE: A minimum bid fee of \$200,000 payable to USA Roller Sports. Bid fee is to be paid in two installments, one at least 6 months prior to the start of the Championships and the balance due no later than 30 days after the conclusion of the Championships. The composition of the roller skating Championships population is family oriented, school aged and consumer oriented, just before the start of the school year. Many cities have estimated the dollar value of a completely non-resident group as being worth multiple millions of dollars, depending on the formula used. Lincoln, Nebraska has computed the economic impact of this event in excess of \$8 million. We feel that this financial contribution to the community is substantial. USA Roller Sports is also willing to extend to the host city the opportunity to solicit local sponsorships with the host city retaining all income from those sponsorships. Please let us know how we might further facilitate your city's bid for a future USA Roller Sports National Championship. The years 2019 and beyond are currently open for consideration. Our National Championship site for 2018 has been awarded to Lincoln, NE for the third consecutive year in the Speedway Sporting Village. USA Roller Sports traditionally will return to Lincoln in odd number years as the organization is headquartered in Lincoln.

Sincerely,

A handwritten signature in black ink, appearing to read 'E. Steele', with a large, stylized flourish at the end.

Eric Steele  
Executive Director  
USA Roller Sports

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