



I am pleased to report that 2018, in our 10th year of operation, we had another successful year with a small profit before depreciation of assets were taken into consideration.

Some of the highlights of 2018 included our second annual Killick Coast Concert Series which featured The Red Headed Coffee Shop Girl, Up & Comers Evening, Pub Night, 10th Anniversary Kick-Off Concert, children's entertainer Terry Reilly and Hank Williams Tribute featuring Ryan Cook. The series was well attended and we are looking forward to our third annual series in 2019 with an equally exciting lineup. I ask that the Board continue to make an effort to attend these events and encourage friends and family to join you as well.

2018 also brought about the publication of our second annual Activity Guide with approximately \$6500 in advertising sold. The booklet was once again distributed to 5000 households on the Northeast Avalon. The third edition was published in March 2019.

As in previous years, 2018 was busy both on and off ice. There were an average of 85 hours of ice time utilized on a weekly basis and we hosted a wide variety of other events such as tradeshow, craft fairs, Graduations and smaller events. These 'special events' continue to be a positive revenue generator and increase the number of residents visiting our facility. The net gain from special events for the 2018 year was \$46,000. Many of the same events have been rebooked for 2019.

We continue to work with ice time clients to limit the negative effect of canceled ice time. Most user groups were aware of cancelled ice time for the fall/ winter season in August, and had little or no other interruption in their schedules. All groups were aware of major schedule disruptions by September. Based on the fact that none of the owner

towns has budgeted for operating subsidies for the facility in 2019 all groups should expect similar disruptions in the coming year.

In 2018 "Off season ice time" including three summer hockey schools and figure skating camp, made up 9 weeks of summer activity which were very important to our overall operation.

During the past year, Staff was offered opportunities to further their knowledge in the business by attending training courses, workshops and recertification. These opportunities will continue to be offered in the coming year.

Heading into 2019 I would encourage the board to have JBRSEC owners focus on three major projects:

- A. Try to have a second exit to connect to Torbay Road.
- B. Acquire the adjacent land to expand the parking lot in the event of a second ice surface.
- C. Continue the effort to have a second ice surface.

I will conclude by thanking the board and staff for their support throughout 2018 and look forward to a successful 2019.

Respectfully submitted,

Lorne Tucker
Facility Manager
JBRSEC