



**CROSS INSURANCE ARENA
BOARD OF TRUSTEES MEETING**

**AGENDA
Wednesday, June 2, 2021
9:00 AM**

Call to Order

Time 9:00 AM

Board of Trustees

Tom Tyler, Chair

John Jamieson

Holly Hancock

Steve Webster

Steve Gordon

Joe Gray

Johnathan Crimmins

County Commissioners

Sue Witonis, County Commissioner

Spectra Staff, Cross Insurance Arena

Melanie Henkes, General Manager

Mark Eddy, Director of Finance

Lauren Dobrynski, Group Sales & Marketing Manager

Maine Mariners

Adam Goldberg, VP of Business Operations

Cumberland County

Jim Gailey, County Manager

Alex Kimball, Director of Finance

4. Maine Mariners Update (Adam Goldberg)

VP of Business Operations, Adam Goldberg speaks on staffing Director of Sales, Account Executives, Marketing/Merchandise Coordinator, affiliate, season ticket holder gifts, schedule, Ice Level Lounge

Trustee Jamieson- When would it be declared for public consumption

Goldberg- press conference TBA

Chair Tyler- Do you feel like the new staff is ready to bring people into the building?

Goldberg- We have a good baseline and have been growing since the first season.

Gray- Have there been many changes in franchises because of COVID

Goldberg- Brampton folded. New Three Rivers (Canada) added to the division.

Webster- It's important that hockey works here. Encourages Mariners to be innovative.

Henkes- Rebuilding the staff, and finding how they can add to the work culture, how can we be creative.

Chair Tyler- How will the staff impact the season?

Goldberg- Two local Account Executives will help ticket sales.

Henkes- Filtering through the interviews

5. Manager Report

- Union Contract

Executive Session Time in 9:40am

Motion to go into Executive Session pursuant to 1 MRSA 405(D) to discuss contract

Hancock made the motion

Second Crimmins

Vote 8-0

Motion to come out of Executive Session: Hancock

Second Jamieson

Vote 8-0

Executive Session Time out 10:10am

- Staffing
- Future Events

Henkes- Jo Koy September 25, Mariners season

- Sponsorship

Henkes- naming rights dialogue with Cross

Motion to accept the Manager's Report Gray

Second Hanocck

Vote 8-0

6. 2021-2022 Operations Budget & Trustees Budget

GM Henkes presented the 2021-2022 Operational budget for the CIA. County Manager presented the 2021-2022 Trustee budget.

Henkes- Two concerts moving to FY 2023, but re-gained two. Disney on Ice back in the budget. Fluid conversations.

Gray- At the end of the day it's about how many shows can we get.

Henkes- This is worst case.

Chair Tyler- Do you think promoters are also scrambling with venues?

Henkes- Yes.

Gray- Where do you carry the debt, Jim?

Gailey- General operating budget

Motion to recommend the 2021-2022 budget to the County Commissioners

Gray

Second

Crimmins

Vote

8-0

7. Adjournment

Motion Hancock

Second Crimmins

Vote 8-0