

**Minutes**  
**900 Worcester Street – Rink Subcommittee**  
**Date: November 15, 2012; Time: 7:00PM**  
**Location: Town Hall, Great Hall**

**Attending:**

Mr. Darcey; Mr. Synnott; Mr. Perry; Mr. Barrett; Mr. Larsen; Mr. Ben Howe; Mr. Trevor Dodds

Guests: David Turk, VP of Business Development, FMC Ice Sports

Nina Kondo, Wellesley Resident, Fundraiser/Special Assistant to President, Babson College

**Discussion with David Turk**

Mr. Turk presented the array of services that FMC Ice Sports provides managing hockey rinks. He shared that FMC manages 24 rinks in Massachusetts, including 19 former DCR rinks. Mr. Turk reviewed an operating proforma the subcommittee provided to him for commentary. Mr. Turk shared revenue assumptions (rates, ratios of prime vs. non-prime time and expected utilization rates), staffing plans and expense ratios (as a % of revenue) that FMC uses in its business models.

**Discuss with Nina Kondo**

Ms. Kondo discussed how to run a capital campaign. Ms. Kondo stated that a capital campaign has a Major Gifts Committee and a Small Gifts Committee. Both committees need “The Case” why donors should give. Ms. Kondo recommended that the subcommittee identify potential major gift donors. Ms. Kondo said subcommittee can look to other campaigns in Wellesley for who gave. Research can be obtained to determine donors who might be good matches for the rink fundraiser. Ms. Kondo expressed her interest to assist the subcommittee (from hiring a fundraiser to helping put together “The Case”).

With Ms. Kondo, it was noted beyond the hockey community, there may be opportunity to involve the figure skating community with rink fundraising and development. Several competitive figure skaters live in Wellesley. Figure skating may be a good compliment to hockey usage, especially where figure skating could occur in hours when hockey would not normally occur.

**Preparations for Board of Selectmen Meeting – December 10th**

Subcommittee discussed steps necessary to prepare for Board of Selectmen meeting. We will have no more than 3-4 slides to share: Development Timeline; Ownership Model; Fundraising Plans and Highlights of General Capital/Operating information to cover.

**Next Steps:**

- Identify Library Capital Campaign Fundraisers and invite them to future meeting.
- Reschedule meeting with John Burly.
- Prepare slides for Board of Selectmen meeting

**Minutes Approved:**

Mr. Barrett presented the minutes from the October 24, 2012 meeting.

Mr. Perry motioned to accept them.

Mr. Synnott seconded the motion. Minutes accepted.

**Next Meeting:**

November 28, 7PM, Location at Town Hall TBD.

Meeting adjourned at 9:15PM

Respectfully submitted,

Timothy Barrett