



South Muskoka Minor Hockey Association
Board of Directors Meeting
Hall Construction, Bracebridge, ON
April 29th, 2023 (Budget Meeting)

Committee Members "R" is regrets

Sarah Geer	P	Andrew Guthrie	P	Kevin Babcock	P
Chris Broadworth	P	Curtis Morrison	P	Player Development - Vacant	-
Katie Peleikis	P	Lyndsay Jeanes	P	Mark Jennings	P
Sheena Besseau	P	Kristin Livingstone	P	Kristy Bonitatibus	P
Jody Somerville	P	Chris Ledsham	P	Norm Webb	P
		Jeff Barnes	P		

Chair: Sheena Besseau

Recorder: Katie Peleikis

New Board members in attendance: Sarah Wheeler, Whitney Middlebrook & Tina Hamer

Agenda Topics					Chair/Presenter
1. Call to order	Meeting is called to order at 8:08 am on the 29th of April, 2023				Sheena
	Budget Report:				
	<u>Year End Budget 2023</u>				Sheena
	<u>Revenue Item</u>	YTD Total	Annual Budget	Over/Under	
	Meeting Rooms	\$202.83	\$0.00	-\$202.83	

	Banquet	\$0.00	\$0.00	\$0.00	
	Treasurer	\$0.00	\$0.00	\$0.00	
	Secretary	\$0.00	\$0.00	\$0.00	
	Equipment	\$0.00	\$0.00	\$0.00	
	Player /Coach Development	\$0.00	\$0.00	\$0.00	
	OMHA	\$1,395.00	\$0.00	\$0.00	
	Local League	\$0.00	\$0.00	\$0.00	
	Referee	\$0.00	\$0.00	\$0.00	
	Rep Fees	\$40,859.33	\$34,620.00	\$0.00	
	Registrar (May = Credits Used)	\$307,894.85	\$296,400.00	\$11,494.85	
	Sponsorship	\$13,650.00	\$15,600.00	-\$1,950.00	
	Fundraising	\$9,053.00	\$2,000.00	\$7,053.00	
	Ice Scheduler	\$0.00	\$0.00	\$0.00	

Tournaments	\$53,300.00	\$58,000.00	-\$4,700.00
Volunteers	\$0.00	\$0.00	\$0.00
Website	\$0.00	\$0.00	\$0.00
Photography	\$0.00	\$0.00	\$0.00
Long Term Saving	\$0.00	\$0.00	\$0.00
Total Revenue	\$426,355.01	\$406,620.00	\$19,735.01
<u>Expense Item</u>	YTD Total	Annual Budget	Over/Under
Meeting Rooms (Bears Office)	\$1,525.93	\$500.00	-\$1,025.93
Banquet	\$9,422.80	\$6,000.00	-\$3,422.80
Treasurer	\$16,307.44	\$12,000.00	-\$4,307.44
Secretary	\$0.00	\$200.00	\$0.00
Equipment	\$49,861.58	\$41,000.00	-\$8,861.58

	Player /Coach Development	\$2,908.30	\$4,000.00	\$1,091.70	
	OMHA	\$25,724.82	\$25,000.00	-\$724.82	
	Local League	\$4,162.30	\$2,500.00	-\$1,662.30	
	Referee (Doesn't include Tournament Games)	\$23,654.00	\$20,000.00	-\$3,654.00	
	Rep Fees	\$0.00	\$0.00	\$0.00	
	Registrar (Refunds sent by email/mail)	\$1,316.50	\$0.00	-\$1,316.50	
	Sponsorship	\$350.00	\$1,000.00	\$650.00	
	Fundraising	\$8,724.96	\$2,000.00	-\$6,724.96	
	Ice Scheduler (Doesn't include Tourn. Ice)	\$201,847.98	\$230,000.00	\$28,152.02	
	Tournaments	\$30,710.47	\$31,000.00	\$289.53	
	Volunteers	\$2,144.59	\$2,000.00	-\$144.59	
	Website	\$1,913.09	\$1,900.00	-\$13.09	

Photography	\$2,932.00	\$3,000.00	\$68.00
Long Term Reserve	\$19,225.00	\$19,225.00	\$0.00
Total Expenses	\$402,731.76	\$401,325.00	-\$1,406.76
<u>Donations</u>	Year To Date	Carried Over	Remaining
Goalie Donation	\$1,913.52	\$19,086.60	\$17,173.08
Dap & Duncan	\$0.00	\$2,245.00	\$2,245.00
	YTD Total	Current Total	Remaining Target
Operating Net	0		
Less Long Term Reserve cont.	\$19,225.00	\$99,361.58	\$300,638.42

We went over our approved budget to spend \$401,325.00 by \$1,406.76 however we were projecting to bring in \$406,620.00 in revenue which was giving us room to manipulate unexpected issues as they came up given this was the first season expected to run without any Covid-19 related shut downs or restrictions. We exceeded that projection by \$19,735.01 and brought in \$426,355.01. So overall, we brought in \$23,623.25 more than we spent for the 2022-2023 season.

Areas to explain:

- 1) The revenue brought in under the meeting rooms line was the money U13B repaid the association for utilizing the upstairs room in the arena. The association was billed for this room and the bill was forwarded onto the team and the team repaid the association back.
- 2) There is a small overall revenue under the Fundraising area. The association did fundraise money through Bear's Swag but fundraising also had expenses such as purchasing helmet stickers, registering the logo and food for the Welcome Back BBQ. With the new contracts set up with local vendors it is expected that there will be less expenses and more revenue for Fundraising in the upcoming seasons.

Areas where we overspent were;

- 1) Meeting Rooms; in our budget we failed to include the cost of the bears office.
- 2) Banquet; our original budget for the banquet was \$6,000 and we agreed to add the OMHA refund of \$1,395 and the \$1,000 extra from player development to this area for a total budget of \$8395.00. There were unforeseen circumstances as some quotes were based off last year's expenses and those rates have since inflated. Discussions will have to be held regarding this area for the 2023-2024 budget and how we would like to proceed in future seasons.
- 3) Treasurer; this was the first season we were including the registration related fees in the treasurer budget. We switched bank accounts to assist in lowering the banking fees and while this did help enormously compared to previous years we still went over the expected budget.
- 4) Equipment; jerseys and socks were required for all players. The minimum amount possible based on quotes was spent in this area.
- 5) Local League; more was spent in this area than originally budgeted. The original budget was based on the 2021-2022 season however there was a brief lockdown during that season.
- 6) Referee; more was spent in this area than originally expected due to local referees not being available. Several out of town referees were utilized which hikes up the costs due to mileage related costs.
- 7) Fundraising; this area was not over spent on. The balance is found in the line related to Fundraising revenue above.

- 8) Volunteers: we spent slightly more on coaching certificates than anticipated however this was not avoidable due to certificates being mandatory.
- 9) Website; the website was \$19.13 more than originally budgeted for as the cost went up compared to the previous season.

2023-2024 Budget Proposal			
<u>Revenue Item</u>	YTD Total	Annual Budget	Over/Under
Meeting Rooms	\$0.00	\$0.00	\$0.00
Banquet	\$0.00	\$0.00	\$0.00
Treasurer	\$0.00	\$0.00	\$0.00
Secretary	\$0.00	\$0.00	\$0.00
Equipment	\$0.00	\$0.00	\$0.00
Player /Coach Development	\$0.00	\$0.00	\$0.00
OMHA	\$0.00	\$0.00	\$0.00
Local League	\$0.00	\$0.00	\$0.00

	Referee	\$0.00	\$0.00	\$0.00
	Rep Fees	\$0.00	\$40,000.00	\$40,000.00
	Registrar	\$0.00	\$319,525.00	\$319,525.00
	Sponsorship	\$0.00	\$20,550.00	\$20,550.00
	Fundraising	\$0.00	\$4,000.00	\$4,000.00
	Silent Auction	\$0.00	\$6,000.00	\$6,000.00
	Ice Scheduler	\$0.00	\$0.00	\$0.00
	Tournaments	\$0.00	\$42,500.00	\$42,500.00
	Volunteers	\$0.00	\$0.00	\$0.00
	Website	\$0.00	\$0.00	\$0.00
	Photography	\$0.00	\$0.00	\$0.00
	Long Term Reserve	\$0.00	\$0.00	\$0.00
	Total Revenue	\$0.00	\$432,575.00	-\$432,575.00

<u>Expense Item</u>	YTD Total	Annual Budget	Over/Under
Meeting Rooms	\$0.00	\$500.00	\$500.00
Bears Office	\$0.00	\$1,200.00	\$1,200.00
Banquet	\$0.00	\$9,000.00	\$9,000.00
Treasurer	\$0.00	\$17,000.00	\$17,000.00
Secretary	\$0.00	\$200.00	\$200.00
Equipment	\$0.00	\$50,000.00	\$50,000.00
Player /Coach Development	\$0.00	\$5,000.00	\$5,000.00
OMHA	\$0.00	\$27,000.00	\$27,000.00
Local League	\$0.00	\$4,000.00	\$4,000.00
Referee	\$0.00	\$24,000.00	\$24,000.00
Rep Fees	\$0.00	\$0.00	\$0.00
Registrar	\$0.00	\$0.00	\$0.00
Sponsorship	\$0.00	\$500.00	\$500.00

	Fundraising	\$0.00	\$1,000.00	\$1,000.00
	Silent Auction	\$0.00	\$100.00	\$100.00
	Ice Scheduler	\$0.00	\$230,000.00	\$230,000.00
	Tournaments	\$0.00	\$24,500.00	\$24,500.00
	Volunteers	\$0.00	\$2,500.00	\$2,500.00
	Website	\$0.00	\$2,000.00	\$2,000.00
	Photography	\$0.00	\$1,000.00	\$1,000.00
	Long Term Reserve	\$0.00	\$20,000.00	\$20,000.00
	Total Expenses	\$0.00	\$419,500.00	\$419,500.00
	<u>Donations</u>	Year To Date	Carried Over	Remaining
	Goalie Donation	\$0.00	\$17,173.08	\$17,173.08
	Dap & Duncan	\$0.00	\$2,245.00	\$2,245.00

Long Term Reserves	\$0.00	\$99,361.58	\$99,361.58
TOTAL			\$118,779.66

Total Revenue	\$432,575.00	
Total Cost	\$419,500.00	
	\$13,075.00	3.02%

Registration is based on the following projections;

	Proposed # Players	Proposed Fee	Total
Cubs U5	20	\$475	\$9,500.00
Initiation U7	48	\$675	\$32,400.00
Novice U9	71	\$775	\$55,025.00
Atom U11	75	\$775	\$58,125.00

	Peewee U13	57	\$775	\$44,175.00	
	Bantam U15	70	\$775	\$54,250.00	
	Midget U18	74	\$775	\$57,350.00	
	Try Out Cards	145	\$60	\$8,700.00	
			TOTAL	\$319,525.00	
5. Motions (as needed)	Vote to increase rep fees to \$320 U11 - U13 & \$340 U15 - U18 - Defeated Rep Fees will remain \$300 U11 - U13 & \$320 U15 - U18				
9. Meeting adjournment	Meeting called at 11:00 am on April 29th, 2023				