

DYHA Board of Directors – DYHA Annual Meeting

Meeting: 18 MAY 2019

Location: Dover Ice Arena:

Attendance BOD Members: John O'Brien, Mike Young, Craig Croteau, Josh Hersey, Dan Toland, Ben Grigus, John Swartzendruber, Ron Siering

Absent BOD Members: None

Others in attendance: 34 members of DYHA via Virtual Meeting

Meeting to Order: 633 pm

Open Forum:

None

President (John O'Brien):

Presidents Report

Thank You & Year in Review from the President

Thank You – Our Hearts go out to all those effected – We are in our first Pandemic

- Thank You & Year in Review (President)
- Team & League Year in Review (Director of Hockey Operations)
- Disciplinary Report (Vice President)
- Secretary's Report (Secretary)
- 2018-19 Financial Review (Treasurer)
- 2019-20 Annual Budget Presentation (Treasurer)
- Address COVID19 Contingency Planning and New Business (President + Q&A)
- Election of New Board of Directors (President)
- Meeting Close (President)

Thank you for the wonder Experiences – Safety, Inclusion (all races, gender, creed and skill level)

Thank You Volunteers and Sponsors – this organization is run on your efforts and we sincerely appreciate it

Coaches and Team Managers

Freddie Strum, Ben Grigas,

City of Dover, Pat McNulty and Gary Bannon

Bill Hammond,

Steph McEvoy, Kristen Tolend, Ray Terrell, Kelly Terrell

JT Fortier and Dana Fortier,

Michelle Stone and the Parent Family

Tia Pass,

Kathy Gilpatric,

Maryann Gavin, Greg Aldrige,

Goals – so lucky to follow in the great work of Marc Behan and Jeremy Forrest and want to Recognize Craig Croteau for his 3 year service to the board.

As we started into the year we collectively came together to discuss our goals which really centered around a better experience for ALL families that participated in DYHA and what we could do to add more Structure in Operations, structure in finance and improvement in development of our players and coaches

Structure in operations – We have:

Consolidated our communication strategy to only do email pushes when appropriate

Used new technology such as slack for us to communicate and share ideas as well as video content with teams, coaches and parents – in 2020 we will continue to strengthen this by having each board member be responsible for each age group in our organization

Provide further guidance to volunteers as it relates to events, marketing, fundraising, bingo, tuition – we will continue to look at ways to make it easy for volunteers not only raise their hand, provide feedback, yet also have very well defined role when seeking to assist in any facet of our organization – this foundation will be extremely important as we may look to seek additional fundraising opportunities coming out of COVID

Structure in Finance –

This is my first year with Dover and we historically have done our best to keep our tuition as low as possible and we are able to do this because of the financial impact of BingoAS I mentioned

We have set in place procedures to revisit the budget at the end of the season – address the actuals according and make sure as we span out through the remainder of the year that we are fiscally responsible and align our projections. Josh will be discussing this a bit further yet closing our year end we can in with an overage of approximately 20k, when measuring up

– Build program from within - Improvement in Development following ADM

Consolidate to one brand – The WILD – to increase inclusion and grow the collective within our organization

Success of Stride Envy

Use of Video

Sending practice plans to coach the coaches

Practicing small area games will lead to better decision-making skills;

Hannu Toivenen Goaltending – 18 year pro hockey career

Covid19 Contingency Plan

3 phase approach

Ph1 - Business as usual – until we hear otherwise there are too many variables associated to “what if” and address open questions specifically to what could happen. Ultimately to governing body for the protection and safety of our players will reside with decisions. We are operating as we are going to have a season same as last year with the exception of two items:

1. The board has approved and we have applied for assistance with the US Government for the PPP loan program
2. The board has approved and we have applied for Goferr Funding through the City of Dover. The person that I am working with is Reid Weston . If anyone knows Reid Weston or can reach out to the Mayor – it would be a HUGE help!!

PH2 - A shorten / adjusted/ changed season – we are working with the rink – I have been on calls with USA hockey and and the Massachusetts Hockey Team.....Again USA hockey will govern how this approach will work yet we will also need to work with PHL and City of Dover to determine how to best work in this phase....the great thing is that we are in an awesome spot comparatively....Most teams have not had tryouts and Dover is ready to go

PH3 – Worst case scenario – we do not have a season. We will be flexible financially to the best of our ability to refund tuition, apply credits for next year or accept donations. We have always heavily relied on bingo so we may need to introduce new fundraising ideas to raise capital to prepare for the worst yet have not made a decision yet to do so until we fully understand if option 1 or 2 or off the table.

Address COVID19 Contingency Planning and New Business

Q&A

Is there a go – no go date?

No
Waiting to hear from USA Hockey, rink and other organizations

Have we heard from USA Hockey?

No
President O'Brien was on a conference call last week
Nothing definitive yet

Is there an opportunity to join another league except PHL if there are any Covid issues in MA?

Planning on going back to PHL
May need to look into other options if needed

PHL Update

Very optimistic but dynamic
MA did make some announcement but nothing about ice arenas

NH teams

If PHL does not open we can always play with NH teams

What are the ramifications if we do not play in PHL this year?

It is too early to figure that out yet.
We can play in PHL as long as PHL plays and everyone thinks it safe

Major / Minor teams play in PHL, is there a possibility that our teams can all play in GSL / SL like the select teams do?

Some other organizations may want to get into GSL and SL to get some games

VP (Dan Toland):

Vice-Presidents Report

Disciplinary Hearings

- No formal DYHA disciplinary hearings this year
- Players - 3 incidents (one on ice incident which resulted in a PHL hearing and was resolved)
- Parents/Coaches - 4 incidents
- Overall - Generally speaking, we are proud of how the majority of players, coaches and parents conducted themselves in 2019-2020. The outliers are a reminder that the code of conduct exists for good reason and that there is a general theme of letting emotion get in the way. Dan Toland used an example of another NH organization coach who punched a referee this year and was banned from their

organization and was on the front page. He also used an example of the number of U14 and U16 game misconducts in the PHL season. Our code of conduct policy must be adhered to by all players, parents and coaches or formal action will be taken.

2020-2021 Program Guide

- Review of 2020-2021
- Can be viewed on DYHA WEB SITE

Treasurer (Josh Hersey)

Treasurers Report

Treasures report income as of 18 MAY 2020

Transactions	Available	Todays	Pending
	Balance	Beginning Balance	
Operating Checking	49,944.71	49,944.71	-397.75
Bingo Savings	508.35	508.35	0.00
Bingo Checking	47,143.13	47,143.13	0.00
Bingo Rollover Acct	7.64	7.64	0.00
Operations Savings	54,378.71	54,378.71	0.00
<u>TOTAL</u>	<u>151,982.54</u>		

2020-2021 Budget Summary

Non-Programs (Overhead) (From Non-Program Summary)	2020-2021 Budget	2019-2020 Budget	2019-2020 Actual	B(W) to Budget	
Non-Program Expense					
DYHA Overhead					
Finance	\$ (14,155)	\$ (16,000)	\$ (11,871)	\$ 4,129	IPN fees lower than Plan
DYHA Organization	\$ (3,100)	\$ (2,800)	\$ (1,242)	\$ 1,558	
Office	\$ (3,072)	\$ (2,772)	\$ (2,238)	\$ 534	
Employees	\$ (56,000)	\$ (68,500)	\$ (54,077)	\$ 14,423	Budgeted figure for Development Director used to fund off-ice facility (asset on Balance Sheet)
Misc Expenses	\$ (6,700)	\$ (8,200)	\$ (3,034)	\$ 5,166	Driven by Bad Debt Exp.
Granite State Wild Overhead					
Tuition Discounts	\$ (12,000)	\$ (16,625)	\$ (16,727)	\$ (102)	
Leagues	\$ (20,250)	\$ (15,000)	\$ (21,680)	\$ (6,680)	League dues
Referees	\$ -	\$ (2,900)	\$ -	\$ 2,900	Moved to Program Exp.
Skills Provider	\$ (49,600)	\$ (40,000)	\$ (43,255)	\$ (3,255)	Driven by 2019 invoice from Premier Hockey (\$3,255)
Coaching	\$ (9,500)	\$ (6,500)	\$ (9,621)	\$ (3,121)	Increased coaching supplies
GSW House League Overhead					
Employees	\$ (2,500)	\$ (2,500)	\$ (2,400)	\$ 100	NH Ice Kings
Total Non-Program Expenses	\$ (176,877)	\$ (181,797)	\$ (166,142)	\$ 15,655	
Non-Program Income/Fundraising					
Donations/Grants	\$ 5,000	\$ 5,000	\$ 3,945	\$ (1,055)	USA Hockey Grant (\$2,946)
Fundraising	\$ 20,000	\$ 16,000	\$ 12,374	\$ (3,626)	Golf tourney (\$7,626)
Total Non-Program Income	\$ 25,000	\$ 21,000	\$ 16,319	\$ (4,681)	

Programs	2020-2021 Budget	2019-2020 Budget	2019-2020 Actual	B(W) to Budget	
Program Expense					
Ice Rental	\$ (290,000)	\$ (312,616)	\$ (339,452)	\$ (26,837)	Inclusive of all program ice
Goalie skills	\$ -	\$ (24,125)	\$ (19,840)	\$ 4,285	Variance driven by removal of off-ice supplement (EverProven)
Referees/Timedlock	\$ (26,720)	\$ (24,455)	\$ (29,671)	\$ (5,216)	Current year increase driven by addtl games - Major/Minor playing GSL
Uniforms	\$ (25,701)	\$ (25,290)	\$ (22,867)	\$ 2,424	
Tournaments	\$ (25,250)	\$ (32,250)	\$ (30,789)	\$ 1,461	
Total Program Expenses	\$ (367,671)	\$ (418,736)	\$ (442,618)	\$ (23,883)	
Program Income					
Tuition Income	\$ 439,125	\$ 542,296	\$ 496,985	\$ (45,311)	Decrease in participation rates
Other program income (Heyliger, Tryouts)	\$ 29,300	\$ 41,800	\$ 17,915	\$ (23,885)	Decrease due to Tryout fees and Heyliger lower revenue
Total Program Income	\$ 468,425	\$ 584,096	\$ 514,900	\$ (69,196)	

DYHA Budget Totals	2020-2021 Budget	2019-2020 Budget	2019-2020 Actual	B(W) to Budget	
Non-Program Totals	\$ (151,877)	\$ (163,797)	\$ (149,823)	\$ 13,974	
Program Totals	\$ 100,754	\$ 165,360	\$ 72,282	\$ (93,078)	
DYHA Budget Totals w/out Bingo	\$ (51,123)	\$ 1,563	\$ (77,541)	\$ (79,104)	

Bingo	2020-2021 Budget	2019-2020 Budget	2019-2020 Actual	B(W) to Budget	
Expense					
Volunteer Credit	\$ (42,250)	\$ (42,250)	\$ (34,274)	\$ 7,976	offsets family tuition dollars
Bingo Expenses	\$ (257,875)	\$ (257,875)	\$ (286,020)	\$ (28,145)	
Bingo Taxes and Licenses	\$ (13,900)	\$ (13,900)	\$ (37,765)	\$ (23,865)	
Bingo Rent	\$ (34,000)	\$ (34,000)	\$ (26,925)	\$ 7,075	
Bingo Payroll	\$ (23,500)	\$ (23,500)	\$ (20,516)	\$ 2,984	
Income					
Bingo (conservative)	\$ 411,000	\$ 411,000	\$ 463,956	\$ 52,956	
Total Bingo Fundraising Revenue	\$ 39,475	\$ 39,475	\$ 58,456	\$ 18,981	

DYHA Budget Total w/ Bingo	\$ (11,648)	\$ 41,038	\$ (19,085)	\$ (60,123)	
-----------------------------------	--------------------	------------------	--------------------	--------------------	--

Secretary (Craig Croteau)

Secretary Report

2019-2020 fiscal year

20 Biweekly DYHA BOD meetings

Meeting reports are posted on the web site in bullet form

1 Annual meeting

4 Executive sessions

1 PHL Disciplinary Meeting

0 By Law Revisions

0 Program Guide Revisions

Director of Hockey Ops (Mike Young)

Team & League Year in Review

Other BOD member business

None

Election of New Board of Directors

Nominations for new DYHA BOD members (1 open position)

Ryan Gilpatrick – Self Nominated – Accepted by Ryan

Meeting Adjourned

7:37 pm

•