

AGENDA

City of Rogers Arena Commission
21080 141st Ave North
Rogers, MN 55374

July 13, 2009 – 6:00 P.M.

CALL TO ORDER and PLEDGE OF ALLEGIANCE

1. SET AGENDA: If there is anyone who wishes to place an item on the Agenda, for discussion purposes only, please speak now to be placed under Other Business.
2. CONSENT AGENDA
 - 2.01. Approval of Minutes
3. GENERAL BUSINESS
 - 3.01. Capital Campaign/Advertising Update
 - 3.01.1. Request for monthly automatic payments
 - 3.01.2. Digital Media Options
 - 3.01.2.01. Current Vendor
 - 3.01.2.02. New Vendor
 - 3.01.2.03. In-house
 - 3.02. Summer Ice/Fall Ice
 - 3.03. Ice contracts
 - 3.03.1. RYHA
 - 3.03.2. High School/Locker Rooms
 - 3.04. Annual Ice Allocation Policy
 - 3.05. Hockey Weekend Across America
4. PRESENTATIONS
 - 4.01. Royals Face Off Booster Board Update
 - 4.02. RYHA Board Update
5. OTHER BUSINESS
6. CORRESPONDENCE
 - 6.01. Facility Update
 - 6.01.1. Concessions Report
 - 6.01.2. Advertising Report
 - 6.01.3. Equipment Sale
 - 6.01.4. Floor x-ray
7. ADJOURN

NEXT MEETING:

August 3rd 6:00PM

Rogers Activity Center
21080 141st Ave N
Rogers, MN 55374

MINUTES

City of Rogers Arena Commission
21080 141st Ave North
Rogers, MN 55374

June 1, 2009 – 6:04 P.M.

CALL TO ORDER and PLEDGE OF ALLEGIANCE: In attendance: Mayor Jason Grimm, Councilor Jay Bunting City of Rogers; Al Bistodeau, Booster Club; Jon Liesmaki, Member-At-Large; John Seifert, Mike Bauer City of Rogers.

1. SET AGENDA: As Submitted.
2. CONSENT AGENDA
 - 2.01. Approval of Minutes: As submitted.
3. GENERAL BUSINESS
 - 3.01. Capital Campaign/Advertising Update: Discussion of potential naming rights, and past attempts. An update on digital media in the RAC was given, all current digital advertisers will be contacted and Mike will bring options to next meeting. The City attorney will give his opinion on the best way to collect.
 - 3.02. Jr. Team Inquiry: Minutes before the meeting Mike received notice that the Jr. Team signed on for another year at their current arena at a well below metro area ice rates. The consensus was that staff should continue to refine the possibility of hosting a Jr. Team to be ready in case the opportunity arises again.
 - 3.03. Equipment Sale: Looking at forming an equipment sale and vendor showcase in August that would allow people to sell their equipment for a fee for one day at the arena and allow current advertisers at the RAC to set up booths to promote their businesses.
 - 3.04. Summer Ice: Friday night open skating has been added for the summer season, the summer sales have picked up and we should be on par with last year for number of hours sold.
 - 3.04.1. 3 on 3: Al and Mike will request that 3 on 3 information be sent out again to RYHA members.
 - 3.04.2. Tournaments: Looking for interest on summer fund raising tournaments.
 - 3.05. Fall Ice
 - 3.05.1. Start Date: Still waiting for fall ice schedule.
 - 3.05.2. Facilities Committee Update: Staff has submitted issues relating to the RAC to be discussed no update available. Mike will follow up on the status of a petition from last season.
 - 3.06. July Meeting Date: July meeting is now scheduled for July 13th.
4. PRESENTATIONS
 - 4.01. Royals Face Off Booster Board Update: 3 on 3 registrations coming in for adults, youth are slower. Still in transition and will be until closer to season.
 - 4.02. RYHA Board Update: No Report.
5. OTHER BUSINESS
6. CORRESPONDENCE
 - 6.01. Facility Update
 - 6.01.1. Concessions Report: Submitted.

6.01.2. Advertising Report: Submitted.

6.01.3. Annual Ice Allocation Policy: Submitted, please have suggestions at next meeting.

7. ADJOURN 7:01pm

NEXT MEETING:

July 13th 6:00PM

Rogers Activity Center
21080 141st Ave N
Rogers, MN 55374

City of Rogers, MN - Parks and Recreation

Sales Analysis - Item Level

Tran Date 1/1/2009 to 6/30/2009 / << All Locations >> / Sources: POS

Department	Net Qty	% Qty	Net Sales \$	% Sales	Cost of Sales	Gross Margin \$	Gross Margin %	% of Gross Margin
RAC	18,817	100.00	37,302.75	100.00	8,858.39	28,444.36	76.25	100.00
Admission	1,459	7.75	8,359.00	22.41	0.00	8,359.00	100.00	29.39
Open Hockey	1,459	7.75	8,359.00	22.41	0.00	8,359.00	100.00	29.39
Open Hockey Ad	542	2.88	3,794.00	10.17	0.00	3,794.00	100.00	13.34
Open Hockey Po	164	0.87	1,148.00	3.08	0.00	1,148.00	100.00	4.04
Open Hockey W	135	0.72	945.00	2.53	0.00	945.00	100.00	3.32
Open Skating	618	3.28	2,472.00	6.63	0.00	2,472.00	100.00	8.69
Concessions	16,544	87.92	26,094.75	69.95	8,596.94	17,497.81	67.05	61.52
Beverage	8,659	46.02	13,950.00	37.40	4,854.03	9,095.97	65.20	31.98
Bottle Beverage	4,312	22.92	7,470.50	20.03	3,104.64	4,365.86	58.44	15.35
Cappicunno	761	4.04	1,141.50	3.06	338.04	803.46	70.39	2.82
Coffee	1,288	6.84	1,932.00	5.18	514.81	1,417.19	73.35	4.98
Energy Drink	61	0.32	152.50	0.41	81.13	71.37	46.80	0.25
Hot Chocolate	1,276	6.78	1,914.00	5.13	484.88	1,429.12	74.67	5.02
Refill	204	1.08	204.00	0.55	54.22	149.78	73.42	0.53
Slush	757	4.02	1,135.50	3.04	276.31	859.19	75.67	3.02
Food	7,885	41.90	12,144.75	32.56	3,742.91	8,401.84	69.18	29.54
Candy	1,974	10.49	1,974.00	5.29	710.64	1,263.36	64.00	4.44
Cheese Curds	4	0.02	14.00	0.04	8.00	6.00	42.86	0.02
Chips	557	2.96	417.75	1.12	122.54	295.21	70.67	1.04
Cookie	615	3.27	922.50	2.47	356.70	565.80	61.33	1.99
Dough nut-Roll-	450	2.39	450.00	1.21	180.00	270.00	60.00	0.95
Hot Dog	1,017	5.40	1,958.50	5.25	488.16	1,470.34	75.07	5.17
Jerkey	56	0.30	42.00	0.11	12.32	29.68	70.67	0.10
Mini Donuts	192	1.02	671.50	1.80	384.00	287.50	42.81	1.01
Nachos	499	2.65	1,247.50	3.34	379.24	868.26	69.60	3.05
Pain Reliver	13	0.07	13.00	0.03	0.91	12.09	93.00	0.04
Poporn Small	952	5.06	1,904.00	5.10	228.48	1,675.52	88.00	5.89
Pretzel w/Chees	1,168	6.21	2,336.00	6.26	817.60	1,518.40	65.00	5.34
Taffy	388	2.06	194.00	0.52	54.32	139.68	72.00	0.49
Equipment Rental	356	1.89	609.00	1.63	0.00	609.00	100.00	2.14
Rental	356	1.89	609.00	1.63	0.00	609.00	100.00	2.14
Skate Aid	103	0.55	103.00	0.28	0.00	103.00	100.00	0.36
Skate Rental	253	1.34	506.00	1.36	0.00	506.00	100.00	1.78
Passes & Cupons	193	1.03	864.00	2.32	0.00	864.00	100.00	3.04
Punch Card	193	1.03	864.00	2.32	0.00	864.00	100.00	3.04
Open Hockey Pu	11	0.06	660.00	1.77	0.00	660.00	100.00	2.32
Open Skate Pun	6	0.03	204.00	0.55	0.00	204.00	100.00	0.72
Punch	176	0.94	0.00	0.00	0.00	0.00	0.00	0.00
Proshop	265	1.41	1,376.00	3.69	261.45	1,114.55	81.00	3.92
Item	86	0.46	348.00	0.93	93.45	254.55	73.15	0.89
Dry Erase Marke	2	0.01	4.00	0.01	2.60	1.40	35.00	0.00
Helmet Repair K	4	0.02	24.00	0.06	9.40	14.60	60.83	0.05
Laces	9	0.05	36.00	0.10	11.70	24.30	67.50	0.09

City of Rogers, MN - Parks and Recreation

Sales Analysis - Item Level

Tran Date 1/1/2009 to 6/30/2009 / << All Locations >> / Sources: POS

Department	Net Qty	% Qty	Net Sales \$	% Sales	Cost of Sales	Gross Margin \$	Gross Margin %	% of Gross Margin
Mouth Guard	25	0.13	100.00	0.27	8.75	91.25	91.25	0.32
Stone	3	0.02	12.00	0.03	5.10	6.90	57.50	0.02
Tape	43	0.23	172.00	0.46	55.90	116.10	67.50	0.41
Service	179	0.95	1,028.00	2.76	168.00	860.00	83.66	3.02
Skate Sharpen	167	0.89	668.00	1.79	0.00	668.00	100.00	2.35
Stick Fix	12	0.06	360.00	0.97	168.00	192.00	53.33	0.68
Grand Totals	18,817		37,302.75		8,858.39	28,444.36	76.25	

Advertiser	Type	Status	Billing Option	Hanging Date	Pending Payment	Location Payment
Cheryl Helwig	Dasher	Hanging	Annual	8/23/2007		\$1,255.00
Davanni's	Dasher	Hanging	Full	8/23/2007		\$3,389.00
Fairview Orthopedic Sports	Dasher	Hanging	Full	9/6/2007		\$3,389.00
Denny's	Dasher	Hanging	Full	9/25/2007		\$3,389.00
Sporting Goods	Score Board	Hanging	Annual	11/1/2007		\$1,560.00
North Memorial	Score Board	Hanging	Annual	11/1/2007		\$1,092.00
Sellers Advantage	Dasher	Art	Annual			\$878.50
Northwest Family Physicians	Dasher	Hanging	Full	12/18/2007		\$2,900.00
Northwest Family Physicians	Dasher	Hanging	Full	12/18/2007		\$2,900.00
Duane's Flooring	Dasher	Hanging	Annual	11/28/2007		\$878.50
Advanced Aquarium	Dasher	Hanging	Annual	12/12/2007		\$878.50
Re/Max	Dasher	Hanging	Annual	1/10/2008		\$878.50
Linda's Café	Dasher	Hanging	Annual	12/12/2007		\$878.50
Hampton Inn	Dasher	Hanging	Annual	2/20/2008		\$878.50
Super 8	Dasher	Hanging	Annual	5/6/2008		\$878.50
Turtle Cove Dental	Dasher	Hanging	Annual	6/2/2008		\$878.50
REACH	Electronic	Hanging	Annual	8/8/2007	\$2,000.00	
RJM Construction	Dasher	Hanging	Full	6/2/2008		\$2,635.50
Scharber and Sons	Dasher	Hanging	Annual	1/30/2009	941.24	
					\$2,941.24	\$29,537.50