

REQUEST FOR OMGHA BOARD ACTION

Meeting Date: July 12th, 2020
Business Items: New Business
Item Number: 1
Agenda Item: 2020-2021 Operating Budget

Motion Request:

Chuck Sawicky requests approval of the operating budget for the 2020-2021 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
2020 - 2021 Budget Summary

\$'s In Thousands

2019 - 2020 Revenue \$1,914

	<u>H/(L)</u>	
Charitable Gambling Support	(130)	Assuming \$200K vs \$400K in normal year (\$330K last year)
Concessions Net Income	(55)	No concession revenue
Ice Rental	(36)	No more back collections
Sponsorship Net Income	(22)	50% of sponsorship revenues
Fall Camp	65	New Fall Camp (\$100K in Total Revenue)
Registration Fees	108	Fees slightly higher (inflation), 42 traveling more players
Other	(10)	
Total Change	(80)	

2020 - 2021 Revenue \$1,834

2019 - 2020 Expenses \$1,971

	<u>H/(L)</u>	
Capital Budget	(95)	Limited capital budget, will flex up with strong gambling performance
Equipment	(40)	No coaches gear, optimized equipment spend
Skill Development	(26)	Reduced, budget of \$100K
Concessions Expenses	(23)	No concession costs
Non-Parent Coach Fees & Expenses	(11)	Max 2 AC per team, Only 2 HC (Bantam AA, Bantam A)
Hosted Tournament Expenses	(9)	Reduced goodies
Tryout Expenses	(9)	Reduced Food & Evaluator Costs
Traveling Tournaments	(6)	Reduced 1 tournament for Squirrels/U10
Fall Camp	17	New Fall Camp (\$19K in Instructor Fees)
Ice Expense	44	No ice reduction, increased for 3 additional travel teams, Fall Camp
Other	(19)	No catch up payments
Total Change	(175)	

2020 - 2021 Expenses \$1,796

2020 - 2021 Contingency \$38



Osseo Maple Grove Hockey Association

2019 - 2020 Revenue Budget

7/9/2020

	Actuals	Budget	
	2019 - 2020	2020 - 2021	<u>Notes</u>
400 Subsidies	449	-	
440 Registration	1,167,893	1,275,753	
460 Ice Rental	44,821	9,000	Hosting D3 Tournament
470-1 Spring 3 x 3	-	10,000	
470-2 Fall 3 x 3	11,195	6,000	Assume half enrollment
470-3 U8/U10 CRIMSON CAMP	(675)	-	
470-5 Fall Tryout Camp	35,154	100,000	New Fall Camp
Total 470 Hockey Schools	\$ 45,674	\$ 116,000	
480 Interest Income	679	500	
500-1 Scholarships	(4,000)	(4,000)	
500-2 Arena Contributions	26,900	15,000	Osseo/OPC Payment
500-3 Other Donations	895	-	
500-4 Charitable Gambling Support	329,820	200,000	Assume 50% Reduction
Total 500 Donations	\$ 353,615	\$ 211,000	
550-16 Apparel Sales	1,312	-	
550-2 Concessions Net Income	55,136	-	Assume no concession sales
550-3 Tournament Net Income	141,123	150,000	Increase in Fees/Teams
550-4 Sponsorship Net Income	42,106	20,000	Assume 50%
550-5 Candy Net Income	46,000	46,000	
550-7 Mite/Supermite Nite	5,613	6,000	\$6K Jamboree T-Shirts
550-8 Volunteer Program - Net	9,750	-	
Total 550 Booster Net Income	\$ 301,040	\$ 222,000	
551 Other Income	-	-	
Total Revenue	\$ 1,914,170	\$ 1,834,253	



Osseo Maple Grove Hockey Association

2019 - 2020 Expense Budget

7/9/2020

	Actuals 2019 - 2020	Budget 2020 - 2021	Notes
551-2 Concessions Expenses	22,565	-	
551-3 Tournament Expenses	54,122	45,000	Additional Teams - Refs \$32K, EMT \$8K, Fees \$1.5K, Trophies \$3.5K
551-5 Candy Expenses	4,340	9,000	Full Payment
551-7 Mite/Supermite Nite Expenses	23,541	23,000	T-Shirts \$6K, Trophies \$5K, Vouchers \$12K
650-01 Tryout Food	5,648	3,000	Reduced
650-02 Referees & EMTs	6,670	7,000	EMT \$5K, Refs \$2K
650-03 Jersey Cleaning and Storage	885	1,000	
650-04 Tryout Supplies	-	100	
650-05 Evaluator Payments	26,624	20,000	Reduced
Total 650 Tryout Expenses	39,827	31,100	
665 Non-Parent Coach Expenses	19,199	17,000	13 NP Coach Travel Expenses
667 Non-Parent Coach Fees	36,000	27,000	2 HC, 11 AC (Max 2 per team)
670 CEP Program Fees	9,593	5,000	CEP Reimbursements Only (No PCA = \$5K reduction)
675 Scholastic Achievement	1,500	1,500	
690 Skill Development	126,099	100,000	\$35K Velocity; \$30K Befit; \$20K Goalies; \$15K Players
692 Tournaments-Traveling	195,678	190,000	One less tournament at U10/Squirt (\$20K) + 3 Additional Teams (\$15K)
695 District 3 Expense	112,245	92,000	District Tourney \$30K, Refs \$45K, League Fee \$15K, JG \$2K
697 Region/State Tournament	11,300	13,000	
698 Jr Gold State Tournament	-	1,000	
700-01 Goalie Equipment	-	5,000	For Mites
700-02 Jerseys	32,000	32,000	Year 3 of Jerseys
700-03 Pucks & Puck Bags	4,922	2,500	Reduced
700-06 Jerseys & Socks	72,075	60,000	H Jer \$26K, Socks \$18K; P Jers \$7K; T Jers \$6K; 3v3 Jers \$3K
700-09 Coaches Equipment & Apparel	26,777	5,000	Reduced (Hockey Share \$1.2K, Misc Expenses)
700-22 Other Equipment	8,352	-	Budgeted in Capital Spend
Total 700 Equipment	144,126	104,500	
710 Insurance	13,356	21,000	USA Hockey Reimbursements \$7K + Liability Insurance \$14K
730 Hockey School Instructor Fees	1,750	19,000	New Fall Camp \$100 per for 190 hours
741-03 Arena Bank Fees	650	650	Line of Credit with Bank
760 Ice Expense	713,255	757,000	3 Additional teams = \$32K, \$6K incremental ice for Fall Camp
761 Repairs and Maintenance	104,632	10,000	Reduced
800 Miscellaneous	6,970	7,000	
810 Advertising	7,722	10,000	Prime \$5K, Booster Club Ads \$1K, Redo Banners in Osseo East
815 Marketing & Recruiting	12,018	10,000	House \$5K; Banners/Logos \$3K, HDM T-Shirts \$2K
840 Postage	330	400	
850 Printing	2,367	2,500	
855 Professional Fees	42,888	35,000	AT \$15K, Auditors \$10K, Ice Scheduler \$7.5K; \$1.5K HG&K
880 Registration Expense	34,840	40,000	
890 Rent	18,305	15,000	Public Storage \$13K, MGCC \$2K
893 MGCC Dryland Expense	9,500	9,500	
895 Committee Meetings	3,551	1,500	
900 Supplies	1,478	1,500	
901 Bank Charges	439	500	
960 MN Income Tax Expense	1,575	1,000	
Total Expenditures	\$ 1,775,761	\$ 1,600,650	
Capitalized Items			
MG West Payment	85,000	85,000	
Osseo Loan	110,641	110,641	
	\$ 195,641	\$ 195,641	
Total Cash Expenses	\$ 1,971,402	\$ 1,796,291	