



Cumberland County

Board of Trustees Cross Insurance Arena

Cross Insurance Arena,
Portland, Maine

Meeting Minutes - Draft

Wednesday, December 17, 2025

9:00 AM

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

CALL TO ORDER

The Board of Trustees met for their regularly scheduled meeting at the Cross Insurance Arena, the meeting was called to order by County Manager Gailey at 9:10 a.m.

ROLL CALL

Present: 6 - Trustee Frank Clark, Trustee Jon Crimmins, Trustee Lori Norman,
Trustee Peter Rickett, Trustee Sam Surprise and Trustee Susan Witonis
Absent: 1 - Trustee Steve Woods
NonVoter: 1 - Commissioner Tom Tyler

Additional Guests:

Michael Loconte, Oak View Group
Mark Eddy, Oak View Group
Peter Doyle, Oak View Group
James Gailey, County Manager
Breana Gersen, Assistant County Manager
Katharine Cahoon, Cumberland County

APPROVAL OF MINUTES

[BT 25-008](#) Approval of the minutes, April 8, 2025, meeting of the Board of Cross Insurance Trustees

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

Yes: 4 - Trustee Clark, Trustee Crimmins, Trustee Norman and Trustee Surprise

No: 0

Absent: 1 - Trustee Woods

Abstain: 2 - Trustee Rickett and Trustee Witonis

[BT 25-014](#) Informational: No Minutes for October 1, 2025, meeting of the Cross Insurance

Arena Trustees.

This CIA Trustees' Agenda Item was RECEIVED AND FILED.

NEW BUSINESS

[BT 25-009](#)

Update from the Maine Mariners - Adam Goldberg

Maine Mariners Chief Executive Officer Adam Goldberg was not present. General Manager Mike Loconte explained that concessions are up and there has been strong attendance. County Manager Gailey observed that a high percentage of tickets purchased are not being used resulting in lower concessions. Peter Doyle offered that that occurs with group sale tickets when they are passed on and not used.

This CIA Trustees' Agenda Item was DISCUSSED.

[BT 25-010](#)

Presentation of Financial Reports from March to August 2025

GM Lonconte gave an overview of June through August and discussed the new corporate reporting software that is being used. There was a strong fiscal year end for June with 6 events as outlined on page 42 of the agenda packet. Total gross profit was \$100,770, Indirect Expenses were \$367,592 resulting in a Net Operating loss of \$266,822 with a budgeted negative \$79,773 and there was a swing of negative \$187,049. For Year to Date on page 44, Total Gross Profit was \$3,140,908, Indirect Expenses were \$3,079,205, Total Net Income was \$61,775 and swing of \$295,896 compared to the budgeted amount. Overall it was a strong end to the year. In August on page 56 of the agenda packet, there was one event featuring John Mulaney. Overall the Total Net Income was negative \$86,007 compared to budgeted Net Income of negative \$119,625 and there was a swing of \$33,000 for the month. The year to date Total Net Income was negative \$219,392 and a swing of \$78,073 for the year to date.

A motion was made by Trustee Crimmins, seconded by Trustee Clark, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 6 - Trustee Clark, Trustee Crimmins, Trustee Norman, Trustee Rickett, Trustee Surprise and Trustee Witonis

No: 0

Absent: 1 - Trustee Woods

[BT 25-015](#)

Approval of Monthly Financial Reports for September and October

GM Lonconte gave an overview of the financials ending in October on page 64 of the agenda packet, he noted there were 3 events for the month. The Net Operating Income was a negative \$132,798 and a budgeted negative \$153,832 for a \$21,034 swing. Year to date, there were 9 events and a Net Income of \$413,326 compared to a budgeted negative \$609,906 for a swing of \$195,584. Trustee Rickett asked GM Loconte if the strength was due to general revenue or profit margin, GM Loconte explained that it was a combination of different things. Director of Finance Mark Eddy noted that there was a mandated wage increase in Portland that could affect margins in the future.

A motion was made by Trustee Rickett, seconded by Trustee Crimmins, that the

CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 6 - Trustee Clark, Trustee Crimmins, Trustee Norman, Trustee Rickett, Trustee Surprise and Trustee Witonis

No: 0

Absent: 1 - Trustee Woods

[BT 25-011](#) Presentation of Event Reports

GM Lonconte gave an overview of the events report.

A motion was made by Trustee Witonis, seconded by Trustee Norman, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 6 - Trustee Clark, Trustee Crimmins, Trustee Norman, Trustee Rickett, Trustee Surprise and Trustee Witonis

No: 0

Absent: 1 - Trustee Woods

[BT 25-016](#) Approval of Monthly Events Reports - September and October

GM Lonconte gave an overview of events report on page 105 of the agenda packet. The Event Revenue was \$449,794, Event Cost of Sales was \$385,453.18 and the Event Gross Profit was \$64,341.37.

A motion was made by Trustee Crimmins, seconded by Trustee Clark, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 6 - Trustee Clark, Trustee Crimmins, Trustee Norman, Trustee Rickett, Trustee Surprise and Trustee Witonis

No: 0

Absent: 1 - Trustee Woods

[BT 25-012](#) General Manager's Report

GM Loconte gave an overview of the manager's report. He shared that a rock concert with an orchestra was scheduled and is discussing a Harry Potter show through a new promoter, Innovations Entertainment. The Arena's top performing shows included a country show, women's hockey that was sold out and set a record for concession sales. There are exciting upcoming events for January and April that include local group 12OC, the Maine Mariners, Globetrotters, Jeff Dunham, an Alumni Game, Jim Gaffigan, trade shows and Barry Manilow. For May and June, events include graduations for USM and other schools, Democratic Convention, Christian Rock Concert. GM Loconte noted that the concessions have new menu items including higher end fare. Capital improvements include new desktop computers, HVAC system in Broadcast room, window treatments for Hall of Fame Lounge and other areas. Upgrade shower heads and handles in locker rooms, lighting controls upgrade. The goal for this year is to be \$1 in the black. Finding that many artists are interested in

larger venues for larger returns. A performer withdrew their show and the CIA lost marketing revenue. The recent motocross and bull riding events were a big hit, Disney was only there in November and not returning until next year. GM Loconte noted that the half house curtain was a good investment.

Trustee Witonis asked about the music level during hockey games, she can no longer have a conversation at the games due to the sound level. She observed that she did not have that issue at previous games. GM Loconte suggested that a throttle could be a potential solution. County Manager Gailey shared he read similar complaints online. Peter Doyle stated the players were also complaining about the sound level, GM Loconte stated that he would follow up on their concerns.

A motion was made by Trustee Witonis, seconded by Trustee Crimmins, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 6 - Trustee Clark, Trustee Crimmins, Trustee Norman, Trustee Rickett, Trustee Surprise and Trustee Witonis

No: 0

Absent: 1 - Trustee Woods

[BT 25-020](#) Discussion of 50th Anniversary Committee

The Trustees selected Steve Woods, Jon Crimmins, Susan Witonis, Frank Clark and Deputy Manager Breana Gersen to operate the 50th Anniversary Committee. The official date of the anniversary is March 2027.

This CIA Trustees' Agenda Item was DISCUSSED.

[BT 25-017](#) Recognition and Dedication of the Box Office - Mark Warner

GM Loconte spoke about Cross Insurance Arena longtime employee, Mark Warner, who recently passed away. The trustees discussed some options to honor Mark and will revisit after discussion with Mark's family.

This CIA Trustees' Agenda Item was DISCUSSED.

[BT 25-018](#) Recommend to the County Commissioners approval of the 2024-2025 OVG Financial Incentive

County Manager Gailey introduced the management incentive fee for OVG360. He went over the three scoring categories of the Incentive Fee which include a Financial Fee, Food and Beverage Fee, and a Qualitative Fee. County Manager Gailey recommended a score of 95% for the total of three categories which will be paid from the budgeted line in the County General Fund. Trustee Crimmins shared that he supports the recommendation and GM Loconte's performance is fantastic, and management has been responsive to the board's requests. His only comment is that experience with the ushers could improve. Overall, he has enjoyed serving on the Board and working with the Trustees.

A motion was made by Trustee Witonis, seconded by Trustee Crimmins, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 6 - Trustee Clark, Trustee Crimmins, Trustee Norman, Trustee Rickett, Trustee Surprise and Trustee Witonis

No: 0

Absent: 1 - Trustee Woods

[BT 25-019](#) Report on Arena Feasibility Study

County Manager Gailey explained that a barrier to the Maine Mariners contract was the request for a new arena by Maine Mariners owner Dexter Paine. County Manager Gailey noted that other states have funding mechanisms while Maine does not. This is an idea that is being explored. Commissioner Tyler, County Manager Gailey and Trustee Woods have discussed the creation of a task force and are reviewing previous Arena feasibility studies. He pointed out that the Mariners would like 10,000 - 12,000 seats compared to the Arena's current 6,000 seats and 63% hockey attendance.

Commissioner Tyler stated that he was relieved that the Maine Mariner's owner would realize that a new arena will not happen indefinitely. Given the population growth in many of the communities there is a demand for a type of convention center. He noted that the timeline for the project would be at least 10 years. Trustee Witonis asked how much is remaining on the bond? She added that she had reservations about how her rural district will feel about the construction of a new arena. She observed that Dexter may not have a good exposure to how people in rural communities feel about it. County Manager Gailey stated that he would like to do an analysis on the pros and cons of a new arena as well as the barriers. Trustee Rickett suggested that a SWOT analysis, strengths, weaknesses, opportunities, and threats be implemented to gauge customers interest in a new arena. Trustee Surprise echoed Trustee Rickett's comments. Commissioner Tyler explained that there is not a lot of land in Portland for a potential new arena. The members discussed the demand for a larger convention space and corresponding hotels and parking structures available to support large amounts of visitors. The ad hoc committee will continue to review older feasibility studies and report back to the board.

This CIA Trustees' Agenda Item was DISCUSSED.

MEMBER UPDATES

NEXT MEETING:

ADJOURNMENT

At 10:45 a.m.ba motion was made by Jon Crimmins, seconded by Frank Clark, to ADJOURN the meeting . The motion carried by a unanimous vote.