



Woodbury Area Hockey Club
Annual Meeting of Directors
April 24, 2019
HSC-Upper Level Conf Room

Meeting called to order at 9:45 p.m.

Roll Call

Board Members in Attendance: Ryan Warner, Dan Weinmeyer, Matt Shillings, Ron Tarlton, Tim O'Connor, Afton Hartung, Nick Nyhus, Bill Kulesa, Dan Kraft, Tom Och & Scott Sztbatka

Board Members Absent:

Other Attendees: Lonie Nelson-WAHC Administrator & Amy Vasterling-Charitable Gambling Manager, Paul Quinn-Intro To Hockey Coordinator, Brian Gliniany-WAHC coach (MM), Tony Caswell-WAHC coach (MM / Squirt)

Charitable Gambling Report

Review for the Period Ending March 31, 2019

Ryan Warner motioned to approve actual March, 2019 expenses of 41,414.02. Dan Weinmeyer seconded, motion approved.

Dan Weinmeyer motioned to approve estimated allowable expenses for May, 2019 of \$58,855.50. Ryan Warner seconded, motion approved.

Program is working in building a stronger partnership our Charitable Gambling site – exploring alternative BINGO requests, etc. as well as additional advertising opportunities for the site and WAHC.

Dan Weinmeyer motioned to increase auditors compensation my \$100.00 given the increase in the # of games we rolled out in the 2018-19 season. Matt Shillings seconded, motion approved.

Checking account balance at March 31st, 2019 is \$16,140.46

WAHC General Fund Report

Actual YTD to Annual Budget Review for the Period thru Apr 20, 2019

We continue track at @ \$75K overall favorable variance to budget for FYE4/30/2019. We are currently at \$84,218 Net Income through April 20 and a register cash balance including CD of \$509,503. These results do not reflect the April Administrator wage/tax paid Apr 30 or sponsor/player fee receivables of approx. \$11,000 and balances yet to be paid pending vendor invoicing of \$15,000 related to 2018-19 Season expected to be received/paid after 4/30/2019.

New Business

District 8 Meeting Update

Ryan Warner updated the board on the D8 meeting. Delegating, B1/B2 squirt and 10U teams look as though it will pass.

Golf Event

We were targeting a June 2019 date for our 2nd annual Golf event fundraiser, however with the recent activity/discussions around an association realignment pushed by the ERHS Boys Hockey program, the Board recommended that the WAHC golf tournament be pushed out to mid-September. This will allow more time for a sponsorship drive and stronger attendance.

2018-19 Jerseys

Bill Kulesa suggested the association collect comparison pricing against K1 on jerseys and socks. Ron Tarlton will own this process and report back. Lonie provided an estimate of our jersey / socks costs for 2018-19 as follows and will confirm to our actual records:

- **8&Under** (1 jersey per player)
\$55/per jersey&sock set_(incl lettering for logo, # & sponsor logo)
- **SQ/10U & above Game Jerseys** (2 jerseys per player)
\$85/per jersey&sublimated sock set_(incl lettering for logo, # & sponsor logo)
- **SQ/10U & above Practice Jerseys** (2 jerseys per skater/1 jersey per goalie)_
\$12.50-\$16 (Midweight practice/tryout jerseys. Single color logo/number)

We discussed the value of our partnership with K1 and Strauss including. For the past 2 seasons we have worked with K1 Sportswear and Strauss for our player jerseys. For the 2017-18 season, we made a decision to move away from our 3 year jersey program to players getting a jersey every year to:

- Allow us to *sell* Sponsorships via Team Jersey Sponsors,
- Eliminate the jersey storage, handling costs
- Stay on trend - with all the excitement around jersey branding and players selecting their own jersey # year to year

At the time of this program change, one of our members - Tony Fisher had just purchased K1 Sportswear - so we were able to partner with K1-a local company and Strauss on our new jersey program as we rolled

out changes including players choosing their sizes and their own numbers and sponsorship sales through September.

We have benefited from the exceptional customer service – flexibility in accommodating our *new* jersey program and the corresponding tight order turnarounds – provided by both K1 and Strauss including:

- commitment to give us a shorter turn-time for jersey production - draft night team formation, jersey#ing selection - allowing our players to choose their sizing and number each season
- direct-personal delivery to rink to meet our Team fulfillment schedule
- Flexibility in accommodating special player size/# changes (including trouble-shooting and solving a tryout jersey #ing error by WAHC in first season!)
- local (Cloquet) source
- stock samples for sizing and fittings (jerseys, coach apparel, team apparel & Spirit Wear)
- cleaning of our Intro To Hockey gear

Old Business:

L. Nelson distributed paper copies of the a **DRAFT 2019-20 Season Calendar and Team Projections (Counts & Designations)** including detail **2018-19 players aged to 2019-20 levels of play** for Board review prior to our next May 20 Board meeting and work session. We will need to have a final 2019-20 Season Calendar and Teams identified and approved at the conclusion of the May 20 work session to allow us to register for Tournaments which open Mid-May and Early June and complete a Budget and player fee build in June necessary for us to open our 2019-20 Season Registration on schedule (right after the July 4 holiday week).

The meeting was adjourned at 10:30 p.m.