



Jay Tobin
Director
Shakopee Parks and Recreation
1255 Fuller St.
Shakopee, MN 55379

12/9/19

Jay -

Thank you very much for the time you spent with us touring the Shakopee Ice Arena and discussing your plans for the Pro Shop / Sharpening space.

You have created a first-class facility for your community and we believe that our service attitude, professional sharpening and quality products will enhance your customer perceptions and support your mission.

Please accept the following as our general Letter of Intent to enter into a Lease arrangement with you for the space that we toured last week.

This is an outline of key components that would be formalized through a Lease document.

Term - 5-Year term with some option to opt-out in year 4 or 5.

Commencement - April 1, 2020 - allows time for approval process, build-out, etc.

Rent - EdgeTek will pay 10% of gross revenues derived from sales out of this space. Format and frequency of revenue reporting to be determined.

Existing sharpening machine and inventory – EdgeTek will purchase your existing Blademaster machine and misc inventory for a total of \$7,000.00 – paid in cash upon commencement.

Tenant Improvements – EdgeTek is responsible for any costs related to improvements inside the space with the following exceptions / requests. We request a second 220 power outlet (location tbd) – to service a second sharpening machine and Three quad power outlets (locations tbd) – both at the Landlord's expense. Also, we would appreciate the opportunity to coordinate with your contractor when they create the new wall / door. We would be requesting them to shim-out over the block walls in preparation for us to install slot wall panels throughout the space. EdgeTek would be responsible for costs related to this contractors' work within the space. We will also request contractor to create a "dropbox" opening in the front block wall – at our expense.

Exclusivity – EdgeTek requests that this agreement include a firm policy from rink management that strictly forbids any outside skate sharpening equipment from being allowed on the premises (including the parking lot) – the exception to this would be High School teams that travel with their own sharpener. We request that the policy include language about violators being removed / ejected by rink management.

Signage / Promotion – EdgeTek intends to have a logo sign installed above the opening to the space and a window film sign facing the exterior walkway. We also request permission to hang one sign in each rink area (size / style / location tbd) – we pay for the signs, with no fee from the rink. As part of this agreement, we would request one complimentary dasher board sign in each rink and one in-ice logo in High School rink.

We are very interested in this opportunity and we look forward to a follow-up discussion as soon as it is convenient for you.

Please let us know if Thursday / Friday December 12 or 13 work in your calendar for another meeting?

We welcome your questions about this outline and any other issues that we could work through with you to make this a successful arrangement for you, your customers and for EdgeTek.

Thanks,

Eli Golder
Owner
EdgeTek Hockey

