Hermantown Amateur Hockey Association
March Board Meeting MINUTES
May 25, 2016 Skyline ~ 8:00pm

Attendees: Marty Olson, Troy Fath, Dan Berg, Michelle LaValley, Chad Huttel, Derek Plante, Jason Carlson, Krista Yokom, Brandon Thorsvik, Taras Lendzyk, Frank Postal, Matt King, Bob Schmidt, Jon Clauson, Tim Cortes, Amber Manion, Nate Hooper, Brad Skytta

1. Welcome - Meeting opened at 8:02pm by President Marty Olson. Marty welcomed all of the new board members to HAHA and thanked everyone for volunteering. All attendees present provided introductions.

2. Call to order @ 8:07pm - Motion to call meeting to order made by Postal and seconded by Plante

3. Review and Approval of April 27,2016 Monthly Meeting Minutes
   a. Motion made by Thorsvik and seconded by Huttel to approve. No further discussion, all in favor 16:0, motion passed.


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<thead>
<tr>
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<th>$195,342.00</th>
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<tbody>
<tr>
<td>Gross Recpt</td>
<td>$195,342.00</td>
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<tr>
<td>Prizes Paid</td>
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<tr>
<td>Net Recpt</td>
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<td>Expense(taxes)</td>
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<td>Exp (all other)</td>
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<td>Net Profit</td>
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<td>Schedule C: Grad Party</td>
<td>$500.00</td>
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<td>March carry-over</td>
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<td>End of Month carry-over</td>
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<tr>
<td>YTD Gross Recpt</td>
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<td>YTD Net Recpt</td>
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<td>YTD Net Profit</td>
<td>$66,328.00</td>
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<tr>
<td>Donations YTD</td>
<td>$82,650.00</td>
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   a. Motion made to approve the Tax return for April 2016 made by Carlson, seconded by King, all in favor 16:0, motion passed.
   b. Motion to approve a proposed budget of $32,340.00 for June 2016 made by Plante, seconded by Berg, all in favor 16:0, motion passed.
   c. Schedule C Donations – Bob updated the board that Schedule C donations are a way to donate money back to HAHA to keep the revenue steady which avoids larger income taxes. Schedule C donations have been used to: Decrease overall registration costs, pay for over $70k in ice rental, purchase jerseys, new board dividers for Mites and goalie equipment. April 2016 donation was made to the HHS Grad Party.
   d. Pull Tabs – Booths located at the Sunset and Fosters Bar & Grill. Machines located at Sunset, Skyline and Beacon Bar & Grill. Pull tab booth’s employ 6 staff.
   e. Matt King provided update on PW level jerseys that were ordered (2 sets of blue and white). Full invoice expected to arrive within next 3 weeks with total Schedule C donation amount $10,624.00.
      i. Motion made by Fath to approve Jersey Schedule C , seconded by Yokom. All in favor 16:0, motion passed.
   f. Frank Postal questioning if we should order new Ice Mite Jerseys at this time to possibly get a bulk deal, but after further discussion opted to wait and order at a later date with smaller schedule C request.
5. Fundraising Opportunity - Tim Cortes presented opportunity for HAHA to purchase Commemorative Fundraising Artwork. Tim would create an original piece that would represent the history and tradition of HAHA. The original work would be signed and numbered and HAHA would own the copyright and Cert of Authenticity. Original can be framed and mounted at HAHA. Limited Edition prints 18x24 would be pre-ordered by HAHA and sold as fundraiser. Advertise on website, sell to HAHA businesses, alumni, family members, players past, present and future. Smaller local associations typically preorder 300 prints, its recommended HAHA purchase more as we are larger group.
   i. Total investment $6,000.00 (1099 tax form will be provided by Tim)
   ii. $3,000.00 down payment due within 1 week from now and remaining $3,000.00 paid upon completion of original work.
   iii. HAHA can sell prints for any dollar amount. Suggested $125.00 each so our breakeven point would be after the first 48 prints are sold.
   b. Motion made by Postal to approve purchase of Commemorative Fundraising Artwork, seconded by Fath. All in favor 16:0, motion passed.

6. Concessions – Troy introduced Amber Manion as an interested party in taking over the complex management of the concession stand. Troy, Amber, Haley, Dave & Julie have been meeting over past 2 weeks and have a plan in place for Julie & Dave to accept daytime stock deliveries and put in fridge/freezer until Amber can arrive to do inventory and set up. Electronic POS system will be on hold for a couple months while Amber is getting acclimated to her new duties and concessions are running smooth. Last year concessions raised $24,000.00 to help offset registration costs! This is a hugely important and vital component to the success of HAHA and we are so grateful that Amber has offered to take over. The entire HAHA Board supports Amber in this endeavor and is here to help whenever we can!
   a. Laura Rothe to stay on to assist with concession scheduling.
   b. Motion to approve Amber’s nomination made by Thorsvik, seconded by King, all in favor 16:0, motion passed.

7. Treasurers report - Jon Clauson presented April 2016 Treasurer Report
   a. Jon will help Dan transition into this role over the next month.
   b. Jon will clarify Zamboni status re: lease or rent-to-own and provide Dan with details for next meeting.
   c. Overview of Boards given – Arena Board is appointed by HAHA board and reports to both HAHA and Hermantown School Board. Laura Thorsvik and Blaine Peterson are the school board liaisons for HAHA. Dave Huttel is the Arena Manager and works closely with the Arena Board. Arena Board meets 2nd Tuesday of every month from 7-8am in upstairs office.

8. Scheduling – Nate Hooper noted that as soon as DECC and MARS finalize college ice schedule we can secure time. Indoor ice rental this year needs to happen earlier to secure good dates and times especially at MARS as ice quickly there.
   a. Discussion amongst Marty, Derek, Brandon, Nate, Troy and Matt were that inside ice time is more conducive to quality practices and keeping a good balance between indoor and outdoor is key. Nobody reported any team or parent complaints at the end of the season regarding ice assessments. There is a sense that parents were ok to pay more to keep practices inside at HAHA instead of traveling to Carlton or downtown.
   b. Troy noted that mites going to Carlton for practice was hard and there was low attendance. That could make it hard to retain mites in the future.
   c. Option brought up that if pull tabs increase this summer and fall, we could use that money for indoor ice.
   d. Matt told Nate to keep doing what he did last year because it was a great season. The entire board thanks Nate tremendously for everything he does with complex ice scheduling so our kids can experience this great hockey program!
9. Registration Discussion – Troy will coordinate registration for 2016-17
   a. Costs/fees need to be reviewed in June and finalized in July
   b. Goalie discounts also to review in June and finalize in July
   c. Assess Coupon Book sales and next season projections. Matt notified to contact Great Harvest Bread and The Beacon as they have expressed interest in getting in the book.

10. Player Development/Level Coordinators – discussion on the following:
    a. # Skaters / goalies each level – Coordinators to review their lists and provide accurate skater:goalie ratio in June. Chad and Derek will be discussing the current goalie needs for next season as well as how to recruit new goalies starting at the Mite 2 level. More to come on this at future meetings.
    b. Potential Coaches – Chad is actively searching for AA level coaches. He does have some viable options.
    c. Tournaments – need to revisit in June
    d. Team Levels – need to revisit in June
    e. Goalie coaching discussion – Chad working on skills clinics and outside sources to help augment our program.

11. Equipment
    a. Jerseys/socks – Matt updated that BN, PW, SQ and M2 will all get 2 sets of socks this year. Dan @ Stewarts will be ordering sock supply in next 2 weeks to have on time for start of season. Old BN socks didn’t hold up well so new materials used this year. PW and SQ will have same style but different colors to match new jerseys.
       i. New this year – Stewarts is going to order extra sock supply for HAHA to keep on hand until after all teams are finalized to assure everyone gets them.
       ii. Possible sock loan discussed - obtain a Schedule C donation from Bob to purchase the socks up front, and then have coordinators get the payments from team managers to give back to Bob. Will revisit in June.
    b. Goalie equipment – review in June
    c. Coupon books – review in June
    d. Weight equipment – review in June

12. Outdoor Rink Discussion – one light pole is not working. Estimates already started to dig up and replace with new electrical.

13. Board team building event – Marty would like to have the board get together over the summer to get to know each other better and promote a happy and cohesive working team. Weekdays are preferred/avoid weekends. Everyone to think of ideas to present at June Meeting.

14. Membership questions/concerns – no further discussions brought up

15. Adjourn - motion to adjourn made by Huttel, seconded by Postal, no further discussion, all in favor, motion passed at 9:50pm

16. NEXT BOARD MEETING: WED JUNE 22, 2016 SKYLINE PARTY ROOM 8PM