



CITY OF
DOVER

DOVER ARENA COMMISSION-MINUTES

Meeting Type: Special Meeting
Meeting Location: Dover Arena – 110 Portland Avenue, Dover, NH 03820
Meeting Date: **Tuesday, January 30, 2007**
Meeting Time: **7:00pm**

Meeting called to order 7:08 PM at the Sam Allen Conference Room.

In attendance: Present: Colleen Carlisi, Brian Wilson, Gary Bannon, Dave Goodwin, Ron Huml, Councilor Liaison Doug Dede, Jan Niedelka, Joe Nicolella, Marty Sullivan, and City Manager Mike Joyal. Not Present: Gary Gilmore

- I. The minutes for the special budget meeting on Tuesday, January 16th were not available.
- II. Intel Energy Report: The Arena was granted the PSNH grant for the Intel Energy project. We are ready to go to the council with the proposal, as we've been approved for two grants. One is through the Waste Management grant in which the city of Dover received \$100,000 dollars for energy improvements and to prevent pollution. The Arena received 49,000 dollars of this grant and the remaining \$20,000 is through PSNH. The whole project is covered through grants, but the project must be approved through the city council as the rink did not follow the traditional bid process in our selection of Intel Energy. The Arena staff selected Intel energy because they have extensive knowledge of lighting systems in ice arenas and have extensive experience.
- III. Budget Report: Gary Bannon presented his first draft of the arena budget to the commission. Bannon worked with the staff to come up with realistic usage numbers in order to correctly estimate revenues. The budget balances at \$1.6 million dollars, which includes a 15% increase in ice rates. The projected ice rates for the 2008 budget are \$299 prime rate and \$261 for user groups. The goal is to generate \$112,000 more in revenue in order to break even after the end of the year bond payment. Additional increases to the revenue side include an increase in hours for user groups, like the Exeter Seawolves Junior A hockey club. Non-resident fees for programs were also proposed by Mr. Dede. A discounted rate for Dover residents may be a direction in which the arena tries to remedy the fact that 60% of its users are non residents. Jan Niedelka asserted that by giving the discounted rate for programs, the facility is viewed as a recreation facility like the others around the city and that the tax burden is partially absorbed by the discounted program fee. Mr. Joyal stated that the RFP is currently being drafted but not yet ready for final approval. Brian Wilson concluded the discussion with a cost analysis of program profitability and revenues generated by user groups. There was discussion about the possible use of gravel funds to cover any shortages due to the bond payment. The gravel fund is under recreation capital projects in the field improvements section. Every year, there is a considerable balance that goes unused and the possibility of using those monies as a recreation subsidy for the arena was discussed. Skate sharpening increased to \$5.00 and skate rentals increased to \$4.00. The program fees will likely increase 10-15%. The commission visited the expense side of the budget and did a line by line analysis of the items. Due to so many fixed costs, there was not much the commission could do to trim this side of the budget. The one section that would allow for adjustment was under the part time/temporary employees. The full time staff agreed that they would pick up several of these evening shifts and alternate them accordingly to save costs.

Other Business: NONE

With no further business to discuss, meeting was adjourned at 8:55 PM.

Next meeting is set for February 20th; 7:00 PM

Submitted by: Colleen Carlisi
MARKETING MANAGER



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