



CITY OF DOVER

DOVER ARENA COMMISSION-MINUTES

Meeting Type: Regular Meeting
 Meeting Location: Dover Arena – 110 Portland Avenue, Dover, NH 03820
 Meeting Date: **Tuesday June 16, 2009**
 Meeting Time: **7:00 pm**

The Meeting was called to order at 7:09 PM at the Sam Allen Conference Room

Commission Member	Title	6/16/2009	4/21/2009	3/17/2009	2/17/2009	1/20/2008	12/16/2008
Gary Bannon	Recreation Director	X	X	X	X	X	X
Pat McNulty	Arena Manager	X	X	X	X		X
Dave Goodwin	Arena Commission Chairperson	X	X	X	X	X	X
Jan Nedelka	Commission Member	X	X	X	X	X	X
Ron Huml	Commission Member	X	X	X	X	X	X
Marty Sullivan	Commission Member		X	X		X	
Gary Gilmore	Commission Member						
Larry Raiche	Alternate Commission Member			X	X	X	X
Ray Pasquale	Program/Marketing Manager	X	X	X	X	X	X
Karen Mairs	Great Bay Figure	X	X		X		
Heather Smith	Great Bay Figure	X					
Robin Sullivan	Great Bay Figure	X					

- I. **Approval of the Minutes:** Dave Goodwin said that the figure in VI should have a comma and not a period to be 2,700 not 2.700. Ron made the motion to accept the minutes seconded by Jan

- II. **Financial Reports:** Gary said he checked expenses to see if we missed any expenses, but we did not, the arena is where it should be balancing revenue and expenses. Ron compared March 2008 and 2009 revenues and expenses. As of March 2009, the arena's 9 month profit was , \$287,077 which is approximately \$90,000 less than the arena's 9 month profit in March 2008 which was \$385,740. Jan made the motion to accept the financial reports and was seconded by Ron. All were in agreement. Marty Sullivan entered the meeting at this time.

- III. **Recreation Director's Report** Gary Bannon passed around copies of the budget developed by the City Manager. Camp Kool was moved from the arena fund into the special revenue fund, this could affect the Arena budget as the camp is profitable. A portion of Pat McNulty's salary will also be



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- charged to the special revenue fund. Small increases have been made to the ice rental hourly rates, Co-ed league rates, and the rates for public skating. The rates for Camp Kool have also been changed, but will not affect the arena because it has been moved to the special fund. Bannon is monitoring the attendance trends as we increase rates to determine if we are losing customers who are unable to pay the increased rates, and is hoping to implement special discounts/promotions for early registration (as long as attendance numbers are up). Ray Pasquale brought up the issue of people losing their jobs half way through a lengthy program such as C-league and can no longer afford to continue playing. Ron Huml made the motion to accept the report, it was seconded by Marty Sullivan; all were in agreement.
- IV. Arena Manager's Report:** Pat McNulty discussed Glacial Energy, an energy broker, who can save the arena a proposed 27% savings for 12 months for electricity. McNulty would like to bring Bruce (the owner of Glacial Energy) in to discuss the option with the commission. Ron Huml mentioned that PSNH might drop their energy rates 15% in the upcoming months. Jan Nedelka mentioned that the city might be locked into a contract with PSNH, so the city would have to approve the change. There is a pumps and motors meeting April 23 (to discuss replacements), and Pat McNulty will be meeting with painters shortly. An electrician will be coming to the arena Wednesday, April 22 to see if there is enough power available in the arena for the upcoming home show. The Dover fire department tested the arena's air quality and readings were very good and considered to be very safe. Jan Nedelka made the motion to accept the report and it was seconded by Marty Sullivan. All were in agreement.
- V. Program/Manager Manager's Report:** Ray Pasquale stated that dog show is already contracted for next year. The home show looks as though it will be successful, run smoothly, and perhaps get the arena more potential advertisers. Pasquale has spent more time obtaining dasher-board ads and the arena will implement advertising on the ice surface. Pasquale passed around hand-outs depicting the financial figures associated with various arena programs as well as target figures and enrollment goals for upcoming summer programs. The motion to accept the report was made by Marty Sullivan and was seconded by Jan Nedelka. All were in agreement.
- VI. Other Business:** Pat invited the Great Bay Figure Skating to speak on their behalf to the commission on how they will be handling their outstanding balance. Also, that they would not be able to make payment by the end of June. They are continuing to raise funds to pay off the debt. Ron was concerned that it would be set up as a receivable this year Robin stated that she made interest payments throughout the year on the outstanding balance from 2007-2008 year. Robin talked about the plan being fundraising



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With no further business to discuss, the motion to adjourn the meeting was made by Ron Huml and, seconded by Marty Sullivan. The meeting was adjourned at approximately 8:45 pm.

Next meeting is set for August 18, 2009 at 7 p.m.

Submitted by: Lisa Berry
Arena Secretary