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# Grand Forks Youth Hockey Meeting Minutes

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## Call to order

A meeting of Grand Forks Youth Hockey was held at Choice Fitness Meeting Room on June 1<sup>st</sup>, 2020 at 6:00 pm. Attendees included Erik Fabian, Kelly Kilgore, Brad Lucke, Jeremiah Neubert, and Jay Panzer. Members not in attendance included Josh Kunz and John Spicer.

## Reports

### Tournaments

Currently, tournament registration is on track. It appears that we will be able to maintain that important revenue stream at this point.

### Jerseys

GFYHA is currently looking into replacing its jerseys. A sponsor had indicated that they were willing to cover all or part of the cost of the jerseys. Jay Panzer indicated that he would meet with the sponsor to determine their continued willingness to cover this cost given the current dynamic nature of business.

If no sponsor can be found, an RFP (request for proposals) will be made. The board has already been contacted by one vender interested in supplying the GFYHA with jerseys.

## Finances

A financial sheet was provided by BadyMartz outlining the financial status the GFYHA. There was some confusion as to whether the numbers reflected the current year (2019-2020) or the past year (2018-2019). Based on those numbers GFYHA lost about \$50,000. Despite this, the GFYHA has significant funds in its reserve and its relatively financially secure.

The board also talked about organizing the banking situation of GFYHA. Currently, the organization has accounts at multiple banks. Consolidating these at one bank will simplify the finances and reduce the effort needed to track these accounts. The board has decided to consolidate these accounts at Choice Bank due to its location relative to GFYHA offices.

### Logo Revenue

GFYHA logo revenue is as follows \$3,500 from Signature Graphix and Apparel, \$300 from Scheels and \$300 from Hockey World. This was short of expectations. There was discussion about changing the way licensing is done to increase revenue and reduce the effort needed to collect it. This included a flat rate to license the logo. Discussion was tabled without a resolution.

### Raffle

The raffle brought in about \$35,000. The exact number was not available at the time of the meeting. The board discussed the raffle and whether it should be continued. Based on its success and feedback from the youth hockey community, it was decided to continue the raffle. The raffle will be optional. Those that chose not to participate can do an additional 6 dibs or pay \$200 in fees to offset the loss in revenue.

The board is also looking into better ways to make people aware of the additional cost or obligation of selling raffle tickets. One option that will be explored is providing the option of one set of fees for those selling the tickets and another for those that chose not to sell the tickets. It was noted that this is common in other associations. Another possibility that will be explored is some type of acknowledgement checkbox on the registration page.

### Golf Tournament

The board discussed the upcoming golf tournament. There is some concern that holding a golf tournament in the current business environment would not be as successful as past events. Some board members indicated that many local businesses are struggling in the current economic environment and a one-year break might be a good idea. The board agreed to revisit this at the next meeting and make the decision at that time.

### Hockey Director Position and Salary Structure

The board discussed the hiring of a new hockey director. Jay Panzer worked with Jessie Close to determine the job duties of the Hockey Director and Administrative Coordinator. Mr. Panzer presented this information to the board. He also presented information on the current compensation level and benefits provided to both the Hockey Director and Administrative Coordinator.

Based on this discussion, the board created a new salary structure for the positions. The compensation packages contain incentives for growing revenue through tournaments and hockey camps. The board believes that there is significant opportunity for increased revenue from quality summer programming. The salary structure also contains incentives for increasing ad/sponsor revenue.

The board also talked about eliminating the current “benefits” stipend and provide health insurance to the Hockey Director and Administrative Coordinator. There is general agreement that this was a good idea. The board agreed to look into implementing this in the new salary structure.

### Matters Arising

#### Fees

The Park Board has indicated that further ice rate increases will be coming in the next year. This paired with the current budget deficit led to a discussion of a need to raise fees. Much of the discussion focused on the financial stresses many of the members are likely encountering and the need for GFYHA to remain financially healthy. This led the board to feel that a small increase in fees this year was appropriate. Based on the discussion a motion was made by Jeremiah Neubert to raise the fees per player by \$25. This was seconded by Erik Fabian and passed unanimously.

#### Annual Meeting

The board discussed when to hold the annual meeting given the current pandemic situation. The decision was made to wait until the park board reopens the icon. The hope was to hold the meeting near the middle of July.

#### Adjournment

Erik Fabian made a motion to adjourn. It was seconded by Brad Lucke and passed unanimously.