



Board meeting December 1,2014

Attendance:

- **Present** Steve Knight, Stacy Caron, Karen Grace, Doug Niles, Rob Proulx, Richard Conley, Dave Gray, Joe Wilkie, Christine MacPherson, Ann DuRoss, Lisa Benoit
- **Not Present:** Glen Bock, Ginger Brea, Derek Heartquist, John Haley
- **Guest:** Shawn Nangle

Old business.

- Defelice framed shirt. Janas approved it. Ginger has shirt and she will work w Derek to have it framed.
- Cross ice boards are in. Shawn hasn't heard from tewksbury yet. Ron Carrillo has a game on sunday that he is using the boards for. Shawn will be there to help set them up. Glen, John and Derek will need to be there at 6:15am on Sunday to help.

Financials.

- Current thru October. We are at just under \$30k at bank and just under \$60k in accts receivable. There are some deposits sitting in there that will come thru on Novembers statement, around \$10k. Bobby Ware is not paid off. Valley, 2 payments have been made, Steve thinks there are 3 payments in total.
- Golf tournament net was around \$9100.
- Credit of 13 sheets, full sheets. \$3,055, credits from sept, 1st wk of ice we couldn't skate. Came thru on novembers ice bill. Foggy ice credit? Should have come thru on Decembers bill. Steve is not seeing it. Karen will call to find out where the credits are.

LTP update:

- Schedule is posted. 63 signed up. Full sheet appears to be working well. Bobby had a lot of helpers on the ice.
- LTP goes thru march 7 Volunteer schedule is not available yet as the valley schedule is not out yet. Once it is, volunteer schedule will be updated.

Practice Ice:

- Practice same days as games - should we open up the ice if game on the same day. 2 ice practices a week is the minimum. GINGER- if a team has a game the same day as practice, check with the coaches to see if they want to keep or cancel practice. Also, please Check squirt 2 schedule. Game close to practice on a Sunday.
- We need to find more practice ice. Lose 2 hours every year from November thru February due to HS season. Dave Gray to check on Tsongas ice. Believes it is \$250/hour He's heard there is cheap ice available at random times. Financially it's not going to be a big deal, if we spend a couple thousand. Salem ice center may have availability as well.

Fundraising:

- Golf tournament is scheduled for oct 8, 2015. We had 103 golfers, we hope to get 124 next year. What is money going towards that we raised besides boards? We are aiming to keep dues down. We should send an email to all golfers and members of glysa letting them know what we raised and where the money is going too. Ann marie will send a Xmas ltr to golfers/hole sponsors with a save the date for next year and to thank them for participating. Keep at \$125 or increase to \$150? Voted 10-1 to keep rate at \$125.
- Parents nigh out. Mt pleasant is booked thru march. Wilkie will check out four oaks. Ann will look at lenzis as well. Dave will ck w old court.
- Lily Mack farm is not going to happen. Will schedule for next year.
- Donation needs to be made to Nick fund. Steve will give check to Karen so she can send a letter to accompany it. We need a check to hold four oaks - \$1k deposit. Steve needs the contract to send the check. Ann marie will fw contract to Steve. 11 voted. Approved 11-0

Coaching/teams: LTP/Inhouse.

- We shouldn't turn people away if they don't know how to skate. Kids are using crates as a crutch. We need to get rid of them. Bobby is contracted to do learn to play, not skate. Per Steve, it was both as there were figure skaters on the ice as well. Parents are complaining that they are not getting 1-1 attention. It is in the contract that's it 8-1 ratio for bobby. Per Shawn, weed the kids out, those who can skate, push them over, those that can't, have people work with them. Ron has been sending kids over to the other side. There were 15 kids under 4. Is that too much? LTP is the biggest we have ever had. 3 are moving over from learn to skate to in house.
- On website, coaches should add bios. People need to know how awesome our coaches are. Dress up the janas.....put up Bobby's bio on the bulletin board, add the sponsor list to the bulletin board, etc. Pictures of teams.
- Wilkie will take the lead on the bios and pictures for the coaches. He will add to bulletin board, and send to stacy to add to the website. Stacy to add Bobby's profile to LTP website.

- Dave doesn't have a date yet for the coaches meeting in December.
- New Squirt player is officially on Squirt 1 team after 2 week evaluation. No concerns heard from squirt 2 parents. Christine will take to parent about registering on line. Steve will get the prorated invoice that he owes.
- Anymore squirts coming into organization will automatically be placed on squirt 2 team. Squirt 1 team is full. However, all 2's will get reevaluated to see if anyone can move to 1 team.

Apparel/logo:

- Logo is approved but not the colors. Stacy motion to change logo colors to red, black and white. Chicago Blackhawks logo colors. Joe seconded it. 10 in favor, 1 opposed. Karen will have Derek change the colors and will ensure Rich is on the email as we need the logo prior to Saturdays meeting.
- Pure hockey will be at the rink on Saturday. 8am to 10:30. 3 people are coming. Bauer rep. Bauer warm up jackets and pants. 53 for jacket 33 pants. \$86 total. \$9 more for adults for each. Price sheet was passed around for the pure hockey reps coming to the rink on sat. 14 day turn around to get warm ups back once ordered. No online custom apprael ordering thru pure hockey.

New business:

- Need to discuss the possibility of raising dues for next season. Dues were lowered several years ago because we had excessive money in the bank and the accountant recommended spending the money due to our non-profit status. We lowered dues and began offering skills and started paying for the coaches yearly certifications. Due to ice costs increases and lower number of players on teams the last 2 years, we need to research raising dues so that we do not have issues financially. Steve and Karen will go through past 2 years' worth of financials so that we can have an educated conversation about what our budget looks like and how we need to budget for the 2015-16 season.
- Credit card fees are hurting us financially. It's a convenience for the parents and we are definitely seeing more regular payments through out the season by offering this. However since not everyone is using a bank transfer vs credit/debit cards, the fees are becoming a problem. Solutions: Force parents to use it only as bank transfer? Remove Credit Card option all together? Charge fees back to parents using credit cards?
- Payment plan has been very successful although there is only about 70% compliance. Still better than past years. Important to collect money over the summer and beginning of the season to ensure we have a minimum of \$50K in the bank going into the new season so that we can pay our first Valley Bills and Janas Bills which are due in August.
- Do we want to continue to offer skills? Yes.
- Steve to look at the list of members who haven't paid since September and will communicate with the parents about paying. If there is a hardship, they need to let us know. 2013-14 past members who haven't paid, Steve is in communication with them to collect the money. Money has been trickling in.

- Scholarships are available for those that cannot afford hockey. We need to add links to our websites on where parents can go for assistance. Veterans, etc. Stacy to find links and add to website.
- Mid year review? Helped last year. From parents perspective, it seemed like a witch hunt. Main function of the survey was to hear if parents weren't happy now so that they didn't leave at the end of the season. Should we have an open forum meeting with parents? In the past, nobody has come to our open board meetings. Parents are not always honest and upfront when put on the spot. Need to find a way to have parents give us feedback on how we can improve.
- We will get pricing for jerseys now - Derek needs to find out. Need to be able to have pricing by March.