

AGENDA

SOMHA Annual General Meeting
Thursday, April 23, 2020



- 1) Call to Order
- 2) Adoption of Minutes - Minutes of AGM held on April 23, 2019
- 3) Correspondence

REPORTS

- a) President –
- b) First Vice President
- c) Second Vice President
- d) Treasurer –
- e) Registrar –
- f) Ice Ambassador –
- g) Referee in Chief -
- h) Coach Coordinator -
- i) Risk Management -
- j) Pre-Novice/Novice Director -
- k) Atom Director -
- l) Pee Wee Director -
- m) Bantam Director
- n) Midget Director
- o) Equipment Director –
- p) Tournament Director
- q) Sponsorships/Awards
- r) Female Director
- s) Player Development –
- t) Sponsorship and Programs

COMMITTEE REPORTS

- a) Discipline Committee
- b) Governance Committee
- c) Finance Committee

UNFINISHED BUSINESS

ELECTION OF OFFICERS AND DIRECTORS

- a) President –
- b) Treasurer –
- c) Directors

NEW BUSINESS

- a) Free Registration

ADJOURNMENT

**South Okanagan Minor Hockey Annual General Meeting
Sonora Centre @ 6:00pm
April 23, 2019**

Board Members Present: Boyd, Steve, Brianne, Brian, Mark, Nina, Ryan Pyatt, Ryan Miller, Victor, Chris Hanson.

Regrets: Kary, Lynne, Brandt

Members in attendance: 12

Meeting Called to order: 6:17pm

**Boyd and Victor motion to adopt the Minutes from AGM on April 26, 2018.
CARRIED**

**Boyd and Mark motion to adopt the agenda for AGM April 23, 2019.
CARRIED**

President Welcome

Thank you to the few parents who showed. We are told few people come when things are going well, so hopefully that is accurate. Thanks to the board volunteers this year as well.

1) Reports:

a) Treasurer Report:

Submitted by Chris Hanson

See attached SOMHA Budget 2018/2019 document

b) Registrar Report:

Submitted by Mark Antonello

Total registrations:164

Prenovice:

All 23 players were listed on one Hockey Canada Roster. Players would be insured to play on either team when asked.

3 prenovice players withdrew, they were not ready to play this year.

Novice:

All 24 players were listed on one Hockey Canada Roster. Players would be insured to play on either team when asked. 1 player decided not to play and 1 player moved out of our area. 2 players from Boundary played here this year.

Atom:

Atom Rec 1: 11 rostered. 1 goalie. 2 novice AP

Atom Rec 2: 11 rostered. 2 players rotated in goal. 3 novice AP

With smaller teams, 12 players were approved by OMAHA/BC Hockey to be dual rostered at the recreation level, to allow the rec teams to share players.

Atom Dev: 14 rostered. 2 players rotated in goal this season. 6 AP players.

3 players transferred to Penticton to play Female Atom recreation. 2 players transferred to Penticton to play Atom Recreation and 1 goalie transferred to Penticton to play Atom Development. 2 players from Boundary played here because they did not have an Atom team. 1 Dev and 1 Rec.

Pee Wee:

Recreation: 15 players, 1 goalie. 3 Atom AP players and 1 Atom AP goalie rostered;

T4 Rep team: 15 players, 1 goalie. 3 Pee Wee Rec AP players and 1 Pee Wee Rec AP goalie, 1 Atom AP rostered;

T2 Rep team: 15 players, 2 goalies. 1 Atom AP player, 3 Pee Wee T4 AP players and 1 Pee Wee T4 goalie AP rostered

8 Princeton players and 1 Grand Forks player were on our rep teams and 1 Boundary player was on our recreation team.

2 players transferred to Kelowna for Female Pee Wee Rep and 2 players transferred to Penticton for Female Pee Wee rec. 2 players transferred to Penticton to play Tier 2 and 1 player transferred to Penticton to play Pee Wee recreation.

Bantam:

Recreation: 15 rostered, 3 players rotated in goal. 2 Pee Wee recreation AP players rostered. 1 player decided not to finish the season in December.

Rep team: No rep team for 2018-2019

2 players and 1 goalie transferred out to play on the Zone team. 3 players transferred to Penticton Tier 2 team.

Midget:

Recreation: No recreation team for 2018-2019

Rep team: 15 players, 2 goalies. The 2 goalies were from Penticton MHA and 4 players were from Boundary MHA. 3 Bantam Rep (Penticton) AP players rostered.

6 players and 1 goalie transferred for Tier 2 in Penticton. 4 players transferred to play Female Midget in Penticton.

c) **Ice Ambassador:**
Submitted by Brianne Hillson

CONDITIONING CAMP

DATE	TIME	GROUP
Monday Aug.27	3:45 – 5:00 pm	Atom
	5:15 – 6:30 pm	Pee Wee Group 1
	6:45 – 8:00 pm	Pee Wee Group 2
	8:15 – 9:30 pm	Bantam/Midget
Tuesday August 28	3:45 – 5:00 pm	Atom
	5:15 – 6:30 pm	Pee Wee Group 1
	6:45 – 8:00 pm	Pee Wee Group 2
	8:15 – 9:30 pm	Bantam/Midget
Wednesday August 29	3:45 – 5:00 pm	Atom
	5:15 – 6:30 pm	Pee Wee Group 1
	6:45 – 8:00 pm	Pee Wee Group 2
	8:15 – 9:30 pm	Bantam/Midget
Thursday August 30	3:45 – 5:00 pm	Atom
	5:15 – 6:30 pm	Pee Wee Group 1
	6:45 – 8:00 pm	Pee Wee Group 2
	8:15 – 9:30 pm	Bantam/Midget

REP. TRYOUT SCHEDULE

Tuesday September 4th

5:00 – 6:15pm Atom Development
6:30 – 8:00pm Pee wee Rep
8:15 – 9:30pm Midget Rep

Wednesday September 5th

5:00 – 6:15pm Atom Development
6:30 – 8:00pm Pee wee Rep
8:15 – 9:30pm Midget Rep

Thursday September 6th

5:00 – 6:15pm Atom Development
6:30 – 8:00pm Pee wee Rep
8:15 – 9:30pm Midget Rep

Attended the Following OMAHA Meetings:

Time-Keepers Meeting: Sept 8th in Salmon Arm
Rep Scheduling Meetings: Sept 28th-30th in Vernon
Rec Scheduling Meetings: Oct 12-14th in Vernon

League play began:

Rep – Oct 13th
Rec – Oct 20th

All teams started practicing September 10th in Osoyoos and started practicing in Oliver on September 17th once the arena opened.

Breakdown of Ice Usage:

Ice Breakdown 2018-19			
Team	Practice	Games	Weekday Practice Missed
PreNovice (Split 2 teams)	7	10	4
Novice #1	5	10	3
Novice #2	2	11	3
Atom Rec #1	1	12	5
Atom Rec #2	1	12	5
Atom Dev	1	13	5
Pewee Rec	1	9	4
Pewee Rep T4	5	9	4
Pewee Rep T3	4	12	2
Bantam Rec	0	7	2
Midget Rep	1	8	0
Zones	0	2	-

Tournaments

- All divisions hosted tournaments.
- Introduced the use of Tournament Snap
- SOMHA hosted the Pee wee Rep T2 (Feb 23-25th) Playoff Tournament, Pee wee Rec (Mar 2-4th)

d) Initiation Director:

Submitted by Victor Costa

Pre-Novice: Early in the season was tough with few of kids that could not skate, practices where tough to organize and lot of issue might had to do with it being a first year for head coach. As the season went along things got much better. Both teams did very well, had a good year and lots of success.

Things maybe to consider for future is best If kids had previous skating experience before starting or must be accompanied by a parent to help them until they could skate.

Another thought could be to make things better for our younger players is have the parents if they wish to have an option to opt out of games. It would save parent team fees, and still have the benefits of learning in practice for they re first year. The only issue the coach could see arising from this is number of kids per team if to split. Maybe it could be an option on the registration form so we can split teams accordingly.

Just a few thoughts.

Novice: For the most part the season in Novice was a success. Great group of kids that the coaching staff work with, the support of (Asst Coach's) & (Manager) was invaluable. Some points of contention from the coach aren't directly to SOHMA, but to BC Hockey in general. These would be: Limiting Novice game ice size to Half Ice, the promotion of 4 on 4 hockey, and the lack of changing on the fly for Novice age groups. While coach's thought that incorporating these ideas into novice hockey may be challenging, the kids grasped the concepts of 5 on 5, 2/3rds ice to incorporate both gates on both benches and subsequently changing on the fly, without issue. Kids that age are sponges, and readily accept new concepts. Thank you for your support.

e) Atom Director:

Submitted by Kary Steele

The 2018/2019 season had three Atom aged teams – 1 development and 2 recreational teams.

There was initially a challenge with the breakdown of the teams as the numbers of players as decided initially by the board changed when the selections were made. Fortunately, due to the number of registrations, the issue was sorted out quickly and the Atom Dev team ran with 14 players with two smaller recreational teams. The recreation teams took 3 practices/mock games to sort out the closest to even teams as could be with the compilation of kids. The coaches were all in agreement when the final rosters were created. With the smaller teams there was information provided from OMAHA that the teams could dual roster players. There was a delay with the ability to roster to each team which caused some minor disruption at the beginning of the year but after AP players were assessed and assigned to teams; the dual rostering never became an issue again. All three teams had comparatively successful seasons. The Atom Development team placed 7th overall in the league and lost a very close one in the final of the Atom Fiesta. The Atom Recreation teams practiced together, finished 3rd and 4th in the league and the mixed tournament team finished 1st in both of the tournaments that they took part in.

f) Pee Wee Director:

Submitted by Brian Dragseth

The Pee wee age group this year represented SOMHA incredibly well with three great teams. The Tier 2 team finished second in the regular season following that with a third place finish in the playoffs, not bad for a team that had the option to play at a lower tier. The tier 3B team had an amazing season finishing first in the regular season, thus bringing home a banner! They finished fifth in the playoffs to teams who decided to tier down for the playoffs. A solid season for a team whose regular season travel was less than ideal.

The Pee wee recreational team had an honorable season finishing fifth in the regular season while stepping up to fourth in the playoffs. The rec team used AP's to round out their roster while dealing with injured and absent players, working hard during their season.

Thanks to all the coaches, managers and other volunteers that made this past season for all the Pee wees as enjoyable and successful as it was!

g) Bantam Director:

Submitted by Brandt Anderson

The 2018/2019 season had one bantam division – Rec (15 players)

Coach - Martin Johansen

14 league games played

There were no initial concerns with the bantam division this year.

Bit of debate as to which entry level the bantam team will be suited to play – it came down to them settling within the house league (led to some coaching changes)

As the season went on, some behavioural problems with some of the players (immaturity, as well as effective listening breakdowns), these situations led to some game suspensions and team reminders.

Conflicts/behaviours were corrected.

No major tournaments entered.

Bantam team finished the season strong

No major concerns or issues.

h) Midget Director:

Submitted by Nina Ruck

Only had Midget rep, did well this season. Middle of pack in league, 2nd in 2 tournaments. No problems. Very good year.

i) Scholarship Recommendations

Boyd motion Nina 2nd, for 2019 scholarship Cooper \$1500. Brandon \$1000, Taylor \$200.

CARRIED

j) Female Director

Submitted by Boyd Turnbull

We had many female players leave the association to play all female at various levels. The female players content to play coed stayed around. Moving forward we need to always look at our ability to host a team. I have attached the numbers of female players that I am aware of. The main concern is finding a female goalie.

Novice and Prenovice - 8

Atom - 8

Pee Wee - 15

Bantam - 9

k) Tournament Director:

Submitted by Lynne Aldridge

I first want to start by saying thank you to all who volunteered to chair, co-chair and generally be involved with tournament planning this season. We have an amazing following of teams who enjoy attending year after year and I am reminded by folks often of what great tournaments we host. We held 8 tournaments this season and had waitlists for many of our divisions. Thank you all for your commitment.

Items to note for next season:

We received some concerning feedback from a few hotel sponsors on room roster this past season specifically with the sales tactics that they support. This was discussed at a recent board meeting. There will be some transition decisions to be made in the coming months.

More and more we are asked by people to send e-transfers for tournament payment, an option to consider for the upcoming year.

We have a number of extra medals that have been collected over the years!

Whoever takes on the role I would encourage you to have a look to see what we can repurpose!

Thank you to my fellow board members for all of your work to support SOMHA.

l) Trophies & Awards:

Submitted by Nina Ruck

Awesome. We have 3 trophies with no room, need a new base or new trophy. Suggestion to expand the trophy case to allow better placement of the trophies. Some are large and getting damaged in the small trophy cases at the rink.

Sherwood was very helpful, they collected and engraved I a timely fashion. Very helpful.

m) Player Development:

Submitted by Ryan Miller

The player development year started off well with Tyler Liebel and Justin Styffe running the pre tryout conditioning and skills camp. There was lots of positive feedback about their expertise and how they ran their ice sessions.

German Barahona was present up until the end of January helping with goal tender development with selected teams mostly at the atom and peewee level. Tyler Loura also helped out too. It was nice to see the two goaltenders coming back to help out in their former associations! Both volunteer coaches were presented with an honorarium for their efforts.

It was difficult to secure other player development instruction and coaching. Justin Styffe came on board to provide some instruction at the end of the year.

He has expressed interest in helping out with the player development and conditioning camp at the beginning of the year and doing team development skills sessions earlier in the year, around October and November this year, dependent on his work schedule. There was lots of positive feedback from coaches, parents and players from ice sessions Justin ran.

Going forward, I would recommend Justin be contacted soon to set up a schedule for when he can come for the August conditioning and skills camp along with looking at a schedule for team skills development time. I would also recommend looking for a goalie coach to run some development ice sessions for goaltenders too.

Thanks for a great year SOMHA!

n) Coach Coordinator:

Submitted by Ryan Miller

It was another tricky year to secure coaches at all levels. A coaching rationale was proposed and delivered to all coaching candidates. The coaching rationale suggestion focused on player development through both practice and game play.

We had lots of coaches help with the pre-novice and novice programs, but it was tricky having coaches step up and take on a head coaching roles.

Atom development, peewee representative, and atom/peewee recreation had to wait until players were placed through the player selection process in the representative player tryout process before coaches were decided.

Because there was no Bantam representative program, the one coach who was selected for the rep team took over the recreation bantam team. The Bantam team experienced some difficulty with players getting along and playing fairly with other teams. The board disciplinary committee had to step in on a couple of occasions to support the coaching staff and fair play from all players.

The midget representative team started off having trouble finding coaches until non-parent coaches were selected with support of a parent coach who eventually took over the team.

Most teams had a reasonably smooth season. The Bantam recreation team experience some difficulty, which was supported through team administrators and board level intervention. Otherwise, SOMHA teams had successful seasons for the most part.

I feel the most difficult part moving forward is securing volunteer coaches, especially non parent coaches if possible, for the rep levels early in the season.

We used paid (\$150 for all three ice sessions) evaluators to select the atom dev, peewee rep and midget rep teams. This process helped with the selection process for sure, but was limited by evaluators only seeing the three tryout ice sessions, and not seeing any actual game ice sessions. The logistics of fitting in actual exhibition games would be difficult to coordinate.

Overall, SOMHA had another successful year with teams doing well at both league and playoff play.

Going forward, I would recommend starting the coaching recruitment process early again and utilizing non-biased player selection evaluators for the development and representative programs.

o) Equipment Director:

Submitted by Ryan Pyatt

No major purchases, jerseys Pee Wee T4 team, socks for Atom Dev up to Midget. 500 pucks from Home Hardware at the start of the year and 300 SOMHA pucks for tournaments and games. 14 first aid kits, 6 jersey bags and goalie band for goalie training.

Suggest street hockey goalie gear for younger kids and perhaps look at updating goalie gear for Novice and Atom. Skate blade protectors for goalies skates against posts.

p) Sponsors & Programs:

Submitted by Len and Kirsten McLean

The 2018-2019 season was successful from the perspective of Sponsors & Programs.

Our local businesses once again came through in a big way for us this past season. All of our ad space was sold in the programs and every team had a jersey sponsor and most had home and away sponsors. Between the program ads and the jersey sponsors we were able to bring in around \$10,000. We could not keep our fees as low as they are without the generosity of our local businesses.

We did much better this year supporting our local businesses, but we can always do better. I think that we could fill our raffle tables using 90% of items purchased from local businesses without any trouble. This should be the goal of every parent that takes on the role of Raffle Table Coordinator at all of our tournaments.

It has been a great year for SOMHA and it has been our pleasure to act as the Sponsorship Directors this season.

q) Risk Management:

Submitted by Victor Costa

This year all the safety people did a great job, It seems that we did have some injury's during the year some do to Hockey and some not but nothing to extreme. In all I think it was a great year.

r) Discipline Committee:

Submitted by Boyd Turnbull

The Bantam house team seemed to take up most of the discipline Committee time. There were multiple issues with players on the team not acting appropriately towards each other. Many suspensions were levied to individual players. The whole team was put under a behaviour contract. Moving forward we must be diligent and be aware there are many personality conflicts at this level.

2) Old Business

No old business.

3) Correspondence

Email from Shawn Badger – regarding skate sharpening at Sun Bowl Arena. SOMHA President will send an email to the town and discuss the benefit that this service brings and should be available to all the visiting and local teams and players

4) New Business:

Mark and Nina Motion to dissolve the 2018-2019 SOMHA board.

CARRIED

5) Elections

1st Vice President (2 year term): Boyd

2nd Vice President (2 year term): Nina

Secretary (2 year term): Brianne

Directors (10): Mark A, Ryan P, Brian D, Kary, Victor, Davinder,

Winner of 2019-2020 draw for free registration; Boyd Turnbull

Meeting Adjourned: 8:05 pm

Next Executive Meeting: May 7 at 7pm in Osoyoos.

REPORT PRESIDENT



MEETING DATE: April 2020

TO: Executive and Membership

FROM: Steve Robinson, President Report

SUBJECT: **President Report April 2020**

Hello everyone

I hope this note finds you well and you are all adjusting to the changes that surround us this spring.

I don't have a lot to report on that hasn't been shared in past meetings and e-mails.

2019-20 hockey season has been another successful season for the players, officials and timekeepers.

It takes a strong volunteer group to make these successes achievable for our members.

Thank you, board members, coaches, managers, tournament coordinators, parents and all for your outstanding volunteerism this season.

I look forward to seeing SOMHA's successes in the upcoming seasons.

All the best, Steve Robinson.

REPORT



SOMHA VICE PRESIDENT

MEETING DATE: April 22, 2020

TO: Executive and Membership

FROM: Nina Ruck, Second Vice President

SUBJECT: **Second Vice President Report**

This was my first year as SOMHA VP and it was for the most part a great year. I attended many OMAHA meetings this year and feel that SOMHA is doing a lot of things correctly. We have great players, managers, and coaches and it showed in how all our teams did this year. I commend all the volunteers that put in a ton of time and effort as things wouldn't happen without your help.

REPORT TREASURER



MEETING DATE: April 23, 2020

TO: Executive and Membership

FROM: Chris Hanson, Treasurer

SUBJECT: **SOMHA FINANCE REPORT**

SOMHA Finance Report

After what we thought was a pretty good year for the association, it was a difficult way to end the year. I have completed the books to the end of April 15th. Here are the highlights of the budget.

- 1) Total Registration budgeted came in on target. Which was good to see.
- 2) Total Tournament revenue was spot on as well. It helped having the extra Peewee T3/T4 Tournament since we lost the Atom Fiesta. Very disappointing to not have that fun tournament.
- 3) Expenses were down compared to budget. Development clinics were still well below budgeted amount. Hopefully next year we can get some more development set up. It is difficult when everyone is so busy during the year.
- 4) Coaching Certificates went over budget, which is a great sign for the Association. Hopefully we can get these new coaches to keep coaching in the future.
- 5) Officiating Certification also went over budget. There was a large group of new officials that signed up this year. Great to see the young kids officiating.
- 6) Officiating for Regular season and playoffs were very close to budget. We would have been over if the Atom Fiesta took place but we also hosted 2 Playoff tournaments.
- 7) There were no award night costs this year.
- 8) Since the Atom Fiesta was cancelled, there are shipping and other costs that need to be paid out for the Atom Fiesta tournament refunds. All Registration Fees were returned.

There are still expenses trickling in so the final financial position will change but it will not be material in nature. The Association is still in a good financial position. There may need to be some different budgeting practices put in place for next fiscal year with all the changes that are happening with Covid-19. I hope everyone stays safe.

SOMHA BUDGET 2019/20

FISCAL YEAR - JULY 1, 2019 - JUNE 30, 2020

REVENUE	2019-2020	Actual 2019-2020
REGISTRATION REVENUE		
COMBINED REGISTRATION	\$55,000	\$57,651
CARDING FEES	\$6,300	\$4,050
GAMING GRANT		
TOTAL REGISTRATION REVENUE	<u>\$61,300</u>	<u>\$61,701</u>
TOURNAMENT REVENUE		
STRIPE (TOURNAMENT ENTRIES)	\$80,000	\$77,981
ROOM ROSTER	\$0	\$1,912
PRE NOVICE TOURNAMENT	\$1,500	\$2,685
NOVICE TOURNAMENT	\$2,750	\$2,505
ATOM HOUSE TOURNAMENT	\$2,200	\$1,389
ATOM FIESTA	\$4,000	\$0
PEE WEE HOUSE TOURNAMENT	\$2,000	\$2,401
PEE WEE REP TOURNAMENT	\$2,000	\$792
BANTAM HOUSE TOURNAMENT	\$1,450	\$1,714
BANTAM REP TOURNAMENT	\$0	\$0
MIDGET HOUSE TOURNAMENT	\$900	\$2,083
MIDGET REP TOURNAMENT	\$0	\$0
TOTAL TOURNAMENT REVENUE	<u>\$96,800</u>	<u>\$93,462</u>
OTHER REVENUE		
BANK INTEREST	\$2,500	\$2,481
SPONSORSHIP / DONATIONS	\$10,000	\$5,350
FUNDRAISING REVENUE	\$0	\$2,050
PLAYOFF Revenue	\$3,700	\$7,949
ZONE TEAM REVENUE	\$0	\$2,040
TOTAL OTHER REVENUE	<u>\$16,200</u>	<u>\$19,870</u>
TOTAL REVENUE	<u>\$174,300</u>	<u>\$175,033</u>
EXPENSE		
GOALLINE ANNUAL LICENSE	\$0	\$55
PAYPAL EXPENSE		\$63
OFFICE EXPENSES	\$3,000	\$2,796
ADVERTISING	\$200	\$58
BANK CHARGES	\$100	\$59
PROGRAM TRAVEL	\$4,000	\$2,205
SPECIAL INSURANCE	\$250	

South Okanagan Minor Hockey
Income Statement 07/01/19 to 04/20/20

REVENUE**Registration Revenue**

Bank Interest Revenue	2,481.20	
Combined Registration Revenue	57,651.28	
Carding Fees	2,550.00	
Total Registration Revenue		<u>62,682.48</u>

Tournament Revenue

STRIPE- Combined Tourn Reg...	481.10	
Room Roster Revenue	1,912.00	
Atom Dev Skills Assessment	1,500.00	
Pee Wee Rep Tournament Nov...	17,250.00	
Pee Wee Rep Hosting Fee Rev...	792.38	
Pee Wee House Tournament N...	10,500.00	
Pee Wee House Hosting Fee R...	2,400.75	
Midget House Tournament Dec...	11,550.00	
Midget House Hosting Fee Rev...	2,082.75	
Atom House Tournament Jan 6-8	9,500.00	
Atom House Hosting Fee Reve...	1,389.45	
Pre-Novice Tournament Jan 14	5,850.00	
Pre-Novice Hosting Fee Reven...	2,685.00	
Bantam House Tournament Ja...	10,500.00	
Bantam House Hosting Fee Re...	1,713.77	
Novice Tournament March 3-5	12,350.00	
Novice Hosting Fee Revenue	2,505.00	
SOMHA Playoff Revenue	7,949.00	
Total Tournament Revenue		<u>102,911.20</u>
Sponsorship and Donations	650.00	
Program Sponsorship	4,700.00	
Fundraising Revenue	2,050.00	
Total Sponsorship and Donations		<u>7,400.00</u>
Zone Team Revenue		2,040.00
Total Revenue		<u>112,351.20</u>

TOTAL REVENUE175,033.68**EXPENSE****Registration Expenses**

Goalline Registration Expense	54.17
Goalline Annual Licensing Fee	0.65
Team Snap	1,511.61
Administrative Office Expenses	639.06
Association Advertising	185.75
Bank Charges	59.00
Program Travel	2,204.98
BC Hockey	12,022.95
OMAHA Membership Dues	2,932.90
Coaching Certifications	1,858.84
Officials Certifications	4,346.90
RIS Certifications	183.75
Development Clinic Expenses	3,262.00

Printed On: 04/21/20

South Okanagan Minor Hockey
Income Statement 07/01/19 to 04/20/20

Ice- Regular Season Oliver	33,650.62	
Ice- Regular Season Osoyoos	31,843.67	
Refs Regular Season	10,500.00	
Refs Tournaments	18,846.00	
Referee in Chief	2,645.40	
Time Keepers Regular Season ...	10,552.00	
Non-Parent Coaching Fees	2,000.00	
Association Player Socks	4,694.76	
Association Blank Pucks	492.09	
Tournament Expenses	3,702.72	
Scholarship Payouts	1,500.00	
Tournament Medals and MVP ...	6,360.48	
Photography	1,724.80	
Playoff Fee Expense	3,485.00	
Tiering Tournament Expenses	1,200.00	
Purchases	2,450.71	
General & Administrative Expe...		164,910.81
Total Expenses		<u>164,910.81</u>
TOTAL EXPENSE		<u>164,910.81</u>
NET INCOME		<u><u>10,122.87</u></u>

**South Okanagan Minor Hockey
Balance Sheet As at 04/20/20**

ASSET

Current Assets

OCU Credit Union Gaming Acc...	1,028.00	
OCU Credit Union Provincial A...	14,625.42	
Interior Savings Chequing Acc...	104,946.11	
Interior Savings Term Deposit	104,382.76	
Term Deposit - Provincial	13,000.00	
Term Deposit Interior Savings	15,547.56	
OCU Membership Shares	88.00	
OUC Membership Shares Gam...	55.00	
Interior Savings Membership	361.64	
Paypal Holding Account	1,912.00	
Bank Totals		255,946.49
Equipment	7,044.42	
Jerseys	21,572.44	
Total Equipment		28,616.86
Accounts Receivable	2,040.00	
Total Receivable		2,040.00
Total Current Assets		286,603.35
TOTAL ASSET		286,603.35

LIABILITY

Current Liabilities

Accounts Payable	730.40	
Total Wages Payable		730.40
Total Current Liabilities		730.40
TOTAL LIABILITY		730.40

EQUITY

Retained Earnings

Retained Earnings - Previous Y...	275,750.08	
Current Earnings	10,122.87	
Total Equity		285,872.95
TOTAL EQUITY		285,872.95

LIABILITIES AND EQUITY

286,603.35

BC HOCKEY	\$13,000	\$11,419
OMAHA MEMBERSHIP DUES	\$3,200	\$2,684
COACHING CERTIFICATION	\$1,600	\$1,859
OFFICIALS CERTIFICATION	\$4,000	\$4,347
RIS CERTIFICATIONS	\$2,000	\$184
DEVELOPMENT CLINICS	\$10,000	\$3,262
ICE - OLIVER	\$30,000	\$33,651
ICE - OSOYOOS	\$35,000	\$31,844
REFS - REGULAR SEASON	\$11,000	\$10,500
REFS - TOURNAMENTS	\$19,000	\$18,846
REFEREE IN CHIEF	\$3,000	\$2,645
TIME KEEPERS	\$12,000	\$10,552
REP EVALUATOR FEES	\$1,000	\$0
NON-PARENT COACHING FEES	\$3,000	\$2,000
RINK SIGNAGE	\$750	\$128
SPONSORSHIP EXPENSES	\$1,000	\$0
PLAYER SOCKS	\$5,000	\$4,695
PUCKS	\$1,500	\$492
JERSEYS	\$5,000	\$3,041
EQUIPMENT	\$1,100	\$1,008
TOURNAMENT ADVANCES	\$0	
TOURNAMENT EXPENSES	\$6,000	\$3,703
SCHOLARSHIPS	\$5,000	\$1,500
FIRST GOAL TROPHIES	\$600	
AWARDS NIGHT	\$5,000	\$0
TOURNAMENT MEDALS / MVPS	\$10,000	\$6,360
PHOTOGRAPHY	\$2,000	\$1,752
TEAM SNAP	\$0	\$1,512
PROVINCIAL DONATION	\$10,000	\$0
MISCELLENEOUS	\$800	\$1,693
FREIGHT EXPENSE		\$0
TOTAL EXPENSES	<u>\$209,100</u>	<u>\$164,911.24</u>
NET INCOME (LOSS)	<u>-\$34,800</u>	<u>\$10,122</u>

REPORT



SOMHA REGISTRAR

MEETING DATE: April 22, 2020

TO: Executive and Membership

FROM: Mark Antonello, SOMHA Registrar

SUBJECT: Registrar Report – 2019-20 Season

Prenovice - 25 players were on one roster, but teams were divided

Novice - 20 players on one roster, divided in to 2 teams of 10. There were 3 prenovice affiliates that played in some novice games this year. 1 player from Boundary on Residential Waiver

Atom Recreation - 16 players rostered plus 2 Novice players affiliated. 1 player from Boundary on Residential Waiver

Atom Development - 15 players rostered plus 2 Atom recreation players affiliated. 3 players on Residential Waiver from Boundary

Pee Wee Rec 1 - 17 players rostered plus 1 Atom Dev goalie affiliated. 1 player from Boundary on Residential Waiver

Pee Wee Rec 2 - 16 players rostered plus 1 Atom recreation goalie and 2 Atom Dev players affiliated.

Pee Wee Rep - 17 players roster plus 2 Atom Dev players, 1 Atom Dev goalie and 1 Pee Wee rec player affiliated. 5 players from Princeton and 1 from Grand Forks on Residential Waiver .

Bantam Recreation - 17 players rostered, including 3 female players that were dual rostered with Penticton. 1 Pee Wee Rec goalie, 1 Pee Wee Rec player, 3 Pee Wee Rep players affiliated.

Midget Rec - 20 players rostered plus 1 Bantam Rec player affiliated. 3 players from Princeton on Residential Waiver

REPORT SOMHA ICE AMBASSADOR



MEETING DATE: April 23, 2020 - AGM

TO: Executive and Membership

FROM: Brianne Hillson, Ice Ambassador

SUBJECT: **Ice Ambassador Report for the 2019- 2020 Season**

Pre-Season

Mon Aug 26th – Thurs Aug 29th
3:45 – 5:00 pm Atom Conditioning
5:15 – 6:30 pm Peewee Conditioning 1
6:45 – 8:00 pm Peewee Conditioning 2
8:15 – 9:30 pm Bantam and Midget Conditioning Camp

Try-Out Schedule-

Tues Sept 3rd – Thurs Sept 5th – Without Midget Rep
4:30 – 5:45 pm Atom Transition Ice
6:00 – 7:15 pm Pee Wee Group 1
7:30 – 8:45 pm Peewee Group 2

Tues Sept 3rd – Thurs Sept 5th –
4:00 – 5:00 pm Atom Transition Ice
5:15 – 6:30 pm Pee Wee Group 1
6:45 – 8:00 pm Pee Wee Group 2

Atom Dev Tryouts

Wed. Sept 11 4:30 – 5:30 pm
Fri. Sept 13 6:30 – 7:30 pm
Sat. Sept 14 – 11:30 am – 12:30 pm

Attended the Following OMAHA Meetings:

Rep Scheduling Meetings: Oct 5th in Vernon
Rec Scheduling Meetings: Oct 19th in Kelowna

League play began:
Rep including Atom Dev– Oct 19th
Rec – October 25th

All teams started practicing September 9th in Osoyoos and started practicing in Oliver on September 16th once the arena opened.

Referee Clinic was held on Sunday, October 6th

Breakdown of Ice Usage:

Team	Weekend Practice	Games	Weekday Practice Missed	Friday Practice Picked Up
Pre Novice #1	2	8	2	
Pre Novice #2	2	6	2	
Novice #1	3	9	4	
Novice #2	1	6	4	
Atom Rec	2	10	5	1
Atom Dev	1	6	5	1
Pewee Rec #1		10	4	1
Pewee Rep #2		10	4	
Pewee Rep T3	1	10	1	1
Bantam Rec		9	3	2
Midget Rec	1	8		
Zones		1		
Female	5	3		1
Clinic Ice				3

Tournaments

- All divisions hosted tournaments.
- SOMHA hosted the Pee wee Rep Tier 3 Playoff Tournament held on February 28 – March 1, 2020 and the Pee wee Rec playoffs March 6-8th
- Will need to look at moving some tournaments to work the Senior Officials.

Zone Teams

- Zones used ice in Oliver on Tuesdays from 8:15 – 9:30 pm and alternated between the Bantam and Midget teams.

Misc

- SOMHA hosted two games for Penticton Minor Hockey: Bantam Female Rep and Pee wee Rec.

Rates:

- Town of Oliver increased their rates for the next 4 years to align with the Town of Osoyoos
- The Town of Osoyoos increases their rates with the CPI Index

REPORT PRESIDENT



MEETING DATE: April 23, 2020

TO: Executive and Membership

FROM: Victor Costa, Risk Manager Report

SUBJECT: **Risk Manager Report April**

Well it seems we had a pretty good year in total. All safety people did what was required and kid's safety was number one. We all know Hockey is fast and has it potential for injury but all in all another great year.

REPORT PRESIDENT



MEETING DATE: April 23, 2020

TO: Executive and Membership

FROM: Victor Costa, Pre-Novice Report

SUBJECT: **Pre-Novice Report June**

Pre-Novice

Overall was a good season with a few frustrating moments at the beginning of the season but there was no place to go but up for these kids. There were some parents and kids that really took to hockey which was a great thing to see. I like to mention that coaches did a fantastic job with all the kids willing and wanting to enjoy the game of hockey.

Moving forward there are some ideas if possible to maybe have some 4 year old somehow vetted, to see if kids can skate and listen and be good candidates to play. Maybe thinking about the Cherry bud program to get some kids skating and showing more interest in the game possible or even encourage public skating with these young kids. Another issue would be information for first time hockey Parents.

In Conclusion it was a good season with all.

REPORT PRESIDENT



MEETING DATE: April 23, 2020

TO: Executive and Membership

FROM: Victor Costa, Novice Report

SUBJECT: **Novice Report April**

Novice

The Season for the Novice level went very well. There was a great group of Coaches and support of (Asst. Coach's) & (Managers) that where invaluable. Coaching staff did a lot of cross ice mini games during practices for close quarters, but when playing on a larger 2/3 surface and 5 on 5 for games allowed the kids to stretch their legs and get up to speed. It also allowed coaching staff to start to teach kids on playing the game of hockey. There was plenty of time on individual skills, but the kids and coaches got the most enjoyment of learning to use their teammates, finding open space, how to cycle and fore check and covering for one another in their own end. By teaching these systems, the kids got away from the swarm of bees. It also enabled the weaker players to be more included, as they began to understand that in order to be a successful team, and to have individual's success, they had to play like a team and use each other. They got more touches of the puck by knowing where the puck was going to go, or where teammates would move it to. This allowed them to get there first, giving them time and space to make plays with the puck and helped them feel included in the team effort.

After all it was still very successful season by all coaches and kids.

REPORT ATOM DIRECTOR



MEETING DATE: April 23, 2020

TO: Executive and Membership

FROM: Kary Steele, Atom Director

SUBJECT: **2019-20 Atom Season Summary**

SOMHA fielded two Atom teams for the 2019/2020 season: one Development coached by Jason Bartch and the other in Recreation coached by Tuson Pearle.

The development team was extremely successful during their season and was the strongest team in their division going in to the final tournament. Unfortunately, due to COVID-19 the Atom Fiesta tournament did not happen which is quite a loss for the kids, coaches, parents, and other teams.

The Atom Rec team continued to build throughout their season and placed third in their final tournament. The kids on both teams appeared to have fun and all gained a ton of new skills and experience for next year.

Kary Steele, ATOM Director

REPORT PEEWEE DIRECTOR



MEETING DATE: April 2020

TO: Executive and Membership

FROM: Steve Robinson, Pee Wee Director

SUBJECT: **Pee Wee Director Report April 2020**

Hello

2019-20 PeeWee season was a real success!

Unfortunately, the PeeWee recreation championships and PeeWee T3 Provincials were cancelled this season due to COVID-19. SOMHA had all three PeeWee teams qualify for their respective events. I feel for the players that were looking forward to the tournaments and hope the players can earn a chance to compete again next season.

Overall a very successful season for the PeeWee group of kids. In my honest opinion, this reflects dedication, positive, competitive attitudes from the players, parents, coaches on and off the ice.

All the best,

Steve Robinson, PeeWee director.

REPORT BANTAM AND MIDGET



MEETING DATE: April 23, 2020

TO: Executive and Membership

FROM: Brian Dragseth, Bantam & Midget Director

SUBJECT: **Bantam/Midget Report**

We could not ice a rep team in either division allowing players to move to Penticton.

The players that stayed with SOMHA made our house teams more competitive than teams in the past.

The Bantam Team made playoffs and did well.

The Midget team did not make playoffs but had many competitive games both in league and tournament.

REPORT TOURNAMENT DIRECTOR



MEETING DATE: April 23, 2020

TO: Executive and Membership

FROM: Brittny Vieira, Tournament Director

SUBJECT: **TOURNAMENT REPORT**

Peewee Rep Tier ¾	Nov. 15-17	12 teams - FULL - high interest
Midget Rec	Nov 29-Dec 1	12 teams - FULL - high interest
Peewee Rep Tier ¾	Dec 6-8	9/12 teams - difficult to fill
Atom Rec	Jan 3-5	12 teams - FULL - high interest
Bantam Rec	Jan 17-19	12 teams - FULL - high interest
Novice	Feb 1-3	16 teams - FULL - high interest
Prenovice	Feb 8/9	11/12 teams
Atom Fiesta(cancelled due to Covid)	Mar 13-15	16 teams - FULL - high interest

Tournaments were successful. Thankful for all the tournament coordinators, referees, volunteers, coaches/teams, staff members and strong community support.

Payment method was difficult with the Cheque only method, alternative payment methods were being explored.

Was a difficult situation for Atom dev team with the sudden cancellation due to CoVid and arranging refunds for American teams and raffle baskets.

Unsure what BC Hockey plan will be for 2020/2021 season, but if moves forward just wanted to note difficult situation if future tournaments are cancelled last minute.

REPORT



TROPHIES AND AWARDS

MEETING DATE: April 22, 2020

TO: Executive and Membership

FROM: Nina Ruck, Second Vice President

SUBJECT: **TROPHIES AND AWARDS**

This year I kept the same ideas for awards for our trophies as the previous year. For MVP we purchased long socks and tape pouches for Heart and Hustle. These went to all our SOMHA tournaments Atom up to Midget. From what I heard they were well received, and I got a lot of great feedback.

I also ordered medals (Gold, Silver and Bronze) for all our tournaments Atom up and I also ordered participation SOMHA logo medals for pre-novice and novice.

I would coordinate drop off and pre-count prizes with all tournament coordinators and I feel that seemed to work well and they appreciated having the prizes separated and dropped off at each rink. As for SOMHA Awards, they have all been ordered and will be ready to go when we are able to have a ceremony. The awards are the same as the previous year and hope to be giving those out in the near future.

REPORT FEMALE



MEETING DATE: April 23, 2020

TO: Executive and Membership

FROM: Boyd Turnbull, Female Director

SUBJECT: **Female Report**

This year we had female players in every division with the largest concentration at the PeeWee age group. This large group at PeeWee was able to form an all-female tournament team that played many exhibition games and participated in Wickfest.

The Casorso family was instrumental at promoting and recruiting new hockey players and players from Princeton that to made this team viable.

Moving forward it would be advised to attempt to create a female bantam house team.

REPORT

Programs and Sponsorship



MEETING DATE: April 20, 2020

TO: Executive and Membership

FROM: Amy Robinson

SUBJECT: **Programs and Sponsorship Report**

Thank you for the opportunity to see what the Program and Sponsorship job entails. I would like to take this time to advise that I will not be continuing and thumb drive with all the files on it with Steve. When you find a replacement please let them know they can contact me at any time for questions. I will be happy to help

Programs and hotel sponsorship was a big project for an already volunteer group. I believe it has been harder to get donations this past hockey season and with COVID-19 be prepared for creative thinking for the upcoming hockey season for program, hotel sponsorship and other donations.

I have attached the costs for program creation. I did get quotes from a local business but the cost was over \$2000 more.

The program was done in color this year and it was well received. With the new hotel sponsorship program, it was nice to have the ads in color.

All the hotels were emailed to inquire who would like to participate in this new sponsorship program. Only 4 hotels got back to me. The hotels that I spoke with were happy that we were moving away from the middleman of room roster and were happy to participate with us.

We were on track for a successful year with the hotel sponsorship program. Most of the teams stayed at one of the 4 hotels. We were waiting for the Atom Fiesta to finish to receive the funds from each hotel. COVID-19 has hit and we have not contacted the hotels now.

The board needs to decide if we will pursue the funds that we had negotiated.

For you reference:

- We negotiated each hotel would give us 10% per room booked pre tax.
- 9 hotel stays for each of the tournament raffle tables.
- Full page colored ad in the program at a discounted cost of \$400 each. The hotels did not want any other hotel to be able to advertise as they were not supporting the sponsorship program as they were giving back to SOMHA and not the other hotels.

Estimation of funds we could receive for 2019/2020

9 tournaments

12 teams per tournament averaged with approx. 12 families per team.

if the hotels charged \$109.99 per room, we would get \$11 per room (hotels were not mandated to charge a specific fee, it was up to them what they charged per room).

If $\frac{1}{4}$ of the teams booked with one of the four hotels, then we would receive \$4752.

If $\frac{1}{2}$ of the team's book with one of the four hotels, then we would receive \$7128.

If 12 teams booked with one of the four hotels, then we would receive \$14256.

The four hotels that were part of the program this year were:

Spirit Ridge

Watermark

Walnut Beach

Coast Hotel (Osoyoos and Oliver)

Watermark went above and beyond this year as a sponsorship. They upgraded the coaches to nicer rooms; they were working with managers in case they wanted a movie night in house or if they wanted a buffet dinner.

The hotel sponsorship is a great program and will keep bringing in money especially when you have the top 6 hotels on board. There is room for improvement and working with the hotels to provide added options for SOMHA.

Destination Osoyoos would like to work with SOMHA to find ways to promote our tournaments. They would even like to purchase the medals and have one of their staff present them at the end of the tournaments so we can then promote SOMHA more. This is something to look at next year.

I had some businesses make some suggestions that I said I would pass on:

- Not advertising in a program but on the SOMHA website.
- Having only one person come to each business to ask for donations.
- Businesses giving more of a discount on items than giving something away free for all 9 tournaments.
- Businesses can not manage to donate to every different event that comes around from SOMHA to Grad fundraising so they are having to be choosier and with COVID-19 this could be even more difficult.

SOMHA may have to inquire about getting donations from the ELKS club or the Town of Osoyoos to help cover the funds that we have been receiving from making the programs from sponsors.

The ELKS club of Osoyoos and Oliver both have a mandate to support organizations that have both girls and boys in it. They cannot sponsor one team if it is not mixed. This is like

the Parent Advisory Councils or our schools. They can only make purchases that support ALL the students.

Included in this report is:

the Instructions for Program and Sponsorships,
Invoice from Aurora Print,
Spreadsheet of totals collected and paid.

Sincerely,

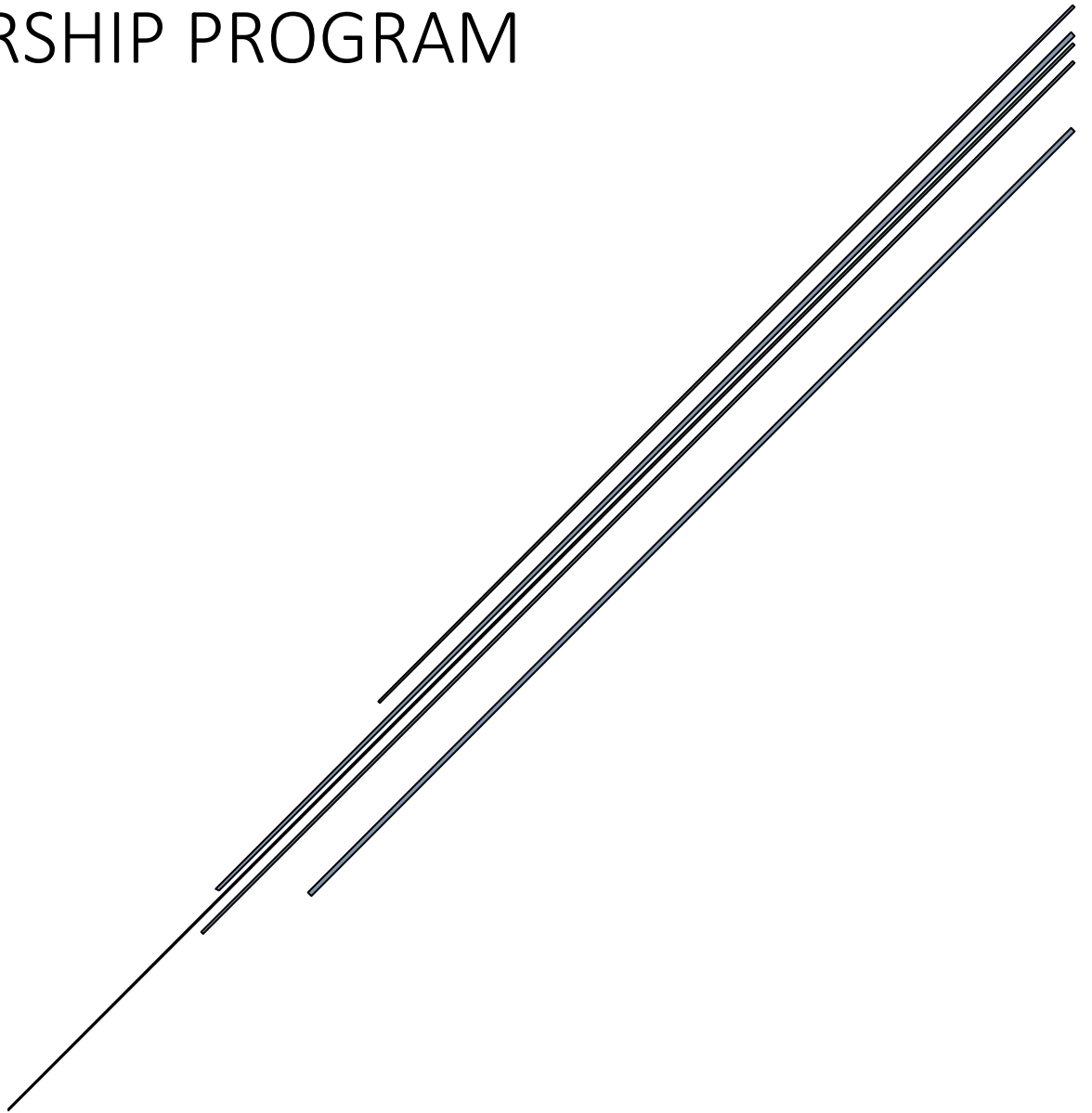
A handwritten signature in black ink that reads "Amy Robinson". The signature is written in a cursive style with a long horizontal flourish at the end.

Amy Robinson



SPONSORSHIP PROGRAM

A QUICK GUIDE



Job description and costs for Sponsorship program

1. Sponsors for the program

Program pages charged to business

Full page in color	\$500
½ page in color	\$250
1/3 page in color	\$175
¼ page in color	\$100

1000 programs were printed

SOMHA Midget Recreation (Nov 29 - Dec 1, 2019)	Did not use
SOMHA Pee Wee Rep T2 (Dec 6 - 8, 2019_)	125
SOMHA Pee Wee Recreation (Nov 22 - 24, 2019)	125
SOMHA Pee Wee Rep T3 & T4 (Nov 15 - 17, 2019)	125
SOMHA Atom Recreation (Jan 3 - 5, 2020)	125
SOMHA Bantam Recreation (Jan 17 - 19, 2020)	125
SOMHA Novice (Jan 31 - Feb 2, 2020)	125
SOMHA Pre Novice (Feb 8 - 9, 2020)	125
Atom Fiesta (Mar 13 - 15, 2020)	150

There were extra programs through out the season were shared between teams.

All leftover programs were left at the Oliver or Osoyoos rink or given to the next tournament coordinator.

Aurora Printing in Penticton was the printers that was used. www.auroraprint.ca

Sherry Jonson was amazing for helping with program sherry@auroraprint.ca

Cost for 2019/2020 year

Program was done in full color for better clarity of business promotions at a cost of \$3702.72

Got quotes from Munday Media cost was over \$5000 for color.

Organize the program

Send to printers

Pick up and distribute the programs through out the year

Send out invoices and send out reminders of invoices due

2. Solicit sponsors for the jerseys

New jersey sponsor	\$350
Returning jersey sponsor	\$250

Name bars are ordered thru Sherwood trophies in Penticton

Sherry is my contact and has been so helpful this year

sales@sherwoodsports.ca

The cost for 1 name bar is \$24.00 plus taxes. (26.88)

Continue through out the year ordering and organizing if sponsor bars are needed

- Tim Hortons does not pay association for money as they provide the jerseys and someone else looks after that

Create Invoices

Send out invoices and send out reminders of invoices due

Co-ordinate with Treasurer or Secretary about Cheques being received in the mail.

Team photos with Jersey sponsor names on it sent to photographer Deliver to businesses who have supported the program

Put up the team photos in the arena – Thank you Nina for looking after this

**3. New this year - Hotel sponsorship program
(replaces the team booking we used to use and gets rid of the middleman)
The hotels appreciate the direct contact**

2019/20 year we only had 4 hotels participate to see how the program would go. No team was penalized for staying at the any other hotel for the 2019/20 next year this needs to be reviewed.

Watermark Beach Hotel and Resort
Spirit Ridge – Hyatt
Walnut Beach Resort
Coast Hotel – Oliver and Osoyoos

Holiday Inn and Best Western would like to be added to the list of Hotel sponsorship's

Details to being part of the hotel sponsorship program

The 4 hotels were the only hotels in the program, and they purchased a full-page colored ad at a discounted rate \$400.
Would like to see the website organized so that the hotel sponsors get an exclusive spot and links to their website pages.
Hotels sponsors are paying the association 10% of their pre-tax sales on each room associated with the tournaments in town.
They provided raffle prizes of a hotel stay for each of the tournament weekends. (hard to do when we had other parents approaching because they advised they could get a better package on their own)

Destination Osoyoos would like to be part of the hockey tournament they provided the start of a coach's package. – would like to work with them to create a more detailed package

Destination provided gift certificates to the association for prizes for the contest the Destination was having. It was not that successful. – would like to work with them to make this successful. DO was providing \$100 gift certificates for BP to buy pizza for the winning team.

4. The website

I didn't have the time to organize the sponsorships like they should have been. I would be happy to help with that for the upcoming year.



Oliver and Osoyoos

Dear Byron,

Invoice for the SOMHA Program Ad 2019/2020

The programs have been printed and the first tournament is coming up. South Okanagan Minor Hockey Association would like to thank you for your continued support.

This year your full-page color Ad on the back page is \$500

If you could mail the payment to SOMHA Box 122 Osoyoos BC V0H1V0

and make the cheque payable to SOMHA.

If you have any questions, please feel free to contact me at 250.462.6773 or email me at braces@telus.net

Thank you for your continued support.

Sincerely,

Amy Robinson

Amy Robinson
SOMHA Sponsorship Coordinator

SOMHA
Program Opportunities
2019-2020

Name	Ad	Amount for Ad	Jerseys	Total	2019 Paid	Contact	Email	Contact name
A&W Restaurants Osoyoos and Oliver	full page - BACK	500.00		500.00		Byron Gliege	bgliege@telus.net	YES - Same as last year update coupons Back Page
Boston Pizza Osoyoos	full page - CENTRE	500.00	350.00	850.00		Amy Barscht	lemiskie@bostonpizza.com	YES - New aad supplied. Middle Page
Buy Low Foods	full page	500.00		500.00		Brian Fry	brian_fry@buy-low.com	YES - Same as last year
Coast Hotel	Full page	400.00		400.00	Paid	Jackie Frederick	jfrederick@destinationosoyoos.com	New
Dairy Queen	1/3 page	200.00		200.00	Paid	Caron or Rob Keens	dairyqueen27155@gmail.com	New Ad
Jo Jo's Café	1/6 page	85.00		85.00	Paid	Joanne	ken.jo@telus.net	smaller
Levia Wellness Spa	1/6 page	85.00		85.00	Paid		contact@leviawellnessspa.com	smaller
McDonald's	1/3 page	200.00	750.00	950.00	Paid	Jim Knowles	mogo51_10@hotmail.com/jknowlesmcd@shaw.ca	YES - Same as last year
Osoyoos Credit Union	1/3 page and Jersey	175.00	250.00	425.00	Paid	Adrienne Renaud	contact@ocubc.com/adrienne@hiilite.com	Yes - Same as Last Year
Osoyoos Elks Lodge	NO AD just Jerseys		250.00	250.00	Paid	Kenneth	kenthi@eastlink.ca	Ken Thibault
Osoyoos Golf Club	1/2 page	300.00		300.00	Paid	Audrey McCulloch	info@golfosoyoos.com	Yes - new art
Osoyoos Home Hardware	FULL Page	500.00		500.00		Carla	hardwarecarla@gmail.com	Middle of program. New Color
Pharmasave Osoyoos	NO AD jerseys		250.00	250.00	Paid	Jocelyn	jkirs@pharmasave011.com	YES - Same as last year
Sherwood Sports	full	500.00		500.00	Paid	Kerry	kerry@sherwoodsports.ca	NEW - Ad coming
Shopper Drug Mart	1/3page	200.00		200.00	Paid	Stephen	asdm262@shoppersdrugmart.ca	New Optimun Card Logo
Spirit Ridge	Full page	400.00		400.00	Paid	Shantell	shantell@spirtridge.ca	Yes - Waiting on new ad
Subway Osoyoos and Oliver	1/3 page	175.00		175.00	Paid	Mark MacDonald	sandwichman@telus.net	Yes - same as last year
Wakepilot Watersports Rentals and Charters	NO AD jerseys		250.00	250.00	Paid	Rob Rausch	Rob.Rausch@wakepilot.com	
Walnut Beach Resort	full	400.00		400.00	paid	Don Brogan	dbrogan@walnutbeachresort.com	Yes - same as last year
Watermark Beach Resort Hotel	full	400.00	250.00	650.00	Paid	Raelynn	rhiebert@watermarkbeachresort.com	Yes - New Ad
Westland Insurance Group	NO AD jerseys		250.00	250.00	Paid	Whitney	marketing@westlandinsurance.ca	NO AD - Jersey
		7,415.00	2,850.00	10,265.00				
				10,265.00				

Cost for printing in color - Aurora Print
Total profit

\$3,702.72

\$6,562.28

These are the amounts of sales from previous years

2018	2017 PAID	2016 PAID	2015 PAID	2014 PAID	2013 PAID
10,855.00	9,980.00	8,670.00	7,165.00	5,525.00	

This total does not include the cost for printing. I do not have that figure.



AURORA PRINT SOLUTIONS®

#102 - 380 Okanagan Ave. East
Penticton, BC V2A 8N3
Tel: 778-476-7226
Fax: 778-476-7228
service@auroraprint.ca

Invoice	
No: 48732	Date: 11/07/19

Amy Robinson
South Okanagan Minor Hockey
Osoyoos BC

SHIP TO:

South Okanagan Minor Hockey
Osoyoos BC

Acct.No	Ordered by	Phone	P.O. No	Prepared by	Sales Rep	Ship By
9746	Amy Robinson		Amy Robinson	Sherry	Sherry	Pickup
Quantity	Description					Price
	SOMH Tournament Program - 24 pages					
1,000	Booklets - SOMH Programs - cover					706.08
1,000	Booklets - SOHM Programs - inside pages					2,599.92
					Subtotal	3,306.00
					Shipping	0.00
					Postage	0.00
					PST	231.42
					GST	165.30
					TOTAL	3,702.72
					Paid	0.00
					BALANCE	3,702.72
						C.O.D.
					GST# 136975356RT Past due accounts will be assessed a service charge of 1.5%/Mth (19.56% P.A.) Received by _____ Date _____	

Please pay from this invoice - Thank you for your business!