



**ACYHA Board Of Directors
Monthly Meeting Minutes Approved
July 2017**

Meeting Type: Monthly meeting
Date: July 10, 2017
Time: 6:30 pm
Location: New Hope Ice Arena - Meeting Room #2

Attendees:

P	Jeff Pappas - Chair	E	Dawn Speltz- Vice Chair	P	Eric Jeffreys-Berns - Trea	P	Jim Tuchenhagen - D3
E	Julie Ann Schmidt - Sec	P	Dave Essen - BTT	E	Kara Kuykendall- GTT	E	Matt Cook - ACE
P	Natasha LeVoiir - CD	P	Kirk Anderson - ED	P	Mark Lucas - Ice Sch	P	Allison Riestenberg - SFD
P	Brian Thul - Mite	P	Kelly Schwieger - CMD	A	Scott Graul - At Large	P	Susie Melynychuk - TD
P	Stephanie Smith - VPD	P	Tim McGlone - SS				

Add'l Reps:

E	(NV) Rachelle Erickson - Web	E	(NV) Tracee deNeui - GM	E	(NV) Jon Dimich - Ast ACE	E	(NV) Hans Skulstad - HDC
E	(NB) Catherine Hansen - Eval Cord	E	(NB) Dawn Speltz - AMC	E	(NV) Crissy Ginther - Reg		

A Absent E Excused P Present

16 Current voting members; 9 required for quorum, 11 present so quorum is met for this meeting.

Call to Order: 6:34 pm Jeff Pappas
 Roll Call above
 Approval of Minutes, tabled for next month's meeting.

Gambling Report Tracee deNeui - tabled for next month's meeting due to Tracee's excused absence.

Old Business

Chairmen Report Jeff Pappas - D-3 requested a meeting for Thursday evening July 13th. ACYHA will be submitting a packet of information by Tuesday evening to D-3. Members of ACYHA will be attending the meeting on Thursday evening. ACYHA's goal is to present the actions ACYHA took to resolve the situation internally and prove this was not systemic problem within the organization.

Treasurer Eric Jeffreys-Berns - Monthly Report, financial activity is very minor. The last gambling deposit was submitted and some tournament fees.

D3 Representative Jim Tuchenhagen

Jim discussed the USA Hockey Rule Changes. The major rule change that goes into effect is that icing will no longer be permitted while a team is shorthanded.

New Business

Mite Director Brian Thul

Mite Ice Time: Due to high numbers of last year mites we will be running 6 mite 3 teams utilizing two hours of ice.

Mite 3 numbers will be roughly 33 at each session. Other levels will be roughly 40 per session.

ACYHA achieved Gold Status for the 2 and 2 Challenge and we received \$250.00 to buy mite equipment. ACYHA was awarded a Minnesota Hockey Grow the Game Grant and ACYHA will receive seven sets of starter equipment.

HDC Update Hans Skulstad: Brian, Dave, and Jeff discussed the HDC meeting that took place Sunday, July 9th. The meeting mainly focusing on the development of the WINGS Culture and ways ACYHA and the high school programs can work together to continue to build our WINGS Culture. It was brought to HDC's attention that there is a possibility of "A" waivers at the 12U level. The HDC believes that the policy prohibiting "A" waivers when there wasn't an "A" team the year before should be applied.

Fundraising: Allison updated the board on fundraising activity. We have sold a couple of dasher boards to our charitable gambling partners and the signs are in the rink ready to be installed.

7:19 pm adjournment

Preliminary minutes respectfully submitted by Brian Thul, July 26, 2017. Approved August 14, 2017.

ACYHA
Budget vs. Actuals: 2017-18 PROPOSED

June 2017 - May 2018

Net Operating Income	\$ 49,045.00
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Oversight
Responsibility

Income	Budget	% of Budget	
4000 *REGISTRATION FEES	325,000.00		Crissy
4045 Refunds	6,400.00		LY
Total 4000 *REGISTRATION FEES	\$ 331,400.00	42.57%	
4050 *Misc Income*	4,500.00		LY
4041 NHIA Ad revenue	5,000.00		Allison
4052 fee income			na
4065 mite jamboree income	1,500.00		Brian
4070 Volunteer Deposits	4,000.00		LY
4090 Ice sold off INCOME	5,000.00		LY
4095 *SPONSORSHIPS*	4,800.00		LY
Total 4050 *Misc Income*	\$ 24,800.00	3.19%	
4200 *ACYHA TOURNY INCOME*	65,000.00		Susie
4217 merchandise sales	1,200.00		Susie
Total 4200 *ACYHA TOURNY INCOME*	\$ 66,200.00	8.50%	
4300 *Concessions Income/bank deposits* - NEW	70,000.00	8.99%	Natahia
4400 *FUNDRAISING income	2,000.00		Allison
4401 Wreath Sales	53,000.00		Allison/LY
4403 Fundraiser buyout/deposit	4,000.00		LY
4405 Mite pancake breakfast	2,100.00		Brian/LY
Total 4400 *FUNDRAISING income	\$ 61,100.00	7.85%	
4700 *Gambling Income*	200,000.00	25.69%	Tracee
4900 *Concessions Contributions*	25,000.00	3.21%	Natashia
Total Income	\$ 778,500.00	100.00%	
Cost of Goods Sold			
5000 Scholarships	7,000.00	6.53%	LY
5001 registration credits~mgrs/ice sched/registrar	15,000.00	13.99%	LY
5090 fundraising invoices	35,300.00	32.91%	Allison/LY
5200 Goalie Credits	11,500.00	10.72%	LY
5300 Concessions - NEW	31,500.00	29.37%	Natashia
5500 Shared ad revenue w NH	5,450.00	5.08%	Allison
56650 bad debt	1,500.00	1.40%	LY
Total Cost of Goods Sold	\$ 107,250.00	100.00%	
Gross Profit	\$ 671,250.00		
Expenses			
6000 *ICE & FACILITIES FEES*	310,000.00		Mark
6020 other ice time purchases	5,000.00		Mark
Total 6000 *ICE & FACILITIES FEES*	\$ 315,000.00	50.63%	
6100 *LEAGUE REFEREE FEES*	13,000.00	2.09%	LY
6200 *HOST TOURNAMENT EXPENSES	0.00		Susie
6203 tourney ref fees~host	13,000.00		Susie
6204 tourney advertising~host	1,000.00		Susie
6205 tourney food~host	1,000.00		Susie
6206 tourney sales expenses~host	150.00		Susie

6207 tourney medical~host	3,000.00		Susie
6208 tourney trophies~host	2,000.00		Susie
6210 tourney printing~host	2,000.00		Susie
6211 tourney give aways	3,700.00		Susie
6215 MN Hockey tourney registration	1,000.00		Susie
			Susie
Total 6200 *HOST TOURNAMENT EXPENSES	\$ 26,850.00	4.32%	
6281 *DONATIONS*	5,000.00	0.80%	LY/Allison?
6300 *Concessions* - NEW	34,000.00	5.46%	Natashia
6400 *COACHING/SKILLS*	2,000.00		Matt/Hans
6405 Coach Registration Reimbursement	4,300.00		LY
6410 Evals & Camp Pay/expenses	7,750.00		Hans
6415 Coach Salary	32,000.00		Matt/Hans
6420 Attitude Goaltending	2,000.00		HDC/Hans/Eric Marsh
6421 Attitude In season training	9,500.00		HDC/Hans/Eric Marsh
6422 Attitude Sunday skills	5,500.00		HDC/Hans/Eric Marsh
Total 6420 Attitude Goaltending	\$ 17,000.00		
6435 Charleston	0.00		HDC/Hans
6402 COHT Pre-season Camp	7,500.00		HDC/Hans
6437 COHT Sunday skills on ice	15,000.00		HDC/Hans
6438 COHT Sunday skills off ice	8,500.00		HDC/Hans
6439 COHT(MWFS) dryland & open gym	24,480.00		HDC/Hans
Total 6435 Charleston	\$ 55,480.00		
6440 mite skills coaching/LTS/THF(\$500)	1,500.00		Brian
Total 6400 *COACHING/SKILLS*	\$ 120,030.00	19.29%	
6500 *ACYHA ADMIN*	0.00		
6501 Insurance	2,275.00		LY
6502 recruit/retention expense	5,000.00		OPEN/Jeff
6505 Advertising	300.00		OPEN/Jeff
6510 technology(NGIN/Max Solutions/wifi)	4,100.00		LY
6530 misc	3,000.00		LY
6545 Printing/copying/postage/shipping	200.00		LY
6560 tax prep/audit services	3,000.00		LY
6590 bank fees & CC use charges	300.00		LY
6600 mite jamboree/H&H	6,500.00		Brian
6645 fundraising expense	650.00		Allison
Total 6500 *ACYHA ADMIN*	\$ 25,325.00	4.07%	
6525 SKATE expense	1,000.00	0.16%	LY
6610 *TRAVEL AWAY TOURNAMENT REGISTRATION*	37,500.00		Dave/Kara
6611 NEW mite jamboree AWAY	3,000.00		Brian
		Tentative - waiting board approval	
Total 6610 *TRAVEL AWAY TOURNAMENT REGISTRATION*	\$ 40,500.00	6.51%	
6665 *DISTRICT 3 TEAM FEE*	12,800.00	2.06%	LY
6700 *EQUIPMENT*	3,500.00		Kirk
6705 goal equipment	3,500.00		Kirk
6710 game jerseys			Kirk
6715 practice jerseys	1,500.00		Kirk
6720 tryout jerseys	2,000.00		Kirk
6724 mite jerseys	7,200.00		Brian
6725 mite equipment	4,000.00		Brian
6730 travel game socks	7,000.00		Kirk
Total 6700 *EQUIPMENT*	\$ 28,700.00	4.61%	
Total Expenses	\$ 622,205.00	100.00%	

Net Operating Income	\$ 49,045.00
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ACYHA
Budget vs. Actuals: 2016-17

June 2016 - May 2017

Net Operating Income	\$ 46,596.10	\$ -30,878.93	\$ 77,475.03	-150.90%
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	Total			
	Actual	Budget	over Budget	% of Budget
	<i>Income</i>			
4000 *REGISTRATION FEES	302,880.00	352,737.00	-49,857.00	85.87%
4045 Refunds	-6,334.36	-7,440.00	1,105.64	85.14%
Total 4000 *REGISTRATION FEES	\$ 296,545.64	\$ 345,297.00	\$ -48,751.36	85.88%
4050 MISC INCOME*	9,413.85	2,435.00	6,978.85	386.61%
4041 NHIA Ad revenue	4,827.00	5,000.00	-173.00	96.54%
4052 fee income	0.00	150.00	-150.00	0.00%
4065 mite jamboree income	1,710.08	1,500.00	210.08	114.01%
4070 Volunteer Deposits	500.00	4,000.00	-3,500.00	12.50%
4090 Ice sold off INCOME	5,905.00	16,000.00	-10,095.00	36.91%
4095 *SPONSORSHIPS*	4,800.00	5,000.00	-200.00	96.00%
Total 4050 MISC INCOME*	\$ 27,155.93	\$ 34,085.00	\$ -6,929.07	79.67%
4200 *ACYHA TOURNY INCOME*	63,282.00	64,000.00	-718.00	98.88%
4217 merchandise sales	728.97	1,050.00	-321.03	69.43%
Total 4200 *ACYHA TOURNY INCOME*	\$ 64,010.97	\$ 65,050.00	\$ -1,039.03	98.40%
4300 *Concessions Income/bank deposits* - NEW				
4400 *FUNDRAISING income	2,116.72	1,600.00	516.72	132.30%
4401 Wreath Sales	52,120.00	54,000.00	-1,880.00	96.52%
4403 Fundraiser buyout/deposit	4,425.00	4,750.00	-325.00	93.16%
4405 Mite pancake breakfast	2,303.00	2,000.00	303.00	115.15%
Total 4400 *FUNDRAISING income	\$ 60,964.72	\$ 62,350.00	\$ -1,385.28	97.78%
4700 *Gambling Income*	199,744.50	110,000.00	89,744.50	181.59%
4900 *Concessions Contributions*	20,000.00	20,000.00	0.00	100.00%
Total Income	\$ 668,421.76	\$ 636,782.00	\$ 31,639.76	104.97%

<i>Cost of Goods Sold</i>				
5000 Scholarships	7,425.00	7,500.00	-75.00	99.00%
5001 registration credits~mgrs/ice sched/registrar	14,464.00	15,450.00	-986.00	93.62%
5090 fundraising invoices	34,712.75	36,700.00	-1,987.25	94.59%
5200 Goalie Credits	11,250.00	13,175.00	-1,925.00	85.39%
5300 Concessions - NEW				
5500 Shared ad revenue w NH	4,055.00	4,000.00	55.00	101.38%
56650 bad debt	1,793.00	1,000.00	793.00	179.30%
Total Cost of Goods Sold	\$ 73,699.75	\$ 77,825.00	\$ -4,125.25	94.70%
Gross Profit	\$ 594,722.01	\$ 558,957.00	\$ 35,765.01	106.40%

<i>Expenses</i>				
6000 *ICE & FACILITIES FEES*	306,230.00	302,250.00	3,980.00	101.32%
6020 other ice time purchases	7,265.00	0.00	7,265.00	
Total 6000 *ICE & FACILITIES FEES*	\$ 313,495.00	\$ 302,250.00	\$ 11,245.00	103.72%
6100 *LEAGUE REFEREE FEES*	12,186.00	14,300.00	-2,114.00	85.22%
6200 *HOST TOURNAMENT EXPENSES	0.00	0.00	0.00	
6203 tourney ref fees~host	12,414.75	11,170.00	1,244.75	111.14%
6204 tourney advertising~host	720.00	720.00	0.00	100.00%
6205 tourney food~host	772.23	750.00	22.23	102.96%
6206 tourney sales expenses~host	136.00	975.00	-839.00	13.95%

6207 tourney medical~host	2,622.75	3,025.00	-402.25	86.70%
6208 tourney trophies~host	1,519.50	2,000.00	-480.50	75.98%
6210 tourney printing~host	1,870.68	2,388.00	-517.32	78.34%
6211 tourney give aways	3,305.85	5,000.00	-1,694.15	66.12%
6215 MN Hockey tourney registration	750.00	1,000.00	-250.00	75.00%
6250 tourney HOST	0.00	2,817.93	-2,817.93	0.00%
Total 6200 *HOST TOURNAMENT EXPENSES	\$ 24,111.76	\$ 29,845.93	\$ -5,734.17	80.79%
6281 *DONATIONS*	5,000.00	5,000.00	0.00	100.00%
6300 *Concessions* - NEW				
6400 *COACHING/SKILLS*	1,754.67	0.00	1,754.67	
6405 Coach Registration Reimbursement	4,248.25	3,800.00	448.25	111.80%
6410 Evals & Camp Pay/expenses	7,015.00	7,750.00	-735.00	90.52%
6415 Coach Salary	27,750.00	38,000.00	-10,250.00	73.03%
6420 Attitude Goaltending	1,875.00	1,650.00	225.00	113.64%
6421 Attitude In season training	6,928.75	9,500.00	-2,571.25	72.93%
6422 Attitude Sunday skills	4,975.00	5,500.00	-525.00	90.45%
Total 6420 Attitude Goaltending	\$ 13,778.75	\$ 16,650.00	\$ -2,871.25	82.76%
6435 Charleston	0.00	0.00	0.00	
6402 COHT Pre-season Camp	7,360.00	6,900.00	460.00	106.67%
6437 COHT Sunday skills on ice	11,750.00	15,750.00	-4,000.00	74.60%
6438 COHT Sunday skills off ice	6,750.00	8,750.00	-2,000.00	77.14%
6439 COHT(MWFS) dryland & open gym	21,360.00	24,480.00	-3,120.00	87.25%
Total 6435 Charleston	\$ 47,220.00	\$ 55,880.00	\$ -8,660.00	84.50%
6440 mite skills coaching	350.00	1,000.00	-650.00	35.00%
Total 6400 *COACHING/SKILLS*	\$ 102,116.67	\$ 123,080.00	\$ -20,963.33	82.97%
6500 *ACYHA ADMIN*	0.00	0.00	0.00	
6501 Insurance	2,275.00	2,275.00	0.00	100.00%
6502 recruit/retention expense	4,278.06	7,400.00	-3,121.94	57.81%
6505 Advertising	300.00	0.00	300.00	
6510 technology(NGIN/Max Solutions/wifi)	4,306.16	3,550.00	756.16	121.30%
6530 misc	9,535.05	7,675.00	1,860.05	124.24%
6545 Printing/copying/postage/shipping	183.00	2,075.00	-1,892.00	8.82%
6560 tax prep/audit services	2,634.32	1,990.00	644.32	132.38%
6590 bank fees & CC use charges	327.24	350.00	-22.76	93.50%
6600 mite jamboree expense	6,110.63	6,500.00	-389.37	94.01%
6645 fundraising expense	634.87	1,200.00	-565.13	52.91%
Total 6500 *ACYHA ADMIN*	\$ 30,584.33	\$ 33,015.00	\$ -2,430.67	92.64%
6525 SKATE expense	1,000.00	1,000.00	0.00	100.00%
6610 *TRAVEL AWAY TOURNAMENT REGISTRATION*	26,380.38	35,000.00	-8,619.62	75.37%
6665 *DISTRICT 3 TEAM FEE*	12,743.00	13,500.00	-757.00	94.39%
6700 *EQUIPMENT*	1,470.45	5,300.00	-3,829.55	27.74%
6705 goal equipment	2,605.00	3,500.00	-895.00	74.43%
6710 game jerseys	0.00	4,000.00	-4,000.00	0.00%
6715 practice jerseys	0.00	1,500.00	-1,500.00	0.00%
6720 tryout jerseys	0.00	0.00	0.00	0.00%
6724 mite jerseys	6,538.80	7,200.00	-661.20	90.82%
6725 mite equipment	3,530.52	3,345.00	185.52	105.55%
6730 travel game socks	6,364.00	8,000.00	-1,636.00	79.55%
Total 6700 *EQUIPMENT*	\$ 20,508.77	\$ 32,845.00	\$ -12,336.23	62.44%
Total Expenses	\$ 548,125.91	\$ 589,835.93	\$ -41,710.02	92.93%

Net Operating Income	\$ 46,596.10	\$ -30,878.93	\$ 77,475.03	-150.90%
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