



CITY OF DOVER

DOVER ARENA COMMISSION-MINUTES

Meeting Type: Regular Meeting
Meeting Location: Dover Arena – 110 Portland Avenue, Dover, NH 03820
Meeting Date: **Tuesday November 17, 2009**
Meeting Time: **7:00 pm**

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

| Commission Member | Title | 11/17/09 | 10/20/09 | 9/15/09 | 8/18/09 | 6/16/09 |
|-------------------|------------------------------|----------|----------|---------|---------|---------|
| Gary Bannon | Recreation Director | X | X | X | X | X |
| Pat McNulty | Arena Manager | X | | | X | X |
| Dave Goodwin | Arena Commission Chairperson | X | X | X | | X |
| Ron Huml | Commission Member | X | X | X | X | X |
| Marty Sullivan | Commission Member | | | | X | |
| Dennis Munson | Commission Member | X | X | X | X | |
| Larry Raiche | Alternate Commission Member | X | X | | X | |
| Ray Pasquale | Program/Marketing Manager | X | X | X | X | |

- I. **Approval of the Minutes:** Asked to make the change in section II next to last sentence the word lost should be changed to loss and in section V the 4th line down delete (without that number) . Ron made a motion to accept the minutes and was seconded by Dennis Munson, all in agreement.

- II. **Financial Reports:** Ron gave an overview of October’s revenues from last year versus this year. In 2008-2009 we have revenue of \$354,467.36 and in 2009-2010 the revenue is \$295,628.04 for a short fall in revenue of \$58,839.32. In month of October expenses for the year 2008-2009 were \$371,532.95 and in 2009-2010 were \$332,625.61 or our expenses are down roughly \$39,000. Even though our revenues are down \$58,839.32 we only have a \$20,000 difference from last year profit. Profit and loss year to date is roughly \$37,000. Ron Huml made the motion to accept the financial reports and was seconded by Dennis Munson. All were in agreement.

- III. **Recreation Director’s Report** Gary Bannon discussed that Johnson Control contract has been signed we are moving forward with staff to get a timeline for the projects to be done, things are still in the planning stages. All of the programs and ice sales are getting busy and we are trying to keep the



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cost down and save where we can while we try to make more money. Talked about making a presentation at the Tourism forum and one of the things we are starting to do more is let the businesses know what we doing up here that brings people in the community. Starting the process of putting together numbers for the next year's budget. Larry Raiche made the motion to accept the report, it was seconded by Dennis Munson; all were in agreement.

- IV. Arena Manager's Report:** Pat discussed the building is in good shape, mechanically we are fine. Compressors are running ok; Mike from Tecogen will be here to replace the seals for engine A. Once that is up and running all the compressors will be in good shape as we approach the winter. We are looking to watch the weather changes to shut the compressors off at night and turning them back on in the morning as needed. Natural gas bill looked really good for the first few months of this year. One of things that Gary or Dave mentioned before was about lowering the cost of ice. I put some time thinking about that and I think it would be a good idea because we might be able to sell more ice in September and October but it would not work for November, December, January, February and March which are the months that we don't need to lower the cost of the ice. If we do decide to lower the cost maybe we would get some short term customers but we would not get the long term customers would be very difficult. We need to find a way to lower the cost by having a seasonal rate from Sept through October but need to make a policy for every situation. Ron made the motion to accept the report, it was seconded by Dennis Munson; all were in agreement.
- V. Program/Marketing Report:** Ray discussed that are advertising is on track with the budget. We had a few more dasher ads, Dover Days Inn and Microtel has renewed their ads. New ads are Hogan Flooring has two ads and Kendall Pond. Our Programs are full. We have 84 people in Coed Hockey with a 20 person waitlist. The Over 45 League is full with 40 participants with a 20 person waitlist. We will continue to grow the Over 45 League in the spring and the summer. Learn to skate we have 14 participants in the class. The Alumni Jamboree has been changed from Thursday to Saturday. Dennis Munson made the motion to accept the report and it was seconded by Ron Huml. All were in agreement.
- VI. Other Business:** With no further business to discuss, the motion to adjourn the meeting was made by Ron Huml and seconded by Larry Raiche. The meeting was adjourned at approximately 7:55pm.

Next meeting is set for December 15, 2009 at 7 p.m.

Submitted by: Lisa Berry
Arena Secretary



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