

BHB BOARD MEETING
Monday, June 12, 2017
5:30PM Pier

MEMBERS PRESENT:

Kristi Anderson
Savanah Cantleberry
Brad Feldman
Sheldon Sime
Mikayla Jablonski Jahner
Heather Welle
Mike Odegaard
Chris Gable
Jason Fetch
John Stockler
Ryan Johnson
Kurt Chaffee
Adam Frykman

MEMBERS ABSENT:

Joel Roloff
Mitch Orstad

OTHER MEMBERS PRESENT:

Mike Wald
Kevin Klipfel

- Kristi called meeting to Order at 5:30 p.m.
- Savanah motions to approve minutes; Mike O seconds; no discussion; motion carries
- Introduction of John Stockler – Program Director
- Tournaments
 - John has set up 7 weekends, not including Mites weekend – 13 tournaments total
 - Mike O moves to approve tournaments as approved; Heather W seconds; no discussion; motion carries
- Ice Contract
 - Open to Close means? – depends on day – generally 6:00 on weekdays; 8:00 weekends; Saturday and Sunday close is usually between 6 and 9
 - BHB gets any ice time that high school doesn't use when they are out of town
 - Figure skaters will be at SCH and rotate between rinks
 - SCH will be used for open skate – will plug in an additional open skate during week
 - Men's league is also using ice
 - Dryland facility and John's office is there – we should utilize space there
 - May be possible to switch things around a little
 - Members will have questions
 - Concerns about equitability
 - Mike Wald will take a look at schedule again and see what we can shift around
 - Figure skaters are locked in so they are looking at open skate times and men's league
 - Jason moves to approve contract; Kurt seconds; no discussion; Sheldon opposes; motion carries
- Dryland

- Contract terminates in 3 years; can renegotiate in 2 years; time is up to renegotiate
- Need to see what options are to renegotiate
- Possibly interested in buying his equipment
- Dryland facility at CIC – BHB can use it but can't contract it out – we could employ someone to do training though
- Would like to renegotiate contract
- Kristi and Mike will meet with him and renegotiate
- Registration
 - \$297,250 in revenue without increase of fees
 - Enough to cover ice increase
 - Doesn't cover additional teams
 - Projected teams
 - 9 teams for squirts – up 1
 - 6 for peewees – up 1
 - 5 for bantams – up 1
 - Leave top level (bantam, peewee, 14u, 12u) at \$800
 - Younger levels increase \$50 (termite, mite, squirt, 10u) – these levels will see more ice time
 - \$52,750 increase in revenue if no fee increase
 - \$77,000 increase in revenue after increase in fees
 - Mike moves to have peewee, bantam, 14u, 12u stay at \$800, Squirt/10u - \$625, mite - \$300, termite - \$175 for early bird registration; late fee for bantams, peewee, 14u, 12u – additional \$500; no late fee for registrations for younger kids; 30 days from registration posting; too much discussion; motion dies due to lack of second
 - Mike moves to have \$400 late fee for upper levels, 30 days after registration posts, late fees and registrations refundable only by board approval; motion dies due to lack of second
 - Mikayla motions to increase fees for 2017-2018 season so registration fees would be \$800 for bantam, peewee, 12u, 14u; \$625 for Squirt/10u; \$300 for mite; \$175 for termite; Mike seconds; no further discussion; motion carries
 - Mikayla motions for late fee of \$400 for upper levels (bantam, peewee, 12u, 14u) if not registered within 30 days from registration posting and late fees and registrations are only refundable by board approval; Mike seconds; Sheldon opposes; no further discussion; motion carries
 - Mike moves for goalies for bantam, peewee, 12u, 14u, squirt, 10u have half price registration; seconds; no further discussion; motion carries
 - Full-time goalies provide own equipment typically
 - Case by case basis if we issue refund for goalies
 - Remove forward/defense from squirt/10u registration
 - Put on front page that it is half off for goalies; have them email program director
- Level Coordinators
 - John is meeting with coaches
 - Off-ice coordinators on board
 - Sheldon – termites
 - Ryan – bantam
 - Kurt – mite
 - Chris – girls
 - Adam – squirts
 - Mitch – peewee
- President elect
 - Need to have president elect by next meeting

- Concessions Update
 - Will go out to bid – Thursday will approve request for bids – 21 days to put in bids
 - Figure skaters putting together proposal of how many hours and profits percentage requested and we will review and make counter-proposal, if needed
 - We would need a paid position to run concessions
 - We are hoping to run our concessions off volunteers
 - Menu, what we pay BPR – goes in bid – 2 year contract typically
 - Facility – gas grill, coolers, warmers , bottle only
 - 45 minutes prior to game – open
 - Insurance – need add'l insurance
 - Heather makes motion for concession committee to put together bid to run concessions at CIC and will submit via email for board approval; Sheldon seconds; no further discussion; motion carries
- Updates on CIC
 - Moving along – beginning of November
 - Zamboni showed up today
 - VFW is a mess but coming along – end of august it'll have ice
- Letter of Support
 - Letter from Board of BHB for support of squirt and mite program
- Gaming P&L
 - Savanah and Kristi to meet with Alec Wednesday to transfer everything over
 - First month is skewed
 - Pull tabs is set amount on payout
- Financial report
 - Received \$5,000 for intro to hockey
 - \$570 in memorials for Nick LaQua
 - \$19 from amazon smile
 - \$3300 in registration fees for summer
 - Intro equipment and misc expenses
 - \$25,000 to BPR for ice
- Budgeting
 - Net pays coaching staff – no rough estimate
 - Revenue \$31,000
 - Should be ahead about \$20,000
 - John will review forecasted numbers
- Fundraising
 - Looking for termite and mite sponsors – about 8 right now - \$500 sponsorship – name on jerseys
 - Closed up hockey store through UA – 50 items sold - \$200 kickback to club
 - Duffy's possibly become apparel store – housing tshirts, sweatshirts, long sleeves and can do long sleeve – could also do customizations
 - Should check with scheel's too
 - Need to keep track of logo
- Intro to Hockey
 - may end up with Fargo's excess equipment this year
- Program Director report
 - On ice
 - Practice – focus on individual kid – station-based practices
 - Coaching down – USA hockey principle – older siblings come out with younger siblings

- No power play lines at squirts
 - Not about winning squirt championship in December – about how good can we make them and maybe get them to continue their hockey career
 - Coaches – overall plan – drills continue throughout years
 - Get better here – play hard here
 - Caps league
 - Develop better athletes
 - 2 hours blocks for practice – 35-40 minutes before practice of dryland – 10 minutes to get dressed – hour of practice – 10 minutes to undress – 5-10 minutes of stretching
 - Off-ice
 - Award and recognition – badges through sports ngin
 - Winter skills clinic
 - Spring league – 5 on 5 spring league
 - Summer camps
 - Bobcat involvement
- Program Director Assistant
 - Registrar, inputting excel sheets, scheduling, emails
 - 10 hours/week
 - September start date
 - John put together job description
 - Salaried position
 - Mike motions for a budget of \$15,000 to hire part-time assistant for program director; Sheldon seconds; no further discussion; motion approved
- Office equipment budget
 - Computer and cell phone
 - Mike motions to approve \$3500 budget for phone fees, computer, miscellaneous office equipment; Jason seconds; no discussion; motion approved
- Endowment
 - Checking into with Dave Schlafman

Mike motions to adjourn meeting; Adam seconds

FOR THE GOOD OF THE ORGANIZATION