

KMHA – AGM 2020

DRAFT

Date: Location: Time: Duration:	02MAR2020 Kincardine Davidson Centre 7:30 pm 90 min	
Executive present:	 T. Desmond, President C. Lyndon, Second Vice President J. Adams, Director of Novice Programming (Boys) A. Ruthven, Director of Tournaments M. Roppel, Director of Purchasing & Equipment K. Helm, Secretary J. Hunsburger, Town Contact 	K. Boulton, First Vice President J. Fraser, Third Vice President R. Renaud, Treasurer M. Roppel, Director of Fundraising & Sponsorship K. Wright, Head Referee W. MacDonald, Privacy Officer
Executive Regrets:	J. McQuillin, Technical Director A. Janes, Director of Ice Scheduling N. Bauman, Director of Registration J. McQuillin, Technical Director K. Wilcox, Director of Novice Programming (Girls)	
Members:	Brent Jolley Duncan Ferguson Umar Afzaal	
Chairperson: Quorum:	T. Desmond, President Yes (15 eligible voting members required)	
Attachments:	Treasurer's Report	

Tom Desmond, KMHA President, thanked everyone for attending the Kincardine Minor Hockey Association's 2020 Annual General Meeting.

a) Approval of previous AGM minutes from February 2019

The Minutes of Meeting for the 2098 AGM dated February 11, 2019 were reviewed and approved. Motion brought forth to approve by T. Desmond, 2nd by J. Fraser. All in favour. Motion approved.

b) New Business

Name change format by Hockey Canada – we will be referred to Y 13, etc. This requires a change in our constitution to reflect that. Not a vote – just an information only.

Director of Novice Programming – was approved 2019 AGM – but was not designated. Motion brought forth by Tom Desmond to enter the Director of Novice Programming into the odd number category in s. 8.1 of the constitution – 2nd by Mike Roppel. All in favour. Motion carried.

Any new business at this time: Nothing at this time.

- c) Per section 7.1 of our constitution and bylaws the following positions are up for election:
 - 1. President
 - 2. Second Vice President
 - 3. Third Vice President (Mid Term)
 - 4. Treasurer Director of Tournaments
 - 5. Director of Sponsorship and Fundraising
 - 6. Director of Registration
 - 7. Technical Director
 - 8. Head Trainer/Director of Privacy & Risk Management (Mid Term)
 - 9. Secretary (vacant)

d) Executive Member Reports:

President's Report – T. Desmond

As the 2019-2020 KMHA season nears completion, as president of KMHA I would like to start by thanking all members of the current executive and the Hockey Committee for their hard work and dedication to making this season a successful one. I would also like to thank all the coaches, managers, trainers and team staff for all the effort and personal time that they have given throughout the year as well as Derrick Burrows and his staff for once again making the KMHA initiation program one of the best, if not the best, in the area. As well I would like to thank all of our sponsors for their financial support if our teams and organization as a whole. We in the KMHA are lucky to have a support system as great as we do to ensure we can offer the level of programming that we do to all age groups. Thank as well to our town contact Jamie Hunsburger for all his hard work and dedication as well as Renee Renaud for keeping us on the straight and narrow when it comes to KMHA finances.

Throughout this season we had a number of issues which required resolution as well as some situations where executive members needed to go over and above to ensure accordance with our rules of operations and Bylaws and have had to have a number for discussions with parents, players and team staff members about actions which were not in line with our code of conduct or expected behaviors. Thank you to all of you for your hard work on these matters. As an association we remain in good shape financially and are committed to continue to finding value for our investments by way of equipment and opportunities for minor hockey to offer better development tools.

Moving forward into next season KMHA will have to continue to develop our half ice novice and atom program in accordance with additional changes brought forward by new OHF standards and ensure this program is the best that it can be. This will require a great deal of patience, commitment and adherence from all members involved in that age group. As always, I encourage everyone to get involved and stay involved as the successful operation of Kincardine Minor Hockey depends almost solely on volunteers and those committed to ensuring another successful season.

1st Vice President (Boys' Rep) – Kyle Boulton

Report as of January 30, 2020

Atom Rep – Coach Jeremy McQuillin

*38-7-2

*5 Tournaments (3 wins including Regional SS) *Currently 2nd round of OMHA vs. Saugeen

Atom AE - Coach Matt Hervieux

*20-8-5 *3 Tournaments *Currently in 2nd round of OMHA vs. Mitchell

Peewee Rep - Coach Pete McDonald

*25-14-8 *5 Tournaments *Currently in WOAA playdowns

Bantam Rep - Coach Len Arnold

*19-13-4
*5 Tournaments (winning our Regional SS)
* Currently in 2nd round of OMHA vs. Listowel/Mitchell

Midget Rep - Coach Mike Fair

*30-2-6

*3 Tournaments- Winning our very own Archie McMillan and the Bobby Orr in Parry Sound *Currently in 1st round of OMHA vs. Mitchell and will play the winner of BCH/Listowel if advance

I am very pleased with the development of our program and teams. All in all, very successful season with more opportunities for success.

I would like to thank all the coaches and their staff for putting in countless hours at the arena and volunteering their time and knowledge of the game to develop these players.

2nd Vice President (Boys LL) – Chris Lyndon

2019/20 season had approximately 138 members participating on 9 KMHA Local League teams.

Team Breakdown is as follows:

- 2 Novice LL teams
- 2 Atom LL teams
- 2 Peewee LL teams
- 1 Bantam LL teams
- 2 Midget LL team

Total amount of LL teams is the same as the 2018/19 Season (9).

Team / Coaches Manual sent out to all LL team staff to assist new and returning team staff in all the aspects of running a hockey team for the duration of a season. Feedback from this was very positive.

Coaching for LL this season saw a mix of new and returning coaches to KMHA. It was again difficult to find coaches for the Atom LL age group despite the offer of KMHA picking up the costs of training new coaches. The lack of a volunteer(s) for the Head Coaching position limited us from offering three Atom LL teams. This undesirable resulted in having 2 very large LL teams consisting of 17 (LL1) and 18 (LL2) total players respectively.

Finding Managers and Trainers seems to be much easier with only an online course and police check required to gain certification.

Gender Identity discussions and Rowan's Law were both completed for all LL Boys teams.

Team splitting this year was conducted by the respective Head Coaches with the KMHA LL VP conducting oversight to allow for as much parity as possible.

Local League Coaches and Mangers meeting for both Boys and Girls teams was completed October 2nd 2019.

Regular Season play for all LL teams to be completed on or before February 9th, 2020 with the LL playoff scheduling meeting to take place at the WOAA Office in Wingham February 10th 2020.

Total KMHA LL regular season record at the time of this report was 59-50-11 (13JAN2020).

Complaints from members LL were generally lower than last season, especially now that LL practices have been moved from the weekends to weekdays.

LL 2nd VP Recommendations:

KMHA to send a letter to WOAA at the conclusion or the season to request that all Centre's with an AE team have their LL teams be grouped into their own separate division to allow for a more competitive regular season.

KMHA practice slots for all teams be changed from the 60 minutes (full ice) and 90 minutes (half ice) to be 75 minutes across the board for all.

KMHA LL team roster sizes for younger ages (Atom and Peewee) to all be in the range of 11 to 14 skaters per team plus goalie(s) and team roster sizes for older ages (Bantam and Midget) to be 12 to 15 skaters plus goalie(s). This would allowing for more player development ice time yet still have enough players in the event of suspension, sickness, vacation or injury.

<u>3rd Vice President (Girls) – J. Fraser</u>

We have 131 female hockey players registered in KMHA playing on 10 teams; of that, we have 1 team playing in the LLFHL and 9 teams playing in the WOAA,

With the new Novice rules this year, the teams were not allowed to keep score until after January 15th, so their game numbers are low. Also the tournament that our C team entered did not have a championship; it turned out to be a "fun" tournament only.

Novice C: 6-1-0

Novice HL: 1-1-0

Atom C: 33-6-0 Finalists in 2 tournaments. Champions in the Orangeville Sweetheart Tournament. Champions in the Saugeen Shores Silverstick Tournament.

Atom HL1: 16-7-4 Champions in the Owen Sound Northern Lights Lady Classic Tournament. Finalists in another tournament.

Atom HL2: 6-10-0 Finalists in a tournament.

Peewee C: 16-9-4 Finalists in a tournament.

Bantam C: 24-5-4 Champions in the Peterborough Ice Kats Tournament. Finalists in the Saugeen Shores Silverstick Tournament (losing in a shootout).

Bantam HL: 11-14-4

Midget B: 15-10-6

Midget C: 0-21-2

The Girls Hockey Advisory Committee has been set up and have met a couple of times. They are hosting the Girls ESSO Introduction to Hockey in Kincardine on March 22nd. Registration and details are to be communicated later this week once arrangements at the arena are finalized.

Novice Programming – Boys and Girls

Director of Novice Programming – Boys

The 2019/2020 season was the first implementation of the new Half Ice Novice Programming for Major Novice aged players by Hockey Canada, OMHA, WOAA and OHF.

Minor Novice

- 29 players
- KMHA hosted a scheduling meeting on behalf of the WOAA. Participating centres were Kincardine, Saugeen Shores, AEMHA, Shallow Lake, Huron-Bruce, Walkerton, West Grey, Wingham and Bruce Pen. This was a great opportunity to network and develop a schedule for the season. The WOAA agreed that all games scheduled at this meeting

would not require a travel permit. WOAA agreed to continue hosting this meeting in future years.

- 4 practice teams of 7-8 players
- Scheduled to play in 3 Jamborees Feb 22 Wingham, Feb 29 Lucknow, March 1 Hanover

Major Novice LL

- 26 players (21 2011's and 5 2012's)
- KMHA Hockey Committee moved up 5 Minor Novice (2012) to play with Novice LL to allow for adequate team size for Full ice season.
- Development Season Sept 1 Oct 15th
- Regular Season (Half Ice) Oct 15th Jan 15th
- Transition Season (Full Ice) Jan 15th Mar 15th
- Novice LL Championship details and dates still to be determined.

Novice LL1 – Lil Bull Shooters

- 12 Skater and 1 goalie
- Played in Woolwich Cup Tournament Jan 24-26 (Champions)
- Scheduled to play in Canadian Tire Cup Hanover Feb 1 and Top Hat Tournament Mount Forest Mar 14

Novice LL2 – Lil Diggers

- 12 Skater and 1 goalie
- Played in Wingham Jamboree Jan 3rd and Woolwich Cup Tournament Jan 24-26th
- Scheduled to play in Canadian Tire Cup Hanover Feb 1

Major Novice Rep – Home Hardware

- 10 Skaters and 1 goalie (+ 4 AP's)
- Development Season (Sept 1 Oct 15th) 1 game
- Regular Season (Oct 15th Jan 15th) 14 Half Ice Games
- Transition Season (Jan 15th Mar 15th) 2 Exhibition Games and 8 Full Ice Games
- Vic Jackson Memorial Tournament (Simcoe) Jan 17-19 Champions (7-0-0)
- Breakaway Winter Classic (Learnington) Feb 14-16
- Ayr Regional Silver Stick Mar 20-22
- Novice Rep Championship details and dates still to be determined

Director of Novice Programming – Girls Division

The 2019/20 season has been the implementation of a half ice program as directed by the O.W.H.A. The season has been divided into 3 phases. Phase 1 and 2 were combined as directed by the W.O.A.A. and games were not permitted until after November 15th, 2019. All other centres in the province outside of the W.O.A.A. were active in game-play in October. This has been addressed with the W.O.A.A. Phase 3 was the transition to full-ice games which began on January 15th, 2020. This season, there are 2 Novice girls teams which combine 2011 and 2012 born players.

Novice Girls HL – Dodge Caravan

- 15 girls
- Rotating goalies
- 9 games played half ice successful development phase
- To date, 1 full-ice game (0-1-0)
- Registered for Stoney Creek Sweetheart Tournament (Feb 7-9)

Novice Girls C – Rona

- 13 girls
- Full-time goalie
- 9 games played half ice successful development phase
- To date, 6 full-ice games (5-1-0 record)
- Attended Stratford Aces Jamboree (Nov)
- Attended BADGHA Tournament (4-0-0)
- Registered for Clearview Tournament (Feb)
- Tournaments are 'non-elimination' (4 games and go home)

Since the new Novice Program has been implemented, Silverstick and Provincials have both been cancelled for the 2019/20 season. This year's W.O.A.A. year end tournament will be hosted in Flesherton and Markdale in late March. So far it has been a successful transition season for the Novice Girls with lots of learning, development and fun.

Director of Purchasing and Equipment – Mike Roppel

- Pads were purchased for Bantam HL Girls
- Purchased a complete set of equipment for Atom Rep goalie with funds from Great Lakes Challenge
- Purchased new jerseys for 4 Minor Novice teams and 1 Novice HL Girls team
- Game pucks and cold packs replenished at start of season
- Purchased a used set of equipment for IP/Minor Novice aged goalie
- On ice equipment and storage locker purchased for Development Program
- We need to take a hard look at replacing home white jerseys as some are in terrible shape
- At the end of season, lockers should be signed off on as having all required equipment in them.
- A suggestion would be to have a sign out system for our equipment (goalie) so we know who has what
- Goalie equipment is in need of upgrading

Director of Fundraising & Sponsorship – Melanie Roppel

Sponsorship

- Many local business once again sponsor and support teams, events and programs in a variety of different capacities. Looking into other ways to promote their sponsorship within KMHA to give business more exposure. KMHA greatly appreciates the support from local businesses.
- Reintroduced the Dodge Caravan Program within the Novice Program, a few minor issues in the beginning. Overall, I believe it worked out well.
- Timbit program- ordered hockey jerseys, and socks. Timbit program also supplies all participants with medals for year end, Tim Hockey card giveaway as well as a small token given to IP players at year end banquet. All ordered and given to Derrick.
- AtoMc Hockey- Jersey kits ordered for 2 Atom Boy's teams and 2 atom girl's teams. Kits include jerseys; players keep ONE jersey once season is complete. The kit also includes coach's kits, socks, The Golden Jersey, toques and the opportunity to enter a number of draws. One of our boy's teams was fortunate to win an AtoMc Team meal/party for players and parents.
- Organized the Awards evenings in April. I believe these events were successful.

Fundraising and Gates

- Creative Casuals BeeBop customized headphones, small successful fundraiser, payments and orders made online. This was an effective way to order and pay. We need a place to promote these ideas and a place for people to see products available for future fundraisers.
- Municipal Community Grant application completed and submitted.
- Plans in place to hold an online auction for the 2020/21 season. More details will become available as plans are confirmed.
- Gates collections- teams continue to set up and collect gate fees. Few issues have been brought to my attention regarding half ice. Possibility of charging a separate lower fee for half ice games. All centres must agree to changes made to make this possible.
- 2019/20 KMHA Awards Evening plans are underway! More details to follow.

Head Referee – Kevin Wright

- 2 new level 2 (1 has progressed to Full 2 already)
- 1 returning level 2 has obtained their Full 2
- 1 new Level 3 referee, need supervisions to become a Full 3. Support from WOAA for this, unsure when that will occur, at this time.
- Lost 1 level 1 referee unknown reasons and 4 senior referees (various reasons)
- 3C referees to cover Bantam and Midget games are few and far between, numerous out of town guys utilized
- 5 officials from town obtained OWHA card (only 1 team this year)

- KMHA reimbursed officials who have completed 10 games with receipt
- KMHA reimbursed officials who completed OWHA crossover with receipt
- Numerous senior officials taking very few games for various reasons presents problems with needing out of town support

Treasurer – Renee Renaud

Please refer to attached Report.

Technical Director – Jeremy McQuillin

KMHA Hockey School

This fall's KMHA Performance Hockey School attendance had 122 participants (5 groups with 6 ice sessions each) - up from 66 members participating in the week-long session in 2018/19. We better aligned registration and moving the date back to September helped with participation immensely. Strong attendance to this early season program is an essential part of the KMHA experience and gets the parents and kids into hockey mode allowing for a smooth transition into the try out phase of the year.

Thank you to Derrick Burrows as well as the many KMHA volunteers for providing many hours of on ice instruction over the course the couple weeks.

*** We need to try and keep this hockey school away from the month of August. Unsure how this will affect the newly implemented Hockey Canada requirements for younger ages and tryouts.

KMHA Power Skating

KMHA Power Skating School was attended by 47 members ranging from Tyke to Peewee aged players, up from 43 last year. Power Skating School was broken down into 2 groups – A and B depending on skill level. Each group participated in 10 sessions throughout the months of September and October.

Special thanks to our returning Power Skating instructor Erin Frook. Each year the program improves, and feedback has been only positive.

*** We will pursue a power skating element to the development program to run throughout the year moving forward.

KMHA Player/Goalie Development

KMHA once again partnered with Derrick Burrows for the skill station-based development program. 2019/20 KMHA Development had 53 participants between 2 groups - down from 66 players last year. This was a struggle with attendance being less than 50% most times. In fact, we had a weekend where no one showed up. If the same Sunday time is offered I believe very few people will sign up for it.

Tim Luinstra ran goalie development this year. A few quotes from Tim ...

"The season started out pretty good with 4 to 6 goalies showing up the first few weeks. After that the numbers dropped to 2 or 3 goalies each week and twice I had only 1 goalie, this morning no goalies showed up by 9:10 so I left. I could not even find a rink attendant. The place was like a ghost town except over by the gym. In the past we would get 12 goalies out to most sessions and it was great."

"I would also like to offer running a session for coaches, especially Novice and Atom coaches LL and Rep. I can teach them how to better integrate goalie drills into their regular practices that will help not only their goalies but also their out players."

*** We need to get Player and/or Goalie Development back to Tuesday nights. This program was not successful this year in part because of the fact that it was held on a Sunday morning. Also, it was difficult to find committed instructors. As the Technical Director, I will need to compose a list of instructors to help with player development in particular and communicate/organize to a higher level.

*** For goalies in general, we need to start utilizing any and all willing goalie helper volunteers to promote the position and ensure focus is maintained with all of our goalies, at all times during games and practices.

*** Moving forward I think it may be an option to do a partnership with Huron Bruce in getting Steve McKitchen (Future Pro) on board for goalie development.

Director of Registration – N. Bauman

Total number of registrants in HCR = 382 (Initiation through to Midget)

Initiation = 127

Minor Novice = 34

Major Novice = 33

Atom = 62

PeeWee = 44

Bantam = 35

 $\mathsf{Midget} = 47$

Total number registered in itSportsnet = 140 (Novice through to Midget)

Novice (minor and major combined) = 26

Atom = 28

Peewee = 24

Bantam = 24

Midget = 38

First year registration was successful.

- Accepting credit card as an option for in-person person registration went over well.
- However there was a couple of glitches; HCR has some ongoing issues for the month of September into October on processing and registering players. A few payments did not process and have had to be processed recently manually again. All families affected have been contacted.
- We had to close registration for the Bantam and Midget teams early as they filled up. We may look at possibly applying a cap.
- We will need to stress one point of contact for all registration inquiries and concerns.
- I have created a separate email for KMHA registration and will forward the account info to any future Director of Registration. *kmharegistration@outlook.com*
- Registration for the 2020/2021 will begin again in April (exact date to be decided during executive meeting in March).

Head Trainer & Director of Risk Management – W. MacDonald

No report provided as new to the position.

Director of Ice Scheduling – Adam Janes

This year KMHA put 29 teams on the ice along with four Initiation groups and one select team. Through the end of February 2020 KMHA will have used roughly 1495 hours of ice time split between our two home rinks, the Davidson Centre and Tiverton as well as Ripley. KMHA also provided ice for first time skaters and a three-group development program (10 sessions).

KMHA has continued to work hard to develop a good relationship with the Municipality and other ice user groups, striving to find ways to maximize our ice times.

KMHA returned to ½ ice practice slots for Peewee below for the 2019/2020 season. This was in order to maximize ice time for younger skaters adding an additional 1.5 hours of ice time over a three-week period. I would recommend this format continue for the 2020/2021 season.

I again welcome any questions or concerns either at the AGM or by email; I will gladly discuss any issues or concerns that are brought forward.

Director of Tournaments – Anne Marie Ruthven

All tournaments (Archie MacMillan Tournament, Wade Simmons Tournament and Ross Young Tournament) were successful this season.

e) General Discussion

(Items to be determined at the start of meeting and include membership feedback/reports. Consideration of any governance amendments, and other prearranged business)

Motion brought forth by Tom Desmond to separate the position of Head Trainer/Director of Privacy and Risk Management - the Head Trainer will be one position and the Director of Privacy and Risk Management will be one position – and add this to our constitution - 2nd by K. Wright – all in favour – motion approved.

f) Amendment(s) for Consideration – earlier discussed.

g) Election Results (as acclaimed)

- 1. President Tom Desmond
- 2. Second Vice President Chris Lyndon
- 3. Third Vice President (Mid Term) Jill Fraser
- 4. Treasurer Renee Renaud
- 5. Director of Tournaments Anne Marie Ruthven
- 6. Director of Sponsorship and Fundraising Melanie Roppel
- 7. Director of Registration Nicole Bauman
- 8. Technical Director Jeremy McQuillin
- Head Trainer / Director of Privacy and Risk Management (Mid Term) position to be split Head Trainer (temporarily filled by Tom Desmond)
 - Director of Privacy and Risk Management Wendy MacDonald
- 10. Secretary (vacant Kelly Helm will remain until position is filled)

The next regular executive meeting is Monday, April 6, 2020 at 6:30 p.m.

Meeting adjourned at 8:53 p.m.

Minutes prepared by: K. Helm

	Kincardine Minor Hockey Association Balance Shee (Unaudited				
May 31		2019	2018		
Assets					
Current					
Cash and bank	\$	150,488	\$	119,298	
Accounts receivable and accrued assets	\$	3,669	\$	18,761	
Short-term investments		-		-	
Accrued interest income	\$	154,157	\$	138,059	
Liabilities and Members' Equity					
Current					
Accounts payable and accrued liabilities	\$	63,017	\$	52,609	
Members' equity					
Members' equity		91,140		85,450	
	\$	154,157	\$	138,059	

On behalf of the Board:

2	Director
	Director

For the year ended May 31	201	2019		
Revenue				
Registration	\$ 249,636		202,381	61.8%
Gate Receipts	15,086		15,196	4.6%
Sponsors and donations	2,272		4,400	1.3%
Hockey school	4,083		2,708	0.8%
Power skating school	1,700		4,180	1.3%
Skills Development net	2,231		(685)	
Silver Stick Tournament	45,362		45,093	13.8%
Other tournaments net	2,454		(146)	
Fundraising (net)	(5,115		35,193	10.7%
Equipment sales	124		-	0.0%
Municipal grant	18,937	5.6%	19,354	5.9%
	336,770	100.0%	327,674	100.0%
Expenses Advertising and promotion	14	0.0%	90	0.0%
Bank charges and interest	4.631		5.271	1.6%
Clinics	8.424	2.5%	2.834	0.9%
Equipment and supplies	9,167		15,912	4.99
Fees and dues	21,534	6.4%	13,515	4.19
loe rental	195,707	58.1%	182,974	55.89
Insurance	20,153	6.0%	17,321	5.3%
OMHA playoffs	1,379		1,237	0.4%
Office and miscellaneous	5,481	1.6%	17,966	5.5%
Pennants and trophies	846	0.3%	240	0.1%
Referees	23,860	7.1%	29,680	9.1%
Fundraising Calendars	15,188	4.5%	10,895	3.3%
SilverStick Tournament	24,697	7.3%	28,552	8.7%
	331,081	98.3%	326,487	99.6%
Excess (deficiency) of revenue over	17 - 18 - 1985-1986			
expenses for the year	\$ 5,690	1.7% \$	1,187	0.4%

Kincardine Minor Hockey Association Statement of Revenue and Expenses (Unaudited)

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Kincardin		Minor Hockey Association Statement of Cash Flows (Unaudited)			
For the year ended May 31		2019		2018	
Cash flows from operating activities					
Excess (deficiency) of revenue over expenses for the year Changes in non-cash working capital items	\$	5,690	\$	1,187	
Accounts receivable and accrued assets		(15,092)		(15,201)	
Accounts payable and accrued liabilities		(10,408)		10,274	
Accrued interest receivable	_	-		-	
	_	(19,810)		(3,740)	
Cash flows from investing activities					
Purchase of investments		-		-	
Disposition of investments	_	-		-	
	<u></u>			-	
Increase (decrease) in cash and bank during the year		31,190		(3,740)	
Cash and bank, beginning of year	\$	119,298	\$	123,038	
Cash and bank, end of year	\$	150,488	\$	119,298	
Represented by:					
Cash and bank	\$	150,488	\$	119,298	

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Kincardine Minor Hockey Association Statement of Members' Equity (Unaudited)

For the year ended May 31	2019	2018	
Members' equity, beginning of the year	\$ 85,450	\$ 84,263	
Excess (deficiency) of revenue over expenses for the year	5,690	1,187	
Members' equty, end of year	\$ 91,140	\$ 85,450	