

Armstrong Cooper Youth Hockey Association

Monthly Meeting Minutes

February 8, 2010 – 6:30pm

New Hope Ice Arena – Meeting Room #1

Meeting called to order at 6:35pm.

Board Member Attendance: Michael Baker, Matt Deterding, Mark Gauer, Mike Goergen, Greg Erickson, Tom Keller, Troy Loken, Len Lopez, Dave McDonough, Derek Olson, Jim Siede, Greg Symicek, and Paul Wood.

Board Members Absent: Holly Martin, Jon Piazza, Joanna Rooney and Carolyn Soper.

Additional Guests Present: Tracee deNeui, Chuck Durand, Eric Homme, and Hans Skulstad.

CHARITABLE GAMBLING REPORT – Tracee deNeui, ACYHA gambling manager:

March 2010 items to approve (see motion below):

- 1) Monthly report to the board
- 2) Expenses for March 2010 - \$36,475
- 3) Pay January 2010 taxes to the City of Maple Grove - \$267.91
- 4) Pay 2009 taxes to the City of Crystal - \$367.85
- 5) Pay 2009 taxes to the City of New Hope - \$4408.27
- 6) Pay the State of Minnesota Licensing fee in the amount of \$900
- 7) Make a donation to the Osseo Maple Grove Youth Hockey Association for 30% of 2009 Chammps profits - \$4,934.70
- 8) Make a donation to the Maple Grove Girls' HS volleyball boosters for 10% of 2009 Chammps profits - \$1,644.90
- 9) Take care of a meat raffle error at SteveO's - \$40
- 10) Pay City of Crystal \$250 for background check.

CHARITABLE GAMBLING REPORT (CONTINUED):

Tracee explained that 10% of profits are paid every year to Crystal and New Hope. 2008 profit at Steve Os was approximately \$19,000 and only \$3,678 in 2009. 10% taxes paid to the City of Crystal are thus \$367.81 based on the lower profit this year. Profit at Sunshine Factory was \$44,082 in 2009 (closer to \$50,000 in 2008) and the 2009 taxes for the City of New Hope are \$4,408.24.

In 2008, there was no gambling operation profit at Chammps, but 2009 profit was \$16,449. City of Maple Grove is paid taxes on a monthly basis, which is different than the annual payments made to New Hope and Crystal. ACYHA's gambling agreement with the City of Maple Grove is to share 30% of Champps' profits with the Maple Grove Youth Hockey Association, 10% is paid to the city for taxes, and 10% is donated to another organization in Maple Grove. This year, we recommend donating the final 10% to the Maple Grove Girls' H.S. volleyball association.

Also, Tracee reported the overall gambling operation profits for January 2010 were pretty good (\$6,563).

UPDATE ON THE ANNUAL AUDITOR'S REPORT:

Mike Goergen, Fred Poferl and Tracee met with Jere Bartz, the auditor from LarsonAllen LLP. Mike reports that Jere was complimentary of Tracee's work with the entire gambling operation. Gambling audit committee members are Deb Jacobson, Fred Poferl, and Mike Goergen. They are considering using a different independent auditor or purchasing and implementing a gambling audit software program.

GAMBLING CONTROL BOARD REVIEW (every two years):

Tracee reported this review went well. The Gambling Control Board made one recommendation to purchase a safe just for the gambling operation at the Champps' site rather than use the existing Champps' safe. After the gambling safe was stolen last year, Tracee has been using locked deposit bags inside the Champps' safe to keep the gambling funds separate yet secure. Some additional details requested by the Gambling Control Board that Tracee will provide.

Motion by Greg E. to approve February 2010 Gambling report to the Board and the numbered action items listed above. Derek O. second. Motion passed.

Motion by Troy L. to approve January 2010 Gambling report to the Board and the following two items:

- 1) February expenses - \$36,175.***
- 2) December 2009 taxes to the City of Maple Grove - \$76.32.***

Derek O. second. Motion passed.

NEW HOPE HOLIDAY STATION STORE FUNDRAISING IDEA:

Chuck Durand, owner of the New Hope Holiday station store across from All Star Sports, came to the meeting and presented a fundraising idea for ACYHA. Chuck's nephew is a player in the association.

Chuck shared that he is interested in supporting ACYHA through a community fundraiser at his new gas station. His idea is to use the Unlimited Car Wash program that people can join for a monthly fee. Players would sell a coupon good for the first month of the program, and the association would receive ½ of the first month fee. The card is prepaid and players keep track of all the cards they sell. Chuck currently has 1,000 people in the car wash club and to keep track of everyone, individuals would need to register in the store after purchasing the card. Once signed up, you wash as many times as you want -- your license plate is your car wash code and you are billed monthly. You can cancel at any time.

Chuck has three stores: Lakeville, Moundsview, New Hope. He offers a high quality car wash -- they can do washes every 45 seconds and a car wash is completed in approximately 3 minutes. Did about 500 car washes a couple Saturday's ago so the wait time is significantly less than some other stores. Also, you have free use of the vacuums with a wash.

Board suggested offering this fundraiser as a direct credit against a skater's hockey fees rather than a deposit into a general fund. Based on how many you sell, you get that amount deducted from your fees as a direct offset.

Len Lopez asked Chuck to consider purchasing a dasher board ad at the arena. Chuck said he would consider it in the future, but as a first year business it isn't a possibility this season.

The board tasked with Len L. and Mike G. to follow-up on the details of a pilot program with Chuck before the end of the 2009-10 season. A more complete rollout could be instituted next year, perhaps in December when car washes become popular again.

SPORTS PSYCHOLOGY PRESENTATION – Hans Skulstad

Hans Skulstad from the MN Center For Sports & The Mind led discussion regarding the mental side of hockey. Hans has a passion for sports and for working with people. His business model is to share these gifts with the community. He offers his training services to an entire organization, a smaller group, families or individuals. ACYHA could implement a program with parents, coaches, specific teams or players.

Hans shared a worksheet with 10 fundamental skills: 4 fundamental values, 3 items as preparation for success, and 3 performance or execution skills

SPORTS PHYSIOLOGY PRESENTATION (CONTINUED)

The Board discussed introducing Hans and his program to the coaches first, perhaps in a clinic or end-of-season review meeting. Could also do this at the beginning of the year with a coaches' kickoff meeting including a review of ACYHA policies, resources, and training. Hans suggested his work can assist with setting expectations and goals for the season. The board asked Hans if he was available to do an introduction to association parents at the Mite Jamboree -- March 5-7, 2010 – Hans will check his availability.

Mike G. offered to share some additional information from Hans with the board via e-mail.

NOMINATING COMMITTEE:

Mike asked for volunteers to join him on this year's nominating committee. The by-laws stipulate a 3-member group. Troy Loken, Assistant Youth Director and Tom Keller, Girls' Coordinator, offered to join him.

Four positions are open for next season. These positions are for three-year terms (June 2010 to May 2013).

Boys' Travel Coordinator: Organizes the Fall development camps, tryouts, and the selection of tournaments. Identifies the Bantam, Peewee and Squirt coordinators to assist with each level throughout the season. Also serves on the Hockey Development Committee (HDC).

Girls' Travel Coordinator: Overall responsibility for the girls' program as well as identifying the U14, U12, and U10 level coordinators to assist with each level.

Parent Volunteer Coordinator: Works with all member families to assist in fulfilling their volunteer commitments, including receiving the volunteer deposit checks as part of registration, managing the DIBs system, and communicating all volunteer opportunities for the association.

Treasurer: Responsible for all association receipts and disbursements, including paying all bills as authorized by the Board. Shares a financial report at each regular Board meeting and a complete financial statement at the annual meeting.

A mass e-mail will be sent to the membership regarding all open positions. At the annual meeting in May, every member of ACYHA in attendance (must have a player in the program to be a member) can vote to elect new board members. Interested parties should contact a member of the Nominating Committee.

The board discussed potential candidates who have been either training or learning about these open positions. Jim S. recommends Alisha Brown to take over his role as Volunteer Coordinator; Mike Soper expressed interest in the Travel Coordinator position; Mark G. offered to serve another term as Treasurer; and Ann Winter is currently assistant Girls' Coordinator and is the potential successor to Tom K. the Girls' Coordinator.

COMPENSATION FOR NON-PARENT COACHES:

The board is aware of at least ½ dozen non-parent coaches on teams with a parent head coach. Since parent head coaches do not receive remuneration from the association, they do not have any funds to share with their assistants.

The board considered the implications of paying all traveling **head** coaches (parents and non-parent coaches). There is some concern about paying an assistant when we are not paying the head coach. Many parents who are currently coaches wouldn't accept payment for their service, but may appreciate a reduction in their fees. The board tabled a decision regarding any compensation for non-parent assistant coaches for now. The non-parent assistants this year agreed to serve without any compensation from the association for their services. In at least one instance, the head coach has made an arrangement with a non-parent assistant to serve as a “payback” and one assistant offered to serve in order to gain coaching experience.

GENERAL REPORTS:

Mike Goergen, Youth Director: Minnesota Hockey updated the new “residency rule” instituted this year. Next season you can play where you live **or** where you go to school. Associations are expected to grant a waiver if a player wants to skate where they go to school. Some clarifying rules on what association you are assigned were issued as well. It is permissible to switch associations between where you live and where you go to school; however, the first year in a new association you do not qualify for an A team.

Mound Westonka, Crow River, Washburn/Southwest joining District 3 for 2010-11.

District 3 Director Scott Dornfeld coming to the ACYHA March 2010 meeting.

Troy Loken, Assistant Youth Director: Reviewed the information he e-mailed to the board, the traveling coaches and managers regarding the SWARM event on Feb. 20, 2010. While it is late to organize an association-wide event, any team, family or individual can take advantage of the offer. In order to guarantee a pass to skate on the Xcel Energy center ice after the Swarm game, you need a minimum of 10 participants. A lower bowl seat is only \$17, but if you want to skate, the total price is \$22.

Also, the Swarm representative (Matt Siert) suggested that teams can schedule a team party in conjunction with a Swarm game and the price of the game ticket would cover a meeting space for your group. Any food options would be an additional charge. This may be an option for your end-of-year parties. If you have any questions, please e-mail msiert@mnswarm.com or call him at 651/312-3483.

Len L. added that we should encourage community-wide events like this that engage the association, even if it doesn't earn the association any money.

Jon Piazza, District 3 Representative: No report

Holly Martin, Secretary: (Troy Loken serving as Secretary):

Motion by Troy Loken to approve January 2010 meeting notes as amended, second by Greg Erickson with the following change: \$10 / save instead of \$2 / save donated to ACYHA by the MN Wild Foundation. Motion passed.

Mark Gauer, Treasurer:

Looking at some efficiencies for next season. Hoping to have someone else collate information and send it to the Treasurer rather than receiving separate emails from multiple parties. It adds unnecessary work for Treasure to organize and tabulate data. Examples include check reimbursements to coaches for USA hockey registration and payments to tryout evaluators.

Mark passed out copies of two monthly financial reports: income sheet by year and balance sheet by year. Mark highlighted that a percentage of money currently listed under receivables, should be up in cash – those adjustments still need to be made. Mark can see a lot more information from web reports this year and appreciates the additional detail. For example, for each player registered he can view how much he or she should pay, how much he or she has paid, and how much they owe. Mark can view “failed payments.” 15 failed payments for the final January payments. Mark needs to follow-up on those accounts.

Mark passed around a copy of ACYHA’s online banking report. Copies were not distributed because the account numbers were visible.

Discussion about what financial information we should or could add to the web site. First comment is that anyone is welcome to come to the meeting and see the reports. One year we added the annual budget to the web site, but recommend against adding the monthly reports (too much detail). Ice costs would be helpful information for people to understand the expense side. We could create a pie chart of general categories of expenses to communicate more information to the membership.

Basically, the 2009 – 10 budget is still on track to be a breakeven proposition.

Refunds (checks) for two players have been processed and were available at the meeting.

Question about whether prepaid tournament gate fees have been sent to ACYHA by the teams. It was unclear this year what tournaments had a gate fee and which did not. Suggest that next year the Level Coordinators needs to get information to the teams regarding tournament gate fees. Gate fees are the responsibility of each team and prepaid fees need to be reimbursed to the association.

Len Lopez, Fundraising:

Pond Hockey movie expenses donated but only had about 50 people attend. Conflicts with the date were noted, especially the first day back to school after break on a Monday night during hockey season. Same producer did "The Forgotten Miracle," so Len would try it again.

Paul Wood, Traveling Coordinator:

Recommends the association consider a Junior Gold B team next season as eligible Bantams going to HS may be cut at the High School levels. Could get by with a 12 or 13 person roster. An option for ACYHA members instead of sending them to Wayzata or Maple Grove to play.

Jim Siede, Volunteer Coordinator:

Posted District 3 Pee wee B1 tournament volunteer hours today. People are showing up for their assignments, especially at the New Hope Invitational Tournament this weekend.

Matt Deterding, Mite Coordinator:

Jamboree plans are in place: March 5, 6, 7. Only 3 games on Friday. Games start at 8:00 am on Saturday and run until 6:00. 11:00 to 4:00 pm on Sunday. Crow River invited this year.

Joanna Rooney, Registrar: No report.**Dave McDonough, Equipment Manager: No report****Derek Olson, Ice Scheduler:**

Practice ice for Feb. 14-21 has been distributed to all A and B traveling teams to lead them up to their District 3 Tournaments starting on Feb. 22. Teams that would like additional ice should contact Derek. Practice ice almost done for C teams (through March 7th), and will be sent out shortly. District Three C level tournaments begin on March 8th. Also, allocated ice for Bantam A team to prepare for the VFW tournament.

Derek reported a desire to confer with Jim Corbett, Arena Manager, about getting back some of the 9:15 and 9:30 pm times we're currently not using. We are struggling finding midweek ice this year with 4 Bantam teams and the additional girls' teams. Some squirt teams only have one hour ice each week plus weekend ice. Everyone has gotten less ice this year than in previous years. Depending on what happens with girls' High School programs that could open up some earlier hours at New Hope next season. Just getting one to two hours more per week would help a lot.

Derek estimates are 2010 ice bills at New Hope will be: \$50,000 for January, \$55,000 for February, and \$20-25,000 for March.

Greg Symicek, ACE Coordinator:

Coaches' evaluations going out this week for Bantams, Peewees, U14, and U12. Anticipate distributing this Friday and ask them to be returned February 26th. Squirt and U10 evaluations will follow shortly.

Michael Baker, Marketing and Membership:

Working with Sandra Sullivan with the program to get hockey players involved in schools. Armstrong Varsity Hockey team went out last week to read to elementary kids. A coupon was handed out to those children to go to this Thursday's varsity game vs. Wayzata or next Thursday's game.

Met with owner at Doyle's regarding a fundraiser. Michael reported we could use the facility for "free" and do a community event. For example, the parents could be in one area while bowling is available for the kids. The board suggested this as a possible location for a coaches' party at the end of the season.

Tom Keller, Girls Coordinator:

Patti Weldon and John Oelfke, high school athletic directors, have met with the two high school girls' coaches. They expect to make a decision about merging to the two girls' programs by the end of February. Expecting 34 skaters at the HS level next season and 12 at the U14 level. The high schools could encourage 4 or 5 to play U14 instead.

Looking at one U12 and two U10 teams next season. Organizing three MASH teams this spring. Summer skills program coordinated with the HS coach if the high school merger goes through.

Greg Erickson, Tournament coordinator:

Just finished up the tournament New Hope Invitational this past weekend. Special thanks to Tracee deNeui for her huge help at the event. Everything went according to budget and expects to net about \$3,000.

One team (Champlin Park) backed out for the Peewee A 3rd place game because they only had 10 players and so Greg sent a partial refund to their opponent (Roseville). District 3 reported the issue to District 10, although District 10 director was at New Hope Sunday and was aware of the cancellation.

Chiropractor came and gave free chair massages – very popular. Also, ACYHA received \$120 from the merchandise company (10% of \$1,200 gross sales).

Gate fees were collected from all teams. By doing the gate instead of selling individual tickets, we didn't collect as much ticket revenue as previous years. Last year, Greg reported approximately \$400 / team was collected. This year, the gate fee was only \$250.

Board recommended planning additional tournaments. Too many at Thanksgiving already in the metro area, but C-level tournaments (in town) are very popular.

Carolyn Soper, Concessions Manager: No report

Other Business:

2009-2010 SKATE coordinators are Lori Goergen and Karen Ott.

*Motion by Greg Erickson to adjourn February Meeting. Second by Greg Symicek.
Motion passed and meeting adjourned.*

Respectfully submitted,

Troy Loken, ACYHA assistant youth director