

**White Bear Lake Area Hockey Association**  
**Monthly Board Meeting Minutes**  
**January 9, 2019**

**Members present:** Jason Sampson, Justin Smith, Jake Hauk, John Ghilardi, Tracy Peltier, Nicole Kopp, Cathy Lydon, Patrick Conlan, Tim Simpkins, Chris Olson, Joel Cessna, Scott Ide, Alisha Kennedy, Brian Griffin, Kevin McFarlane, Rob, Sarah Fordham, Steve Kotzmacher

1. 7:05 Meeting called to order (**Kevin McFarlane**)
2. Approval of Agenda (**Brian Griffin, Sarah Fordham**)
3. Approval of December Meeting Minutes (**Brian Griffin, Sarah Fordham**)
4. Open Forum:
  - a. Jason Sampson-
    - i. Turned down 17 teams for 8U Girls Hockey Jamboree! Accepted 12. Would like to grow this Jamboree next year to Friday-Sunday. Board discussion- YES! Let's look at different weekends- potentially when other team start playoffs and there could be more ice time available.
    - ii. Jason Sampson: Can we look into purchasing Mite boards with proceeds from the 8U jamboree and Mite Jamboree? It would be about \$1500 down, \$2400 from USA Hockey (if grant can be obtained) process could take up to a year. Our cost would be about \$5,000 total Gentry is not as excited to share theirs this year) Mite jamb 7,000 profit from (minus exp) Cathy Lydon- look into separating out ice bills for jamborees, etc.
  - b. Michael Schmidt (12U-B):
    - i. Ice Draft: Michael felt the ice draft went OK- He suggested gathering a committee to work on smoothing out the ice draft process. He is willing to be a part of this.
    - ii. The High School JV/Varsity teams recruited 3-4 7th graders from 12U. He would like to try to prevent that in the future, as it is not best for our girls or our program. Kevin McFarlane also strongly disagrees with High School pulling kids up to JV, believes it is in the financial interest of the High School teams but not to the overall benefit of WBLAHA. This is something that would never happen on the Boys' teams.
    - iii. Goalie issues- We need to look ahead at our goalie situation so that we're not in a goalies crisis! Kevin McFarlane would like to touch base in March/April to look further into our goalie programs/situation. Nicole Kopp brought up that some 8U teams have bought their own goalie pads because there is not enough for them to use. Brian Griffin believes there are pads and equipment upstairs at the Hipp. Joel Cessna brought up the issue of reducing registration and/or team fees for designated goalies. Discussion continued, and it is clear that WBLAHA needs to further investigate goalie plans.
  - c. Tracy Peltier-
    - i. Team Accounts. Could we look into accepting credit card payments from families for team fees? Kevin McFarlane acknowledged there needs to be a larger conversation about team accounts. Alisha Kennedy has been looking into team account options and noted that many associations around us do not have team accounts. Joel Cessna brought up that this could lead to possibly setting team fees by level, and possibly accept credit card payments for team fees the same way we collect registration fees online.
  - d. Emily St Martin:

- i. Moose Goheen, Jr Gold Tournament. She has \$71,000+ in the tournament fund, and there are no more teams to collect money from. Last year, the tournament ice was 65,000 and she is hoping for ice costs to be closer to 55,000 this year. (Ice bill for the tournament has not been paid yet) Has spent less on all other fees, gifts, etc.
- ii. Emily St Martin brought up that tournament ice is more expensive than regular ice at Ramsey County. Ramsey County continues to try to take money out for unexplained reasons, and when she called them out on this, she was able to have \$5,000 in “cleaning fees” removed. Ramsey County is charging us extra for cleaning while no other rink is. \$225 plus 15 min zamboni fee at the prorated rate of \$250/hour. Joe, who we work with at Ramsey County, does not set these rates, so we need to go above him to resolve this. Also, other teams are getting reduced rates. Kevin McFarlane thinks we can probably get those charges knocked off. Essentially, their extensive 2-month billing period statements have to be looked over with a fine tooth comb to make sure we are being charged what they agreed to, and nothing more.
- iii. Bruce at WBSC has renditions for possible additional ice at WBSC, which would benefit our community greatly- WBLAHA/School/City- However, we need more than WBLAHA to support this! Tracy Peltier and Kevin McFarlane are pushing hard for getting more hockey rinks into the schools and community via school district/board committee.
- iv. Concessions at VSC. They are rarely open, and run by Sak’s. We are not able to use them for DIBS/fundraising purposes.
- v. Kevin McFarlane believes it is time to set up a meeting with Ramsey County to discuss all of these things. Emily St. Martin is very interested in being a part of this meeting. Kevin has asked her to continue gathering information on what other associations are paying both at Ramsey County rinks and other rinks to see how it compares to our costs with Ramsey County.

5. Treasurer’s Report: Alisha Kennedy, Cathy Lydon

- a. Account Balances:
  - i. General Fund: \$116,014
  - ii. Concessions: \$15,918
  - iii. Rob Sund: \$7,599
  - iv. Savings: \$1422
  - v. Tournaments: \$71,000
- b. Cathy stated that we should start looking into what funds to prepare for/items in the next fiscal year, including tournament prepaids.
- c. Alisha believes we need to form a committee to look into eliminating team accounts. Her concern stems from the process of overseeing all of the accounts. Several teams have low balances... are they holding onto money? How are they going to pay their ice bills? What do we do if these team accounts run short, especially if we are making them take Feb and 1st week of March ice- have they budgeted for these? It is a realistic concern with the additional ice. Tracy Peltier has run into the issue of bounced checks on one of her teams. Cathy asked if Alisha sent or could send emails to managers asking if they had expected deposits? Also, there is an issue with teams who have families that haven’t paid their team fees. One family in particular has jumped associations without paying team fees. What does that team do come Jan 15 (final cut-off for team fees) and the family hasn’t paid? Cathy brought up the idea of starting the staggered payments earlier to give families a longer timeframe for costs. Kevin McFarlane agreed, if we had teams fees set per level rather than set by team.
- d. (Off-Topic) Kevin would like to get back to using same logo, etc. Alisha feels the process would need to happen step-wise as far as unifying apparel orders, etc. Too many additional purchases, etc, So many

vendors, etc. Kevin would like to see WB Hockey apparel to be uniform across the board. Also: Jason Sampson has a jacket that we need to find something to do with- Jason won't eat the cost but will sell for a reduced price.

- e. Cathy Lydon notified the board that 1099s are required to be sent by the government. This means we need W9s for all vendors and individuals that we've paid throughout the year, and any vendors that teams paid- photographers, bus services, apparel orders, etc. We need to 1099 all of them and they need to be mailed by the 31st. Kevin believes that Terri Dressen has most of the contact info SSN/Ein, etc. Cathy has suggested that next year, team managers should have a copy on hand to give to all vendors. Eliminating team accounts will simplify this process in the future, as would a more uniform-standard apparel order. (less individual team orders)
- f. Action: Alisha wants to know what we are going to do when Jan 15 comes and teams haven't deposited money, etc. Money is pulled out of team accounts on the 20th.

6. Vice President of Business Operations Report: Rob Thilmany

- a. Concessions for Girls Hockey day brought in \$530 and \$487
- b. Found a box of intermediate and senior hockey sticks from Strauss from 2014 in the Hipp. Maybe we could use them for a player appreciation party or something? Maybe in between 8U and Mite jamborees,

7. Vice President of Hockey Operations Report: Chris Gist

- a. Check from fundraiser at Cabin 61 was given to Alisha Kennedy.

8. President's Report: Kevin McFarlane

- a. Nothing to report.

9. D2 Director's Report: John Ghilardi

- a. Compliments to White Bear hockey players, especially Bantams
- b. Squirt standings: Confusion/frustration with process of D2 reporting. He does them all together, but it seems like they're not being completed on time, yet we have to get them to him within 24 hours of games. Alisha asked if they have decided what they're going to bill teams next year. John thinks \$50-65, but they haven't made a decision.

10. Director and Coordinator Reports:

- a. Traveling Director (Joel Cessna)
  - i. Has reached out to Let's Play Hockey for recruiting non-parent coaches.
  - ii. Lots of ice left for Feb/March. Scott Ide said Ramsey County keeps giving us ice and we don't always need it. What do we do with the dead ice? Why is it going into March this year? It hasn't needed to before? Bantams will use some. ACTION: Teams need to take ice through end of Feb, but we need to talk to county about the first week of March. What is the dollar amount for the first week of March?
  - iii. Spring 3x3 League- Joel proposes to eliminate the PeeWees this coming year, but keep Mites/8U and Squirts/10U.
  - iv. Joel would like to open registration June 1st, and cut-off registration Aug 31st. This could help reduce late sign-ups. For example, this year we could have added another squirt team and avoided having 16-17 players on a team. Not sure if we'd be super harsh, but set earlier

registration dates as a goal to start. Currently, after Sep 1 there is a late fee, but they can register until tryouts to be on a team.

- v. Joel asks- Is it possible to have an in-house league? Especially for younger teams. Even 3x3 or 4x4? Kevin agrees this could be a possibility. They could be co-ed, play only other WBL teams, have no tournaments. For reference, many Scandinavian teams don't play games until 15 years old! But hard to change our hockey culture. Joel is exploring a more cost effective way for kids to play, avoiding a Squirt "C" team that has high team fees, tournament and apparel costs. Kevin believes Duluth does something like this: community/ neighborhood based teams that play in-house. Morehead does something similar as well. WBL has a lack of skill development, we need to change the culture somehow. We need ideas to make this happen.
- b. Girls' Director (Steve Kotzmacher)
  - i. Girls Hockey Day Steve has received mostly good feedback. He would like grow this event next year with a goal of having all games at same rink. About \$600 came in which was given to Alisha Kennedy during the meeting.
- c. Mite Director (Brian Griffin)
  - i. Winter blast starts this weekend. He had one team back out last minute, but made it work. There are 8-9 teams coming in this weekend. They are hoping for decent weather.
- d. Player Development Director (Scott Ide)
  - i. Several girls teams are taking advantage of the shooting space at White Bear Sport Center- this is great! Scott knows It's hard to sk families for more hours after 5 days of ice, but its so good for the kids' skill development and it's going well. Reminder- the shooting space is free to use. Email Scott for availability. Bruce will unlock the space for you. (rink attendant)
  - ii. Scott was approached by alumni association to start up STS again. (Summer strength training) Would girls be interested in this as well?

11. Miscellaneous: There is a VAPING epidemic in our community. Two high school kids have been expelled; a 4th grader in Mahtomedi has been expelled. The E-cigs often have THC in them. Vaping is even happening in locker rooms. It has been a huge issue at Jr Gold. This is something parents need to be aware of as kids are getting older. Two WBL high school players were kicked off the team for it. They asked to play Jr Gold, and after extensive consideration and discussion from the board, it was decided that they could, but with stipulations/consequences for repeat offense. The kids were put on separate teams, and both teams have adapted well.

## 12. OLD BUSINESS

- a. Goalie Gear/Training: We need to get moving on this.
  - i. What are we going to do next year to attract more goalies?
  - ii. We need to bring back a separate night of practice for goalie-specific training again. Previous problems for this included coaches not showing up. Also- If we offer to reduce goalie registration costs, perhaps an extra training commitment would have to be in place. Previously, these Wednesday night goalie trainings were more structured and great for the kids. Would this be available for the Mites/8U level? Some previous goalie coaches didn't want mites in the program, but we need to spark interest at that younger level. Who could potentially run and coach this? Finding enough coaches can be a challenge. It seems like we may have a lot of goalie experience within the association that we could look into? How about a few coaches that could rotate weeks? It would be important to make sure they are following similar training processes.

- iii. What about requiring a dedicated goalie coach on each team? Perhaps using Rooney- which is more like coach training. This is something we could capture at the mandatory coaches meeting.

13. NEW BUSINESS

- a. N/A

14. Meeting adjourned. **(Brian Griffin, Joel Cessna)**

## January 9, 2019 Gambling Membership Meeting

### Monthly Statistics (11/18)

Pulltab Sales were up \$8,740 from October	Net Profit	\$223,817
Paddlewheel Sales were up \$14,475 from October	Net Profit	\$7,262
Bingo Sales were up \$8,740 from October	Net Profit	\$23,411
E Gaming Sales were up \$90,688 from October	Net Profit	\$52,526
Tipboard Sales were down \$3280 from October	Net Profit	\$2,700
	<b>Total</b>	<b>\$283,406</b>

**Payout Percentage: 84%**

**Balance as of today: \$473,056** \* high due to deposits for Calendar Raffle.

### Allowable Expenses (February 2019)

- Routine

### Lawful Purpose Expenditures (February 2019)

- Routine (City of Vadnais Heights Taxes)
- Routine (City of White Bear Lake Taxes)
- Routine (City of Maplewood Taxes)

### Calendar Raffle

We had another VERY successful Calendar Raffle! We bought 4000 calendars and sold 3006 (\$75,150). I counted 984 in unsolds which means we are short 10 calendars (\$250). The Treasurer will need to write gambling a check for \$250 to cover the shortage.

I'd like to thank the Teams Managers for their help in picking up the calendars and dispersing them to their teams and for helping keep things organized on their end. It worked out great!

The total "opt out" fees collected during online registrations total \$15,500.

**\$75,150 sales**

**\$15,500 opt outs**

**\$90,650 total**

**- \$15,000 prizes**

**- \$6104.27 calendar cost**

**\$69,545 Total Profit**

### Last year compared to this year

2017 Additional Family sales 105 sold

2018 Additional Family sales 43 sold

2017 Additional Team sales 141 sold

2018 Additional Team sales 63 sold

2017 Pulltab Booth sales 141 sold

2018 Pulltab Booth sales 62

2017 Member sales 3038 sold

2018 Member sales 3006 sold

## **RAFFLE CALENDAR AWARDS**

### **1st Prize \$1000**

#### **Squirt B2 Black**

Sold 20 Extra

Plus: Check \$100 from general Total due: \$1100

### **2nd Prize \$300**

#### **Mite 2 Green**

Sold 15 Extra

Plus: Check \$75 from general Total due: \$375

### **3rd Prize \$200**

#### **Squirt B Black**

Sold 7 Extra

Plus: Check \$35 from general Total due: \$235

Squirt C Black – sold 6 extra

Check \$30 from general

12A – sold 6 extra

Check \$30 from general

Mite 1 White – sold 6 extra

Check \$30 from general

10U Black

Check \$10 from general

## **Family Sales**

Joel Cessna – sold 20 extra 1st Place \$500

Check \$100 from general – total due \$600

Cathy Lydon – sold 10 extra Check \$50 from general

Nick Anthony – sold 8 extra Check \$40 from general

Chris Mathison – sold 3 extra Check \$15 from general

Michelle Johnson – sold 2 extra Check \$10 from general

## **Motion for Donations**

Motion for Gambling to donate \$75,150 to the Rink Fund and to move the opt out fees from general in the amount of \$15,500 to the Rink Fund. For a total of \$90,650. These funds would then be available for the next \$100,000 Rink payment due to the City of WBL.

Motion for Gambling to donate \$5,000 to the General Account for general expenses.

Motion for Gambling to pay \$50,000 towards an Ice Bill.



## **LG1004 Monthly Gambling Report to Members**

### **Authorization of Expenditures**

Minnesota Statutes 349.15, subdivision 1 requires that "Gross profits from Lawful Gambling may be Expended only for lawful purpose or allowable expenses as authorized by the membership of the conducting Organization at a monthly meeting of the organizations membership".

NOTE: When the membership approves estimates of expenses, the report to the membership the following Month must include the specific check number, payee, purpose, amount and date of the payment for estimated Expenditures from the previous month.

White Bear Lake Hockey Charitable Gambling presents the Bank Statement from the prior month for membership review and approval.

### **Pre- Approval: Allowable Expenses for February, 2019**

Payee or Item to be paid			
White Bear Bar	Rent	Based on Lease	Approved
Doc's Landing			
Saks Sports Bar			
Village Sports Bar			
Jimmy's Food & Drink			
McCarron's Pub and Grill			
Three Diamond	Pulltabs, Inventory	\$40,000	Approved
Pilot Games	Electronic Gaming	\$15,000	Approved
Employee Payroll	Payroll	\$60,000	Approved
Mn Dept Revenue	Taxes	\$100,000	Approved
Angus Meat/Raffle			
Gift Card Inventory	Prizes	\$14,000	Approved
Advertising	Paper/Signage	\$9000	Approved
Supplies	Miscellaneous	\$10000	Approved
Annual Audit	Audit	\$15,000	Approved



**Pre- Approval: Lawful Purpose Expenditures**

- City of White Bear Lake Taxes      \$4,000 A-8
- City of Maplewood Taxes              \$4,000 A-8
- City of Vadnais Heights Taxes        \$4,000 A-8

**Approved**

**This report was presented to the organization by the Gambling Manager or other Organization Member**

**Documentation Provided:**

**Complete Monthly Tax Return, with the following:**

- Schedule A
- Schedule B-2
- Schedule E
- Schedule F
- Copy of check Register
- Copy of LG1010 C/D
- Copy of inventory records for all forms of gambling

**Any other Correspondence and Documents:**

Gambling Control Board  
Department of Revenue  
IRS - Tax Notices  
Miscellaneous correspondence  
Annual Audit or Financial Review  
Compliance Review