

Eugene Jr. Generals
Lane Amateur Hockey Association
P.O. Box 50211, Eugene, Oregon 97405
www.laha.org Tel: 541-937-5260

October MINUTES
Board of Directors Meeting
Tuesday, October 6th, 2020, 6:30 p.m.

Zoom Call
Phone: (669) 900-6833
Zoom Meeting ID: 857 0474 5466
Online: <https://us02web.zoom.us/j/85704745466>

1. PRESENT: Joy Pendowski, Dan Trent, Carrie Stewart, Jenn Nyberg, Sarah Chambers
ABSENT: Joel Dunham, Kara Minchin, Flint DOUNGCHAK, Daniel Gomez, Lanae Falls
GUESTS: Jason Falls, Lori Vinti, Daren Toler, Megan Beverly
2. CALL TO ORDER: 6:30pm
3. MEETING MINUTES: Approval of September minutes -----Deferred until next meeting after the president's report is added into the document.
4. REPORTS:
 - a. President: (Joy)
 - i. LAHA - Game Day Check is taking some time but the rink is working on a smoother check in, Jerseys are a huge hit with parents and players, general feedback we are 6 weeks in and kids are happy to be on the ice, smiling and having fun. Updates on games, jerseys, general feedback, etc.
 - ii. OSHA - Meeting on Sept 26th: Every association seems to be on different pages, some are going out of state to play and others are staying close to home. Other Oregon associations are getting back on the ice. Medford was closed by the fires but due to reopen shortly. Joy reached out to see if they needed any assistance. Updates from meetings with the other associations.
 - iii. OHOA - Erik Nyberg/John have been told about our new game rules and Games are being uploaded into the system?? Updates from communication with their leadership.
 - b. Treasurer: (Jenn) - reports can now be pulled directly from Teamsnap, huge time saver. Accounts reconciled thru September 30th. Jason Falls' Colorado trip from 2018 still needs to be reconciled, Jason wasn't paid but Jason was present and said he didn't file a receipt. CT12 annual report, contact Chris Hayes 10/15th due

date. We are at about 50% of our projected budget. Still hopeful and still hopeful for tournament in Feb 2021.

- c. Registrar: (Carrie) Rosters for the most part are all done, just 8u needs rosters. All teams need managers and volunteers. Only a few 18u players need safe sport, most are done. Only a handful of Birth dates need verification, working on getting this completed.
- d. Committees:
 - i. Coaches Committee/CIC Report: (Daniel/Flint were not present) Report given by Joy: Coaches need to hold team meetings. Practice plans are coming in and look good. Lots of different styles but that is ok. Flint working on an on ice Coaches training, more details to follow. Coaches can and should be present even if they cannot be on the ice. Joy will distribute coaches uniforms next week.
 - ii. Discipline Committee: (Dan) 1 incident at 18U(5/Game), but player served his 1 game suspension. Coaches and player spoke about the penalty.
 - iii. SafeSport: (Kara) Nothing new to report for Safesport. I have had no contact with Jason V. yet this season aside from the initial SS updates from USAHockey.
 - iv. Tournaments: (Mara/Joy) Still holding out hope for a tournament in February. In a wait and see pattern. Joy is keeping a list of teams that have been in contact about the tournament.
 - v. Marketing/Website Committee: (Joy) Website has been updated. Will add the Resources. Store has been added. People can buy water bottles and decals. Registration open for skills clinics. 8U Ice times need to be updated which will be done this week.
 - vi. Fundraising: (Joy) Chipotle is doing a fundraiser, do we want to do it again this year? Mostly all yes, it will be emailed to parents? Squad Locker site is up and ready for orders, some new items have been added.
 - vii. Communications: (Lanae) No update, Joy will follow up about newsletter
- e. Team Reports:
 - i. 18U -- Players love the jerseys and are happy to be back on the ice. Some don't get the 3v3 ½ ice but they are adjusting .
 - ii. 14U -- Players happy to be back, also love the jerseys, player/parent meeting next week.

5. OLD BUSINESS:

- a. Updating Bylaws and Board Size: (Joy/Sarah) - Division of duties need to be looked at, Joy will email date to touch base and look at how to divide things up between board members.
- b. Dryland Training / KidSports? / Alternate Programming: (Dan) Dryland is going well outside and in the horse barn. KidSports price quote has been received and the option is out there if we want to use it.
- c. Skate-a-thon: (Lanae) Table till next month (November)

6. NEW BUSINESS (3-minute time limit per item):
- a. Picture Night: (Joy) Usually in October, but Joy hadn't reached out to Lifetouch, but a Parent reached out and offered to take pictures for the association. Joy showed sample pics from the parent, all agreed to contact the parent to take LAHA pictures for this season. No cost to families!
 - b. Halloween: (Joy/Flint) the rink would like to do something for Halloween for the players, more details to follow.
 - c. Skills Clinics: (Joy) this Friday is the first clinic, enrollment is down but not surprising. Emails will be sent to families to advertise clinics and enrollment
 - d. GuideStar: (Joy) Non Profit Clearing House, public site, we can upload information. Site provides information to prospective donors, we don't have to pay, might be a good place to get the association out for prospective donors to look at us. Joy to get more details.
 - e. Parent Jersey Order: (Joy) We need to come up with a process for parents to order, most people think the interest is there and families will order jerseys for themselves to wear to games. We need a process.
 - f. Player of the Week: (Joy) 2 new website additions: Player of the week and Academic all star? Idea would be to recognize players: ie: Positive attitude. Coaches would email 1-2 sentences about a player, Player of the week would be randomly selected from the emails. Keep a running list of winners and some kind of end of season drawing for a small prize.
 - g. LAHA Coach/Team Equipment: (Joy) A lot of equipment is missing or has not been returned: 1st aid kits, white boards, pinnies, goalie gear, pucks. Lots of discussion about not sharing keys or codes with other teams, coaches shouldn't borrow from other age groups. Talked about changing all the codes, moving to locks. Joy will draft an email to go about returning items, or there will be a cost.
 - h. Scholarships: (Dan/Joy) - Due date was 9/15th – will be discussed in the executive meeting that will follow this meeting. Executive Board Session will vote on applications.
 - i. Player Refund: (Joy) - executive session

Meeting Adjourned: 7:45pm

Executive Session:

Next OSHA Meeting:
October 17th via Conference Call

Next LAHA Meeting:
November 10th at 6:30 p.m. via Zoom

Lane Amateur Hockey Association

BALANCE SHEET

As of September 30, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Primary LAHA Checking	154,889.91
Savings	0.00
Total Bank Accounts	\$154,889.91
Accounts Receivable	
Accounts Receivable	515.00
2008 thru 2011 Seasons	0.00
Total Accounts Receivable	515.00
Total Accounts Receivable	\$515.00
Other Current Assets	
Ice Fee Credit	0.00
Rink Exchange Store Credit	0.00
Undeposited Funds	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$155,404.91
TOTAL ASSETS	\$155,404.91
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	600.00
Total Accounts Payable	\$600.00
Credit Cards	
US Bank Debit Card	0.00
Total Credit Cards	\$0.00
Other Current Liabilities	
Designated Donations	0.00
Other Current Liabilities	0.00
Scholarship Fund	100.00
Total Other Current Liabilities	\$100.00
Total Current Liabilities	\$700.00
Total Liabilities	\$700.00
Equity	
Unrestricted Net Assets	114,010.45
Net Income	40,694.46
Total Equity	\$154,704.91
TOTAL LIABILITIES AND EQUITY	\$155,404.91

Lane Amateur Hockey Association

PROFIT AND LOSS

September 2020

	TOTAL
Income	
Donation Income	
General Donations	50.00
Scholarship Donations	70.00
Total Donation Income	120.00
Interest Income	1.29
Registration Fees	
1. 8U	1,363.46
2. 10U	3,058.29
3. 12U	8,974.61
4. 14U	6,949.39
5. 18U	10,319.15
Total Registration Fees	30,664.90
Total Income	\$30,786.19
GROSS PROFIT	\$30,786.19
Expenses	
Credit Card Expenses	
Processing Fees	1,079.28
Total Credit Card Expenses	1,079.28
Equipment	
Coach/Team Equipment	341.94
Dryland Equipment	596.48
Total Equipment	938.42
Ice Rental	12,510.00
Total Expenses	\$14,527.70
NET OPERATING INCOME	\$16,258.49
NET INCOME	\$16,258.49

Lane Amateur Hockey Association

BUDGET VS. ACTUALS: FY 2021 LAHA BUDGET - FY21 P&L

June 2020 - May 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
Donation Income				
General Donations	50.00	500.00	-450.00	10.00 %
Scholarship Donations	70.00	3,500.00	-3,430.00	2.00 %
Total Donation Income	120.00	4,000.00	-3,880.00	3.00 %
Fundraising Income				
Amazon Smile Income	8.87	25.00	-16.13	35.48 %
Flip Give Income		275.00	-275.00	
LifeTouch Income		100.00	-100.00	
SquadLocker Income	121.92	600.00	-478.08	20.32 %
Total Fundraising Income	130.79	1,000.00	-869.21	13.08 %
Ice Cup Tournament				
Hotel Commissions		1,000.00	-1,000.00	
Program Ad/Player Note Sales		1,500.00	-1,500.00	
Raffle Ticket Sales		3,000.00	-3,000.00	
Sponsorships		2,500.00	-2,500.00	
Team Registration Fees		32,500.00	-32,500.00	
Vendor Sales Commissions		1,000.00	-1,000.00	
Total Ice Cup Tournament		41,500.00	-41,500.00	
Interest Income	5.68		5.68	
Registration Fees				
1. 8U	4,667.62	21,000.00	-16,332.38	22.23 %
2. 10U	10,001.62	21,700.00	-11,698.38	46.09 %
3. 12U	20,946.27	36,740.00	-15,793.73	57.01 %
4. 14U	12,531.99	33,840.00	-21,308.01	37.03 %
5. 18U	26,791.21	58,800.00	-32,008.79	45.56 %
Registration Late Fees		500.00	-500.00	
Registration Service Fees		1,000.00	-1,000.00	
Total Registration Fees	74,938.71	173,580.00	-98,641.29	43.17 %
Sales of Product Income				
Skills Clinic Income	1,540.00	500.00	1,540.00	
Skills Clinic Registrations		5,000.00	-5,000.00	
Total Skills Clinic Income	1,540.00	5,000.00	-3,460.00	30.80 %
Sponsorship Income				
General Sponsorships		2,500.00	-2,500.00	
Total Sponsorship Income		2,500.00	-2,500.00	
Total Income	\$76,735.18	\$228,080.00	\$ -151,344.82	33.64 %
GROSS PROFIT	\$76,735.18	\$228,080.00	\$ -151,344.82	33.64 %
Expenses				
Advertising/Promotional	648.80	5,000.00	-4,351.20	12.98 %
Coach/Volunteer Expenses				

Lane Amateur Hockey Association

BUDGET VS. ACTUALS: FY 2021 LAHA BUDGET - FY21 P&L

June 2020 - May 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Background Checks		300.00	-300.00	
Coach Training		2,500.00	-2,500.00	
Coach Uniforms		2,500.00	-2,500.00	
Total Coach/Volunteer Expenses		5,300.00	-5,300.00	
Credit Card Expenses	97.27		97.27	
Processing Fees	2,399.71	5,500.00	-3,100.29	43.63 %
Total Credit Card Expenses	2,496.98	5,500.00	-3,003.02	45.40 %
Discounts/Refunds Given	74.72		74.72	
Equipment				
Coach/Team Equipment	975.08	1,250.00	-274.92	78.01 %
Dryland Equipment	596.48	750.00	-153.52	79.53 %
Total Equipment	1,571.56	2,000.00	-428.44	78.58 %
Ice Cup Tournament Expenses				
Tournament Awards		1,750.00	-1,750.00	
Tournament Ice Rental		18,550.00	-18,550.00	
Tournament Misc. Expense	143.76	500.00	-356.24	28.75 %
Tournament Officials		5,000.00	-5,000.00	
Tournament Printing		1,250.00	-1,250.00	
Tournament Sanction Fees		100.00	-100.00	
Tournament Team Proceeds		4,000.00	-4,000.00	
Tournament Team Swag & Snacks		3,250.00	-3,250.00	
Total Ice Cup Tournament Expenses	143.76	34,400.00	-34,256.24	0.42 %
Ice Rental	12,510.00		12,510.00	
Coaches Training		700.00	-700.00	
Girls Clinics		1,400.00	-1,400.00	
Goalie Practices		1,850.00	-1,850.00	
Regular Season Games		25,200.00	-25,200.00	
Regular Season Practices		79,950.00	-79,950.00	
Special Hockey Practices		1,850.00	-1,850.00	
Total Ice Rental	12,510.00	110,950.00	-98,440.00	11.28 %
Miscellaneous Expense		500.00	-500.00	
Officiating				
Game Officiating	-1,205.00	6,220.00	-7,425.00	-19.37 %
Total Officiating	-1,205.00	6,220.00	-7,425.00	-19.37 %
Operating Expenses				
Food/Meals	25.95	700.00	-674.05	3.71 %
Office Supplies	374.95	500.00	-125.05	74.99 %
PO Box Rental		100.00	-100.00	
Postage		25.00	-25.00	
Printing		250.00	-250.00	
Taxes & Accounting		1,000.00	-1,000.00	
Team Snap	549.00	550.00	-1.00	99.82 %

Lane Amateur Hockey Association

BUDGET VS. ACTUALS: FY 2021 LAHA BUDGET - FY21 P&L

June 2020 - May 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total Operating Expenses	949.90	3,125.00	-2,175.10	30.40 %
Scholarship Awards		6,000.00	-6,000.00	
Skills Clinics Expenses	-150.00		-150.00	
Skills Clinic Food/Meals		1,000.00	-1,000.00	
Skills Clinic Ice Rental		1,750.00	-1,750.00	
Skills Clinic Misc. Expense		250.00	-250.00	
Total Skills Clinics Expenses	-150.00	3,000.00	-3,150.00	-5.00 %
Tournament Fund				
State Tournament Entry Fees		2,000.00	-2,000.00	
Team Tournament Entry Fees	1,500.00	25,450.00	-23,950.00	5.89 %
Total Tournament Fund	1,500.00	27,450.00	-25,950.00	5.46 %
Travel Expenses				
Lodging		600.00	-600.00	
Meals		150.00	-150.00	
Mileage		250.00	-250.00	
Total Travel Expenses		1,000.00	-1,000.00	
Try Hockey for Free				
THFF Ice Rental		350.00	-350.00	
THFF Promotions		500.00	-500.00	
Total Try Hockey for Free		850.00	-850.00	
Uniforms				
Jerseys	17,500.00	13,750.00	3,750.00	127.27 %
Total Uniforms	17,500.00	13,750.00	3,750.00	127.27 %
Total Expenses	\$36,040.72	\$225,045.00	\$ -189,004.28	16.01 %
NET OPERATING INCOME	\$40,694.46	\$3,035.00	\$37,659.46	1,340.84 %
NET INCOME	\$40,694.46	\$3,035.00	\$37,659.46	1,340.84 %