

BYHA Monthly Meeting Minutes
When: December 18th, 2023, 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 (Jason Kacures), seconded by (Lindsay Axelrod) approve the agenda for tonight's meeting. Motion passed.

Secretary's Report: Lindsay A – working on getting everything set up for the Men's and Womens

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

- Motion made by Ron Leathers to donate \$2000 to Cub Scouts troop 412, seconded by Jed Rohlf, motion passed.
- Motion made by Chris Pahl to donate \$2000 to Blaine High School Boys Soccer Team, seconded by Jason Kacures, motion passed.
- Motion made by Neal Verhulst to donate \$2000 to Blaine High School Dance Team, seconded by Jason Kacures, motion passed.
- Motion made by Jed Rohlf to donate \$2000 to Blaine High School Alpine Ski Team, seconded by Brad Keogh, motion passed.
- Motion made by Jed Rohlf to donate \$2000 to Blaine High School Boys Lacrosse Team, seconded by Jason Kacures, motion passed.
- Motion made by Ron Leathers to donate \$500 to PACT Dance Team, seconded by Lindsay Axelrod, motion passed.
- Motion made by Ron Leathers to make the credit for the Assistant Treasurer position \$750, seconded by Brad Keogh, motion passed.
- Motion made by Brad Keogh to approve the Charitable Gambling Teams annual bonuses, which would total \$15,200, seconded by Jed Rohlf, motion passed.
- Motion made by Rick Japor to approve the updated BINGO rules at Ole Piper. They will switch up the order and type of games and also, change start calls for game 6 and 12 from 48 to 50. We are making that change to stay competitive. Seconded by Brad Keogh, motion passed.

Motion made (Lindsay Axelrod) second (Brad Keogh) to approve the November 20th, 2023, meeting minutes. Motion passed.

Treasurer's Report: Ron Leathers – time of year that charitable gambling starts to carry us. Program income was \$30k and gambling was \$80K and net revenue is still positive as we were \$20k over for the month. We are sitting at 2.3M with \$820K of working capital.

Vice President's Report: Brad Keogh - running status quo, just dealing with a few coaching, player, and parent issues which is expected. Interactions with the Bengal high school teams has been great to see at the coach and player levels. The blue line buddies have been running smoother than years passed. Culture is moving in the right direction!

President's Report: Jeff Meister - Business as usual. One training partner was fired so Jeff worked with that partner to help find a replacement. D10 is standing firm on their rules for the year, so teams just have to deal with it until next year. Super Rink is looking to start renovations in the spring of 2025, pushed back again. They are looking for \$600k from us, which we have. They are also getting small projects like the roof done, as they are able.

Open Forum:

- A. Sand Creek Elementary School – **Donation Request \$4000.00**

Ice Scheduler: Kathy Brodzinski – No Update

Girls Traveling Coordinator: Jake Geisler – starting to learn the families and coaches better. Looking at doing a mid-season evaluations, so that end of the season evals goes better and is useful. Also, talking with the coaches to hear about how their tournaments are going, how the hotels were, any feedback. Really like getting to know the families.

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 – No update

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 – No update

Girls High School Coordinator: – Heather Caven – blue line buddies are running smoothly, has some questions but is getting through it. She is excited about the role and has some ideas for next year.

Boys High School Coordinator: Neal Verhulst – Youth night should be really fun on Thursday, there is lots of prizes and fun stuff going on! Blue line buddies have been running smoothly!

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 – Need high-res photos, struggling to get photos that are clear and useable.

Tournament Coordinator (hosted) - Chris Fore - Have dates for next year and has sent it over to Fogerty and Super Rink of 1/3/2025 to 1/5/2025.

Girls Traveling Director: Neal V. reported – Thank you to Jake and Heather for helping out with everything. 10A won their tournament last weekend. 10B and 10B2 played a tournament in Sartell and supported each other on! 15A, 12A, and 10A are all in Dangle Fest at the Super Rink, teams should go support each other. Season is running smoothly.

Boys Traveling Director: Jason K. reported – Teams are having some success at tournaments. A few teams that are in second place and a few in third, the rest are all in the hunt. Season is running smoothly so far!

In-House Director: Jed Rohlf reported that they are working on the 2024 Academy and the Pond hockey tournament. Season is running smoothly. Reminder NO FULL ICE games until AFTER January 1st.

Equipment Director: Chris Phal reported that there have been 107 equipment vouchers for this season. Thank you to Greg for the support at the start of the season! Pictures are done and we have provided some feedback to the company for next year. We have one-year remaining in the contract with them.

Hockey Director: Rick J. reported that training is running smoothly. He is working to get hours and summer training ready for next year. Dealing with a few issues with PEP but using it as a growth opportunity to train some high school coaches and others.

Charitable Gambling Report: Suzanne S. reported that the charitable gambling contribution for November was \$100k. The party was a success, and the employees were very appreciative of the bonuses.

Motion made (Jason Kacures) second (Brad Keogh) to approve the November 2023 charitable gambling report. Motion passed.

Motion made (Chris Pahl) second (Lindsay Axelrod) to approve the January 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 (Jason Kacures) seconded by (Brad Keogh) to close the session. Motion passed.

Session closed at 7:48 pm.

Exhibit A: Charitable Gambling Report

**BLAINE YOUTH HOCKEY ASSOCIATION
STATEMENT OF REVENUES
AND EXPENSES - REGULATORY BASIS
FOR THE PERIOD THEN ENDED
November 30, 2023 and 2022**

CONSOLIDATED

	1 Month Ended Nov. 30, 2023		1 Month Ended Nov. 30, 2022		8 Months Ended Nov. 30, 2023		8 Months Ended Nov. 30, 2022	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 6.84	0.00	\$ 6.36	0.00	\$ 63.94	0.00	\$ 71.87	0.00
PULL TAB RECEIPTS	1,031,401.00	40.52	1,148,339.00	49.56	8,480,571.00	45.23	9,813,886.00	52.59
E-TAB RECEIPTS	1,448,272.00	56.89	1,116,307.25	48.17	9,801,361.25	52.28	8,442,962.25	45.24
E-BINGO RECEIPTS	24,177.30	0.95	15,013.50	0.65	180,229.50	0.96	116,124.00	0.62
PADDLETICKET RECEIPTS	4,140.00	0.16	3,000.00	0.13	27,780.00	0.15	21,270.00	0.11
BINGO RECEIPTS	<u>37,679.00</u>	<u>1.48</u>	<u>34,586.00</u>	<u>1.49</u>	<u>259,199.00</u>	<u>1.38</u>	<u>268,148.00</u>	<u>1.44</u>
TOTAL RECEIPTS	2,545,676.14	100.00	2,317,252.11	100.00	18,749,204.69	100.00	18,662,462.12	100.00
COST OF SALES								
PULL TAB PRIZES	869,683.00	34.16	984,149.00	42.47	7,199,589.44	38.40	8,353,929.00	44.76
E-TAB PRIZES	1,277,993.35	50.20	1,004,555.15	43.35	8,538,030.70	45.54	7,390,795.65	39.60
E-BINGO PRIZES	20,550.69	0.81	12,761.47	0.55	153,194.99	0.82	98,705.30	0.53
PADDLETICKET PRIZES	2,760.00	0.11	1,800.00	0.08	17,980.00	0.10	13,160.00	0.07
BINGO PRIZES	27,485.63	1.08	28,717.85	1.24	214,453.35	1.14	217,476.80	1.17
PULL TAB EXPENSE	14,151.08	0.56	15,007.01	0.65	116,081.03	0.62	127,225.44	0.68
PADDLETICKET EXPENSE	0.00	0.00	0.00	0.00	273.80	0.00	131.77	0.00
BINGO PAPER SUPPLY	<u>1,232.65</u>	<u>0.05</u>	<u>0.00</u>	<u>0.00</u>	<u>1,517.62</u>	<u>0.01</u>	<u>1,087.34</u>	<u>0.01</u>
TOTAL COST OF SALES	2,213,856.40	86.97	2,046,990.48	88.34	16,241,120.93	86.62	16,202,511.30	86.82
GROSS PROFIT	331,819.74	13.03	270,261.63	11.66	2,508,083.76	13.38	2,459,950.82	13.18
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	19,240.15	0.76	34,814.48	1.50	191,506.73	1.02	209,647.66	1.12
ACCOUNTING EXPENSE	1,145.00	0.04	1,090.00	0.05	14,885.00	0.08	14,020.00	0.08
CASH SHORT/OVER	(4.00)	(0.00)	513.81	0.02	2,524.91	0.01	2,063.52	0.01
CASH SHORT REIMBURSED	(326.28)	(0.01)	0.00	0.00	(896.45)	(0.00)	(182.81)	(0.00)
E-TAB REVENUE SHARING	53,513.62	2.10	52,637.68	2.27	416,672.25	2.22	355,717.98	1.91
E-BINGO PROVIDER FEE	572.88	0.02	337.74	0.01	4,428.51	0.02	2,513.65	0.01
ADVERTISING EXPENSE	858.00	0.03	273.70	0.01	2,574.00	0.01	2,093.70	0.01
DUES & SUBSCRIPTIONS	0.00	0.00	6.30	0.00	0.00	0.00	276.30	0.00
OFFICE & POSTAGE	997.66	0.04	2,580.27	0.11	35,315.14	0.19	29,347.32	0.16
LOCAL GAMBLING TAX -10%	0.00	0.00	0.00	0.00	79,293.16	0.42	94,399.80	0.51
MN COMB RBC TAX	106,924.68	4.20	122,855.13	5.30	867,069.97	4.62	901,334.81	4.83
MN 8.5% TAX	462.98	0.02	693.71	0.03	4,495.63	0.02	5,170.96	0.03
REGULATORY FEE	2,808.48	0.11	3,073.16	0.13	23,442.95	0.13	23,421.23	0.13
RENT EXPENSE	<u>41,804.78</u>	<u>1.64</u>	<u>27,184.71</u>	<u>1.17</u>	<u>286,397.39</u>	<u>1.53</u>	<u>178,395.65</u>	<u>0.96</u>
TOTAL EXPENSES	227,997.95	8.96	245,980.69	10.62	1,927,708.19	10.28	1,818,319.77	9.74
OPERATING INCOME	103,821.79	4.08	24,280.94	1.05	580,374.57	3.10	641,631.05	3.44
LAWFUL PURPOSE EXPENSES								
DONATION	100,000.00	3.93	70,000.00	3.02	590,000.00	3.15	770,000.00	4.13
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>0.01</u>	<u>1,050.00</u>	<u>0.01</u>
TOTAL LAWFUL PURPOSE EX	100,000.00	3.93	70,000.00	3.02	591,050.00	3.15	771,050.00	4.13
NET INCOME (LOSS)	\$ 3,821.79	0.15	\$ (45,719.00)	(1.97)	\$ (10,675.43)	(0.06)	\$ (129,418.95)	(0.69)

Exhibit B: Next Months Estimated Expenditures

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**

November-23

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	910,289.70	623,066.40	679,868.00	332,445.20	2,545,669.30
PRIZES PAID	773,125.79	559,450.34	581,449.12	284,447.42	2,198,472.67
NET RECEIPTS	137,163.91	63,616.06	98,418.88	47,997.78	347,196.63
PRIZE PAYOUT %	85%	90%	86%	86%	86%
GAME CLOSED	86	10	62	36	194
INTEREST EARNED	2.53	1.57	1.85	0.89	6.84
EXPENSES	53,557.58	29,795.97	31,414.71	18,417.28	133,185.54
TAXES PAID	40,812.00	20,894.00	32,845.60	15,644.54	110,196.14
NET PROFIT	42,796.86	12,927.66	34,160.42	13,936.85	103,821.79
		YTD NET PROFIT	(10,675.43)		
		YTD CONTRIBUTIONS	590,000.00		

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY

November-23

REVENUES	347,203
EXPENSES	(343,382)
NET INCOME	<u>3,822</u>

BEGINNING PROFIT CARRYOVER	162,825.16
PROFIT CARRY OVER +/-	<u>3,821.79</u>
ENDING PROFIT CARRYOVER	<u>166,646.95</u>

		Percentage of Income
Pulltabs (Net)		
OLE PIPER INN	76,884	
BROADWAY PIZZA	6,018	
WILD BILLS	55,101	
CLIVE'S	<u>23,715</u>	
	161,718	46.58%
Etabs		
OLE PIPER INN	57,038	
BROADWAY PIZZA	55,137	
WILD BILLS	35,957	
CLIVE'S	<u>22,146</u>	
	170,279	48.04%
E-Bingo		
OLE PIPER INN	1,205	
BROADWAY PIZZA	1,297	
WILD BILLS	818	
CLIVE'S	<u>306</u>	
	3,627	1.04%
Sports Tipboard		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
Paddlewheel		
OLE PIPER INN	980	
BROADWAY PIZZA	400	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	1,380	0.40%
Bingo		
OLE PIPER INN	1,057	
BROADWAY PIZZA	764	
WILD BILLS	6,542	
CLIVE'S	<u>1,830</u>	
	10,193	2.94%
Raffle		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
Interest	7	

Taxes	
MN COMBINED RECEIPTS	106,924.68
MN 8.5%	462.98
REGULATORY BOARD FEE	2,808.48
LICENSE & PERMITS	-
LOCAL 10%	-
FEDERAL UBIT	-
STATE UBIT	<u>-</u>
	110,196.14

Total allowable expenses	
GAMES PURCHASED	15,383.73
COMPENSATION & TAXES	19,240.15
PENALTIES & INTEREST	-
ACCOUNTING	1,145.00
BOND	-
ETAB REV SHARING	53,513.62
EBINGO PROVIDER FEE	572.88
RENT	41,712.84
OFFICE & SUPPLIES	1,855.66
CASH SHORT	(4.00)
CASH SHORT REIMB	(234.34)
REPAIRS & MAINTENANCE	-
	<u>133,185.54</u>

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


Net Revenues 347,203.47

Expenses 343,381.68

Exhibit D - Attendees: See Attached

Online attendees: Chris Fore

DELL

 **BYHA MONTHLY BOARD MEETING SIGN-IN**

DATE: 12-18-23

1	Suzanne Lawson	21
2	Jason Hesperin	22
3	Shannon Schutte	23
4	Heather Caven	24
5	SAKE FEISLER	25
6		26
7		27
8		28
9		29
10		30
11		31
12		32