



Cumberland County

Board of Trustees Cross Insurance Arena

Cross Insurance Arena,
Portland, Maine

Meeting Minutes - Draft

Meeting Location: Hall of Fame Lounge

Wednesday, September 20, 2023

9:00 AM

Cross Insurance Arena
Hall of Fame Lounge
1 Civic Center Square
Portland Maine

CALL TO ORDER

WELCOMING OF GUESTS AND INTRODUCTIONS

Present: 7 - Trustee Jon Crimmins, Trustee Frank Clark, Trustee John Jamieson, Trustee Joseph Gray, Trustee Lori Norman, Trustee Tom Tyler and County Liason Susan Witonis

Excused: 2 - Trustee Sam Surprise and Trustee Steve Woods

NEW BUSINESS

1. [BT 23-001](#) Approval of Minutes of the April 2023 Board of Trustees Meeting

A motion was made by Trustee Norman, seconded by Trustee Crimmins, that this CIA Trustees' Agenda Item be APPROVED. The motion carried by a unanimous vote.
2. [BT 23-002](#) Approval of Financial Reports for the following months of 2023; March, April, May, June, July

General Manager Mike Loconte reviewed financials for the month of March, April, May and June.

He summarized the end of the fiscal year which resulted in year to date event income of \$320k, other income included \$88k, Less Indirect expenses \$99k resulting in a favorable variance of \$513k and resulting in a positive operating income of \$1k. GM Loconte explained that it was a result of a number of unexpected shows and trade shows, Comic Con, Tattoo Convention, Kevin Hart and Maine Real Estate Conference.

GM Loconte answered Trustee's questions, how many shows were returning, around half were returning.

A motion was made by Trustee Norman, seconded by Trustee Clark, that this CIA Trustees' Agenda Item be APPROVED. The motion carried by a unanimous vote.
3. [BT 23-003](#) Approval of the Event Reports for the following months of 2023; March, April, May, June and July

GM Loconte gave a summary of BT 23-003 Events Report and the Managers Report.

July kicked off with two events, a Real Estate Conference and State of Maine Governor's Opioid Conference which resulted in a positive \$45k variance. September has two Bill Burr shows. October shows include a Hotwheels - No Dirt show and surprise John Mulaney comedy show. November shows include a Womens's Basketball game, UMaine versus Indiana University, so far there are 3.5k in ticket sales and the game will be broadcasted to ESPN. December shows include Christmas Mannheim Steamroller, more Hockey, Disney on Ice and others. January will include lots of hockey. There are 14 Mariner Games scheduled that are very favorable with weekend games, Adam Goldberg of the Maine Mariners said that they had a very strong sales year that set a record.

Overall the Arena ended on a positive note.

A motion was made by Trustee Gray, seconded by Trustee Crimmins, that this CIA Trustees' Agenda Item be APPROVED. The motion carried by a unanimous vote.

4. Manager's Report

5. Maine Mariner's Update

Adam Goldberg, VP of Sales for the Mariners was not present. Trustee Joe Gray asked about the length of the arrangement for the ticket subsidy agreement. County Manager Gailey stated that the new subsidy agreement had not been executed. County Manager Gailey shared that there was a discrepancy regarding a subsidy agreement and box office fee agreement with Maine Mariners. The County receives a subsidy for every ticket sold through Ticketmaster, however, it needed to be parsed out. There are other issues regarding Mariner Box Office Ticket Sales and complimentary tickets versus group ticket sales.

9:28 AM Trustee John Jamieson arrived.

Trustee Tyler offered assistance with smoothing out the subsidy agreement.

Trustee Gray expressed disappointment that the agreement was not being followed. County Manager Gailey will followup with VP replacement for Daniel Briere.

6. Update on TOAST Point of Sale System

GM Loconte gave an update on TOAST, the new POS system. It is very easy to use and has been a great solution staff. It is a very popular software and used by other arenas and restaurants in Portland, Maine. It reduces line time and allows for tipping to staff, he is very happy with it, and thanked the Board for their support of the purchase.

Commissioner Witonis asked if Toast delivers to seats, GM Loconte said there was cost benefit analysis that was not a feature right now given the employee costs and delivery time. However, it is the future of Suite Services and to incorporate a kiosk.

7. Update on Digital Message Board System

GM Loconte shared that the RFP for the Digital Message Board System, there is a shipping cost discrepancy between the two finalists that skews the final bid amount by \$20k. He also spoke to the City of Portland and they have approved the original location. Trustee Tyler asked if there were remote locations in other areas? There could be multipurpose for emergency locations.

The 1% on motel room tax imposed by the City of Portland was discussed and it was learned that 10% would go to Downtown Portland and BIPOC and ultimately back into the community. County Manager Gailey said that the RFP selection would go before the Board of Commissioners in October for approval to meet the 45 day deadline of award.

8. Update on Dasher Boards and Bench Flip System

GM Loconte said the Dasherboard had been awarded to Athletica. The vendor will use anchors and fasteners and will be completed next year in July.

County Manager Gailey said that there is a lot of coordination with GM Loconte and the Mariners, some ticket holders will no long sit behind the bench. GM Loconte added that ticket holders had been very agreeable.

MEMBER UPDATES

County Manager Gailey closed by saying that some of the Trustees need to be reappointed and there are some term limits for members.

Trustee Gray stated that he was 12 years on the Board of Trustees, Trustee Tyler asked if that could be altered. County Manager Gailey said that he would confirm with legal.

Trustee Tyler proposed meeting monthly versus bimonthly. County Manager proposed March or April or May to discuss budget. August or September to prepare for Fall, and December to talk about incentive fee. Trustee Tyler opened it up to the board for discussion.

NEXT TRUSTEES MEETING: Wednesday, December 20, 2023

ADJOURNMENT

Trustee Gray made a motion, seconded by Trustee Clark, to adjourn the meeting, the motion passed by unanimous vote and the meeting adjourned at 9:50am.