



**Tecumseh-Shoreline Minor Hockey Association**  
12021 McNorton Street  
Tecumseh, Ontario  
N8N 3Z7

# AGM

## Agenda

**Monday March 28, 2022**

### **1) Meeting Called to Order – Tony Rosa Chair**

- Quorum – Meeting called to order at 19:02.

### **2) Approval of Scrutineers Todd & Mary Jo Shaw**

- a) Scrutineers Report – quorum
- Motion to approve the scrutineers
- Scott: motion to approve
- Lee Walton – seconded
  - Opposed – none
  - In favour –
  - So moved.

### **3) Approval of Minutes**

- a) Annual General Meeting Minutes of March 29, 2021
- Sean – move to approve the minute
- Vlad – seconded
  - Discussion – none
  - Opposed – none
    - So moved

### **4) Introduction of Current Board Members**

1. Brad Baillargeon
2. Michelle Russell
3. Sean Moor
4. Jeremy Delisle



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5. Scott Preston
6. Bryce Chandler
7. Vlad Samoila
8. Jeff Fortier
9. Trevor Brigden
10. Lee Walton

## **5) Annual Report from VP Finance**

- a) Receiving and approving of the report of the auditor for previous financial year.
  - Brad Baillargeon
    - Mike from BDO will be reviewing the audited statements
  - Brad
    - Partner in the Essex/Windsor office of BDO Canada
    - Last year – so the current fiscal season will be reviewed later.
    - This was the worst Covid year for hockey – we will see the numbers look down.
    - Next couple of pages – the auditor report. I won't read it to you – it basically says that we qualified for some cash activity – a general qualification for NPFs. Other than that, the statements are accurate from a materiality perspective. We test sample, have discussions and analytical analysis of things.
      - Responsibility – these are the statements of TSMHA and we are to tell you whether the numbers are accurately represented.
      - These numbers have been approved in draft format
    - Statement of Financial Position
      - Some minor prepaid, some minor receivables.
      - One big thing is usually deferred revenue - \$20K in the liability section. Registrations happen at the end of the season and there is money in the bank for next season. In this year, there was very little money in the bank at the end of April 2020 for the 2021 season.
      - Net assets – unrestricted – there was \$94K available for the TSMHA use. Restricted moneys are bingo monies – that number went up because there was very little spending



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- Next page – breaks down restricted and unrestricted spending. Locker room that was done, jerseys – we were showing jerseys, but haven't purchased them in a few years.
  - Tony – we have changed the way we do it, players purchase the jerseys and keep them.
- Brad – that is for things used longer than one year
- General fund – HL Fund, Travel Fund, Bingo Fund
- General – everything that doesn't fall in the others. Activity was lower, not as much happening, no significant expenses. Shows a deficit there. Not a lot of general funds coming in; that general deficit usually covered by other activity.
- Travel team fund – numbers look odd – there was registration revenue of \$68K compared to prior year of \$106K. There were some refunds, and travel fees...
  - Tony – remember that this was not this past year, but the previous year – Tier 1, tier 2, split teams, etc.
- As you had less registrations, less players, ice time used was less, and costs were down. Biggest cost was still icetime. Total expenses were close to the actual revenues – you were able to work with what you had to function. Suggests that how you had your fees set up allowed it to work.
- HL - \$100K less in registration, less in sponsored income, ice time was down. Had a surplus in this one, a break even in travel, a surplus in HL. There was a deficit the previous year, and a surplus here.
- Bingo – revenues were similar. Switched to the "C" bingo. Able to keep similar funds coming in but not using those funds yet – these are restricted can be used for ice time, training aids, etc. You let that build up and then use it when it makes sense.
- Statement of Cash flow
  - If overall surplus was \$32K – cash went from \$159 - \$134K during the year – this provides that information.
- Explanatory Notes



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- Explains the policies that are followed
- Note about bingo
- Uncertainty note about Covid – no guarantee as to what this season was going to look like
  - That is everything in a nutshell for you.
- Brad motion to approve the financial
- Seconded – Scott Preston
  - Discussion – none
  - Opposed -none
    - So moved
- Lee – motion to approve BDO Canada as auditors for next year
- Seconded – Brad
  - Discussion – none
  - Opposed – none
    - So moved
- b) Budget 20/21
- Brad
  - Revenue
    - Registrations are coming down
    - This year in the 610 range. Next year with lack of vaccine requirements, may be back up to 625 again.
    - Not changing registration costs – same as they have been. So revenue would be \$363K
    - Travel fees will remain the same
    - One change – we are raising the travel passport from \$55; that is going up to \$70.
      - Changing because we aren't covering our ice costs
      - Lower than other centres
      - To cover our tryout jerseys.
      - Fair to cover these costs through the travel passport
    - Select team – hope to have a select program for revenue generation
    - Sponsorship - \$3K
    - \$630 estimated revenue
  - Expenses
    - Main expense is ice



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- Other large cost is insurance - \$35K / year
- Insurance on equipment room
- HL refs and timekeepers - \$35K / year
- Stipend positions – we have 5 staff that are paid:
  - Registrar
  - Ice scheduler
  - Equipment manager
  - Finance manager
  - Ref in chief
- Day of Champs – House League, and Travel does get \$17 / player so that they get their portion of funds.
- We do run into situations where we are paying for coaching clinics to get coaches certified - \$5K
- Socks and jerseys – HL side only
- Something new – HockeyTV
  - Lee Walton – a livestreaming service. We were exploring this before Covid hit. Had everything ready. LaSalle has this active, SouthPoint has it, Windsor and Belle River are getting it. The more you pay the more perks you get with it. We would have installed on both rinks – a multidirectional camera and a secondary camera that gives you shots and allows us to put watermarks on it for revenue generation purposes.
  - Tony – coaches can watch game film; parents, grandparents, you can log in and watch your child / grandchild's game while you are away. Newest thing out there.
- Travel jerseys – cost is under \$4K, justifying the increase of the jersey
- Change – saved some fees – used to be \$18K / year; down to \$12K.
- Travel costs – estimated costs for travel
- Bluewater fees are fixed
- TSMHA has fixed puck and first aid kit costs
- Power Edge Pro – a contract we had. We are going a different direction, instead of renting that equipment, we



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are going to budget and acquire equipment to own. Juston Glover; equipment manager, has a multi-year plan to acquire equipment. \$5K this year.

- Apparel for convenor, staff, stipend positions
- OMHA fees
- TSMHA fees
- Surplus
  - Overall, looking at a thin surplus; the goal is to keep it slim.
- QUESTION
  - What are the plans for the \$134K surplus?
  - Brad – we had a lot of pre-paid registration. Registration fees were down because we had a lot of people who had registration rebates. Instead of \$600 registration, it was \$295. The cash was pre-paid revenue.
  - Tony – 2020 the season shut down, people were paying full amounts in 2020 for 2021 based on a normal season. Then Covid continued, no tryouts, no travel teams, split-squad teams. But we had already had a full registration from people. Some people asked for their money back, and some asked for it to be applied to the next year and keep the rest as a credit.
    - So when you see \$134K, that was credits to members.
    - So when you come to this year, that \$135K was used as fee reduction.
- QUESTION:
  - What does the account sit at right now?
    - Brad – we still have ice fees to go through for March
  - What is the projection for next year?
    - Brad – we had about \$100K in the bank account, but \$73K in deferred revenues. So we ran a lean seas given that we didn't have a lot of surplus (\$27K)
- QUESTION:
  - TV system – that is a great feature. Why is that being paid up front as opposed to paid over a couple of years?
    - Brad – we can't depreciate that or amortize that over years. The auditor can defer that over years, but that doesn't impact the cash flow.
    - Tony – the money is there...



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- QUESTION: - so the money is there to provide some protection against unknown, dips in registration? Etc.?
  - Tony – yes.
- QUESTION:
  - Is the \$202 the present year?
    - Tony – that is the current charges for this year and what they are charging for next year
- QUESTION;
  - Registration – any plan to incentivize younger players to get them on the ice and get them back?
    - Brad – we are going to do flyers, etc.
    - Tony – we do multi-kid discounts. WE have discounts for first time registrants.
      - Younger ages – fees are lower - \$245 as well.
      - We are trying different things.
- QUESTION:
  - Soccer – it is in pieces, it is in portion – easier to swallow payments vs. full-year
- Brad – motion to approve the budget for the upcoming season
- Scott – seconded
  - Discussion – none
  - Opposed – none

c) Appointment of the auditor for the ensuing year

- **SEE ABOVE**

## **6) Appointment of the Legal counsel for the upcoming year**

- a) John Jedlinski of Shibley Righton LLP
- Motion – Bryce
- Seconded – Jeff
  - Discussion – none
  - Opposed – none
  -

## **7) Presidents Report**



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- **Tony** – This year was more normal than it was the first year of the pandemic – we were getting information on the fly and making changes on the fly – a bit more normal for the assn and the kids in terms of the program
  - Tryouts were in the fall – challenging for HL. Part of that will continue on. U13 will have tryouts in the fall.
  - U14-15 in the spring
  - Three weeks closed down in January – that threw a wrench into things.
  - Day of Champs was over three weekends – trying to make up for playoff games. It has been challenging – tough on this side – even our coaches, how schedules change, games changing, trying to make things fit. Trying to work around Covid isolations.
  - In one room today – first in-person AGM

## 8) Annual Reports

- a) VP of Travel – Scott Preston
- Covid was a major challenge – had to reschedule the season 6 times – juggling those things and your patience. Appreciate your patience.
- Coaching evaluations – email blast asking to provide coaching evaluations. Myself and Jeremy Delisle view them. They are confidential and appreciate your feedback including comments at the bottom.
  - U14, U15, U16 – May 2
  - U13 and below and U18 in the fall
  - We don't choose those, that comes from the OHF, who passes it down to the OMHA. Easier for us to do it in the spring, but some value to push it off to the fall for growth reasons, but not dictated by us.
  - Coaches call in early 2022. There is a travel committee of 7 active members, board members and president and president elect that sit on that. We should have the rep coaches out in the next couple weeks
  - Successes
    - Two teams off to the OMHAs – U13 AE, U11AA





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- Michelle Russell – special thanks for running the U9 tourney. Finished with an OT shootout in the final.
- b) VP of House League – Trevor Brigden
- Trevor
  - Thanks to the families and understanding what we are going through.
  - Couldn't tell something was going on at times because we had a lot of support. One thing I tried to adjust was ice times, I was 7-8 a.m. for 6 years. Trying to alternate that time slot between divisions; it was more successful last year, and this year we only had a week to generate and populate a schedule.
  - Worked with Windsor and Riverside this year to do some interlock.
  - Hospice Tourney was back up this week, with some hiccups. Tecumseh raised \$36K for hospice – that is down, but still not bad. Did see a drop with half-ice jamboree teams, but we will have a push next year to get teams involved in the younger divisions, we did have our U11 team won for their division.
  - Working on the Mickey Renaud game with the SpitFires – we sell tickets to raise money – we were in the planning stages when lockdown happened again, but working on to that for next year.
  - Thanks to the families, coaches, volunteers, members, etc.

## 9) Election of Board

- **Tony** – Vlad, Jeff and Bryce stepping down.
  - I am also stepping down and Lee is the president elect
  - **Lee** – want to thank Tony for his work over the last three years. Usually a president sits for two. With Covid lots of things happening that left us without a president.
  - **Tony** – everyone has a ballot
    - Nominees –
    - Trevor Brigden
    - Bryce Colenutt
    - Tim George
    - Juston Glover
    - Sean Moor



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- Scott Preston
- Elvis Zgomba

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## **10) Adjournment**

- Lee = motion to adjourn
- Seconded - Trevor