

Skatium Ice Rink Advisory Board Minutes – February 19, 2019

The next Meeting is: Tuesday, March 19, 2019 @ 7:30 p.m. at the Skatium, 2nd Floor

Attendees: Adam Terranova, Drew Simcox, Barbara Latsios, Daniel Goduti, Karen Samulenas, Jeremy Beha, Victor Cortese, Eric Tysarczyk and Rick Turnbull.

Absent: Larry Holmes, Rich Caesar, and Kate Stickel. In lieu of Rich's absence Barbara Latsios will cover the meeting notes.

Adam called the meeting to order promptly at 7:30 pm.

The January 15, 2019 minutes were approved.

There were no public comments.

Adam introduced the new members of the Ice Rink Advisory Board and all members introduced themselves and discussed their reasons for volunteering for the Board. Adam discussed the Roles and Responsibilities of the Board and 2019 Goals for the Skatium.

Adam discussed the Skatium and working with Skatium management to increase the annual revenue of this facility. He mentioned the limitations that we have i.e., a single sheet ice in a multi-sheet industry. He discussed how the Skatium profit last year showed much growth and how our goal is to offer ideas to reach a one million revenue goal. He mentioned how the Skatium is unique in Haverford Township because it is the only income generating recreational facility in the Township. Benefits of increased revenue is less tax burden on residents and increased income to maintain and improve the facility.

Several capital improvements were moved up on the priority list because of the 2018 income. These improvements include the Master Control Panel replacement; Vapor Barrier (ceiling) and rubber flooring. These improvements are currently going out for Request for Proposal (RFP) and work is expected to be completed in 2019.

Rick mentioned that when the floor is done, old rubber flooring will be cleaned and used to replace flooring in the Pro shop which is currently showing excessive wear. Hav-a-burger flooring has been replaced and there are no additional improvements planned for work in there.

A delay to the Master Control panel project is due to the Township engineer (Penoni) having to ensure that the specifications are current and ready for the RFP.

Several Board members asked the status on the upgrade to the entrance of the Skatium. Rick believes that since the proposal came in way over bid that the project is most likely "off the table." Board members thought it was a good idea to offer suggestions to the Commissioners on "entrance improvements." Concrete and landscaping improvements, as well as improved lighting and security cameras would enhance the entrance.

Adam asked that all Board members bring their ideas to the next scheduled meeting to discuss.

Rick Turnbull discussed the numbers to date. For the first month of the year through January 31, 2019 the Skatium is operating in the black, at over \$54,000. Winter hockey, free style, skating lessons, private rental and the off-school public skates were the big producers. During the recent four (4) hour public skate on President's Day the Skatium had a record day. The school closing days and theme skates will all continue in 2019. Dan mentioned that the Skatium should advertise the private rink rental for off season income. If parents are aware that they could pay \$360.00 with unlimited quests, it would be a selling point. The Board agreed, and Rick should pursue.

On March 6, 7, 8, and 9 the Crossroads Skating Club will be hosting the "Adult Eastern Skating Competition" at the Skatium. The rink will be closed for all other events. There will be vendors, judges and the public. They expect to be very busy with the competition. This should be a profitable event for both the Skatium and the skating club.

Rick also mentioned the recent "drainage" issue in the men's room. There is a temporary wall for the time being and he expects all permanent repairs to be made shortly.

Rick also mentioned that he will be subscribing to "Live Barn" a video subscription that can be used by all customers of the rink. The company provides the internet, camera and bar code. The Skatium receives thirty percent of profits. He has agreed to a couple of two-year contracts for this service.

Adam mentioned that several Board members are due for their annual Board renewal. These members are: Rich Caesar; Chas McGarvey; Drew Simcox; Joe Noone and Robert Cohen. Adam suggested that they contact their Commissioner to express their desire to remain on the Board.

Rick reminded Boarded members that the following dates are scheduled for the public skating sessions when schools are closed. He will be advertising the events on "social media." They are:

New Business

Adam mentioned in addition to the regular skating camps that Kristin and Rick are working on the summer there will also be a "Carzo Elite Hockey" skills training and development camp offered. It will run from July 8-12, 2019 and is open to all level skaters including Peewee, Bantam, and Midget. The cost is \$400.00. The fee includes on ice training, off-ice training, speed skating, etc. The class is limited to thirty (30) campers. Interested people need to contact the Skatium.

Adam adjourned the meeting at 9:00 p.m.

The next Meeting is scheduled for: Tuesday, March 19, 2019 @ 7:30 p.m. at the Skatium.

Respectfully submitted,

Barbara L. Latsios

Skatium Ice Rink Advisory Board Minutes – March 19, 2019

Next meeting scheduled for April 16, 2019 @ 7:30 p.m. 2nd floor/Skatium

Attendees:

Present

Drew Simcox, Barbara Latsios, Daniel Goduti, Karen Samulenas, Jeremy Beha, Victor Cortese, Eric Tysarczyk, Kate Stickel, Rick Turnbull, John Lynch, and Rich Caesar.

Absent

Bill Wecshler, Adam Terranova

The meeting was called to order by Drew promptly at 7:30 pm.

Approval of Minutes:

The February 19, 2019 minutes were approved without change.

Public Comment:

There were no public comments.

Financial:

Rich reviewed the financials and they are strong. We are \$56k ahead of the same time last year. The majoring of line items are trending higher with a few line items consistent with the figures from last year at the same time.

Operations:

Drew asked Rick if there was any information or update on the Live Streaming App for viewing games via the internet on a subscribing basis. There is some concern expressed about privacy with streaming video when the games are not in progress. A compromise is to only stream on line when games are in progress but that would place the expense of the system on a select few teams or clubs. Since there is a fee reduction based on the volume of subscribers it may not be worth the expense.

Adam asked Drew to address the issues in his absence. There was an issue with the Zamboni during The Figure Skating Regional Competition that created a 45-minute delay during the competition. The delay was gradually overcome over the duration of the competition and Rick confirmed the competition

ended at the intended time. There was also a wash water hose that was an issue, but it was identified and considered minor. It was repaired at a later time.

Barbara asked if maintenance is required for the Zamboni on a regular basis. Rick explained that maintenance consists of wear and tear on certain parts and they are addressed and repaired quickly. Maintenance is required and does occur approximately every 3 years but break/fix repairs are performed as needed.

Recently one of the urinals was a problem and needed to be repaired. Rick addressed the issue and the repair has been completed.

The security cameras are ready to be installed but we are waiting for the Township to complete the installation.

The sign that lists the Progression of Programs is complete and ready to be installed. Drew and Rick will coordinate the location and installation.

Rick reported to the group that Amy will be addressing the improvements at the front of the building. Rick will make recommendations on behalf of the board regarding some of the improvements that would be the most beneficial to the Skatium. Some of the improvements that Rick will convey are pavers in the front of the building and landscaping along the side of the building to eliminate mud. Other items that are possible are replacement of damaged concrete and a possible railing along the walkway. It was also confirmed that the water feature once designed for the front of the building is no longer in the scope of work.

Year-end report was discussed and Rich will send the draft for review via email by the end of the week. We will then make revisions and schedule to attend the commissioners meeting.

Tenant Update:

None at this time.

Marketing:

Drew shared some of the statistics (hits and likes) on some of the social media forums. Most notably the Learn to Play Rookie Program. Kates signs are making an impact as well. There was a private photographer present for the figure skating regional competition.

The flyer cup games were successful over all. The parking was sufficient and the overflow did have to park on the available street parking and in the neighborhoods. Attendance was good and there were items available for sale.

Kate thanked Rick for a job well done during the Student Skate Day sponsored by the PTO.
Rick changed the times of some of the afternoon programs to plan a public skate in the afternoon.
Home school and other groups are primarily attending the afternoon skates.

New Business:

None.

The meeting was adjourned by Drew at 8:30 p.m.

The next Meeting is scheduled for Tuesday, April 16, 2019 @ 7:30 p.m. at the Skatium.