



# BARRIE WOMEN'S HOCKEY ASSOCIATION

## NOTICE OF ANNUAL GENERAL MEETING

Monday, May 28, 2018 - 7:00 PM

Dorian Parker Centre - Sunnidale Park – Barrie, Ontario

### **Meeting Agenda:**

Call To Order

Minutes of Previous Meeting

Financial Statement / Accountants Report

Report from Board of Directors

President's Report

Correspondence

New Business

Election of Executive Committee

**Executive Committee Member positions to be elected will be:** President, Director of Rep Teams, Referee Assigner, Director of Senior House League, Treasurer, Director of Equipment – Senior Division, Director of Tournaments, and Director of Sponsorship & Fundraising (to be elected to a 1-year term, until the position's normal scheduled election at the 2019 AGM)

**ALL nomination forms must be submitted using the NOMINATION FORM and delivered to the BWHA Office or via email to [info@bwha.ca](mailto:info@bwha.ca) sixty (60) days prior to AGM – DEADLINE: Thursday, March 29, 2018 (2:30PM). NOTE: deadline shifted 1 day earlier due to Good Friday holiday on March 30, 2018 \*NO nominations will be accepted at the meeting.**

**Any motions or items for new business must be submitted using the NOTICE OF MOTION FORM and delivered to the BWHA Office or via email to [info@bwha.ca](mailto:info@bwha.ca) thirty (30) days prior to AGM – DEADLINE: Saturday, April 28, 2018 (12:00PM). \*NO new motions will be accepted at the meeting.**

**For further details, contact a member of the Executive Committee..**

**BARRIE WOMEN'S HOCKEY ASSOCIATION  
FINANCIAL STATEMENTS**

**APRIL 30, 2017**

**(UNAUDITED)**

**SMITH, SYKES, LEEPER & TUNSTALL LLP  
CHARTERED PROFESSIONAL ACCOUNTANTS  
LICENSED PUBLIC ACCOUNTANTS**

**BARRIE WOMEN'S HOCKEY ASSOCIATION**

**FINANCIAL STATEMENTS**

**APRIL 30, 2017**

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**REVIEW ENGAGEMENT REPORT**

To the Members of the,  
Barrie Women's Hockey Association

We have reviewed the statement of financial position of **Barrie Women's Hockey Association** as at **April 30, 2017** and the statements of operations, changes in net assets and cash flows for the year then ended. Our review was made in accordance with Canadian generally accepted standards for review engagements and accordingly consisted primarily of enquiry, analytical procedures and discussion related to information supplied to us by the Company.

A review does not constitute an audit and consequently we do not express an audit opinion on these financial statements.

Based on our review, nothing has come to our attention that causes us to believe that these financial statements are not, in all material respects, in accordance with Canadian Accounting Standards for Not-for-Profit Organizations (ASNPO).

*Smith, Sykes, Leeper & Tunstall LLP*

**CHARTERED PROFESSIONAL ACCOUNTANTS  
Licensed Public Accountants**

Barrie, Ontario.  
January 23, 2018.

**BARRIE WOMEN'S HOCKEY ASSOCIATION**  
(Incorporated Under the Laws of Ontario)  
**BALANCE SHEET**  
**APRIL 30, 2017**  
(UNAUDITED)

	<u>2017</u>	<u>2016</u>
<b><u>ASSETS</u></b>		
<b>CURRENT ASSETS</b>		
Cash	\$ 166,413	\$ 150,745
Accounts receivable	52,358	59,250
Inventory	18,492	24,451
Prepaid expenses	<u>20,928</u>	<u>20,983</u>
	<b>258,191</b>	<b>255,429</b>
Property, plant and equipment (Note 3)	<u>21,375</u>	<u>12,182</u>
	<b>\$ 279,566</b>	<b>\$ 267,611</b>
<b><u>LIABILITIES</u></b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable and accrued expenses	\$ 18,142	\$ 10,220
Deferred fees and deposits	<u>123,300</u>	<u>96,220</u>
	<b>141,442</b>	<b>106,440</b>
<b><u>NET ASSETS</u></b>		
Invested in property, plant and equipment (Note 4)	21,375	12,182
Unrestricted net assets	<u>116,749</u>	<u>148,989</u>
	<b>138,124</b>	<b>161,171</b>
	<b>\$ 279,566</b>	<b>\$ 267,611</b>

Approved on Behalf of the Board,

\_\_\_\_\_, Director.

\_\_\_\_\_, Director.

*The accompanying notes are an integral part of these financial statements.*

**BARRIE WOMEN'S HOCKEY ASSOCIATION  
STATEMENT OF CHANGES IN NET ASSETS  
FOR THE YEAR ENDED APRIL 30, 2017  
(UNAUDITED)**

	<u>2017</u>			<u>2016</u>
	<b>Invested in Property, plant and equipment</b>	<b>Unrestricted</b>	<b>Total</b>	<b>Total</b>
Net assets, beginning of the year	\$ 12,182	\$ 148,989	\$ 161,171	\$ 164,639
Excess of revenues over expenditures	0	(23,047)	(23,047)	(3,468)
Changes in net assets invested in property, plant and equipment (Note 4)	9,193	(9,193)	0	0
<b>NET ASSETS, END OF THE YEAR</b>	<b>\$ 21,375</b>	<b>\$ 116,749</b>	<b>\$ 138,124</b>	<b>\$ 161,171</b>

*The accompanying notes are an integral part of these financial statements.*

**BARRIE WOMEN'S HOCKEY ASSOCIATION**  
**STATEMENT OF REVENUES AND EXPENDITURES**  
**FOR THE YEAR ENDED APRIL 30, 2017**  
**(UNAUDITED)**

	2017	2016
<b>REVENUES</b>		
Registration Fees	\$ 410,982	\$ 380,786
Rep Team Fees	268,426	254,266
Tournaments	156,620	150,498
Sponsors and donations	18,967	14,696
Promotional apparel, net of expenditures	12,566	10,038
Clinics	5,494	1,320
Interest	1,373	391
	<b>874,428</b>	<b>811,995</b>
<b>EXPENDITURES</b>		
Ice rentals	552,146	478,219
Tournaments	106,732	112,395
OWHA league and insurance fees	50,453	45,728
Clinics	47,974	39,898
Office and miscellaneous	40,661	39,238
Referees	25,534	25,217
Equipment and supplies	23,107	28,601
Amortization	15,674	13,239
Office Rent	13,447	12,204
Wages and benefits	7,324	7,761
Professional fees	6,969	6,399
Trophies	4,276	3,852
Team pictures	3,178	2,712
	<b>897,475</b>	<b>815,463</b>
<b>EXCESS OF (EXPENDITURES OVER REVENUES) FOR THE YEAR</b>	<b>\$ (23,047)</b>	<b>\$ (3,468)</b>

*The accompanying notes are an integral part of these financial statements.*

**BARRIE WOMEN'S HOCKEY ASSOCIATION  
STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED APRIL 30, 2017  
(UNAUDITED)**

	<b>2017</b>	<b>2016</b>
<b>CASH PROVIDED BY (USED FOR) OPERATIONS</b>		
Excess of (expenditures over revenues) for the year	\$ (23,047)	\$ (3,468)
Items not requiring an outlay of cash:		
Amortization	15,674	13,239
(Gain) on disposal of property, plant and equipment	<u>(322)</u>	<u>(875)</u>
	<b>(7,695)</b>	<b>8,896</b>
<b>Changes in operating working capital</b>		
Accounts receivable	6,892	(44,777)
Inventory	5,959	(12,741)
Prepaid expenses	55	(3,522)
Accounts payable and accrued expenses	7,922	3,000
Deferred fees and deposits	<u>27,080</u>	<u>16,270</u>
	<u><b>47,908</b></u>	<u><b>(41,770)</b></u>
<b>CASH PROVIDED BY (USED FOR) OPERATIONS</b>	<b>40,213</b>	<b>(32,874)</b>
<b>INVESTING</b>		
Additions to property, plant and equipment	(25,180)	(7,748)
Proceeds on disposal of property, plant and equipment	<u>635</u>	<u>875</u>
<b>CASH (USED FOR) INVESTING</b>	<b>(24,545)</b>	<b>(6,873)</b>
<b>NET CHANGE IN CASH POSITION</b>	<b>15,668</b>	<b>(39,747)</b>
Cash position, beginning of the year	150,745	190,492
<b>CASH POSITION, END OF THE YEAR</b>	<b>\$ 166,413</b>	<b>\$ 150,745</b>

*The accompanying notes are an integral part of these financial statements.*



**BARRIE WOMEN'S HOCKEY ASSOCIATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**APRIL 30, 2017**  
**(UNAUDITED)**

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**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Nature of Organization -**

The Organization was incorporated December 16, 1994 under the Canada organizations Act as an organization without share capital. The object of the organization is to promote, foster and encourage the development of women's hockey.

These financial statements are prepared in accordance with Canadian Accounting Standards for Not-For-Profit Organizations (ASNPO) and include the following significant accounting policies:

**Use of estimates -**

The preparation of the financial statements in conformity with Canadian Accounting Standards for Not-For-Profit Organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the year. Significant items subject to such estimates and assumptions include the estimated useful lives of property, plant and equipment and intangible assets; the valuation of allowances for accounts receivable; the value of future income tax assets and liabilities; the valuation of inventories; the short-term and long-term portion of customer deposits; and the calculation of Scientific Research and Experimental Development (SR&ED) expenditures. Actual results could differ from those estimates.

**Cash and cash equivalents -**

Cash consists of cash on deposit, cheques issued and outstanding, and deposits outstanding.

**Financial instruments -**

The Organization initially measures its financial assets and liabilities at fair value. The Organization subsequently measures all its financial assets and financial liabilities at amortized cost. Changes in fair value are recognized in net income. Financial assets and liabilities measured at amortized cost include cash, accounts receivable and accounts payable and accrued expenses. There are currently no financial instruments subsequently measured at fair value.

Financial assets measured at cost are tested for impairment when there are indicators of impairment. The amount of any write-down is recognized in net income. Any previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. Any reversal is recognized in net income. There are no impairments in the current year.

**Inventory -**

Inventory is stated at the lower of cost and market value. Market value is considered the replacement value or estimated realizable value, whichever is lower.

The cost of inventories comprises all costs of purchase and other costs incurred in bringing the inventories to their present location and condition. The costs of purchase comprise the purchase price, import duties and non-recoverable taxes and transport, handling and other costs directly attributable to the acquisition of finished goods, materials and services.

**BARRIE WOMEN'S HOCKEY ASSOCIATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**APRIL 30, 2017**  
**(UNAUDITED)**

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**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**Income taxes -**

The organization is not subject to federal or provincial income taxes pursuant to exemptions accorded to not-for-profit organizations in the income tax legislation.

**Leases -**

Leases are classified as either capital or operating leases. A lease that transfers substantially all of the benefits and risks incidental to the ownership of property is classified as a capital lease. All other leases are accounted for as operating leases wherein rental payments are expensed as incurred. At the inception of a capital lease, an asset and an obligation are recorded at an amount equal to the lesser of the present value of the minimum lease payments and the property's fair value at the beginning of such lease. Assets recorded under capital leases are amortized on a straight-line basis over the estimated useful lives of the respective assets on commencement of use of the related assets.

**Donated Services -**

The organization is dependent on the voluntary services of many individuals. Since these services are not normally purchased by the organization and because of the difficulty in estimating their fair value, these services are not recorded in these financial statements.

**Revenue recognition -**

The Organization follows the deferral method of accounting for contributions.

Unrestricted contributions are recognized as revenue when received or receivable if the amount can be reasonably estimated and collection is reasonably assured.

Externally restricted contributions are recognized as revenue in the year in which the related expenses are recognized. Contributions restricted for the purchase of property, plant and equipment are deferred and amortized into revenue at a rate corresponding with the amortization rate for the related property, plant and equipment.

Fees, tournaments, sponsorship, apparel sales and clinic revenues are recognized when earned, collection is reasonably assured and all significant obligations have been fulfilled.

Interest income is recognized when earned and collection is reasonably assured.

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**BARRIE WOMEN'S HOCKEY ASSOCIATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**APRIL 30, 2017**  
**(UNAUDITED)**

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**2. FINANCIAL RISKS AND CONCENTRATION OF RISK**

The Organization is exposed to the following risks related to its financial assets and liabilities:

**Liquidity risk -**

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Company is exposed to this risk mainly in respect of its accounts payable and accrued expenses, coupon liabilities. The Company expects to meet these obligations as they come due by generating sufficient cash flow from operations. There has been no change to the risk exposure from 2016.

**Credit risk -**

Credit risk arises from the possibility that the entities to which the Organization sells may experience financial difficulty and be unable to fulfill their contractual obligations. This risk is mitigated by proactive credit management policies that include regular monitoring of the debtors' payment history. The Company provides credit to its customers in the normal course of business and has a broad customer base in a variety of industries located in the Greater Toronto Area. This significantly reduces concentration risk. Actual exposure to credit losses has been minimal in prior years and there has been no change to the risk exposure from 2016. At year-end, the allowance for doubtful accounts is \$1,375 (2016 - \$1,375).

**Market risk -**

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: foreign currency risk, interest rate risk and other price risk.

**Foreign currency risk -**

Foreign currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Organization is not exposed to currency risk. There has been no change to the risk exposure from 2016.

**Interest rate risk -**

Interest rate risk is the risk that the fair value or future cash flows of a financial instruments will fluctuate because of changes in market interest rates. The Organization is not currently exposed to interest rate risk. There has been no change to the risk exposure from 2016.

**Other price risk -**

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market. The Company is not exposed to other price risk.

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**BARRIE WOMEN'S HOCKEY ASSOCIATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**APRIL 30, 2017**  
**(UNAUDITED)**

**3. PROPERTY, PLANT AND EQUIPMENT**

	<u>Cost</u>	<u>Accumulated Amortization</u>	<u>Net 2017</u>	<u>Net 2016</u>
Rep sweaters	\$ 39,028	\$ 24,028	\$ 15,000	\$ 7,822
PWHL sweaters	1,475	1,475	0	738
Development stream sweaters	101	51	50	76
Tryout sweaters	2,686	448	2,238	0
Hockey equipment	1,720	1,153	567	290
Office furniture and equipment	<u>12,133</u>	<u>8,613</u>	<u>3,520</u>	<u>3,256</u>
	<u>\$ 57,143</u>	<u>\$ 35,768</u>	<u>\$ 21,375</u>	<u>\$ 12,182</u>

Property, plant and equipment are recorded at cost. Amortization is provided annually at rates calculated to write-off the assets over their estimated useful lives as follows:

Rep sweaters	- 3 year straight line basis
PWHL sweaters	- 2 year straight line basis
Development stream sweaters	- 4 year straight line basis
Tryout sweaters	- 6 year straight line basis
Hockey equipment	- 3 year straight line basis
Office furniture and equipment	- 20% declining balance

**4. NET ASSETS INVESTED IN PROPERTY, PLANT AND EQUIPMENT**

The net assets invested in property, plant and equipment consists of the following:

	<u>2017</u>	<u>2016</u>
Net book value of property, plant and equipment	\$ <u>21,375</u>	\$ <u>12,182</u>

The changes in net assets invested in property, plant and equipment is calculated as follows:

Purchase of property, plant and equipment	\$ 25,180	\$ 7,748
Amortization	(15,674)	(13,239)
Net book value of property, plant and equipment sold	<u>(313)</u>	<u>0</u>
Change in net assets invested in property, plant and equipment	<u>\$ 9,193</u>	<u>\$ (5,491)</u>

**5. LEASE COMMITMENTS**

The Organization has entered into a lease for its premises with minimum aggregate annual payments for the next two years as follows:

2018	\$ 13,560
2019	\$ 1,130

2017-18

## PRESIDENT'S REPORT

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Rob Whitehead

Welcome to Barrie Women's Hockey Association annual general meeting for the 2017 – 2018 season. As we completed our 27<sup>th</sup> year of operation, I would like to briefly reflect on what was another successful season both on and off the ice for our Sharks.

Our House League underwent another growth year, as we entered into an agreement with the surrounding associations of Clearview, Orillia, North Simcoe, Huntsville and Collingwood to form the SMGHL – Simcoe Muskoka Girls House League. Through the use of a custom-built scheduling program, by one of our BWA Members Randy Roy, we were able to incorporate 6 associations ice allotments into an inaugural and exciting season of hockey in the Simcoe Muskoka region. The season was capped off with the Championship Day, on March 25<sup>th</sup>, where all teams within the SMGHL played at one location to compete for the distinction of HL champions and celebrate the year with their teammates and friends. Our Women's HL also had a successful season with 8 teams participating in weekly games and a Championship playdown.

Our Rep program followed up a very successful 2016-2017 season with another successful season in 2017-2018. All 16 teams from Novice through Midget qualified for a playoff position in the LLFHL Quarter finals. 12 teams moved on to compete in the LLFHL Semi Finals and 8 teams played in the LLFHL Divisional Finals. 7 of these teams won their respective LLFHL Divisional Series and went to the LLFHL Championship Weekend to represent the BWA. At the LLFHL Championship Weekend, 6 of our 7 teams medalled. The BWA rep teams walked away with 1 Gold, 2 Silver and 3 Bronze medals. The Midget BB team, who won the Gold medal, will be the first BWA team to have a Championship Banner hung in from the rafters in the East Bayfield Green Arena. 12 of our 16 rep teams also headed off to represent the BWA at the OWHA Provincials weekend. Of the 12 teams, all played hard and enjoyed the experience of the weekend. Our Atom BB team won a bronze medal over this weekend and this team will also have a banner hung from the rafters at East Bayfield Green, as they won the International Silver Stick tournament earlier in the season. Our Intermediate AA (Jr. Sharks) just missed the PWHL playoffs but represented themselves very well at the OWHA Championship weekend. Our Senior Women's Competitive teams also participated hard all season and look forward to hitting the ice this fall for another season.

The BWA also hosted our 26th annual Sharkfest this past season with 144 teams participating in both Rep and HL combined. We also held our 3<sup>rd</sup> annual Melissa Sutton Ice'd Pink Day at the BMC, which raised over \$20,000 for the Canadian Breast Cancer Society.

As everyone is aware, we also experienced the loss of our BWA Jr. Sharks captain, Avery Andrew, on January 1<sup>st</sup>, 2018. Avery had her life taken far too soon through a motor vehicle accident. The BWA, OWHA, PWHL and entire hockey community rallied to show their respect for Avery and their support for the Andrew family. I would like to send out thanks for everyone who volunteered their time, send cards, passed along their prayers or simply shared their well wishes. The BWA will continue to be there and support the Andrew family in any way we can, while the BWA Jr. Sharks have begun plans to honour Avery in their own way throughout the 2018 – 2019 season.

Some of the other challenges we faced as an association were continual pressures for sufficient ice allotment from the City of Barrie and surrounding areas, as well as pressures of social media and cyber bullying to our players and coaches.

I would like to thank all the players and members for their help and dedication in making the 2017 – 2018 season a great one. It is due to the thankless efforts of our volunteers, team parents, coaching staffs, division convenors and officials that our on-ice and off-ice activities were safe and organized. I would also like to thank all of our league and team sponsors, who through their financial donations, have assisted our teams in both our HL and Rep divisions make their season as successful as possible.

The BWA executive committee and the various sub-committees lean heavily on our volunteers and extend our sincere thanks for your work. Our executive will continue to plan and prepare the BWA to grow and be successful into the future. I thank our executive for their countless hours of hard work, volunteerism and professionalism. It was my pleasure to participate with you in all functions of the BWA this past season and I look forward to the direction we are pointed towards in the years to come.

2017-18

## DIRECTOR OF COACH & PLAYER DEVELOPMENT REPORT

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Rob Redden

I would like to take this opportunity to thank our volunteer 2017/18 Coaches, Assist Coaches, Managers and Trainers, for without, the BWA would not function. It has been a pleasure to work alongside all of you and hope to see you all continue to participate in some capacity within the BWA in the future.

### COACH DEVELOPMENT

- An effort to increase the opportunities for coaches to learn and develop from local instructors
- 3 out of 4 planned events ran with good success
- Collaboration between BWA and Two Way Hockey School to offer Skating, Puck Control, and Shooting clinics to coaches

\*\* please note zero reply from the OWHA in efforts to run coaching clinics from the OWHA for BWA coaches

### HOUSE LEAUGE DEVELOPMENT

- South Simcoe Hockey School was selected to run a 4 session/HL team (Nov-Bantam) shared ice development with players and coaches
- Goals were to have both new and exp coaches learn new ways in teaching small area skills as well as new/different terminology to instruct skills/key teaching points
- Work in small groups to reduce the coach to player ratio while increasing puck touches at high repetitions through drills
- Feedback was positive from both coaches and SSHS
- With the addition of local league play, timing was an issue to fit in to team schedule around travel and DS play

### COMPETITIVE TEAM DEVELOPMENT

- Players were given the opportunity to register in skill specific programs
  - Pro – players that wanted more got more
  - Specific to player interest/skill
  - Cons – same night as PWA and BBB rotating ice
  - Possibly same as other personal nights
- The request was to focus on player specific skill development in the areas of puck control, puck protection, shooting and passing
- Goals are to develop better individual player specific skills in a small game like environment
- DS Players really enjoyed participating in development programs

### GOALIE DEVELOPMENT

- Competitive teams were allotted \$300 per team for development (all but two took advantage of this)

- House League Goalies were given the opportunity to attend FREE BWA provided goalie development HL Goalie development was offered at National Training Rinks
- Some HL goalies attended each week, other players attended only when it was their “turn” at goalie
- Feedback both from parents and NTR state that this program was well attended
- Goalie numbers at Competitive Team Tryouts seemed to be good this year at Nov/Atom/PW Goalie development will continue to be a priority for Coach and Player Development into 2018/19
- HL still would like to see development run full season (Due to cost of program, current budget would not allow)

## **HOCKEY SHARE**

- Hockey Share implemented at the Competitive Team level
- Over 500 drills being shared
- Some DS teams using software
- Currently 18 active accounts

## **TRIAL PROGRAMS**

- Registration based development programs – why?
  - Team development
  - Other activities
  - Burn out/ rest
  - Not applicable training / other development
  - Was offered to DS programs after Competitive teams had options to register
  - BWA subsidized to approx. \$10 per hr
- Some teams ( Atom BB/B and Peewee BB/Bantam BB) using shared ice development
  - Great way to increase ice at no cost to team/parent group
  - Allows focus on skill development
  - High puck touch and repetition

## **OTHER ACTIVITIES**

- Selected DS Coaches & worked with 2017/18 Programs and implemented BWA DS Handbook
- Assisted in facilitation of 2018/19 Competitive Coach Selection Committee
- Assisted in Competitive Coach Interviews
- Assisted with Competitive Coach Meetings & Tryouts
- Attended regular BWA Board Meetings
- Begin plans for 2018-19 development program for both HL and Competitive Teams
- Research/Conference call re Team Genius software



The following is a breakdown of the proposed budget as described above.

HL Player Development	\$6,000
HL Goalie Development	\$4,500
Shared Ice Development Initiative	\$0
Competitive Sign Up Programs (Oct-Dec)	\$3,600
Competitive Sign Up Programs (Jan-Mar)	\$3,600
Competitive Goalie Development	\$5,100
HockeyShare Software	\$800
Coaching Development Funding	\$2,500
Coach Development Sessions	\$2,400
Misc Expenses	\$2,000
<b>total</b>	<b>\$30,500</b>

Attached is the breakdown of the Development program for 2017/18.

2017-18

## DIRECTOR OF SENIOR HOUSE LEAGUE REPORT

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Lisa Hooper

The Adult Women's Recreational League had another successful year. Eight teams competed in the recreational league through a 22 game season. Each of the teams was supported by a team representative that liaised with the Director of Senior House League to facilitate game night support and league event planning.

The league had some player turn over from the previous season with roughly 40 new players to the league. The teams were a mix of experienced hockey players playing alongside relative newcomers to the sport. It is amazing to see the support teammates give to one another to create a fun and enjoyable recreational league that strives to achieve a high degree of sportsmanship yet still maintain a competitive spirit.

The majority of the games through the season were held on Sunday evenings at the Barrie Molson Centre. Some Saturday and Friday games were trialed this past season when the BMC event schedule required relocation. These Friday and Saturday games were not well attended. Feedback through the team reps identified that many of the league participants are not able to move their family schedule to accommodate the change in the schedule pattern. Efforts will be made to retain consistency in the night of play for the upcoming season.

The league held a year end league banquet on April 5<sup>th</sup> with attendance from every team. The night was a success giving teams an opportunity to get to know teammates and opponents outside of the arena setting.

The league has a goal to continue growing attracting women interested in trying out the sport as well as those young ladies who have grown up as Sharks and want to continue to play the sport they enjoy.

2017-18

## DIRECTOR OF EQUIPMENT REPORT

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Tammy McKnight & Mario Liguori

It was our pleasure to be part of the BWA Executive this past season. It is due to the efforts taken by the executive, along with our association's volunteers (HL / Rep coaches, managers, trainers, on ice helpers, etc) that will allow our organization to continue to be successful. As part of the executive, it is our hope that through these efforts will allow the BWA to become an even stronger and more developed organization. It is truly a great place for girls of Barrie and surrounding regions to enjoy playing hockey and is well thought of amongst the OWHA and LLFHL representatives.

### **During the 2017/2018 season, the Directors of Apparel & Equipment (Sr. / Jr.) assisted HL / DS programs with:**

- Ordering of all Jr. & Sr. HL team jerseys/socks
- Submitted, secured and collaborated with McDonalds to support and provide our Atom HL division with jerseys and socks for the 2015/2016 season. This initiative will save the BWA approximately \$2000 in costs.
  - McDonald's also provided coaching guides, toques, POG jersey and other items to each team as part of this sponsorship
- Supplied BWA Jr. & Sr. house league with socks/jerseys/pucks/pylons/goalie gear by mid September 2017 & later collected pucks/pylons/goalie gear
- Worked with Kristine Niskanen (BWA Director of Sponsorship) to have sponsors names applied to the 2017/2018 HL jerseys.
- Supplied BWA DS teams with jerseys & socks & later collected/cleaned
- Worked with Christa MacDougall (Director of Jr. HL) to distribute/collect HL evaluation jerseys

### **During the 2017/2018 season, the Directors of Apparel & Equipment (Sr. / Jr.) assisted Rep program with:**

- Scheduled Rep player sizing sessions, to ensure all rep players would be able to be fitted for the appropriate apparel/equipment required for the 2017/2018 season.
- Continued as we have for the past few years enforcing mandatory navy pants or shells for all rep players, along with Navy helmets and Navy coloured gloves.
- Initiated / coordinated an equipment discount program with Pro Star Sports Excellence and Bauer for sizing and pre purchase of helmets, gloves and hockey pants .
  - Initiative was met with great feedback and participation
  - Program is running again this year
- All rep teams in new style Home and Away jersey sets
- Successfully supplied the rep programs with their team jerseys, C's & A's, socks, warm up suits, bags, practice jerseys, name panels, sponsor panels, tryout jerseys, pant shells, hoodies & custom jerseys.
- Throughout the 2017/2018 season we worked with Kevin Anderson (BWA Accountant/Bookkeeper) to track all of the HL, DS and Rep team and individual BWA apparel/equipment. All teams were billed for their pickup of team orders in September. Continued with the implementation of rep team apparel tracking on Google Drive, to allow sharing of orders with team and office staff.

- Distributed Rep evaluation jerseys to the 1<sup>st</sup> team in each division, along with a tracking document that was then passed down to the next team in each division. Ensured accurate return of all Rep evaluation jerseys and tracked payment for any missing jerseys in the sets.
- Worked with Harry Quirt (PWGM) to supply our PWHL Intermediate AA team apparel/equipment
- Assisted the BWA office staff with provide fittings and sales of apparel and equipment to all BWA players/parents and others, through the BWA office. (during BWA office hours)
- Set up BWA apparel/equipment table throughout the Sharkfest tournament weekend. Sold current BWA inventory at Sharkfest and reduced inventory of old stock, discontinued apparel and retired rep jerseys through the sale of these items
- Continually updated and managed the BWA Apparel page on our BWA website.
  - Sent out alerts and messages to all those who are subscribed to the BWA website on new arrivals of BWA apparel/equipment, along with inventory levels and discontinued items in the BWA inventory.
- New apparel/equipment items that were introduced for all BWA members and families were:
  - BWA Logo'd hockey Bags
  - Sharks Hockey Hoodie new colour grey
  - New Sharks Hockey Joggers were introduced in Grey and Blue
  - New Sharks Hockey Ball Cap
  - New DS Jerseys

#### **Our goals for the upcoming 2018/2019 season:**

- Continue to keep efficient inventory levels of apparel and equipment throughout the season to meet the needs of the membership, while not tying up too much BWA capital
- Continue to work with our suppliers and partners to offer the best jerseys/uniforms/apparel/equipment in the OWHA, at a cost effective price for BWA players and parents
- Continue the initiative to improve our goalie gear for HL distribution and lessen our out dated gear in inventory
- Continue to try and supply the rep players with their apparel/equipment, to ensure all Rep teams/players/parents have their orders by September 2018
- Continue to maintain/refresh our BWA Apparel/Equipment page on the BWA website to show better images, descriptions and quantities of existing/new inventory
- New Mandatory wind suit will be introduced and put into affect.

2017-2018

## REGISTRAR'S REPORT

Rob Emerson

The recently was the biggest ever for the Barrie Women's Hockey Association, in terms of number of registered players. For the 2016-2017 season the association iced 50 teams, including 29 house league teams and 21 competitive "Rep" teams:

### House League:

Division	2017-18		2016-17		2015-16	
	Teams	Players	Teams	Players	Teams	Players
Fundamentals	n/a	28	n/a	28	n/a	21
Novice House League	4	56	4	64	4	64
Atom House League	4	58	4	55	4	53
Pewee House League	4	56	4	56	4	55
Bantam House League	4	52	4	55	5	72
Midget House League	5	79	5	76	5	85
Senior Recreational League	8	103	8	107	8	105
<b>TOTAL</b>	<b>29</b>	<b>432</b>	<b>29</b>	<b>440</b>	<b>30</b>	<b>455</b>

### Competitive Rep Teams:

Division	2017-18		2016-17		2015-16	
	Teams	Players	Teams	Players	Teams	Players
Novice	1 (B)	17	1 (B)	17	1 (A)	18
Atom	3 (AA, BB, B)	50	3 (AA, A, B)	50	3 (AA, A, B)	52
Pewee	4 (AA, A, BB, B)	68	4 (AA, A, BB, B)	68	3 (AA, A, BB)	51
Bantam	4 (AA, A, BB, B)	67	4 (AA, A, BB, B)	68	4 (AA, A, BB, B)	68
Midget	4 (AA, A, BB, B)	68	4 (AA, A, BB, B)	70	4 (AA, A, BB, B)	54
Intermediate	1 (AA)	18	1 (AA)	18	1 (AA)	18
<b>TOTAL</b>	<b>17</b>	<b>288</b>	<b>17</b>	<b>291</b>	<b>16</b>	<b>278</b>

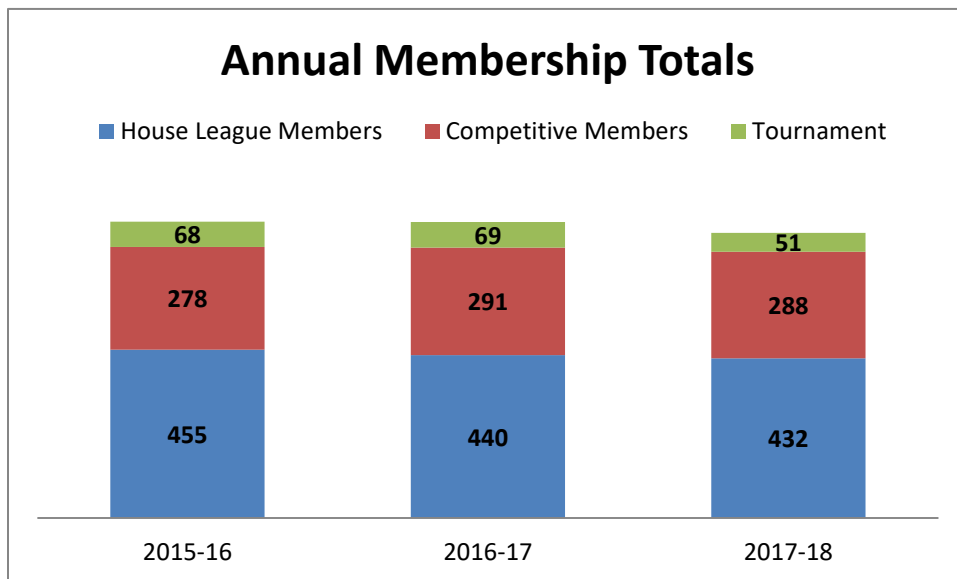
ALL DIVISIONS	2017-18		2016-17		2015-16	
	Teams	Players	Teams	Players	Teams	Players
<b>TOTAL</b>	<b>17</b>	<b>720</b>	<b>17</b>	<b>731</b>	<b>16</b>	<b>733</b>

### Affiliated Tournament Teams\*:

Division	2017-18		2016-17		2015-16	
	Teams	Players	Teams	Players	Teams	Players
Intermediate					1 (BB)	17
Senior*	3 (A, B, C)	51	4 (A, BB, B, C)	69	3 (A, B, C)	51
<b>TOTAL</b>	<b>3</b>	<b>51</b>	<b>3</b>	<b>69</b>	<b>4</b>	<b>68</b>

\*Note: Teams operated independently at arms-length from the BWhA.

This past season, the Association had 771 player members – slightly below the all-time record of 801 members in 2016-17. The decrease is due to the departure of one of the affiliated senior tournament teams, a 3 player decrease among competitive teams, and an 8 player reduction in house league players.



### **Registration System**

The BWA continues to use the OWHA’s central registration system which is provided by ITSports/IVRNet. While the system remains less than ideal, improvements to our registration guides and documentation has dramatically reduced reportedly issues in recent years. While this system is still the preferred option due to its direct integration with the OWHA’s roster system, our new website will at least provide us with a viable registration option should the BWA choice to go in that direction.

### **Documentation Tracking**

For the past three seasons, keeping track of the large amounts of documentation required from coaches, team staff, and league executives has been a focus area for improvement. This documentation includes police background checks, coach and trainer certifications, and annual criminal offense declarations. The total of all of these requirements adds up to well over 1,000 pieces of documentation on an annual basis. While in 2016-17 our compliance improved to near 90%, for the 2017-18 season over 95% of required documents were received, logged and filed. 100% compliance will remain the goal, and we will continue to search for ways to increase compliance in coming seasons.

### **BWA.ca - Goalline Website**

Significant issues were experienced with our Goalline website this past season, including “glitches” related to the officials scheduling module which meant incorrect reminder emails were sent to our officials. Thanks to a lack of support from Goalline, these issues went unresolved for many months. Support has definitely decreased following the closing of the original Goalline Canadian support office, after their new parent Blue Star Sports centralized all support within their offices in Dallas.

These issues led to an extensive search of website options that could possibly replace our Goalline website. A number of functional requirements were considered – including the need to have an integrate officials

scheduling system. After researching dozens of options and undertaking extensive demo's of 3 systems, we settled on a Canadian company named Spordle, out of Montreal, Quebec, Through their contacts with Quebec Baseball and Hockey Quebec, Spordle provides game scheduling, officials scheduling, and website solutions for over 1,500 associations. The BWA will be the first hockey association in Ontario to utilize the Spordle platform. Plans to transition to the new system are currently being finalized, with an tentative off-season target date of July, 2018.

### **Social Media Initiatives**

The BWA's social media channels continue to be a very effective means of communicating with our members, and for increasing the profile of the BWA among the general public. At the end of the 2017-18 season total Facebook followers were over 324, with Twitter followers climbing about 1,100 for the first time. While we plan to continue using Twitter and Facebook in 2018-19, it is hoped that additional resources can be identified to assist with these initiatives.

2017-18

## DIRECTOR OF TOURNAMENTS REPORT

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Harry Quirt

SHARKFEST - NOVEMBER 17, 18 &19 2017

The BWAH hosted 140 teams and continues to be one of the largest women's hockey tournament in the province.

The tournament realized a profit of \$31,609.85

100% of the profits remain within the BWAH. These monies are split 75/25, between the Junior team and the Association.

### REVENUES

Registration (10-10-12)	127 @ \$995	126,365.00	
Registration (12-12-15)	12 @ \$1,245	16,185.00	
Discounts (fee reductions)		495.00	
Hotel Revenue		5221.00	
Vendor Revenue		2100.00	
<b>TOTAL REVENUES</b>			<b>148,545.15</b>

### EXPENSES

Ice Rental	364.5 Hours	81,091.14	
Facilities Rental		1,516.50	
Referees		18,541.00	
Timekeepers		4,125.00	
Medallions - Gold & Silver		4,000.88	
Arena Banners - Champions		1,655.25	
Senior - Awards		800.00	
Conveners		3,250.00	
OWHA Sanction		1,400.00	
Game Sheets			
Other Expenses		120.38	
<b>TOTAL EXPENSES</b>			<b>116,545.15</b>
Net Income			<b>31,609.85</b>



2017-18

## DIRECTOR OF FUNDRAISING & SPONSORSHIP REPORT

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Kristine Niskanen

- All 32 House league teams for the 2017-2018 season secured sponsorship including an entire division sponsorship for the Bantam and senior division
- Sponsorship revenues totalled over \$12,000
- A majority of this season's sponsors have already indicated their interest in sponsorship again; as well 2 new sponsors have already approached me to begin discussion regarding the upcoming season
- In lieu of payment, some sponsorship this year included house league jerseys and socks for our fundamental, novice and atom divisions; magazine ads and articles and goalie equipment cleaning
- Sports Medicine became a primary website sponsor this year with a substantial payment made to our association; in exchange their logo appeared on all BWAH web pages as well as Twitter and Facebook posts throughout the season
- Revenues from Sharkfest were approximately \$2100
- The opportunity for our sponsors to have their logos posted on each team's webpage had much to do with the success of the number of sponsors we were able to attract this season. The ability for some of our sponsors to advertise their businesses on Twitter and Facebook was greeted with enthusiasm from a number of our sponsors

2017-18

## REFEREE-IN-CHIEF REPORT

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Mike Robinson

### ***2017-2018 SUMMARY***

Total League Games (Exhibition + Regular Season + Playoffs)

650 Games were assigned this past season (Excluding Sharkfest)

296 Games assigned during Sharkfest Weekend

~ 950 Games played during this past season. **The most ever in BWAH history!**

### **Roster**

Over 90 Active on-ice officials, and 16 time-keepers.

100% of regular season and playoff games covered by OWAH registered officials.

<b>2017-2018 SEASON</b>	<b>TOTAL</b>	<b>BASE</b>	<b>EXTRAS</b>	<b>Total</b>	<b>COST PER</b>	<b>VS. LY</b>
	<b>GAMES</b>	<b>FEE</b>	<b>FEE</b>	-	<b>GAME</b>	-
Novice B	19	\$992	\$180	\$1,172	\$61.68	<b>-22.03%</b>
Atom A/BB	17	\$1,122	\$130	\$1,252	\$73.65	<b>-7.31%</b>
Atom AA	16	\$1,056	\$150	\$1,206	\$75.38	5.22%
Atom B	19	\$1,254	\$110	\$1,364	\$71.79	<b>-9.44%</b>
PeeWee A	18	\$1,260	\$40	\$1,300	\$72.22	<b>-5.64%</b>
PeeWee AA	16	\$1,984	\$220	\$2,204	\$137.75	2.08%
PeeWee BB	19	\$1,330	\$95	\$1,425	\$75.00	<b>-2.37%</b>
PeeWee B	18	\$1,260	\$150	\$1,410	\$78.33	<b>-2.85%</b>
Bantam A	20	\$2,680	\$315	\$2,795	\$139.75	4.83%
Bantam AA	14	\$1,926	\$120	\$2,046	\$146.14	<b>-3.54%</b>
Bantam B	18	\$1,332	\$248	\$1,580	\$87.78	1.77%
Bantam BB	16	\$1,184	\$190	\$1,374	\$85.88	<b>-4.31%</b>
Midget A	20	\$3,080	\$185	\$3,265	\$163.25	<b>-7.21%</b>
Midget AA	15	\$2,310	\$200	\$2,510	\$167.33	<b>-0.59%</b>
Midget BB	17	\$2,363	\$160	\$2,523	\$148.41	<b>-2.82%</b>
Midget B	21	\$2,183	\$220	\$2,403	\$114.43	<b>-15.08%</b>
Novice HL	44	\$2,355	\$142	\$2,497	\$56.75	<b>-2.94%</b>
Atom HL	45	\$2,587	\$168	\$2,755	\$61.22	<b>-3.82%</b>
PeeWee HL	45	\$2,790	\$40	\$2,830	\$62.89	<b>-5.98%</b>
Bantam HL	43	\$2,666	\$85	\$2,751	\$63.98	<b>-2.53%</b>
Midget HL	83	\$7,580	\$513	\$8,093	\$97.50	4.36%
SR REC HL	89	\$6,650	\$150	\$6,800	\$76.40	3.09%
Novice DS	5	\$280	\$155	\$435	\$54.38	<b>-39.58%</b>
Atom DS	4	\$240	\$30	\$270	\$67.50	<b>-27.03%</b>
PeeWee DS	4	\$256	\$100	\$356	\$89	2.89%
Bantam DS	5	\$320	\$150	\$470	\$94	<b>-1.31%</b>
Midget DS	4	\$370	\$40	\$410	\$102.50	N/A
<b>TOTAL</b>	<b>650</b>	<b>\$53,410</b>	<b>\$4,286</b>	<b>\$57,496</b>	<b>\$88.46</b>	<b>-2.05%</b>
<b>SHARKFEST</b>	<b>296</b>	<b>\$22,756</b>	<b>\$0</b>	<b>\$22,756</b>	<b>\$76.88</b>	<b>N/A</b>

Big decrease in cost per game average across most divisions, with the biggest savings coming from the rep divisions.

22% decrease in single game fees and mileage fees vs last year. – This is directly a result of improved focus, attention and priorities of our ice scheduler. Great job optimizing were possible. These are REAL measurable results.

Net result, is total officiating costs were **down** more than 2% per game.

Even lower than the 2015-2016 season!

### **TOTAL FEES**

2017-2018 – 650 Games Total - \$57,496 (\$88.46 AVG)

2016-2017 – 646 Games Total - \$58,343 (\$90.31 AVG)

2015-2016 – 605 Games Total - \$53,817 (\$88.95 AVG)

### **Clinics**

We had over 65 officials attend our Level 1&2 clinics last October. We saved approx. \$500 in room rental fees by hosting the clinics at our own BWA office. We will look at the feasibility of doing so again this fall.

For this upcoming season, we will be looking to hire on 3-4 new Sr. Officials, and 3-4 new Jr. officials.

There are rate increases planned and approved for the 2018-2019 season. These come as a result of increases to minimum wage, and to keep us in-line and competitive with other associations and leagues in our area.

### **Mike Robinson Referee Assigner**

2017-18

## ICE SCHEDULER'S REPORT

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Debbie Robinson

For the 2017 – 2018 season the Barrie Sharks used approximately 3013 hours of ice.

The breakdown is as follows:

- 405 hours at Innisfil and Stroud
- 154 hours at NTR
- 52 hours at Nottawasaga
- Total of 611 hours (20.3%) of our ice allocation was non City of Barrie ice
- Approximately 481 hours were used for Sharkfest

The divisional percentage breakdown is as follows:

- Rep Teams – 54.7%
- H/L Teams – 18.7%
- PWHL – 6.4%
- Sr. H/L – 3.9%
- Development Stream – 3.9%
- Fundamentals – 1.6%
- Sharkfest – 15.9%
- Ref assessment/Coach development - .3%

The cost of ice this year in Barrie was \$225 per hour.

Arenas used were:

- BMC – 1 pad
- East Bayfield Community Centre – 2 pads
- Allendale Recreation Centre – 2 pads
- Holly Community Centre – 2 pads
- Eastview – 1 pad
- National Training Rinks – 2 pads
- Innisfil Recreation Centre – 2 pads
- Stroud Arena – 1 pad
- Nottawasaga – 2 pad

Looking ahead to the 2018-2019 season we have added a 5<sup>th</sup> Bantam rep team as well as a 5<sup>th</sup> Midget rep team. We have our ice allotment from the City of Barrie for the 2018-2019 season with an increase in 4.5 hours/week to help accommodate for the additional teams. Ice requests have been sent to the Town of Innisfil, I expect to be able to pick up a few more hours in Innisfil to accommodate the new teams.

I would like to thank all the coaches and managers for making my first season as Ice Scheduler a successful one and I'm looking forward continuing the improvement of our scheduling processes in 2018-2019.