

CMHA Executive Meeting
Minutes
Thursday, November 17, 2016

Present: F. Braybrook, T. Betterley, D. Mathers, P. Rice, S. McLennan K. Sullivan, A. Mundy, D. Valic, A. Sarginson, C. Wright, W. Sampson
Regrets: D. Nesbitt, E. Bell, S. Naylor, R. Baddeley, G. Owens, S. Powers
Absent: C. Briese

Patty called the meeting to order at 7:08pm 2nd by Andrew

Motion to approve October 2016 minutes by Patty, 2nd by Fred.
All in favour-carried

President Report:

- Nothing to Report

VP Report:

- Nothing to Report

GM of Hockey:

- Nothing to Report

Treasurer's Report:

- Received cheques for the Scotia bank account. Will have Patty sign them to use moving forward. There is approx. \$80,000 left in the CIBC account and will gradually bring that down and close account.
- 2nd of the 4 registration installments have been deposited. The 3rd will be cashed the week of November 13th. 4th installment will be cashed in December.
- All the movement of money has been settled with the shuffle of players in the Minor Bantam age group.
- Still working on point of sale machine if buy, rent or return
- We have outstanding cheques not cashed from last season and has past the date to do so.
 - Cheque issued to the hospital from last year's CHMA appreciation weekend was never cashed. Gerry given the cheque last year with the one from Action promotions for the hospital. Angela will follow up with Gerry to find out if the Action Promotions was cashed and to reissue a new cheque to go with this year's donation.
 - Mentor cheques from last season from 3 mentors not cashed. Angela will send an email to Hank to follow up if 3 have received the cheques and Fred will contact the 3 mentors directly.

OMHA Report:

- 4-man ref system began October 23, 2016 for the Minor Midget A team and October 25, 2016 for Minor Midget AA. Positive feedback so far.

Equipment Manager's Report:

- All jerseys for the new players in Minor Bantam and Pee wee has been received.
- An issue came up where a team had a goalie call up but did not have jersey to wear. Equipment manager never was contacted about the situation and knew nothing about it. We have new goalie jerseys still from last year that could be used. Teams must remember to go to the appropriate person for equipment for the teams to make sure its covered properly.

Directors' Reports:**Website:**

- Nothing to Report

Trainer: Scott reported

- Has been assigned to look at the before and after injuries with using the 4-man ref system as well as home verses away games.

Clothing:

- Tender for the clothing contract has been posted on the website for submission.

Managers:

- Nothing to Report

Parent Liaison:

- Nothing to report

Sponsorship:

- Still only have 16 sponsors out of 22
- Tara will start in January to receive sponsors for the 2017/2018 season
- Pee wee AE is trying to get a sponsor. It might be 2 that will share the team
- Has requested someone from the executive who does not have an assigned job help with getting sponsors in January

Policies:

- Nothing to report

Fundraising/Special Events:

- CMHA Appreciation
 - Attached at end of minutes is the full update handed out in meeting

- Will revisit in March if the event should be cancelled. Dawn has requested the event to be cancelled as there is lack of volunteer effort from the executive to continue to move forward with the event.
- Manager from one of our teams volunteered the Saturday for 5 hours of her time. Flowers were sent as a thank you.
- Proposal to change to only a one-night event with the coaches' game and a skate following which could still be donations to the community with either money or food drive.
- Patty to book the awards night locations for April 4th and 5th

Photos:

- Pictures should be in soon to hand out to teams

Tryouts:

- Update of the passport is attached at bottom of minutes.
- Executives to review and bring questions and concerns to the next meeting for discussion

New Business:

Patty Motion to go into camera 1st by Andrew 2nd by Scott

Patty motion to come out of camera 1st by Andrew 2nd by Scott

- No new business to report

Patty moved adjournment at 8:15pm 2nd by Fred

Next meeting will be Thursday, December 15th at 7:00pm at Rickard Meeting Room Pad A

ATTACHMENTS BELOW FOR PASSPORT SUMMARY AND CMHA APPRECIATION WEEKEND SUMMARY

PASSPORT PROPOSAL

CLARINGTON TOROS

Tryout Sub Committee Recommendations

OVERVIEW

The Toros Tryout Sub Committee recommends the following changes to the tryout

Pay-One-Price Passport	Novice - Minor Midget AA, A, AE	MD7 + Midget	Registration
Cost	\$80	\$60	\$20
Players	418	71	600
	\$33,440	\$4,260	\$12,000
Paypal Fees per registration (@ 2.9%) (not included in the total below)	\$2.62	\$2.04	\$.088
TOTAL Estimated Revenue	\$49,700		

payment process:

- **Pay-One-Price Passport based on age groupings at the “Medium” cost level**
- **Option to pay online for both registration and passport**
- Player entrants at each level is based on last year’s tryouts. These are estimated by taking the entrants at AA and then removing 17 players (those that made the AA team) and comparing the remainder to the first night of entries at the next level down (see spreadsheet for calculations).
- Medium is a good mix of getting revenues close to the \$50,000 mark, and reasonable for parents to pay. Total \$100 for Novice to Minor Midget, \$80 for MD7 + Midget
- These figures are in line with other centres:
 - Whitby: Novice – Midget \$70, MD7 \$45
 - Ajax: AA & A - \$60, AE - \$30

Northumberland: Novice – Minor Midget \$80 (or \$120 at door), MD7 \$40 (\$60 at door)

Kingston: \$150 or \$165 at the door

RATIONALE - THE SYSTEM ISN'T BROKEN, SO WHY CHANGE IT?

Ease parental stress:

- Payment on line will allow parents to pay at their computer and not have to stop at the bank or pay fees for accessing money at the arena (or stand in line for the debit machine)
- One payment is more convenient, and people will appreciate opening their wallet ONCE
- Cost will no longer have an impact on the decision regarding what level to bring your player out to (i.e., parents will have no extra financial burden for letting a player start at AA, even if they believe their player will be released)
- The **QUESTION** is should not be “How do we make parents pay?” the question should be “How do we make the payment process **easier for parents and avoid them feeling that they are being taken advantage of?**”

Equity and Financial fairness for all:

- Every player at every level pays the same amount, no matter how many tryouts are attended – MD7 and Midget are in a separate grouping as there are fewer total tryouts possible to attend
- Avoids the situation where a strong player may pay very little and a player that is a last cut from a team pays very different amounts. (A strong player could pay as little as \$40 or \$60 for a tryout and make a team, and a player that is being considered but doesn't make it, will be put in for more games, but be released to the next level, and could possibly pay \$100 and NOT make the team, and be in for another round of payments at the next level.
- Prevents players from being penalized financially for being released from a team (which for parents, adds insult to injury)

Reputation of the Toros:

- Important to be seen as keeping up with the times and making use of technology available to us as much as possible
- Keep up with other centres that already accept payments on line
- Avoid complaints from parents about Toros being in the “dark ages”

Ease burden on Toros Admin:

- Fewer people needed at registration table daily
- Increased work for Andrew at the outset, but once in place should run smoothly and automatically
- Avoid Angela carrying large amounts of cash/avoid large cash amounts at the table
- Shorter line ups and faster processing of entrants

Options for the Payment of Financial Costs

- It is estimated that paypal charges somewhere between 2.9 and 2.2% + \$.30 per transaction
- Charges can be passed on to the user at the time of payment (would be important to make sure that this is known before check out)
- Raise registration to \$25 for every player, increasing revenue to \$15,000 for registration

Other opportunities to explore – incentives for “new to Toros” players

- At the Peewee, Bantam and Midget level, offer a discount for the first tryout for “new-to-Toros” houseleague entrants \$20 registration fee + \$20 for first tryout. If they move on, they pay the remaining \$60 fee.

Registration Estimates	New Entries by Age an		
	AA Entries	Remaining	A First Night
Novice	55	38	36
Minor Atom	51	34	32
Atom	52	35	50

2016/2017 CMHA Appreciation Weekend Summary (Nov 11-13)

Coaches Game

- Had a time slot from 7-9. Used Approximately 1 hour and a half for game.
- Good turn out
- No referees were booked. Darren Nesbitt refereed the game.
- There was an abundance of children running around the arena without supervision. One was standing on the music table after game and asked to get down from the Arena Staff. Any event run in future, emails should be sent out to remind parents children are to be supervised and not running around.

Participating Teams

All teams but the minor atom A team had games this weekend. The games were prescheduled before the Scheduling meeting with Ajax and Pickering teams. Novice A played Uxbridge.

Minor Atom A's practice was changed to an inter squad game with the National anthem and music through. Their coach refed the game and two most sportsmanlike players were chosen.

Giving back to Teams

- O' Canada
- Music
- puck drop
- sports drinks for after game
- Most Sportsmanlike player gifts

Teams seemed to enjoy the event.

Approximately 3 away teams had no idea about the event. Organizations were sent information from Fred as well as all CMHA teams were asked to pass on to the teams the information given to the opposing team they were playing.

Giving Back to Community

- Food drive for Salvation Army.
- Money raised for Lakeridge Health Bowmanville
 - Last year's game sock sale
 - Coaches game \$2.00 donation entry fee
 - Action Promotions Canada donated a \$1.00 from every stock item sold

Sponsors and Vendors

- Sick Stuff, and Action Promotions set up Saturday and Sunday from approx. 10:00 am to 6:00 PM.

- VanderDium Mortgage, Ballers and Durham Ultimate fitness wanted tables for the weekend. 3 tables were set up per their request. Only 1 sponsor, Durham Ultimate Fitness, showed up and only stayed for a few hours in the afternoon on Saturday.
- Last season's game socks sold for \$5.00 and all sales will be donated to Lakeridge health Bowmanville

Sponsor puck Drops.

4 sponsors where represented at puck drop by the company compared to 8 last year.

- Durham Ultimate Fitness
- The VanderDium Mortgage
- DBP Systems Inc
- Complete Control Automations

- Action Promotion dropped Puck for 6 games where sponsors declined to come or no sponsor for that team
- Clarington Eagles dropped puck for Atom A and AA
- Carson Bird from Carson Bird Goalie School, one of our service providers dropped the puck for Pee wee A and Pee wee AE

Only 10 of our 18 executive members volunteered time throughout the weekend's events. We had one outside of the executive when dropping by arena stay for 5 hours to help on Saturday.

Summary of Cost of Event spent

Player game expenses

\$462.90 Sport drinks for all teams playing, Referees and Coaches game
 \$220.00 44 Ear buds - \$5.00 each estimate (Sportsmanlike player gifts)
 \$ 22.59 Thank you gift for a non-executive who helped at event
\$705.49 Sub Total

Coaches' game expenses

\$364.00 Ice rental for Coaches game
 \$00.00 Referee and timekeeper fees
\$364.00 Sub Total

\$1069.49 Total Expenses

Summary of Funds raised

Salvation Army

Food drive went well compared to last year. Found more away teams participated and some who forgot in the older age group went out and bought food to donate before the game started.

Lakeridge Health Bowmanville

\$311.00 Coaches game
 \$215.00 Sock sales
 \$ 50.00 table rentals
 \$200.00 Action Promotions Canada Donations (\$1.00 per stock sale-\$94.00 but gave \$200 instead)
 \$120.00 CMHA did not accept any profit made from clothing orders for the weekend, all profit went directly to hospital

\$896.00 Total Raised