

CASTLEREAGH BOROUGH COUNCIL

Minutes of the proceedings of the Leisure Park Board held, in committee, in the Board Room at Dundonald International Ice Bowl on Monday 19 November 2007 at 6.15 p.m.

PRESENT: Ms J Bunting

COUNCILLORS: J Beattie
M Long
J Spratt (from 6.15 p.m. until 8.00 p.m.)
J White

IN ATTENDANCE: General Manager Leisure & Marketing, PR & Marketing Manager, Business Manager, and Assistant Members' Services Officer.

APOLOGIES: Apologies were received from Councillors Mrs Chambers, Drysdale, Hanvey, Henderson and Robinson.

LPB/2007/244: MINUTES OF LEISURE PARK BOARD MEETING

RESOLVED: - Members authorised that the minutes of the Leisure Park Board meeting, held on 15 October 2007 and Special Leisure Park Board meeting held on 5 November 2007, be accepted as a true and accurate record, subject to the following amendment:

- Minute ref: LPB/2007/229 (October meeting) - delete all text leaving the heading and minute number.

MATTERS ARISING

LPB/2007/245: FGS MCCLURE WATTERS – CONSULTATION LIST

The General Manager circulated a copy of the proposed consultation list, which had previously been forwarded to Members via e-mail. He reported that FGS McClure Watters had advised that in order that the Economic Appraisal would meet Green Book standard, a certain amount of consultation was necessary.

Members perused the consultation list and the proposed questions and following detailed consideration, it was subsequently

RESOLVED: - Members of the Board

- (a) authorised that FGS McClure Watters could commence consultation with the following stakeholders, and also approved the proposed questions as suggested by FGS McClure Watters

- Castlereagh Borough Council (Economic Development Officer & Sports Development Officer)
 - Public Bodies (DETI/DCAL/NITB/SEELB)
 - SPORT NI
 - Belfast Giants
 - Northern Ireland Ice Hockey Club
 - NI Ice Skating Association
 - NI Ten Pin Bowling Federation
- (b) agreed not to proceed at this stage in the Economic Appraisal process consultation with the Titanic Quarter and the Planning Service.

REPORT FROM THE BUSINESS MANAGER

LPB/2007/246: TRADING ACCOUNTS FOR THE PERIOD 1 APRIL 2007 - 31 OCTOBER 2007

The Business Manager took Members through the detail of the Trading Accounts to the end of period 7. She advised Members that the Ice Rink Closure had adversely affected figures during this period prior to it re opening. The Officer confirmed that the business interruption claim had now been submitted to the Council's insurance company.

The Business Manager highlighted that there had been a large amount of one off expenditure which included repairs to the ice pad, upgrade of the AMF system in the bowling centre and the erection of steel doors and new gates at the side of the building, this unavoidable expenditure had also adversely affected figures.

The Business Manager advised that the income figures to date for November were currently 9.6% behind the same period last year, however, stressed that it was hoped that income figures would now recover for the remainder of the month, particularly as the weather had turned damper and colder.

Noted.

REPORT FROM THE DIRECTOR OF LEISURE SERVICES

In the absence of the Director of Leisure Services, the General Manager took Members through the contents of the Director's report.

LPB/2007/247: GRANDSTAND SEATING

The General Manager drew Members' attention to the update report on the Grandstand Seating. He advised that as instructed at a previous meeting he had discussed the proposal in respect of the grandstand seating with the Hanwood Social Economy Worker, with a view to establishing a community business. Members then referred to the report, which detailed the proposals

aimed at taking the project forward, including details of a proposed profit share arrangement.

Members discussed the report in detail and raised a number of concerns regarding the proposal. They felt it was difficult to consider the full contents of the new proposal without firstly comparing it with the original report, which was tabled in February 2007 this detailed the original arrangement with DIIB staff erecting the seating.

Following detailed consideration it was

RESOLVED: - Members of the Board deferred further discussion on the Grandstand Seating Proposal to the December meeting of the Board, to enable Members to be forwarded both the original report from the General Manager (February 2007) and the new proposal tabled at tonight's meeting.

LPB/2007/248: LONGSTONE SCHOOL

The General Manager advised Members that a letter had been received from Longstone School requesting the hire of the Grandstand Seating at their annual Christmas Show. He continued that last year the Board had approved the hire at a reduced rate to cover staffing costs, however, he reminded Members that since April 2007 all requests for the seating had been declined, as per discussion in the previous minute.

Members discussed the request and following detailed consideration it was

RESOLVED: - Members authorised the General Manager to advise the representative from Longstone School that the Grandstand Seating was not currently available for hire, but as a gesture of goodwill to the school, the Board had unanimously agreed to give a one-off donation of £1000.00 towards alternative seating arrangements for their annual Christmas Show.

LPB/2007/249: FUN VALLEY EQUIPMENT

The General Manager advised that at the May 2007 meeting of the Board it had been agreed that one of the bouncy castles could be sold to Community Services at a cost of £800.00 (approximately 1/3 of the original purchase price). He continued that another request had now been received from Community Services to purchase a second bouncy castle at a cost of £800.00. The Officer continued that the only remaining bouncy castle had originally cost £4300.00 net. He suggested that it might be pertinent for Members to defer any decision on future sales until the outcome of the Economic Appraisal, as it may be possible that this could be used in the event of a refurbishment/rebuild.

Members agreed that no decision should be made at this stage and agreed with the Officer's recommendation to alternatively investigate a lease option.

RESOLVED:- Members agreed that the General Manager be instructed

- (a) to advise the Director of Administration & Community Services that due to the ongoing Economic Appraisal, Members of the LPB had decided, at present, not to proceed with the sale of the Secret Forest bouncy castle;
- (b) to advise the Director of Administration & Community Services that Community Services could instead lease the Secret Forest bouncy castle on an annual basis, at a proposed sum of £500.00 per annum or negotiate a package deal.

LPB/2007/250: CHARITY COLLECTION POINTS

The General Manager advised that two requests had been received from the Salvation Army and St Vincent de Paul, to use the Ice Bowl as a collection point for Christmas presents for the Family Appeal. The Officer confirmed that both organisations were working together on this appeal, and confirmed that DIIB had been used as a collection point in the past.

RESOLVED: - Members of the Board granted approval for the use of DIIB as a collection point for the Christmas Family Appeal 2007.

LPB/2007/251: NORTHERN IRELAND ICE HOCKEY CLUB

The General Manager advised that a request had been received from the Northern Ireland Ice Hockey Club (NIIHC) to host a match at DIIB, for the children's teams on Sunday 16 December 2007. He stated that this would be possible if 1.5 hours was cut from the morning and afternoon public sessions. They would be charged their normal hourly rate of £110.00.

RESOLVED: - Members of the Board granted approval for the Northern Ireland Ice Hockey Club to hire the ice rink on Sunday 16 December 2007, from 11.45 a.m. – 2.15 p.m. to host a children's ice hockey match, at a cost of £110.00 per hour.

LPB/2007/252: STAFFING ISSUES

RESOLVED: - Members agreed to defer consideration of this matter until "Staff in Committee", which would take place at the end of the meeting.

REPORT FROM THE PR & MARKETING MANAGER

LPB/2007/253: SOCCER SIXES

The PR & Marketing Manager advised that the organisers were keen to progress with this event on Monday 28 January 2008. The organisers had provisionally booked a shopping centre promotion, in conjunction with Glentoran Football Club, at Connswater Shopping Centre in the lead up to Christmas. The Officer then outlined the proposed set up costs for the organisers and clearly detailed the potential costs to DIIB, as follows:

- Loss of income from 8.00 p.m. on Sunday 27 January 2008 – 10.00 a.m. on Tuesday 29 January 2008
- DIIB staffing including car parking, traffic management, security & event liaison manager
- Purchase cost of additional rink surface boards, if required
- Provision of Grandstand Seating

On a positive note, the officer highlighted the potential for secondary spend and the opportunity to test the market in terms of a future events programme at DIIB and Dundonald Leisure Park. She drew attention to the upcoming feasibility study and the issues surrounding future usage and development of entertainment options for the local area. Following discussion, Members felt that it would be necessary for DIIB to try to negotiate a favourable percentage share of the ticket sales, in order that they could recoup some of the costs outlined.

The PR & Marketing Manager advised that the organisers proposed a commitment period of a minimum of three to five years, with a view to making the event self financing with profits to be divided between DIIB and Soccer Sixes management, in a proportion to be agreed at a later date. However as this was a testimonial match for Paul Leaman and the organisers were providing the carpeting, making good the flooring, doing their own marketing and PR and providing support services on the night their costs were in considerable excess of those identified for DIIB.

Concern was expressed that it may be difficult to attract key players for future events as these would not be being promoted as testimonial events, as was the case with this year's event. Members also stated that they would not be willing to enter into any agreement prior to the organisers giving a written commitment, to sign up to similar soccer sixes events for at least a three year period.

Detailed discussion ensued, following which it was

RESOLVED: - Members of the Board instructed the PR & Marketing Manager to renegotiate with the organisers of the Soccer Sixes Event, advising that

- (a) In light of the recurring overheads associated with hosting the event, DIIB would seek to negotiate with the organisers a percentage share of the income from the ticket sales for a three to five year period to cover costs;
- (b) Members of the Board would not proceed with hosting this event prior to the organisers giving a written commitment, to sign up to similar soccer sixes events for at least a three year period;
- (c) In light of the very tight timescale Members instructed the PR & Marketing Manager to renegotiate with the organisers and report back

to Members of the Leisure Board Board at the Council meeting on Thursday 22 November, or alternatively contact Members via e-mail.

LPB/2007/254: CHRISTMAS ICE SKATING GALA – PROFESSIONALS FEES

The PR & Marketing Manager reminded Members that a decision was taken at the November meeting to host an ice skating gala and that the issue of payment to the Professionals and the costs of the gala were to be brought to the next meeting.

The officer tabled the costs of hosting the ice skating gala and the General Manager advised that whilst the gala may not be profitable it was an opportunity to showcase the children's progress throughout the year to family friends and ice skating fans.

In addition to the costs outlined for the gala production the PR & Marketing Manager advised that the Ice Skating Professionals had calculated a fee. They anticipated a minimum of two rehearsals per week, with three professionals in attendance at a cost of £30.00 per hour.

Members stated that they felt this was a very reasonable offer and advised that they would not be prepared to renegotiate any further, in light of the fact that the professionals stood to gain business from these shows.

RESOLVED: - Members of the Board approved the costs of the ice-skating gala and payment of a maximum of £1620.00 to the Ice Skating Professionals.

LPB/2007/255: CHRISTMAS RADIO ADVERTISING

The PR & Marketing Manager advised that a budget of £5000.00 from the existing advertising and promotion budget had been set aside to cover Christmas radio advertising with a selection of media stations.

RESOLVED: - Members approved the Christmas radio advertising, with a selection of media to the value of £5000.00.

LPB/2007/256: BELFAST GIANTS SPONSORSHIP PROPOSAL

As requested at the last meeting of the Board, the PR & Marketing Manager drew Members' attention to a detailed breakdown of the reciprocal benefits proposed for the sponsorship agreement with the Belfast Giants.

Councillor Long stated that he felt that the reduction in ice rink hire from £180.00 to £100.00 per hour was quite substantial, however, Officers explained that the number of sessions the Giants had committed to had greatly increased.

RESOLVED: - Members approved the Belfast Giants Sponsorship Agreement, including the reciprocal benefits package, as outlined in the PR & Marketing Manager's report.

LPB/2007/257: TENPIN BOWLING TRIPLE CROWN EVENT

The PR & Marketing Manager reminded Members that the Tenpin Bowling Triple Crown Event had been approved by the Board, on the 20 March 2007. She continued that the dates for the event had now been confirmed, as Friday 10 August (0830 – 1900 hrs), and Saturday 11 and Sunday 12 August 2008 (0830 – 1700hrs). Seven countries had confirmed attendance. The Officer advised that the top ten lanes would remain open throughout.

The PR & Marketing Manager advised that a lineage of £2.50 per person, per game was proposed for the event.

The PR & Marketing Manager advised that the organisers of this event were hopeful that the Leisure Park Board would host a reception to mark this event, she advised that she would be bringing further details to a future meeting of the Board.

RESOLVED: - Members of the Board approved the lineage charge of £2.50 per person, per game for the Tenpin Bowling Triple Crown Event.

LPB/2007/258: COMMONWEALTH GAMES TENPIN BOWLING EVENT

The PR & Marketing Manager reminded Members that the Commonwealth Games Tenpin Bowling Event had been approved at the Board on the 15 October 2007. The dates for this had now been confirmed as Sunday 16 – Saturday 22 November 2008. Eighteen countries had confirmed attendance, to date. The Officer advised that the top ten lanes would remain open throughout.

The PR & Marketing Manager advised that a lineage of £2.00 per person, per game was proposed for the event.

She advised that this event would be being raised at Central, as the organisers were requesting that the Council consider hosting a reception to mark this prestigious event.

RESOLVED: - Members of the Board approved the lineage charge of £2.00 per person, per game for the Commonwealth Games Tenpin Bowling Event.

At this stage in proceedings the PR & Marketing Manager, Business Manager and Assistant Members' Services Officer left the meeting.

'STAFF IN COMMITTEE'

There being no further business, the meeting ended at 9.35 p.m.

CHAIRMAN

CHIEF EXECUTIVE