



**Osseo Maple Grove Hockey Association
Annual Meeting Minutes – April 17, 2019, 7:00pm
Maple Grove Community Center**

The entire OMGHA 2019 Annual Meeting PowerPoint presentation is available for view in a separate document.

1. Meeting Called to Order


The meeting was called to order by Adam Reiter at 7:04 pm.

2. Consent Business

- Approval of the 2018 Annual Meeting Minutes.

Consent Business

- Approval of 2018 Annual Minutes
- 2018-2019 Reports
 - Treasurer's Report
 - Secretary's Report
 - VP House Report
 - VP Girls Report
 - VP Boys Travel Report
 - ACE/Skills Report
 - President's Report



Chuck Sawicky moved to approve Consent Business, Nicole Kustermann second; motion unanimously approved; motion passes.

3. Committee Reports

Treasurer Report presented by Tim Jacobs

Philosophy

We are a non-profit organization with a financial goal to charge current players for the current costs of hockey.



2019-2020 Highlights

- > Able to use an internal ice rate of \$145/hour. Despite paying an average ice rate of \$180/hour
- > Secured a \$846K loan with Premier Bank to fund our portion of the Osseo Rink improvements.
- > Signed a ten year contact with ISD 279. Maintained many of our perks including low ice costs.



Financial Trends

OMGHA Key Financial Metrics				
P&L Trending				
	FY17	FY18	FY19	
	Actuals	Actuals	Projection	
Revenue	\$1,217,564	\$1,168,132	\$1,380,967	
Expenses	\$1,086,912	\$1,307,950	\$1,333,975	
Net Hockey Ops	\$118,653	(\$139,428)	\$46,992	
Charitable Gambling (net profit)	\$379,000	\$386,000	\$350,000	
Projects Funded by Lawful Gambling	(\$422,256)	(\$356,853)	(\$335,821)	
Total OMGHA Income	\$75,897	(\$110,281)	\$61,170	
Year End Cash Balance	\$515,088	\$464,306	\$440,127	

Fundraising

Click to add text

	Candy	Sponsorship	Tournaments	Concessions	Total
FY19 Projections	\$ 50,000	\$ 30,000	\$ 102,742	\$ 25,000	\$ 207,742
FY18 Actuals	\$ 51,585.00	\$ 25,640.68	\$ 91,064.29	\$ 30,388.05	\$ 198,678.02
FY17 Actuals	\$ 47,955	\$ 20,678	\$ 112,721	\$ 20,424	\$ 201,771

Charitable Gambling

Cathy Cheatham – Gambling Mgr

- Approximately \$350K of profits expected this year
- Added the Maple Tavern this year.
- No longer have the Wild Bills location
- Five star rating with the Gambling Control Board
- Expect to continue to use these profits to improve our rinks and offset OMGHA's cost of hockey



OMGHA Usage Lawful Gambling Profits

Usage Lawful Gambling Profits					
	Fiscal year end 5/31/2016	Fiscal year end 5/31/2017	Fiscal year end 5/31/2018	Estimated	Fiscal year end 5/31/2019
Lawful Gambling Profits	\$ 369,493.00	\$379,500	\$ 385,000.00	\$	\$503,000.00
OMGHA Use of profits					
Dry and room	\$ (9,300.00)	\$ (9,300.00)	\$ (9,300.00)	\$	(\$9,300.00)
MMCC West payment	\$ (85,000.00)	\$ (85,000.00)	\$ (85,000.00)	\$	(\$85,000.00)
Subsidy rebate	\$	\$	\$	\$	\$
Traveling Registration reduction	\$ (51,400.00)	\$ (51,400.00)	\$ (51,400.00)	\$	(\$51,400.00)
Waived Quebec Registration	\$ (14,000.00)	\$ (14,000.00)	\$ (14,000.00)	\$	(\$14,000.00)
Waived first year skater	\$ (12,700.00)	\$ (12,700.00)	\$ (12,700.00)	\$	(\$12,700.00)
Girl team registration waiver	\$ (28,110.00)	\$ (28,110.00)	\$ (28,110.00)	\$	(\$28,110.00)
Equipment voucher	\$ (16,765.69)	\$ (16,765.69)	\$ (16,765.69)	\$	(\$16,765.69)
Reduction of net costs	\$ (148,708.59)	\$ (148,708.59)	\$ (148,708.59)	\$	(\$148,708.59)
House Goals - Equipment	\$ (6,758.63)	\$ (6,758.63)	\$ (6,758.63)	\$	(\$6,758.63)
Per Mile goalie equipment voucher (\$226)	\$ (3,500.00)	\$ (3,500.00)	\$ (3,500.00)	\$	(\$3,500.00)
Bottom goalie equipment voucher (\$203)	\$ (6,200.00)	\$ (6,200.00)	\$ (6,200.00)	\$	(\$6,200.00)
Girl traveling subsidy reduction	\$ (18,911.00)	\$ (18,912.00)	\$ (18,912.00)	\$	(\$18,912.00)
OMGHA Rink improvements	\$ (22,083.99)	\$	\$ (7,000.00)	\$	(\$29,083.99)
MMCC Rink improvements	\$	\$	\$	\$	\$
Major Drive Trophy Case	\$ (11,900.00)	\$	\$	\$	(\$11,900.00)
Osseo Coaching Booth	\$	\$ (11,112.00)	\$	\$	(\$11,112.00)
MMCC West speakers	\$ (27,746.00)	\$	\$ (13,296.00)	\$	(\$41,042.00)
Ice banking	\$ (4,675.00)	\$	\$ (1,000.00)	\$	(\$5,675.00)
Osseo Netting	\$ (12,541.00)	\$	\$ (1,900.00)	\$	(\$14,441.00)
Campers	\$	\$	\$	\$	\$
Remaining profits	\$ (48,875.81)	\$ (42,755.79)	\$ 29,147.86	\$	\$41,968.84

Areas of Focus for 2020/2021

- ❑ Continue to use the gambling proceeds to improve our rinks and offset the cost of hockey.
- ❑ Analyze systems/process and look for areas to improve our processes.
- ❑ Restructure our registration fees to align with like sized associations.
- ❑ Continue to develop a long term financial strategy for the association



Secretary Report presented by Nicole Kustermann

Secretary's Report



- ❑ Transition Year for some Big Administrative Roles
- ❑ Special Thanks to Kristy Gourley and Michelle LaBorde for training in our new registrars.
- ❑ Registrar's—Deanna Henry and Erin Smith
 - ❑ 650 travel, 527 House = 1177 players registered 2018/2019 Season
 - ❑ 200 travel, 177 house coaches registered and tracked to make sure requirements were met to be on ice with players
 - ❑ 411 travel players registered for Pre Season Skating Sessions. 6 New Skater skills sessions
 - ❑ Worked level directors during tryouts and team formation, assigning tryout numbers, handing out jerseys and numbers. House distributed T shirts.
 - ❑ 60 travel Managers / 45 House managers trained and communicated with throughout the season
 - ❑ 43 travel teams created and rostered with USA Hockey
 - ❑ 16 House waivers processed in and out of OMGHA
 - ❑ 152 Birth Certificates verified with D3
- ❑ Focus for next year – Manager handbook, identify opportunities to help coaches fulfill requirements earlier, make website more user friendly for managers and parents

Secretary's Report

- ❑ Scholastic Achievement—Bridget Erickson, Kristina Kampa, Larysa Karkoc, Amy Lee Olson, and Jennifer Draheim
 - ❑ This years event will be held on Monday, April 29th at 7pm at Lord of Life Church.
 - ❑ Reviewed and confirmed 318 players' grades to verify they met the requirements.
 - ❑ Transition to online application process that was executed without issue
 - ❑ Solicited and gathered hundreds of donated prizes to give away to players on the 29th
 - ❑ Will be giving away 4 Scholarships this year. OMGHA continues to support the Terry Gallagher Memorial Scholarship program.
- ❑ Clix Pictures
 - ❑ Continue to partner with Clix for our team pictures
 - ❑ Santa Skate, OMGHA Banners, State Picture
 - ❑ \$600 back to OMGHA



Secretary's Report




- ❑ Volunteer Coordinators—Rochelle Giuliani & Tricia Leafblad
 - ❑ These two work with every volunteer aspect of the Association- including tryouts, team pictures, coaches/ managers and tournaments. They managed over 11,000 hours this season.
 - ❑ Noticing an increased number of families choosing to buy out of volunteer hour requirement which left the association short of volunteers for important events like hosted tournaments and end of season Jamboree.
 - ❑ Will focus our efforts in the off-season on exploring solutions to this problem.
 - ❑ Our association operates solely on a volunteer basis. In order to provide quality programs and to create a positive, fun and a quality environment for our players, we need help from every participating family. Our policy is for every family to commit to at least 14 hours/credits of volunteer time for one player and 20 hours/credits for two or more players. Note: No Volunteer Hours required for Mini-Mite or Jr. Gold/U16 players.
 - ❑ Remember to "like" OMGHA on Facebook and "follow" on Twitter for DIBs updates

Secretary's Report

- ❑ Marketing- Laurel Bot
 - ❑ Develop and maintain relationships with community partners who support OMGHA
 - Exploring ways to thank and recognize our supporters
 - ❑ Maintain a consistent brand
 - Arena branding
 - Apparel
 - Adherence to Team Standards for our uniforms and required apparel
 - Appropriate use of our logo and utilization of our partners who give back to OMGHA



Vice President of House Report by Chuck Sawicky



VP House Report

House Committee
 VP House – Chuck Sawicky
 Mite Director – Dan Eveland
 Mini-Mite Directors – Joe Faust/Jason Rogowski
 Recruiting – Jason Bauerly
 Register – Erin Smith

Supermite Director – Nick Rice
 Girls House Director – Brian Grant
 Goalie Director – Aric Stenenson
 Scheduler – Dani/Matt Margenau


House Mission – Hockey Culture

- Grow the Game ⇒ Maintain current numbers
- Grow the Passion ⇒ Retention rates ~90%
- Develop Hockey Players ⇒ Leverage ADM model/provide traveling with skilled players who love hockey
- Promote Safety ⇒ Included in all aspects of program

Growth

	2011- 2012	2012- 2013	2013- 2014	2014- 2015	2015- 2016	2016- 2017	2017- 2018	2018- 2019
Total Players	392	402	451	499	530	543	542	521

Level	# Teams
Supermites	12
U8	6
Mite 2	6
Mite 1	4
Girls Mites	4
Mini-Mites	2
Total	34



VP House Report

Recruiting

- Maple Grove and Osseo Parade
- Marketing Road Signs, Rink Posters and School Flyers
- ★ Try Hockey for Free (5 Events) and New Player Clinics (6 Events)
- Letterman Promotions & Early Registration T-shirts
- ★ Free Hockey for Girls U6 and below
- SM (179) / U8 (60) / Mite 2 (82) / Mite 1 (64) / Girl (66) / Mini-Mites (70)

+6	-9	-15	-18	+13	+3
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Operations

- ★ Team Designations and Jerseys
- 3 on 3 League (Fall and Spring)
- HEP (200+ players in 5 hours)
- Communication Meetings (Coaches and Managers)
- Coach Selection
- Outdoor Ice
- ★ Jamboree – Friday/Saturday/Sunday
- ★ Mini-Tin Bin, The "Show", Wayzata crossover 3v3
- ★ High School Game Events


Skill Development

- ★ Total Ice Time: SM/U8 50 Hours, Mite 1/1U/Girl Mite 40 Hours, Mini-mites 20 Hours
- ★ Practice Planning – ADM Model (station based, small area games), standard practice plans
- Goalie Training (7 sessions)
- Velocity Ice

Vice President Girls Report by Chad Wieneke


VP Girls Traveling Report

- ▣ Girls Travel Committee
 - VP – Chad Wieneke
 - Level Directors
 - Lisa Albers – U10
 - Jeff Allen – U12
 - Mike Hueller – U15
 - Involved in the following:
 - Tournament selection
 - Pre-tryout camps
 - Tryouts/team formation
 - Communication and oversight throughout the season




VP Girls Traveling Report

- ▣ Priorities for next year
 - Continue to grow the girls program
 - Fine-tune tournament selection
 - Continue to partner with D3 with focus on team formation appropriate for competitive balance (with focus on the B2 level)
- ▣ Looking ahead to 2019-2020
 - ▣ Projected teams at each level
 - U10 – 5 teams
 - U12 – 4 or 5 teams
 - U15 – 3 teams



VP Girls Traveling Report



- ▣ 2018/19 Recap
 - Major accomplishments for this year
 - ▣ We had 314 girls playing hockey in OMGHA this past year!
 - 156 girls at the OMGHA traveling levels
 - ▣ "Hockey Day Minnesota Event" at MG/OPC high school game
 - ▣ Overall the season went well with very few significant issues, which is a credit to our coaches, players and parents
 - Region/State Tournaments
 - ▣ U15A – Participated in Regions
 - ▣ U15B – Both U15B Black and U15B White participated in the State Tournament
 - ▣ U12B – Both U12B White and U12B Crimson participated in Regions

Vice President Boys Traveling by Colin Steen

VP Boys Traveling Report

- Travel Committee (VP – Colin Steen and Level Directors – Bret Caywood/Squirts, Colin Steen/Peewees, Brian LaFleur/Bantams, Richard Dean/Jr Gold)
- 2018-2019 Focuses
 - Clear mission and goals
 - Competitive Team Formation
 - Continued tryout process improvement
 - Parent/Player Code of Conduct
 - Coach investment/Resource development
 - Securing our Ice Time Needs
 - Tournament selection
 - Parent Communication/Transparency
 - Junior Gold continuous improvement
 - Association culture and investment in the future



VP Boys Traveling Report

- A Look Ahead to 2019-2020
 - Closing the feedback loop for our coaches
 - Continue to invest in our strongest asset in the travel program
 - Continue to ensure competitive team formation
 - Success at all levels is important
 - Continued improvement for the Junior Gold program
 - Take into account feedback from prior years
 - Work at utilizing ice time throughout the season from tryouts through the end of the season
 - Parent/Player Code of Conduct enforcement

Transparency and openness underpins our actions



VP Boys Traveling Report

- Re-cap of 2018-2019 Season
 - Success at all levels of play this season – B2 and C levels very competitive with multiple tournament wins
 - Increased number of PeeWee and Bantam teams vs. prior year
 - Retention rates high in later years of the program
 - Continued progress with Jr Gold program
 - Region/State Tournaments
 - Bantam AA – State Champion
 - Bantam A – State Runner Up
 - Bantam B1 Black – State Consolation
 - Peewee AA – Region 3rd Place
 - Peewee B1 Black – Region 3rd place



ACE Report presented by Matt Margenau

ACE – Skills Development Mission

OMG's mission is to provide our young athletes with world class training instruction, instructors, and facilities, that allow our athletes to fulfill their potential, while making the game of hockey challenging, safe, and fun for each individual player!



ACE – Areas of Focus

- **Player Development**
 - On-Ice Skill Development
 - Off-Ice Skill Development/Injury Prevention
 - Hockey IQ
 - Leadership Skills
- **Coach Selection and Development**
 - Coach Selection:
 - Coaching Director position
 - Early identification of coaching candidates
 - Annual survey for feedback and improvement
- **Coach Development:**
 - Pre-season coaches meeting & instruction
 - Coach resources and tools: Practice plans, Hockeyshare, Drill videos
 - Provide Skill Tools to enhance training (Kwik Hands, Slide Boards, etc)



ACE – Player Development

Four Key Areas of Player Skill Development:

1. **On-Ice Skill Development**
 - Focus: ADM Model, Skill nights, Coach Resources & Development, Outside Instructors
2. **Off-Ice Athletic Development/Injury Prevention**
 - Focus: Facilities, External Instruction, Education
3. **Hockey IQ Development**
 - Focus: Small Area Games, tech. investments (Hudl, Intelligym)
4. **Leadership Skill Development**
 - Focus: Positive Coach Alliance, Community Involvement



Thank You For a Successful Season

- **Skill Development Directors**
 - Jeff Allen – Girls, Erik Kukkonen – Squirts, Jay Picconatto - Peewees, Mike Kernan - Bantams
 - Aric Steinessen- Boys Goalie Director, Jeff Allen- girls goalie director
 - Andy Hedlund & Matt Margenau- OMGHA Habits and position specific guidebook and training material
- **Travel Coaches**
 - Matt Margenau - Coaching Director
 - 132 Coaches Coaches for 33 Boys Travel Teams
 - 45 Coaches for 12 Girls Travel Teams
- **Managers & Registrars**
 - 50+ Managers for 45 Boys and Girls Travel Teams
 - Registrars: Deanna Henry, Erin Smith, Kristy Gourley and Michelle LaBorde
- **On and Off-Ice Trainers**
 - David Prokop - EuroAmerican, Casey Rooney - ReadReact, Zach Sikich - Pro-Hybrid, Ally Altman – Devenir, Josh Hutton - BE-FIT



President Report presented by Adam Reiter

President's Report – Year in review

- **Long-time volunteers**
 - Rob Borsch
 - Jeff Brandt
 - Brian Blashack
 - Luke Johnson
 - Kristy Gourley
 - Michelle LaBorde
- **Survey Results**
 - Highest scores
 - Coaches and Managers
 - Player safety/conduct
 - OMGHA is a strong hockey organization
 - Communication
 - Lowest scores
 - Pictures
 - Payment of Subsidies
 - Tryouts



President's Report – Looking ahead

- **Arenas**
 - Osseo Arena required work – OMGHA contribution
 - Conversations with Maple Grove on looking at 3rd sheet
- **Modernizing OMGHA**
- **Jr Gold Program**
- **Health and Safety**
- **Team Formation Planning**
- **Sponsorships/Marketing**
- **Finances**
- **Board Agendas, initiatives and organization**



President's Report – Year in review

- **OMGHA's most significant successes**
 - 6 Teams to State – 2 in Championship games
 - Balance of teams across levels
 - Continued growth of participants
 - OMGHA communication/transparency
 - Asset improvements
 - Finances
 - Code of Conduct communication/enforcement
 - Continued investment in coaching and skills
 - 5 U10 Girls teams!
- **Rink Work**
 - MGCC West Ice Improvements
 - MGCC Branding
 - Osseo Arena Branding/Remodel



4. Old Business

No old business.

5. New Business

Elections

- Review of Candidates
- Collection of Ballots
- **Results of Elections Announced:**
 - President – Adam Rieter
 - VP Girls – Chad Weineke
 - VP House – Brian Grant
 - Coaching Director/Assistant ACE – Andy Hedlund

- Boys Traveling Director – Bret Caywood, Rich Dean, Erik Kukkonen
- Girls Traveling Director – Mike Hueller
- Mite Director – Jason Rogowski
- District Three Representative – Steve Fischer

6. Meeting Adjourned

Jeff Allen moved to adjourn meeting; Brian Grant second; the meeting adjourned at 8:17 pm.