

LAKEVILLE YOUTH HOCKEY ASSOCIATION
Board of Directors Meeting Minutes
May 13, 2009

Members Present: Jeff Atkins, Brad Atol, Mark Brown, Frank Eichmann, Linda Freemark, Darren Gardner, Barb Haeg, Deb Hazlett, Julie Hokeness, Kent Johnson, Brent Lothrop, Jim Lunneborg, Brian McKinney, Bill Monahan, Carol Pankow, Tonyea Patterson, Todd Perry, Dave Rucki, Matt Swaney, Kevin Wetzell, Bart Winkler.

Members Absent: Brett Belschner, Steve Burns, Joe Bystedt, Herb Harvey, Sherri Harvey, CJ Johnson, Buck Kochevar, Liam McDonald, Dan Sender, Randy Schmitz, Kurt Weber, Perry Wilkinson

Call to Order: The meeting was called to order by Bill Monahan at 7:08 p.m.

Secretary's Report: Carol Pankow

Motion by Carol Pankow to approve the minutes of April 15th, second by Mark Brown. Motion carried.

Carol mentioned that she is still collecting the conflict of interest sign off sheets for the new board members.

Speak Out to the Board:

None.

V.P. of Development-Bart Winkler

Bart is looking at some new ideas for the tryout format. He is still proposing the use of outside evaluators but would like to stretch out the tryout process from 2-3 to 4-5 evaluation times. The goal is to create a less stressful situation and not have kids skating two times per day. Kids would have a greater opportunity to show their skills and would be less affected by one poor session. This could also help the evaluators make a better decision by having enough opportunity for the evaluations. Bart is talking with Kevin and no decisions have been made.

Advertising for coaches is currently online. There have been roughly 40 applicants so far with 3-4 non parents to date. Darren will also be running an advertisement and applications will be due on June 15th.

Bill discussed the costs of registration. The cost is determined after each director feeds costs into the budget sometime in July. Bill asked the board what the goal should be regarding costs—zero percent growth, having a particular percentage drop in overall costs, or an increase? Forecasts are predicting a big drop off at the mite level which will eventually impact the upper levels. Ice time is also projected to increase in cost. There is a delta between what LHA owes the city each year and what ice is used. This equates to a cost of approximately \$30,000 per year. Part of the problem is due to the hours of ice LHA is required to take and filling up the rinks when teams are away during the season. There is a plan to address this in negotiations with the city to allow LHA to resell ice. General thoughts were expressed to keep the budget target at the current level and make reductions from that point. Director's were asked to look at all budget items for areas that could be cut.

Kent discussed a meeting that was held with an individual from Eden Prairie that has an ice scheduling program he has developed over the past nine years. He basically makes a draft that looks at the tournaments, away games, etc and makes a schedule for the entire season. For a fee, he would train the current Ice Director on using this new scheduling approach. Each team would know their schedule by the end of October for the entire season. Then teams can decide if they want to sell any ice time. A number of factors need to be worked out regarding coordination with the overall master ice schedule. Kent will be back to the board with a concept of how this will work and projected costs. This could definitely impact the budget in a positive manner.

V.P. of Operations-Mark Brown
Nothing to report.

Treasurer's Report: Kent Johnson

For budgeting purposes, Kent requested that all Department Head's submit their budget proposals to him prior to the June board meeting. Kent will then compile the information to present to the full board in June.

Kent reviewed the April 2009 LHA financials.

LHA Financials	MTD Apr 09	YTD Apr 09
Gross Income/ Receipts	\$114	\$932,445
Net Income/(Loss)	-\$20,749	\$21,435
Total Checking/Savings	N/A	\$203,174
Concession's Profit	-\$27	\$19,579

A **motion** was made by Kent Johnson to approve the Treasurer's Report, second by Frank Eichman. Motion carried.

The fundraiser committee consisting of Linda Freemark, Tonyea Patterson and Kent came up with three potential fundraiser ideas for board consideration.

Idea #1- Tires Plus-this is an oil change coupon that is purchased for \$20. Families can then sell the card for \$60 and keep the \$40 profit to help pay for hockey. Bill asked if there were any potential conflicts of interest? Kent reported that there is one parent and one child in the association that is affiliated with Tire's Plus. Bill also asked how LHA would administer the fundraiser. Kent indicated he would have a couple of days where families could come to the arena and purchase the coupons for \$20. The association only pays for what it sells and is charged a \$1 per coupon fee. This cost will come out of the \$20 amount charged to parents for each coupon. Kent would anticipate getting this up and going in June. Bill asked the board if it is LHA's responsibility to find fundraisers for families or should they help defray association expenses? Members indicated that we should pursue both types of fundraisers. A **motion** was made by Kent Johnson to accept Tires Plus Oil Card Fundraiser as an individual fundraiser, net proceeds will go to offset the cost of hockey per the individual. Second by Linda Freemark. Motion carried.

Idea #2-Kent discussed the **Giving Site's** fundraising program. The LHA website would link to the Giving Site. If anyone makes an online purchase through this link, LHA would receive a check back monthly. The money would go to the general fund and offset cost of ice time. There is no conflict of interest involved with this program and there are no sign up costs that must be paid by the association. LHA will create all the advertising for this site.

Kent Johnson made a **motion** to accept the Giving Site's program as a fundraising program for LHA. All money received will be refunded equally to each individual as a credit against their final team payment. The amount will be calculated from March 1 to the last day of February of the following year and credited to the final team billing. Example: LHA receives \$10,000 from March 1 2009 to February 28, 2010, there are 1000 kids in the program for the year. A credit of \$10 per child is given to the final team billing for traveling teams and a \$10 reduction is given to mites for final amount due, mite-preps are not included since, LHA gives the mite-preps less than cost fee registration. Second by Linda Freemark. Motion carried.

Idea #3- Kent discussed a Kwik Trip card that individuals could sell and receive a certain percentage back for cards sold. The amount Kwik Trip discussed went from 15% to %. Kent asked if he could get at least 15% would the board approve this fundraiser. The board

recommended that he pursue more information and bring it back for action at the June board meeting.

Sponsorship-Jim Lunnenborg reported that he is working with Steve Papacek to develop a database of businesses that can be contacted directly for potential sponsorship. Jim asked the board to reconsider a prior decision that did not allow him to send emails to association members regarding sponsorships. He would be asking if members are business owners themselves or if they know a business owner that may consider a sponsorship. This email could be coordinated with the newsletter being sent out. No one was opposed to a sponsorship direct solicitation of 1x per month. Jim will put a plan together with a sample of the written material for the June board meeting.

Darren Gardner brought up the idea of trade marking the Lakeville hockey south and north logo's and capturing the revenue that goes along with sales of various apparel and accessories. Bill said he would look into this and report back at a later meeting.

Gambling Report: Todd Perry

Actual Income and Expenses for April 2009

LHA Gambling	MTD Apr 09	YTD Apr 09
Gross Receipts	\$101,331	\$387,899
Prizes paid	\$79,077	\$307,173
Other Income	\$2,530	\$79,433
Total Profit	\$3,077	\$79,741
Cash Balance	N/A	\$119,844

Todd reviewed the actual income and expenses for April. There was a profit of \$3,786 in pull tabs. Bingo revenue was down a bit due to a large jackpot payout. Actual income was \$6,320 for April. Case shortages were much better than in March. Todd Perry made a **motion** to approve the actual income and expenses for April 2009, second by Kent Johnson. Motion carried.

Todd indicated the Legislature is looking at legislation that would allow pull tabs to be sold at non-liquor related establishments. The Boulder Pointe pull tab site is opening on May 14th.

Budgeted Income and Expenses for May 2009

Todd reviewed the budgeted income and expenses for May 2009. Todd Perry made a **motion** to approve the budgeted income and expenses for May 2009, second by Frank Eichman. Motion carried.

V.P. of Administration-Brent Lothrop

Communications-A newsletter will come out in June and then again late summer or early fall.

Technology-Work is being done on the registration and volunteer pages for the website.

Equipment-Bids are in and Brent has built his budget. He is looking at just having jackets this year instead of full warm-ups for a money saving measure. Jackets would be mandatory and pants would be optional. LHA is unable to get the same warm-up as last year since they are on a new cycle. Brent brought a sample jacket to view. Brent will work with a subgroup to present a recommendation at the next board meeting. Board members should email Brent if they are interested in being on the group.

Brent's big initiative is to save dollars. He found a new puck bag that is \$11.50 versus \$20 previously spent. There was discussion about not having bags as coaches typically use buckets or other carrying cases.

Discussion was held regarding budgeting for the financial hardship fund for next year. Some thoughts expressed would place expectations on families accessing funds to perform a certain

amount of volunteerism. Kent will develop a motion for next month regarding financial aid. Board members should email Kent with any ideas to be included into the motion.

President Elect Report: Dave Rucki-President Elect

Dave attended the District 8 meeting and had the following items to report.

- There was a handout from the District regarding a new recreational league that will be offered as an in-house C level program to cut costs. The program is outside LHA. This will be offered for Squirts, PeeWees and Bantams. This does not replace association leagues and would be strictly voluntary.
- There was also a proposal on a Bantam A and starting a metro league that would be separated by big school-small school.
- Some discussion was held about setting up a B2 state tournament.
- A handout was distributed regarding redistricting in the middle section of the state.

Bill also assigned Dave to work on the negotiations for the concession stand. Lakeville arena's is asking the LHA to pay rent on the concession stand at a rate of approximately \$800 per month. Dave did some research into this and the LHA has been in good standing. The association is already charged for electricity, etc. and Dave did not feel they have grounds to stand on. There was some talk about letting LHA open the concession window and sell Lakeville hockey and/or booster merchandise. Dave will come back with a recommendation so the board can choose a direction in which to proceed.

President Report: Bill Monahan

Bill talked about an email he received regarding redistricting. There is a proposal that is not yet finalized which would be implemented for the 09-10 season.

Bill also distributed stats that showed the LHA is the second largest hockey association in the state behind Wayzata.

Lakeville Football Association sent a letter and schedule for the fall. Bill sent an email back to the association indicating the LHA would try to work the fall tryout schedules so there is no conflict with the Showcase games.

Bill discussed a motion prepared by Darren regarding a potential by-law change. Current LHA by-law policy states that the President may appoint a person to fill a vacant BOD position with board approval. Consistent with the requirement of board approval the thought was to have a policy in place that would protect the board and association as a whole, providing inherent checks and balances. Any person that runs unopposed and is elected to the BOD would have the requirement of board approval. Darren Gardner made a **motion** to revise Article IV, Section 3 by adding "and candidate that runs unopposed and is elected to a LHA Board of Director position requires Board Approval at the first Board Meeting following the election. Second by Matt Sweeny. After some discussion, motion failed-8 opposed, 6 in favor.

Other Business:

Motion to adjourn made by Bill Monahan. Second by Frank Eichman. Motion carried. Meeting adjourned at 9:35 p.m.

Respectfully submitted by Carol N Pankow, LHA Secretary