

**Tri County Arena
Board Meeting
13 June 2012**

Tri County Arena

Attendance:

Dan Goggin

Gordon Eckrich

Janet Coons-excused

Mike Jovanovich

Ted Galloway

Nancy Hacker – GM-TCA

Pat Haag - Office Mgr.-TCA

John Schaidler

Susan Locke – Winn. County

Charles R Johnson Public/FVYH

Douglas Yeatman Public/FVYH

Craig Engel – FVYH

Patrick Callahan – Neenah High School Booster Club/FVYH

Sandra Lenz - VFS

Guy Hegg – Winn. County

Jeff Schommer

Victoria Dessort

- 1. Call to order – Eckrich called the meeting to order**
- 2. MSC by Galloway, Goggin, to accept the minutes of the last meeting, No further discussion.**
- 3. Treasurer Report – Jovanovich reviewed the report. Copy of the financial report enclosed. MSC to approve the Treasurers Goggin, Galloway, no further discussion.**
- 4. Public Forum – No one present.**
- 5. Managers' Report – Hacker updated members on activities she is working on for the facility.**
- 6. Club Report – VFS – Updated members on the Clubs status, programs and new ice contract. Lenz stated that she has a good working partnership with the Arena and Arena Management.**
- 7. Club Report – Discussed many subjects in relation to the proposed budget, ice rates, programs, in house teams, arena staffing and relationship with the arena.**

Yeatman brought up the subject of marketing the facility, open public skating and alternative energy. Various members reviewed for him the history of public skate and our obligation to the owners of the facility (the public) to provide access to public skate on a regular basis. Various members reviewed for him the advertising material outreach we provide to all the school districts, media and other outlets on a very limited budget every year to inform the public of the programs being run at the arena. Various members reviewed the history of the numerous energy improvements implement to the facility through the years and Goggin reviewed the extensive research performed for the viability of solar panels on the arena roof. The \$200,000.00+ cost was higher than the revenues the arena had available. Yeatman stated that there were many government programs available for alternative energy installation and that these were used when building a medical facility he is involved with for his practice. Members suggested he share that information with the arena so the viability could be investigated. Johnson stated he had heard that someone offered to improve the exterior of the Zamboni but was turned down on the offer. Members asked him if he had discussed this with the arena manager which he had not. The arena manager had not had a discussion with anyone on refacing the Zamboni. Members suggested to Johnson that without an actual discussion (not I have heard) that action could not be taken on a theoretical offer. He also commented that the backup Zamboni exterior was less than polished. Members pointed out that it is a backup and ran well for that purpose. Callahan and Engel discussed ice rates, volunteer participation. Members discussed the original setting of the early

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morning ice rate when no users were interested in those slots. This next budget the rates are being raised on the early morning slot to gain some parity. Members discussed that they were very skeptical utilizing volunteers in place of paid staff members. This type program was experimented with hockey previously and the reliability of the volunteers showing up and function properly was unsatisfactory. Members wondered when hockey was finding it hard to get volunteers for weekend hockey tournament how a volunteer program would work when the users have an expectation of functional performance when using the arena. There were further discussion with regards to ice time, ice time block commitments, the lack of hockey's development of an in house program to spur future growth and stability. The members agreed to act the proposed budget at the next board meeting giving time for FVYH to have discussions with the arena manager.

8. Adjournment – Next Meeting on 25 July. MSC Schaidler, Locke to adjourn, no further discussion.

BUDGET
DATE:

Account Description
Cost of Sales

YTD Actual 2011 2012 YTD Budget 2011 2012 Variance 2011 2012 YTD Bud. 06/13

Account	Description	YTD Actual 2011	YTD Actual 2012	YTD Budget 2011	YTD Budget 2012	Variance 2011	Variance 2012	YTD Bud. 06/13
6110	LTS Instructor	7,729		7,854	125			7729
6115	LTS Director	4,226		4,226	0			4308
6130	LTS Advertising	1,053		1,050	-3			1050
6140	LTS Supplies	2,731		2,771	40			2771
6160	Public Skate Wages (Skate Patrol)	1,151		1,142	-9			1151
6165	Public Skate Rental Wages	1,086		1,076	-10			1086
6170	Public Skate Ticket Sale Wage	746		736	-10			746
6180	Public Skate Advertising	2,758		2,045	-713			2758
6190	Public Skate Supplies	176		75	-101			75
6200	Birthday Party Expense	637		725	88			725
6410	Vending Costs	4,098		4,198	100			4198
6420	Vending Wage	1,304		1,304	0			1304
6450	Concession-Food & Supply	11,878		12,583	705			12583
6460	Concession Wage	7,097		6,024	-1,073			6404
6520	Logo Supplies	0		50	50			50
7050	Equipment Lease Expense	333		344	11			333
7155	Maintenance Wage	52,631		56,051	3,420			56227
7160	Maintenance - Repairs	7,902		7,745	-157			7745
7165	Maintenance - Equip/Supplies	7,406		7,151	-255			7200
7170	Maintenance - Tools	294		300	6			300
7175	Maintenance - Zamboni/Other	556		689	133			689
7180	Maintenance - Zamboni/Fuel	1,638		1,636	-2			1639
7185	Maintenance - Blade Sharp	480		573	93			573
7207	Outside Services	941		1,568	627			941
7260	Telephone	1,199		1,400	201			1316
7270	Utilities - Electricity	54,605		56,971	2,366			58002
7275	Utilities - Natural Gas	12,091		18,781	6,690			18884
7280	Utilities - Water	8,450		13,923	5,473			12650
7305	Vehicle Lease Expense	4,868		5,841	973			5841
7315	Vehicle Repairs & Maint.	1,769		3,613	1,844			3682
7360	Janitorial Lobby Wages	5,189		5,189	0			5189
Total	Cost of Sales	207,022		227,634	20,612			228,149

Account Description
Operating Expenses

YTD Actual Budget Variance
2011 2012 2011 2012 YTD Bud. 06/13

Account	Description	YTD Actual	Budget	Variance	YTD Bud.
Operating Expenses		2011 2012	2011 2012	2011 2012	06/13
7350	Wages - Management	26,327	28,833	2,506	30333
7355	Wages - Office	16,167	18,086	1,919	18449
7010	Bank Charges	443	561	118	571
7015	Credit Card Charges	1,357	0	-1,357	1441
7020	Conferences & Seminars	609	410	-199	410
7025	Contracted Services (Sec/Garb)	2,306	2,736	430	3013
7030	Contributions	60	60	0	60
7045	Dues & Subscriptions	743	848	105	848
7080	Insurance General & WC	13,333	16,545	3,212	16587
7085	Insurance - Group	21,819	25,462	3,643	26423
7090	Insurance - Life/Retirement	4,150	4,980	830	6300
7095	Insurance - Truck	1,197	1,484	287	1464
7105	Interest - General	4,303	6,076	1,773	4837
7130	Accounting	4,042	3,853	-189	4341
7130-10	Legal	1,269	1,021	-248	1021
7135	Licences	1,041	1,216	175	1110
7140	Miscellaneous	2,237	1,925	-312	2070
7205	Office Supplies/Expense	2,024	2,357	333	2244
7210	Postage	437	525	88	472
7240	Payroll Taxes	11,045	14,126	3,081	12365
7245	Taxes - unemployment	9,061	10,774	1,713	9469
Total	Operating Expenses	123,970	141,878	17,908	143828
	Net Operating Revenue (Loss)	-3,493	-39,547	36,054	-42,739

Shows Net Income

10	Fox Cities Senior Show	0	0	0	1013
12	Circus	0	0	0	1490
14	Cat Show	414	530	-116	379
16	Llama Show	7,255	7,066	189	7057
22	Fox Cities Kids and Baby Expo	0	0	0	1933
24	Home and Garden Show	37,826	37,893	-67	37848
28	Appleton Arts Alliance Show	4,095	4,076	19	4068
30	Lao-Hmong Festival	0	0	0	0
Total	Show Net Income	49,590	49,565	25	53788
	Net Operating Revenue (Loss)	46,097	10,018	36,079	11,049

BUDGET
DATE:

Account Description YTD Actual YTD Budget Variance
 Program Revenue 2011 2012 2011 2012 2011 2012 YTD Bud. 06/13

4100	Youth Hockey Club	123,472	126,948	-3,476		125099
4105	Figure Skating Club	24,507	27,222	-2,715		28702
4110	Over 30	18,396	19,235	-839		16898
4120	Other Contract Ice	29,017	30,059	-1,042		29017
4130	Learn To Skate	19,200	21,039	-1,839		20161
4135	Developmental Skate	4,939	4,938	1		4746
4140	Public Skate	8,256	8,243	13		8243
4150	Fox Cities Stars	17,393	15,320	2,073		15225
4155	School Groups	0	135	-135		0
4160	Birthday Parties	2,605	2,520	85		2520
4165	Broomball	5,403	5,308	95		5403
4180	Neenah High School	29,435	25,257	4,178		28330
4185	Precision	0	0	0		0
	Total Program Revenue	282,623	286,224	-3,601		284,344

Ancillary Revenue

4310	Vending Income	6,892	6,500	392		6729
4220	Skate Rental	4,963	4,785	178		4785
4315	Videos	1,294	1,620	-326		1294
4320	Concessions Income	30,232	28,511	1,721		29761
4410	Advertising/Logo Income	1,425	2,275	-850		2275
4610	Misc. Income	70	50	20		50
	Total Ancillary Revenue	44,876	43,741	1,135		44,894
	Total Program & Ancillary Revenue	327,499	329,965	-2,466		329,238