

# Arena Commission

## Minutes of January 17, 2006

Meeting called to order 7:05 PM at the Sam Allen Conference Room.

In attendance: Present: Dave Goodwin, Ronald Huml, Marty Sullivan, Gary Bannon, Colleen Carlisi, Brian Wilson and Pat McNulty.  
Not Present: Gary Gilmore and Tom Northey

- I. Election of officers: Dave was nominated for chair. Marty Sullivan was nominated for Vice-chair. Ron Huml was nominated for financial review chairman Motion was made by Ron Huml to accept the nomination of Chair and Vice-Chair and Financial Chairman. Seconded by Dave Goodwin. Voted and accepted.
- II. Minutes from December 19, 2005 were read. Motion was made by Marty Sullivan to accept the Minutes as read. Seconded by Ron Huml. Voted and accepted.
- III. Financial Statements were presented by Gary Bannon for the period ending December 2005. Revenue for the month was \$189,589 with expenses at \$174,763 we are \$15,000 in the black for the month. If you look at the budget we are \$85,000 over budget. Will have a couple of months left that will bring revenue and then the revenue will start to slow down for the spring months. Motion was made by Ron Huml to accept the Financial Statements as read. Seconded by Marty Sullivan. Voted and accepted.
- IV. Recreation Superintendent's Report was given by Gary Bannon. Gary talked about the budget that he submitted. We will have to increase the ice rental rate due to the increase of the budget. Also talked about the editorial that was in the newspaper about the Arena. Motion was made by Ron Huml to accept the Recreation Superintendent's report as read. Seconded by Marty Sullivan. Voted and accepted.
- V. Arena Managers Report was given by Pat McNulty. Met with Donna from PSNH and looked at each line item on the bill, talked about changing out the lights to save on electricity. We have 104 lights in each rink and we should be able to cut down on the number of lights in each rink to cut the electricity cost. Also talked about other things that we could do to cut down on expenses. Talked about getting new rental skates to replace the white skates that are falling apart we will be working with Philbricks to replace them. Motion was made by Ron Huml to accept the Arena Managers report as read. Seconded by Marty Sullivan. Voted and accepted.
- VI. Program Supervisor's report was given by Brian Wilson. Brian talked about our program that is currently running and are doing very well. Our second session of Chix with Stix is doing better than the first session, made the program with two different ways to pay; you can either pay the full price of the program or a drop in rate. Beginner skating classes are up and running. Beginner lessons on Saturday, the first hour has 40 kids attending with the second hour has 35 kids. Our Wednesday class has 20 kids in the morning and we have 25 kids in the afternoon class. Coed C league for the second half of the season is full with 13 players and 1 goalie for the five teams. Trying to find participants for the Coed B league the enrollment is low for the second half of the season. Going to start working on the upcoming spring schedule and programs. Motion was made by Marty Sullivan to accept the Program Supervisor's report as read. Seconded by Ron Huml. Voted and accepted.
- VII. Marketing status report- Colleen Carlisi talked about Clear Channel Job Fair will be schedule at the Arena on May 1<sup>st</sup> and 2<sup>nd</sup>. The home show, dog show and WERZ kids fest will be returning this spring. Going to see a dress rehearsal for the Little Red Wagon Children's theater, if it something that we are interested in we are going to see if they would like to have an event at the Arena and look into seeing if we could get a sponsor for the program. Andy Subaru did a commercial in the Arena, one of the actors wore a Dover Arena jersey, and it will be aired 125 times on Comcast. Talked to the guy from Subaru to see if he would be interested in a dasher board ad. Also will be meeting with Comcast to see if they want to do a trade, the trade would consist of the Arena doing a commercial and Comcast to get a dasher board ad. Working with Southern University to see if they are interested in a dasher board ad. Schooner House Inn will be renewing their dasher board ad for another year. Contacting Amato and Kendall Pond Pizza to see if they would be interested in a dasher board ad. Motion was made by Ron Huml to accept the Marketing status report as read. Seconded by Marty Sullivan. Voted and accepted.

Other Business: NONE

With no further business to discuss, meeting was adjourned at 8:40 PM.

Next meeting is set for February 21, 2006; 7:00 PM

Submitted by: Lisa Berry, Arena Secretary