

**TRI-TOWNSHIP ARENA
THURSDAY AUGUST 10, 2023
MINUTES**

PRESENT:

Strathroy-Caradoc:	Councillor Sandi Hipple Deputy Mayor Mike McGuire Joel Van Bynen Councillor Bryan Derbyshire Terry Whelan
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Chippewa:	Councillor Gene Hendrick
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Manager/Coordinator:	Steve Dausett
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Absent:	Myles French
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Guest:	
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AGENDA

- The agenda was reviewed by the Board with the addition of Bulldog's appointment @ 7:30pm,

Moved by: J Van Bynen

Seconded by: T Whelan

That the Board approve the agenda as presented.

Carried:

DECLARATION OF PECUNIARY INTEREST: None

MINUTES

- The Board reviewed the minutes of the June 8, 2023 meeting.

Moved by: T Whelan

Seconded by: S Hipple

That the Board accept the June 8, 2023 minutes as printed and circulated

Carried:

BUSINESS ARISING:

- Note there was no July meeting due to a quorum being unavailable

FINANCIAL REPORTS - JUNE:

- The Board reviewed the financial reports:
 - Accounts Receivable – June 30, 2023
 - Balance Sheet – June 30, 2023
 - Profit & Loss – June 2023
 - Budget vs Actual – January to June 2023
 - Bank Reconciliation- Operation and Savings – June 2023
 - Bank Balances at July 6, 2023

Moved by: J Van Bynen

Seconded by: B Derbyshire

That the Board approve the Financial Reports as presented.

Carried:

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ACCOUNTS - JUNE:

- The Board reviewed the accounts payable from June 9 to July 6, 2023 in the amount of \$20,925.53

Moved by: J Van Bynen

Seconded by: S Hipple

That the Board approve the accounts as presented in the amount of \$20,925.53.

Carried:

FINANCIAL REPORTS - JULY:

- The Board reviewed the financial reports:
 - Accounts Receivable – July 31, 2023
 - Balance Sheet – July 31, 2023
 - Profit & Loss – July 2023
 - Budget vs Actual – January to July 2023
 - Bank Reconciliation- Operation and Savings – July 2023
 - Bank Balances at August 8, 2023

Moved by: J Van Bynen

Seconded by: T Whelan

That the Board approve the Financial Reports as presented.

Carried:

ACCOUNTS – JULY:

- The Board reviewed the accounts payable from July 7 to August 8, 2023 in the amount of \$37,888.09

Moved by: J Van Bynen

Seconded by: S Hipple

That the Board approve the accounts as presented in the amount of \$37,888.09.

Carried:

APPOINTMENTS: Andy Friyia, President of the Mount Brydges Bulldogs Jr C Hockey Club

- Andy gave the Board a brief background on himself along with his involvement with the Bulldogs
- Andy was seeking approval from the TTA Board to allow the Bulldogs to have alcohol sales during their games.
- See attached presentation (at end of minutes)

Moved by: M McGuire

Seconded by: S Hipple

That the Board refer the request back to the Bulldogs for further information.

Carried:

CORRESPONDENCE:

- BDO Canada LLP – Audit Report to the Board of Directors

Moved by: J Van Bynen

Seconded by: M McGuire

That the Board acknowledge receipt of the TTA 2022 Audited Financial Statements from BDO Canada LLP.

Carried:

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Manager/Coordinator Report:

- **Bookings**
 - Dry floor usage for the month of June 84 hours and for the month of July 85 hours.
- **Operations**
 - Roller Hockey has finished their season on August 3th and Ladies Ball Hockey finished up on August 9th. The Roller Hockey Association started removing their sports floor this evening and will finish up Friday evening if necessary. We will begin the ice installing process the week of August 14th.
 - Quotation from Cimco Refrigeration for supply only of 4 Parker expiring safety pressure relief valves \$1,545.75. This is a TSSA code requirement for replacement every five years. These valves to be installed by Cimco on start-up of the ice plant.

Moved by: J Van Bynen

Seconded by: S Hipple

That the Board accept the quotation from Cimco for supply of 4 pressure relieve valves.

Carried:

- Update on roof leakage reports from Garland Canada were discussed.

Moved by: M McGuire

Seconded by: S Hipple

That the Board refer back to Rob Lilbourne for comment as the Municipality handle this project under a grant application.

Carried:

- The Automated External Defibrillator had is annual inspection completed by Middlesex London EMS as well the pads were replaced as they had expired.
- The backflow assembly test has been completed by Best Plumbing to meet the requirements of the Strathroy-Caradoc Cross-Connection Control Program.
- Received a request from a representative of Pixellot. They have entered into an agreement PJHL and their teams (Bulldogs) to put cameras in the facility. The purpose of the cameras are to broadcast games. They are asking me to complete a site survey. They also supply a link to the installation guide for so we have an idea of the system setup. I informed the representative that the TTA Board would need to approve any alterations or and installation of equipment to the facility. At this point the Bulldogs have not reach out to me in regards to this proposal. The Board decided not to proceed at this time until the Bulldogs have made a formal request to do so.

- **Concession**

- The rental agreement for the concession area was discussed and the agreement to remain unchanged for the 23-24 season.

- **Staff**

- Five members of staff have successful completed the First Aid Course CPR/AED thru Middlesex London EMS

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- The manager recommended an annual COLA increase for the 3 facility operator's effective with the September 4, 2023 pay period. This recommended increase was budgeted in the 2023 operating budget.

Moved by: B Derbyshire

Seconded by: M McGuire

That the Board approve the recommendation for facility operator's annual COLA increase.

Carried:

Moved by: S Hipple

Seconded by: M McGure

That the Board accepts the Arena Manager's June/July report.

Carried:

NEW BUSINESS: None

ADJOURNMENT

Moved by: B Derbyshire

Seconded by: M McGuire

That the Board adjourn to meet again Thursday, September 14, 2023 at 7:00 pm, unless called sooner by the Chairman.

Carried:

Originally signed by – Gene Hendrick
Chair

Originally signed by – Steve Dausett
Recording Secretary

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Bulldogs Presentation:

A little about Me. Andy Friyia President of the Mt Brydges Bulldogs

- Born, raised, and played all my hockey in Sault Ste Marie
- Graduate from Radio College of Canada Class of 86
- Minor Coach starting in 1987 Highlights 4 Alliance and one OHF Championship
- Began my junior coaching career with Belmont in 97/98 moving to the Exeter Hawks 99/01
- Joined the Bulldogs in 2002 as GM but went on to serve until 2006 retiring with two young children at home. I was invited back in 2016 to serve as the DOHO and eventually, President.
- I am a 30+ year insurance professional first licensed May 5, 1992, and receiving designations of CAIB & CRM. During my career, I have worked as a Producer, Manager and Brokerage Owner before selling my office in St Thomas and moving to the insurer side bringing a marine insurer PMU to Eastern Canada as their Vice President until retirement September 2017. I went on to help fellow insurance professionals until October 2019 when I opened FCI (Friyia Consulting International)
- Currently
- APOLLO INSURANCE AGENCY LTD. O/A APOLLO Coast to Coast
- DREAM INSURANCE BROKERS INC. Ontario
- MILLENNIAL SPECIALTY INSURANCE, LLC Ontario West to BC
- GUARDIAN CREDIT RISK MANAGEMENT INC. Ontario
- EXPERIA GROUP INSURANCE BROKERS INC. Ontario & Alberta
- Approved Casualty and Surety Licensing across Canada
- Safely.com LLC Currently licensing across Canada.
- Phoenix Underwriting Contracting to license across Canada.
- Ai Insurance Organization. Franchises, Mergers and Acquisition

Research and Preparation:

- It is my understanding that this board's pain issue with alcohol sales is for lack of a better term, appetite for youth seeing adults drinking Alcohol. The solution is age restricted area. Further, from an area can't be viewed from the unrestricted area, pour drinks into a red solo cup.
- Gather data: Polled PJHL partners show that alcohol sales are a substantial part of their teams revenue. Understand regulations: Remain compliant with Strathroy Caradoc and this board. Further, transfer risk of TTA to our
- Hockey Canada \$5MM liability policy by way of a certificate of insurance (COI)

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2. Identify Benefits:

- Revenue generation: It is fact that Beer sales drive the gate and the gate drives beer sales. Fact, 50 additional fans having three beer can add \$20,000 to our revenue. Considering the future of our board revenue, this is critical.
- Enhanced fan experience: Addition of beer sales adds to our value proposition by enhancing the overall experience for our fans and making the Bulldogs game as attractive as possible compared to the offering in downtown London..
- Competitive advantage: There were two teams that didn't have beer sales in our league last season. I understand that this upcoming season, there will be one. In a game where a stick is \$300, skates can be as high as \$1200, and teams playing players, this revenue stream levels the playing field this season and many to come.

3. Address Concerns:

- Responsible service: The Bulldogs bartending team has 6 people with Smart Serve. This includes all of the rules and regulations as set out by the Province of Ontario
- Security and safety: Bulldogs board and volunteers will be visible and available in the 19+ zone
- Crowd control: As needed, staff further volunteers as needed. Hiring security for know largely attended games. ie: games vs. Rivalries and playoff games.

4. Develop a Detailed Proposal:

- Layout: See Blueline Zone Map
- Financial projections: Proceeds will go to team expenses and construction of the new facility in the new rink.
- Operational plan: As set out by Speakout

5. Engage Stakeholders:

- Collaborate with the hockey team: Bulldogs executive, staff and volunteers in full support. A great number of fans are in support

6. Questions and Answers:

7. Flexibility and Adaptability:

- If the board has concerns or suggestions, be willing to adjust your proposal to accommodate their feedback.
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8. Transfer of Risk

Further, transfer risk of TTA to our Hockey Canada \$5MM liability policy by way of a certificate of insurance (COI)

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