



August 2011

Welcome to the 2011 – 2012 hockey season. On behalf of the Bismarck Hockey Boosters Board of Directors, it is my privilege to welcome all new and returning skaters as well as their family members.

Each participant must register on-line with USA hockey. There is a \$40 registration fee which covers the USA hockey registration (\$30) and the North Dakota Amateur Hockey Association (NDAHA) registration (\$10). The \$30 USA hockey registration fee is waived for players 6 and under, but they must still register. The link to registration can be found on the BHB registration form.

For the 2010-2011 season, we were fortunate enough to have revenue exceed costs by about \$50,000. This is due primarily to another successful year of the gun raffle. The next question is, “What are we doing with the extra money”?

The first step is to reduce the cost for each skater. As you will see on this year’s registration form, the mandatory cash raffle has been decreased from \$100 to \$75 per skater. Last season, this cash raffle was decreased from \$125 to \$100. This results in a reduction of \$50 per skater over two years and a reduction of about \$22,000 in revenue for the program. The second step is to keep player registration fees flat even though ice rental and travel expenses continue to rise. Similar to last year, BHB will be waiving the registration fees for players at the Pee Wee, 13U girls, Bantam, and 19U girls levels who commit to playing goalie for the entire 2011-2012 season. We are continuing this benefit to goalies this year as once again our goalie numbers at these levels are limited.

The other major step forward for BHB was to hire a Program Director to provide consistent leadership for the on-ice aspects of the program. This part time, paid position is not a BHB board position so is not subject to a 2 year term. While this increases the expenses to the program, it will give consistency to the coaches and the players that the program has struggled with in the past. This position will also be responsible for scheduling. There was a great response to our job posting and we wish to thank all who applied. Tom Bushaw was the successful candidate.

An overview of costs and revenue is provided below to help provide a clearer picture on how your investment in BHB is utilized. The typical costs incurred by the BHB program in a year are \$390,000. The rough breakdown of these costs is shown below:

Ice rental	26%
Coaches pay and travel reimbursement	28%
Referees	7%
Out of town tournament registration	6%
Jerseys, equipment, in town tournament costs	3%
Gun raffle expenses	23%
Other fund raiser expenses	4%
Accounting, Legal, other miscellaneous	4%
Total	100%

The table below shows a summary of the 2010-2011 season funding/income:

Registrations	41%
Fund raising / cash raffle	5%
Tournaments	13%
Sponsorships and donations	6%
Gun raffle	34%
Total	100%

In order to ensure the continued success of the gun raffle, each family will be expected to sell a minimum of 10 gun raffle tickets. Although there was an opt out fee last year that has been eliminated this year to assure all BHB members are able to support the success of our largest money maker. We are again offering some registration fee incentives to those who are the top sellers. Below is the breakdown of the incentive program for memberships for the 2012 – 2013 hockey season:

- Top two sellers earn free membership
- Sellers 3 & 4 earn half off membership
- Sellers 5 - 10 earn \$100 off membership
- Sellers 11 – 15 earn \$50 off membership

Here is your chance to help the hockey club and make hockey more affordable for you and your family. Congratulations to last year's winners.

Another change for the 2011-2012 season is the body checking rule change at the Pee Wee level by USA Hockey. Please keep in mind this was a USA Hockey rule change not a BHB Club decision. You can find additional information at the USA Hockey website (www.usahockey.com).

The mite program along with 8U girls will once again be operated by the Bismarck Hockey Boosters with ice time and coordinators salaries paid for by the Bismarck Parks & Recreation. Please remember to thank Parks & Rec. for their continued support of our programs.

Please remember:

- **NECK GUARDS ARE A MANDATORY REQUIREMENT** while on the ice in the Bismarck program **AT ALL LEVELS**. Coaches will not allow players on the ice without neck guards. Please positively support this safety rule with your hockey player.

Personally I would like to wish all hockey participants a safe, fun, and learning experience for the season. Remember a lot can be learned by your hockey player on the ice from their coaches and off the ice by you. Please choose to be positive and provide productive input to your player that they can use long after their hockey career is over. Have a GREAT year.

Respectfully



T.J. Stewart
BHB President