

# Innisfail Minor Lacrosse Association

Board Meeting Minutes, Monday, January 6, 2025 18:30 HRS
Innisfail Arena

## **Attendees**

Kari Flaws, President ABSENT Greg Nelson, Vice-President Meghan Themig, Secretary Lindsay Taylor, Treasurer Amber Philip, Registrar Shelby Mackie, Director of Scheduling Ryan Philip, Director of Discipline Steve Mackie, Director of Equipment
Nate Justice, Director of Player/Coach
Development
Stacie Wadin, Director of Tournaments
Patrick Teskey, Director of Public Relations &
Fundraising
Stacey Mackie, Mavericks Representative
ABSENT

## 1. Call to Order

1.1. Meeting called to order at 6:35 P.M. by Greg Nelson.

# 2. Reading & Approval of Previous Minutes

Motion to approve previous minutes by Ryan Philip.
Seconded by Stacie Wadin. None opposed. Motion carried.

# 3. Business Arising From Previous Minutes

3.1. Bylaws update.

# 4. Additions & Approval of the Agenda

Motion to approve Agenda by Stacie Wadin.

Seconded by Amber Philip. None opposed. Motion carried.

# 5. Reports of Board Members

## 5.1. President Report - Kari Flaws (absent from meeting)

5.1.1. Waiting on the response from the Government of Alberta Societies department on the direct email address for our bylaws to be sent to review prior to presenting to our membership.

## 5.2. Vice-President Report - Greg Nelson

5.2.1. No report.

## 5.3. Treasurer Report - Lindsay Taylor

5.3.1. As follows:

	Last Year Early Bird	Last Year Regular	ALA 23/24	ALA 24/25	ALA Increase	This year Early Bird	This Year Regular	Sports Pay Fees 2.5%	
U7	\$110.00	\$130.00	\$42.50	\$42.50	0	\$110.00	\$130.00	\$2.75	\$3.25
U9	\$130.00	\$150.00	\$54.50	\$60.00	-\$5.50	\$220.00	\$240.00	\$5.50	\$6.00
U1 1	\$310.00	\$360.00	\$54.50	\$60.00	-\$5.50	\$320.00	\$360.00	\$8.00	\$9.00
U1 3	\$350.00	\$410.00	\$60.25	\$66.00	-\$5.75	\$360.00	\$410.00	\$9.00	\$10.2 5
U1 5	\$390.00	\$455.00	\$60.25	\$70.00	-\$9.75	\$400.00	\$455.00	\$10.00	\$11.3 8
U1 7	\$390.00	\$455.00	\$60.25	\$70.00	-\$9.75	\$400.00	\$455.00	\$10.00	\$11.3 8
		Manager	\$24.25	\$26.00	-\$1.75				
		Coach	\$32.75	\$37.00	-\$4.25				
		Trainers	\$24.25	\$26.00	-\$1.75				
		Board Members	\$24.25	\$26.00	-\$1.75				

Date					Details
Jan 5, 2025	Interac e-Transfer Out - ALA	\$145.00		\$117,316.7 4	AGM Attendance fee
Dec 10, 2024	Interac e-Transfer Out - Kiwita Salt	\$493.50		\$117,461.7 4	U11 End of year party
Dec 10, 2024	Interac e-Transfer Out - Kari Flaws	\$696.08		\$117,955.2 4	AGM Hotels
	Interac e-Transfer Out - Suds Station Carwash	\$277.16		\$118,651.3 2	Wash Equipment
Dec 10, 2024	Interac e-Transfer Out - ALA	\$300.00			Tournament Registration fee
	Service Charge - Interac e-Transfer Reversal	-\$5.00		\$119,228.4 8	
Dec 10, 2024	Interac e-Transfer Reversal		\$150.0 0		Tournament etransfer
	Service Charge - Interac e-Transfer Reversal	-\$5.00		\$119,083.4 8	
Dec 10, 2024	Interac e-Transfer Reversal		\$150.0 0		Tournament etransfer
Dec 1, 2024	Interac e-Transfer Out - ALA	\$258.75		\$118,938.4 8	ALA Game Sheets
Dec 1, 2024	Interac e-Transfer Out - Mavericks	\$497.50		\$119,197.2 3	Mavericks 50/50 transfer

**Annual Budget** 2024-2025 **Innisfail Minor Lacrosse Association** For 2025 Budget with actual costs of 2024. Setting out a plan for the 2024 season. **Estimated** Actual Differenc Actio 2025 (2024)Income е n 27,572.5 \$ 27,572.57 Casino Income \$ 10,000.00 Raffle Income \$ 17,031.26 7,031.26 Floor Reimbursement \$ 2,500.00 \$ 2,500.00 0.00 Fundraising \$ 2,500.00 \$5,552.00 3,052.00 Registrations \$ 35,000.00 \$41,415.00 6,415.00 Tournament Registration \$ -\$ -0.00 SOS Income \$ 15,000.00 \$ 16,445.55 1,445.55 TOTT Income \$ 958.00 958.00 \$ -\$ 3,200.00 \$ 2,000.00 1,200.00 Sponsorship **\$ 10,000.00 | \$ 18,446.00 | 8,446.00** Concession Income Cash On Hand November 1, 2024 \$ 122,694.97 \$ 77,000.00 133,120.38 **Total Income** Estimated Differenc Actio Actual 2025 (2024)**Expenses** Advertising \$ 250.00 \$ 210.49 (39.51)(4,249.50)\$ 14,400.00 ALA Fees \$ 10,150.50 \$8,000.00 Official Fees \$7,724.02 (275.98)(2,850.00)Floor Rental \$ 25,000.00 \$ 22,150.00 **Equipment Purchases** \$ 5,000.00 \$ 7,426.06 2,426.06 **Equipment Repairs** \$ 200.00 \$ 52.50 (147.50) **RAMP Fees** \$ 1,500.00 \$1,312.00 (188.00) Office Expenses \$ 500.00 \$ 584.57 84.57 Postage and post box rental \$ 350.00 \$ 287.04 (62.96)Other Rental (Try It Night) \$ 400.00 \$ 147.00 (253.00) Photography \$ 2,500.00 \$2,369.00 (131.00)SOS Expenses \$ 178.61 178.61 TOTT Expenses \$1,424.12 1,424.12 (1,500.00)\$ 9,000.00 \$7,500.00 Tournament Registration Fee Coach/ Trainer Development \$ 1,000.00 \$ 760.00 (240.00)\$ 500.00 Meeting Travel \$ 402.80 (97.20)\$ 250.00 Game Sheets \$ 186.31 (63.69)Jersey Name Bars \$ 1,500.00 \$ 1,286.25 (213.75)(215.18 Concession Expenses \$3,000.00 \$ 2,784.82 Fundraising Expenses \$ 1,500.00 \$ 1,505.31 5.31 Coach/Trainer Apparel \$ 2,000.00 \$1,890.00 (110.00)(5,000.00 \$5,000.00 Participant Apparel \$ 81,850.00 \$ 70,331.40 Total Expenses Projected Income \$77,000.00 Projected Costs \$ 81,850.00 Difference \$ (4.850.00) Current Cash \$ 122,694.97

\$ 117,844.97

Projected Funds Available

- 5.4. Secretary Report Meghan Themig
  - 5.4.1. No report.
- 5.5. Registrar Report Amber Philip
  - 5.5.1. No report.
- 5.6. Director of Scheduling Report Shelby Mackie
  - 5.6.1. Discussion: U18 hockey didn't get provincials, ice in Innisfail will be coming off earlier. Floor time is still up in the air, will be between Innisfail arena and St. Marguerite Bourgeoys Catholic School.
- ❖ E-Motion for the following dates and times to be the schedule for the beginning of the 2025 season by Shelby Mackie.

Seconded by Steve Mackie. None opposed. Motion carried.

## 2025 Schedule St. Marguerite floor times March 3rd, 2025 - unknown

\*\* schedule is subject to change pending how many teams each level IMLA declares\*\*

\*\*schedule is subject to change pending on floor times from St. Marguerite and Arena\*\*

7:15 pm- 8:45 pm ~ U17

Monday	luesdays
5:30 pm- 6:15 pm ~ U7	5:30 pm - 6:15 pm ~ U9
6:15 pm - 7:15 pm ~ U11	6:15 pm - 7:45 pm ~ U13
7:15 pm - 8:15 pm ~ U15	7:45 pm- 8:45 pm ~ U17
Wednesday	Thursdays
5:30 pm - 6:30pm ~ U11	5:30 pm - 6:15 pm ~ U9
6:30 pm- 7:00 pm ~ Open	6:15 pm - 7:15 pm ~ U13

- 5.7. Director of Player/Coach Development Report Nate Justice
  - 5.7.1. No report.
- 5.8. Director of Discipline Report Ryan Philip

7:00 pm - 8:30 pm ~ U15

- 5.8.1. No report.
- 5.9. Director of Equipment Report Steve Mackie
  - 5.9.1. No report.
- 5.10. Director of Public Relations & Fundraising's Report Patrick Teskey
  - 5.10.1. Attached:

Town of Innisfail - Invitation to January 15, 2025 Try It Night

I attended the December 9, 2024 Innisfail Town Council Meeting to officially invite Innisfail Mayor Jean Barclay and members of council to attend our Try It Night on January 15, 2025. The response was enthusiastic and I am confident we will have Mayor Barclay and a number of councillors in attendance at the event.

Calgary Roughnecks at Try-It Night

The Calgary Roughnecks have confirmed that two players and members of the Roughnecks Street Crew will be attending our Try-It Night on Wednesday, January 15, 2025. They will provide some info on Roughnecks' games and kids camps, plus autograph cards and a free ticket offer to a future Roughnecks game

We have also prepared a pre-event press release, which has been shared with our local media partners to help promote the event.

Early Bird Reminder

With Early Bird Registrations opening on Monday, January 13, we need to share this information via social media and email to our association. I would like to have both scheduled later this week initially, with a follow-up mid-month. We would send our reminders next early next month, and again a few days before the early bird deadline, and again on the final day early bird registrations were being accepted.

Coaches Wanted Promos

I would like to schedule our first "Coaches Wanted" promo for mid-month, for a late February deadline. Follow-up posts would be scheduled two weeks before the deadline, one week before the deadline, as well as early March (in the event we do not have enough coaches registered by that point).

#### **Potential Fundraising Programs**

KatsAzz Jerky

Brian Kroetsch, the Program Rep for KatsAzz Jerky, contacted me on December 5, 2024.

KatsAzz advertises its program as one of the best ways to generate a high profit margin in fundraising. Pre-sell/order forms are optional, and follow-up delivery or pickup is not required. We could return unsold, unopened cases and have the option of paying later through a plan.

We have three options:

- 1. Direct pickup from the warehouse (pre-pay)
- 2. Direct pickup from the warehouse (pay later), and
- 3. Direct ship from the warehouse (pre-pay, 40 case minimum).

A case, which includes 8 bags of jerky, would cost \$72 in option 1, and \$80 in options 2 and 3. This means a bag of jerky would cost us \$9 in option 1, and \$10 in options 2 and 3. Our selling price would be \$15 per bag, meaning we would make a minimum of \$5 profit per bag sold.

Additional information on the program can be found <u>here</u>.

Sysco Food-Based Fundraising Program

Sysco is a high-quality distributor in the food and beverage Industry. We service restaurants, Hospitals, Grocery Stores, Food trucks, and many other locations with excellence and Professionalism.

#### Fundraiser Order Guide

Fundraiser Example Print-Off

#### <u>Fundraising Letter</u>

I will be meeting with Rick Barnes, a sales associate with Sysco, at 4:45 pm on January 7 at Dark Woods. Rick has suggested keeping any potential fundraiser to five items or less, as they find having too many options impacts how much is purchased.

He also suggested that if we go forward with Sysco, a 2-3 week period works best for running the fundraiser and then an additional 3 weeks to ensure they are able to have all the product in a timely fashion for us.

Once the fundraiser is complete, Sysco will designate a truck to meet us at our location. Our parents will be able to pick it up directly from that location. We will need to have some help available to sort product as it will all be shipped on a pallet or more depending on the quantity purchased.

#### FlipGive

FlipGive markets itself as "the easiest team fundraiser." It's an app that works by allowing teams to earn cashback rewards through everyday shopping with over 800 brands. Teams can earn up to 30% back on everyday items.

#### Examples include:

- NoFrills 1%
- Tim Hortons 1%
- Starbucks 1%
- Canadian Tire 3%
- Under Armour 10%
- PetSmart 4%
- Best Buy 4%
- Fanatics 7%

FlipGive estimator can be found here.

It is free to use, and there is no penalty to withdraw. Teams can cash out their earnings anytime, without fees.

How does FlipGive work?

It's simple. Start your online shopping using FlipGive and you'll earn a percentage of your purchase as cashback for your team. You can also earn by buying gift cards to shop in-store or online. With hundreds of brands available, sign up for free and get started on earning for the things you're already buying.

What is FlipGive Video

FlipGive 101 Guide

Get-to-Know FlipGive

FlipGive Fundraising Toolkit

#### Discussion:

Potential Pub Night/Cabaret Night 2025, partnering with the Mavericks

- Keep location within Innisfail
- Put together an organizing committee for this
- Patrick Teskey to contact venues for further information

Prize Raffle

Beef Draw

#### 5.11. Director of Tournaments Report - Stacie Wadin

5.11.1. ALA has published all tournaments, but it is too soon to apply for anything. At a glance and given our home tournament schedule, it is unlikely we will be able to send all teams to one tournament as we have in the past.

#### 5.12. Concession - Mackies

5.12.1. No report.

#### 5.13. Mavericks - Stacey Mackie (absent)

5.13.1. No report.

#### 6. New Business

6.1. Pre-season email campaign to include:
Registration fees, volunteer shifts, fundraising
Start date will be the week of March 3, 2025 at St Margs, then will transition to
Innisfail Arena once it becomes available

Target INFORMATION meeting date set for February 3, 2025 at 7:00 p.m. at Innisfail Arena

- 6.2. Early bird Registration, including fees
  January 13, 2025 to February 14th, 2025 early bird registration
- Motion to adjust 2025 IMLA registration fees (U7 \$110 to \$130, U9 \$220 to \$240, U11 \$320 to \$360, U13 \$360 to \$410, U15/17 \$400 to \$455) by Lindsay Taylor.

Seconded by Patrick Teskey. None opposed. Motion carried.

Motion to add Sport Pay fees by 2.5% for families that are paying by credit card by Lindsay Taylor.

Seconded by Amber Philip. None opposed. Motion carried.

Motion to have an early bird draw for \$100 off their registration if they register and pay full amount within the early bird deadline by Lindsay Taylor.

Seconded by Amber Philip. None opposed. Motion carried.

- 6.3. Call to Action Coaches and Refs with contact information (Coach Player Development, Vice President), Ref/Coach policy for IMLA fee reimbursement
  - -Nate Justice, Greg Nelson, and Patrick Teskey to coordinate this.
- 6.4. Practice start date and location:
  - -Week of March 3, 2025 at St Marquerites Bourgeoys Catholic School in Innisfail
- 6.5. Coach/Manager Binders please review forms and propose any updates that need to be made for January 27, 2025 executive meeting
- 6.6. Coaching and Reffing Record (name, certification level, etc.), Parity Forms (add goalie or player and shoots L/R), and Pre-season coach/bench staff meeting date (for all coaches head, assistant, and trainers) will be deferred to January 27, 2025 meeting

#### 7. Conclusion

7.1. Next Board Meeting Date:

January 27, 2025, 6:30 P.M., at the Innisfail Arena.

Changed Special Resolution Meeting to Information Night for:

February 3, 2025, 6:30 P.M., at the Innisfail Arena.

# 8. Adjournment

8.1. Motion to adjourn meeting at 8:04 P.M. by Ryan Philip, seconded by Lindsay Taylor.