



## WOODBURY AREA HOCKEY CLUB

### Minutes to Meeting of July 19, 2020\_Ray J's-Woodbury

Meeting Notes: Board Meeting 7/19

Attendees: Tom, Ron, Bill, Scott, Brandy, Dave, Todd

- Gambling June 123k revenue for the month
  - Profit 14,500 last June was 27,300 last year but last year
  - 9000 op ex this month June compared with 40k last year
  - Checking account Is 25,600 balance
  - Ron motion and Brian second on gambling budget for June all in favor approved
- Ice scheduling software
  - 6k spend on ice scheduling software
    - Reduction in cost from ice scheduler budget for Aaron
    - May be less time to manage and cut resource cost
  - Demo of Avario software scheduler by Avario team
    - Has Aaron been involved in the review and analysis
    - How much ice was wasted/unused last year due to last minute changes
    - Benefits and limitations – would waste less last minute ice
    - Licensing requirement – just the licensing cost
    - Maintenance and support – included in the license fee
    - Commitment period only one season
    - Reporting and analytics included in the license fee
    - Sports engine integration included
    - Ask for a Covid clause in contract - Bill
  - Motion to purchase the software – Dave 1<sup>st</sup>, Brian 2<sup>nd</sup> all in favor no opposed
  - Agreement to hold the budget to 10k for scheduler resource and software
    - Bill to contact company and get the load process started for the season
- Hockey group recommendation for hockey director
  - Replacement of Wes and Dustin
  - Base salary + whatever they do in addition
  - Goaltending budget remains separate and not consumed by this role
  - What are the responsibilities of the role? Needs definition
  - 50k budget for this role
    - Partial base salary and then paid by what they do
  - Split the budget on the hockey director role between Zack and Marshall Tschida
    - Previous role funded with Wes and Dustin

- Doing more video development with Zack and Marshall
  - Who do they report to? – Hockey development leader
  - 1099 rather than W2 employees
    - They would be a 1 yr contract as 1099
    - 10k base pay for both, not to exceed budget of 50k
    - Budget to be managed by Tom Och
  - Clause in contract for Covid 19
  - Motion to approve hockey director roles for Zach & Marshall with a cap on this years budget
    - Motion by Dave second by Ron
- Update on the Ice strategy committee
  - Plans are to move forward with a strategy for a permanent structure rink
  - Refer to committee meeting notes for all details
  - Actions for developing a power point with our strategic vision for the club
  - Has to be a 10 – 15 year view based upon club growth
- Covid committee update
  - Open negotiations with Acceleration in Hudson to see if we can get ice if Covid changes in MN
  - Look to City to see if we can get priority on outdoor
  - Look to Hudson to see if we can get ice there
  - Practices for arenas and locker rooms will be carried out by the facility
  - Check with Acceleration to see about minimums and number that will sign up
    - Some parents will like this for preseason some will want the ice
    - Hockey committee will determine how to schedule groups of 16 kids into acceleration if we allow some sessions at acceleration and at our rinks
- Fundraising update
  - Card fundraiser is moving forward
  - Impact is offering an incentive to do a cash back on additional cards
  - 100 per family
  - Discussion about \$20 card vs \$10 card that we voted on
  - Keep the commitment at \$100 buy out or sales of the cards
- Motion to adjourn the meeting by Bill all approved