



Annual General Meeting  
Year Ending December 31, 2019  
Manager's Report

2019 has turned out to be our most difficult year financially. Some of the reasons for this includes a decline in 2019 Summer ice rentals of \$32,000 versus 2018 summer rental. We were fortunate to gain three weeks of ice rental in 2018 from a skating and hockey school that came our way on a one time basis.

Revenue from the community room was down by \$18,000 mainly from a Chase the Ace event over a number of months in 2018, that wasn't there in 2019. Other expense items that stand out contributing to the loss are (a) approx. \$10,000 increase in repairs and maintenance and I believe this is a trend that will continue in the coming year, simply due to the age of the building (b) fees paid for consulting of approx. \$8000 that was related to the Second Ice Pad proposal and (c) a one time contribution of approx. \$8500 charged to severance. This is a result of a full time employee meeting the criteria to be severance eligible on retirement.

The other area that contributed to 2019 losses fall under our events. While a quick look at revenue and expense related to events appears favorable, it's mainly the trade shows that account for the profit and the entertainment resulted in a loss. A few years ago, we agreed to make investments to grow this side of our business and while 2019 resulted in a loss for this sector, I believe we have made progress and our facility has gained recognition throughout Canada as a venue for top artists.

During the year, the schedule outside of ice usage included the following. In all there were 15 special events covering 32 days:

AGD Tradeshow	Milestone Mega Market
Heather Rankin Concert	Bump, Baby & Family Expo
One Night with Conway Twitty	Gonzaga Prom
Up & Comers Showcase	MUN Engineering Graduation
Center of Nursing Studies Graduation	College of North Atlantic Convocation
Killick Coast Country Fair	Pub Night
Cowboy Christmas	

To help get the facility back on a stable financial footing there are a number of areas we will need to address. For the 2019-2020 ice season, the Board has already approved a \$10.00 per hour ice rental increase and that would amount to \$17,000- \$18,000 over 22 weeks. We presently show around \$28,000 from advertising revenue and maybe we can develop a strategy to increase revenues from that source.

The biggest question facing us now is when we will get back in operation and what will operation look like during the COVID-19 era. In regard to this we are already working on proposals to be presented to Provincial Government in preparation for Alert Level 2 re-opening.

I know you are all aware that during the last year we lost one of our staff members, Paul Whelan passed away after a short battle with cancer. I want to acknowledge the contribution that Paul made to our operation in his time here. He will always be missed by all of us.

To keep his memory alive, within our building, we have purchased a trophy for NEMHA to be used on an annual basis.

I would like to thank the outgoing chair and board members who will not be returning for their contributions over the past years and offer a thank you to new board members who have offered themselves for the next two years.

Respectfully submitted,

Lorne Tucker  
Manager, JBRSEC