

Marinette/ Menominee Area Youth Hockey Association-

Board of Directors

Meeting Minutes

April 19, 2017

Board Present: Peg Knutson, Vice President; Jeanie Danielak, Treasurer; Deb Ziemke, Rules & Regs Director; Becky Sakovitz, Cross Ice Director; Matt Lowis, Facilities Director

Others Present: John Danielak, Pee Wee Team Rep; Danielle Annala, Cross Ice Team Rep; Rita Kehoe, High School Team Rep; Maria Wallin, Bantam Team Rep; Kathy Bruning, WAHA Rep; Don Park, High School Parent; Heather Netemeyer, High School Parent

Absent: Kirby Oleson, President; Lisa Spencer, Secretary; Alex McDonald, Athletic Director

Topic	Discussion	Action Items
<u>Call to Order:</u> A regular meeting of the MMYHA was called to order at 5:30 pm, April 19, 2017 at Northland Lutheran in the Staff Development Room. The Vice President was in the Chair and the Treasurer was present as proxy for the Secretary.		
<u>Approval of Minutes:</u> Minutes from March were approved with the listed corrections		Scooter Raffle Winner should be Dawn Wesolowski Rules & Regs- should be 1 suspension by a coach
<u>Reports of Officers:</u> President: Absent Vice President: No Report Secretary: Absent Treasurer: Please see attached year-end report IP Director: Please see attached year-end report Rules & Regulations Director: Please see attached year-end report Athletic Director: Absent Facilities Director: No Report Scheduler: Absent WAHA Rep: No Report Registration Chair: Absent Fundraising Committee: See Treasurers Report		
<u>Public Comment:</u> Anchor Picnic will be August 12th		

Topic	Discussion	Action Items
<u>Team Rep Reports</u> Cross Ice: Busy but good year. Already had first coaches meeting to start planning for next year! Squirt: Absent Pee Wee: Team had great chemistry, had fun on and off ice. Many kids playing over the summer to get ready for Bantams. Bantams: Meshed well as a team. Played well together. A good year! U-19: No Team High School: Took 2 nd at State. Good year.		
<u>Community Center Update:</u>	Ground not broken yet, some bidding resubmitted.	
A) WIAA Possibility	Reviewed pros and cons of possibly joining WIAA as discussed last month. Agreed that for the upcoming year, in order to have more games at the high school level, now that we are not in the CUP League, a scheduler will need to be assigned early on in order to build an appropriate schedule. No further action taken.	
<u>New Business:</u> None		
Next meeting May 10, 2017 in the BAMC Superior Room		
Adjournment at 6:00pm		

Jeanie L. Danielak- MMAYHA Treasurer 2016-2017 Season

Annual Recap:

- Fundraising went very well this year. We raised a total of \$26,007.21 beating our goal of \$25,000 (which was up \$5,000 from last season). Major Events included: Booth at Marinette Heritage & Logging Festival, Daily Pick 3 Raffle (November & February) and Scooter Raffle. Additionally this year we sold candy bars and participated in fundraising partnerships with Buffalo Wild Wings, Schwan's Foods and Amazon Smile.
- Our Concession stand sales were amazing this year. Our Net Profit was \$12,131.14 which beat last year's record by \$167.80! High School Tourney weekend, Pee Wee Tourney and the McDonald Tourney weekends were huge money makers for us. There was continued appealing variety in the concession booth that was very appealing (Coke products, Gummi Worms and Ramen Noodles, etc.)
- Our Hours Chairperson did a nice job of keeping the spreadsheet up to date and on the website for quick reference.

- The strong push for our organization to become self-sustaining was the primary focus for the year as evidenced in the mandatory fundraising obligation and/or buyout. As our ice costs again increased this year, so too did our commitment to spend wisely. This increased expense was buffered by a slight rise in our registration fees, which was met by the Association members without complaint as they recognize the necessity of the decision. Even with the increase in ice fees, we were able to have money left in our checking account at the end of the season and did not need to transfer any money from our CD's to cover season costs. This is the first time that has happened in many years.
- Our Association was awarded State Host for High School for the 2017-2018 season and we have submitted bids to host the following year as well.

- Our overall balance sheet decreased by \$60,000 this season due to our payment of the first year of our committed pledge agreement towards the building of our new facility. We are \$40,000 away from our total commitment over the next three years which will require continued dedication by our members to achieve while still maintaining a reserve.

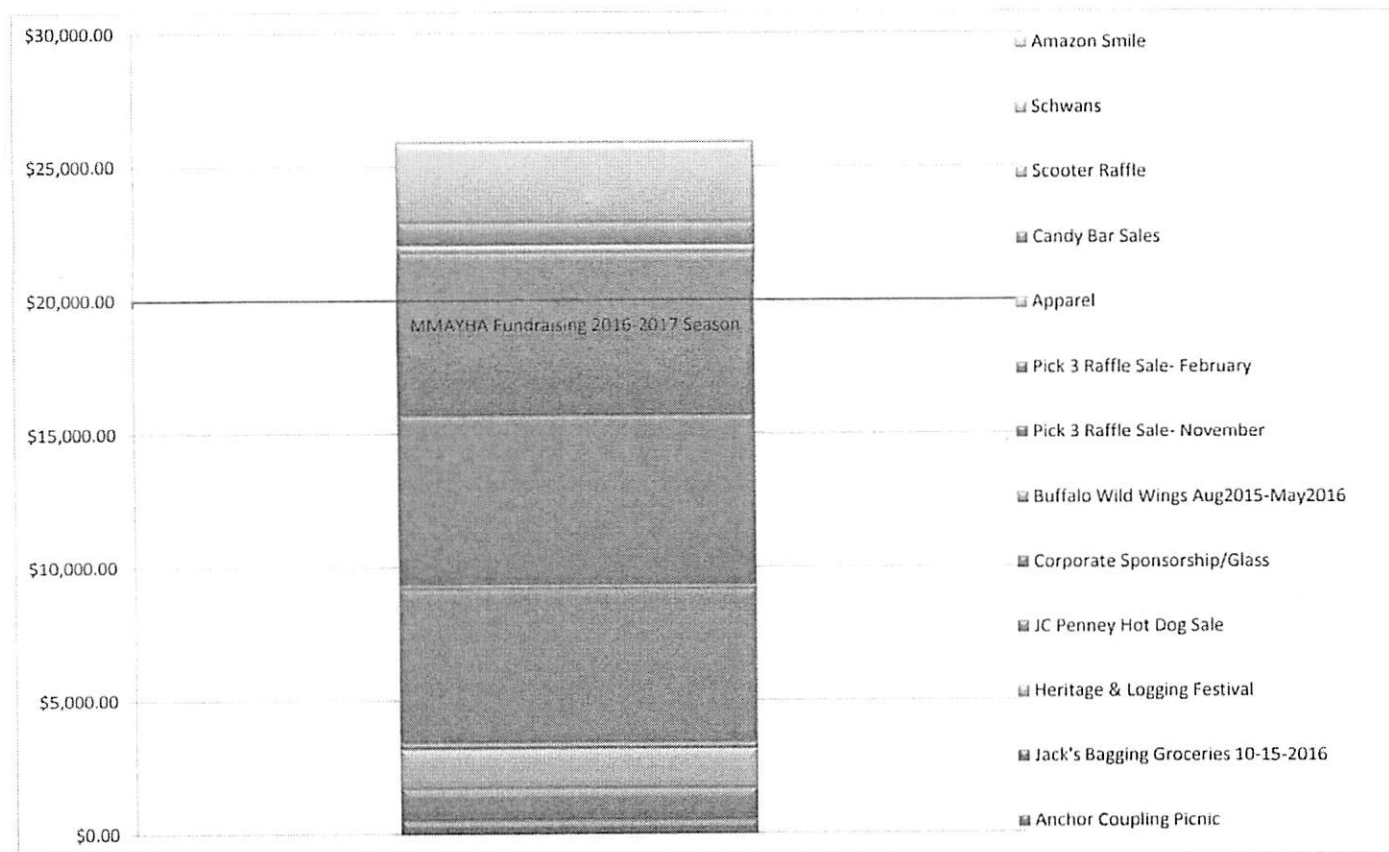
- In the off season, there are several items that will need attention. First, we will NEED a dedicated Fundraising Chairperson and Fundraising Committee. We will need to budget for our \$15,000 commitment towards our pledge this year. Second, we need to look at the Cross Ice program and their fundraising commitments. The alternative fundraising option for that group of selling candy bars seemed well received, so that is a jumping off point for next season. I also believe that as we head into our new facility, every team should host a profitable home tournament. Additionally, we need to implement a solution to the lack of concession stand volunteers during the McDonald Tournament.

- Overall, I learned a lot and very much enjoyed the opportunity to serve our Association and our wonderful children as Thunder Treasurer over the past 4 seasons. Our Association as a whole is on board and aware of our financial situation as we head into our new facility. We have made huge progress over the past 4 years, and that work will need to continue as we work towards fulfilling our pledge towards the new facility. I look forward to another strong year for the Thunder!

MMAYHA Fundraising 2016-2017 Season

Anchor Coupling Picnic	\$500.00
Jack's Bagging Groceries 10-15-2016	\$1,210.68
Heritage & Logging Festival	\$1,474.07
JC Penney Hot Dog Sale	\$240.03
Corporate Sponsorship/Glass	\$5,750.00
Buffalo Wild Wings Aug2015-May2016	\$131.50
Pick 3 Raffle Sale- November	\$6,405.25
Pick 3 Raffle Sale- February	\$6,105.25
Apparel	\$282.30
Scooter Raffle	\$3,000.00
Schwans	\$64.33
Amazon Smile	\$14.02
Candy Bar Sales	\$829.78 128 boxes \$3,840

Total Raised Towards Goal of \$25,000
Total \$26,007.21



M & M Area Youth Hockey Assoc. - Comparative Profit and Loss

5/1/2016 through 4/19/2017

	This year	Previous year	Change	% Change
Equipment - Rental Program	1,003.87	750.00	253.87	33.85
Equipment Repair	50.00	87.18	(37.18)	(42.65)
Fundraising- Candy Bar Sales	3,840.00		3,840.00	
Heritage & Logging Festival Expense	1,791.54	1,181.54	610.00	51.63
Hockey Equipment	3,621.73	3,977.25	(355.52)	(8.94)
Ice Rental	60,000.00	55,000.00	5,000.00	9.09
League Registration/Insurance	105.00	350.00	(245.00)	(70.00)
Licenses and Permits	89.00	15.00	74.00	493.33
Membership Drive/Registration Event	1,264.78		1,264.78	
Membership Fees	47.25		47.25	
Miscellaneous	165.24	15.00	149.24	992.75
New Ice Dome	60,000.00		60,000.00	
Office Supplies	21.09	68.05	(46.96)	(69.01)
Postage/Delivery	315.00	287.62	27.38	9.52
Printing/Copying	678.65	719.75	(41.10)	(5.71)
Referee Expenses	8,696.88	11,505.63	(2,808.75)	(24.41)
Refunds	475.00	792.00	(317.00)	(40.03)
Repairs & Maintenance		983.36	(983.36)	(100.00)
Skating Clinics		2,550.00	(2,550.00)	(100.00)
State Tournament Fees	2,900.00	2,050.00	850.00	41.46
Tax Preparation/Advice	475.00	475.00	0.00	0.00
Tournament Expenses	3,003.55	1,763.00	1,240.55	70.37
Website	540.00	540.00	0.00	0.00
Total Other Ordinary Expenses	159,744.00	93,552.91	66,191.09	70.75
Net ordinary income	(62,329.46)	(217.13)	(62,112.33)	(28,606.06)
Other income & expenses				
Other Income				
Interest Income	305.05	38.60	266.45	690.28
Total Other Income	305.05	38.60	266.45	690.28
Other Expenses				
Bank Charges	19.35	127.50	(108.15)	(84.82)
Total Other Expenses	19.35	127.50	(108.15)	(84.82)
Net other income	285.70	(88.90)	374.60	421.97
Net Income	(62,043.76)	(306.03)	(61,737.73)	(30,173.75)

M & M Area Youth Hockey Assoc. - Comparative Profit and Loss

5/1/2016 through 4/19/2017

	This year	Previous year	Change	% Change
Concession Stand Sales	18,072.04	17,881.97	190.07	1.06
Fundraising	37,961.26	38,474.38	(513.12)	(1.33)
Heritage & Logging Festival Income	2,976.90	3,489.22	(512.32)	(14.68)
Reimbursed Expenses	800.00	292.50	507.50	173.50
Total Net sales	59,810.20	60,138.07	(327.87)	(0.55)
Cost of goods sold				
Fundraisers	10,158.30	11,374.20	(1,215.90)	(10.69)
Total Cost of goods sold	10,158.30	11,374.20	(1,215.90)	(10.69)
Gross profit	49,651.90	48,763.87	888.03	1.82
Other Ordinary Income				
Admission	166.00		166.00	
Candy Bar Sales	1,249.78		1,249.78	
Donations	175.00	2,437.24	(2,262.24)	(92.82)
Equipment Rental Fees		1,100.00	(1,100.00)	(100.00)
Interest Income	3.31	1.09	2.22	203.67
Other Business Income		1,005.00	(1,005.00)	(100.00)
Refunds and Reimbursements	550.50		550.50	
Registration Fees	37,373.05	40,028.58	(2,655.53)	(6.63)
Scooter Raffle	3,060.00		3,060.00	
Tournament Income	5,185.00		5,185.00	
Total Other Ordinary Income	47,762.64	44,571.91	3,190.73	7.16
Other Ordinary Expenses				
Advertising		108.00	(108.00)	(100.00)
Association Insurance	396.55	502.00	(105.45)	(21.01)
Association Travel	1,626.69	955.59	671.10	70.23
Awards Banquet	74.23		74.23	
Coaches Clinic	80.00	175.00	(95.00)	(54.29)
Coaching card reimbursement	45.00		45.00	
Concession Stand	8,437.95	8,700.94	(262.99)	(3.02)
Equipment - Rental Program	1,003.87	750.00	253.87	33.85
Equipment Repair	50.00	87.18	(37.18)	(42.65)
Fundraising- Candy Bar Sales	3,840.00		3,840.00	
Heritage & Logging Festival Expense	1,791.54	1,181.54	610.00	51.63
Hockey Equipment	3,621.73	3,977.25	(355.52)	(8.94)
Ice Rental	60,000.00	55,000.00	5,000.00	9.09
League Registration/Insurance	105.00	350.00	(245.00)	(70.00)
Licenses and Permits	89.00	15.00	74.00	493.33
Memberships Drive/Registration Event	1,254.70		1,254.70	

Date range: Last 12 months

2016-2017 Cross Ice Director

I would like to thank Jeanie and Alex for all your help this year. Without them answering my many many questions, I would have been lost. I really enjoyed meeting all the families and getting them involved in the program. I feel my presence at each and every practice helped to all the families to feel like they had somewhere to go with their questions.

As always, getting cross ice families involved and willing to volunteer their time was a challenge. I ultimately ended up assigning concession hours for our jamboree as well as the Chummy tournament. We had a decent group of families willing to travel for white games multiple times throughout the season. Our red families were as dedicated as always.

We held a successful jamboree and attended multiple tournaments paid for by corporate sponsorships. Our blue level took home a 2nd place trophy and red took home a 3rd. We were only able to have 2 home games (including the jamboree) due to getting "bumped" and not being able to reschedule with those teams.

Going forward cross ice NEEDS to be allowed home games. The best way to grow the sport and attract young players is for them to be able to watch their friends play. It is going to be hard to get families to stay when they have to travel at minimum an hour (at most 3 hours) just to watch a game, with no option for home games. We also request more than a 45 minute practice. By the time you get 30 some kids on the ice and ready to go, you end up with 30 mins. We have a great group coming in next season to continue growing this level!

Although I will not be Cross Ice Director next season, I am excited to stay active in the association and get back on the board soon.

Becky J. Sakovitz

End of Year Report

Rules & Regs

2016-17

First I would like to start by saying I am glad that I have been able to serve on the board for the past 4 years, however, I am happy to see that new people have stepped up and want to serve on the board. My goal, along with all the other board members has been to continue to grow the sport of hockey in our association and make it both fun and a learning experience for all involved.

Disciplines that happened over the past season:

1 disciplinary action against a player was handed down by a coach, another discipline handed down by a coaching staff was over turned by the review board and another discipline to be issued to a group of high school students by the review board has yet to be decided

No grievances filed this year

Thank you for allowing me to serve on the board again this past year.

Deb Ziemke, Rules & Regs