



## **CDMHA Board Meeting Report: 6 December 2021**

**Present:** Jeff MacDonald, Brent Fehrman, Paul Robertson, Mark Harrop, Tom Neilson, Brad Vanderburg, Lisa Turner, Nicole Sansom, Arli Harrison, Krystyna Lazar, Leanne Tinebra, Michael Kichinko, Traciann Fisher, Beth Wise, Mark Annett, Paul Reilly

**Regrets:** Erin Noble, Don Sauve, Kelli Reilly

**Absent:**

**Late:**

**Left Early:**

**Members:**

**Meeting Called to Order: 6:30 pm**

**Meeting Chair & Time Keeper:** Brent Fehrman, President

### **Agenda & Meeting Minutes: Secretary**

- **Motion** to accept December 2021 meeting agenda by; Leanne Tinebra  
Seconded by; Paul Reilly  
Motion Carried.
- **Motion** to accept November 2021 meeting minutes by; Arli Harrison  
Seconded by; Paul Robertson : Motion Carried.
- Errors and Omission:

### **Reports:**

#### **Ice Scheduler's Report – John:**

- Practice schedule currently updated to January 16 - subject to change due to game cancellations & rescheduling
- Referee shortage issues & Covid Protocol cancellations continue to result in the cancellation of games. As we get closer to the game completion deadlines it will be harder to reschedule these games to be completed before the deadline. This needs to be communicated at the Haldimand LL & Southern Counties league meetings by the applicable VP as the issue could result in our teams not completing all games required before the deadline. League rules are that all regular season games must be played to be eligible for playoffs
- Challenge Cup ice needs to be confirmed by December 13
- Challenge Cup game schedule will be completed in the coming weeks once the registration of teams is finalized

#### **Registrar's Report – Mike:**

- Most of the rosters have been approved and some AP's have been added (rosters need to be approved before AP's can be added). There has not been a lot of AP's.
- 1 December is the deadline for rosters
- Does anyone want to go on the At Large roster from the board? Arli Harrison will be added as a trainer
- There are 4 kids parents who do not have parent speak out – in the New Year they will not be allowed on the ice if this is not completed
- Registration arrears – there are approx.. 25 participants who are short – the last installment there was issues with their cards. There are 4 that have not made a payment. There are U13

Rep, U13 AE (2), U18 Rep and U15 Rep. IN Camera 6:40 pm Out of Camera 6:43 pm If payment or plan has not been made by 1 January 2022 – they cannot get on the ice.

**VP of Rep/AE Report – Beth:**

- Southern Counties meeting in Paris on Thursday night
- Received an email from Southern Counties and dropped off banners – Bantam Rep – finalist and Midget – Champion – they are left with the arena staff and we will track them down.

**VP of Local League Report – Erin:**

- U8 and U9 will need to be split as per the OMHA; Erin is still getting information from Luanne and will have more details soon on how we will precede with this.
- One of the options is to just continue in house and pull them from Southern Counties and allow them to play each other

**Minor Novice/IP Convenor/Coordinator Report – Kelli/Paul:**

- Hamilton Bulldogs – working on getting the IP kids on the ice – need to sell 500 tickets and have already sold 218 tickets (verbally). Off Ice Tyke convenor will have her contact information on the flyer.
- Santa is coming to skate on 18 Dec and we have received the gifts. The invoice has been submitted and we will get Santa a \$100 gift card.
- The IP program is going well and there are a lot of skaters engaged; the Discovery program is also going well.

**Development Convenor Report – Mark:**

- OMHA Player development – Hockey Labs has contacted and this is a sign up individually through the OMHA
- Project Hockey has also reached out as well
- Development is going well at this time; they are using the Sportzhead App to do the COVID screening
- Mark is still looking into goalie development and will speak to John regarding using half ice or other options available to us

**Equipment Manager's Report – Leanne:**

- No Report Issued

**Gate and Time Keeper Convenor Report – Traciann/Beth:**

- The Clark clock is having issues with the penalty lights on the board but not on the console. The time keepers are aware and will speak to the Ref's. It is supposed to be fixed this week and I will follow up

**Treasurer's Report – Jeff:**

- See Annex A.
- Bank Account as of December 5th is \$389,226.05.
- Year audit was completed and bill was paid with Brownlow in Ancaster
- Taxes submitted by Brownlow and received assessment back already.
- We have had some costs for jerseys and socks of \$4500 plus another of approximately \$6400 (replacing oversized jerseys and added AP jerseys plus socks)
- I have broken the ice costs down so we can see development, rep tryout and regular ice each season in QBooks
- Majority of Rep Teams have paid their team fees, a couple still outstanding
- An ask from convenors/everyone: please have all coaches/trainers fill in the Reimbursement form (Coaches Corner forms) if they would like to be reimbursed now that we have basically opened up hockey. Please sign ensuring they have proper receipts and completions if possible. This helps with completed forms instead of emails that I have to put together for them. Greatly appreciated if you could help with this.

### Website – Arli:

- Arli is looking for more content to share – so please have your teams send in information such as fundraising (foodbanks), successes in tournaments and other items to share

### Challenge Cup – Beth:

- There are 63 teams registered; there is one opening at U13 Rep – cut off will be tomorrow or Wednesday and CDMHA Ice Scheduler will start putting together the schedule
- We cannot have raffle or vendors so we requested to do a concession and the County has just informed us that the Concession stand will be open by 1 January
- We are going to do the wrist bands for the COVID screening and we will use our board members and gate keepers; sign up sheet will be available shortly
- There will be an information sheet that will be sent out to teams so that they are aware of the procedures
- Trophies and medals are ordered, crystal pucks will be MVP of the tournament

### VP of Business Report – Lisa:

- Bulldogs Day. I would like to add an update on the CDMHA/Bulldogs game. Kelli has received a good response from the Tyke crowd to have almost half of the 500 tickets spoken for. I believe if we put it out to the rest of the teams/membership it shouldn't be a problem to get to that 500. The game is January 30; Tickets would be \$20 – we will do a package depending on how many tickets we sell – Motion passed  
Lisa Turner would like to make a motion to have the Game approved; we will do a package depending on how many tickets we sell – Motion passed  
We will also need to have John K know for booking ice so that teams can go to the game. The IP group will have the intermission skate but for the other items maybe it's something we run a raffle for that coaches can submit their teams in for a chance to do it???  
Just thoughts but would like the feedback of the rest of the board.
- **Fundraising Opportunity** - I want to introduce you to **Project Hockey**, please see below for an in-depth description of our platform- I look forward to hearing from you soon so we can discuss how we can help your team and association. We would like to offer you a free 7-day trial for you to see what our program has to offer.
- The **BEST part** of all of this is we would like to partner with your team/association to make this a **fundraising** opportunity where your association/team takes home **75%** of the revenue generated from this program in the first month and **20%** every month after. **Project Hockey is a daily development plan for all hockey players and goalies who want to take their game to the next level.**
- **A great highlight of the program can be seen [HERE](#).**
- **[HOW IT WORKS](#)**
- A lot of parents/coaches love the ability to track their athletes' training through the app and the ease of providing hockey IQ training, skill sessions, strength programs, and challenges all in one spot.
- Project Hockey has provided training and development to NHL players, the Ottawa 67's of the OHL, all the way down to mite hockey players.
- Project Hockey has a DAILY program for both **players and goalies**.
- **Sign up for your 7-day free trial with the link below.**
- **<https://app.sugarwod.com/marketplace/project-hockey/project-hockey-cr>**
- **Please note if you would like it to count for your associations fundraiser please each out and I will create an association specific link.**
- Sniper Skins fundraiser is complete – items are on the way and will be delivered to the arena. Lisa has reached out to see how it could possibly be more successful in the future.

### **Secretary Report – Traciann:**

- I have contacted Future Stars to see if they are doing sport photos this year – Edge Imaging is no longer doing team photography. See Annex B – should we put something out to the teams to see what teams would like to participate; Usually the younger players are in for this;
- We need to provide a list to the County of parents who are exempt from wearing a mask; when parents attend the arena without a mask a list will be compiled by the gate keepers to provide to the arena staff if asked; Names are to be sent to the secretary to compile the list
- Can we develop goalies at a lower level as we have issues at U11 where there are two teams that do not have a goalie; according to the player pathway if a person wants to try to be a goalie, they have to be given the opportunity but we should be trying to develop goalies; there is an opportunity to have the older players come out and mentor the younger players – can we compile a list of goalies that coaches can contact to come out and work with the goalies;

### **President Report – Brent:**

- The next meeting is 10 January 2022 at 6:30 pm
- Referee in Hagersville, proposing that they receive an extra \$10 per time they were scheduled because of the shortage; it was discussed with other centres and with the Executive and it was decided to decline this as there are new referees coming in soon to alleviate these pressures
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### **Open Business:**

- **Action:** Amalgamation/Partnership
- **Discussion:** There was supposed to be a vote this week for the amalgamation and unfortunately, Hagersville wanted to postpone another year to go over all the fine details and to have time to make decisions; Cayuga and Dunnville had already started to vote; Hagersville felt it was coming too quick for them
- The replacement of AE has not been decided at this time; an email from Mark Hopper has come through stating there will be replacement but they do not know what it looks like – it will be a second level of Rep;
- Do we want to move forward with the three associations, Cayuga, Dunnville and Caledonia as has been started and remove Hagersville from the mix;
- This would be a partnership so that each centre will have their own LL but the OMHA wants an amalgamation – so they would provide the information to the Haldimand league which would be disseminated to the LL from those Reps on Haldimand Board.
- Motion to accept the “partnership” with three centres – Dunnville, Cayuga and Caledonia by Brad Vanderburg and seconded by Mark Annett. Motion passed.
- **Action:**
- **Discussion:**
- **Action:**
- **Discussion:**

### **New Business:**

- **Action:**
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- **Discussion:**

- **Action:**
- **Discussion:**
- **Action:**
- **Discussion:**

**E-Mail Votes**

There were no e-mail votes.

**Deferred from last Meeting:**

**Deferred to Next Meeting:**

**Motion** to adjourn by: Mark Annett

Seconded by; Beth Wise

Motion Carried.

**Meeting Adjourned** - 8:10 pm

## Caledonia and District Minor Hockey Association Profit and Loss

May 1 - December 5, 2021

	Total	Budget
<b>INCOME</b>		
4140 Gate Income	6,345.00	40,000.00
4200 Registration	162,753.00	180,000.00
4240 Sponsorships/Donations	8,900.00	20,000.00
4290 Rep Team Fees	18,150.00	24,200.00
4300 Rep Tryout Fees	13,400.00	9,000.00
4310 Other Income	220.00	0.00
4320 Team Extra Ice Payments	3,606.16	13,000.00
4500 Challenge Cup Tournament		
4505 Tournament Registration- Challenge Cup	57,020.00	
4535 Prizes and Trophies Exp- Challenge Cup	-1,434.17	
4540 Timekeepers Challenge Cup	24.00	
4550 Other Expense Challenge Cup	-230.52	
<b>Total 4500 Challenge Cup Tournament</b>	<b>\$55,379.31</b>	0.00
4700 Fundraising	440.09	0.00
4800 Player Development	16,149.61	0.00
<b>Total Income</b>	<b>\$285,343.17</b>	286,200.00
<b>GROSS PROFIT</b>	<b>\$285,343.17</b>	286,200.00
<b>EXPENSES</b>		
5040 Audit Fees	6,497.50	6,800.00
5050 Bookkeeping Fees	176.61	550.00
5080 Bank Fees	128.66	
5081 QE Fees	1,263.30	
5082 Elavon Fees	10,002.55	
<b>Total 5080 Bank Fees</b>	<b>\$11,394.51</b>	10,700.00
5160 Equipment		
5161 House Leage Jerseys & Socks	4,500.79	1,000.00
5164 Supplies	367.25	1,000.00
<b>Total 5160 Equipment</b>	<b>\$4,868.04</b>	3,000.00
5185 Hockey Development		
5170 Player Development	3,955.00	9,000.00
5175 Goalie Development	480.00	1,500.00
5180 Coach/Trainer Development	1,811.39	3,000.00
<b>Total 5185 Hockey Development</b>	<b>\$6,246.39</b>	13,500.00

5200 Ice Rental - Hockey	12,108.27	186,000.00
5201 Development Ice	798.35	
5202 Regular Ice	29,652.04	186,000.00
5203 Rep Tryout Ice	1,197.52	
<b>Total 5200 Ice Rental - Hockey</b>	<b>\$43,756.18</b>	186,000.00
5220 Ice Scheduler	2,000.00	6,000.00
5225 Registrar	2,000.00	6,000.00
5230 Referee Scheduler		2,000.00
5235 Other Miscellaneous Service Cost	-115.26	0.00
<b>Total 5230 Referee Scheduler</b>	<b>-\$115.26</b>	2,000.00
5260 Office Expense	1,186.81	500.00
5261 Officials Add-on (Ref portal)	153.68	0.00
5270 Website	1,265.60	1,300.00
5275 Gamesheets	996.60	1,000.00
<b>Total 5260 Office Expense</b>	<b>\$3,602.69</b>	2,800.00
5280 OMHA Fees	18,794.88	18,400.00
5380 Referees	4,664.00	25,000.00
5401 Southern Counties Reg - Rep	800.00	0.00
5460 Timekeepers	3,181.10	10,000.00
5540 Gatekeepers	3,303.95	10,000.00
5910 Other Expenses	444.21	500.00
<b>Total Expenses</b>	<b>\$111,614.80</b>	305,350.00
<b>PROFIT</b>	<b>\$173,728.37</b>	-19,150.00

## Benefits for your league

Future Stars offers several types of agreements to give your league the freedom to choose the option that best suits your budget! Our offers include the following with the price per athlete dependent on the total number of enrolments in the league. (The higher the number of players, the lower the cost to the league)

### **Caledonia & District Minor Hockey - based on 450 registrants**

(pricing below reflects a digital download of the photo product provided directly to the athlete)

A) Pro-Photo – Parental – no cost to the league

B) Pro-Photo - League Buy – “Player Deluxe Combo – Team and Individual” - \$9.95 per athlete

C) Traditional - Composite Team Photography – League Buy – “Combo – Team and Individual” - \$5.95 per athlete

## Giving Back to Your League

1. Promotional Sponsorship based on enrollment (Future Stars name on the jersey)
2. 1 6x8 Deluxe Team Photograph for each coach photographed
3. 1 8x10 Deluxe Team Photograph with thank you message for each team
4. 15% discount for Sponsor Plaques.

Plak-It Size	Retail Price	Your Price
6 x 8	\$20.00	\$17.00
8 x 10	\$25.00	\$21.25

Also, one 3-hour make-up session is included for no additional charge.

## Benefits for your membership

Parents and players will have a more positive photo day experience when working with Future Stars than any other photo company. Our pro photography is unlike any other services offered in the area, making for a unique photo product that is perfect to preserve a child’s memory or to give as a gift! Our new process to eliminate the need for order forms shortens the amount of time parents spend on picture day, as well as creates a stress-free day.



## Photo Day Process – It's ALL NEW!!

The way our photo day works is simple, easy, and makes for a stress-free photo day!  
We've broken it down into simple steps to be taken before and on photo day.

### Pre-Photo Day

1. We book your photo days and times in advance.
2. We provide you with a digital roster template and you email it back to us 2 weeks before your shoot date(s).
3. We email you a PDF that you send to parents and post on your website. The PDF details how the program works and what, if anything, the players will receive courtesy of the league.

### A Fast and Easy Photo Day

1. Coaches will be provided with barcodes on the day of the shoot for each of their players that have been pre-printed using the digital roster provided by your league.
2. Players proceed to the photo station where we take 2 individual poses for the "Pro" option, or 1 individual pose for the "Traditional Composite Team" option. No group photo is taken.
3. The photographer gives the barcode card back to the player so that the parent can scan the QR code by the pre-determined date to view their player's images online.

## That's it!!

We provide a mail-to-home service for any additional orders placed by parents. In the case of a league buy, the league product will be in the form of a digital download which parents would visit our online gallery to claim. The league is no longer required to hand out orders! Other options also available.

## Calendar/Availability

For the traditional green screen option, we can provide up to four photographers that can photograph 4 teams per hour, at 15 minutes per team. For our "Pro" option, 20 mins per team is required. Minimum space is 15' x 15' per photographer. Location of photoshoot is decided by the league, usually taking place at the arena or community centre gym. Photos can be scheduled to be completed in one full day agreed upon beforehand or can be taken over several nights in smaller time frames. Photo dates will be booked on a first come first serve basis. No staffing by the league is required. However, having a league rep who is familiar with the teams is helpful for a smooth day!

## Term

Agreements can be made on a 1-3-year basis.