

Minutes of Board of Directors Meeting on Monday January 8th, 2024

Call to Order: 7:10 pm

<u>Present:</u> Matt Bowman, Wes Jackson, Ron Evans, Chris Lowe, Kelly Pereira, Glenn McClelland, Brent McCauley, Jodi Phair, Bob Boddam, Clint Nickerson (via Zoom), Keivan Campbell (via Zoom), Jason

Fancett (via Zoom)

Regrets: Keith Slinger

Absent: Rick Garcia, Dan Teat

Approval of Agenda:

Motion to adopt the agenda.

Motion: Brent Second: Jodi CARRIED

Approval of Minutes:

Motion to approve the previous meeting's minutes.

Motion: Chris Second: Brent CARRIED

Election of V.P.:

- Keith told Matt and Glenn he will stand for re-election.
- No other nominees.

Motion to accept Keith Slinger as Vice-President for 2024.

Motion: Matt Second: Glenn CARRIED

President's Remarks:

- Happy new year.
- Nothing much to report on.

Team Reports:

Major:

- Keith sent report in to be presented by Glenn.



- Draft is on Jan 21st. We had first overall, but was traded to Owen Sound. We still have Six Nation's first round pick.
- Will be talking to Chris and Dylan as well as D.J. Clevely for thoughts on players.
- Owen Sound and Oakville will both be playing this year.
- Norton has signed over the team and all assets to Steve McCarthey with new ownership group.
- Budget for 2024 has been submitted to Ron. Looking at roughly \$96 000, but can cut costs if funding goal isn't reached.
- More games this year due to more teams creates an opportunity for more money in gate fees, but also higher costs on travel, refs ect...
- Will be working on schedule very shortly.
- Discussing operations manager role with Ron.

Jr. A:

- Draft is this Sunday. We have a first round and second round pick.
- Coaching staff will all return, looking to add one more as well.
- Schedule is done, league set to release it next week.
- OLA non-compete policy still in effect for Jr. level.
- Nepean denied

Jr. B:

- Justin Huggins will be head coach, joined by Derek Enros, Clayton Bergie and John Derochie.
- Schedule is set, waiting for approval from league.
- First game will be the last week of April.
- Runs start mid February
- Team will be young.

Field:

- Not much going on during off season.
- Working with Ron on 2024 budget.
- Looking to add to coaching staff.
- Need to secure a goalie.

Treasurer's Report:

- Account reports included in appendacies.
- GM's to submit 2024 budgets by Month's end.



- Will start building historical comparisons for each month's report.
- Wes notes this will make it easier to asses ongoing success and needs.

Motion to close National Bank Account and move funds to General Account.

Motion: Glenn Second: Matt CARRIED

Motion to accept the Treasurer's report.

Motion: Wes Second: Jodi CARRIED

Committees:

Fundraising:

- Committee has created preliminary package flyer. Some minor details to still be tweaked.
- Offers sponsorship levels at a variety of costs in the interest of capturing both large companies and small businesses.
- Committee wants approval to hire a fundraiser, pay them a percentage of funds they bring in.
- Will likely cost 15-20%. Glenn notes it's better to have 80% of funding than nothing at all.
- Needs to be someone with community ties and networks to get their foot in the doors of larger companies. John Sanderson suggested among a few others.

Motion to allow Fundraising Committee to hire a dedicated representative.

Motion: Matt Second: Ron CARRIED

- Committee will also be looking at cost of advertising to bring in more bodies and provide extra value to sponsors. Would like to have a budget approved at next meeting.
- Wes also suggests that Super Bowl Squares would be a good fundraising opportunity. Brent planning to run this for Jr. B's anyways.
- Brent would also like to bring back the alumni game again. Brings in some money for the team and is also good for the Excelsiors' community.

OLA Non-Compete Policy

- Policy has been pulled back for 2024 season for further review, but is still in place for Jr. clubs.
- Lacrosse Canada has put out a statement against it.
- Policy restricts opportunities for players to participate in collegiate showcases, world events and others.
- While other sports such as hockey do have similar policies, lacrosse is not in the same position. Diverse leagues and programs are needed to grow the game.
- Policy has so far been inconsistently enforced with some people being suspended, others facing nothing.



- Jr. Clubs are pushing back against OLA.
- Petition got over 5000 signatures in just a few days.

Motion to formally oppose the OLA's Non-Compete Policy as written.

Motion: Matt Second: Jodi CARRIED

New Business:

- None.

Adjournment:

Motion to adjourn.

Motion: Matt Second: Jodi CARRIED

- Meeting adjourned at 8:37 pm.

Next meeting scheduled for Monday, February 5th 2024.



<u>APPENDIX A – Accounts Report November 30 2023</u>

General Bank Account

Bank Balance - \$14,963.77 Accounts Payable - \$0.00 Accounts Receivable - \$140.55 Working Capital - \$15,104.32

National Bank

Balance - \$532.94

Junior A Bank Account

Bank Balance - \$45,355.51 Accounts Payable - \$0.00 Accounts Receivable - \$0.00 Working Capital - \$43,355.51

Junior B Bank Account

Bank Balance - \$825.62 Accounts Payable - \$0.00 Accounts Receivable - \$0.00 Working Capital - \$825.62

Major Excelsiors Bank Account

Bank Balance - \$13,132.19 Accounts Payable - \$0.00 Accounts Receivable - \$0.00 Working Capital - \$13,132.19

Men's Field Bank Account

Bank Balance - \$3,627.19 Accounts Payable - \$0.00 Accounts Receivable - \$0.00 Working Capital - \$3,627.19

Totals (All entities)

Working Capital - \$76,577.77



<u>APPENDIX B – Accounts Report December 31st 2023</u>

	Fin	ancials			
	Bre	akdown			
				Comparison	
As of Dec. 31, 2023.				As of Dec. 31, 2022.	
FYE2024				FYE2023	
General Bank Account				General Bank Account	
Bank Balance	\$	14,252.90		Bank Balance	\$ 30,818.84
Darin Dalarice	1	14,232.30		Burn Burance	\$
Accounts Payable	\$	702.75		Accounts Payable	18,144.17
				,	\$
Accounts Receivables	\$	843.30		Accounts Receivables	_
					\$
Working Capital	\$	14,393.45		Working Capital	12,674.67
National Bank				National Bank	
					\$
Bank Balance	\$	525.94		Bank Balance	593.85
Junior A Bank Account				Junior A Bank Account	
					\$
Bank Balance	\$	42,856.05		Bank Balance	24,621.75
					\$
Accounts Payable	\$	26,779.25	*	Accounts Payable	1,500.00
					\$
Accounts Receivables	\$	-		Accounts Receivables	10,759.29
					\$
Working Capital	\$	16,076.80		Working Capital	33,381.04
Junior B Bank Account				Junior B Bank Account	
					\$
Bank Balance	\$	820.67		Bank Balance	17,138.13
					\$
Accounts Payable	\$	445.12		Accounts Payable	444.78
	1.				\$
Accounts Receivables	\$	-		Accounts Receivables	<u> </u>
Working Capital	\$	375.55		Working Capital	\$



			16,693.35
Major's Bank Account		Major's Bank Account	
Bank Balance	\$ 12,980.49	Bank Balance	\$ 4,240.15
Accounts Payable	\$ -	Accounts Payable	\$ -
Accounts Receivables	\$ -	Accounts Receivables	\$ 7,694.47
Working Capital	\$ 12,980.49	Working Capital	\$ 11,934.62
Men's Field Bank		Men's Field Bank	
Account		Account	
Bank Balance	\$ 3,622.19	Bank Balance	\$ 798.97
Accounts Payable	\$ -	Accounts Payable	\$ -
Accounts Receivables	\$ <u>-</u>	Accounts Receivables	\$ 1,440.12
Working Capital	\$ 3,622.19	Working Capital	\$ 2,239.09
Totals (All entities)		Totals (All entities)	
Working Capital	\$ 47,974.42	Working Capital	\$ 77,516.62
*\$26,469.79 Accruals from FYE2023			