



# EAST HANTS MINOR HOCKEY

## 2021 Treasurer's Report



Presented by: Steve Mercer P.Eng  
Treasurer, EHMHA  
May 29<sup>th</sup>, 2022

# Financial Position 2021-2022



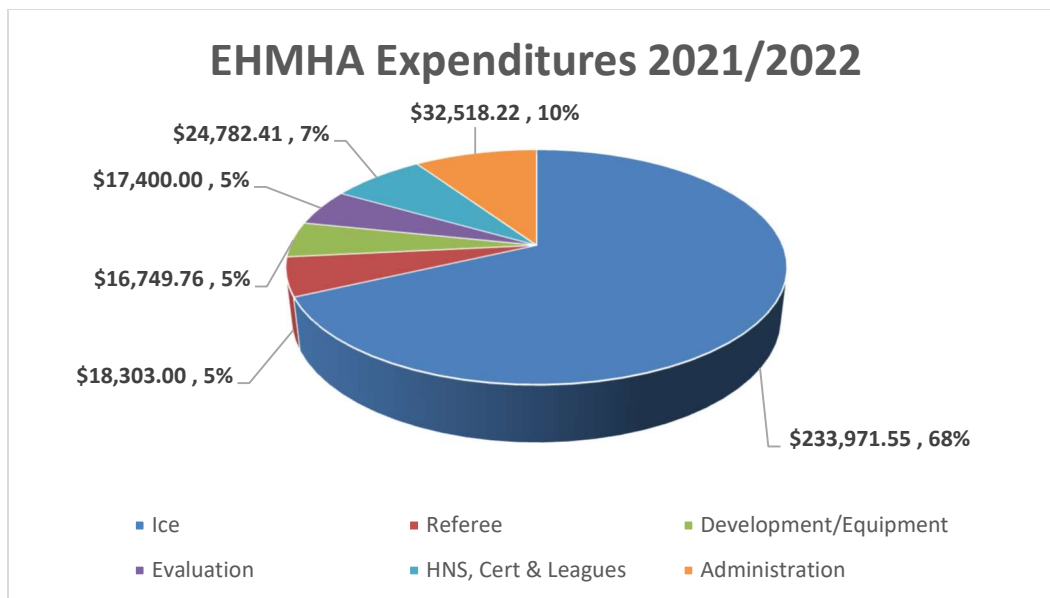
The financial statements have been prepared for April 30<sup>th</sup> 2022. The statements as presented are subject to review.

The Statement of Financial Position outlines the Association's assets and liabilities, the difference being the Financial Position on March 31, 2021. The Association finished the year with a deficit of \$4,451.97 mostly attributed to the absence of tournament fundraising.

Registration numbers were on par with expected. Overall, the past few seasons have been extremely challenging with the pandemic having a negative effect on registration growth.

See the *Statement of Revenue & Expenditures* for a complete list of 2021-2022 variances and the chart below for a breakdown of **EHMHA Capital and Operating Expenditures for 2021-2022:**

	2021-2022 Budget	2021-2022 Actual	2022-2023 Budget
U7	60	59	70
U9	57	68	48
U11	60	68	79
U13	76	46	64
U15	62	58	54
U18	32	38	32
<b>TOTAL</b>	<b>347</b>	<b>345</b>	<b>347</b>



## Items of note:

- Referee costs were less than budgeted due to limits on games played (COVID-19). These funds were reallocated by the Ice Scheduler to provide more practice ice.
- HNS costs were lower than normal due to a transfer payment from 2020-2021 that was received post season.

- The balance of the **Keith Miller Fund** is \$11,114.26. EHMHA received \$1,494.26 from the close of team bank accounts. The balance of the Keith Miller Fund changed this year as follows:

<b>Fund Balance - Beginning of Year</b>		<b>\$ 9,620.00</b>
Funds from Teams left at the end of 21/22 season		<b>\$ 1,494.26</b>
		<b>\$11,114.26</b>
<b>Fund Balance April 30 2022</b>		<b>\$11,114.26</b>

- Deferred Revenue** - There is a balance of \$4,783.34 set aside in deferred revenue to be used in the case of losses on the Ettinger Smith tournament or when hosting a provincial tournament. This balance remains unchanged from the 2021 End of year (EOY)
- Jersey Replacement** - East Hants Minor Hockey did not contribute to the Jersey Replacement fund in 2021/2022. This is the second year in a row we did not make the contribution as budgeted due to operating constraints. The current jerseys were purchased in 2018-2019 and we should expect to get 2-3 additional seasons of life from them. The current reserve (Keith Miller Fund) is approximately 25% of what will be required to purchase replacements (\$45k). It is likely, even if the Association hits the targets the next several years, external funding will be required to make the shortfall. The 2022-2023 budget has allocated \$6,500 for this purpose.



East Hants IP2 players at the Mooseheads Intermission- 2017-2018



- The **Ettinger-Smith March Break tournament** – For the second year in a row, the tournament was cancelled due to the pandemic. Historically a very profitable tournament (\$10-12k profit), It will be important to establish its success and once again have this revenue infusion for the Association. Likewise, the IP Jamboree did not take place, and there is potential for this also to be profitable for the Association.

- The Association made a change from the legacy Goalline website to the modern Grayjay platform. This is the same service used by other association and league websites including Dartmouth Minor and Central Minor and provides live scoring for league games. This carried an extra cost (\$1,100) as we had to pay for the legacy site for most of the season until we fully transitioned.
- The **EHMHA 50/50** initiative began in September of 2019. Since then, purchasers of winning tickets have taken home \$247,509 (\$82,777 in 21/22), but most importantly, \$227,708 (\$76,154 in 21/22) has been raised by players to offset team fees and registration costs for Minor Hockey. For those that have embraced the initiative, this is very lucrative as \$0.92 of every ticket sold goes back to the player. This is the highest player share percentage of any program in Nova Scotia.

Fall development sessions allotted for \$3,582.18 in additional fundraising. This will be held in the coming season as well with a forecasted increase in revenue.

Although the Association ran a deficit this year, given the challenges we were faced by COVID-19 restrictions we were still able to provide competitive hockey and some development albeit less than years past. To remain competitive as a small association, fundraising will continue to be key for EHMHA moving forward.

## Proposed Budget 2022-2023

The Board is presenting a budget to the membership with a break-even budget. The 2022-2023 budget has a renewed focus on player development while continuing to provide solid hockey programming to our members. Member engagement and volunteers will be key to achieving our 2022-2023 targets.

Each year the VP Hockey develops projections for players, # of teams, ice requirements and referee costs. We have assumed that the number of teams and players will be like the actual from 2022-2023 (which was 20 teams and 345 participants).



## Expenses

**Paid Positions** – The Association has added two paid positions @ \$500. The Safety Rep is a position that was crucial to us during the pandemic and will be moving forward as well. Due to the critical nature of fundraising to our success, we will be providing the 50/50 Coordinator a stipend as well.

**Ice** - The cost of ice made up 68% of our expenditures last season and is projected to similar this year The budget this year is based on 41.5 hours of ice per week, including base and rep ice. The cost of ice is \$240 per hour, unchanged from last year.

**Skills Development –**

Recognizing the importance on skill development, the Board has allocated \$20k for a Tryout Evaluation/Player Development Coach. This is in addition to \$5,250 for goalie development.



**Equipment** – The budget for equipment includes a transfer of \$6,500 to the Keith Miller Fund for the future replacement of jerseys.

**General & Administrative -**

Expenses have been budgeted in accordance with prior year actual. Wages for administrative support have been budgeted at 10 hours per week.

**Revenue**

**Sponsorship** – EHMHA will again apply for a municipal equipment grant for \$1,000 to offset the required equipment this coming year.

**Ettinger-Smith March Break Tournament** - This budget reflects the return of our signature tournament with overall revenue projected at \$11,500 which is similar to the most recent tournaments. With a renewed focused effort on this tournament, this should be our largest fundraising mechanism other than the 50/50 program but this will not be successful without volunteers.

**IP Jamboree** – The budget also projects a revenue influx from the IP Jamboree of \$2300 based on historical.

**Registration** – The Board is proposing a budget based around the following registration fees for 2022-2023 which include the raising of fees by \$25 across the board:

	2021/2022 Rates	2022/2023 Rates	+/- Pr Yr
U7	\$ 425	\$ 450	\$ 25
U9	\$ 655	\$ 680	\$ 25
U11	\$ 815	\$ 840	\$ 25

U13	\$ 815	\$ 840	\$ 25
U15	\$ 815	\$ 840	\$ 25
U18	\$ 815	\$ 840	\$ 25

These rates are competitive with what other Associations charge and will allow us to raise the bar with development while setting us up for success moving forward.

The base ice for each division Atom and above is 1.5 hours per team per week (1 game and one 1 hour shared ice practice) for the 21-week season. IP sessions run for two hours per week where Novice base ice is 2 hours of shared ice per week.

**Referee Rates** – Rates have remained the same since 2017-2018. This budget allows for a 7% increase in game rates. This will enable the recruitment of younger officials as their development is also crucial for the success of a Minor Hockey Program as well as to adjust comparative to other Associations.

**Rep Surcharge** - Representative teams pay additional ice and referee costs to cover additional ice hours (.5 to 2.5 extra hours per week depending on the team and division). Teams included in this figure are all B, A, AA, AAA teams as well as novice intermediate and advancing.

The Financial Statements for 2021/2022 and the Budget 2022/2023 form part of this report.

**Respectfully Submitted:**

**Steve Mercer P.Eng**  
Treasurer, EHMHA



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