



AGM Meeting Notes

Start Time: Wednesday, May 24th, 7:00 pm

Location: East Hants Sportsplex

Executive: Chris Baylis, Aaron Canon, Chuck Livingstone, Greg Heard, Rob Doucette, Cathy Spencer, Brett Garden

Membership: Amelia Pennington, James Thompson, Laura Devanney, Kyle Isenor, Andrew Smith, Danny Hines, Melanie Withrow, Mark Wilson

Agenda Items

1. Call Meeting to Order: 7:02pm, Chuck

2. 2022-2023 Financial Review:

- Finished with a deficit of \$26,295.69.
- Registration numbers were on par with what was expected
- Expecting more registrations next year.
- The biggest expense was ice times, we spent ~\$273K in allocated ice times between recreational and rep teams.
- Referees' costs went up ~8%, increase of \$6K.
- We had to raise our Ref fees because other associations raised their rates, and we were losing refs to other associations.
- Hockey NS insurance & the development program are big cost drivers.
- Not able to allocate any funds to jersey replacement fund.
- Tournaments: finally able to host tournaments again. They were a great success. We wouldn't be able to host any of these without all the volunteers who are involved to help run the tournaments. They were a great success. A huge Thank You to Mike and NaDeanna Norris for all their time.



- IP Jamboree came in at ~21K and total revenue of ~45K for both tournaments, this does not include the costs for their ice times. Both tournaments turned a nice profit.
- We will apply for the \$1K municipal grant again next year.
- Expecting a stronger year next year and expectation is we will not have to raise rates.

3. Board of Directors Updates

a. President Update

- Last week HNS held their AGM in Dartmouth, couple of items came out of it:
 - No input from association whatsoever on HNS mandatory courses.
 - HNS mandated coaching clinics for next year will require coaches to pay up front and be re-imbursed by the association.
 - Safety is \$50, Dev 1 is \$150, Intro to coach is \$50.
 - Most associations were upset about it.
 - The reason is people sign up for clinic and don't show up.
 - Benefit: They will run later in the year if there is a need for the course.
 - HNS is changing regulations for safety & what people need on the bench.
 - Most people who are on the bench will need First Aid & CPR. If you take it through work, they will accept that.
 - We may have to book a room to train coaches, which will be an added expense to EHMHA.
 - Regulations have not been written yet.
 - Question from membership: Is there a way for a player to get sponsored if they can't afford to play? Answer: You can reach out to the President of the association and there are programs to leverage.



- Every association is required to have an Emergency Action Plan (EAP), when someone is travelling here from NB. We will have to add this to the association website.
- We have applied for the First Shift Program, and we are on the waiting list. We are hoping to get approved by September.

b. VP Admin Update

- A good year, a lot of returning Managers, and a lot of folks who stepped up as new managers.
- Kicked year off with annual managers meeting, good representation from executive to help start the season.
- A few things as the season went on, a lot of challenges with rosters, opening accounts, & registration.
 - Had an end of the year meeting to get feedback to improve processes.
 - We will be making some policy changes, improving communications, and allocating association emails addresses for the volunteers who need them ex: Team Managers.
 - We will be moving to GrayJay for registration. That will streamline things for roster set up, communications and track certifications (in the future).
 - We acknowledge the bumps in the road, and we are working to improve them.
 - Registration will be open mid to late summer. Last year we opened it up in July and very few registered.
 - Registration will be online only, like in the last 2 years.
 - When we had our managers' follow up meeting, a lot of challenges to set up accounts. We have had a few conversations with banks to



set up bank accounts. We are trying to make things easier for the managers.

- A lot of feedback on the clothing and how the experience was with the new rinkside sports, we are looking at options for next year.
- Question: Will credits move over from GrayJay & Spordle? Answer: The 2 systems will integrate, and the credits will transfer over. We will be getting training in June.
- Question: Will 50/50 be integrated into GrayJay. Answer: We are looking at options with Rafflebox and they are working on integration.

c. VP of Hockey Operations

- 19 Teams this year (including U7)
- Projecting 20 teams next year
- U18 will be our biggest group, depending on High School & other programs.
- A lot of new coaches at the younger levels, which is great to see.
- We got good feedback from them, many of them want to come back.
- The tournaments were really good. Big thanks to NaDeana and Mike who put in a lot of work, and we were lucky to have people like Melanie who volunteered. We need to think about the tournaments moving forward and we need volunteers. It doesn't need to be 1 person. Without that revenue we would have had a bigger deficit.
- Congratulations to the U11-C Team Black with Head Coach Paul Wood and assistants Mark Wilson & Steve Foot on winning gold in 3 tournaments and taking home a silver medal and bronze.
- RJ took over as RIC and we had to reconcile our fees for all our refs.
- We will meet this summer with Bryan, Joel & Chuck to see how we can improve the development program. U7/9/11 had a big interest. A lot of U15 teams couldn't be a part of it due to scheduling. We



would like to do it again, there was a lot of positive feedback from the younger group. If you have ideas, email Aaron the ideas. We want feedback from the membership. There is no perfect day that works for all age levels.

- We want to have a day for folks to come “Try goalie”. It would be great to have more goalies in our association.
- HNS is running their first-time goalie program this summer.
- Coaching surveys went great, far more submissions this year and 99% of them positive.
- We will run Fall Development ice next season.
- Back to Oct 1st for the start of the season.
- U18 is big this year, U18 is getting big in all associations, they are playing longer which is great.
- Halifax is looking to start a U18B league this year. If we have the numbers, U18B is an option for us. Historically most U18 kids haven’t wanted to play Rep, they’ve only wanted to play with their friends.
- Question from Membership: Are coaches pre-selected for rep teams or are they waiting in the wings to see if their kid makes the team? Answer: There were no applicants for the U15B team this year. Ideally, we have a lot of volunteers and then we have options for each team at REP and REC levels. Once we know a player makes a team, we can ask the parent to coach that level. This year we will alter the form so coaches can apply as assistants so more parents can get on the list.
- Question: Do we ever put out a call out to community members. In the past we have, and we have invited them to coach? Answer: We usually have community members under a coach for the first year and then they end up leaving and going to the city. We had a guy in



U11, he was great and didn't come back. We would like to have more community member volunteers.

- Question: During tryouts and balancing, we had a lot of coaches on the ice for rep tryouts and there didn't seem to be as many on the ice for rec level. How do we get more coaches on the ice? Answer: Aaron will work with Joel & Bryan to ensure we have the appropriate level of coaches on the ice for all levels.

4. New Business

a. 2023-2024 Budget Review & Approval

- Forecasted 372 participants.
- Registration revenue of \$282K and Rep surcharge of \$85K
- Ice is lower than what we spent this year, rec ice is higher because U15 kids are moving to U18.
- Ref fees are in at \$37K.
- Development sessions in at \$20K for now, we want to keep it in and work out the best system.
- Insurance anticipated to go up.
- Wages and Salaries, we need to allocate funds for that. We expect higher than previous years.
- Keep Ettinger-Smith revenue the same & IP down slightly. We need volunteers to help with these roles. Without volunteers, these won't run.
- We should have a nice income next year, expect to return funds to the jersey fund.
- We have done a good job taking care of the jerseys. Most are still pretty good. Longevity is helping with that, but eventually we will need to purchase them. It's a \$65-70K expense.
- We got a lot of help from the Bannisters with their donations of the Rink Dividers (\$3,700 they saved us).



- A lot of things will run smoother next year, having the right people in place and it was our first year coming out of Covid.
- No tournaments in the past couple years hurt us.
- Costs are up compared to 3 years ago, a lot we can do to help improve our processes, make it easier for people to manage and it will all translate to a better bottom line.
- We do not want to raise registration costs next year. We do need the tournaments to run, which are very successful but very time consuming.
- IP Jamboree is one weekend, Ettinger-Smith is a 4–5 day event.
- If we can get someone to come forward and form a committee that would be ideal. We need to start early (August / September).
- As soon as teams are made in Oct, you need to have a small window to get tournaments.
- We really need a U7 parent to help run the tournament, we should target 2 of them.
- The IP Jamboree had 45 teams; we could have more. We had teams coming from CB & Yarmouth. We have to book the ice in Aug/Sept.

Motion: Approve the 2023-2024 budget as present. Moved by Chuck and seconded by Aaron. All members voted in favor of the motion. Motion Passed.

- We are looking to hire someone to help with administration, bookkeeper & registration. We are finalizing the position and we will post.

Chuck recognized NaDeana for all the money she helped to fundraise for the association this year. Chuck was copied on a lot of emails regarding the tournaments, and they were very well received.



The association presented the benefits of moving from online paper tickets to raffle box. The benefits of rafflebox are the following:

- No filling out of tickets
- No printing of tickets & the associated costs
- Rafflebox deals with the lottery licenses and transfers the risks to them
- Environmentally friendly
- No more collecting cash for the 50/50 coordinators & no need of the 50/50 coordinators
- No collection of tickets & no more lost tickets
- GrayJay is working on integration.
- Rafflebox pays the winner, which at times has taken EHMHA longer than they would like.
- Realtime ticket for sales
- Small variance on what player receives per ticket vs. paper tickets. The greater the value of the ticket sold ex: \$25 worth of tickets, the less of an impact to the player.

Motion: Approve for EHMHA to move to Rafflebox for the 50/50 tickets for the 2023-2024 season. Moved by Greg and seconded by Aaron. All members voted in favor of the motion. Motion Passed.

Chuck shared the feedback we've received on our photographer. We will solicit proposals for the 2023-2024 season and put it out to a vote.

Chuck and Danny shared the success of the events between the EHMHA teams & the Junior B Penguins. Danny will reach out to Chuck to expand the program for next year.



Chuck shared that Kelli has resigned and thanked her for all her work over the past year years. We will post to replace the position.

5. Election of Board Members

- a. VP Admin (2-year term)
 - i. Cathy Spencer - Acclaimed
- b. Director-at-Large (2-year term)
 - i. Amelia Pennington -Acclaimed
- c. Recruitment and Events Coordinator (2-year term)
 - i. No volunteers came forward

Chuck personal thanked Chris Hopewell and Rob Doucette for all their years as volunteers on the board.

6. Q&A

Q: What's going on with U13 AAA for next year and will you allow kids from other associations?

A: The Hockey NS Director will reach out and ask if you want to allow kids to come from other associations. Last year we voted to say "Yes" for a 1-year period. Last year TASA and Bedford also said yes. The executive will need to vote again this year to allow it to happen.

Q: Will you take bubble kids? If a local kid ranks a 7 and a kid from the city ranks an 8, who will you take? What's the criteria and evaluation?

A: AAA is a provincial league; we need to follow their guidelines. If 2 players rank the same, the player from EHMHA wins the tiebreaker. We would take players from other associations only if we don't have players at the AAA level. This year we expect more EHMHA players make the team. The hope is always to have EHMHA players. You are always better to develop your own First Year players,



because you must go back to your home association to try out in your second year. We don't anticipate as many external players.

Q: Why offer a program where we aren't competitive?

A: We want to have AAA in EHMHA and promote a high level of competitive play. Our preference is to keep our top-level players in our association and representing EHMHA. The age group coming up will be stronger. Previously we were combined with West Hants and it was OK. If we drop out again, it will be very hard to get a U13 AAA team back. This past year was to start the development of our AAA program. We expect next year's team to be more competitive. If we aren't competitive and we lose games by 10 & 15 goals, we expect HNS to pull the team from us.

Meeting called 8:31pm.