



Monthly Executive Meeting

- June 25 @ 7pm – Zoom Meeting
- Chair: Nadia Elmasry Weiss, Secretary: Cindy Holland

Attendance

Officers						Quorum: President or VP + 3 Officers + 50% Directors					
Nadia Elmasry Weiss	N	Barry Keen	N	Tracey Williams	Y						
Chris Taylor	Y	Brad Shantz	Y	Josh Gruhl							
		Cindy Holland	Y	Katie Hackert	N						
Directors											
		Mark Trimble	Y	Aaron Hardy	Y						
Luke Baleshta		Jenna Abate	Y	Mike Stiles	N						
Staff											
Catherine Stiles	N	Mike Heckendorn									
Guest(s)											
Kurt Wilkie	Y										

2. Agenda

- [Call to order](#)
- [Guest\(s\) have the floor](#)
- [Previous Minutes](#)
- [Reports](#)
- [Old Business](#)
- [New Business](#)
- [Adjourned](#)

3. Appendices

A. [Financial Statements](#)

4. Call to Order

Start time – 7:02

5. Guest(s) have the floor

Kurt – Nothing major to report. There are some clinics starting to come in, he will talk to Tracey to post something about timekeeper & reffing.

6. Previous Minutes

- Motion to approve the reports – Jenna
- 2nd- Mark

7. Reports

- Are there any items that need to be discussed tonight for the reports submitted?
 - Items discussed have been posted below in new business.
- Motion to approve the reports
 - 1st – Brad
 - 2nd – Tracey

7.1. President - Nadia Elmasry Weiss

- Nothing to Report

7.3. Vice-President - Representative Committee – Tracey Williams

- Nothing new to report

7.4. Vice-President - Local League Teams - Chris Taylor

- We are continuing to pursue options for the 2022/20223 season for Local League between Waterloo and Grand River Local League. Nothing is in stone yet and we're hoping to finalize our decision before the next executive meeting.

7.5. Vice-President - Coaching - Brad Shantz

- Nothing to report

7.6. Vice-President - Player Development - Josh Gruhl

- Nothing to report

7.7. Vice-President - U9 & Below - Vacant

- Nothing to report

7.8. Coach Selection Committee - Brad Shantz

- Nothing to report

7.9. Player Safety Committee – Luke Baleshta

- Nothing to report

7.10. Equipment Committee - Mark Trimble

Garage sale update

We sold very little at the garage sale but were able to organize, sort and clear some much-needed space in the equipment room. For any items that did not sell, I was able to sell a small portion to Play it Again Sports. Most of the goalie equipment we had been holding onto was so outdated and in such poor condition it could not even be used for road hockey. Those remaining goalie items were donated to Value Village. In total we profited \$153.

Jerseys

After reviewing all current jerseys, it has been decided that we need to replace the following:

- U18BB x full set
- U16A x full set
- 33x misc. jerseys

The cost will exceed what was originally budgeted for 2022/23.

There are 3 different options we can choose from:

1. Replace only what is needed, 33 jerseys which will fill in any damaged or missing jerseys and complete sets, as well as fill in multiple jerseys in transitioning the current U15AE jerseys (which are almost new) to U15A. Cost: \$6,270 + freight and taxes.

2. In addition to ordering the 33 misc. jerseys, order 2 additional sets (U18BB & U16A), keeping our current, completely custom jersey design. Cost: \$14,006 + freight and taxes

3. In addition to ordering the 33 misc. jerseys, order 2 additional sets (U15BB & U16A), in a new, stock jersey. Cost: \$16,500 + freight and taxes. The new stock jersey should be what WMHA transitions towards as we continue to replace multiple sets over the coming seasons. The jersey itself is the exact same quality & colour we currently have and all logos, numbers, specs would remain the same. The benefit in selecting a stock design is faster turnaround and a reduced cost.

The major difference is that the striping pattern is in a different order and thicker but will now match the striping pattern of our socks.

I have order(s) ready to be placed with our supplier once we decide which option we wish to proceed with.



Here are our current jerseys & socks



7.11. Team Photo Committee – Mark Trimble

- No committee this year

7.12. Tournament Committee – Cindy Holland

- U14, U15 & U16 are all full there are still 5 openings in the U18 Group and have seen those registrations trickle in.
- Tournament Committee has been busy sourcing and purchasing swag for players.
- 90% of teams have paid for the tournament
- A rough draft of the schedule has been prepared and I'll be working with the township next week on ice time etc.

7.13. 4 on 4 – N/A

- Nothing to report.

7.15. Spirit wear Committee – Aaron Hardy

- Nothing to report.

7.16. Constitution Committee – Mike Stiles

- Nothing to report

7.17. LL/Select Committee – Chris Taylor

- Nothing to Report

7.18. Sponsorship Committee – Jenna Abate

- Nothing to Report

7.19. Fundraising Committee - Aaron Hardy

- Nothing to Report

7.20. Communications Committee - Mike Stiles

- Nothing to Report

7.21. First Shift Committee - Nadia Elmasry Weiss

- First Shift registration open - to be run Winter 2023

7.22. Player Experience and Retention Committee – Jenna Abate

- No committee this year

7.23. Player Development Committee - Josh Gruhl

- No committee this year

7.24. Treasurer - Katie Hackert Nothing to Report

- Reg was 86909.70
- Sponsorship was 0
- Nothing outstanding
- Financial statements supplied in [Appendix A - Financial Statements](#)

7.25. Website - Catherine Stiles

- No report

7.26. Office - Catherine Stiles

- No report

7.27. Registrar - Catherine Stiles

- Current Registration as of July 22, 2022 – 305
- Emailing current Rep bench staff to complete Rowan's Law Waiver/ Police Check or any other
- outstanding coaching requirement.
- I will open the PTS online form for Fall tryouts once back from vacation.

Age Division	#
IP4/IP5 U6	24
IP6 U7	16
U8	19
U9	19
U10	26
U11	18
U12	24
U13	25
U14	37
U15	35
U16	29
U18	32
U21	1

Total: 304

7.28. Scheduler – Mike Heckendorn

- Nothing to report

7.29. HR/Administrative Committee

- Nothing to report

7.30. Budget Committee - Tracey Williams

- First Committee meeting held on Wed., June 22nd
- Present: Nadia, Aaron, Brad, Katie, Tracey, Mike S. & Mike H.
- Review of “mission statement” for committee, budget, ideas for reinvestment in the Association for the upcoming season
- Next meeting to be held in early September (most of registration will be completed by then) – will have additional ideas/possible initiatives to bring to September board meeting

7.31. Inclusion and Diversity Committee - Nadia Elmasry Weiss

- Nothing to report

8. Old Business

9. New Business

- **Exhibition Games – Spring teams (Tracey)**
- We had a few teams reach out about exhibition games U14, U15 & U6A, U15BB. These teams will have approx. 4 weeks prior to the season starting. It was recommended that we set a policy in place that all teams follow. This is regards to games and travel permits.
- Consideration 1-2 games home and 1-2 game away 4 Games total max. They would have to use the time allotted to them in the schedule. No work arounds for more away games.
- **WMC Concession stand (Tracey)**
 - The Township of Woolwich opened the concession stand for an open bid. Tracey purchased the bid package to have a look at it. They had nobody submit bids for it.
 - It would be a fundraiser for WMHA, Tracey has put several proposals together. It could net 15-17K that would be running it for 1 year, running it like the past. Paid staff running it.
 - Another possibility could be volunteering teams during particular hours.

- Concern is that volunteers don't show up so it seems like a better idea to have paid staff.
 - The only other group interested would possibly be the Sugar Kings.
 - M-F 5-8 & S-S 8-8 Special consideration for Kings games or tournaments etc.
 - Concession manager – 20 hours a week to take care of float money, ordering, staffing & schedule.
 - 3 part time staff to run the hours listed above
 - Still in the early stages but wanted communicated to executive and will bring this to our next meeting as more of a discussion.
- **HCR issues (Tracey)**
 - Registration system the second year with them, and there was a data integrity. It will ask you if this your current address. IF I had by chance abb the st. court. It didn't program it correctly which would have flagged it as a new address. It means that every single persons address has to be confirmed with OMHA or this is a true address change then we have to get the actual address change.
 - It's caused a lot of extra internal staff work and will notify the executive if there is anything that they can do to help.
 - Jersey Options (Mark)
 - Most of the executive would recommend choosing option 3.
 - Voted unanimously to move forward with option 3.

10. Adjourned

Time – 7:41

11. Appendices

11.1. Appendix A - Financial Statements

11.1.1. Financial Statements up to Previous Month

1:08 PM

07/22/22

Accrual Basis

Woolwich Minor Hockey
Profit & Loss Budget vs. Actual
 April through June 2022

	Apr - Jun 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4 on 4	34,863.65	37,500.00	-2,636.35	93.0%
Development Fees Income	0.00	11,875.50	-11,875.50	0.0%
Fundraising				
Cash Calendar Fundraising	0.00	14,000.00	-14,000.00	0.0%
Total Fundraising	0.00	14,000.00	-14,000.00	0.0%
Misc Income	400.00	1,358.54	-958.54	29.4%
Registration	86,559.64	290,375.00	-203,815.36	29.8%
Representative Fees	0.00	109,065.00	-109,065.00	0.0%
Select Fees	0.00	12,000.00	-12,000.00	0.0%
Sponsorship Revenue	1,500.00	15,000.00	-13,500.00	10.0%
Tournament Fees Paid back	0.00	44,000.00	-44,000.00	0.0%
Tri County Weekend	0.00			
Try out Fee Select	0.00	1,200.00	-1,200.00	0.0%
Try Out Fees	3,725.00	11,350.00	-7,625.00	32.8%
Woolwich Cup Tournament	0.00	32,725.00	-32,725.00	0.0%
Woolwich Weekend Tournament	26,100.00	32,725.00	-6,625.00	79.8%
Total Income	153,148.29	613,174.04	-460,025.75	25.0%
Gross Profit	153,148.29	613,174.04	-460,025.75	25.0%
Expense				
4 on 4 tournament				
Ice	11,122.45	12,750.00	-1,627.55	87.2%
Ref Expenses	1,650.00	1,700.00	-50.00	97.1%
Shirt Expense	7,303.91	6,000.00	1,303.91	121.7%
Time Keepers	792.00	840.00	-48.00	94.3%
4 on 4 tournament - Other	0.00	1,200.00	-1,200.00	0.0%
Total 4 on 4 tournament	20,868.36	22,490.00	-1,621.64	92.8%
Accounting Fees	0.00	2,000.00	-2,000.00	0.0%
Advertising and Promotion	0.00	262.50	-262.50	0.0%
Bank Service Charges	81.25	1,805.57	-1,724.32	4.5%
Cash Calendar Fundraising	0.00	10,500.00	-10,500.00	0.0%
Coaches Clinic	63.28	1,575.00	-1,511.72	4.0%
Coaches Dinner	0.00	2,000.00	-2,000.00	0.0%
Concussion testing	0.00	593.25	-593.25	0.0%
Development Fees	0.00	11,875.50	-11,875.50	0.0%
Electronic Game Sheets	0.00	1,358.54	-1,358.54	0.0%
Entry Fees	1,743.00	3,480.00	-1,737.00	50.1%

1:08 PM
07/22/22
Accrual Basis

Woolwich Minor Hockey
Profit & Loss Budget vs. Actual
April through June 2022

	Apr - Jun 22	Budget	\$ Over Budget	% of Budget
Equipment				
Shirt Expense				
IP Jerseys	0.00	1,250.00	-1,250.00	0.0%
Total Shirt Expense	0.00	1,250.00	-1,250.00	0.0%
Sock Expense	0.00	6,500.00	-6,500.00	0.0%
Equipment - Other	0.00	1,400.00	-1,400.00	0.0%
Total Equipment	0.00	9,150.00	-9,150.00	0.0%
Ice costs	0.00	300,000.00	-300,000.00	0.0%
Insurance Expense	-657.36	30,000.00	-30,657.36	-2.2%
Internet Services & Website	0.00	1,500.00	-1,500.00	0.0%
Junior Sugar Kings Expense	0.00	2,500.00	-2,500.00	0.0%
Misc Expense	0.00	300.00	-300.00	0.0%
Office Rent Expense	0.00	1,417.50	-1,417.50	0.0%
Office Staff	3,800.00	25,000.00	-21,200.00	15.2%
Office Supplies	19.14	500.00	-480.86	3.8%
Playdown fees	0.00	1,000.00	-1,000.00	0.0%
Referee Expense				
April	81.00			
May	595.00			
Referee Expense - Other	0.00	45,000.00	-45,000.00	0.0%
Total Referee Expense	676.00	45,000.00	-44,324.00	1.5%
Timekeepers Expense				
May	125.00			
Timekeepers Expense - Other	0.00	10,000.00	-10,000.00	0.0%
Total Timekeepers Expense	125.00	10,000.00	-9,875.00	1.3%
Tournament Fees Paid	7,678.46	44,000.00	-36,321.54	17.5%
Trophies	0.00	2,000.00	-2,000.00	0.0%
Try Outs				
Body Checking Clinics	600.00	315.00	285.00	190.5%
Ice Costs	3,465.72	1,260.00	2,205.72	275.1%
Refs	0.00	2,100.00	-2,100.00	0.0%
Timekeepers	0.00	273.00	-273.00	0.0%
Try Outs - Other	0.00	472.50	-472.50	0.0%
Total Try Outs	4,065.72	4,420.50	-354.78	92.0%
Woolwich Cup Expenses	0.00	10,000.00	-10,000.00	0.0%

1:08 PM
07/22/22
Accrual Basis

Woolwich Minor Hockey
Profit & Loss Budget vs. Actual
April through June 2022

	Apr - Jun 22	Budget	\$ Over Budget	% of Budget
Woolwich Weekend				
Miscellaneous	240.00			
Woolwich Weekend - Other	0.00	10,000.00	-10,000.00	0.0%
Total Woolwich Weekend	240.00	10,000.00	-9,760.00	2.4%
Total Expense	38,702.85	554,728.36	-516,025.51	7.0%
Net Ordinary Income	114,445.44	58,445.68	55,999.76	195.8%
Net Income	114,445.44	58,445.68	55,999.76	195.8%