

New Mexico Amateur Hockey Association

Board of Directors

Monthly Meeting

6/13/2023 6:30PM

The MAC

Members Present	Jason Foist, Kelly Boyles, Monique Priest, Sabra Hensler, Stephanie Orr, Loretta Tafuro, Jasy Shiparski, Margaret McNatt, Mattie Pacheco
Members Absent	Donal Lyle
Guests Attending:	Michael Rose, LPL Financial

Welcome/Approvals

Agenda Item

NMAHA President Jason Foist called the meeting to order at 6:32 pm and welcomed attendees.

Call to Order and Welcome

Roll call was taken.

Action Items

Approval of the Agenda

Approval of the Minutes

President Foist then asked for a motion to approve the consent agenda.

Motion to Approve: Jasy Shiparski

Seconded by: Stephanie Orr

All in favor - motion passed.

President Foist requested a motion to approve the minutes from the May 9th, 2023 Monthly meeting.

- Changes to minutes were made after being distributed. Added names to minutes that were missing and corrected clerical error of \$50 budget and updated to \$500 for square device to be left at MAC.

Motion to Approve: Jasy Shiparski

Seconded by: Loretta Tafuro

All in favor - motion passed.

Committee Reports/Actions

Treasury Report

Loretta Tafuro

Motion passed to discuss Treasury report.

- POS has been purchased
- Colored printer has been purchased
- Santa Fe Association incorrectly disbursed check- going to revise budget to reflect
- Post office Registration is coming up- \$200 per year- need to discuss getting rid of post office box due to inconvenience to get to. Something to discuss in July as it comes up. May be wise to remove to save the \$200
- 12-13 players for age specific stuck and puck- in the red -\$505.00. Going to open up to other associations for players who have USAHockey registration
- Fan wear- \$200 over the last two months
- Solar lights to be installed, but have been purchased
- Shed lock was replaced and installed by Jason F.

Presentation ,

LPL Financial, Michael Rose

Introduction of Michael Rose from LPL Financial

- Acts as a fiduciary for the association
- In the last year, have changed from a growth fund (compliance issue as a non profit) Account is down .5% due to DOW market value
- Investment Policy Statement overview (provided handout to board members)
- Risk rate is 29, invested conservatively. There is still risk, but it is low
- Allocations 32% are in stocks (based on change from last year with Luciano) \$23,000 in cash
- Proposed reposition: (page 9 in handout) Risk increases from 29% to 31%. Proposing so that we get a little more growth with our funds, but still maintain minimal risk on the whole. Mr. Rose will send the full proposed changes and questionnaire to Loretta and Jason for disbursement to the board for discussion at the next meeting.
- Any changes to account will be approved and recorded in meeting minutes and provided to Mr. Rose/LPL financial to ensure that all changes are documented and verified.

Review of proposed 2023 Budget

- Working to calculate the discounts more accurately
- New opening bank balance is \$54k- starting point for the season
- Ice costs based on days of the month- lines up with how the MAC bills us- new ice rates are \$270 (increase of \$5) up a total of \$762 YOY
- Ice schedule- Mites being on Friday last year was difficult from a scheduling perspective (had to reschedule for festivals etc.) Going to send out new survey via SportsEngine so we can see all responses vs. limited view provided by Survey Monkey. As far as budget purposes go- change in schedule will not change budget. Ice time alone is \$42k for Rec and HS.
- Do we keep the half ice lessons and goalie practices? From a budget perspective, we need to save where we can, and this may be a good place to save in the budget. If a kid comes to the team who can't skate, they can still join team, but they have to join the Wednesday Learn to Skate program as an additional condition. Consider being transparent with the families so they know conditions and terms around playing in

games with the team. Kids need to be assessed after registration to determine on ice eligibility- especially for kids who join midseason.

- Budgeted home games- Last year 32 total home games, actual was 24. Lots of cancellations last year. Potentially 7 associations we can play with (pending Durango & Alamosa joining). Six associations was easy to work with for scheduling in December. Aiming for 1:1 games with associations. Taos has been struggling to build their numbers back up- so it would be nice if we could play there twice to help in their efforts in the big picture of supporting hockey in NM. Consensus is to budget for 6 games not to exceed. Is it a possibility to schedule mid-week games to help with limited ice team that all associations are up against? Mattie to ask around.
- Referee budget- leaving ref times conservatively because we have not received the official ref fee for this year. Anticipating rate changes with level of ref changes being made.
- Game Fees- will change as referee fees come in.
- Registrations Fees- Would like to keep the JV rate at last years rate, or less. We are already highest out of all associations. All other divisions go up \$25 inflation nationally with assistance from the MAC. Net shortages are projected with only 10-15 players at each level. Player projection based on headcount of past players who are likely to come back. We are at risk at not having a high school team... will need to wait to see which kids from Bantam will choose to play JV, if any.
- Discounts- all discounts are per division. Financial aid percentage needs to be decided at next meeting. All members please review handbook and come with suggestions for next meeting.
- Where do we have the most need for donations? Ice time! Total ice time costs \$42,500 and we are projected to fall short over \$7k
- Overall breakdown- \$63,725.50 is total projected expenses if budget stays as planned (no change in player count, discounts etc.)
- NMAHA Program Investment:
 - Background checks- going to see if we can provide an option for those requiring checks to opt to pay out of pocket so the association does not foot the bill
 - Advertising- give up Peachtree- very expensive, did not provide a good return on investment. The MAC pays for someone to do their social media and they have shown hockey at the MAC on Instagram. Sabra will check with her contact in learn to skate. How can we get our Social Media to be more present? Jason will check with Eva on how to tag NMAHA on all the applicable events.
 - Need to check if money was used for Bantam Goalie gear. We still need goalie helmets for all levels
 - Fanwear- kept the same YOY
 - Total investment comes to \$20k
- Please review budget for next meeting for final approval.

Motion made to approve proposed budget- all approved.

Leadership Reports

Presidents Report

Jason Foist

- Asks for all members to review handbook and find where we can improve. Specifically, Chief of Coaches needs to be better defined (Chain of Command), and criteria and conditions for Financial Aid. Please consider these for discussion at the next meeting.
- Mattie will assist with social media moving forward. Jason will let Jennifer know that we've found an additional volunteer to help out with it.

- Four additional keys will be made for the equipment shed for a total of 6 keys (one spare)
- July 4th committee- We are registered and there is a parade from 6pm-9:45pm. Will be held at RR City Hall at City Center. Need to decorate floats with patriotic theme. Need medium to large flatbed trailer- Kelly has offered Casey to drive the float. Margaret, Mattie, Kelly, Sabra, and Stephanie have all volunteered to be on the committee. Follow-up meeting to be scheduled the week of 6/19.
- SafeSport has changed their training so everyone will need to retake it(likely). As a reminder, always go through USA Sport Center, and wait until September so you don't have to do it again in a few months
- Dryland training went well, but it's a big load and not possible for one person to do it by themselves. Will inquire with the same team who provides dry land coaching to Hooligans to see if there is an opportunity there.

Adjournment

The meeting was adjourned at 8:32 p.m.

Next Meeting – Tuesday, July 11th

Location – The MAC

Respectfully Submitted

Jasy Shiparski