

Old Orchard Beach Ballpark Commission

Meeting Minutes – October 3, 2012

I. Call to order

Chair Furtado called this regular meeting of the Old Orchard Beach Ballpark Commission on October 3rd, 2012 at the Ballpark Clubhouse at 6:32PM.

II. Roll Call

Present are: Dana Furtado, Jerome Plante, Robin Dube, Lucien Huot, Linda Mailhot, Kris Fish and alternate Robert Rings. Audience members Charlie Taylor, Pat Carter, and John & Pam Gallo in attendance.

III. Acceptance of Minutes from August 1st Meeting

Mr. Fish made a motion to approve the minutes. Mrs. Dube seconded the motion. All were in favor.

IV. Old Business

A. Policy & Procedures – Mr. Rings asked if everyone had reviewed the Policy & Procedures document that was sent out. Mrs. Mailhot said the statement pertaining to the right of first refusal and the phrase “must be contacted” will probably be cumbersome for a volunteer. Mr. Fish agreed. Mrs. Mailhot said perhaps change “must” to “may”. John Gallo said their tentative dates for next season are 6/6 – 8/8 including tournaments. Mr. Furtado said he will get with OOB365 & the American Legion and then get with the Gallos in order to get their schedule set. John Gallo said they have better attendance on games played Monday through Thursday then they do on the weekends. Mr. Rings to strike out that sentence about the exception. Mrs. Mailhot suggested perhaps it would be nice to have something on the field usage request form regarding the estimated number of participants/spectators. Mr. Furtado said he would like to have something on the form about expecting them to advertise and market their event so they don’t expect the Town to do it. Mrs. Mailhot said perhaps a statement on the form about the Town not being responsible for advertising or marketing this event would be best. Regarding the fee schedule, Mr. Fish said the day double-header should be \$200 and the day/night double-header should be \$350. A day triple-header fee should be \$325 and the day/night triple-header should be \$475. How about a price for four games - \$550. John Gallo said The Ballpark should have someone that is trained on using the PA equipment. Mr. Fish said that the PA equipment should be operated by The Ballpark staff if we make that available at an extra

charge for events. Mr. Rings asked what an hourly charge might be for that usage. Perhaps \$25 per hour. What would use of the ticket booth be worth - \$50. John Gallo said that whenever there is an event at The Ballpark there should be a representative from The Ballpark/the Town to make sure the facility is being used responsibly. Pat Carter said she understands not being able to pay someone to be there but doesn't feel that it is right to ask the concession workers to be the only point of contact. Charlie Taylor said she would like to see something on the form that asks what time they are planning on setting up for their event. Charlie Taylor requested that when the calendar is made up if the concession stand is needed for that event for there to be a way to make note of that on the calendar. Regarding the Media Guide, Mr. Rings said he put this together previously with various media contacts. The Ballpark phone number is 207-205-6160. The Ballpark phone number, email and website should be on there. Mr. Rings said to please look at The Ballpark Commission Database. The results of the survey have been with Sharri who volunteered to help him put the results together but she has been too busy. He will get that information back from her and finish it. Regarding the patrons/fans comments, he received approximately 45 surveys back. Regarding a security deposit, it is too much of a hassle to collect and refund money for this.

B. Cancellation Policy – No refunds.

V. Individual Commissioner Updates

A. Robin Dube – Mrs. Dube said she had nothing to report.

B. Linda Mailhot – Mrs. Mailhot apologized for not being able to spend time on the website project.

C. Lucien Huot – Mr. Huot said he is turning his resignation in next week. He doesn't feel that he has any positive input that he can put it in. He said he is getting tired but will still plan on coming to some of the meetings.

D. Mr. Fish – Mr. Fish had nothing to report.

E. Mr. Rings – Mr. Rings had nothing to report.

F. Mr. Furtado – Mr. Furtado said that he sent everyone an email about getting a \$1,000 donation from Bernstein, Shur. This is a result of the letters that he sent out. He said that he thinks we may get another one from Wright-Pierce soon, but he's not sure how much. Regarding the lights, Tommy Lachance has someone that is willing to take one of the light posts and replace all of the bulbs and the ballasts, but the price is \$9,000. The thought is to take the good bulbs and ballasts from another post to make one good one. John Gallo asked if they were high-efficiency bulbs. Mr. Furtado said he believes so, but he's not sure. John Gallo said he will volunteer to contact CMP and find out what that would do to the power bill. He said he will see if they might be willing to

change out all of the bulbs and then spread those costs across the electric bills for a period of say 20 years. Mr. Furtado said he spoke to Chris Hall regarding the money that he was going to give to The Ballpark. He told him he wanted that money to be used for player safety, fan safety and then infrastructure such as infield tarps. Another suggestion was making the skyboxes bigger in order to increase revenues. Mr. Furtado said he was looking at the numbers and the power bill was much higher – not exactly sure why. He also noticed that we were paying staff 10 hours a game. There is money that was spent during the previous fiscal year but because the bill was not paid until this fiscal year is showing up in the current figures. The \$1,500 & \$1,000 that was paid for the cribbing came out of this year's budget even though it was for last fiscal year. We need to sit down with the Town on a regular basis and go through all of that information to make sure that it is being accounted for properly. Mr. Furtado said that Jim Doran sent an email regarding his concerns about his concerns about the bathrooms. The reason we have a porta pottie goes back to a long time ago when he agreed to do it. Tommy Lachance is working on a list of some needs/upgrades that will be prioritized. He has scheduled the winterizing of the system & aeration. Dave Domingos is coming to do the last treatment. Charlie Taylor said there is no hot water in the concession stand. Mr. Furtado said we are out of propane. He further stated there were 83 baseball events and 2 non-baseball events for July through September. The dog show wants to re-book for next year. The POW/MIA events wants to re-book for next year. Mr. Furtado said he was at the council meeting regarding The Ballpark and Robin Dayton had some questions regarding revenue. He wasn't prepared to talk about that after seeing the numerous errors on the accounting reports. He stated that Michael Coleman wanted to know about concession revenue, and he didn't have that information.

VI. New Business

None.

VII. Fields & Facilities Update

Tommy Lachance was not present to speak about this other than Mr. Furtado stating earlier that things have been scheduled for the winterization, aeration, etc.

Charlie Taylor said she needs hot water to clean the concession stand. She is planning on sending left-over soda and un-opened packages of food back to the vendors for credit. John Gallo asked if anyone knew how the Gray Sox game went. Mr. Furtado said that no marketing was done for the event so the attendance was very low. He will sit down with Jason Webber and get the figures. John Gallo said at the beginning of the year he got a business license and a liquor license and State approval for the facility. He said that was only good for the term of his lease. He said the health inspection license that listed the baseball team has not been valid since their lease ended on 7/31. The town applied for it

but not sure if anything ever happened with that. Next year you have to make sure that the Town has the right licenses after the Raging Tide lease expires. The health inspector said he can do one inspection to cover both. Mr. Rings said at a previous meeting we talked about taking credit cards. Mr. Furtado said the town had a problem with the credit card merchant fees.

VIII. Good & Welfare

John Gallo said he needs a schedule by 11/2 but knows that you need some time to figure out what other events there will be and when those will be. Regarding the aerial photo of the ballpark, John Gallo said he found out that the town has the rights to use the photo. He needs The Ballpark Commission's permission to use it. He further stated the contract has a provision for a third year and he would like to go ahead and start on that as soon as possible. That year would mark the 30th anniversary of the facility. Perhaps we can clean up that other building and make a temporary exhibit there. The changes he would like to the contract would be to remove the clause for a security deposit (since we should know he is good for that) and for games after 7/31 the town will run the concession stand but they want 25% of the sales. He asked why he should give 25% of his concession revenue for non-Raging Tide games to the town but not get the reciprocal of that. He will send a request for the next agenda. He wants a copy of the Pepsi agreement as they did not get a copy of it. The league has gone with a new energy drink supplier and the league wants them to sell it. He needs a copy of the Pepsi agreement showing that he cannot sell any other energy drink. Regarding surveys, they have done a lot of surveys of people who have come to The Ballpark. How about people who don't come to The Ballpark. Perhaps someone could go downtown while a game is being played and find out why people aren't there. On the skyboxes, yes please renovate the skyboxes as they are being marketed & sold. Mr. Furtado said that Bill Robertson told him his guys would make the plywood covers for the winter into a type of shutter that opens up. The Ballpark just has to pay for the materials. John Gallo said the flooring in many of those boxes needs to be fixed as well as some seats. He has spoken to King Weinstein about building a luxury skybox that would have flat screen TVs inside with seating inside and outside. He stated he would do it and then use it for the first year and donate it to the facility. John Gallo said beer did not make enough to pay for the cost of the product. They sold maybe 50 per game. It needs to be in the stands to be more successful. The circuit breakers in the building are off when they come. They come when it is dark and they need to get down to the breaker box to turn the power on so he can have lights. Can we leave one light on so they can find their way to the breaker box? He was at a meeting today and there were some exhibition teams that travel around the world and play. There is a Korean team that travels. In late June the Korean/Japanese group will be in Portland but they can't fill all of the dates. He would want help with the advertising and to see if he can get hotel rooms at the end of June.

The official meeting date is now the first Wednesday of the month.

IX. Adjournment

Meeting adjourned at 9:36PM. Mr. Huot made a motion to adjourn and it was seconded by Mrs. Mailhot.

Minutes submitted by: Linda Mailhot, Secretary