

BYHA Monthly Meeting Minutes
When: January 15th, 2024, at 7:00 pm
Where: Fogerty Conference Room and Online via Microsoft Teams

Present: Brad Keogh, Jed Rohlf, Lindsay Axelrod, Chris Pahl, Ron Leathers, Neal Verhulst, Jason Kacures, Rick Japor, Jeff Meister (See Exhibit D for list of attendees)

This meeting was called to order at 7:00 pm by Jeff Meister

Motion made (Lindsay Axelrod), seconded by (Ron Leathers) approve the agenda for tonight's meeting. Motion passed.

Secretary's Report: Lindsay A – lots of work over the last month coordinating the U of M Women's and Men's hockey game and experiences at those games. The Men's game was on 01/07/2024 and the Women's was on 01/12/2024. There will be ice on Ridder and Mariucci coming up in February or March, still working on details. Worked on getting all the Bengal Aces Coordinators loaded to the webpages and getting ready for the party.

The following motions were made between the December and January meetings:

- Motion made by Ron Leathers to approve the Lawful Gambling Audit, seconded by Brad Keogh, motion passed.
- Motion made by Jason Kacures to donate \$2500 to Sand Creek Elementary school, seconded by Lindsay Axelrod, motion passed.
- Motion made by Rick Japor to approve the mandatory wage increases for gambling employees as well as increases for those gambling employees that deserve increases based on merit and equity. Seconded by Chris Pahl, motion passed.

Motion made (Lindsay Axelrod) second (Chris Pahl) to approve the December 18th, 2023, meeting minutes. Motion passed.

Treasurer's Report: Ron Leathers – Charitable gambling was the primary source of income (\$100,000). Program income from registrations declined again in December as members made their final plan payments. Ice, donations, and training were the primary expenditures this month, consuming \$59,247, \$40,209.35, and \$31,610, respectively. As expected, net revenue turned negative in December. Expenses will exceed revenue through the rest of the fiscal year and working capital will decline accordingly.

Vice President's Report: Brad Keogh - smooth sailing from a membership standpoint, no issues to report. Making the final push before districts, which will be in a month or so. It has been great to see the

President's Report: Jeff Meister - a few D10 updates will be coming, but nothing to report yet. We are starting to work on next season already as Ice gets planned for Summer and next season.

Open Forum: Donation Requests:

- A. Vincent Grammer – Eagle Scout – DONATION REQUEST \$2500
- B. MN Freeze AAU- DONATION REQUEST \$5000
- C. 14U Girls Green Giants – No Specific Request

Ice Scheduler: Kathy Brodzinski – No Update

Girls Traveling Coordinator: Jake Geisler – Girls did some mid-season evaluations. Got them back from all the teams, working on next year and what we will do for 15's specifically next year.

Boys Traveling Coordinator: Bryan Guse, Chris Fore, and Sam Ourada. – No Update

In-House Coordinator: Deni Sanders and Nicki Barry – No Update

Bengal Aces Coordinators: Shannon Shutte. reported – Report cards are due by the end of the month. I think we now have every coordinator registered as well.

Academic Banquet: Wanted you to have this information for your ops meeting.

I've been in touch with Bowlero and Fun Lab for quotes and availability. I'm looking at Monday March 25, Tuesday March 26 or Wednesday March 27. This gives everyone a week to get back from Spring Break and there is no school on Friday March 29th for Easter, so I'm trying to avoid Thursday in case people are traveling out of town.

I will forward you the quote from Bowerlo. I cut back the chicken strips x3 and pizzas x3. Two years ago, we didn't have enough food and last year we had lots of leftovers. We can't cut back on anything after we sign and send out 50% deposit but can add additional. I could also try and reduce the room size possibly. The rep from Bowlero did tell me that the Laser Tag will be upgraded before the end of March.

I also received a quote from Fun Lab this year, but I'm not sure what older kids would think of Fun Lab. Maybe you can run it by Steven or some of his teammates?

At Fun Lab, we could rent out the entire facility for our group. The last week of March is available as of now. To rent out the entire facility, you would receive all attractions (Laser Tag, Bumper Cars, Mini Bowling, Laser Maze, XD Dark Ride, Hologate Virtual Reality and Ropes Course) and unlimited arcade games (no prizes and some games not included). Ropes Course is one time through per participant. A full rental on a Monday through Thursday from 6pm to 9pm would be a total of \$3500. For food - some groups just get pizza and a soda while others have more extensive choices such as a taco bar, burger bar, fruit and veggie platters, chicken wings, chips and salsa, dessert tray etc. Generally, we figure \$4.25 per person for 2 slices of pizza and a soda per participants. The taco bar and burger bar are \$12 per person. They thought they could have the bar area open for parents etc to order as well.

For gifts, my thought is to use our credit at Letterman and do gift cards - in the past we've done \$10 + a nominal gift (water bottles, towels, last year hockey tape). We could increase to \$15 or leave at \$10. I could also see if Lettermen (or Dave's :) could do some shirts with the BYHA logo and do some with ACES. If we didn't do anything we could increase the gift cards to \$15 and still throw in some candy as we've done in the past. Maybe a Starburst (a star on and off the ice or something).

Goalie Coordinator: Jermaine Davis reported - No update

Coaching Coordinator: OPEN – No report

Manager Coordinator: Liz Literski – No report

Volunteer Coordinator: Sarah Kathman – No report

Registrar: Nancy M – No update

Recruitment & Retention Coordinator: Greg Schutte – Taste of hockey is all set for September.

Girls High School Coordinator: – Heather Caven – Girls are planning on having STP this season for all ages this year!

Boys High School Coordinator: Neal Verhulst – No report

Fundraising Coordinator: Cami Mertz. - No update

Sponsorship Coordinator: Bob Wilkerson – No update

Boys & Girls Tournament Coordinators: Julie Verhulst and Nancy Burley – No Update

Concussion Coordinator: Laura Zachman – No update

Apparel Coordinator: Allie Hasling reported – No update

Communications and Social Media – Chris Fore and Katie Cady – Newsletter is ready to go out in the next few days.

Tournament Coordinator (hosted) - Chris Fore - We are all set for our tournaments the first weekend of 2025, Jan 3-5.

Girls Traveling Director: Neal V. reported – 15A was the runner up a few weekends ago, 10B1 took 3rd at their recent tournament, 10A 2nd in Danglefest, and 10B2 won the New Hope Knockdown this past weekend. All 10 teams are at the top of their brackets and the other two are right in the middle of the pack. Hoping for a strong finish for the season.

Boys Traveling Director: Jason K. reported – We have 3 teams that are in 1st place, 1 team in 2nd place, and 5 teams in 3rd place. The rest are on the hunt as we head towards districts in about a month.

In-House Director: Jed Rohlf reported that the start of the full ice season was today. The 4th annual Pond Hockey tournament is in two weeks here at Fogerty. The season is going well.

Equipment Director: Chris Phal reported that it is quiet this time of year. Email will go out to non-regional team managers about equipment return.

Hockey Director: Rick J. reported that all is running well. Working on the plan for next year and talking to all the partners about what next year might look like.

Charitable Gambling Report: Suzanne S. reported that this month's charitable gambling contribution was \$100,000. The audit was completed, and there was some additional information needed, including cell phone allowance, so Suzanne is working on that. They also wanted us to update the deposit line items as the money must be in the bank in the month, not the 1st day of the next month. They also want two board members to sign the months' back statements. Shred it is coming on 01/26/2024, if we needed to shred anything.

MN control board reported another issue – the report stated that one of the sellers was giving the person credits and that they were related to the seller. Suzanne investigated and there was no issue, so Suzanne is completing the report and has coached the seller.

Motion made (Rick Japor) second (Brad Keogh) to approve the December 2023 charitable gambling report. Motion passed.

Motion made (Lindsay Axelrod) second (Brad Keogh) to approve the February 2024 proposed Gambling expenditures as shown in the attached report. Motion passed.

Old Business: No old business.

New Business: No New Business

Motion made by (Chris Pahl) seconded by (Jed Rohlf) to close the session. Motion passed.

Session closed at 7:50 pm.

Exhibit A: Charitable Gambling Report

BLAINE YOUTH HOCKEY ASSOCIATION
STATEMENT OF REVENUES
AND EXPENSES - REGULATORY BASIS
FOR THE PERIOD THEN ENDED
December 31, 2023 and 2022

CONSOLIDATED

	1 Month Ended Dec. 31, 2023		1 Month Ended Dec. 31, 2022		9 Months Ended Dec. 31, 2023		9 Months Ended Dec. 31, 2022	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 6.31	0.00	\$ 5.18	0.00	\$ 70.25	0.00	\$ 77.05	0.00
PULL TAB RECEIPTS	1,111,463.00	40.89	1,316,971.00	52.90	9,592,034.00	44.68	11,130,857.00	52.62
E-TAB RECEIPTS	1,529,609.25	56.27	1,115,730.25	44.82	11,330,970.50	52.78	9,558,682.50	45.19
E-BINGO RECEIPTS	37,820.50	1.39	22,049.00	0.89	218,050.00	1.02	138,173.00	0.65
PADDLETICKET RECEIPTS	4,509.00	0.17	3,450.00	0.14	32,280.00	0.15	24,720.00	0.12
BINGO RECEIPTS	<u>34,371.00</u>	<u>1.23</u>	<u>31,189.00</u>	<u>1.23</u>	<u>286,170.00</u>	<u>1.37</u>	<u>299,337.00</u>	<u>1.42</u>
TOTAL RECEIPTS	2,718,370.06	100.00	2,489,384.43	100.00	21,467,574.75	100.00	21,151,846.55	100.00
COST OF SALES								
PULL TAB PRIZES	939,842.00	34.57	1,122,432.00	45.09	8,139,431.44	37.92	9,476,361.00	44.80
E-TAB PRIZES	1,344,550.90	49.46	965,167.90	38.77	9,882,581.60	46.03	8,355,963.55	39.50
E-BINGO PRIZES	32,147.41	1.18	18,741.64	0.75	185,342.40	0.86	117,446.94	0.56
PADDLETICKET PRIZES	2,900.00	0.11	2,300.00	0.09	20,880.00	0.10	15,460.00	0.07
BINGO PRIZES	27,642.36	1.02	26,590.63	1.07	242,095.71	1.13	244,067.43	1.15
PULL TAB EXPENSE	15,274.98	0.56	16,866.98	0.68	131,356.01	0.61	144,092.42	0.68
PADDLETICKET EXPENSE	137.86	0.01	0.00	0.00	411.66	0.00	131.77	0.00
BINGO PAPER SUPPLY	<u>82.20</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>1,599.82</u>	<u>0.01</u>	<u>1,087.34</u>	<u>0.01</u>
TOTAL COST OF SALES	2,362,577.71	86.91	2,152,099.15	86.45	18,683,698.64	86.66	18,354,610.41	86.78
GROSS PROFIT	355,792.35	13.09	337,285.28	13.55	2,863,876.11	13.34	2,797,236.10	13.22
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	37,304.81	1.37	41,677.42	1.67	228,811.54	1.07	251,325.08	1.19
ACCOUNTING EXPENSE	1,143.00	0.04	1,090.00	0.04	16,000.00	0.07	15,110.00	0.07
CASH SHORT/OVER	353.55	0.01	503.96	0.02	2,880.46	0.01	2,567.48	0.01
CASH SHORT REIMBURSED	(19.98)	(0.00)	(88.86)	(0.00)	(916.43)	(0.00)	(271.67)	(0.00)
E-TAB REVENUE SHARING	57,075.23	2.10	37,111.47	1.49	473,747.48	2.21	392,829.45	1.86
E-BINGO PROVIDER FEE	588.20	0.02	337.79	0.01	5,016.71	0.02	2,951.44	0.01
ADVERTISING EXPENSE	0.00	0.00	286.00	0.01	2,574.00	0.01	2,379.70	0.01
INSURANCE WC EXPENSE	0.00	0.00	903.00	0.04	0.00	0.00	993.00	0.00
DUES & SUBSCRIPTIONS	0.00	0.00	0.00	0.00	0.00	0.00	276.30	0.00
OFFICE & POSTAGE	2,123.01	0.08	2,777.56	0.11	37,438.15	0.17	32,124.88	0.15
LOCAL GAMB TAX -10%	0.00	0.00	0.00	0.00	79,293.16	0.37	94,399.80	0.45
MN COMB REG TAX	112,436.28	4.14	100,192.64	4.02	979,506.25	4.56	1,001,487.45	4.73
MN 8.5% TAX	983.74	0.04	600.79	0.02	5,479.37	0.03	5,771.75	0.03
REGULATORY FEE	3,182.10	0.12	2,896.57	0.12	26,625.05	0.12	26,317.80	0.12
RENT EXPENSE	<u>46,442.19</u>	<u>1.71</u>	<u>18,714.54</u>	<u>0.75</u>	<u>332,839.58</u>	<u>1.55</u>	<u>197,110.19</u>	<u>0.93</u>
TOTAL EXPENSES	261,616.13	9.62	206,962.88	8.31	2,189,324.32	10.20	2,025,202.62	9.57
OPERATING INCOME	94,176.22	3.46	130,322.40	5.24	674,550.79	3.14	771,953.45	3.65
LAWFUL PURPOSE EXPENSES								
DONATION	100,000.00	3.68	80,000.00	3.21	690,000.00	3.21	850,000.00	4.02
ORG LICENSE / FEES	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>1,050.00</u>	<u>0.00</u>	<u>1,050.00</u>	<u>0.00</u>
TOTAL LAWFUL PURPOSE EX	100,000.00	3.68	80,000.00	3.21	691,050.00	3.22	851,050.00	4.02
NET INCOME (LOSS)	\$ (5,821.78)	(0.21)	\$ 50,322.40	2.02	\$ (16,499.21)	(0.08)	\$ (79,096.55)	(0.37)

SEE INDEPENDENT ACCOUNTANTS' COMPILATION REPORT

MONTHLY EXPENDITURES TO HAVE BOARD APPROVAL

SITE RENTAL	\$50,000.00	PER MONTH APPROX.
COMPENSATION & TAXES	\$45,000.00	PER MONTH APPROX.
PAYROLL SERVICES	\$1000.00	PER MONTH APPROX.
CONTRIBUTION TO CITIES BLAINE 10% TAX	\$140,000.00	PER YEAR APPROX.
SUPPLIES SITES & OFFICE	\$3,000.00	PER MONTH
CONTRIBUTIONS TO B.Y.H.A.	\$1,500,000.00	PER YEAR APPROX.
PULL TAB DISPOSAL	\$5,000.00	PER YEAR APPROX.
WORKERS COMP.	\$2,500.00	PER YEAR APPROX.
COST OF PULLTABS	\$20,000.00	PER MONTH APPROX.
COMBINED RCPT TAX	\$120,000.00	PER MONTH APPROX.
REGULATORY FEE	\$4,000.00	PER MONTH
CASH SHORTAGES	\$800.00	PER MONTH APPROX.
ETAB REVENUE SHARE	\$70,000.00	PER MONTH APPROX.
EBINGO PROVIDER FEE	\$10,000.00	PER MONTH APPROX.
STATE LIC. RENEWAL	\$150.00	PER SITE PER YEAR
MANAGER LIC. RENEWAL	\$150.00	PER YEAR
UNIFORMS	\$3,000.00	PER YEAR
CPA	\$25,000.00	PER YEAR APPROX.
ADVERTISING	\$3500.00	PER MONTH
MEAT RAFFLE INVOICES	\$6,000.00	PER MONTH
PURSES FOR BINGO	\$6000.00	PER MONTH
MISC. ADMINISTRATIVE EXPENSES	\$3,000.00	PER MONTH APPROX.

MUST BE INCLUDED IN MEETING MINUTES MONTHLY WITHOUT FAIL!

Updated September 2023

BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY

December-23

REVENUES	371,287
EXPENSES	(377,111)
NET INCOME	<u>(5,824)</u>

BEGINNING PROFIT CARRYOVER	162,825.16
PROFIT CARRY OVER +/-	<u>(5,823.78)</u>
ENDING PROFIT CARRYOVER	<u>157,001.38</u>

Pulltabs (Net)		Percentage of Income
OLE PIPER INN	75,327	
BROADWAY PIZZA	7,914	
WILD BILLS	57,561	
CLIVE'S	<u>30,819</u>	
	171,621	46.22%

Etabs		Percentage of Income
OLE PIPER INN	51,098	
BROADWAY PIZZA	65,571	
WILD BILLS	47,590	
CLIVE'S	<u>20,699</u>	
	185,058	49.84%

E-Singo		Percentage of Income
OLE PIPER INN	1,562	
BROADWAY PIZZA	2,028	
WILD BILLS	1,424	
CLIVE'S	<u>559</u>	
	5,873	1.53%

Sports Tipboard		Percentage of Income
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%

Peddlewheel		Percentage of Income
OLE PIPER INN	1,100	
BROADWAY PIZZA	500	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	1,600	0.43%

Bingo		Percentage of Income
OLE PIPER INN	(810)	
BROADWAY PIZZA	1,627	
WILD BILLS	6,839	
CLIVE'S	<u>(327)</u>	
	7,329	1.97%

Raffle		Percentage of Income
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%

Interest		Percentage of Income
	6	

Net Revenues 371,287.39

Taxes	
MN COMBINED RECEIPTS	112,436.28
MN 8.5%	983.74
REGULATORY BOARD FEE	3,182.10
LICENSE & PERMITS	-
LOCAL 10%	-
FEDERAL UBIT	-
STATE UBIT	<u>-</u>
	116,602.12

Total allowable expenses	
GAMES PURCHASED	15,495.04
COMPENSATION & TAXES	37,304.81
PENALTIES & INTEREST	-
ACCOUNTING	1,145.00
BOND	-
ETAB REV SHARING	57,075.23
EBINGO PROVIDER FEE	588.20
RENT	45,442.19
OFFICE & SUPPLIES	2,123.01
CASH SHORT	355.55
CASH SHORT REIMB	(19.98)
REPAIRS & MAINTENANCE	<u>-</u>
	160,509.05

Donations	
Donation	<u>100,000.00</u>
	100,000.00

Expenses 377,111.17

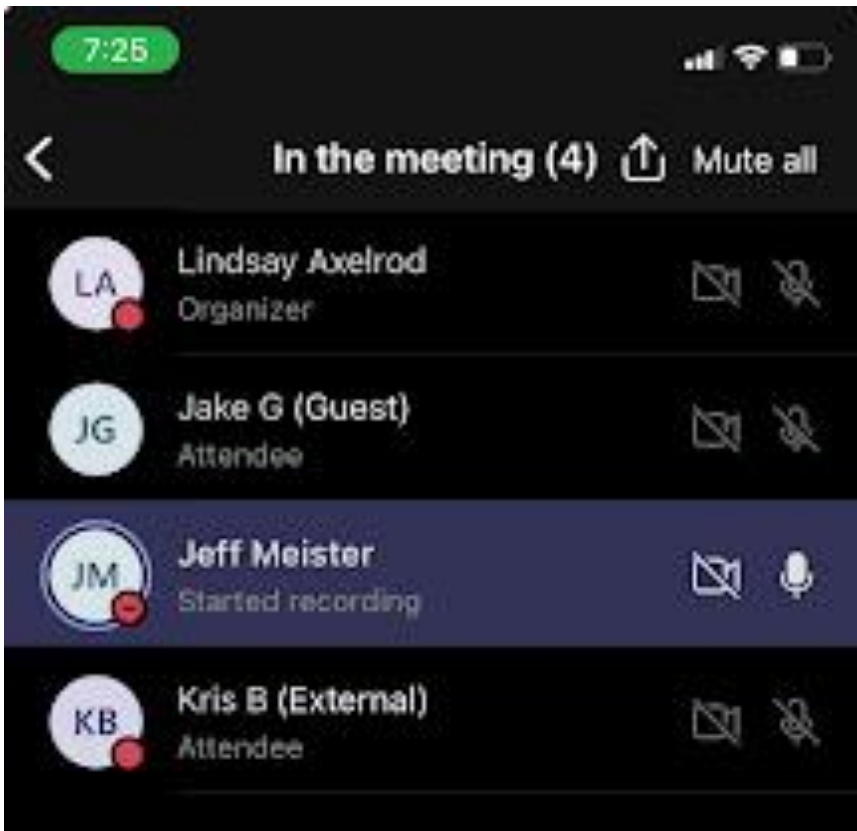
BLAINE YOUTH HOCKEY ASSOCIATION
 GAMBLING REPORT SUMMARY

December-23

	OLE PIPER INN	BROADWAY PIZZA	WILD BILLS	CLIVE'S	TOTAL
GROSS RECEIPTS	975,649.85	549,651.23	809,691.70	383,370.85	2,718,363.63
PRIZES PAID	847,272.83	471,911.28	696,277.07	331,621.49	2,347,082.67
NET RECEIPTS	128,377.02	77,739.95	113,414.63	51,749.36	371,280.96
PRIZE PAYOUT %	87%	86%	86%	87%	86%
GAME CLOSED	90	8	71	39	208
INTEREST EARNED	2.33	1.57	1.70	0.83	6.43
EXPENSES	67,915.98	33,658.45	35,244.57	23,690.05	160,509.05
TAXES PAID	46,579.57	21,799.74	32,185.28	16,037.53	116,602.12
NET PROFIT	13,883.80	22,283.33	45,986.48	12,022.61	94,176.22
			YTD NET PROFIT		(16,499.21)
			YTD CONTRIBUTIONS		690,000.00

Exhibit D - Attendees: See Attached

Online attendees:





BYHA MONTHLY BOARD MEETING SIGN-IN (PLEASE PRINT YOUR NAME)

DATE: 1-15-24

1	Suzanne Pawson	21
2	Nate Lindholm MN Erect	22
3	Doug Cummings MN Erect	23
4	JASON HESPERW	24
5	Shannon Schutte	25
6	Chris Fore	26
7	Vincent Grammer	27
8	Jennifer Grammer	28
9	Maddie Wolter (Amy)	29
10	Jozse Kekenberg	30
11	Mia & Dan Sutch	31
12	Al Blomker	32
13		33
14		34
15		35
16		36
17		37
18		38
19		39
20		40