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Summary Level Strategy Report

Cape Cod Convention & Visitors Bureau

Prepared for:
Cape Cod Convention & Visitors Bureau

Prepared by:
The Sports Facilities Advisory, LLC

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PROJECT INTRODUCTION

The Sports Facilities Advisory, LLC (SFA) was engaged to complete a Summary Level Strategy Report pertaining to the youth and amateur sports tourism opportunity on Cape Cod. Through this scope of work, SFA has been tasked to analyze the local and regional market, review existing facility inventory and historic events hosted on Cape Cod, research regional facilities and regional tournaments, identify factors that will impact the opportunity to attract and host youth and amateur sports participants throughout the year, and create a set of strategic recommendations necessary to develop a more robust sports tourism program on Cape Cod.

SFA is a full-service consultancy specializing in the planning, funding, opening, and management of sports and recreation facilities of all sizes and scope. Having served a portfolio of projects totaling more than $4 billion in planned and operational facilities, SFA assists sports tourism destinations, private developers, parks and recreation departments, national/state/ local government entities, universities and educational institutions, and architecture and engineering firms. SFA provides strategic planning, feasibility studies, economic impact studies, funding support, management systems, and optimization for new and existing sports and recreation complexes across the U.S. and worldwide.

To date, SFA has completed the following steps:

- Review of historic data, including Convention, Sports, & Leisure's report on opportunities to generate room nights on Cape Cod, the Chamber/CVB's sports marketing plan outline, and reports related to facilities and sports events on Cape Cod
- Completion of detailed market and industry research encompassing demographics, socioeconomics, sports participation, local sports organizations, regional inventory of sports and events assets, and regional facility competition
- Facilitation of a strategic planning session with the steering committee, which includes representatives from the Chamber/CVB, municipal government, the hospitality industry, the lodging industry, and others
- Presentation of a report on the state of the youth and amateur sports tourism industry
- Facilitation of a key stakeholder meetings, including hospitality, lodging, government, indoor sports organizations/end users, and outdoor sports organizations/end users
- Completion of market tour of Cape Cod, including existing facilities
- Completion of this Summary Level Strategy Report
- Gathering of information and data for the potential next scope of work

The pages that follow provide the Cape Cod Convention & Visitors Bureau with a high-level overview of the local and regional market, the sports tourism industry, the opportunities and challenges for Cape Cod to expand its market share of the sports tourism events in the northeast, the business models that would need to be implemented in order to optimize operations, and a set of recommendations to move forward.

MARKET OVERVIEW

Geography and Climate
Cape Cod, located in the eastern portion of Massachusetts, is a peninsula surrounded by the Atlantic Ocean. It accounts for almost all of Barnstable County, which had a population of 215,888 according to the 2010 U.S. Census. The 339 square mile peninsula is divided into fifteen towns, with many villages scattered throughout.

The closest major city is Providence, Rhode Island, which is within an hour and a half drive west of Cape Cod. For most of Cape Cod, Boston is also within an hour and a half drive to the north.

Cape Cod is known for its historical importance as well as its beaches, which attract hundreds of thousands of visitors per summer month annually. Conversely, the Cape suffers from an outflow of population during the winter months as the resident population heads for warmer weather.

Access to the Atlantic Ocean is abundant, as the Cape includes more than 400 miles of shoreline. Despite the fact that the ocean temperature rarely rises above 65 degrees Fahrenheit, the maritime climate and miles of beaches attract tourists from across the United States. During the summer months, Cape Cod reaches highs of about 75 degrees with lows of about 60 degrees Fahrenheit. In the winter months, the high may reach above 40 degrees, with the low typically around 25 degrees Fahrenheit. Annual precipitation averages 47 inches of rainfall and 26 inches of snowfall.

Economy
Tourism accounts for over 40 percent of Cape Cod's economy each year. The attractions in Cape Cod range from visiting the islands of Martha's Vineyard and Nantucket, swimming at the numerous beaches, and exploring the rich colonial history of the area. The Coast Guard Beach has been frequently ranked the top family beach in the United States. The Plimoth Plantation and Old Sturbridge Village are living history museums and complete re-creations of the Plymouth Colony and the original Old Sturbridge Village.

In addition to being a historical landmark, Cape Cod is also a destination for art and culture. There are a multitude of arts and cultural venues to visit, including heritage centers, performing arts venues including 25 local theaters, and numerous art museums, galleries, and studios. Retirement is about 15 percent of the Cape Cod economy, so it is no surprise that the Cape is home to more than 50 golf courses. Retirees and tourists have a wide range of outdoor activities to choose from, including hiking, biking, boating, whale watching, shopping, sightseeing, and more. Sports in Cape Cod are not limited to golf, however. The NCAA-sanctioned Cape Cod Baseball League is in season during the summer months. The Cape has also hosted the Nations Cup and International Theater on Ice, various youth soccer tournaments, the Cape Cod Senior

Softball Classic, the 2014 U.S. Figure Skating Adult Nationals, and the 2013 Figure Skating National Showcase.

Accessibility and Lodging
Three freeways primarily service the eastern Massachusetts area: Interstate 95, Interstate 495, and Massachusetts Route 3. Although there are a number of major highways crisscrossing the Massachusetts mainland, travel into and from the Cape Cod peninsula itself can be tedious since there are only two bridges connecting the Cape to the rest of Massachusetts.

Cape Cod has two commercial airports: Barnstable Municipal Airport and Provincetown Municipal Airport. JetBlue has been offering a direct flight from New York City to the Barnstable Municipal Airport on a seasonal basis from late June to early September. JetBlue is also offering non-stop flights to Martha's Vineyard and Nantucket during the summer.

There are many places to stay in Cape Cod, which has grown to accommodate the droves of seasonal tourists in the summer months. The latest estimate put the total number of hotel rooms at about 19,000 situated within about 460 lodging facilities. In 2014, the average daily rate in July was $229, compared to just $91 in January. Occupancy was highest in August at about 85 percent, and lowest in January at 31 percent. Room tax receipts highlight the seasonal nature of Cape Cod's tourism further. In the third quarter of 2014, tax receipts eclipsed $17 million, but in January, they were only $1.4 million.

Demographics
As part of this phase of work, SFA conducted an in-depth demographic and socio-economic analysis of the local and sub-regional market. The goal of this portion of the analysis is to determine the key characteristics of the most regular users of a sports complex in Cape Cod. A complete demographic and socioeconomic report has been included in the appendix.

Key Demographic Factors			
Category	**15 min**	**30 min**	**60 min**
Total Population	56,470	170,342	515,008
Expected Population Growth (2014-2019)	0.3%	1.5%	2.0%
Median Age	47.8	49.2	45.7
Median Household Income	$60,349	$61,349	$62,169
Fees for Recreational Lessons	$144	$142	$140

The chart above shows the key demographic factors used in analyzing the use of facilities by the local population. The factors are shown by drive time from a street address in Centerville, MA, which was selected because of its central location and based on initial conversations with the Chamber/CVB related to ongoing developments within towns on Cape Cod.

As detailed later in this report, youth and amateur sports tourism events and tournaments are primarily weekend-based and designed to drive non-local players and attendees to the destination, but they do not generate the level of revenue necessary to support a complex year-round; in identifying the opportunity for a facility to serve the local community and optimize revenue generation, SFA analyzes a myriad of factors. The factors in the chart above are among the most critical indicators from a demographic and socioeconomic perspective.

It should be noted that the location of any facility – existing or new – will have an impact on opportunities; no site or existing facility has been selected for this initial report, so the data is being used as a general indicator of opportunities and challenges.

To add additional perspective to the information above and in the appendix as it relates to SFA's assessment of the market opportunity, the following information provides context for each key factor above:

- **Population Size**: With a full-time resident population of under 250,000, Cape Cod is classified as a moderately populated suburban market with proximity to larger markets in the region. Although the resident population size is not a contributor to the potential success of a sports complex sized to accommodate tournament play, there are opportunities associated with the seasonal population swell during the summer months, which brings hundreds of thousands of visitors during those months each year. Overall, the population size suggests that there will be limitations to the size and scope of local sports programming.
- **Population Growth**: Over the next five years, Cape Cod is expected to see a slight increase in population size. SFA classifies five-year growth of less than three percent as a stable population, which is not considered a contributor to success for a new facility. Throughout the 1900s, Cape Cod saw significant population increases, with the growth of anywhere from 15-53 percent in every decade from 1930-2000. However, it should be noted that Barnstable County's population decreased nearly 3 percent from 2000 to 2010. With limited growth projections and a recent history of population decline, growth in local sports programming would be expected to be marginal.
- **Age**: The median age within Cape Cod is older than the national average, which is roughly 36.5. With a median age of more than 45, the majority of the local population is not within the ideal customer demographic range for youth and amateur sports. Supporting that assertion is an average household size of about 2.3, a lower number of families with children than is considered ideal for a sports facility. The population age and relatively limited number of residents under the age of 20 suggests that there will be limitations to the size and scope of local sports programming.
- **Household Income**: Median household income levels within the area are above the national average, which is roughly $52,000. This level of income is typical of older populations in desirable retirement locations, but is an indicator that price sensitivity will be minimal.
- **Fees for Recreational Lessons**: While there are no national averages for per capita fees for recreational lessons because of tremendous variance in offerings, the $140-144 figure is in line with benchmarks for northeast communities in a non-skiing location. This statistic, coupled with the median household income, suggests that a new facility will be able to charge fair value for local programming.

SPORTS IN THE CAPE COD REGION

Existing Sports Facilities on Cape Cod
SFA has conducted research to determine the inventory of sports facilities on Cape Cod that could be used to further develop the Cape's sports tourism business. Through the research, SFA has identified the following number of facilities for each type of asset:

- 21 baseball facilities (12 of which are Cape Cod League facilities)
- 20 multi-purpose field facilities
- 12 indoor court facilities
- 6 softball facilities
- 5 ice facilities
- 2 crew facilities
- 1 rifle range facility
- 1 sailing facility

A full list of facilities on Cape Cod has been provided in the appendix of this report.

In today's highly competitive sports tourism industry, facilities must be capable of hosting a large number of teams at one central location. While large tournaments often use multiple facilities, in order to consistently compete for events in most sports, facilities should be able to host at least 75% of the teams in standard tournaments at one location. There are exceptions to this is some sports, such as hockey, in which there are very few facilities capable of meeting that standard in the region.

Of the multi-sport facilities on Cape Cod, only the Hyannis Youth & Community Center can be considered capable of serving as a competitive central tournament location. The Community Center has two rinks, one of which has a 1,800+ spectator seating capacity.

Based on the existing inventory, SFA believes there could be an opportunity for an indoor court-based facility, an outdoor multi-purpose field facility, and/or an outdoor diamond field facility should be further analyzed as a viable option for Cape Cod. SFA does not believe that an ice-based facility should be analyzed based on the following factors:

- The existence of a two-sheet facility and four single-sheet facilities on Cape Cod
- The inventory of regional facilities
- The number of hockey/skating tournaments and events in the region
- The format of regional ice-based tournaments and events in the region
- The number of teams participating in regional events
- The cost to build and maintain an ice facility
- The opportunity to generate revenue from underserved ice sports participants

To provide insight into the type of facilities that Cape Cod would need to develop in order to consistently compete for events throughout the year, the following facilities are a sample of the best-in-class facilities in the region. It should be noted that SFA does not believe that any future Cape Cod facility should be developed to the size or level of the best-in-class facilities below as a planned first phase of development. Additionally, it should be noted that an argument could be made that a number of other regional facilities could be considered "best-in-class," but for the purpose of this report SFA has not provided a detailed review of more than one in each category of potential facilities. A sampling of the tournament facilities in the region has been provided in the appendix of this report.

Best-In-Class Regional Baseball Complex

Cooperstown Dreams Park – Located just south of Cooperstown, New York, this baseball tournament facility offers players 12 and under a baseball experience unlike any other. The park itself is located just south of Cooperstown, a short drive away from the National Baseball Hall of Fame and Museum. The complex features:

- 22 youth baseball fields
- Baseball village
- Arcade
- Concessions
- Shuttle to downtown Cooperstown
- Laundry service

Weekly tournaments host as many as 104 teams, whose players spend a week learning, practicing, and playing baseball. During the 13-week season the facility draws approximately 500,000 visitors. The Cooperstown area is also home to multiple lodging services, campgrounds, shops, restaurants, and other attractions. In addition to permanent staff, Cooperstown provides more than 400 summer jobs.

Best-In-Class Regional Multi-Sport Complex

Progin Park – Progin Park opened in 2007 and is owned and operated by the Mass Youth Soccer Association in Lancaster, MA. The 130-acre complex is split into two distinct areas and is soccer-specific, with 11 natural grass and 5 synthetic turf fields. Each field meets FIFA international regulation guidelines in size (110 yards x 75 yards).

Progin Park has a limited number of annual events due to being restricted by the lack of hotel inventory in the immediate vicinity, but does host events such as: the Mass Youth Soccer's showcase event, the annual Massachusetts Tournament of Champions, as well as the GPS Summer Showcase, Massachusetts State Cup, Massachusetts Youth Soccer Open Cup, and the GPS Soccerween. Each of these tournaments averages 70-200 teams on an annual basis.

Best-In-Class Regional Multi-Sport Complex:
University Sports Complex – The University Sports Complex has 8 hardwood courts, making it the largest indoor basketball facility in New England. The complex also includes three concessions areas as well as an entertainment facility on the same property, which includes go karts, batting cages, mini golf, bumper cars, a climbing wall, an arcade, and laser tag.

Regional Sports Participation

To gain an understanding of the opportunity to develop a more robust youth and amateur sports tourism business on Cape Cod, SFA has identified the most played sports in the region by analyzing local and regional participation rates reported by the National Sporting Goods Association (NSGA) and the Sporting Goods Manufacturers Association (SGMA). These reports take into account only active sports participants who play their respective sport in an organized format enough times to not be considered "casual" participants. As noted above, SFA does not recommend analyzing an ice-based facility as a potential development for Cape Cod. For that reason, SFA has not included regional participation for ice-based sports.

It should be noted that there are other types of facilities that could be reviewed, including crew, cycling, shooting sports, tennis, etc. However, the purpose of this exercise is to determine a strategy for Cape Cod to develop a year-round, maximum impact sports tourism business. In order to achieve that goal in a reliable, realistic way, SFA has determined that any facility or facilities developed should be multi-sport facilities, thereby offering flexibility to host a maximum number of events and respond to future shifts or new opportunities in the sports tourism industry.

Regional Sports Participation	
Sport	**Registered Participant %**
Baseball	7.80%
Basketball	9.60%
Football	4.50%
Lacrosse	1.10%
Soccer	8.00%
Softball	5.80%
Volleyball	4.30%

As demonstrated in the chart above, basketball is the most commonly played sport in the region, but the combination of participation in sports played on the same surface is are all within 0.3% of each other. Primary sports played on indoor courts (basketball and volleyball) equals 13.90%, primary sports played on outdoor multi-purpose fields (soccer, football, and lacrosse) equals 13.60%, and primary sports played on outdoor diamond fields (baseball and softball) equals 13.60%.

The analysis of regional sports participation suggests that any of the three sport surfaces could be a viable option on Cape Cod, and that existing inventory of sports facilities on Cape Cod and the competition from existing facilities in the region will be a determining factor in the most successful facility type.

Local and regional participation percentage is one factor in a proprietary calculation that allows SFA to project the number of players and teams that could be participate in regional tournaments, local programs, or both. If SFA is engaged to perform a full analysis of a new tournament-ready sports facility on Cape Cod, the information above will be integrated in a full five-year operating analysis and economic impact study.

STATE OF THE SPORTS TOURISM INDUSTRY

As Cape Cod considers its opportunity to develop a more robust youth and amateur sports tourism business, three critical questions must be asked: is there an opportunity? Why is there an opportunity? Will the opportunity continue to exist in the future? While this report and the potential future work SFA will perform for the Cape Cod Chamber/CVB begins to answer those questions, it is important to understand the state of the sports tourism industry.

In today's youth sports landscape, the number of participants in "traditional" youth sports has declined, while the number of games in those sports has increased. The number of players is decreasing due to the fact that recreational and non-competitive participants are finding alternative extracurricular activities, ranging from non-traditional and adventure sports to technology-based activities and everything in between. Meanwhile, competitive players in traditional sports are specializing at an earlier age participating in their sport(s) of choice year-round and competing in anywhere from eight to 30 or more tournaments annually, depending on the sport.

From a venues perspective, in the past two decades there has been incredible growth in the number and availability of tournament-ready facilities. In the 1980s and 1990s, amateur tournament facilities were primarily confined to well-known destinations that possessed one-of-a-kind attractions such as the Baseball Hall of Fame and Disney World. In the late 1990s, municipalities and communities across the country began packaging their various sports assets together in an effort to host and attract large events that needed multiple – and often dozens – of fields or courts. Today, the most progressive cities and counties are developing their own facilities, creating best-in-class competition venues that often bring thousands of visitors and millions of dollars of direct spending annually.

Below are some critical pieces of information and statistics related to the sports tourism industry:

- In the United States, sports tourism is a $200 billion per year travel industry.
- The youth and amateur segment of sports tourism is a $9 billion industry nationwide that has experienced 20% growth over the last 3 years.
- Last year, 28.5 million visitors were hosted through youth and amateur sports events.
- 50% of sports commissions are located in cities with a population under 250,000.
- Sports tourism is the only segment of the tourism industry that did not decline in a single quarter during the recession.
- Mid-sized markets and vacation destinations dominate the youth and amateur sports tourism industry. This is because large markets are sometimes constrained by space and competing interests, while small, isolated markets are sometimes constrained by infrastructure.
- Successful sports tourism destinations, regardless of the size of the market, commit to high quality, expertly maintained facilities that professionally managed with operational excellence as a top priority.

The chart below shows general statistics for youth and amateur sports participation and supports the reason travel sports is such a significant business in today's youth and amateur sports landscape.

Youth Sport Statistics (Ages 5-18)	**Data**
Number of kids who play organized sports each year	35 Million
Percent of kids who play sports outside of school	60%
Percent of boys who play organized sports	66%
Percent of girls who play organized sports	52%
Percent of coaches who are dads coaching their own kids	85%
Percent of corporation executives who played sports	73%
High School Sports Statistics	**Data**
Number of boys playing high school soccer	284,000
Number of girls playing high school soccer	209,000
Number of boys playing high school football	1 Million
Number of boys playing high school basketball	500,000
Odds of Going Playing at the Next Level	**Odds**
Odds of a High School football player making it to the NFL	1 in 6,000
Odds of a High School basketball player making it to the NBA	1 in 10,000
Odds of a High School soccer player receiving a full scholarship to a Division I or II School	1 in 90

POTENTIAL BUSINESS MODELS

Potential Facility Concept
As stated in the "Sports In The Cape Cod Region" section of this document, SFA believes that there is the potential for a facility that features indoor courts, outdoor diamond fields, or outdoor multi-purpose fields.

SFA recognizes that Cape Cod has not committed to the development of a new facility, but as part of this report SFA has begun to determine the size and type of facilities that would be most successful in expanding Cape Cod's sports tourism business and therefore would be analyzed in a full operational forecast and economic impact study.

Indoor Facility
The indoor analysis is anticipated to include six to eight basketball courts, with the ability to accommodate eight to sixteen volleyball courts. The analysis will ensure the facility is planned to maximize flexibility to host all indoor events, including but not limited to wrestling, gymnastics, martial arts, table sports, badminton, pickle ball, etc. The indoor facility will have the ability to include flexible seating and could be designed to host large spectator events, including high school graduations, concerts, etc.

Below is an example of a facility program for an indoor facility that could be analyzed in Cape Cod. The information below is intended to be informational, not to suggest that this is the optimal program for Cape Cod. In order to determine the recommended facility, a full operational forecast would need to be created.

	Indoor Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint
			L (')	W (')			
Court	Basketball Courts 84' x 50'	6	114	80	9,120	54,720	78.9%
Court	Volleyball - Hard Court	12	30	60	Over Courts		0.0%
Flex/Admin Space	Café & Retail with Seating Area	1	50	40	2,000	2,000	2.9%
Flex/Admin Space	Lobby/Welcome Area	1	25	20	500	500	0.7%
Flex/Admin Space	Admin/Check-In Area	1	30	20	600	600	0.9%
Flex/Admin Space	Flex Locker/Team Rooms	3	25	25	625	1,875	2.7%
Flex/Admin Space	Restrooms	2	40	30	1,200	2,400	3.5%
Flex/Admin Space	Multi-purpose Rooms	1	60	25	1,500	1,500	2.2%
Flex/Admin Space	Mezzanine	1	300	12	3,600	3,600	5.2%
Flex/Admin Space	Conference Room	1	30	20	600	600	0.9%
Flex/Admin Space	Office Space	1	40	40	1,600	1,600	2.3%
Required SF for Products and Services						69,395	100.0%
Mechanical, Electrical, Storage, etc.					7.5% of P&S SF	5,205	
Common Area, Circulation, etc.					10% of P&S SF	6,940	
Estimated Building Size						**81,539**	
Estimated Building Footprint						**74,239**	

Outdoor Facility – Diamond Fields
The outdoor analysis of diamond fields is anticipated to include eight to 12 baseball/softball fields designed to maximize flexibility for tournaments by incorporating adjustable base paths

and temporary fences. The analysis will ensure the fields are planned to host all youth baseball and softball tournaments across a multitude of national governing body regulations. Additionally, a championship field with upgraded amenities and expanded seating will be analyzed.

Below is an example of a facility program for an outdoor diamond field facility that could be analyzed in Cape Cod. The information below is intended to be informational, not to suggest that this is the optimal program for Cape Cod. In order to determine the recommended facility, a full operational forecast would need to be created.

	Programming Product/Service	Count	Dimensions L (')	W (')	Approx. SF each	Total SF	% of Footprint
Fields	Youth Flex Field (adjustable base paths with dugouts, warm-up, and viewing area)	8	300' Fence		115,600	924,800	74.7%
	Total Outdoor Baseball Sq. Ft.					924,800	74.7%
Support Buildings	Primary Quad Building						
	Concessions	1	30	30	900	900	0.1%
	Restrooms	2	25	20	500	1,000	0.1%
	Training Room	1	12	12	144	144	0.0%
	Check-In/Ticketing Office	1	15	12	180	180	0.0%
	Ref Rooms	2	10	8	80	160	0.0%
	Offices/Admin	1	15	10	150	150	0.0%
	Secondary Quad Building	1	35	35	1,225	1,225	0.1%
	Total Support Building Sq. Ft					3,759	0.3%
Other	Maintenance/Storage Buildings	1	40	30	1,200	1,200	0.1%
	Children's Playground	1	40	40	1,600	1,600	0.1%
	Total Other Sq. Ft.					2,800	0.2%
	Total Field, Building, and Other SF					**931,359**	75.2%
	Total Setbacks, Green Space, Etc.					**307,348**	24.8%
	Total Outdoor SF					**1,238,707**	100%
	Total Outdoor Acreage					**28.4**	

Outdoor Facility – Multi-Purpose Fields
The outdoor analysis of multi-purpose fields is anticipated to include eight to sixteen multi-purpose fields designed to accommodate soccer and lacrosse with the flexibility to host additional outdoor events including but not limited to football, field hockey, ultimate Frisbee, Quidditch, etc. The fields are anticipated to all be regulation size (300-360' length) and be designed to maximize the opportunity to host youth teams on smaller configurations. As with the diamond field analysis, a championship field with upgraded amenities and expanded seating will be analyzed.

Below is an example of a facility program for an outdoor multi-purpose field facility that could be analyzed in Cape Cod. The information below is intended to be informational, not to suggest that this is the optimal program for Cape Cod. In order to determine the recommended facility, a full operational forecast would need to be created.

	Programming Product/Service	Count	Dimensions L (')	Dimensions W (')	Approx. SF each	Total SF	% of Footprint
Fields	Multi-Purpose Field - 120 yard (With 12' Apron)	8	374	249	93,126	745,008	74.5%
	Total Outdoor Multi-Purpose Field Sq. Ft.					745,008	74.5%
Support Buildings	Primary Support Building						
	Concessions	1	30	30	900	900	0.1%
	Restrooms	2	25	20	500	1,000	0.1%
	Team Locker Rooms	0	25	25	625	0	0.0%
	Training Room	1	12	12	144	144	0.0%
	Check-In/Ticketing Office	1	15	12	180	180	0.0%
	Ref Rooms	2	10	8	80	160	0.0%
	Offices/Admin	1	15	10	150	150	0.0%
	Secondary Support Buildings	1	35	35	1,225	1,225	0.1%
	Total Support Building Sq. Ft					3,759	0.4%
Other	Maintenance/Storage Building	1	40	30	1,200	1,200	0.1%
	Children's Playground	1	40	40	1,600	1,600	0.2%
	Total Maintenance/First Aid Building Sq. Ft.					2,800	0.3%
	Total Field, Building, and Other SF					**751,567**	75.2%
	Total Setbacks, Green Space, Etc.					**248,017**	24.8%
	Total Outdoor SF					**999,584**	100%
	Total Outdoor Acreage					**22.9**	

Business Model
In order to be successful, the business model of any Cape Cod facility – whether developed as a public facility or built by a private developer and designed to host tournaments and events – will need to feature a diverse product/service mix focused on the ability to serve the sports and recreation needs of the local community and the ability to attract and retain regional sports events.

Regardless of the final mix of physical spaces, SFA has identified the need for the complex to operate on a business model that provides team and individual instruction/training, camps, clinics, leagues, and tournaments in a variety of sports while simultaneously creating the opportunity to use the space for any non-sports events that create an opportunity to contribute to operations. By creating this flexible business model, the complex can become a hub of activity for the local area and the region, providing a complete family experience that promotes competition, involvement, entertainment, and participation.

SFA has provided some general guidelines and recommendations for the business model below:

- Spaces and programs should be developed to create a regional appeal
- The facility should be designed to serve the local community in ways that it is currently underserved
- A specific schedule for local vs. tournament use should be developed to ensure operational efficiency and maximization of revenue-generating opportunities

- A market-driven approach should be taken to "right size" the facility for both type and number of amenities
- The facility should focus on in-house programming with a mix of facility-organized tournaments, leagues, and other programs
- Additional inventory of time should be backfilled with contract rentals
- Conventions, tradeshows, and other large events should be targeted in addition to sports tournaments
- The management team should formalize relationships with area organizations, schools, and state/regional/national organizing bodies in order to maximize the opportunity to generate revenue

As alluded to above, the facility will have to create a balance local and regional utilization in order to achieve success. Those program types often use the same spaces, but they are very different in the way programs are developed, their time and inventory requirements, and the way in which they generate revenue for the facility and the community.

If engaged for the future scope of work (which will feature a full operational forecast of a recommended facility), SFA will address the balance of local and regional programming. Below is an explanation of each type of program.

Local Model
The local model is designed as a hub for the area with the intention of serving as a community asset providing sports, recreation, youth development, and educational services. In order to accomplish this goal, it is encouraged that the facility develops its own program options and partners with existing community organizations such as Parks & Recreation, existing program providers, and coaches. By creating partnerships with groups and people who have the ability to bring existing teams/user groups to the facility, the facility will immediately host multiple activities and serve a wide range of community pursuits.

During peak hours (after school/work and on the weekends), the facility – depending on whether it is court-based, field-based, or both – may offer instructional clinics, leagues, tournaments, classes, and other programs for the following any or all of the following activities:

- Basketball
- Volleyball
- Court Events
- Court Rentals
- Wrestling
- Cheerleading
- Soccer
- Lacrosse
- Football
- Field Hockey
- Baseball
- Softball
- Field Events
- Field Rentals
- Birthday Parties

In many cases, sustainability hinges on a facility's ability to serve the community during non-peak hours and seasons (during the school/work day, in between seasons, etc.). In order to maximize utilization and revenue from the local model, the facility will have to develop opportunities for locals to participate in ways beyond the traditional opportunities above. These non-peak opportunities should feature:

- Child development programs
- Half-day and full-day camps
- Teen-centric afternoon activities, events, and offerings
- Family event nights
- Field trips, lock-ins, end-of-year/graduation parties

- Open play
- Special events and conventions
- Corporate/group teambuilding for event/convention guests and local businesses
- After-hours social hours for event and convention guests

Sports Tourism Model
The goal of a sports tourism model is to attract teams, players, and spectators to the market to generate revenue for the facility and to create economic impact through direct spending in the community. 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 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, so 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 is in charge of securing teams and running the event. Outsourced tournaments often provide significantly greater economic impact in the early years of operation because they are often already established with a history of participation, so there are more teams in attendance. However, the amount of money the facility can generate on an outsourced tournament is limited because the rights holder, not the facility, collects all team registration fees and often collects additional revenue streams, such as hotel rebates and gate fees.

In order to achieve the ideal balance of revenue generation for the facility and direct spending in the community, the facility should strive for a nearly equal mix of in-house tournaments and outsourced tournaments at maturity. That said, in the early years of operation the facility will likely feature a significantly higher number of outsourced tournaments than in-house tournaments.

Program Mix
In both local and sports tourism models, SFA recommends a facility program mix that is more heavily focused on internal or in-house programs than on rental or outside service provider programs. While SFA recognizes the value of relationships with existing service providers and local/regional/national sports organizations, in-house programming presents the facility 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 facility'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 will affect customer perception of the brand of Cape Cod. 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 and Cape Cod will be directly associated with that bad experience. On the other hand, internal programs allow the facility to control the quality of a customer's experience.

- **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 internally programmed business creates the opportunity for the facility to grow service offerings and increase the amount of revenue that can be generated per hour. With the proper investment and development into 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 "prime" 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.

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

Expectations for Financial Performance
Based on SFA's experience in planning, opening, and managing sports tourism locations combined with the analysis of the local market and the regional sports tourism industry, SFA does not expect a facility that is designed specifically to host a large number of teams for tournaments weekends and operated to maximize the economic impact of the facility by reserving the maximum number of weekends for tournaments and events to operate without an ongoing subsidy. However, the economic impact generated by the facility is expected to be significant, filling thousands of room nights throughout the year and creating incremental tax revenue generation for Cape Cod that can partially or fully offset operational shortfalls.

In order to enhance the financial performance of the facility, one or more of the following options could be considered:

- Private management of the facility
- Partnerships with outside organizations that fund expenses that would otherwise be included on the general ledger of the facility (e.g. Chamber/CVB funding of marketing and tournament business development costs)

- Optimization of the facility program based on the local market, which would decrease the number of courts or fields from the optimal tournament size in order to save on construction costs and operating expenses
- Integration of high revenue-generating family entertainment components that cater to non-sporting participants as well as participants of sports programs, tournaments, and events.

  Integration of the sports amenities into a master development that includes more profitable business units that benefit from the sports amenities, such as lodging, dining, and retail businesses.

CONTRIBUTORS AND CHALLENGES TO SUCCESS

As a leader in the planning and development of sports tourism facilities and as a sister company to The Sports Facilities Management, LLC, a leader in the opening and management of sports tourism facilities, SFA has developed a comprehensive understanding of the factors that impact the success of sports tourism destinations. When reviewing Cape Cod's position in each of those factors, there are several contributors to the success of a sports tourism facility and several challenges to success of a sports tourism facility. The lists below identify those contributors and challenges, but do not list them in order of importance; to quantify the impact of each, SFA will need to produce a full operational forecast utilizing its proprietary methodology for projecting the number, type, and impact of events that could be brought to Cape Cod.

Contributors to Success

- **Affordability of the Destination**: While Cape Cod has a highly successful peak season during which premium rates are charged for lodging, dining, recreation, and retail, the nature of a highly seasonal destination with a highly transitory population results in an off-peak season that sees drastically reduced rates and competitive offers across industries. In today's youth and amateur sports tourism industry, where players and parents may attended anywhere from 4 to 20 or more non-local events in a year, affordability is a major factor of consideration for attending tournaments and events.
- **Brand and Reputation of the Destination**: Cape Cod is a world-renowned destination that hosts hundreds of thousands of visitors on an annual basis. Coaches, parents, players, and teams, looking at a schedule of potential tournaments will likely identify Cape Cod as "a place we need to go" because of its strong reputation as a premier family vacation destination.
- **Capacity to Host Non-Local Visitors**: The number of visitors in the peak season are supported by more than 250 lodging properties offering more than 19,000 rooms as well as countless dining, attraction, and retail businesses. These businesses thrive during the peak months of July and August, but are only moderately busy during the shoulder season and not typically busy during the winter months. A well-planned sports tourism facility with events that target non-peak months would be supported by the vast visitor-hosting infrastructure, while local businesses would benefit tremendously from an influx of non-peak visitors.
- **New Facilities Coming to The Cape**: Although at the time of this report no new sports facilities have broken ground, there are as many as four potential new private Cape Cod facilities in the planning phase. If any of these facilities are developed and have the capacity to serve as a central tournament location, it would provide a unique opportunity for Cape Cod to expand its youth and amateur sports tourism business.
- **Potential for Public-Private Partnerships**: Historically, there have several challenges to the development of new facilities, primarily related to water management and traffic constraints. In recent years, several of the towns on Cape Cod have taken an active approach to incenting private developments through public support mechanisms that help combat these constraints and other cost of development factors. As part of a public-private partnership, reserving

time and space for tournaments and events in exchange for development incentives could be a tenant of the arrangement.

- **Potential of a Boston Olympic Bid**: Boston has been chosen as the United States' official 2024 Olympics bid city. In the process of submitting that bid, Cape Cod will likely be highlighted as a host area for beach-based and open water-based sports. If the bid is successful, Cape Cod is certain to benefit from facilities and infrastructure improvements to hos the Olympics. If it is not successful, Cape Cod can still capitalize on the marketing efforts that will highlight The Cape as a premier, Olympic-worthy destination for sports and events.
- **Success of The Cape Cod Baseball League**: The Cape Cod Baseball League (CCBL) is widely regarded as one of the premier amateur baseball leagues in the United States. With a 44-game season and a post-season, more than 1,000 Major League Baseball players as alumni, and a website that sees more than 300,000 visits annually, CCBL provides instant credibility for Cape Cod's ability to host amateur sports events and could provide valuable, impactful partnership and event pairing opportunities for youth and amateur events, particularly for youth baseball events.
- **Success of Past Youth and Amateur Sports Tourism Events**: While Cape Cod does not have a large number of tournament-ready facilities, it has had a number of successful events in the past. Outside of the CCBL, hockey and skating have been the most successful sport hosted on The Cape. However, successful youth and amateur events have been hosted in non-CCBL baseball, basketball, boating, boxing, cycling, field hockey, golf, lacrosse, road-running, soccer, softball, and tennis. While having a proven track record of successful events is important to the rights holders who decide whether or not to bring an event to a location, it is equally important that the industries benefiting from events have seen the impact youth and amateur sports tourism can have on the local economy. In order to successfully grow a sports tourism business, the lodging, dining, entertainment, and retail businesses must be supportive of the events that are hosted on The Cape.
- **Support from the Lodging Community**: while each of the aforementioned industries have had champions of the youth and amateur sports tourism business on Cape Cod, support from the lodging community must be named as its own contributor to success. Based on conversations with key team members from the Chamber/CVB, SFA has learned that the lodging community actively participates in a rebate system run through a housing bureau that funds simple bid fees and offsets some of the expenses associated with the use of facilities on Cape Cod. Having this system in place before a more expansive sports tourism business is developed is a uniquely valuable asset, and - assuming it continues to be developed as more events are brought in - could be a difference-maker in the ability of Cape Cod to compete for events and tournaments.

Challenges to Success

- **Access to Locations on Cape Cod**: Due to a number of factors – most specifically the timeline of construction/development on Cape Cod and the geographic separation of Cape Cod into three distinct sub-markets – traffic issues are a common challenge. Not only could traffic inhibit the convenience of attending an event on Cape Cod by causing congestion that makes traveling to and from different locations difficult, but the challenge of accessing different parts of The Cape while visiting could limit the spread of the economic impact of events. If funding any portion of a facility or the events held at a facility impacts all of Cape Cod, events would ideally bring economic impact to each town on Cape Cod. Given the access challenges, this may not be viable and will likely not be consistent.

- **Access to the Market**: While travel toward Cape Cod is typically efficient, driving on and off of the Cape is not. To cross the Cape Cod Canal, vehicles must cross either the Bourne Bridge or the Sagamore Bridge, which are often congested in the peak season. The bridges are only four miles apart, meaning that the regional perspective is that there is only one way in and one way out. As compared to locations that have access from multiple states in multiple directions, SFA classifies Cape Cod as a destination with limited access. (Note: SFA believes Cape Cod has an opportunity to develop a regional sports tourism business but does not believe that it is realistic to recommend that Cape Cod attempts to develop facilities large enough to regularly draw teams that would need air transportation. For that reason, access for drive-in traffic is the primary focus of the access category.)
- **Lack of Local Players and Teams**: As demonstrated in the "Market Overview" section of this document, Cape Cod is a moderately populated suburban market with a high median age. Based on the population size and number of people under the age of 20, there is a lack of local players and teams relative to other highly successful sports tourism locations. This impacts operations in both the local programming and competitive tournament categories. On the local programming side, there are not enough local players to fill a facility designed to host a large number of teams for tournaments and events, thus limiting revenue generation opportunities during non-tournament days. On the competitive tournament side, there are not enough local teams to create a highly competitive local base and to fill out tournament registrations, thus limiting revenue generation on tournament days.
- **Lack of Resources for Development**: Based on conversations with local leaders and government representatives, most towns lack at least one of three critical resources for the development of a tournament-ready facility: land, capital budget for construction, capital budget for operations. As stated in the "Potential Business Models" section of this document, any tournament-ready facility would require significant land and financial resources to develop and would not be expected to operate without an ongoing subsidy.
- **Wastewater Management Requirements**: Cape Cod has very stringent wastewater management regulations, and a facility designed to host a large number of players and spectators may have to go through an extensive approval process in order to be developed. Based on various conversations with local leaders and developers, this issue has been a roadblock that has delayed some developments for years and prevented other developments from going forward altogether.
- **Weather:** As a northeast, Atlantic coast location, Cape Cod does not have ideal weather conditions for sports tournaments and events. The cold season is relatively long compared to most vacation destinations in the country and the

early summer months are often rainy. From a playing perspective, weather is less important for indoor sports, though it should be noted that snow and cold weather are still factors in choosing tournament locations. National news coverage of the amount of snow that fell in Boston during the 2014-15 winter season would be a detractor for teams choosing Cape Cod versus southern destinations.

Recommendations

Based on success in planning, opening, and managing sports tourism destinations throughout the U.S. and internationally, SFA has created a system for optimizing sports tourism programs. It should be noted that Cape Cod has had success in several of the areas below, and some approaches that are typically recommended do not need to be addressed in Cape Cod because they are already strengths for Cape Cod. That said, SFA recommends the following four core strategies for Cape Cod to expand its youth and amateur sports tourism business:

- **Develop a Campaign to Garner Public Support**: Youth and amateur sports have had a significant impact on Cape Cod, but the results of that impact have not been fully highlighted across The Cape. While the successes of many events have been shared with the public as they have happened, there is no single source on the impact youth and amateur sports has on annual basis. Because of the level of public engagement in politics in this part of the country, which comes both from the history of the region and the laws related to gaining approval to spend municipal dollars, education and communication to the public is a critical piece to future success. The Chamber/CVB should produce an annual report on the impact of sports tourism on Cape Cod that shows the history of the business, a breakdown of each event hosted on Cape Cod and identifies potential opportunities and needs for future development.
- **Determine and Enhance Political Support**: Cape Cod needs to determine its path forward for the youth and amateur sports tourism business. As the overarching support mechanism and driving force behind creating economic impact on The Cape, the Chamber/CVB should lead a more formal discussion between neighboring and/or all Cape towns to determine the level of support and investment that can be made by each. The Chamber/CVB should also formally engage the private entities that have already submitted proposals or plans to develop sports and recreation assets on Cape Cod to understand the business plan and identify areas in which sports tourism strategies can be implemented.
    - If there is interest from one or more towns to develop new public sports tourism facilities, the Chamber/CVB should begin to develop a more complete understanding of the land, construction capital, and operating capital that can be invested into a new facility.
        - Simultaneously, a study should be completed to determine the optimized facility program, the cost of construction, the financial forecast, and the economic impact projections for the new facility. (Note: SFA has provided the Chamber/CVB with an outline of this potential next step.)
    - If there is interest from one or more towns and private developers to utilize new facilities to create sports tourism events, the Chamber/CVB should begin to develop a more complete understanding of the mutually beneficial relationship that can be developed between the public and private entities. As an example of this kind of partnership, below are some of the most common benefits:

        <u>Private entity receives one or more of</u>:
        - Land or a long-term land lease
        - Property tax abatement for specified period of time

- Financial contribution toward site work (e.g. clearing, rough grading, paving, etc.)
- Financial contribution toward infrastructure (e.g. traffic/ water management studies, accessibility improvements, etc.)

Public entity receives one or more of:

- A marketable community asset
- Release from the obligation of managing or maintaining a sports tourism asset with public funds
- Inventory of time dedicated to sports tourism tournaments and events that meet a certain set of criteria for rates, non-local participation, etc.

- **Increase Funding for Sports Tourism**: At current, sports tourism is a section of the Chamber/CVB's general tourism initiative and the responsibility for generating economic impact through youth and amateur sports tournaments and events falls on the shoulders of the Vice President of Sales, who has multiple responsibilities outside of sports tourism. In order to maintain relevance in this highly competitive industry, SFA recommends dedicating more financial resources toward sports tourism and funding a staff position with a full-time focus on sports tourism.
  - At current, the marketing budget for sports tourism is outlined at $27,500, not including bid fees for events. SFA recommends increasing the budget as much as possible and believes that the budget could be as much as $100,000 for the existing inventory. If new facilities are developed, the marketing budget should be increased. Included in the expanded budget should be:
    - Development of a sports-tourism specific portion of the website with enhanced functionality for visitors on Cape Cod for a sports tournament or event
    - Alliance marketing with state, regional, and national sports organizations
    - Development and production of sports tourism print materials
    - Promotional items
    - Public Relations campaign funds
    - Advertising
    - Online awareness campaign
    - Tradeshows
    - Tournament visits
    - Fam visits
  - While it is typical for the sports tourism portion of a Chamber/CVB to be funded through standard taxes, contributions, and allocations, SFA believes there may be a unique opportunity for Cape Cod to increase funding through an expansion of the funds generated by the aforementioned Housing Bureau. Revenue to the Housing Bureau from hotels currently funds simple bid fees and offsets facility use expenses; if the lodging community is in support of a more dynamic plan, funds from the Housing Bureau could be used to provide additional marketing and business development funds, which – if properly managed – would have a direct return on investment through the increase in hotel room nights

generated through sports tourism tournaments and events that are brought to Cape Cod through the Chamber/CVB.
    - It should be noted that SFA commends the Chamber/CVB for the success of the sports tourism program that has been developed. With very limited financial resources and in the absence of a full-time sports tourism staff member, the Chamber/CVB has created a Sports Advisory Panel and successfully hosted dozens of annual and one-time events.
- **Refine Systems for Use of Existing Facilities**: While there are not many tournament-ready facilities on Cape Cod, there are opportunities to expand the number and size of tournaments and events that are brought to Cape Cod.
    - The greatest challenge to expanding Cape Cod's sports tourism business in the short term is the difficulty in using existing facilities based on the number of operators, towns, and schools that must be coordinated to secure sports amenities on any given weekend. SFA recommends creating a formal system for use that falls under a dedicated staff member and/or division of the Chamber/CVB. The system should allow for a schedule of sports tourism events to be developed and adhered to with the following key elements to be addressed:
        - Process and timeline for reserving facilities
        - Maintenance of facilities leading up to the event
        - Access to facilities before, during, and after the event
        - On-site supervision requirements for the event
        - Rate structure and billing practices for the event
        - Post-event reporting on number of players/teams/attendees, non-local participation, length of event, average length of stay, room nights generated, direct spending generated, etc.

NEXT STEPS

SFA can assist the Cape Cod Chamber/CVB in addressing any of the information above, implementing any or all of the recommendations above, etc.

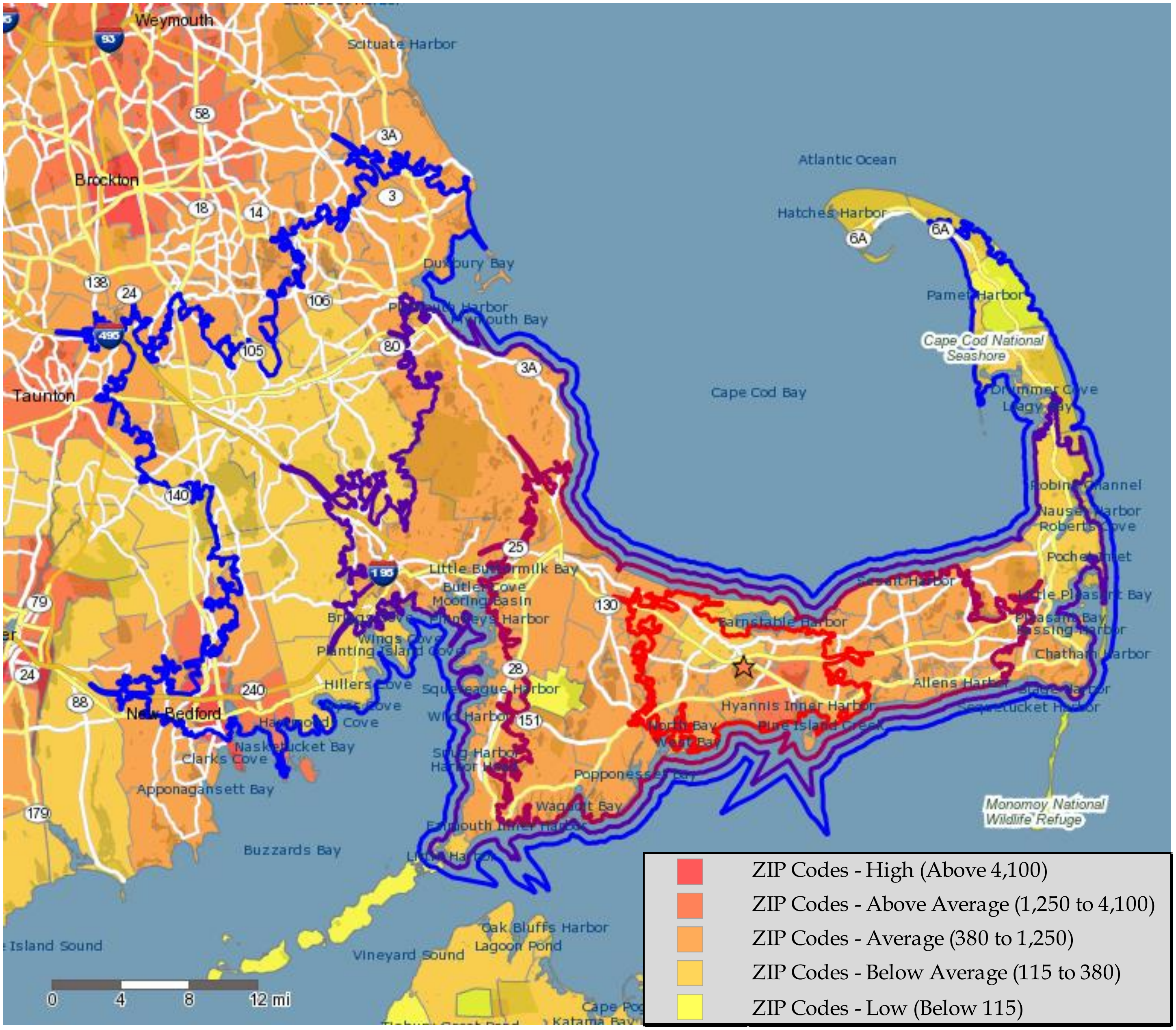
If the Chamber/CVB chooses to move forward with the next steps for the project as originally outlined in SFA's proposal, the following steps would be taken:

- Create a facility program that outlines the spaces to be analyzed and the projected costs to develop those spaces
- Complete an analysis to determine the demand for each amenity and the capture rate potential for the facility
- Determine the appropriate price structure for all programs and services offered
- Produce a forecast of programming revenue and expenses
- Determine the five-year growth rate for each program
- Right-size the facility program based on financial performance and utilization
- Determine the appropriate management structure for the facility
- Project the facility and operating expenses associated with the facility
- Finalize the five-year financial forecast

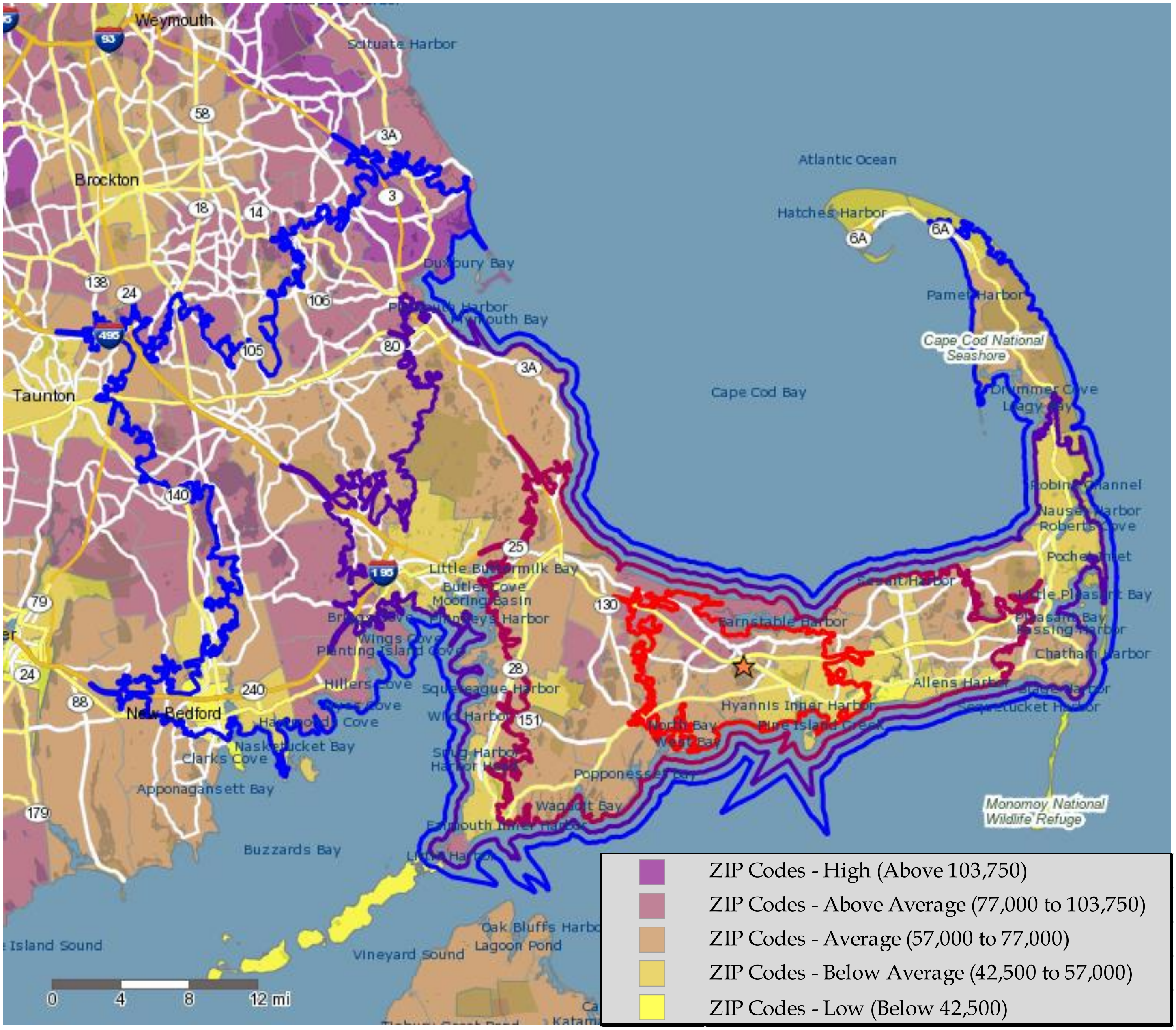
It has been a pleasure and an honor to work with the Cape Cod Chamber/CVB. SFA is looking forward to the next steps and will be happy to assist in any way possible.

Appendix

Median Household Income



Median Household Income



Demographic Summary (5, 7, 10, 15, 20 minutes)

	5 drivetime minute(s)	7 drivetime minute(s)	10 drivetime minute(s)	15 drivetime minute(s)	20 drivetime minute(s)
2014B Population by Age:					
Total Population	5,846	14,521	33,958	56,470	93,856
Age 0 - 4	4.4%	4.9%	5.1%	4.7%	4.6%
Age 5 - 9	5.1%	5.2%	4.8%	4.7%	4.7%
Age 10 - 14	5.0%	5.0%	4.9%	5.0%	5.3%
Age 15 - 19	5.4%	5.4%	5.2%	5.5%	5.7%
Age 20 - 24	5.0%	5.5%	5.5%	5.2%	4.9%
Age 25 - 34	10.5%	10.9%	11.2%	10.2%	9.5%
Age 35 - 44	10.6%	11.0%	11.0%	10.6%	10.4%
Age 45 - 54	16.0%	16.1%	15.9%	15.9%	15.7%
Age 55 - 64	14.7%	14.7%	15.4%	16.1%	16.0%
Age 65 - 74	11.7%	10.8%	11.0%	11.7%	12.0%
Age 75 - 84	8.1%	7.1%	6.9%	7.1%	7.7%
Age 85+	3.5%	3.6%	3.2%	3.1%	3.5%
Median Age	47.8	46.5	46.7	47.8	48.4
Total Females	3,069	7,574	17,606	29,272	49,168
Age 0 - 4	4.0%	4.5%	4.8%	4.4%	4.4%
Age 5 - 9	5.0%	5.0%	4.7%	4.6%	4.5%
Age 10 - 14	4.6%	4.7%	4.6%	4.9%	4.9%
Age 15 - 19	4.7%	5.0%	4.8%	5.1%	5.2%
Age 20 - 24	4.5%	5.0%	5.1%	4.9%	4.5%
Age 25 - 34	9.7%	10.1%	10.5%	9.6%	8.9%
Age 35 - 44	10.9%	11.0%	10.8%	10.5%	10.3%
Age 45 - 54	16.1%	16.2%	15.8%	15.9%	15.7%
Age 55 - 64	15.0%	14.8%	15.6%	16.5%	16.4%
Age 65 - 74	12.5%	11.4%	11.6%	12.3%	12.6%
Age 75 - 84	8.8%	8.0%	7.7%	7.7%	8.3%
Age 85+	4.2%	4.4%	4.1%	3.8%	4.3%
Median Age Females	49.6	48.3	48.2	49.2	49.9
Total Males	2,778	6,948	16,352	27,198	44,688
Age 0 - 4	4.9%	5.4%	5.3%	5.0%	4.9%
Age 5 - 9	5.2%	5.4%	5.0%	4.9%	5.0%
Age 10 - 14	5.5%	5.4%	5.1%	5.2%	5.7%
Age 15 - 19	6.1%	5.8%	5.6%	5.9%	6.2%
Age 20 - 24	5.5%	6.0%	5.9%	5.6%	5.4%
Age 25 - 34	11.3%	11.6%	12.0%	10.9%	10.1%
Age 35 - 44	10.4%	11.0%	11.2%	10.6%	10.5%
Age 45 - 54	15.8%	16.0%	16.0%	16.0%	15.7%
Age 55 - 64	14.5%	14.5%	15.2%	15.8%	15.6%
Age 65 - 74	10.8%	10.1%	10.4%	11.1%	11.4%
Age 75 - 84	7.3%	6.2%	6.1%	6.5%	7.0%

Age 85+	2.6%	2.6%	2.3%	2.3%	2.6%
Median Age Males	45.8	44.5	45.0	46.2	46.7

2014B Demographics:

Total Population	5,846	14,521	33,958	56,470	93,856
Total Households	2,396	5,936	14,290	24,046	40,228
Female Population	3,069	7,574	17,606	29,272	49,168
% Female	52.5%	52.2%	51.9%	51.8%	52.4%
Male Population	2,778	6,948	16,352	27,198	44,688
% Male	47.5%	47.8%	48.2%	48.2%	47.6%
Population Density (per Sq. Mi.)	921.14	982.19	999.79	758.77	719.82
Seasonal Population by Quarter:					
Q4 2011	766	1,727	6,278	14,493	22,597
Q1 2012	706	1,589	5,784	13,368	20,832
Q2 2012	1,158	2,605	9,414	21,551	33,535
Q3 2012	1,162	2,611	9,437	21,605	33,636
Q4 2012	782	1,753	6,374	14,746	22,983
Q1 2013	729	1,638	5,960	13,791	21,501
Q2 2013	1,173	2,634	9,509	21,762	33,898
Q3 2013	1,163	2,615	9,460	21,655	33,766
Q4 2013	795	1,793	6,560	15,188	23,725
Age:					
Age 0 - 4	4.4%	4.9%	5.1%	4.7%	4.6%
Age 5 - 14	10.1%	10.2%	9.7%	9.8%	10.0%
Age 15 - 19	5.4%	5.4%	5.2%	5.5%	5.7%
Age 20 - 24	5.0%	5.5%	5.5%	5.2%	4.9%
Age 25 - 34	10.5%	10.9%	11.2%	10.2%	9.5%
Age 35 - 44	10.6%	11.0%	11.0%	10.6%	10.4%
Age 45 - 54	16.0%	16.1%	15.9%	15.9%	15.7%
Age 55 - 64	14.7%	14.7%	15.4%	16.1%	16.0%
Age 65 - 74	11.7%	10.8%	11.0%	11.7%	12.0%
Age 75 - 84	8.1%	7.1%	6.9%	7.1%	7.7%
Age 85 +	3.5%	3.6%	3.2%	3.1%	3.5%
Median Age	47.8	46.5	46.7	47.8	48.4
Housing Units					
Total Housing Units	2,965	7,298	19,155	34,977	57,232
Occupied Housing Units	80.8%	81.3%	74.6%	68.8%	70.3%
Vacant Housing Units	19.2%	18.7%	25.4%	31.3%	29.7%
Housing Units by Tenure					
Owner Occupied Housing Units	2,396	5,936	14,290	24,046	40,228
Owner Occupied free and clear	21.7%	20.0%	19.6%	21.2%	22.5%
Owner Occupied with a mortgage or loan	55.4%	51.8%	48.1%	50.0%	52.2%
Renter Occupied Housing Units	22.9%	28.2%	32.4%	28.8%	25.3%

Race and Ethnicity					
American Indian, Eskimo, Aleut	0.3%	0.6%	0.7%	0.6%	0.8%
Asian	1.9%	1.9%	1.9%	1.6%	1.6%
Black	3.0%	4.3%	4.3%	3.4%	2.7%
Hawaiian/Pacific Islander	0.2%	0.2%	0.1%	0.1%	0.1%
White	88.7%	85.6%	85.5%	88.3%	90.0%
Other	3.0%	3.6%	3.7%	2.8%	2.2%
Multi-Race	2.9%	3.9%	3.9%	3.3%	2.8%
Hispanic Ethnicity	3.8%	4.7%	4.4%	3.8%	3.2%
Not of Hispanic Ethnicity	96.2%	95.3%	95.6%	96.2%	96.8%
Race of Hispanics					
Hispanics	220	681	1,510	2,149	3,005
American Indian	1.1%	1.5%	2.2%	2.3%	3.4%
Asian	0.1%	0.1%	0.1%	0.2%	0.4%
Black	3.6%	5.3%	5.4%	5.7%	5.2%
Hawaiian/Pacific Islander	1.6%	1.0%	0.7%	0.5%	0.4%
White	58.4%	57.1%	56.6%	56.6%	57.3%
Other	24.2%	25.8%	25.5%	24.4%	22.9%
Multi-Race	11.0%	9.1%	9.4%	10.3%	10.5%
Race of Non-Hispanics					
Non-Hispanics	5,627	13,840	32,448	54,321	90,851
American Indian	0.2%	0.5%	0.6%	0.5%	0.7%
Asian	2.0%	2.0%	1.9%	1.7%	1.6%
Black	3.0%	4.2%	4.3%	3.3%	2.6%
Hawaiian/Pacific Islander	0.1%	0.1%	0.1%	0.0%	0.0%
White	89.9%	87.0%	86.8%	89.5%	91.1%
Other	2.2%	2.5%	2.6%	2.0%	1.5%
Multi-Race	2.6%	3.6%	3.7%	3.0%	2.5%
Marital Status:					
Age 15 + Population	4,996	12,328	28,957	48,298	80,138
Divorced	12.4%	12.5%	13.0%	13.1%	12.8%
Never Married	26.8%	28.9%	29.5%	28.0%	27.0%
Now Married	54.0%	51.7%	50.7%	52.4%	53.2%
Now Married - Separated	2.6%	2.1%	1.9%	1.6%	1.3%
Widowed	6.8%	7.0%	6.8%	6.5%	7.0%
Educational Attainment:					
Total Population Age 25+	4,389	10,753	25,341	42,231	70,179
Grade K - 8	1.0%	1.2%	1.2%	1.1%	1.0%
Grade 9 - 12	3.4%	4.8%	5.2%	4.4%	4.1%
High School Graduate	26.9%	28.8%	28.2%	27.1%	27.4%
Associates Degree	10.7%	11.3%	10.3%	9.9%	10.0%
Bachelor's Degree	22.7%	20.9%	20.5%	21.6%	22.0%
Graduate Degree	12.2%	10.9%	12.2%	14.2%	13.8%
Some College, No Degree	22.0%	21.0%	21.3%	20.9%	20.9%
No Schooling Completed	1.2%	1.2%	1.0%	0.9%	0.8%

Household Income:					
Income $ 0 - $9,999	3.9%	5.3%	6.3%	5.8%	5.1%
Income $ 10,000 - $14,999	3.4%	3.4%	3.9%	3.8%	3.7%
Income $ 15,000 - $24,999	7.9%	8.9%	9.4%	9.0%	8.6%
Income $ 25,000 - $34,999	7.8%	8.9%	9.9%	9.5%	9.4%
Income $ 35,000 - $49,999	11.7%	12.4%	12.9%	13.4%	13.5%
Income $ 50,000 - $74,999	20.9%	20.7%	19.8%	19.8%	20.8%
Income $ 75,000 - $99,999	17.4%	16.2%	15.2%	15.0%	14.7%
Income $100,000 - $124,999	9.4%	8.9%	8.3%	8.5%	8.8%
Income $125,000 - $149,999	5.5%	5.0%	4.5%	4.9%	5.4%
Income $150,000 +	12.2%	10.4%	9.8%	10.4%	9.9%
Average Household Income	$86,330	$81,170	$78,833	$82,030	$81,724
Median Household Income	$68,170	$63,013	$59,023	$60,349	$61,585
Per Capita Income	$35,493	$33,280	$33,304	$35,050	$35,150
Vehicles Available					
0 Vehicles Available	4.3%	6.4%	7.5%	6.2%	5.8%
1 Vehicle Available	34.1%	33.8%	35.2%	35.0%	34.8%
2+ Vehicles Available	61.6%	59.8%	57.3%	58.8%	59.4%
Average Vehicles Per Household	1.89	1.92	1.88	1.88	1.88
Total Vehicles Available	4,536	11,396	26,860	45,265	75,674

Population: 2014B					
Total Population	5,846	14,521	33,958	56,470	93,856
Female Population	52.5%	52.2%	51.9%	51.8%	52.4%
Male Population	47.5%	47.8%	48.2%	48.2%	47.6%
Population Density	921	982	1,000	759	720
Population Median Age	47.8	46.5	46.7	47.8	48.4
Total Employees	3,838	9,097	21,698	29,089	42,164
Total Establishments*	411	1,022	2,393	3,524	5,322
Population Growth 2000-2010	1.3%	-3.4%	-4.7%	-4.9%	-2.3%
Population Growth 2014B-2019	-1.2%	-0.6%	0.0%	0.3%	0.9%

Income: 2014B					
Average Household Income	$86,330	$81,170	$78,833	$82,030	$81,724
Median Household Income	$68,170	$63,013	$59,023	$60,349	$61,585
Per Capita Income	$35,493	$33,280	$33,304	$35,050	$35,150
Avg Income Growth 2000-2010	45.3%	40.3%	37.6%	34.7%	34.4%
Avg Income Growth 2014B-2019	16.0%	16.7%	17.4%	17.4%	17.1%
Households: 2014B					
Households	2,396	5,936	14,290	24,046	40,228
Average Household Size	2.38	2.38	2.32	2.32	2.31
Hhld Growth 2000-2010	4.8%	-0.2%	-1.3%	-1.6%	0.8%
Hhld Growth 2014B-2019	-0.8%	0.2%	0.7%	0.8%	1.6%

Housing Units: 2014B

Occupied Units	2,396	5,936	14,290	24,046	40,228
% Occupied Units	80.8%	81.3%	74.6%	68.8%	70.3%
% Vacant Housing Units	19.2%	18.7%	25.4%	31.3%	29.7%
Owner Occ Housing Growth 2000-2010	2.3%	-3.8%	-3.3%	-3.1%	-0.1%
Owner Occ Housing Growth 2000-2019	-4.9%	-9.5%	-9.0%	-7.8%	-3.4%
Owner Occ Housing Growth 2014B-2019	-1.4%	-0.6%	-0.3%	0.0%	0.9%
Occ Housing Growth 2000-2010	4.8%	-0.2%	-1.3%	-1.6%	0.8%
Occ Housing Growth 2010-2019	-2.9%	-1.3%	-0.6%	-0.2%	0.9%
Occ Housing Growth 2014B-2019	-0.8%	0.2%	0.7%	0.8%	1.6%

Race and Ethnicity: 2014B

% American Indian or Alaska Native Population	0.3%	0.6%	0.7%	0.6%	0.8%
% Asian Population	1.9%	1.9%	1.9%	1.6%	1.6%
% Black Population	3.0%	4.3%	4.3%	3.4%	2.7%
% Hawaiian or Pacific Islander Population	0.2%	0.2%	0.1%	0.1%	0.1%
% Multirace Population	2.9%	3.9%	3.9%	3.3%	2.8%
% Other Race Population	3.0%	3.6%	3.7%	2.8%	2.2%
% White Population	88.7%	85.6%	85.5%	88.3%	90.0%
% Hispanic Population	3.8%	4.7%	4.5%	3.8%	3.2%
% Non-Hispanic Population	96.2%	95.3%	95.6%	96.2%	96.8%

Seasonal Population Trending

Q4 2011	766	1,727	6,278	14,493	22,597
Q1 2012	706	1,589	5,784	13,368	20,832
Q2 2012	1,158	2,605	9,414	21,551	33,535
Q3 2012	1,162	2,611	9,437	21,605	33,636
Q4 2012	782	1,753	6,374	14,746	22,983
Q1 2013	729	1,638	5,960	13,791	21,501
Q2 2013	1,173	2,634	9,509	21,762	33,898
Q3 2013	1,163	2,615	9,460	21,655	33,766
Q4 2013	795	1,793	6,560	15,188	23,725

Demographic Summary (15, 30, 45, 60 minutes)

	15 drivetime minute(s)	30 drivetime minute(s)	45 drivetime minute(s)	60 drivetime minute(s)
2014B Population by Age:				
Total Population	56,470	170,342	284,473	515,008
Age 0 - 4	4.7%	4.4%	4.5%	4.8%
Age 5 - 9	4.7%	4.7%	4.8%	5.4%
Age 10 - 14	5.0%	5.2%	5.3%	5.9%
Age 15 - 19	5.5%	5.6%	5.5%	6.0%
Age 20 - 24	5.2%	4.9%	5.0%	5.4%
Age 25 - 34	10.2%	9.0%	9.3%	10.0%
Age 35 - 44	10.6%	10.2%	10.7%	11.6%
Age 45 - 54	15.9%	15.5%	15.2%	15.6%
Age 55 - 64	16.1%	16.3%	16.2%	15.2%
Age 65 - 74	11.7%	12.7%	12.5%	10.8%
Age 75 - 84	7.1%	7.9%	7.6%	6.3%
Age 85+	3.1%	3.5%	3.5%	3.1%
Median Age	47.8	49.2	48.5	45.7
Total Females	29,272	89,288	148,107	266,014
Age 0 - 4	4.4%	4.2%	4.3%	4.6%
Age 5 - 9	4.6%	4.4%	4.6%	5.0%
Age 10 - 14	4.9%	4.9%	4.9%	5.5%
Age 15 - 19	5.1%	5.0%	5.0%	5.5%
Age 20 - 24	4.9%	4.4%	4.4%	4.9%
Age 25 - 34	9.6%	8.5%	8.7%	9.5%
Age 35 - 44	10.5%	10.2%	10.6%	11.5%
Age 45 - 54	15.9%	15.5%	15.3%	15.6%
Age 55 - 64	16.5%	16.7%	16.6%	15.6%
Age 65 - 74	12.3%	13.2%	13.0%	11.3%
Age 75 - 84	7.7%	8.6%	8.2%	7.0%
Age 85+	3.8%	4.4%	4.5%	4.1%
Median Age Females	49.2	50.8	50.3	47.4
Total Males	27,198	81,054	136,366	248,995
Age 0 - 4	5.0%	4.7%	4.7%	5.0%
Age 5 - 9	4.9%	5.0%	5.1%	5.7%
Age 10 - 14	5.2%	5.6%	5.6%	6.2%
Age 15 - 19	5.9%	6.3%	6.2%	6.5%
Age 20 - 24	5.6%	5.6%	5.8%	5.9%
Age 25 - 34	10.9%	9.6%	9.9%	10.5%
Age 35 - 44	10.6%	10.2%	10.7%	11.7%
Age 45 - 54	16.0%	15.4%	15.1%	15.5%
Age 55 - 64	15.8%	15.9%	15.7%	14.8%
Age 65 - 74	11.1%	12.1%	11.9%	10.3%
Age 75 - 84	6.5%	7.2%	6.9%	5.6%

Age 85+	2.3%	2.6%	2.5%	2.1%
Median Age Males	46.2	47.3	46.5	43.9

2014B Demographics:

Total Population	56,470	170,342	284,473	515,008
Total Households	24,046	73,655	121,341	209,851
Female Population	29,272	89,288	148,107	266,014
% Female	51.8%	52.4%	52.1%	51.7%
Male Population	27,198	81,054	136,366	248,995
% Male	48.2%	47.6%	47.9%	48.4%
Population Density (per Sq. Mi.)	758.77	557.86	472.12	463.61
Seasonal Population by Quarter:				
Q4 2011	14,493	52,238	89,101	102,424
Q1 2012	13,368	48,165	82,283	94,732
Q2 2012	21,551	76,495	126,693	143,638
Q3 2012	21,605	76,642	126,325	142,930
Q4 2012	14,746	53,070	90,057	103,365
Q1 2013	13,791	49,634	84,270	96,973
Q2 2013	21,762	77,189	127,294	144,348
Q3 2013	21,655	77,035	126,700	143,539
Q4 2013	15,188	54,901	92,650	106,434
Age:				
Age 0 - 4	4.7%	4.4%	4.5%	4.8%
Age 5 - 14	9.8%	9.9%	10.1%	11.2%
Age 15 - 19	5.5%	5.6%	5.5%	6.0%
Age 20 - 24	5.2%	4.9%	5.0%	5.4%
Age 25 - 34	10.2%	9.0%	9.3%	10.0%
Age 35 - 44	10.6%	10.2%	10.7%	11.6%
Age 45 - 54	15.9%	15.5%	15.2%	15.6%
Age 55 - 64	16.1%	16.3%	16.2%	15.2%
Age 65 - 74	11.7%	12.7%	12.5%	10.8%
Age 75 - 84	7.1%	7.9%	7.6%	6.3%
Age 85 +	3.1%	3.5%	3.5%	3.1%
Median Age	47.8	49.2	48.5	45.7
Housing Units				
Total Housing Units	34,977	112,773	185,787	286,497
Occupied Housing Units	68.8%	65.3%	65.3%	73.3%
Vacant Housing Units	31.3%	34.7%	34.7%	26.8%
Housing Units by Tenure				
Owner Occupied Housing Units	24,046	73,655	121,341	209,851
Owner Occupied free and clear	21.2%	23.9%	24.0%	21.6%
Owner Occupied with a mortgage or loan	50.0%	51.2%	50.6%	49.5%
Renter Occupied Housing Units	28.8%	24.9%	25.5%	28.9%

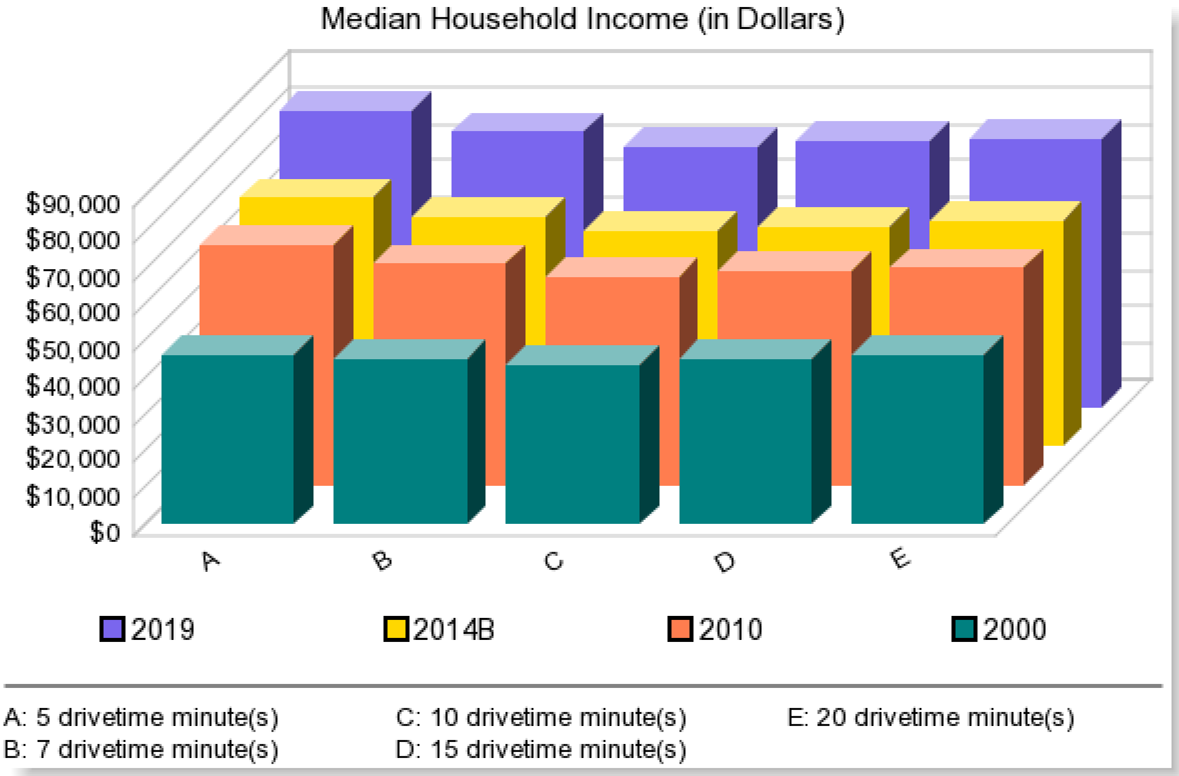
Race and Ethnicity				
American Indian, Eskimo, Aleut	0.6%	0.7%	0.6%	0.6%
Asian	1.6%	1.4%	1.2%	1.1%
Black	3.4%	2.4%	2.3%	2.8%
Hawaiian/Pacific Islander	0.1%	0.1%	0.0%	0.0%
White	88.3%	91.1%	91.6%	89.8%
Other	2.8%	1.8%	1.8%	3.0%
Multi-Race	3.3%	2.6%	2.5%	2.7%
Hispanic Ethnicity	3.8%	2.7%	2.5%	4.4%
Not of Hispanic Ethnicity	96.2%	97.3%	97.5%	95.6%
Race of Hispanics				
Hispanics	2,149	4,655	7,086	22,879
American Indian	2.3%	3.8%	3.0%	4.3%
Asian	0.2%	0.5%	0.5%	0.2%
Black	5.7%	5.0%	4.7%	6.2%
Hawaiian/Pacific Islander	0.5%	0.4%	0.3%	0.3%
White	56.6%	58.5%	62.2%	48.7%
Other	24.4%	21.4%	19.6%	31.2%
Multi-Race	10.3%	10.4%	9.7%	9.0%
Race of Non-Hispanics				
Non-Hispanics	54,321	165,688	277,386	492,130
American Indian	0.5%	0.6%	0.5%	0.4%
Asian	1.7%	1.4%	1.3%	1.2%
Black	3.3%	2.3%	2.3%	2.6%
Hawaiian/Pacific Islander	0.0%	0.0%	0.0%	0.0%
White	89.5%	92.0%	92.3%	91.7%
Other	2.0%	1.3%	1.3%	1.7%
Multi-Race	3.0%	2.4%	2.3%	2.4%
Marital Status:				
Age 15 + Population	48,298	145,897	243,095	432,572
Divorced	13.1%	12.5%	12.4%	12.0%
Never Married	28.0%	26.7%	27.1%	29.1%
Now Married	52.4%	53.4%	53.0%	51.8%
Now Married - Separated	1.6%	1.2%	1.3%	1.6%
Widowed	6.5%	7.4%	7.5%	7.2%
Educational Attainment:				
Total Population Age 25+	42,231	127,974	212,963	373,898
Grade K - 8	1.1%	1.0%	1.1%	2.9%
Grade 9 - 12	4.4%	3.9%	4.0%	5.5%
High School Graduate	27.1%	26.7%	26.3%	28.2%
Associates Degree	9.9%	9.9%	9.6%	9.3%
Bachelor's Degree	21.6%	22.5%	22.6%	21.2%
Graduate Degree	14.2%	14.6%	15.2%	12.9%
Some College, No Degree	20.9%	20.7%	20.6%	19.0%
No Schooling Completed	0.9%	0.7%	0.6%	1.1%

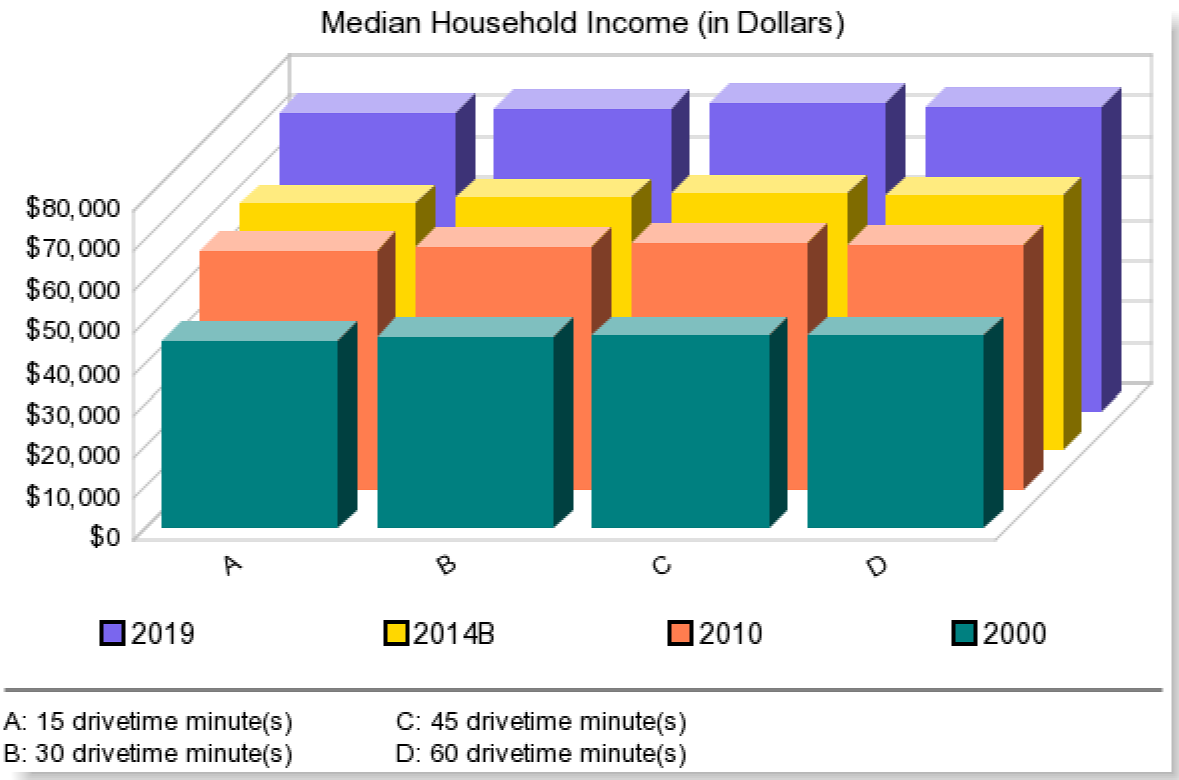
Household Income:				
Income $ 0 - $9,999	5.8%	5.0%	5.1%	6.1%
Income $ 10,000 - $14,999	3.8%	3.9%	4.1%	4.9%
Income $ 15,000 - $24,999	9.0%	9.4%	9.2%	9.3%
Income $ 25,000 - $34,999	9.5%	9.0%	8.7%	8.3%
Income $ 35,000 - $49,999	13.4%	13.3%	12.7%	11.9%
Income $ 50,000 - $74,999	19.8%	20.1%	19.6%	18.6%
Income $ 75,000 - $99,999	15.0%	14.5%	14.4%	14.2%
Income $100,000 - $124,999	8.5%	9.3%	9.8%	9.9%
Income $125,000 - $149,999	4.9%	5.3%	5.8%	5.9%
Income $150,000 +	10.4%	10.0%	10.6%	11.0%
Average Household Income	$82,030	$81,781	$83,820	$83,641
Median Household Income	$60,349	$61,349	$62,546	$62,169
Per Capita Income	$35,050	$35,589	$36,033	$34,401
Vehicles Available				
0 Vehicles Available	6.2%	4.9%	4.7%	6.8%
1 Vehicle Available	35.0%	35.1%	34.7%	33.7%
2+ Vehicles Available	58.8%	60.0%	60.6%	59.5%
Average Vehicles Per Household	1.88	1.86	1.86	1.88
Total Vehicles Available	45,265	136,858	226,187	394,044

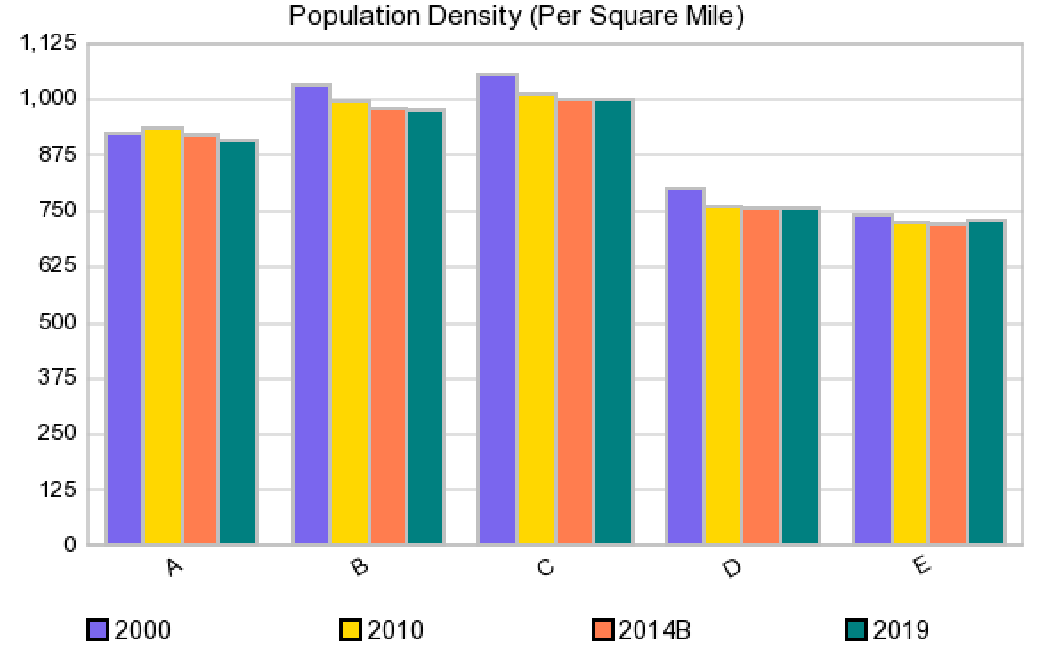
Population: 2014B				
Total Population	56,470	170,342	284,473	515,008
Female Population	51.8%	52.4%	52.1%	51.7%
Male Population	48.2%	47.6%	47.9%	48.4%
Population Density	759	558	472	464
Population Median Age	47.8	49.2	48.5	45.7
Total Employees	29,089	64,965	119,270	203,272
Total Establishments*	3,524	8,633	14,606	23,526
Population Growth 2000-2010	-4.9%	-1.8%	0.4%	1.5%
Population Growth 2014B-2019	0.3%	1.5%	2.1%	2.0%

Income: 2014B				
Average Household Income	$82,030	$81,781	$83,820	$83,641
Median Household Income	$60,349	$61,349	$62,546	$62,169
Per Capita Income	$35,050	$35,589	$36,033	$34,401
Avg Income Growth 2000-2010	34.7%	35.7%	36.3%	37.2%
Avg Income Growth 2014B-2019	17.4%	17.4%	17.0%	16.2%
Households: 2014B				
Households	24,046	73,655	121,341	209,851
Average Household Size	2.32	2.29	2.29	2.40
Hhld Growth 2000-2010	-1.6%	1.7%	3.9%	4.5%
Hhld Growth 2014B-2019	0.8%	2.2%	2.8%	2.7%
Housing Units: 2014B				
Occupied Units	24,046	73,655	121,341	209,851

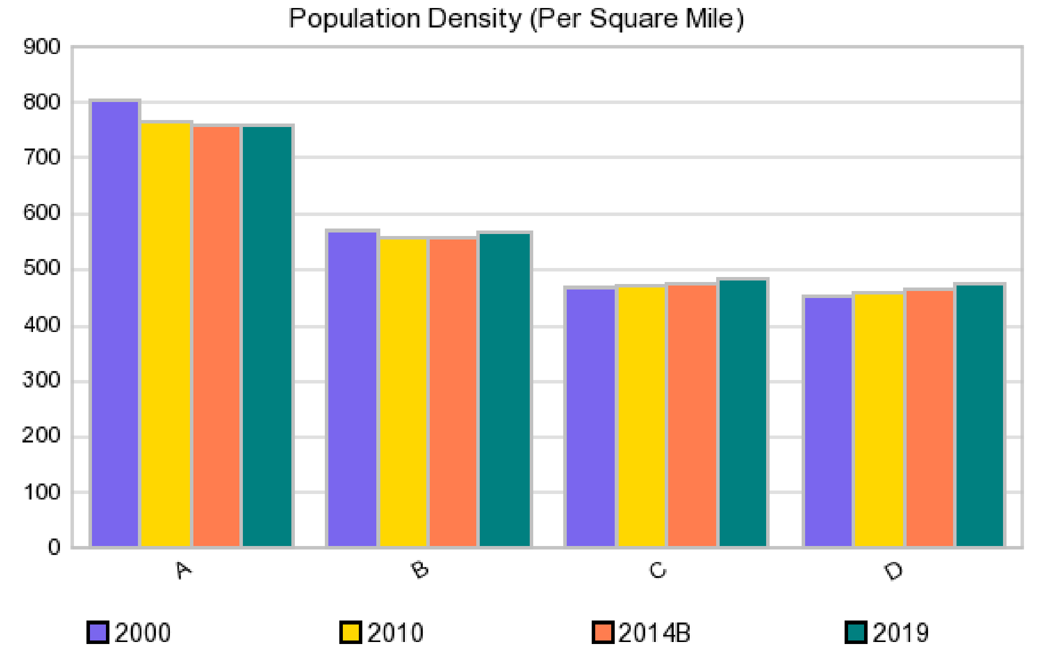
% Occupied Units	68.8%	65.3%	65.3%	73.3%
% Vacant Housing Units	31.3%	34.7%	34.7%	26.8%
Owner Occ Housing Growth 2000-2010	-3.1%	0.9%	3.5%	4.2%
Owner Occ Housing Growth 2000-2019	-7.8%	-1.5%	2.3%	3.6%
Owner Occ Housing Growth 2014B-2019	0.0%	1.5%	2.1%	2.1%
Occ Housing Growth 2000-2010	-1.6%	1.7%	3.9%	4.5%
Occ Housing Growth 2010-2019	-0.2%	2.1%	3.5%	3.9%
Occ Housing Growth 2014B-2019	0.8%	2.2%	2.8%	2.7%
Race and Ethnicity: 2014B				
% American Indian or Alaska Native Population	0.6%	0.7%	0.6%	0.6%
% Asian Population	1.6%	1.4%	1.2%	1.1%
% Black Population	3.4%	2.4%	2.3%	2.8%
% Hawaiian or Pacific Islander Population	0.1%	0.1%	0.0%	0.0%
% Multirace Population	3.3%	2.6%	2.5%	2.7%
% Other Race Population	2.8%	1.8%	1.8%	3.0%
% White Population	88.3%	91.1%	91.6%	89.8%
% Hispanic Population	3.8%	2.7%	2.5%	4.4%
% Non-Hispanic Population	96.2%	97.3%	97.5%	95.6%
Seasonal Population Trending				
Q4 2011	14,493	52,238	89,101	102,424
Q1 2012	13,368	48,165	82,283	94,732
Q2 2012	21,551	76,495	126,693	143,638
Q3 2012	21,605	76,642	126,325	142,930
Q4 2012	14,746	53,070	90,057	103,365
Q1 2013	13,791	49,634	84,270	96,973
Q2 2013	21,762	77,189	127,294	144,348
Q3 2013	21,655	77,035	126,700	143,539
Q4 2013	15,188	54,901	92,650	106,434


Median Household Income (in Dollars)
$90,000
$80,000
$70,000
$60,000
$50,000
$40,000
$30,000
$20,000
$10,000
$0
A
B
C
D
E
2019
2014B
2010
2000
A: 5 drivetime minute(s)
B: 7 drivetime minute(s)
C: 10 drivetime minute(s)
D: 15 drivetime minute(s)
E: 20 drivetime minute(s)


Median Household Income (in Dollars)
$80,000
$70,000
$60,000
$50,000
$40,000
$30,000
$20,000
$10,000
$0
A
B
C
D
2019
2014B
2010
2000
A: 15 drivetime minute(s)
B: 30 drivetime minute(s)
C: 45 drivetime minute(s)
D: 60 drivetime minute(s)



A: 5 drivetime minute(s)
B: 7 drivetime minute(s)
C: 10 drivetime minute(s)
D: 15 drivetime minute(s)
E: 20 drivetime minute(s)



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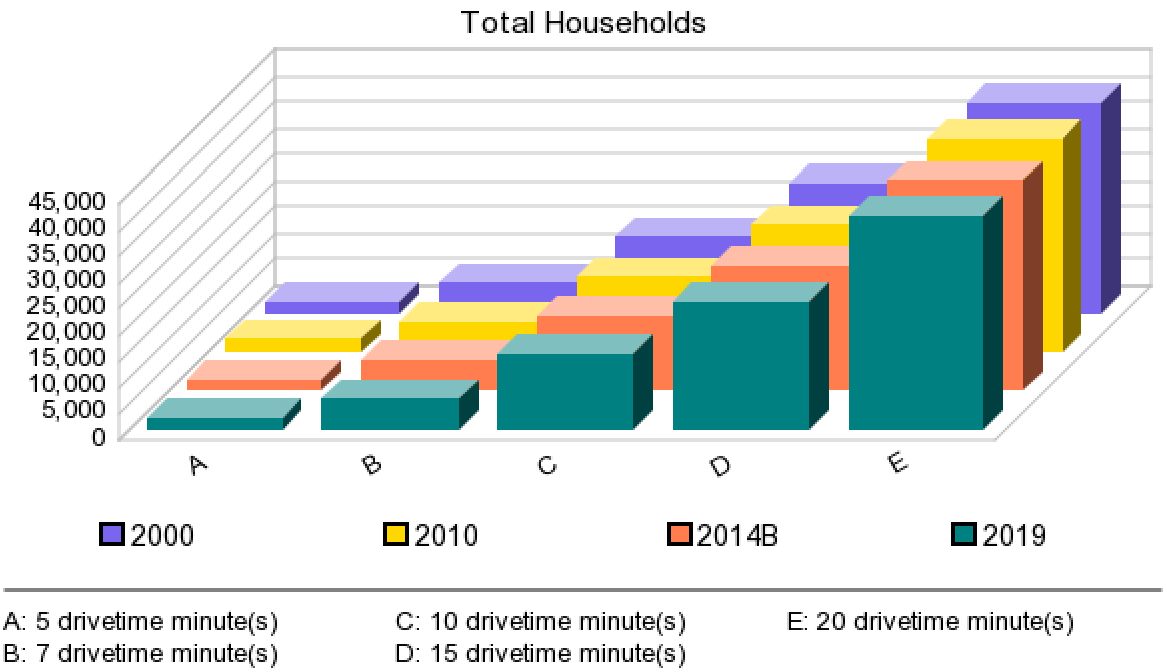
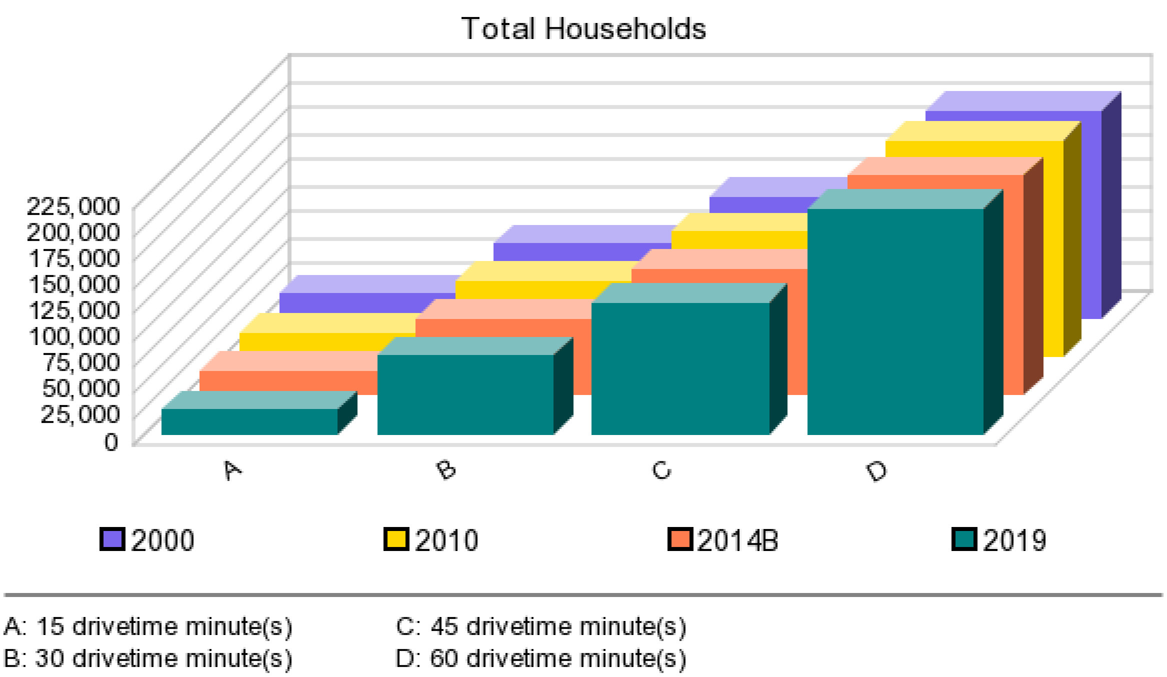
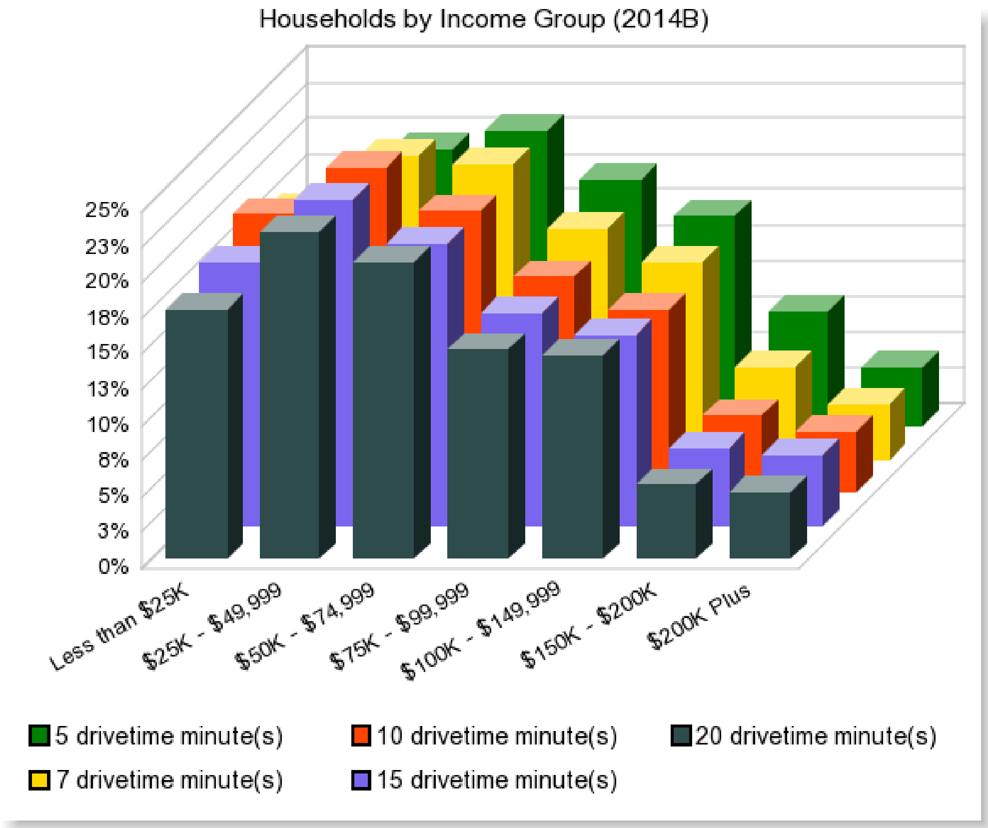
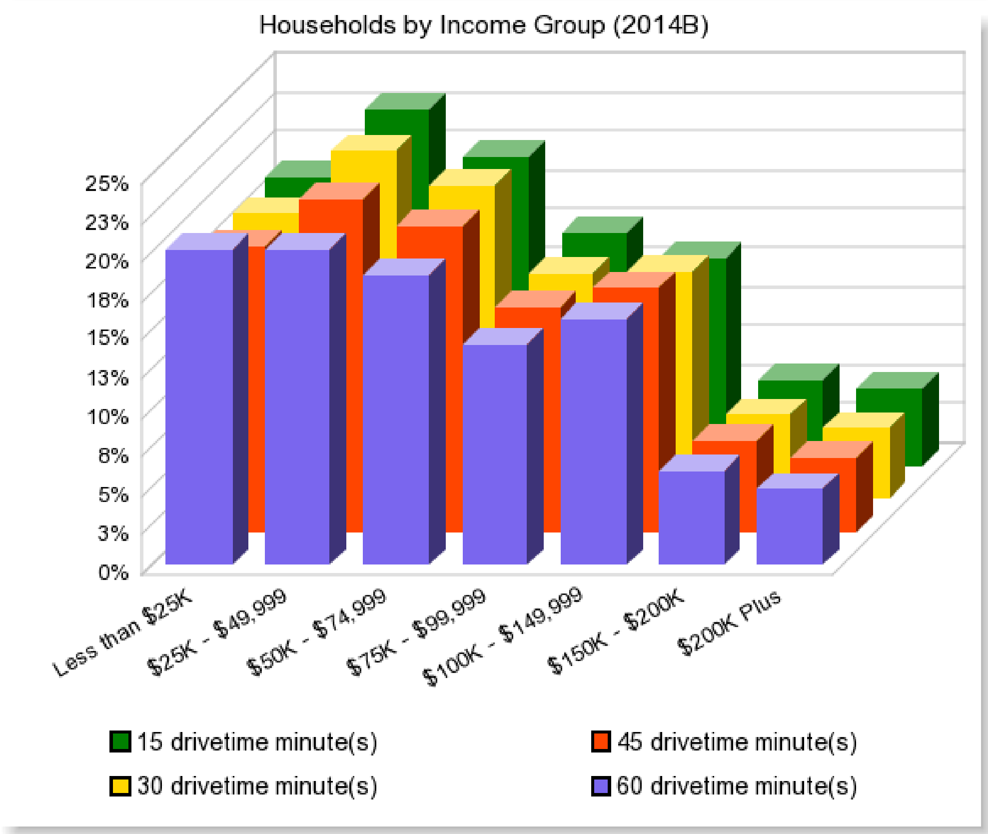
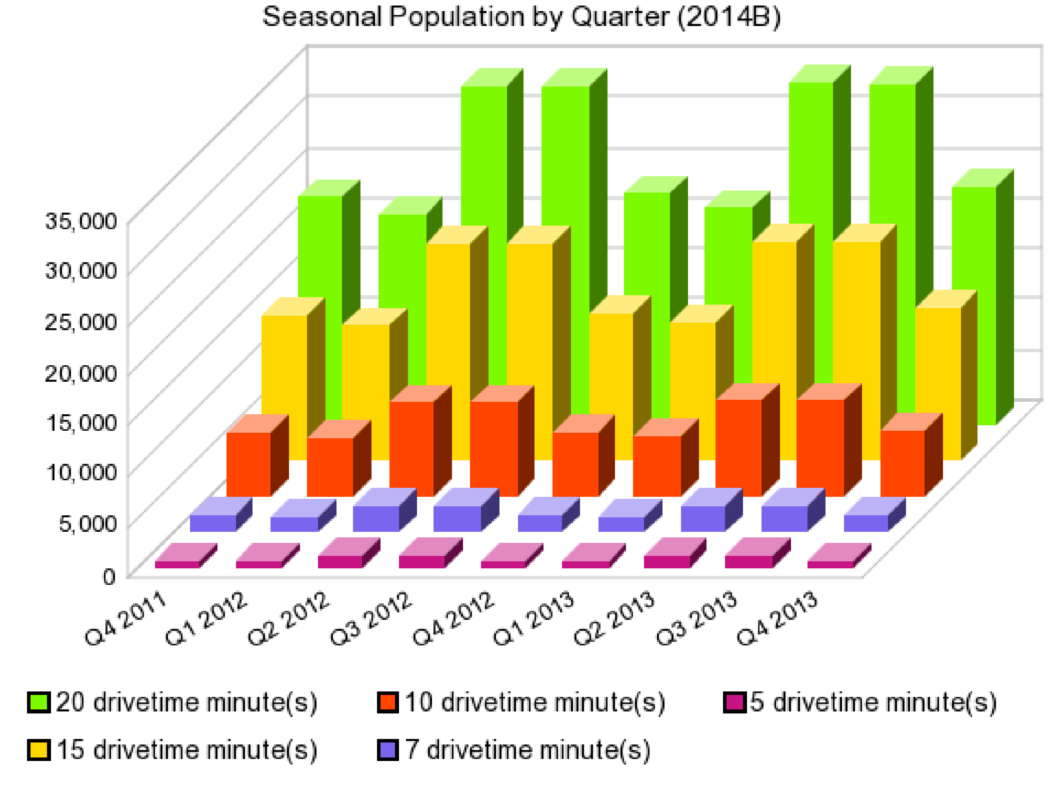
D: 60 drivetime minute(s)

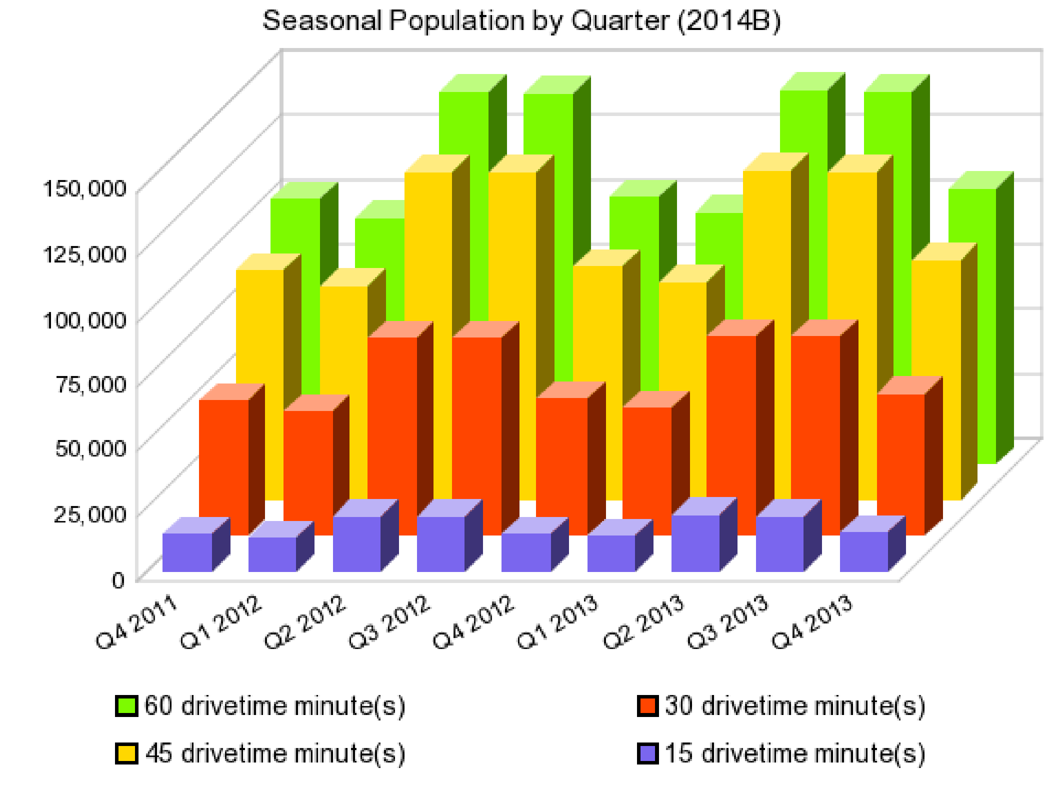

Total Households
45,000
40,000
35,000
30,000
25,000
20,000
15,000
10,000
5,000
0
A
B
C
D
E
2000
2010
2014B
2019
A: 5 drivetime minute(s)
B: 7 drivetime minute(s)
C: 10 drivetime minute(s)
D: 15 drivetime minute(s)
E: 20 drivetime minute(s)

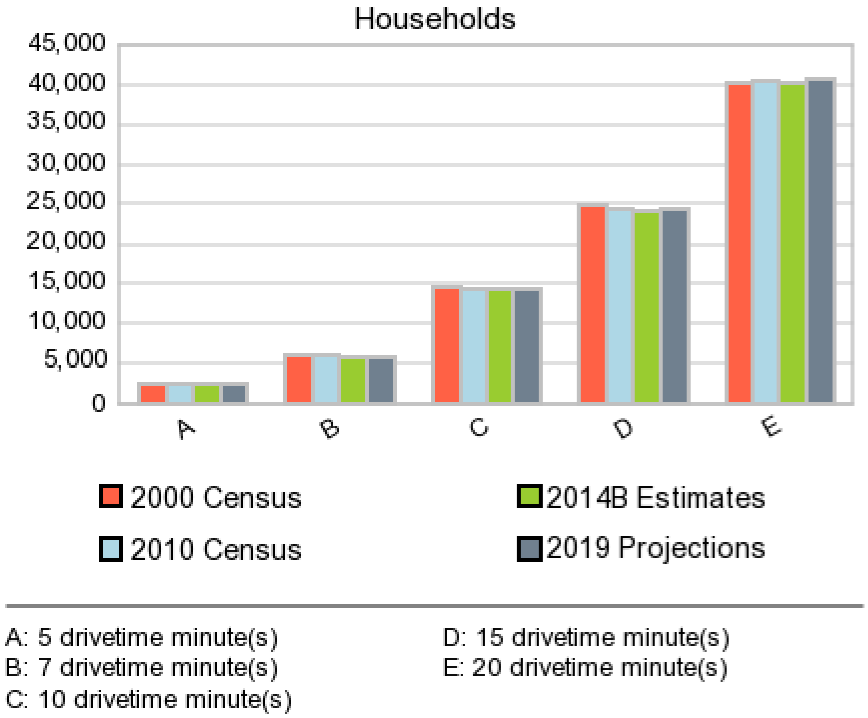

Total Households
225,000
200,000
175,000
150,000
125,000
100,000
75,000
50,000
25,000
0
A
B
C
D
2000
2010
2014B
2019
A: 15 drivetime minute(s)
B: 30 drivetime minute(s)
C: 45 drivetime minute(s)
D: 60 drivetime minute(s)

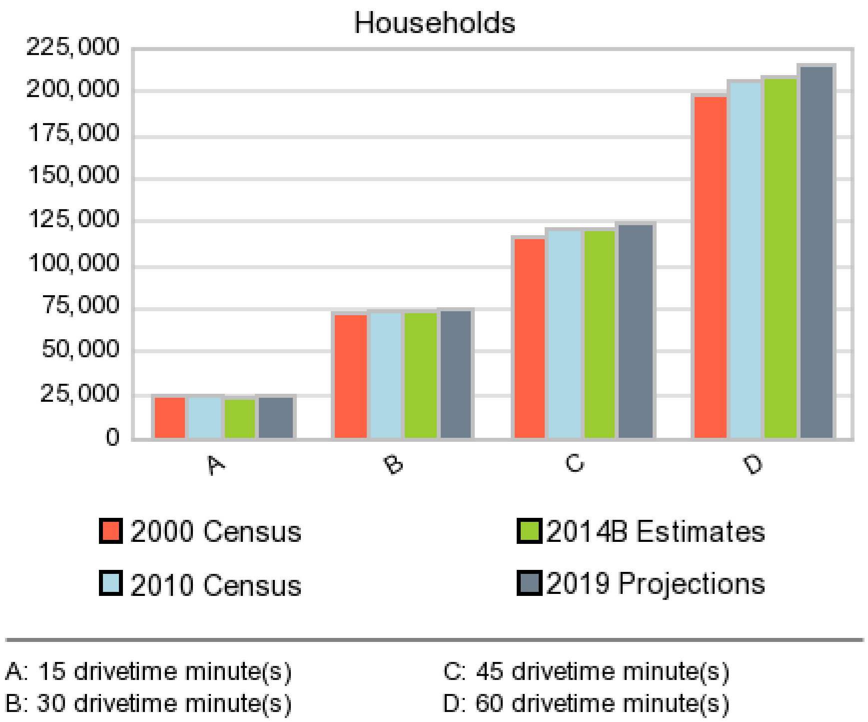

Households by Income Group (2014B)
25%
23%
20%
18%
15%
13%
10%
8%
5%
3%
0%
Less than $25K
$25K - $49,999
$50K - $74,999
$75K - $99,999
$100K - $149,999
$150K - $200K
$200K Plus
5 drivetime minute(s)
10 drivetime minute(s)
20 drivetime minute(s)
7 drivetime minute(s)
15 drivetime minute(s)

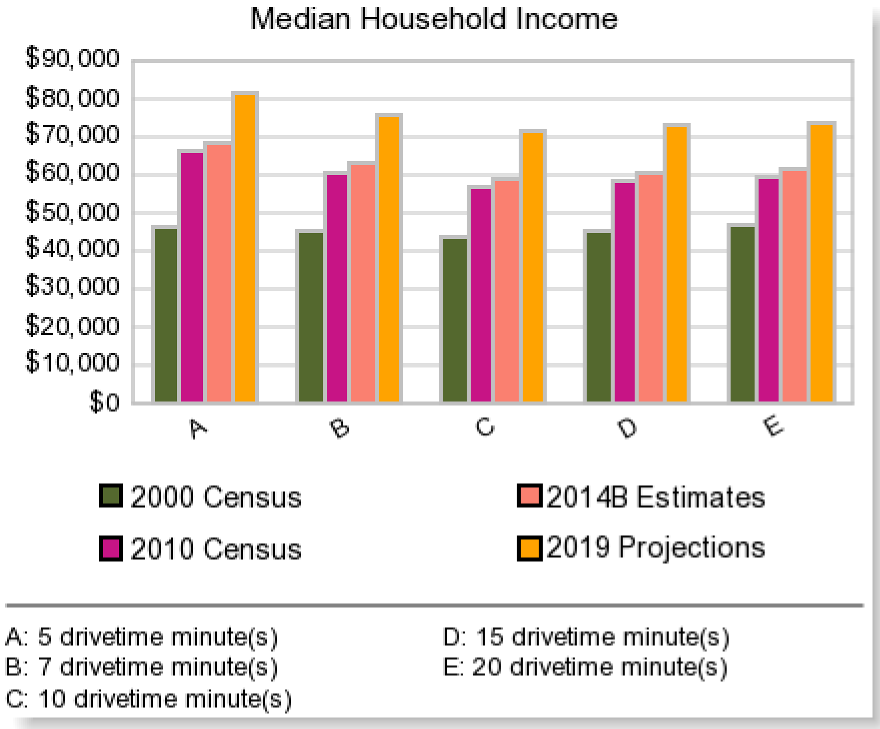

Households by Income Group (2014B)
25%
23%
20%
18%
15%
13%
10%
8%
5%
3%
0%
Less than $25K
$25K - $49,999
$50K - $74,999
$75K - $99,999
$100K - $149,999
$150K - $200K
$200K Plus
15 drivetime minute(s)
45 drivetime minute(s)
30 drivetime minute(s)
60 drivetime minute(s)

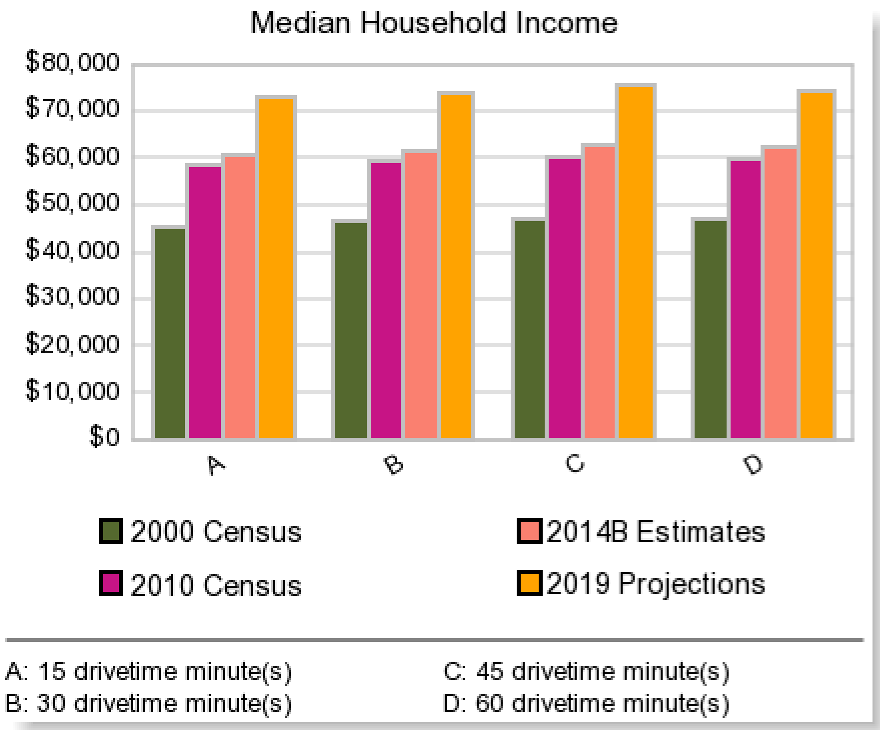

Seasonal Population by Quarter (2014B)
35,000
30,000
25,000
20,000
15,000
10,000
5,000
0
Q4 2011
Q1 2012
Q2 2012
Q3 2012
Q4 2012
Q1 2013
Q2 2013
Q3 2013
Q4 2013
20 drivetime minute(s)
10 drivetime minute(s)
5 drivetime minute(s)
15 drivetime minute(s)
7 drivetime minute(s)

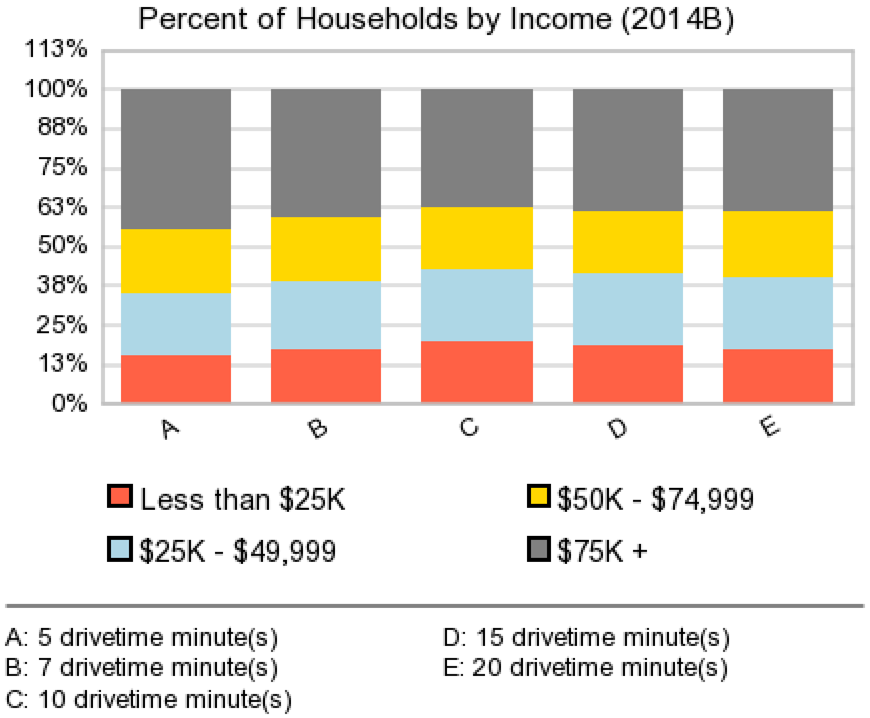

Seasonal Population by Quarter (2014B)
150,000
125,000
100,000
75,000
50,000
25,000
0
Q4 2011
Q1 2012
Q2 2012
Q3 2012
Q4 2012
Q1 2013
Q2 2013
Q3 2013
Q4 2013
60 drivetime minute(s)
30 drivetime minute(s)
45 drivetime minute(s)
15 drivetime minute(s)

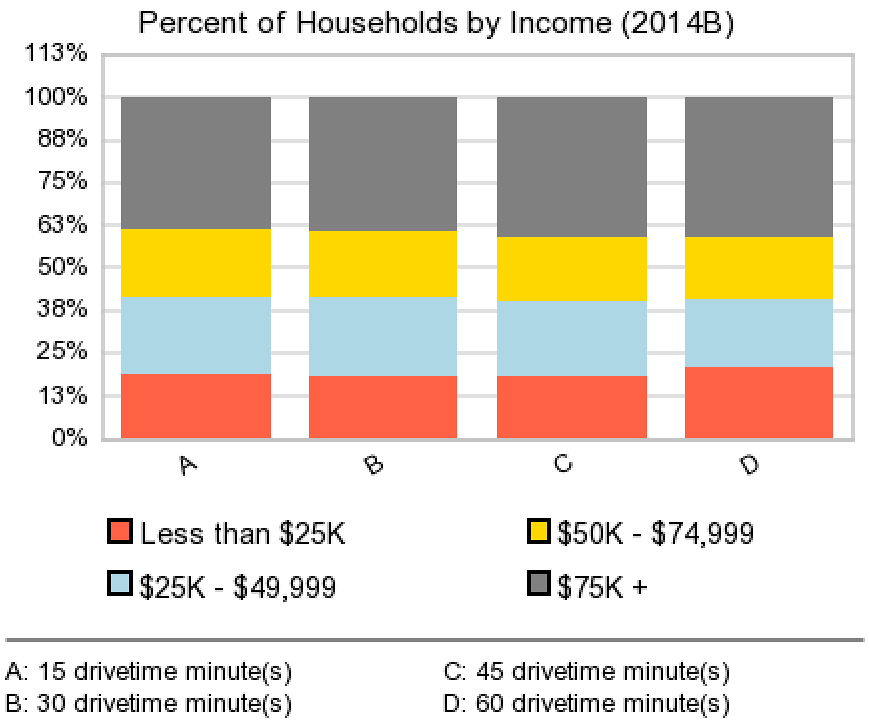

Households
45,000
40,000
35,000
30,000
25,000
20,000
15,000
10,000
5,000
0
A
B
C
D
E
2000 Census
2014B Estimates
2010 Census
2019 Projections
A: 5 drivetime minute(s)
B: 7 drivetime minute(s)
C: 10 drivetime minute(s)
D: 15 drivetime minute(s)
E: 20 drivetime minute(s)

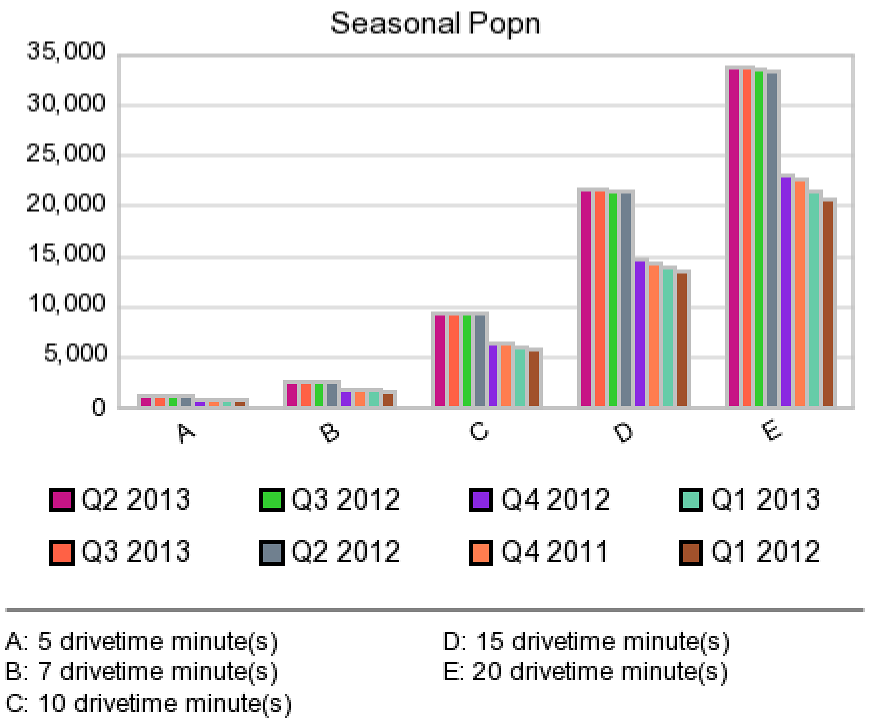

Households
225,000
200,000
175,000
150,000
125,000
100,000
75,000
50,000
25,000
0
A
B
C
D
2000 Census
2014B Estimates
2010 Census
2019 Projections
A: 15 drivetime minute(s)
B: 30 drivetime minute(s)
C: 45 drivetime minute(s)
D: 60 drivetime minute(s)

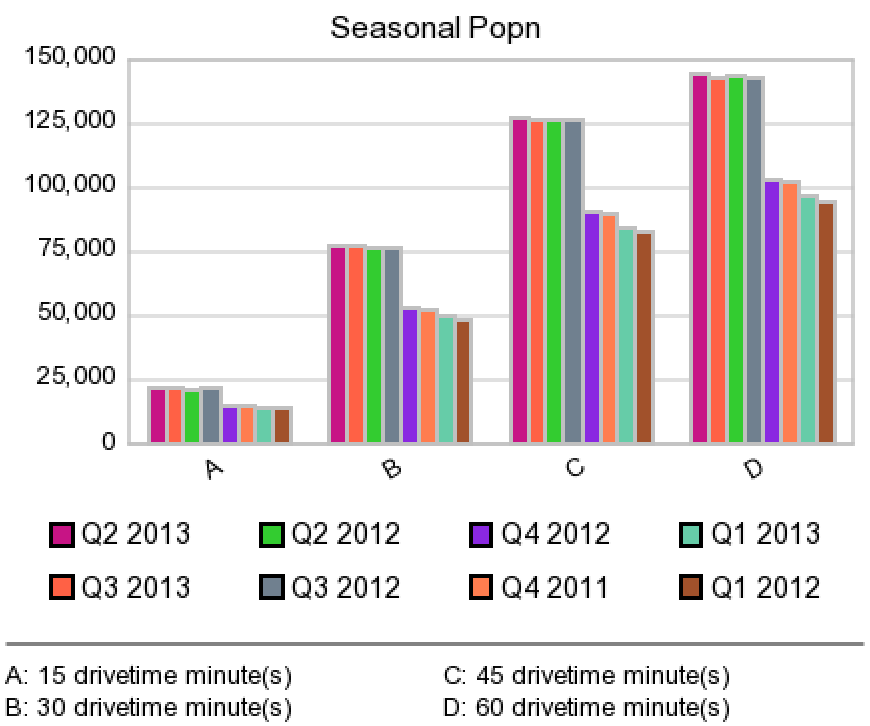

Median Household Income
$90,000
$80,000
$70,000
$60,000
$50,000
$40,000
$30,000
$20,000
$10,000
$0
A
B
C
D
E
2000 Census
2010 Census
2014B Estimates
2019 Projections
A: 5 drivetime minute(s)
B: 7 drivetime minute(s)
C: 10 drivetime minute(s)
D: 15 drivetime minute(s)
E: 20 drivetime minute(s)

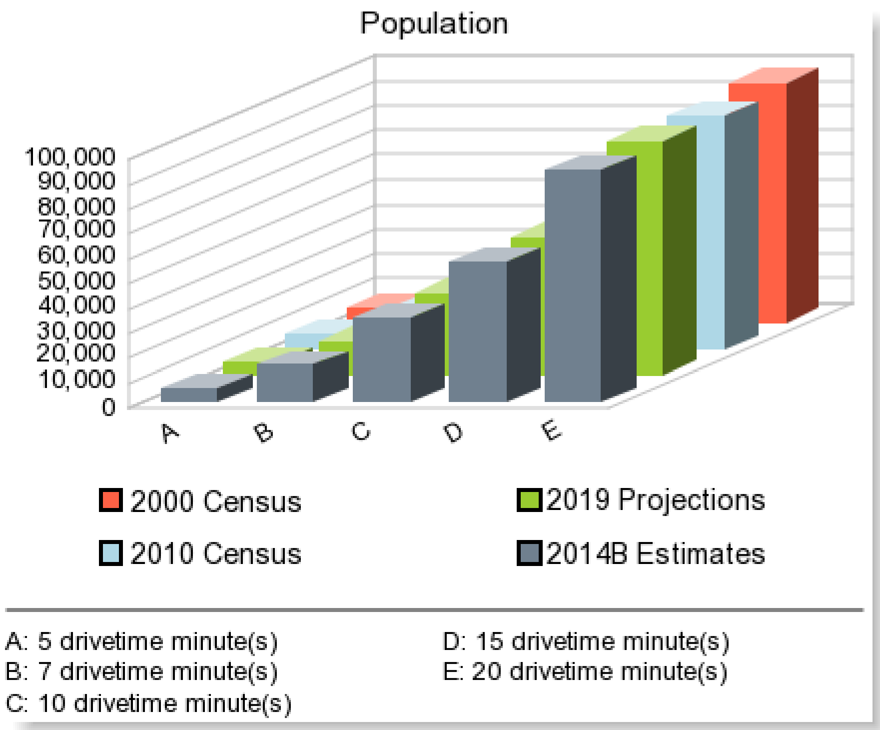

Median Household Income
$80,000
$70,000
$60,000
$50,000
$40,000
$30,000
$20,000
$10,000
$0
A
B
C
D
2000 Census
2010 Census
2014B Estimates
2019 Projections
A: 15 drivetime minute(s)
B: 30 drivetime minute(s)
C: 45 drivetime minute(s)
D: 60 drivetime minute(s)

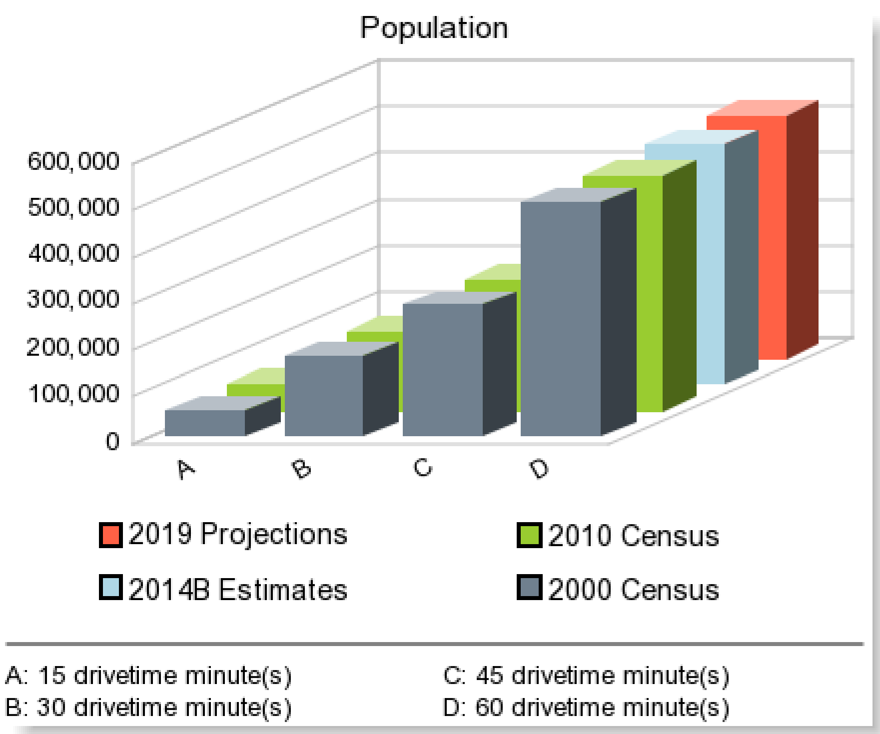

Percent of Households by Income (2014B)
113%
100%
88%
75%
63%
50%
38%
25%
13%
0%
A
B
C
D
E
Less than $25K
$50K - $74,999
$25K - $49,999
$75K +
A: 5 drivetime minute(s)
B: 7 drivetime minute(s)
C: 10 drivetime minute(s)
D: 15 drivetime minute(s)
E: 20 drivetime minute(s)


Percent of Households by Income (2014B)
113%
100%
88%
75%
63%
50%
38%
25%
13%
0%
A
B
C
D
Less than $25K
$50K - $74,999
$25K - $49,999
$75K +
A: 15 drivetime minute(s)
B: 30 drivetime minute(s)
C: 45 drivetime minute(s)
D: 60 drivetime minute(s)


Seasonal Popn
35,000
30,000
25,000
20,000
15,000
10,000
5,000
0
A
B
C
D
E
Q2 2013
Q3 2012
Q4 2012
Q1 2013
Q3 2013
Q2 2012
Q4 2011
Q1 2012
A: 5 drivetime minute(s)
B: 7 drivetime minute(s)
C: 10 drivetime minute(s)
D: 15 drivetime minute(s)
E: 20 drivetime minute(s)


Seasonal Popn
150,000
125,000
100,000
75,000
50,000
25,000
0
A
B
C
D
Q2 2013
Q2 2012
Q4 2012
Q1 2013
Q3 2013
Q3 2012
Q4 2011
Q1 2012
A: 15 drivetime minute(s)
B: 30 drivetime minute(s)
C: 45 drivetime minute(s)
D: 60 drivetime minute(s)


Population
100,000
90,000
80,000
70,000
60,000
50,000
40,000
30,000
20,000
10,000
0
A
B
C
D
E
2000 Census
2019 Projections
2010 Census
2014B Estimates
A: 5 drivetime minute(s)
B: 7 drivetime minute(s)
C: 10 drivetime minute(s)
D: 15 drivetime minute(s)
E: 20 drivetime minute(s)


Population
600,000
500,000
400,000
300,000
200,000
100,000
0
A
B
C
D
2019 Projections
2010 Census
2014B Estimates
2000 Census
A: 15 drivetime minute(s)
B: 30 drivetime minute(s)
C: 45 drivetime minute(s)
D: 60 drivetime minute(s)

Sports Facilities and Events

Diamond Field Facilities

Facility	City	Drivetime	Amenities
Massachusetts			
New England Baseball Complex	Northborough, MA	3 hours 24 min	4 synthetic fields
Dan Duquette Sports Academy	Hinsdale, MA	2 hours 19 min	1 MLB, 2 youth baseball fields
Opachinski Field Complex	Kingston, MA	35 min	4 softball, 1 baseball
Lopes Complex	North Dighton, MA	1 hour 11 min	1 baseball, 4 youth fields
Taunton Western Little League Complex	Taunton, MA	59 min	11 youth fields, 1 baseball
Taunton East Little League	Taunton, MA	49 min	4 youth baseball fields
Raynham Youth Baseball Fields	Raynham Center, MA	51 min	6 youth fields
Bridgewater Little League Fields	Bridgewater, MA	51 min	1 baseball, 6 youth fields
South Attleboro Park	Attleboro, MA	1 hour 9 min	4 youth fields
Booth Playground	Foxboro, MA	1 hour 3 min	6 youth fields
Walter Griffin Playground	Sharon, MA	1 hour 9 min	4 youth softball fields
Sandwich Little League Fields	Sandwich, MA	15 min	4 youth multipurpose fields
Nauset Regional High School	Nauset, MA	35 min	4 youth multipurpose fields
Connecticut			
Connecticut Sportsplex	North Branford, CT	2 hours 25 min	3 synthetic baseball, 2 synthetic turf soccer, 1 indoor synthetic turf soccer
Old Tavern Road Recreation	Orange, CT	3 hours 3 min	2 baseball, 5 youth diamonds

Diamond Field Tournaments

Tournament Name	Facility	Location	Games	Dates	Price	Teams	Level
Connecticut							
Spring Break	Various	East Lyme, CT	3	4/11-4/12	$745		U10-U14
Spring Swing	Various	East Lyme, CT	3	4/25-4/26	$745		U10-U14
Mid May Classic	Various	East Lyme, CT	3	16-May	$745		U10-U14
Memorial Day	Various	East Lyme, CT	3	5/23-5/25	$845		U10-U15
Northeast Super Regional	Various	East Lyme, CT	3	6/6-6/7	$795		U10-U15
Northeast Super Regional	Various	East Lyme, CT	3	6/20-6/21	$795		U16, U19
Independence Day	Various	East Lyme, CT	3	7/3-7/5	$845		U10-U16, U19
Summer Vacation Beach Bash	Various	East Lyme, CT	3	7/18-7/19	$845		U10-U16, U19
Summer Sizzler	Various	East Lyme, CT	3	8/1-8/2	$845		U10-U16, U19
Mid August Slam	Various	East Lyme, CT	3	8/15-8/16	$795		U10-U16, U19
Labor Day	Various	East Lyme, CT	3	9/5-9/6	$795		U10-U16, U19
Fall Classic	Various	East Lyme, CT	3	9/19-9/20	$795		U10-U16, U19
October Finale	Various	East Lyme, CT	3	10/4-10/5	$745		U10-U16, U19
Memorial Day North East Championships	Various	Bristol, CT	4	5/23-5/25	$675-$975		U10-U12, U13-U14
2015 Under Armour Elite Invitational	Various	Greater Hartford, CT	4	7/11-7/13	$975		U15-U16
2015 Beast of the Super East	Various	Central CT	3	7/31-8/2	$695-$975		U10-U12, U13-U14
Massachusetts							
Spring Fever	New England Baseball Complex	Northborough, MA	3	3/21-3/22	$550		U11-U12
Pre-Season Warmup	New England Baseball Complex	Northborough, MA	3	3/28-3/29	$900		U13-U14
April Classic	New England Baseball Complex	Northborough, MA	3	4/11-4/12	$750		U11-U12
Patriot's Day Bash	New England Baseball Complex	Northborough, MA	3	4/18-4/20	$950		U13-U14
NEBA Qualifier	New England Baseball Complex	Northborough, MA	3	4/25-4/26	$650		U11-U12
May Day Special Wood	New England Baseball Complex	Northborough, MA	3	5/1-5/3	$950		U13-U14
PG Super 25 Regional	New England Baseball Complex	Northborough, MA	3	5/9-5/10	$950-$1150		U10-U13
NEBA Championship	New England Baseball Complex	Northborough, MA	3	5/30-5/31	$750		U13-U14
PG Super 25 Regional	New England Baseball Complex	Northborough, MA	3	6/5-6/7	$1,150		U14
NEB Invitational	New England Baseball Complex	Northborough, MA	3	6/12-6/14	$1,300		U18
Summer Solstice	New England Baseball Complex	Northborough, MA	3	6/19-6/21	$950		U15-U16
CABA World Series	New England Baseball Complex	Northborough, MA	3	6/22-6/26	$1050-$1150		U13-U14
PG Super 25 Regional	New England Baseball Complex	Northborough, MA	3	6/26-6/29	$1,150		U15-U17
Boston Invitational	New England Baseball Complex	Northborough, MA	3	7/13-7/14	$1,300	27	U18
Boston Open Championship	New England Baseball Complex	Northborough, MA	3	7/15-7/19	$1,500		U16-U18
July Underclass World Series	New England Baseball Complex	Northborough, MA	3	7/20-7/24	$1,200		U16-U18

Diamond Field Tournaments Continued

Duquette Tournament	Dan Duquette Sports Academy	Hinsdale, MA	4	5/15-5/17	$725		U11-U13
Memorial Day Tournament	Dan Duquette Sports Academy	Hinsdale, MA	5	5/22-5/25	$850		U10-U14
Duquette Tournament	Dan Duquette Sports Academy	Hinsdale, MA	4	5/29-5/31	$725		U11-U13
Tournament of Champions	Dan Duquette Sports Academy	Hinsdale, MA	4	6/5-6/7	$725		U12-U14
Tournament of Champions	Dan Duquette Sports Academy	Hinsdale, MA	4	6/12-6/14	$725		U12-U16
Duquette Tournament	Dan Duquette Sports Academy	Hinsdale, MA	4	6/19-6/21	$725		U11-U13
June Jam	Dan Duquette Sports Academy	Hinsdale, MA	4	6/26-6/28	$725		U12-U16
4th of July Tournament	Dan Duquette Sports Academy	Hinsdale, MA	4	7/3-7/5	$725		U10-U14
Duquette Tournament	Dan Duquette Sports Academy	Hinsdale, MA	4	7/10-7/12	$725		U10-U16
Summer Heat Tournament	Dan Duquette Sports Academy	Hinsdale, MA	4	7/17-7/19	$725		U12-U19
Summer Heat Tournament	Dan Duquette Sports Academy	Hinsdale, MA	4	7/24-7/26	$725		U9-U13
Duquette Tournament	Dan Duquette Sports Academy	Hinsdale, MA	4	7/31-8/2	$725		U10-U14
Summer Heat Tournament	Dan Duquette Sports Academy	Hinsdale, MA	4	8/7-8/9	$725		U11-U15
End of Season Tournament	Dan Duquette Sports Academy	Hinsdale, MA	4	8/14-8/16	$725		U10-U16
End of Season Tournament	Dan Duquette Sports Academy	Hinsdale, MA	4	8/21-8/23	$725		U11-U14
2015 North East Baseball Classic	New England Baseball Complex	Worcester, MA	4	7/4-7/6	$1,100	25	U14
2015 North East Baseball Classic	Various	Littleton, MA	3	5/9-5/10	$675	12	U14
2015 North East Baseball Classic	Various	Littleton, MA	3	5/16-5/17	$675	12	U13
2015 North East Baseball Classic	Various	Littleton, MA	3	5/30-5/31	$675	12	U12
2015 North East Baseball Classic	Dean College	Franklin, MA	4	8/29-8/30	$900	5	U18

Diamond Field Tournaments Continued

14U/15U Team Mizuno Northeast Classic	Various	Worcester, MA	3	6/13-6/15	$850		U14-U15
13U Team Mizuno Slugfest	Various	Worcester, MA	3	6/27-6/29	$850		U13
Northeast Select Baseball Prospects Tournament	Various	Worcester, MA	3	7/15-7/18	$950	59	U16-U18
2015 Lorusso Cup	Various	Hyannis, MA	3	7/9-7/12	$450	8	U11
2015 Lorusso Cup	Various	Hyannis, MA	3	7/16-7/19	$450	8	U9
2015 Lorusso Cup	Various	Hyannis, MA	3	7/23-7/26	$450	8	U10
2015 Lorusso Cup	Various	Hyannis, MA	3	7/30-8/2	$450	8	U8
2015 Memorial Day Invitaitonal	Various	Pembroke, MA	4	5/23-5/25	$675-$725	40	U10-U13
Softball							
2015 Summer Burn 2 Invitational	Taunton Western Little League Complex	Taunton, MA	4	7/17-7/19	$425	24	U10-U12
2015 Twister Invitational	Taunton Western Little League Complex	Taunton, MA	4	7/24-7/26	$425	24	U10-U12
2015 Summer Burn 1 Invitational	Taunton Western Little League Complex	Taunton, MA	4	7/31-8/2	$425	20	U14
Dighton Softball Tournament	Lopes Complex	North Dighton, MA	3	7/9-7/12	$425	28	U9-U11
Dighton Softball Tournament	Lopes Complex	North Dighton, MA	3	7/16-7/19	$375	20	U8
Dighton Softball Tournament	Lopes Complex	North Dighton, MA	4	7/30-8/02	$425	20	U12

Multi-Purpose Field Facilities

Facility	City	Drivetime	Amenities
Massachusetts			
Fore Kicks Sports Complex	Taunton, MA	56 min	4 basketball/volleyball courts, 7 indoor turf fields, 4 outdoor grass
Citizens Bank Fields at Progin Park	Lancaster, MA	1 hour 52 min	16 soccer fields (5 synthetic)
Flagg Street Soccer Complex	Bridgewater, MA	52 min	6 grass soccer fields
DeFazio Park	Needham, MA	1 hour 21 min	6 grass soccer fields
Veterans Fields	Waltham MA	1 hour 42 min	4 synthetic turf soccer
Ralph Wheelock Fields	Medfield, MA	1 hour 21 min	5 large soccer, 4 youth soccer
New Hampshire			
Seacoast United Outdoor Complex	Epping, NH	2 hours 30 min	4 synthetic turf
North East Athletic Club	Pembroke, NH	2 hours 33 min	5 grass soccer
Souhegan High School	Amherst, NH	2 hours 27 min	2 grass soccer
Bean Soccer Fields	Amherst, NH	2 hours 26 min	5 grass soccer
Back River Road Soccer Fields	Bedford, NH	2 hours 28 min	4 grass soccer
Vermont			
Tree Farm Soccer Complex	Essex Junction, VT	4 hours 25 min	10 grass soccer
Connecticut			
Tunxis Mead Athletic Fields	Farmington, CT	2 hours 50 min	6 grass soccer
Allens Meadows Park	Wilton, CT	3 hours 38 min	7 grass soccer

Multi-Purpose Field Tournaments

Tournament Name	Facility	City	Games	Dates	Price	Teams	Level	In State	In Region
Massachusetts									
GPS Futsal Frenzy	Veterans Fields	Waltham, MA	3	2/21-2/22	$300-$450	80	U9-U18		
Scorpion Bowl 2015	Various	Braintree, MA	3	2/27-3/1	$585-$800	151	U9-U18	76%	98%
GPS March Madness & College Showcase 2015	Various	Taunton, Acton, Medford, MA	3	3/6-3/8	$700-$995	227	U9-U18	76%	100%
NEFC Preseason Tournament & College Showcase - Girls Weekend 2015	Various	Holliston, MA	3	3/13-3/15	$700-$995	442	U9-U18	69%	98%
2015 Bridgewater Challenge Cup	Flagg Street Soccer Complex	Bridgewater, MA	3	5/22-5/25	$350-$500	90	U9-U16	87%	90%
NEFC Preseason Tournament & College Showcase - Boys Weekend 2015	Various	Holliston, MA	3	3/20-3/22	$700-$995	391	U9-U18	65%	100%
39th Needham Memorial Day Tournament - Invitational & GPS College Showcase	Various	Needham, MA	3	5/22-5/25	$695-$995	1018	U11-U19	48%	99%
New England Soccer Classic & Showcase	Various	Eastham, MA	3	5/23-5/25	$575-$795	205	U10-U20	82%	100%
JSSA Elite Memorial Day Tournament	Various	Devens, MA	3	5/23-5/25	$375-$750	183	U9-U15, U18	83%	96%
2015 Cape Cod Challenge Cup Tournament	Various	East Sandwich, MA	3	5/23-5/25	$595-$650	164	U9-U14, U16	54%	100%
GPS Summer Showcase 2015	Citizens Bank Fields at Progin Park	Lancaster, MA	3	7/18-7/19	$600-$800	72	U10-U17	65%	85%
GPS Milan Town Challenge 2015	Various	Ft. Devens, MA	3	8/22-8/23	$400-$600		U10-U14		
GPS Milan Cup 2015	Various	Ft. Devens, MA	3	8/29-8/30	$650-$750	260	U9-U14	87%	97%
GPS-MA Soccerween 2015	Citizens Bank Fields at Progin Park	Lancaster, MA	3	11/8	$400	119	U9-U14	85%	100%
GPS Thanksgiving Showcase 2015	Veterans Fields	Waltham, MA	3	11/27-11/29	$600-$995	425	U10-U18	63%	96%
2015 Massachusetts State Cup	Citizens Bank Fields at Progin Park	Lancaster, MA	3	5/16-5/17	$500-$550	112	U13-U19		
Massachusetts Youth Soccer Open Cup	Citizens Bank Fields at Progin Park	Lancaster, MA	3	5/16-5/17	$250	78	U12-U18		
Massachusetts Tournament of Champions	Citizens Bank Fields at Progin Park	Lancaster, MA	3	6/27-6/28		180	U12-U19		
New Hampshire									
2015 Seacoast United Boys Spring Showcase	Seacoast United Outdoor Complex	Epping, NH	3	2/28-3/1	$850	52	U15-U18	19%	98%
2015 Seacoast United Girls Spring Showcase	Seacoast United Outdoor Complex	Epping, NH	3	3/7-3/8	$850	71	U15-U18	14%	96%
2015 Seacoast United Girls Premier Invitational	Seacoast United Outdoor Complex	Epping, NH	3	3/13-3/15	$695-$800	93	U10-U14	10%	98%
2015 Seacoast United Boys Premier Invitational	Seacoast United Outdoor Complex	Epping, NH	3	3/20-3/22	$695-$800	75	U10-U14	11%	99%
NHSA-NSC-State Cup 2015	North East Athletic Club	Pembroke, NH	3	5/2-6/7	$650-$750	65	U12-U18	100%	
2015 Seacoast United Nate Hardy Memorial Day Tournament	Seacoast United Outdoor Complex	Epping, NH	3	5/23-5/25	$400-$500	61	U9-U14	59%	100%
23rd Annual Memorial Day Classic	Various	Amherst, NH	3	5/23-5/25	$365-$475	285	U8-U14	61%	100%
GPS NH Memorial Day Tournament 2015	Back River Road Soccer Fields	Bedford, NH	3	5/23-5/24	$375-$475		U9-U12		
Vermont									
Vermont State Cup 2015	Tree Farm Soccer Complex	Essex Junction, VT	3	5/15-5/31	$375	41	U12-U18	100%	
Nordic Cup 2015	Tree Farm Soccer Complex	Burlington, VT	3	6/13-6/14	$590-$690	256	U10-U19	35%	93%
24th Annual Essex United Soccer Tournament & Shootout	Tree Farm Soccer Complex	Burlington, VT	3	6/20-6/21	$80-$520	129	U10-U18	82%	98%
Connecticut									
Oakwood Premier Invitational 2015	Various	Glastonbury, CT	3	5/23-5/25	$695-$795	161	U9-U19	43%	99%
22nd Glastonbury Hartwell Spring Warm-Up Tournament	Various	Glastonbury, CT	3	4/24-4/26	$550-$600	220	U9-U14	92%	100%
PSE Rush Championship Cup	Tunxis Mead Athletic Fields	Farmington, CT	3	6/20-6/21	$500-$695		U9-U19		
CFC/"Sylvie Poulin Memorial" College Showcase	Tunxis Mead Athletic Fields	Wallingford, CT	3	6/20-6/21	$895	56	U16-U18	45%	88%
CFC Columbus Day Classic	Tunxis Mead Athletic Fields	Wallingford, CT	3	10/10-10/11	$695-$745	179	U10-U16	45%	98%
CT Rush Columbus Day Tournament	Allens Meadows Park	Wilton, CT	3	10/10-10/11	$500-$550	48	U9-U14	85%	96%

Indoor Court Facilities

Facility	City	Drivetime	Amenities
Kingston Sports Center	Kingston, MA	35 min	3 basketball/volleyball courts
University Sports Complex	Hanover, MA	46 min	8 basketball/volleyball courts, 2 indoor turf fields
Fore Kicks Sports Complex (III)	Taunton, MA	56 min	4 basketball, 8 volleyball courts, 7 indoor turf fields
Mass Premier Courts	Foxborough, MA	1 hour 1 min	6 basketball/volleyball courts
Mansfield Sportsplex	Mansfield, MA	1 hour 1 min	5 basketball/volleyball courts, 1 indoor turf field
SportsZone Indoor Sports	Derry, NH	2 hours 27 min	3 basketball/volleyball courts
The RIM Sports Complex	Hampton, NH	2 hours 26 min	5 basketball/volleyball courts
Danvers Indoor Sports	Danvers, MA	2 hours 3 min	4 basketball/volleyball courts, 8 indoor turf fields
Basketball City	New York, NY	4 hours 19 min	7 basketball courts
Post Center (Endicott College)	Beverly, MA	1 hour 43 min	4 basketball/volleyball courts
Whittemore Center Arena	Durham, NH	2 hours 22 min	5 basketball/volleyball courts
Nashua Sports Academy	Nashua, NH	2 hours	4 basketball/volleyball courts
Boston Convention Center	Boston, MA	1 hour 22 min	51 volleyball courts
Connecticut Convention Center	Hartford, CT	2 hours 39 min	24 volleyball courts

Indoor Court Tournaments

Tournament Name	Facility	City	Games	Dates	Price	Teams	Level
Basketball							
2015 Mass State Middle School Championship	Mass Premier Courts	Foxborough, MA	3	3/21-3/22	$250		6th-8th
2015 MPC Spring Tip Off Tournament	Mass Premier Courts	Foxborough, MA	2-4	3/28-3/29	$175-$325		4th-11th
2015 MPC Spring Home for Easter	Mass Premier Courts	Foxborough, MA	2-4	4/3-4/4	$175-$325		4th-11th
2015 MPC Spring Classic	Mass Premier Courts	Foxborough, MA	2-4	4/25-4/26	$175-$325		4th-11th
2015 MPC Spring Club Championship	Mass Premier Courts	Foxborough, MA	2-4	6/6-6/7	$175-$325		4th-11th
5th Annual St. Patty's Travel Team Tournament	Kingston Sports Center	Bourne and Plymouth, MA	3+	3/6-3/8	$285		3rd-8th
Silver City Classic	Rabouin Field House, Various	Taunton, Bridgewater, MA	3+	3/20-3/22	$250		3rd-11th
21st Annual Middlesex Magic First Shot Tournament 2015	Various	Wellesely, Waltham, & Dedham, MA	3+	3/20-3/22	$295		3rd-11th
UNH Hoop Festival pres. by ZERO GRAVITY	Whittemore Center	Durham, NH, MA	4	3/21-3/22	$335		4th-12th
UNH Hoop Festival pres. by ZERO GRAVITY	Whittemore Center	Durham, NH, MA	3+	3/21-3/22	$295		4th-12th
13th Annual Boston Warriors Spring Breakout Classic	Various	Weston/Waltham, MA	3+	3/27-3/29	$295		3rd-12th
The Preview	Various	Holyoke, MA	1	28-Mar	$125		U15-U17
Mass Premier Courts Spring Tip Off	Mass Premier Courts	Foxboro, MA	3	3/28-3/29	$250		4th-11th
ZERO GRAVITY New England Coaches vs. Cancer	University Sports Complex	Hanover, MA	3+	3/28-3/29	$275		4th-12th
Boston Bracket Challenge pres. by the ZG Report	Mansfield Sportsplex	Mansfield, MA	2+	4/3-4/4	$225		4th-12th
Mass Premier Home for Easter	Mass Premier Courts	Foxboro, MA	3	4/3-4/4	$250		4th-11th
ZERO GRAVITY Easter One Day Challenge	Mansfield Sportsplex	Danvers, MA	2	4-Apr	$175		4th-12th
5th Annual Easter Classic	The RIM Sports Complex	North Shore, MA	2	4-Apr	$180		4th-8th
Easter Showcase	Various	Boston, MA	2	4-Apr	$150		U9-U17
Easter Classic	Kingston Sports Center	Kingston, MA	2+	4-Apr	$150		4th-12th
Best of Boston Classic	Various	Boston, MA	3+	4/10-4/12	$295		3rd-12th
NEAAU Super Regional	Mass Premier Courts	Foxboro, MA	3+	4/10-4/12	$450		5th-8th
HoopRootz GOLD RUSH Classic pres. by ZERO GRAVITY	Mansfield Sportsplex, Kingston Sports Center, The University Sports Complex	Mansfield/Hanover/ Kingston, MA	3+	4/11-4/12	$295	280	4th-12th
The Swish Showdown	The RIM Sports Complex	North Shore, MA	3	4/11-4/12	$275	95	3rd-12th
NEAAU Super Regional	Mass Premier Courts	Foxboro, MA	3+	4/17-4/19	$450		9th-11th
Battle at the Border pres. by ZERO GRAVITY	The RIM Sports Complex	Hampton, NH, MA	3+	4/18-4/19	$295		4th-12th
ASA's April Attack	Various	Waltham, MA	3+	4/18-4/19	$285		3rd-11th
NERR New England Hoop Festival	Mansfield Sportsplex, Kingston Sports Center, The University Sports Complex	South Shore, MA	3+	4/18-4/19	$345	153	4th-8th
NERR New England Hoop Festival	Mansfield Sportsplex, Kingston Sports Center, The University Sports Complex	South Shore, MA	3+	4/18-4/19	$495	117	9th-12th
Spring Shootout	The RIM Sports Complex	North Shore, MA	2	18-Apr	$180		4th-8th
Northeast Hoops College Showcase	Woodward Center	Westfield, MA	4	4/18-4/19	$375		9th-12th
OBA April Showers Tournament	Danvers Indoor Sports	Salem, MA	3+	4/18-4/19	$300		4th-8th
TEAM MASS Boys Spring Blast	Various	Sturbridge, MA	3+	4/25-4/26	$350		4th-11th
6th Annual King and Queen of the Castle Tournament	The RIM Sports Complex	North Shore, MA	3	4/25-4/26	$295	100	3rd-12th
Northeast Live Invitational	Various	Springfield, MA	3+	4/25-4/26	$395		6th-8th
ZGReport.com Coaches Poll Challenge pres. by MPLEX	Mansfield Sportsplex	Newton/Mansfield, MA	3+	4/25-4/26	$295		4th-12th

Indoor Court Tournaments Continued

STARS Battle in the Bean	Various	Boston, MA	3+	4/25-4/26	$300		4th-12th
Mass Premier Spring Classic	Mass Premier Courts	Foxboro, MA	3	4/25-4/26	$250		4th-11th
HoopRootz Boston Breakout Challenge pres. by NE Basketball Academy	Various	Boston, MA	3+	5/1-5/3	$295		4th-12th
Massachusetts AAU State Tournament - 13U	Danvers Indoor Sports	Danvers, MA	3+	5/1-5/3	$450		U13
Massachusetts AAU State Tournament (9U, 10U & 11U)	Various	Waltham, MA	3+	5/1-5/3	$450		U9-U11
Metrowest Roundball Classic	Various	Waltham, MA	3+	5/8-5/10	$275		3rd-12th
ASA Hoops - May Mayhem	Various	Boston, MA	3+	5/8-5/10	$285		3rd-11th
Play for PINK Champions Classic	The University Sports Complex	Hanover, MA	2+	9-May	$180		4th-12th
RIVALRY Week Showdown pres. by ZERO GRAVITY	Various	Worcester, MA	3+	5/9-5/10	$295		4th-12th
ZERO GRAVITY's Home for Mother's Day Classic	Danvers Indoor Sports	Danvers, MA	2	9-May	$175		4th-12th
TEAM MASS Boys and Girls Mothers Day Saturday Only	Various	Sturbridge, MA	2	9-May	$175		4th-11th
Boston Hoop Summit	Various	Boston, MA	3+	5/15-5/17	$295		3rd-12th
ZERO GRAVITY Massachusetts State Championships	The University Sports Complex	Hanover/Mansfield, MA	3+	5/15-5/17	$325	300	4th-12th
MIBC / Middlesex Magic Spring Bash Basketball Tournament	Various	Medford & Malden, MA	3+	5/15-5/17	$325		4th-12th
Hall of Fame Spring Classic	Various	Springfield, MA	3+	5/15-5/17	$395		U10-U18
Bay State Waves Open Invitational	Various	Upper Cape, MA	3+	5/16-5/17	$295		3rd-12th
Head for the Hills	Various	Fitchburg, MA	3+	5/16-5/17	$325		U9-U18
Spring Madness Slam	The RIM Sports Complex	North Shore, MA	3	5/16-5/17	$275		3rd-12th
HoopRootz Stars & Stripes Classic pres. by ZERO GRAVITY	Various	Waltham, MA	3+	5/22-5/24	$295		4th-12th
Boston Showdown	Various	Boston, MA	3	5/23-5/24	$250		U9-U17
New England Pre-Summer Showdown	Various	Boston/Weston, MA	3+	5/29-5/31	$295		3rd-12th
Northeast Best of The Best	Various	Springfield, MA	3+	5/29-5/31	$375		U9-U17
Battle @ Brandeis Powered by ZERO GRAVITY	Various	Waltham, MA	3+	5/29-5/31	$295		4th-12th
Endicott College Summer Tip Off Classic	Post Center	Beverly, MA	3+	5/30-5/31	$295		3rd-12th
The LEGACY Classic pres. by ZERO GRAVITY	Various	Metrowest, MA	3+	6/5-6/7	$275		4th-12th
UA Summer Invitational	Various	Boston, MA	3+	6/6-6/7	$395		3rd-12th
Mass Premier Club Championship	Mass Premier Courts	Foxboro, MA	3	6/6-6/7	$250		4th-11th
Take It To The RIM Rumble	The RIM Sports Complex	North Shore, MA	2	6/6-6/7	$180		3rd-12th
Big Time Hoops New England College ShowCase	Fore Kicks Sports Complex	Taunton, MA	3+	6/6-6/7	$300		3rd-12th
ZERO GRAVITY Boys National FINALS	The University Sports Complex	Boston, MA	4+	6/12-6/14	$495	500	4th-12th
Mass Premier Spring Wrap Up	Mass Premier Courts	Foxboro, MA	3	6/20-6/21	$250		4th-11th
BIG SHOTS Boston	Various	Boston, MA	3+	6/21-6/22	$425		U9-U17
Summer Championships	Various	Springfield, MA	4	7/10-7/12	$500		U14-U17
3rd Annual Battle of the Borders	Various	Adams, MA	4+	7/11-7/12	$300		4th-12th
Hall of Fame National Invitational	Various	Springfield, MA	3+	7/17-7/19	$500		U14-U17
NEBA Fall Wrap Up	Mansfield Sportsplex	Mansfield, MA	3	11/1-11/2	$275		3rd-11th
NAYB 10th Annual KILLER BEE Tournament	Mansfield Sportsplex	Mansfield, MA	3	2/16-2/21	$250	70	3rd-8th
ZERO GRAVITY Winter Classic	Various	Waltham, MA	3	12/27-12/28	$265	40	4th-12th
7th Annual Hoops Tournament	SportsZone	Derry, MA	3	12/21-12/29	$295		3rd-12th
ZERO GRAVITY Battle for the Belt	SportsZone	Derry, MA	3	11/1-11/2		224	4th-12th

Indoor Court Tournaments Continued

Fall One Day Finale	The University Sports Complex	Hanover, MA	3	25-Oct	$295	94	4th-12th
Granite State Spring Classic	Nashua Sports Academy	Nashua, NH	3	4/18-4/19	$325	80	4th-11th
The Battle at NSA	Nashua Sports Academy	Nashua, NH	3	5/30-5/31	$325	80	4th-11th
Summer Heat Up	Nashua Sports Academy	Nashua, NH	3	6/20-6/21	$325	80	4th-11th
2nd Annual Demons King Of The Mountain	Various	Rutland, VT, NH	4+	3/28-3/29	$375		4th-12th
ZERO GRAVITY Northern New England Championships	Various	Biddeford, ME, NH	3+	3/28-3/29	$295		4th-12th
Best of New England Power Rankings	SportsZone	Derry, NH	3+	3/28-3/29	$325		3rd-12th
Ruckus at the RIM	The RIM Sports Complex	Hampton, NH	2	4-Apr	$185		3rd-12th
NH Gym Rats: Go Hard or Go Home Tournament	The RIM Sports Complex	Peterborough, NH	3+	4/11-4/12	$325		4th-11th
Fundamental Hoops Storm Showdown	The RIM Sports Complex	Hampton, NH	3+	4/25-4/26	$295		4th-11th
ZERO GRAVITY New Hampshire State Championships	The RIM Sports Complex	Hampton, NH	3+	5/9-5/10	$295		4th-12th
New Hampshire Boys AAU State Tournament	The RIM Sports Complex	Hampton, NH	3+	5/15-5/17	$395		4th-12th
Zero Gravity KOLLISION in KEENE	Various	Keene, NH	3+	5/16-5/17	$295		4th-12th
BIG SHOTS New Hampshire Memorial Weekend	The RIM Sports Complex	Hampton, NH	3+	5/23-5/24	$425		U9-U17
BLAST at the BEACH pres. by ZERO GRAVITY	The RIM Sports Complex	Hampton, NH	3+	5/30-5/31	$295		4th-12th
ZERO GRAVITY VT King of the Mountain	Various	Burlington, VT, NH	3+	5/30-5/31	$295		4th-12th
Keene State "Edge" 4th Annual Basketball Blast	Various	Keene, NH	3+	5/30-5/31	$295		5th-11th
USBA New England Championship	The RIM Sports Complex	Hampton, NH	3+	6/6-6/7	$295		2nd-12th
BIG SHOTS New Hampshire	The RIM Sports Complex	Hampton, NH	3+	6/13-6/14	$425		U9-U17
Volleyball							
Great Bay Tournament	The RIM Sports Complex	Hampton, NH		1/31-2/1	$475-$1385		U12-U18
Great Bay Tournament	The RIM Sports Complex	Hampton, NH		2/14-2/15	$475-$1385		U12-U18
Great Bay Tournament	The RIM Sports Complex	Hampton, NH		2/21-2/22	$475-$1385		U12-U18
Great Bay Tournament	The RIM Sports Complex	Hampton, NH		2/28-3/1	$475-$1385		U12-U18
Great Bay Tournament	The RIM Sports Complex	Hampton, NH		8-Mar	$475-$1385		U12-U18
Great Bay Tournament	The RIM Sports Complex	Hampton, NH		12-Apr	$475-$1385		U12-U18
Great Bay Tournament	The RIM Sports Complex	Hampton, NH		26-Apr	$475-$1385		U12-U18
Mizuno New England Pre-Qualifier	Boston Convention Center	Boston, MA	3	2/28-3/1	$325-$450	300	U12-U18
Northeast Junior Championships	Connecticut Convention Center	Hartford, CT	3	5/23-5/25	$500-$600	200	U12-U18

Ice Facilities

Facility	City	Drivetime	Amenities
Hyannis Youth & Community Center	Barnstable, MA	10 min	2 NHL rinks
Tony Kent Arena	South Dennis, MA	17 min	1 NHL rink
Falmouth Ice Arena	East Falmouth, MA	32 min	1 NHL rink, 1 practice rink
Charles Moore Arena	Orleans, MA	29 min	1 NHL rink
New England Sports Center	Marlborough, MA	1 hour 35 min	6 NHL rinks
William L. Chase Arena	Natick, MA	1 hour 32 min	1 NHL rink
Amelia Park Arena	Westfield, MA	2 hours 25 min	1 NHL rink
Martha's Vineyard Arena	Oaks Bluffs, MA	1 hour 40 min	1 NHL rink
Veterans Memorial Rink	Waltham, MA	1 hour 26 min	1 NHL rink
Bridgewater Ice Arena	Bridgewater, MA	53 min	1 NHL rink
Foxboro Sports Center	Foxboro, MA	1 hour 9 min	3 NHL rinks
Rodman Arena	Walpole, MA	1 hour 13 min	1 Olympic rink, 1 NHL rink
Pilgrim Skating Arena	Hingham, MA	55 min	2 NHL rinks, 1 practice rink
Hobomock Twin Arenas	Pembroke, MA	48 min	2 NHL rinks
Henry Graf Skating Rink	Newburyport, MA	1 hour 48 min	1 NHL rink
Edge Sports Center	Bedford, MA	1 hour 35 min	2 NHL rinks
The Icenter	Salem, NH	1 hour 45 min	1 Olympic rink, 1 NHL rink
Enfield Twin Rinks	Enfield, CT	2 hours 30 min	2 NHL rinks

Ice Tournaments

Tournament Name	Facility	City	Games	Dates	Price	Teams	Level
Ice Hockey							
US Premier Hockey League Winter Showcase	New England Sports Center	Marlborough, MA	3	1/8-1/12	$895	95	Midget
NESC March Classic	New England Sports Center	Marlborough, MA	3	2/27-3/1	$895		Mite-Bantam
2015 Beantown Spring Classic	New England Sports Center	Marlborough, MA	3	3/11-3/13	$270-$290	12	Midget-Junior
March Madness	New England Sports Center	Marlborough, MA	3	3/27-3/29	$895		Mite-Midget
Minutemen Flames Spring Classic	New England Sports Center	Marlborough, MA	4	4/10-4/12	$1,250-$1,325		Mite-Junior
Pepsi Tournament of Champions	New England Sports Center	Marlborough, MA	3	4/17-4/19	$895		Mite-Midget
2015 Chowder Cup	New England Sports Center	Marlborough, MA	4	4/29-5/3	$1,100	80	Mite-Junior
Spring Fling Invitational Tournament	New England Sports Center	Marlborough, MA	4	5/15-5/17	$1,095-$1,195		Mite-Junior
Skater's Edge Invitaitonal Tournament	New England Sports Center	Marlborough, MA	4	5/29-5/31	$1,095-$1,195		Mite-Junior
2015 AA North American Summer Championships	New England Sports Center	Marlborough, MA	4	6/5-6/7	$1,095-$1,195		Mite-Junior
Lady Flames Summer Splash 2015	New England Sports Center	Marlborough, MA	4	6/12-6/14	$1,095		Mite-Bantam
2015 Boston Icemen Tournament	New England Sports Center	Marlborough, MA	4	6/12-6/14	$1,300		Midget
Boston Icemen Icebreaker AAA Tournament	New England Sports Center	Marlborough, MA	4	6/19-6/21	$1,200		Mite-Bantam
Boston Selects AAA Tournament	New England Sports Center	Marlborough, MA	4	7/10-7/12	$1,095-$1,195		Mite-Junior
2015 Boston Challenge Cup	New England Sports Center	Marlborough, MA	4	7/31-8/2	$1,095-$1,195		Mite-Junior
New England Classic	New England Sports Center	Marlborough, MA	4	8/7-8/9	$1,095-$1,195		Mite-Junior
Lady Flames Summer Storm	New England Sports Center	Marlborough, MA	4	8/7-8/9	$995		Mite-Junior
2015 North American Summer Championships	New England Sports Center	Marlborough, MA	4	8/14-8/16	$1,095-$1,195		Mite-Junior
Pre-Season Super Games (Mite Major, Peewee)	New England Sports Center	Marlborough, MA	5	8/21-8/23	$1,250	24	Mite, Peewee
Pre-Season Super Games (Mite Minor, Squirt)	New England Sports Center	Marlborough, MA	5	8/28-8/30	$1,250	36	Mite, Squirt
21st Annual Haunted Shoot Out	New England Sports Center	Marlborough, MA	3	10/23-10/25	$895		Squirt-Bantam
North American Fall Championships	New England Sports Center	Marlborough, MA	4	11/27-11/29	$1,250	80	Squirt-Junior
Wild Turkey Shootout	New England Sports Center	Marlborough, MA	4	11/27-11/29	$1,250		Mite
Bill Chase Girls Tournament	William L. Chase Arena	Natick, MA	3	1/16-1/18	$850	6	U10-U12
David W. Hoffman Peewee Tournament	William L. Chase Arena	Natick, MA	3	12/5-12/7	$850	6	Peewee
Pioneer Valley Viper Senior Women's Tournament	William L. Chase Arena	Natick, MA	4	3/19-3/22	$799		Adult
Fire & Ice Tournament	Amelia Park Arena	Westfield, MA	3	1/16-1/18	$850	16	Squirt
FYHL Clipper Classic	Falmouth Ice Arena	East Falmouth, MA	3	1/17-1/19	$575-$925	24	Mite-Bantam
Kevin P. Williamson Memorial Tournament	Falmouth Ice Arena	East Falmouth, MA	3	2/20-2/22	$575-$925	24	Mite
FYHL Fall Classic	Falmouth Ice Arena	East Falmouth, MA	3	11/7-11/9	$575-$925	24	Mite-Bantam
Thanksgiving Memorial Tournament	Falmouth Ice Arena	East Falmouth, MA	3	11/28-11/30	$575-$925	24	Mite-Bantam
The Nauset Cup	Charles Moore Arena	Orleans, MA	3	10/10-10/12			Squirt-Midget
Shark Bait Classic	Charles Moore Arena	Orleans, MA	3	12/28-12/29			Mite
The Swagger Cup	Charles Moore Arena	Orleans, MA	3	1/16-1/18		20	Mite-Bantam
The Frozen Tundra	Charles Moore Arena	Orleans, MA	3	2/19-2/21		24	Mite-Peewee
Hurricane Invitational	Hyannis Youth & Community Center	Barnstable, MA	3	2/13-2/16	$1,190	28	Squirt-Bantam
Barnstable Youth Hockey Invitational	Hyannis Youth & Community Center	Barnstable, MA	3	2/20-2/22	$950		Squirt-Bantam
Eastern Hockey Federation Tier I Invitational	Various	Marlborough, MA	4	2/13-2/16	$1,600	54	Squirt-Bantam
Eastern Hockey Federation Elite Invitational	New England Sports Center	Marlborough, MA	4	10/10-10/13	$1,600	56	Squirt-Bantam
New England County Cup 2015	Foxboro Sports Center	Foxboro, MA	4	5/25-5/31	$249		Mite-Squirt
New England County Cup 2015	Foxboro Sports Center	Foxboro, MA	4	6/1-6/7	$249		Squirt-Peewee
New England County Cup 2015	Foxboro Sports Center	Foxboro, MA	4	6/8-6/14	$249		Peewee-Bantam
Face Off Tournament	Foxboro Sports Center	Foxboro, MA	4	8/22-8/24	$1,549		Squirt-Peewee
Labor Day Face Off Tournament	Foxboro Sports Center	Foxboro, MA	5	8/29-8/31	$1,899	118	Bantam-Midget
Thanksgiving Goblet Tournament	Foxboro Sports Center	Foxboro, MA	3	11/28-11/30	$999		Squirt-Bantam
15th Annual Hub Cup Tournament	Bridgewater Ice Arena, Rodman Arena	Bridgewater, Walpole, MA	3	6/12-6/14	$1,950		Junior
10th Annual Hub Cup Midget Tournament	Bridgewater Ice Arena	Bridgewater, MA	3	6/26-6/28	$1,450		Midget
8th Annual Hub Cup Elite Invitational	Bridgewater Ice Arena	Bridgewater, MA	4	7/24-7/26	$1,350		Mite-Peewee
5th Annual Recruiters Cup	Bridgewater Ice Arena	Bridgewater, MA	3	7/31-8/2	$1,450		Midget
9th Annual Bantam Hub Cup	Bridgewater Ice Arena	Bridgewater, MA	4	7/17-7/19	$1,350		Bantam
Shamrock Elite Tournament	Rodman Arena	Walpole, MA	4	4/10-4/12	$1,400	65	Mite-Midget

Ice Tournaments Continued

Walpole Women's Tournament	Rodman Arena	Walpole, MA	3	6/5-6/7	$895		Adult
CCM Boston Elite Invite	Rodman Arena	Walpole, MA	4	8/8-8/10		8	Mite
Girls Summer Sizzler	Rodman Arena	Walpole, MA	4	8/14-8/16	$995		Mite-Midget
2015 Summer Midget Hockey Showcase	Rodman Arena	Walpole, MA	3	8/21-8/23	$1,400		Midget
8th Annual Thanksgiving Girls Tournament	Rodman Arena	Walpole, MA	3	11/27-11/29	$850		Squirt-Midget
Walpole Express Winter Classic	Rodman Arena	Walpole, MA	3-4	12/26-12/31	$850-$1,100		Mite-Midget
2003 AAA & 2006 Elite	Pilgrim Skating Arena	Hingham, MA	4	11/7-11/9	$1,495		Mite-Midget
MLK Elite 8 U14 Showcase	Pilgrim Skating Arena	Hingham, MA	4	1/16-1/18	1495	8	Mite-Midget
Elite Christmas Classic	Pilgrim Skating Arena	Hingham, MA	4	12/26-12/28	$1,495	16	Mite-Midget
College Showcase	Pilgrim Skating Arena	Hingham, MA	4	12/6-12/7	$1,795		Midget
Elite Super Showdown	Pilgrim Skating Arena	Hingham, MA	4	2/14-2/16	$1,595	8	Squirt
Mega Bowl	Pilgrim Skating Arena	Hingham, MA	4	3/27-3/29	$1,200		Peewee
Spring Danglefest	Pilgrim Skating Arena	Hingham, MA	4	4/3-4/5	$1,200		Mite
43rd Cranberry Tournament Tier II	Enfield Twin Rinks	Enfield, CT	3	12/26-12/31	$775		Mite-Peewee
43rd Cranberry Tournament Tier III	Enfield Twin Rinks	Enfield, CT	3	2/16-2/20	$775		Mite-Peewee
Larry Fournier Memorial Tournament	Henry Graf Skating Rink	Newburyport, MA	3	2/26-3/8	$1,000		Mite-Bantam
2015 Chowda' Cup Hockey Tournament	Tony Kent Arena	South Dennis, MA	3	3/6-3/8	$1,100		Peewee