



CDMHA Board Meeting Report: 6 May 2019

Present: Beth Wise, Paul Robertson, Traciann Fisher, Connie Scott, Jeff McDonald, Alison Hodge, Lisa Turner, Candace Adams, Nicole Sansom, Mark Annett, Don Sauve, Arli Harrison, Leanne Tinebra, Shawn Swayze

Regrets: Brent Fehrman, Jamie McMaster, Erin Noble

Absent:

Late:

Left Early:

Members:

Meeting Called to Order: 6:28 pm

Meeting Chair & Time Keeper: Jeff McDonald - Treasurer

Agenda & Meeting Minutes:

- **Motion** to accept May 2019 meeting agenda by; Candace Adams
Seconded by; Paul Robertson
Motion Carried.
- **Motion** to accept Mar 2019 meeting minutes by; Lisa Turner
Seconded by; Beth Wise
Motion Carried.
- **Motion** to accept 2019 AGM meeting minutes by; Lisa Turner
Seconded by; Paul Robertson
Motion Carried.
 - Errors and Omission:

Reports:

Ice Scheduler's Report – John:

- Submitted ice request for September 2019 to County
- Submitted ice request for 2019-2020(October/19 to March/20 to County
- Submitted ice request for Challenge Cup
- Booked Remax Room for monthly Board meetings for September to March & updated on website
- CDMHA needs to make a decision on how the Novice division(Rep & Local League) will work this year from an ice perspective - practices & games; one suggestion was to have full ice practices – we will need to look into whether or not this is allowed through the OMHA;
- Need to do what we can to ensure that ice doesn't sit idle during these half ice practices/games

Registrar's Report – Mike:

- Once the final Rep cuts are made, the coaches will need to get these cuts done asap in the system so that the Registrar can gather the information for the AE coaches
- Ended up with 18 skaters, 1 goalie (4 minor novice); 27 skaters and 5 goalies, 4 walk ups in PeeWee, 4 walk ups in Bantam for 31 skaters and 6 goalies; 24 skaters, 5 goalies in atom;

VP of Rep/AE Report – Beth:

- Dennis Boyter was the final candidate for the Bantam AE position and has agreed to take the position pending Board Approval. Motion to accept Dennis Boyter as the Bantam AE Head Coach for the 2019-2020 Season. Seconded: Jeff MacDonald – all in favour.
- We will need to post for a Midget AE Head Coach.
- From the SC Meeting – electronic game sheets were a topic of discussion – there is a cost involved but everyone agrees that they are far superior to the paper sheets. CDMHA would be on the hook to purchase the tablets etc.
- Novice Rep – SC will look after scheduling games after January when they move to full ice – there will be 6-8 games scheduled per team – for half ice, the centres can book their own games; it will be up to the Coach to book the games between the centres; it is possible that they will require travel permits for the first part of the season but potentially not for the second part of the season; who pays for Refs and timekeepers? How will we work this out? Maybe
- The discussion continued about the importance of centres trying to recruit referees. Apparently some offer to reimburse either all or half of the cost of the referee uniform/gear to young referees if they stick it out the first year.
- The Bantam checking clinic was held last Saturday, Beth has a list of those first years that did not attend and if they make a Rep/AE team, they will attend the checking clinic in the fall or provide verification that they have taken something else;

VP of Local League Report – Shawn:

- Still missing a PeeWee and Midget Convenor – we can post on the website that we require these;
- Have 6 coaching applications – this will be posted and we would like them asap – if we have all the coaches in place by end of August we can start the draft early and have them on the ice asap;
- Have all the evaluations for the LL and will give them to the secretary to organize
- Tried to get the other centres to agree to have more games in December and not a big break in March before the end games
- Glanbrook wants to play more games and have less practices for the Midget level - still waiting on information from the OMHA on this
- If there is a suspension, this must be sent to the VP of LL right away as this needs to be reported to Haldimand County due to the number that went unreported last year and resulted in more penalties

Tyke Convenor/Coordinator Report – Candace/Brent:

- No Report Issued.

Development Convenor Report – Mark:

- Are we able to post non-CDMHA sponsored development programs to the website?
- Player development with regards to Velanosi's programming: Proposal that we switch to 2-11 week blocks, with age groups 5-7, 8-10, 11-14. Sandy had requested that we book the times on one day 5-8pm. Need to watch offering any development after mid-January as there is very little interest
- Potentially starting team development after the new year on Tuesday, Wednesday, Fridays.
- See Annex E – there is discussion regarding have someone come to the arena to provide goalie development – there is interest from some of the younger players to run this but we might not have ice time for this; are we able to do a survey monkey for this and send it out to all the goalie parents for some feedback – we could possibly get the registered goalies contact information
- According to the ice scheduler, we will not get 6 hours of ice time, this is over our ice allocation; we might be able to get three hours in one day (ice scheduler will try to find out) but our ice allocation is three hours;
- Will the Corvairs be interested or the Midget Rep goalies be interested in coming out to work with some of the goalies? We could give volunteer hours – we could create a goalie mentorship

program as well – might want to get out information out to poll the goalies to see what interest there would be in this – they could work with them during the practices;

- Coach development – is there any appetite for having a higher level “coach development” program as there was people who were confused with some of the OMHA website information; we might consider having a coach evening to get everyone to meet each other;
- There is a question about “accountability” in that coaches are running different practices and doing different things – discussion was that we need to let coaches coach and if there are problems that the parents need to be brought forward to the board in order to be able to do something about it

Equipment Manager’s Report – Leanne:

- Three LL teams have not given in their equipment – we will need to confirm with Jeff that we have not reimbursed them for their team party; Midget 1, Midget 3, Bantam 2
- IP Goalie equipment does not have a thigh pad so some of the kids took pucks in the knee and some do not have toe straps – we will go through the equipment again to ensure that we have all of the pieces before they get issued next year;

Gate and Time Keeper Convenor Report – Connie:

- No Report Issued.

Treasurer’s Report – Jeff:

- See Annex A.
- Motion to approve the proposed budget by Paul Robertson and seconded by Shawn Swayze – motion passed

Website – Beth:

- No Report Issued.

Challenge Cup – Beth:

- See Appendix F (proposed budget). Motion to approve the budget – Connie Scott and seconded by Alison Hodge – Motion passed.

VP of Business Report – Lisa:

- Jersey Tender – See Annex B.
- Sponsorship Package – See Annex C.
- Motion to accept the Jersey Tender by Candace Adams and seconded by Beth Wise – Motion passed. The tender committee will consist of Lisa Turner, Paul Robertson, Shawn Swayze and Beth Wise and Leanne Tinebra and Mark Annett.

Past - President’s Report – Jamie McMaster:

- No Report Issued.

Open Business:

- **Action:** Affiliate Player Policy Changes
- **Discussion:** See Annex D – We need to decide to leave the policy as is or make the changes as discussed previously. Discussion surrounding the proposed changes – there could be some players who try out who should not be on the Rep/AE team or there could be a player who is a defence and the team only needs a centre man – we are then tying the coaches hands and allow them to let them choose the best player for the team; we will not adopt the policy as below but keep the original policy.
- **Motion to change the P&P to read:**

- AP's can be used in practices at the coach's discretion up to 1 Nov and can request team fees to cover this expense. AP's may only be used in a game to cover the absence of a player due to illness, injury, vacation or suspension. Motion by Traciann Fisher, seconded by Mark Annett.
- **Action:**
- **Discussion:**
- **Action:**
- **Discussion:**
- **Action:**
- **Discussion:**

New Business:

- **Action:** Sign made for the gate fees
- **Discussion:** This will help the gatekeepers and we could potentially get a sponsor for this to cover the cost – it can be reused and we will not put the costs on this as there are often changes and the costs between LL and Rep/AE are also different as well as playoffs.
- **Action:** Upcoming Meetings
- **Discussion:**
 - 3 June 2019 – ReMax Room – 6:30 pm
 - 8 July 2019 - ReMax Room – 6:30 pm
 - 12 Aug 2019 – ReMax Room – 6:30 pm
 - 9 Sep 2019 – ReMax Room – 6:30 pm
 - 7 Oct 2019 – ReMax Room – 6:30 pm
 - 4 Nov 2019 – ReMax room – 6:30 pm
 - 2 Dec 2019 – ReMax Room – 6:30 pm
 - 6 Jan 2020 – ReMax Room – 6:30 pm
 - 3 Feb 2020 – ReMax Room – 6:30 pm
 - 2 Mar 2020 – ReMax Room – 6:30 pm
- **Action:** Motion by Leanne Tinebra to accept Arli Harrison on the board for the Web Page Convenor. Seconded by: Mark Annett. Motion Passed.
- **Discussion:**
- **Action:** Pin Exchange if a team wins the International Silver Stick – could we look at having an inventory on hand for these? Beth will look into the cost of these to have these on hand.
- **Discussion:**

E-Mail Votes

Deferred from last Meeting:

Deferred to Next Meeting:

Dates for a coach meeting in September
Banquet for 2020

Motion to adjourn by: Lisa Turner

Seconded by; Shawn Swayze

Motion Carried.

Meeting Adjourned - 8:58 pm

Appendix A

Financial Reports

Caledonia and District Minor Hockey Association Possible Budget 2019-2020

	Total
Income	
4140 Gate Income	45,000.00
4200 Registration	220,000.00
4240 Sponsorships/Donations	9,000.00
4290 Rep Team Fees	27,225.00
4300 Rep Tryout Fees	9,300.00
4310 Other Income	0.00
4320 Team Extra Ice Payments	14,000.00
4500 Challenge Cup Tournament	
4520 Refs Challenge Cup	-7,500.00
4525 Challenge Cup Donation	-700.00
4530 Registration Exp Challenge Cup	-1,500.00
4535 Prizes and Trophies Exp- Challenge Cup	-5,500.00
4540 Timekeepers Challenge Cup	-1,800.00
4550 Other Expense Challenge Cup	0.00
Total 4500 Challenge Cup Tournament	\$ 28,000.00
4800 Player Development	11,000.00
Total Income	\$ 363,525.00
Gross Profit	\$ 363,525.00
Other Income	
5700 Interest Income	850.00
Total Other Income	\$ 850.00
Expenses	
5020 Advertising	0.00
5040 Audit Fees	6,500.00
5050 Bookkeeping Fees	600.00
5060 Awards & Trophies	1,600.00
5080 Bank/QE Fees	7,600.00
5100 Team Parties	5,700.00
5160 Equipment	
5161 House Leage Jerseys & Socks	9,300.00
5162 Rep Jerseys & Socks	23,000.00
5164 Supplies	1,000.00
Total 5160 Equipment	\$ 33,300.00
5185 Hockey Development	
5170 Player Development	8,500.00
5175 Goalie Development	5,800.00
5180 Coach/Trainer Development	2,500.00
Total 5185 Hockey Development	\$ 11,000.00

Appendix A Financial Reports

5200 Ice Rental - Hockey	202,000.00
5220 Ice Scheduler	6,000.00
5225 Registrar	6,000.00
5230 Referee Scheduler	2,400.00
5235 Other Miscellaneous Service Cost	0.00
5260 Office Expense	500.00
5270 Website	1,700.00
5280 OMHA Fees	26,000.00
5360 Photography	1,700.00
5380 Referees	26,000.00
5390 Registration Expense	0.00
5401 Southern Counties Reg - Rep	900.00
5460 Timekeepers	12,000.00
5540 Gatekeepers	10,000.00
5910 Other Expenses	1,000.00
Total Expenses	<u>\$ 362,500.00</u>
Profit	<u>\$ 1,875.00</u>

Approx. \$8500 for Velonosi

Annex A
Financials

Caledonia and District Minor Hockey Association Budget 2019 - 2020

	<u>Total</u>
INCOME	
4140 Gate Income	46,328.65
4200 Registration	213,140.00
4240 Sponsorships/Donations	9,358.89
4290 Rep Team Fees	27,225.00
4300 Rep Tryout Fees	9,400.00
4310 Other Income	374.00
4320 Team Extra Ice Payments	14,419.84
4500 Challenge Cup Tournament	0.00
4504 Prize Table Revenue Challenge Cup	5,576.20
4505 Tournament Registration- Challenge Cup	59,600.00
4506 Challenge Cup Misc Revenue	2,725.77
4507 Challenge Cup - Sponsorship Revenue	350.00
4510 Challenge Cup - Ice Costs	-15,587.22
4515 Challenge Cup - Program Advertising Exp	-1,739.07
4520 Refs Challenge Cup	-7,638.00
4525 Challenge Cup Donation	-600.00
4530 Registration Exp Challenge Cup	-615.00
4535 Prizes and Trophies Exp- Challenge Cup	-10,391.68
4540 Timekeepers Challenge Cup	-1,837.00
4550 Other Expense Challenge Cup	-759.42
Total 4500 Challenge Cup Tournament	<u>\$ 29,084.58</u>
4800 Player Development	11,370.00
Total Income	<u>\$ 360,700.96</u>
GROSS PROFIT	<u>\$ 360,700.96</u>
EXPENSES	
5020 Advertising	1,301.19
5040 Audit Fees	6,497.50
5050 Bookkeeping Fees	493.36
5060 Awards & Trophies	1,551.67
5080 Bank Fees	5,922.46
5081 QE Fees	1,680.94
Total 5080 Bank Fees	<u>\$ 7,603.40</u>
5100 Team Parties	5,300.30
5160 Equipment	411.32
5161 House League Jerseys & Socks	13,028.07
5162 Rep Jerseys & Socks	26,255.17
5164 Supplies	983.30
Total 5160 Equipment	<u>\$ 40,677.86</u>
5185 Hockey Development	
5170 Player Development	8,305.50

Annex A Financials

5175 Goalie Development		5,625.45
5180 Coach/Trainer Development		2,348.39
Total 5185 Hockey Development	\$	16,279.34
5200 Ice Rental - Hockey		199,355.60
5220 Ice Scheduler		6,000.00
5230 Referee Scheduler		2,348.00
5235 Other Miscellaneous Service Cost		-16.98
Total 5230 Referee Scheduler	\$	2,331.04
5260 Office Expense		341.98
5270 Website		1,604.60
Total 5260 Office Expense	\$	1,946.58
5280 OMHA Fees		25,419.25
5360 Photography		1,540.05
5380 Referees		25,660.00
5401 Southern Counties Reg - Rep		900.00
5460 Timekeepers		10,550.11
5540 Gatekeepers		9,501.22
5910 Other Expenses		559.99
Total Expenses	\$	363,468.46
OTHER INCOME		
5700 Interest Income		2,010.67
Total Other Income	\$	2,010.67
PROFIT	-\$	756.83

Budget		0.00
		7,000.00
45,000.00	\$ 27,300.00	\$ 22,000.00
218,000.00	10,000.00	192,000.00
8,000.00	\$ 350,000.00	6,000.00
27,400.00	\$ 350,000.00	2,200.00
1,300.00		0.00
0.00	0.00	\$ 2,200.00
13,000.00	6,215.00	1,700.00
0.00	900.00	1,700.00
	1,600.00	\$ 3,400.00
	6,000.00	22,000.00
	1,400.00	1,700.00
	\$ 7,400.00	27,000.00
	5,500.00	900.00
	0.00	12,000.00
	9,300.00	10,000.00
	23,000.00	1,500.00
	3,500.00	\$ 358,115.00
	\$ 35,800.00	
		850.00
	15,000.00	\$ 850.00
		-\$ 7,265.00

Annex B
Jersey
Tender

**CALEDONIA DISTRICT MINOR HOCKEY
ASSOCIATION
100 Haddington Street,
Caledonia, Ontario
TENDER REFERENCE # CDMHA-2019/20**



REQUEST FOR QUOTATION (RFQ) - Local League, Rep and AE Jerseys

Overview:

The Caledonia District Minor Hockey Association is seeking proposals from vendors interested in supplying jerseys and socks for the 2019-2020 season. The successful bidder will be the approved supplier of choice for the term of the contract.

Bidder Instructions:

All communications regarding the Request for Quotation (RFQ) must be directed to Lisa Turner, VP of Business at business@caledoniathunder.ca

Violation of this directive may result in the disqualification of the Supplier from the RFQ process. Please acknowledge by email your intention to provide a proposal by **Friday May 10th, 2019** and provide contact information.

All proposals are to be submitted by **Tuesday May 21st, 2019**.

All suppliers that submit a tender will receive an email indicating acknowledgment of receipt.

Selected proposals will be contacted to arrange a presentation with the tendering committee.

All questions and answers during the RFQ period will be communicated by email with the primary contact.

Responses to questions will be distributed to all of the Suppliers who emailed their intent to bid by the deadline above, through the Suppliers primary contact, in a timely fashion.

Please note that in all cases, we will not necessarily select the quote with the cheapest prices. We will be considering price, quality, design, desirability of the style and service.

Contract:

- The Successful bidder will enter into a one-year tender contract with the CDMHA for the 2019-2020 season.
- CDMHA reserves the right to break the above said contract on the grounds of poor quality of service.
- Prices are to remain in effect for the complete 2019-2020 season.

Services:

- A willingness to collaborate with the CDMHA to provide the best service, quality, and value possible.
- All pricing must be in Canadian funds and must include all costs other than those asked to be excluded. This includes set up fees, foreign taxes or import fees and any other costs associated with completing this tender.
- CDMHA asks that all invoicing be itemized with details of the items being shipped and ONT and federal taxes to be listed separate.
- This tender will be asking for the accepting Supplier to provide pricing for up to 5 consecutive years. The CDMHA reserves the right to extend this contract from a one-year contract to a multiyear contract.
- Guaranteed delivery date of **Friday August 30th, 2019** for REP and AE Jerseys excluding Midget Rep and AE.
- Guaranteed delivery date of **Friday September 27th, 2019** for Midget REP, Midget AE and all Local League groups.



TENDER REFERENCE # CDMHA-2019/20

Please provide the following information with your tender:

- Identify cost savings if more than a certain quantity is purchased
- For all jerseys and socks, please provide manufacturer, style information and photos or drawings

Terms and Conditions:

- CDMHA is not responsible for any expenses incurred by Supplier(s) in preparing and submitting a response to this RFQ.
- Quotes that are submitted late or hand written will not be accepted
- Any modifications or withdrawal of tender must be done so in writing prior to the tender close date.
- Suppliers should provide a description of their delivery schedule including lead time required for future orders.
- Suppliers will package and ship by team/group to ensure easy distribution to the membership. All boxes must be labelled accordingly.
- If successful Supplier does not meet agreed upon delivery dates, 5% of the total invoice will be held back from final payment.
- Suppliers must guarantee availability of replacement jerseys and socks for the term of the contract. If extra needs to be added on to the original order, the extra will be priced at the volume pricing and NOT as an individual price. CDMHA will do their best to avoid this situation.
- CDMHA reserves the right to make the changes on the specifics of the tender
- The selected bid will not be awarded solely on costs but all aspects that are in the best interest of the CDMHA including quality, design, service and desirability of the membership.
- CDMHA is not under any obligation to award a contract and reserves the right to terminate the RFQ process prior to award.
- The Suppliers will be asked to provide samples. These samples will be retained by the CDMHA until the selection process is over.
- The successful Supplier will be required to provide sizing jerseys and socks for the membership.
- The successful Supplier will make themselves available for sizing the membership up to a maximum of three dates (TBD).
- For the successful Supplier the payment for the jerseys and socks will be retained until the final delivery of all items.
- The successful Supplier shall not assign or sub-contract any portion of its contract without written consent of the CDMHA.
- All submissions must be signed by an authorized company representative.
- If the successful Supplier fails to carry out the agreement satisfactorily, CDMHA will, by giving written notice, specifying the default requiring remedy. If the specified default is not remedied within two (2) weeks from giving notice, CDMHA reserves the right to terminate the agreement immediately.
- CDMHA can not guarantee minimum purchase volumes.



TENDER REFERENCE # CDMHA-2019/20

Appendix A – Jersey and Socks Requirement

Rep and AE Jerseys (2 sets per team)	Novice – 1 team	18 Skaters and 2 Goalies each team
	Atom – 2 teams	18 Skaters and 2 Goalies each team
	Peewee – 2 teams	18 Skaters and 2 Goalies each team
	Bantam – 2 teams	18 Skaters and 2 Goalies each team
	Midget – 2 teams	18 Skaters and 2 Goalies each team

High quality sublimated jerseys designed to last, CDMHA logo on the front and possibly on the sleeves
Player Last Name, Number, and Sponsor on the back of the jersey
Regulatory requirement Stop sign and Canada Flag on jersey

Local League (1 set per team)	Novice – 2 teams	18 Skaters and 2 Goalies each team
	Atom – 2 teams	18 Skaters and 2 Goalies each team
	Peewee – 2 teams	18 Skaters and 2 Goalies each team
	Bantam – 2 teams	18 Skaters and 2 Goalies each team
	Midget – 2 teams	18 Skaters and 2 Goalies each team

High quality sublimated jerseys designed to last, CDMHA logo on the front and possibly on the sleeves
Player Last Name, Number, and Sponsor on the back of the jersey
Regulatory requirement Stop sign and Canada Flag on jersey

Socks – Pro style or sublimated (no knit socks) to match jerseys. 22 sets per team.

C's and A's one set of each for each team (Rep and AE would need two sets for home and away, white on dark, dark on white)

Approx 20 sets of extra socks (various sizes).

Please note that jersey and sock sizes will be dependent on the age of the teams and therefore the bid will include if applicable pricing for both Youth and Adult size jerseys and socks as the order will include both.

Warranty:

The Supplier warrants that the Goods supplied under the contract are new and unused and of the most recent models and incorporate all recent improvements in design and materials. The Supplier shall further warrant that none of the jerseys or socks have any defect arising from design, materials or workmanship. This warranty shall remain valid for a period of one year.

CDMHA will promptly notify the supplier in writing of any claims arising under this warranty. Upon receipt of such notice, the Supplier shall, with all reasonable speed, replace the defective Goods, without cost to CDMHA.

If the Supplier, having been notified, fails to remedy the defect(s) within a reasonable period, CDMHA may proceed to take such remedial action as may be necessary, at the Supplier's risk and expense and without prejudice to any other rights which the CDMHA may have against the Supplier under the contract.



TENDER REFERENCE # CDMHA-2019/20

TENDER SUBMISSION FORM

This form must be completed and attached with the submission and all other pertinent information you would like the CDMHA to consider as part of the tender review.

Date: _____

To: Caledonia District Minor Hockey Association

We the undersigned, declare that

- (a) We have examined and have no reservations to the Tender Documents, including the Appendix A
- (b) We understand that this tender, together with your written acceptance thereof included in your notification of award, shall constitute a binding contract between us, until a formal contract is prepared and executed.
- (c) We understand that you are not bound to accept the lowest evaluated tender or any other tender that you may receive

Company Name:

Authorized Representative (Print Name):

Signature: _____

Annex C
Sponsorship



Hello there CDMHA Supporter,

The Caledonia District Minor Hockey Association (CDMHA) is a volunteer based not for profit organization. The CDMHA is responsible for providing minor hockey programming to eligible players within the Caledonia area.

The CDMHA is led by many volunteer-based Board Members, each whom has a specific role within the organization. I would like to take a minute to introduce myself, my name is Lisa Turner and I have the role as VP of Business. I am up and coming onto my 2nd season with CDMHA and within my role is my responsibility to reach out to local businesses and invite them to be a part of our hockey season.

Registration remains strong, with hopes of growth with the additional developments coming to our town. CDMHA offers minor hockey to all youth ages from the Discovery program, IP Program, our many Local league teams, our REP and AE teams that compete from Minor Novice to Midget. In all we have over 500+ players that will be coached to have fun, play as a team and make their home town proud! CDMHA is proud to remain running on a balanced budget, this year we will be placing more emphases on player development and assisting our coaches in training and certifications. We also have decided to go with one style of jersey for both Local League and REP and AE to ensure we are treating all players with the same level of respect and we are able to represent Caledonia with a cohesive, professional look.

Before we know it, we will once again find ourselves on the verge of another terrific hockey season.

The 2019/2020 season will begin, promising to be fun, successful and most of all full of learning for the players of Caledonia Minor Hockey.

We are asking for your support in making the upcoming season a success. Without you, we would struggle to provide the program we do, and want to ensure that you are part of our community hockey program. We would ask you take a minute or two to review the sponsorship opportunities attached. Your commitment will ensure we can continue to provide the best possible hockey program we can, developing players that have potential to represent our town in bigger communities and provide the health, learning and joy hockey brings to those who both play it and support it.

Thank you for taking the time to review our sponsorship options. If you are interested, please complete the attached form and submit to me via email.

If you have any ideas, or requests beyond what is being offered please feel free to reach out to me and we can work together to accommodate.

I look forward to meeting you and having you and your business be a part of our hockey season!

Lisa Turner

VP of Business, CDMHA

business@caledoniathunder.com

905-515-8534 – cell

CALEDONIA DISTRICT MINOR HOCKEY (CDMHA)

2019/2020 SPONSORSHIP OPPORTUNITIES

Please review the following sponsorship opportunities we have. If you do not see something that meets your wishes, please feel free to reach out to our VP of Business who can work with you to contribute.

1. REP or AE Home Jersey Sponsor
Company Name on the back of a team's Jersey for one season \$500.00
2. REP or AE Away Jersey Sponsor
Company Name on the back of a team's Jersey for one season \$450.00
3. REP or AE Home and Away Jersey Sponsor
Company Name on the back of a team's Jersey for one season \$900.00
4. Local League Jersey Sponsorship
Company Name on the back of a team's Jersey for one season \$400.00

All sponsors of the Jerseys will receive a team mounted picture recognizing their contribution.

5. Half Ice Boards Sponsorship is for a 3 year term and the size is 8' x 3'.
These boards are being used for the Tyke and Novice Teams.
One side of the Board is \$1200, and Both Sides of the Board is \$2000.
6. Gate and Entry Roll Up Sign is for 3 years and the size would be approx. 3' by 2' foot advertisement on the sign. 3 signs available \$500 each.
7. **Caledonia Challenge Cup Tournament Sponsorship** – Advertising in the Tournament Program and adding a prize to our Raffle Table. This program reaches 60+ Hockey Teams and families that will be in town for the tournament. These families will be shopping, eating and lodging in our area.
 - a) Business Card Size Ad - \$100 + \$50 or more raffle table prize donation
 - b) Half Page Ad Size - \$200 + \$50 or more raffle table prize donation
 - c) Full Page Ad Size - \$400 + \$50 or more raffle table prize donation
 - d) \$50 or more prize donation or gift card will receive honorable mention in our program.

All Sponsors will be advertised on CDMHA website, Social Media Feeds and our Tournament Twitter Feed. A flyer or business coupon can be added to our tournament program if applicable.

Business Name:

Contact Name:

Contact Email and Phone Number:

Proposed Donation: (or circle the items above you would like to participate in):

Preferred Team(s) interested in Sponsoring (if applicable) :

If you have any logo artwork or advertisement you would like to use, please submit with this form. An electronic version will be required too.

Annex D
Affiliate Player Policy

Section J - Affiliate Player Policy

In addition to the Affiliated Player Policy as outlined in this section, the rules as set out from time to time by the OMHA and the Haldimand County Local League pertaining to Affiliated Players will be adhered to.

It is the philosophy of the CDMHA that the Affiliated Player (AP) system is an essential component of our program especially at higher age levels. We also believe that any opportunity for additional development of our players is welcome.

(a) A team may sign up to 19 players on their AP list. Players at the Rep level may affiliate with Rep teams at their next level or above. Players at the AE level may affiliate with Rep or AE teams at their level or above. Local League players may affiliate with local league teams in a higher age level or for their division's Rep or AE team. **Rep/AE teams that are considering affiliate players from CDMHA local league teams must first consider players who tried out and were cut from the Rep/AE team evaluations. If there are no players interested or available in this category, then and only then can a Rep/AE team approach a player who did not try out for the Rep/AE team evaluations.**

E.g. #1 - An Atom house/local league player may affiliate with Atom AE, Atom Rep, or any Peewee team

E.g. #2 - An Atom AE player may affiliate with Atom Rep, Peewee AE or Peewee Rep

E.g. #3 - An Atom Rep player may affiliate with the Peewee Rep team only

(b) Coaches must identify each AP player on an approved OMHA form as provided by the Rep Convenor, VP Rep or VP House, as applicable.

(c) AP's may only be used in a practice or game to cover the absence of a player due to illness, injury, vacation or suspension. Any special requests must be reviewed and approved by the Board. Note: under Haldimand League Local League Rules, teams in Novice and Atom divisions may only affiliate players up to a maximum of 12 skaters. For PeeWee through Midget, teams may affiliate up to a maximum of 15 skaters.

(d) An AP may not be used if there is a conflict in schedule with the player's regular carded team.

(e) No player can be signed to more than one (1) AP list. No player can be added as an AP to play in games until they are on an approved roster.

(f) The Rep/AE Convenor, VP Rep or VP Local League as applicable must be notified in advance of the use of AP players. Any special requests must be reviewed and approved by the Board.

(g) Coaches are responsible to obtain permission from parents and the carded team coach for the player to be signed as an AP.

Annex E

Goalie Development

Here is what I would recommend. Pick one night during the week and dedicate that night to development. Tuesday for example, [5-8pm](#). With 36 total goalies between house/rep, goalies would be split up into 3 groups of 12 (if you let me know the exact number of goalies per each level I can split them up based on age/level)

Hour 1: first 12 younger goalies
Hour 2: next 12 middle goalies
Hour 3: Final 12 older goalies

I bring my staff of 3 additional goalie instructors. I split the goalies up into groups of 3 max and the groups rotate through the 4 different stations. Each station focuses on a different skill/technique. With 12 goalies per sessions the max ratio would be 3:1 goalie to instructor. This is a good number for development.

A full season weekly program includes 20 weeks, starting mid October, ending mid March (off at christmas break, and march break). Ice rental is covered by the Organization. With weekly sessions, the cost would be \$200/hour session. This equals \$600/week x 20 = \$12 000 for full year development for the entire organizations goalies. When comparing to the average that each individual team is supposed to spend on development, the cost is much cheaper running it this way.

And while the sessions are designed for goalies to learn and develop basic/advanced fundamental skills, they are also meant to be fun, and my staff and I work to ensure this. This has really helped with increased participation. This is what I have found to be most cost effective for organizations and best for goalies development. This ensures goalies receive weekly training throughout the entire season. As mentioned on the phone though, the program can be customized based on the organizations needs. Let me know if you have any questions.

Thanks,
Chris Miniaci
CMGoaltending

Annex F
Challenge Cup Proposed Budget

2019 Challenge Cup Tournament Budget

Revenue:

Tournament Entry Fees

CDMHA & Discounted Teams (___X \$600)

Regular Registration (___ @ \$1,000)

Program Advertising

Sponsorship Donations (estimated value of donated prizes)

~~Drive Your Ford~~

Draw Prize Table

Vendors

Photographer

50/50 for Jumpstart

Room Roster (\$5 per room X ___ rooms)

~~Fine Designs Apparel~~

Miscellaneous

Total Revenue

Expenses:

Ice Costs

Referees

Timekeepers

OMHA Fee

Draw Table Expenses

Player Give Away's (Pins - Cost for 1 years)

MVP Awards

Program Costs

Ballots for Raffle

Hats/Coaches Packs/Pucks

Trophies

Supplies

Donation - Jumpstart

Misc. - Bank Service Charges

Total Expenses

Less Value of Donated Prizes

Net Proceeds for 2019

Less Cost of Pins for Next Year (already paid)

Actual Funds

<u>2019 Actual</u>	<u>2019 Budget</u>	<u>2018 Actual</u>	<u>2018 Budget</u>
	\$ 60,000.00	\$59,600.00	\$60,000.00
		\$ 6,600.00	\$ 6,000.00
		\$ 53,000.00	\$ 54,000.00
	\$ 1,500.00	\$ 350.00	\$ 2,000.00
	\$ 1,500.00	\$ 1,300.00	\$ 2,000.00
			\$ 3,000.00
	\$ 3,500.00	\$ 3,396.20	\$ 3,500.00
	\$ 2,000.00	\$ 2,480.00	\$ 2,000.00
	\$ 150.00	\$ 150.77	\$0.00
	\$ 600.00	\$ 600.00	\$ 600.00
	\$ 1,500.00	\$ 1,665.00	\$ 1,000.00
		\$0.00	\$0.00
\$ -	\$ 70,750.00	\$ 69,541.97	\$ 74,100.00
	\$ 16,500.00	\$ 15,587.22	\$ 17,500.00
	\$ 7,700.00	\$ 7,638.00	\$ 7,200.00
	\$ 1,800.00	\$ 1,837.00	\$ 1,800.00
	\$ 750.00	\$ 615.00	\$ 750.00
	\$ 1,500.00	\$ 1,527.87	\$ 1,500.00
	\$ 1,400.00	\$ 1,401.65	
	\$ 675.00	\$ 675.00	\$ 400.00
	\$ 1,600.00	\$ 1,739.07	\$ 1,600.00
	\$ 150.00	\$ 157.07	\$ 150.00
	\$ 4,500.00	\$ 4,488.93	\$ 4,500.00
	\$ 1,500.00	\$ 899.77	\$ 850.00
	\$ 350.00	\$ 364.53	\$ 100.00
	\$ 600.00	\$ 600.00	\$ 600.00
	\$ 60.00	\$ 51.85	
\$ -	\$ 39,085.00	\$ 37,582.96	\$ 36,950.00
		\$ 1,300.00	
\$0.00	\$31,665.00	\$30,659.01	\$37,150.00

\$ 1,401.65

\$ 29,257.36