

## REQUEST FOR OMGHA BOARD ACTION

Meeting Date: July 19<sup>th</sup>, 2021  
Business Items: New Business  
Item Number: 1  
Agenda Item: 2021-2022 Operating Budget

### **Motion Request:**

**Chuck Sawicky requests approval of the operating budget for the 2021-2022 season. See attached document for operating budget breakout.**

### Description/Background:

Each year the board approves the operating budget for the upcoming season. The approved budget drives player fees for the upcoming season.



# Osseo Maple Grove Hockey Association

## 2021 - 2022 Budget

7/16/2021

	20-21 Actuals	21-22 Budget	H/(L) LY	
<b>Revenues</b>	<b>\$2,068</b>	<b>\$1,979</b>	<b>(\$89)</b>	
Registration	\$1,061	\$1,211	\$150	LY Subsidy Rebate (\$124K), Higher # Traveling Players (\$20K)
Charitable Gambling	\$605	\$300	(\$305)	Last year really good; budgeted normalized performance this year
Hosted Tournament Income	\$97	\$175	\$78	Last year cancelled 2 of 5 tournaments
Other Income	\$306	\$293	(\$13)	
<b>Expenses</b>	<b>\$1,505</b>	<b>\$1,976</b>	<b>\$471</b>	
Ice Expense	\$624	\$757	\$133	Missed 10% of ice budget last year
Rink Loans	\$196	\$133	(\$62)	Osseo East (\$111K), MG West (\$23K) - Last Payment
Traveling Tournaments	\$86	\$180	\$94	Missed 50% of tournaments last year
District/Region/State Costs	\$85	\$114	\$28	No D3 league season fee last year (\$15K)
Equipment	\$111	\$142	\$31	Return of coach investments (\$22K)
Skill Development	\$70	\$139	\$69	Return to normal spend for skill development
Capital Spend	\$33	\$80	\$47	Return to standard capital spending
Coaching Costs	\$45	\$78	\$32	Increase in Non-Parent Coaches, Full Season
Tryouts	\$39	\$50	\$11	Higher evaluator payments (\$3K), Team Genius (\$4K)
Other Expenses	\$217	\$305	\$88	Concessions (\$20K), Tournaments (\$15K), New Skaters (\$10K)



# Osseo Maple Grove Hockey Association

## 2021 - 2022 Revenue Budget

7/15/2021

	Actuals		Budget	Notes
	2019 - 2020	2020 - 2021	2021 - 2022	
400 Subsidies	449	(123,520)	-	
440 Registration	1,167,893	1,184,168	<b>1,211,114</b>	
460 Ice Rental	44,821	17,801	<b>6,000</b>	Hosting District Tournaments
470-1 Spring 3 x 3	-	10,758	<b>10,000</b>	
470-2 Fall 3 x 3	11,195	10,072	<b>10,000</b>	
470-3 U8/U10 CRIMSON CAMP	(675)	-	-	
470-5 Fall Tryout Camp	35,154	100,151	<b>100,000</b>	
470-6 Powerskating Clinic		14,810	-	
470-7 Goalie Camp		1,901	<b>2,000</b>	
470-8 Summer Swagger Stickhandling			<b>3,100</b>	
<b>Total 470 Hockey Schools</b>	<b>\$ 45,674</b>	<b>\$ 137,694</b>	<b>\$ 125,100</b>	
480 Interest Income	679	203	<b>165</b>	
500-1 Scholarships	(4,000)	493	<b>4,000</b>	4 \$1000 Scholarships
500-2 Arena Contributions	26,900	15,600	<b>15,600</b>	Osseo/OPC Payment = \$7800/team
500-3 Other Donations	895	308	-	
500-4 Charitable Gambling Support	329,820	604,935	<b>300,000</b>	
<b>Total 500 Donations</b>	<b>\$ 353,615</b>	<b>\$ 621,336</b>	<b>\$ 319,600</b>	
550-16 Apparel Sales	1,312	-	-	
550-2 Concessions Net Income	55,136	3,053	<b>50,000</b>	
550-3 Tournament Net Income	141,123	96,652	<b>175,000</b>	\$100 increase in prices across levels
550-4 Sponsorship Net Income	42,106	55,568	<b>40,000</b>	
550-5 Candy Net Income	46,000	49,410	<b>46,000</b>	
550-7 Mite/Supermite Nite	5,613	7,237	<b>6,000</b>	\$6K T-Shirts, Chuck-a-Puck
550-8 Volunteer Program - Net	9,750	18,750	-	
<b>Total 550 Booster Net Income</b>	<b>\$ 301,040</b>	<b>\$ 230,669</b>	<b>\$ 317,000</b>	
551 Other Income	-	13	-	
<b>Total Revenue</b>	<b>\$ 1,914,170</b>	<b>\$ 2,068,364</b>	<b>\$ 1,978,979</b>	
<b>Total Expense</b>			<b>1,976,491</b>	
<b>Contingency</b>			<b>2,488</b>	



# Osseo Maple Grove Hockey Association

## 2021 - 2022 Expense Budget

7/15/2021

	Actuals		Budget	Notes
	2019 - 2020	2020 - 2021	2021 - 2022	
551-2 Concessions Expenses	22,565	3,455	25,000	
551-3 Tournament Expenses	54,122	30,356	55,000	Refs \$32K, EMT \$8K, Fees \$1.5K, Trophies \$3.5K
551-5 Candy Expenses	4,340	5,660	9,000	
551-7 Mite/Supermite Nite Expenses	23,541	10,431	28,000	T-Shirts \$6K, Trophies \$5K, Vouchers \$17K
650-01 Tryout Food	5,648	3,456	3,500	
650-02 Referees & EMTs	6,670	5,424	8,000	EMT \$5K, Refs \$2K
650-03 Jersey Cleaning and Storage	885	-	1,000	
650-04 Tryout Supplies	-	22	4,100	Team Genuis \$6 per kid = \$4K
650-05 Evaluator Payments	26,624	30,030	33,000	
<b>Total 650 Tryout Expenses</b>	<b>39,827</b>	<b>38,932</b>	<b>49,600</b>	
665 Non-Parent Coach Expenses	19,199	13,554	30,000	20 NP Coach Travel Expenses
667 Non-Parent Coach Fees	36,000	31,500	47,500	5 HC, 15 AC (Max 3 per team)
670 CEP Program Fees	9,593	2,850	5,000	No PCA
675 Scholastic Achievement	1,500	1,923	1,500	
690 Skill Development	126,099	69,872	139,100	\$38K Velocity; \$38K N1; \$30K Goalies; \$10K Players; \$10K Coaches
692 Tournaments-Traveling	195,678	85,652	180,000	By team buildup
695 District 3 Expense	112,245	64,538	92,000	District Tourney \$30K, Refs \$45K, League Fee \$15K, JG \$2K
697 Region/State Tournament	11,300	18,600	19,000	
698 Jr Gold State Tournament	-	2,344	2,500	
700-01 Goalie Equipment	-	7,303	5,000	For Mites
700-02 Jerseys	32,000	32,000	35,000	Year 1 (\$100K of spend this year spread out over 3 years)
700-03 Pucks & Puck Bags	4,922	3,279	5,000	
700-06 Jerseys & Socks	72,075	59,737	70,000	H Jer \$26K, Socks \$18K; P Jers \$7K; T Jers \$6K; 3v3 Jers \$3K
700-09 Coaches Equipment & Apparel	26,777	6,539	27,000	
700-22 Other Equipment	8,352	1,980	-	
<b>Total 700 Equipment</b>	<b>144,126</b>	<b>110,837</b>	<b>142,000</b>	
710 Insurance	13,356	10,938	19,000	USA Hockey Reimbursements \$7K + Liability Insurance \$12K
730 Hockey School Instructor Fees	1,750	27,255	19,000	Fall Camp \$100 per for 190 hours
741-03 Arena Bank Fees	650	650	650	Line of Credit with Bank
760 Ice Expense	713,255	623,952	757,000	
761 Repairs and Maintenance	104,632	32,660	80,000	\$XX Marketing, \$15K Speakers OE, \$10K Skills, \$10K Equipment
800 Miscellaneous	6,970	17,709	15,000	
810 Advertising	7,722	6,838	10,000	Prime \$5K, Booster Club Ads \$1K, etc
815 Marketing & Recruiting	12,018	-	10,000	House \$5K; Banners/Logos \$3K, HDM T-Shirts \$2K
840 Postage	330	220	400	
850 Printing	2,367	1,148	2,500	
855 Professional Fees	42,888	35,721	36,000	AT \$15K, Auditors \$10K, Ice Scheduler \$7.5K; \$1.5K HG&K
880 Registration Expense	34,840	35,796	37,000	
890 Rent	18,305	12,665	15,000	Public Storage \$13K, MGCC \$2K
893 MGCC Dryland Expense	9,500	9,500	9,500	
895 Committee Meetings	3,551	2,166	4,000	
900 Supplies	1,478	1,253	1,500	
901 Bank Charges	439	420	500	
960 MN Income Tax Expense	1,575	25	1,000	
<b>Total Expenditures</b>	<b>\$ 1,775,761</b>	<b>\$ 1,309,419</b>	<b>\$ 1,843,250</b>	
<b>Capitalized Items</b>				
MG West Payment	85,000	85,000	22,600	Last Payment for MG West
Osseo Loan	110,641	110,641	110,641	
	<b>\$ 195,641</b>	<b>\$ 195,641</b>	<b>\$ 133,241</b>	
<b>Total Cash Expenses</b>	<b>\$ 1,971,402</b>	<b>\$ 1,505,060</b>	<b>\$ 1,976,491</b>	