

**BYHA Monthly Meeting
August 17th, 2020 at 7:00pm
Meeting held via Chime**

Attendance: Erick Sutherland, Jeff Meister, Jason Kacures, Jed Rohlf, Neal Verhulst, Sebastian Canevari, Aaron Lewiki, Brad Keogh, Rick Japor, Lindsay Axelrod, Brent Owens (remote), Brian Bunes (remote), Nancy Manthes (remote), Jennifer Brown (remote), Erick Johnson (remote), Gina Miller (remote), Joe Gratz (remote), Chris Carol (remote), Chris Coleman (remote), Kelly Mongo (remote), Steve Dahlk (remote), Brandon (?) (remote), Further attendees listed in Exhibit B.

This meeting was called to order at 7:00 PM by Erick Sutherland.

Motion made (Jed Rohlf) second (Jason Kacures) to approve the 08/17/2020 meeting agenda. Motion carried.

Secretary's Report: Working with Jodi Johnson on Concussion training, working on alternatives to getting that completed. Apparel store is being finalized. Looking into alternatives to manager meetings moving forward. Lindsay has volunteer stuff posted and working with the other coordinators to get stuff moving ahead.

The following motions were made and approved in the closed session:

- Motion made by Jed Rohlf to cover \$30 background check fee for coaches, seconded by Jason Kacures, motion carried.
- Motion made by Jeff Meister to approve budget - seconded by Jed Rohlf, motion carried.
- Motion made by Aaron Lewiki to name the goalie coordinator Germaine Davis- seconded by Jason Kacures, motion carried.
- Motion made by Neal Verhulst to name two coaches; the 15 A team coach is Abby Oster and 12A team coach is Katie Van Ash, motion carried.

Motion made (Jed Rohlf) second (Rick Japor) to approve the July 20th, 2020 meeting minutes. Motion carried.

Treasurer's Report: \$522,000 current balance. Mostly from registration, small bit from gambling. Still holding a \$90k loan for gambling, hoping to pay back soon. Suzanne will touch on, but things are coming back slowly for gambling. Otherwise, just helping get the season rolling.

Vice President's Report: Getting ready for the tryouts and working on the procedures. USA hockey has given the go for the rest of the year.

President's Report: Erick just working on getting the season off the ground. Most unknowns have been planned for, just waiting to see how things shake out. September 14th is the first district meeting. Team declarations are due to D10 by September 12th, 2020. Registration has closed, so the board is working on # of players on team and number of teams.

Open Forum: Waive ups:
Peewee: 8 grade eligible:

- Owens

- Shaw
- Scott
- Beam
- Walls
- Esenbrei
- Coffenburg
- Bardi

Bantams: 2 grade eligible:

- Swift
- Brown

Squirts: 3 grade eligible:

- Resop
- Coleman
- Himmelgarn

U15: 3 grade eligible:

- Brady
- Vogel
- Miller

U12: 1 grade eligible:

- Eckstrom

Consider these waive ups approved.

Stella Johnson – one waive-up that is not grade eligible – EJ is petitioning for her to move up to U10 from U8. She has been on the top team for the last two years, acceleration, and AAA hockey for spring and fall for the last two years. Needs the challenge.

Donation request from Blaine Boys High School Hockey: Coach Carol is on, talked about the importance of making the High School program great, so that there is a program for the Youth program to look up to. No question for the Booster club (Brian Bunes) or Coach Carol.

Joe Gratz would like something for U19 team on the Ice Dogs site and Chuck has not responded. Once it is done something will be put on the BYHA site to direct folks there.

Ice Scheduler: Nothing from Bill

Volunteer Coordinator: starting with the first set of volunteer needs, won't add more until the first section is filled. Locker attendants not needed (?), we will plan for them for now, unless D10 provides other information. No check in needed for pre-skates. No apparel needed because of COVID. Jed also noted that only 2 check ins are needed for each Mite initiation and nothing else.

Registrar: USA hockey has announced that the temp card has been extended to the end of the year. Anyone that is going to be a level 4 this year, it would be a good thing for those coaches to do a virtual meeting. You don't have to join a MN event, can join any states event. You will need additional training starting next year, so if you need it get it now, as it will grandfather you in. Erick couldn't get the links for the board roster, Nancy will resend, D10 was supposed to have sent it previously. Anyone on the board or on the ice needs to be on a skills roster and they need by registered with BYHA, to have background checks, and complete safe sport training. Need this by then end of September and no teams can be rostered without it, would like it before 09/20/2020. Can't

get teams rostered and approved without this. Working on checking addresses, birth dates, and phone numbers. Season opens on 11/09/2020 as of now and roster sign off is supposed to be on 10/31/2020. Jeff said that all trainers as of now are rostered.

Fundraising Coordinator: No report

Girls Traveling Coordinator: No report

Boys Traveling Coordinator: Left a message for the EMT, but has not heard back from them, but will follow up.

In-House: No report

S.K.A.T.E. Coordinator: No report

Recruitment & Retention Coordinator: No report

Sponsorship Coordinator: No report

Boys & Girls Tournament Coordinators: Heather (peewees and split bantams) and Brian (squirts and splitting bantams), for the most part everything is done, there is only a tournament here or there where a hotel needs to be assigned and one of the Bantam tournaments changed from Brainerd to Duluth. We were able to get a full refund on the tournament that we switched.

Concussion Coordinator: Looking for something to offer for those that need a baseline test.

Girls Traveling Director: 10's – 3 teams (36 skaters and 5 goalies), 12's 3 teams (36 skaters and 3 goalie), and 15's 2 teams (26 skaters and 1 goalie), working to get a second goalie. Finalizing a couple more of the evaluators for tryouts, schedule is posted. Need a few more coaches, so send anyone that is interested to the website to register so he can talk with them. Two new coaches named today, see above motions.

Boys Traveling Director: Bantams – 3 teams (45 skaters and 4 goalies), Peevie 6 teams (84 skaters, 8 goalies), Squirts – 5 teams (60 skaters and 5 goalies). Finalizing some evaluators and practice plans. Need some non-parent coaches, so looking for those. Jason will be having a meeting with the bantam parents; Coach Carol will be there as well, to talk about team levels and other aspects, date is still TBD.

In-House Director: Jed reported Academy is three or four sessions in. Mite evaluations are set up in October. Please register if you are interested in coaching so we are prepared ahead of the season. Looking to do two Cubs sessions this year, hopefully we have the numbers for that.

Hockey Director: Aaron reported that pre-tryout camp is going on now. Really good numbers, so that is exciting. Talked wit Cam at Pursuit Fitness and they are working on packages for the teams that they will be offered to.

Equipment Director: Sebastian reported that he sent the order in for Dave's and they are on track to deliver on time. Everything has been organized and has a list of items not

returned. He will send that out a date or two for those remaining people to return their jersey or breezer covers and after that he will be sending out invoices.

Charitable Gambling Report: Pull tabs open everywhere, one BINGO (at Wild Bills), and one meat raffle (at Old Piper) is open. July was a \$20,000 contribution, hoping this will be a good trend. Waiting to hear from the Gambling Control board for their approval to pay back the \$90K loan that was taken out. All paperwork has been submitted to them for this request. Asked how long the approval would take, but has not heard back from them. Erick encouraged all members to frequent our charitable gambling sites.

Motion made (Rick Japor) second (Sebastian Canevari) to approve the July 2020 charitable gambling report, See Exhibit A for details. Motion carried.

Motion made (Jeff Meister) second (Sebastian Canevari) to approve the September 2020 proposed expenditures. Motion carried.

Old Business: No old business to report

New Business: Still have a few spots for coordinators, if you are interested or have questions, please reach out.

Motion made (Jason Kacures) second (Aaron Lewiki) to close the session. Motion carried.

Session closed at 7:46 pm

Closed Session | No Closed Session

Exhibit A

**BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY**

July-20

REVENUES	281,303	BEGINNING PROFIT CARRYOVER	70,534.47
EXPENSES	(130,158)	PROFIT CARRY OVER +/-	151,145.03
NET INCOME	<u>151,145</u>	ENDING PROFIT CARRYOVER	<u>221,679.50</u>

		<u>Percentage of Income</u>
Pulltabs (Net)		
OLE PIPER INN	92,595	
BROADWAY PIZZA	6,941	
WILD BILLS	69,283	
CLIVE'S	<u>25,298</u>	
	194,117	69.01%
Etabs		
OLE PIPER INN	35,490	
BROADWAY PIZZA	26,607	
WILD BILLS	25,736	
CLIVE'S	<u>87,833</u>	31.22%

<u>Taxes</u>	
MN COMBINED RECEIPTS	52,633
MN8.5%	37
REGULATORY BOARD FEE LICENSE & PERMITS	1,252
LOCAL 10%	3,954
FEDERAL UBIT	
STATE UBIT	<u>57,876</u>

OLE PIPER INN	432	
BROADWAY PIZZA	127	
WILD BILLS	358	
CLIVE'S	<u> </u>	
	917	0.33%

Sports Tipboard		
OLE PIPER INN		
BROADWAY PIZZA		
WILD BILLS		
CLIVE'S	<u> </u>	

Paddlewheel		
OLE PIPER INN	630	
BROADWAY PIZZA		
WILD BILLS		
CLIVE'S	<u> </u>	
	630	0.22%

Bingo		
OLE PIPER INN		
BROADWAY PIZZA		
WILD BILLS	(2,202)	
CLIVE'S	<u> </u>	
	(2,202)	

Raffle		
OLE PIPER INN		
BROADWAY PIZZA		
WILD BILLS		
CLIVE'S	<u> </u>	

Interest	8	
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Net Revenues 281,303

GAMES PURCHASED	12,905
COMPENSATION & TAXES	20,354
PENALTIES & INTEREST	
ACCOUNTING	858
BOND	
ETAB REV SHARING	9,557
EBINGO PROVIDER FEE	77
RENT	6,894
OFFICE & SUPPLIES	1,379
CASH SHORT	536
CASH SHORT REIMB	<u>(278)</u>
	52,282

Donations	
Donation	<u>20,000</u>
	20,000

Expenses 130,158

BLAINE YOUTH HOCKEY ASSOCIATION
 GAMBLING REPORT SUMMARY

July-20

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	842,835.00	252,869.62	544,761.00	144,491.00	1,784,956.62
PRIZES PAID	713,687.45	<u>219,193.50</u>	<u>451,586.30</u>	<u>119,193.00</u>	<u>1,503,660.25</u>
NET RECEIPTS	129,147.55	33,676.12	93,174.70	25,298.00	281,296.37
PRIZE PAYOUT %	85%	87%	83%	82%	84%
GAME CLOSED	111	9	71	36	227
INTEREST EARNED	3.00	1.87	2.19	1.05	8.11
EXPENSES	20,321.56	7,945.35	16,667.56	7,347.05	52,281.52
TAXES PAID	29,976.59	6,156.55	17,753.94	3,988.98	57,876.06
NET PROFIT	78,852.40	19,576.09	58,755.39	13,963.02	171,146.90
			YTD NET PROFIT		172,816.05
			YTD CONTRIBUTIONS		20,000.00

**BLAINE YOUTH HOCKEY ASSOCIATION
STATEMENT OF REVENUES
AND EXPENSES - REGULATORY BASIS
FOR THE PERIOD THEN ENDED July
31, 2020**

CONSOLIDATED

1 Month Ended 4 Months Ended
Jul. 31, 2020 Jul. 31, 2020

RECEIPTS

INTEREST INCOME	\$	8.11	\$	13.25
PULL TAB RECEIPTS		1,215,835.00		1,942,875.00
E-TAB RECEIPTS		554,107.75		824,159.50
E-BINGO RECEIPTS		6,113.00		9,522.00
PADDLETICKET RECEIPTS		1,890.00		3,180.00
BINGO RECEIPTS		7 009.00		7 009.00
TOTAL RECEIPTS		1,784,962.86		2,786,758.75

COST OF SALES

PULL TAB PRIZES	1,021,718.00	1,631,844.00
E-TAB PRIZES	466,275.20	707,549.65
E-BINGO PRIZES	5,196.05	8,093.70
PADDLETICKET PRIZES	1,260.00	2,120.00
BINGO PRIZES	9,211.00	9,211.00
PULL TAB EXPENSE	12,845.86	19,022.17
PADDLETICKET EXPENSE	59.46	59.46
TOTAL COST OF SALES	1 516 565.57	2 377 899.98
GROSS PROFIT	268,397.29	408,858.77

OPERATING EXPENSES

WAGES&PAYROLLTAXES	20,353.92	39,791.59
ACCOUNTING EXPENSE	857.50	2,765.00
CASH SHORT/OVER	536.40	593.26
CASH SHORT REIMBURSED	(278.49)	(278.49)
E-TAB REVENUE SHARING	9,556.59	17,950.47
E-BINGO PROVIDER FEE	76.69	157.83
OFFICE & POSTAGE	1,118.59	12,721.30
GAMBLING EQUIPMENT	260.69	782.07
LOCAL GAMB TAX-10%	3,954.06	21,926.68
MN COMB REC TAX	52,633.21	100,517.21
MN8.5% TAX	36.55	820.55
REGULATORY FEE	1,252.24	2,520.24
RENT EXPENSE	6 894.31	15 775.01
TOTAL EXPENSES	97 252.26	216 042.72
NET OPERATING INCOME (LOSS)	171,145.03	192,816.05

LAWFUL PUROSE EXPENSES

DONATION	20 000.00	20 000.00
TOTAL LAWFUL PURPOSE EXPENSES	20 000.00	20 000.00
NET INCOME (LOSS)	\$ 151 145 Q3	\$ 122 816 Q5

SEE INDEPENDENT ACCOUNTANTS' COMPILATION REPORT

MONTHLY EXPENDITURES TO HAVE BOARD APPROVAL

SITE RENTAL	\$20,000.00	PER MONTH APPROX.
COMPENSATION & TAXES	\$45,000.00	PER MONTH APPROX.
PAYROLL SERVICES	\$1000.00	PER MONTH APPROX.
CONTRIBUTION TO CITIES		
BLAINE 10% TAX	\$120,000.00	PER YEAR APPROX.
SUPPLIES SITES & OFFICE	\$3,000.00	PER MONTH
CONTRIBUTIONS TO B.Y.H.A.	\$1,000,000.00	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	\$95,000.00	PER MONTH APPROX.
REGULATORY FEE	\$4,000.00	PER MONTH
CASH SHORTAGES	\$800.00	PER MONTH APPROX.
ETABREVENUESHARE	\$10,000.00	PER MONTH APPROX.
EBINGO PROVIDER FEE	\$500.00	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	\$20,000.00	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!

Exhibit B

Aug 17th, 2020 BYHA Board Meeting attendees (Chime)

Attendees	Attendees	Attendees	Attendees	Attendees
<+16122420775>	<Brian Bunes>	<Chris Carroll>	<Ryan Wallraff>	Dropped
<+16123849230>	<Eckert>	<Derek Eckstrom>	<Scott Brady>	Chris Carroll
<+16127016393>	<Gina Miller>	<Eckert>	<Scott Brady>	Invited
<+16128653958>	<Kelly Mingo>	<Gina Miller>	<Scott Brady>	<+16129861332>
<+16129861332>	<Kristina Gilpin>	<Gina Miller>	<Scott Brady>	<+16513089827>
<+16513089827>	<Matt Sternwedel>	<Gina Miller>	<Scott Brady>	<Christy Resop>
<+17633500454>	<Nancy Manthis>	<Joe gratz>	<Tony Shaw>	<Christy Resop>
<+17639231129>	<Nick Jacoby>	<Karyn Vogel>	jennifer Brown	<Jamie Sherman>
<brandon >	<Pete Walls>	<Mike Swift>	Jordan Kaufenberg	<Robyn Jacobsen>
<Brent Owens>	Canevari, Sebastian	<Mike Swift>	Skyler Gratz	<Ryan wallraff>
<Brian Bunes>	Chris Coleman	<Nick Resop>	Dropped	<skylar gratz>
<Eckert>	Chris Fote	<Nicki Barnes>	Chris Carroll	Renato F Japor