

Arena Commission

Minutes of October 18, 2005

Meeting called to order 7:00 PM at the Sam Allen Conference Room.

In attendance: Present: Dave Goodwin, Ronald Huml, Tom Northey, Marty Sullivan, Gary Bannon, Colleen Carlisi, Brian Wilson, Pat McNulty and City Council Liaison, and Darlene Colwell-Ellis. Not Present: Gary Gilmore.

- I. Minutes from August 16, 2005 were read. Motion was made by Ron Huml to accept the Minutes as read. Seconded by Tom Northey. Voted and accepted.
- II. Financial Statements were presented by Gary Bannon for the period ending September 2005. Revenue for the month was \$177,061 with expenses at \$100,970. Motion was made by Marty Sullivan to accept the Financial Statements as read. Seconded by Tom Northey. Voted and accepted.
- III. Recreation Superintendent's Report was given by Gary Bannon. Gary talked about our yearly revenue, cash flow, and we are looking at the months that are good and the ones that are not giving that much revenue. Reevaluate our spring season to see if we need to look at our option because of the increase of electricity and gas. Motion was made by Tom Northey to accept the Recreation Superintendent's report as read. Seconded by Marty Sullivan. Voted and accepted.
- IV. Arena Managers Report was given by Pat McNulty. We have been working on getting the data to analyze what we can do to cut the cost when the electricity and gas go up in January. Had an independent company, which came in to look at the paint issue on the beams. Talked about having the netting fixed in the rinks. Determined that the batteries to the electric zamboni are all set and are working properly now. Motion was made by Ron Huml to accept the Arena Managers report as read. Seconded by Tom Northey. Voted and accepted.
- V. Program Supervisor's report was given by Brian Wilson. Brian talked about being in full swing of all our programs. Happy Helpers Daycare lessons will double the enrollment in the beginner class on Wednesday morning. Chix with Stix is at our lowest number of participants so far since the program started. Trying to find ways to bring the enrollment up in that program. Rock night is going well. Working on getting data on March, April and May 2004 comparing the expenses and revenue, come up with ways for a solution for the months that does not make that much revenue. Motion was made by Marty Sullivan to accept the Program Supervisor's report as read. Seconded by Ron Huml. Voted and accepted.
- VI. Marketing status report- Colleen Carlisi talked about getting dasher board ads such as Saturn and 99 Restaurant plus the 99 Restaurant agreed to pay for screen-printing for some jersey for Coed Hockey. WTSN and The Bay renewed their contract for a trade deal agreement in exchange we will get all radio advertising that we received last year. Also have a trade agreement with New England Printing; we will get \$660 of printing services. Putting in place a sponsor referral program for previous dasher board ad buyers to get money off their ad by referring another client to buy a dasher. Motion was made by Ron Huml to accept the Marketing status report as read. Seconded by Tom Northey. Voted and accepted.

Other Business: NONE

With no further business to discuss, meeting was adjourned at 8:25 PM.

Next meeting is set for November 15, 2005; 7:00 PM

Submitted by: Lisa Berry
Arena Secretary