

BYHA Monthly Meeting Minutes
When: December 19th, 2022, 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 () second () to approve the agenda for tonight's meeting. Motion passed.

Secretary's Report: Lindsay A – Thank you to all of the volunteers that came out and supported BYHA's first tournament in many years, we appreciated the participation of both High School teams! Continuing to support Christy in volunteer items and we should be rounding out completed volunteer list after the tournaments this weekend. Concussion testing information will be coming out soon!

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

- Motion made by Lindsay Axelrod to approve the following donation requests and amounts, motion seconded by Rick Japor, Motion passed.
 - **Blaine High School Softball**– Donation request \$2500
 - **Blaine High School Alpine Ski Team** – Donation amount \$2500
 - **Blaine High School Nordic Ski Team** – Donation amount \$2500
 - **Veterans Memorial Park of Blaine** – Donation amount \$15,000
 - **Anoka Hennepin Educational Foundation** – Donation amount \$2500
 - **Jam HOPE Foundation** – Donation amount \$3,000
 - **Jason Luong and Grady Bautch** – Green Giant National Tournament - Donation amount \$750 each
 - **Blaine High School/Youth Wrestling Program** – Donation amount \$2500
- Motion made by Chris Pahl to forgive the remaining payments totaling \$648 for a Bantam player moving up to High School, seconded by Lindsay Axelrod, motion passed.
- Motion Made by Jed Rohlf to get rink divider pads for Super Rink 2. The total cost is \$4470 and the cost will be split 50/50 with SLP, making our portion \$2235, seconded by Rick Japor, motion passed.
- Motion made by Lindsay Axelrod to approve the end of the year bonuses for the Charitable Gambling team and for money to support their Holiday Party at Broadway on 12/05/2022. Seconded by Rick Japor, motion passed.

Motion made (Brad Keogh) second (Ron Leathers) to approve the November 21st, 2022, meeting minutes. Motion passed.

Treasurer's Report: Ron Leathers – Starting to slow down on tryout expences and Primary expenditures during the month were player equipment (\$38,124), ice (\$17,623), and tryout expenses (\$27,330 of which \$20,400 was for tryout ice). Registrations provided \$61,491 this month and net revenue increased by \$96,337.

Vice President's Report: Brad Keogh reported that there has been a lot of sickness going through the teams right now, so hopefully that wraps up soon. Complaints from Mite's about ice time due to our hosted tournament and the Junior Gold Tournament. Happy Holidays to all!

President's Report: Jeff Meister reported that lots of busy work. A few teams don't have hotels for tournaments but should be taken care of. One complaint on the tournament on the Arizona team that came,

but they did not win it all, so that helped issues. Game misconducts are out of control, so D10 is keeping an eye on that.

Open Forum: The month of December has the following donation requests:

Blaine High School Basketball –

BATBA –

- C. **Majestic Oaks Community Fund** – Donation Request \$2000 +
- D. **MN Hockey Fights Cancer / BYHA 10UB Team** - Donation Request \$2200

Ice Scheduler: Kathy Brodzinski –

Girls Traveling Coordinator: Katie Van Asch – No Update

Boys Traveling Coordinator: Bryan Guse, TJ Brown, Chris Fore. – No Update

In-House Coordinator: Nick Jacoby and Nicki Barry – No Update

Bengal Aces Coordinators: Shannon Shutte. reported – email will go out to the managers this week. Most teams do not have an academic coordinator set yet, so Lindsay will work with Shannon to get those folks listed on the website as she learns their names.

Goalie Coordinator: Jermaine Davis reported - No update

Coaching Coordinator: Jon Jonassen – No report

Volunteer Coordinator: Christy Resop – No Update

Registrar: Nancy M – it has been a weird year having coaches added late to rosters and all coaches have been getting their stuff done. No changes can be made after 12/31/2022. Online link for roster has been working great!

Recruitment & Retention Coordinator: Greg Schutte – No Update

High School Coordinator: Jesse Sullivan –

Fundraising Coordinator: Cami Mertz. - No update

Sponsorship Coordinator: Tim C. - No Update

Boys & Girls Tournament Coordinators: Heather Feroni – No Report

Concussion Coordinator: Laura Zachman – Dates of 01/09/2023 and 01/23/2023 have been set. Waiting on the signup link from Tria to get the information out to families.

Apparel Coordinator: Jody Dahlk reported – Completed for the season, waiting for Katie to send our totals for the year.

Tournament Coordinator (hosted) - Chris Fore - Everything went really well this weekend!!

Girls Traveling Director: Neal V. reported – Girls teams are doing well, and teams are having fun and doing well. Lots of hockey yet to play!

Boys Traveling Director: Jason K. reported – Standings look good, 4 teams in first, 4 teams in close second, 6 in the middle and the rest have not had as many games as the rest of the league. Teams are really making strides in the right direction.

In-House Director: Jed Rohlf reported that scheduling is done for Mites through January 8th. The rest of January will be out this week. Then the rest of the season will be out shortly after that. Pond hockey is starting to be planned with SLP. Working on Summer academy planning and

Equipment Director: Chris Pahl reported In house pictures went well, and pictures are starting to arrive. Lindsay will send a reminder email to in-house families tonight. Goalie equipment that we had on backorder is starting to come in. Everything is looking good back there!

Hockey Director: Rick J. reported that training is going well. A training meeting is being set up so we can provide feedback to training partners ASAP. We had some mismatches to skill due to D10 issues, but that is resolved. Tryout schedules received from Rob.

Charitable Gambling Report: Suzanne S. reported that the contribution from October is \$70,000. Down a little bit due to a variety of issues, including higher rent, additional expenses and other things. The findings from the Gambling control board are closed and no wrongdoing was found. She provided the receipt for the party and thanked everyone for the bonuses. Minimum wage is going up again on January 1st, so the board needs to decide if all pay will go up by a similar amount. It will be discussed at the Ops meeting.

Motion made (Chris Pahl) second (Brad Keogh) to approve the November 2022 charitable gambling report. Motion passed.

Motion made (Brad Keogh) second (Neal Verhulst) to approve the January 2023 proposed Gambling expenditures as shown in the attached report. Motion passed.

Old Business: No old business.

New Business: Need to approve the audit draft. Motion made by Ron Leathers to approve the audit draft, seconded by Chris Pahl, motion passed.

Motion made by (Neal Verhulst) seconded by (Chris Pahl) to close the session. Motion passed.

Session closed at 7:46 pm.

Exhibit A: Charitable Gambling Report

BLAINE YOUTH HOCKEY ASSOCIATION STATEMENT OF REVENUES AND EXPENSES - REGULATORY BASIS FOR THE PERIOD THEN ENDED November 30, 2022 and 2021

CONSOLIDATED

	1 Month Ended Nov. 30, 2022		1 Month Ended Nov. 30, 2021		8 Months Ended Nov. 30, 2022		8 Months Ended Nov. 30, 2021	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 6.36	0.00	\$ 8.12	0.00	\$ 71.87	0.00	\$ 70.42	0.00
PULL TAB RECEIPTS	1,148,339.00	49.56	1,248,289.00	60.93	9,813,886.00	52.59	10,232,491.00	62.14
E-TAB RECEIPTS	1,116,302.25	48.17	757,074.00	36.95	8,442,962.25	45.24	5,906,606.50	35.87
E-RINGO RECEIPTS	15,013.50	0.65	10,507.25	0.51	116,124.00	0.62	80,499.00	0.49
PADDLETICKET RECEIPTS	3,000.00	0.13	2,100.00	0.10	21,270.00	0.11	20,130.00	0.12
BINGO RECEIPTS	<u>34,586.00</u>	<u>1.49</u>	<u>30,877.00</u>	<u>1.51</u>	<u>268,148.00</u>	<u>1.44</u>	<u>225,751.00</u>	<u>1.37</u>
TOTAL RECEIPTS	2,317,252.11	100.00	2,048,855.37	100.00	18,662,462.12	100.00	16,465,547.92	100.00
COST OF SALES								
PULL TAB PRIZES	984,149.00	42.47	1,067,408.00	52.10	8,353,929.00	44.76	8,713,485.00	52.92
E-TAB PRIZES	1,094,555.15	43.35	650,741.30	31.76	7,390,795.65	39.60	5,162,333.80	31.35
E-RINGO PRIZES	12,761.47	0.55	8,931.15	0.44	98,705.30	0.53	68,424.04	0.42
PADDLETICKET PRIZES	1,800.00	0.08	1,400.00	0.07	13,160.00	0.07	13,100.00	0.08
BINGO PRIZES	28,717.85	1.24	26,283.17	1.28	217,476.80	1.17	183,549.58	1.11
PULL TAB EXPENSES	15,007.01	0.65	16,145.42	0.79	127,225.44	0.68	119,334.80	0.72
PADDLETICKET EXPENSE	0.00	0.00	0.00	0.00	131.77	0.00	329.40	0.00
BINGO PAPER SUPPLY	0.00	0.00	34.28	0.00	1,087.34	0.01	1,853.12	0.01
TOTAL COST OF SALES	2,046,990.48	88.34	1,776,943.32	86.44	16,202,511.30	86.82	14,262,407.54	86.62
GROSS PROFIT	270,261.63	11.66	277,912.05	13.56	2,459,950.82	13.18	2,203,140.38	13.38
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	34,814.48	1.50	31,912.76	1.56	209,647.66	1.12	194,167.46	1.18
ACCOUNTING EXPENSE	1,090.00	0.05	0.00	0.00	14,020.00	0.08	12,271.05	0.07
CASH SHORT/OVER	513.81	0.02	(222.80)	(0.01)	2,065.52	0.01	143.16	0.00
CASH SHORT REIMBURSED	0.00	0.00	0.00	0.00	(170.51)	(0.00)	0.00	0.00
E-TAB REVENUE SHARING	52,637.68	2.27	33,628.81	1.64	353,717.98	1.91	242,047.27	1.47
BINGO PROVIDER FEE	337.74	0.01	275.55	0.01	2,633.65	0.01	1,874.92	0.01
ADVERTISING EXPENSE	273.70	0.01	520.00	0.03	2,093.70	0.01	1,560.00	0.01
INSURANCE EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	129.00	0.00
DUES & SUBSCRIPTIONS	6.30	0.00	0.00	0.00	276.30	0.00	0.00	0.00
OFFICE & POSTAGE	2,580.27	0.11	2,937.13	0.14	29,347.32	0.16	16,987.71	0.10
GAMBLING EQUIPMENT	0.00	0.00	0.00	0.00	0.00	0.00	521.38	0.00
LOCAL GAMB TAX-10%	0.00	0.00	0.00	0.00	94,399.80	0.51	99,786.57	0.61
MN COMM ERIC TAX	122,855.13	5.30	105,741.39	5.16	901,306.33	4.83	784,755.66	4.77
MN 8.5% TAX	693.71	0.03	437.79	0.02	5,199.44	0.03	5,130.26	0.03
REGULATORY FEE	3,073.16	0.13	2,723.82	0.13	23,421.23	0.13	20,598.08	0.13
RENT EXPENSE	<u>27,104.11</u>	<u>1.17</u>	<u>3,500.00</u>	<u>0.17</u>	<u>178,483.35</u>	<u>0.95</u>	<u>121,825.41</u>	<u>0.74</u>
TOTAL EXPENSES	245,980.69	10.62	181,454.45	8.86	1,818,319.77	9.74	1,501,797.93	9.12
OPERATING INCOME	24,280.94	1.05	96,457.60	4.71	641,631.05	3.44	701,342.45	4.26
LAWFUL PURPOSE EXPENSES								
DONATION	70,000.00	3.02	100,000.00	4.88	770,000.00	4.13	740,000.00	4.49
ORG LICENSE / FEES	0.00	0.00	0.00	0.00	1,050.00	0.01	0.00	0.00
TOTAL LAWFUL PURPOSE EX	70,000.00	3.02	100,000.00	4.88	771,050.00	4.13	740,000.00	4.49
NET INCOME (LOSS)	\$ (45,719.06)	(1.97)	\$ (3,542.40)	(0.17)	\$ (129,418.95)	(0.69)	\$ (38,657.55)	(0.23)

Exhibit B: Next Months Estimated Expenditures

MONTHLY EXPENDITURES TO HAVE BOARD APPROVAL

SITE RENTAL	\$35,000.00	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.	\$1,000,000.00	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	\$120,000.00	PER MONTH APPROX.
REGULATORY FEE	\$4,000.00	PER MONTH
CASH SHORTAGES	\$800.00	PER MONTH APPROX.
ETAB REVENUE SHARE	\$60,000.00	PER MONTH APPROX.
EBINGO PROVIDER FEE	\$5000.00	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!

Updated August 2022

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

November-22

REVENUES	285,269		BEGINNING PROFIT CARRYOVER	161,807.48
EXPENSES	(330,988)		PROFIT CARRY OVER +/-	(45,719.06)
NET INCOME	<u>(45,719)</u>		ENDING PROFIT CARRYOVER	<u>116,088.42</u>
		Percentage of Income		
Pulltabs (Net)				
OLE PIPER INN	75,977			
BROADWAY PIZZA	9,170			
WILD BILLS	55,536			
CLIVE'S	<u>22,507</u>			
	164,190	57.56%		
Etabs				
OLE PIPER INN	36,068			
BROADWAY PIZZA	38,046			
WILD BILLS	28,102			
CLIVE'S	<u>8,537</u>			
	111,752	39.17%		
E-Bingo				
OLE PIPER INN	400			
BROADWAY PIZZA	641			
WILD BILLS	1,047			
CLIVE'S	<u>165</u>			
	2,252	0.79%		
Sports Tipboard				
OLE PIPER INN	-			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	-	0.00%		
Paddlewheel				
OLE PIPER INN	1,200			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	1,200	0.42%		
Bingo				
OLE PIPER INN	(1,112)			
BROADWAY PIZZA	(1,362)			
WILD BILLS	6,630			
CLIVE'S	<u>1,712</u>			
	5,868	2.06%		
Raffle				
OLE PIPER INN	-			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	-	0.00%		
Interest				
	6			
Net Revenues	285,269		Expenses	330,988

**BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY**

November-22

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	943,013.75	418,404.75	710,815.00	245,012.25	2,317,245.75
PRIZES PAID	829,481.50	371,909.95	618,500.30	212,091.72	2,031,983.47
NET RECEIPTS	113,532.25	46,494.80	92,314.70	32,920.53	285,262.28
PRIZE PAYOUT %	88%	89%	87%	87%	88%
GAME CLOSED	100	8	71	36	215
INTEREST EARNED	2.35	1.46	1.72	0.83	6.36
EXPENSES	27,912.97	35,280.51	53,428.44	17,743.78	134,365.70
TAXES PAID	40,807.56	25,078.33	48,541.08	12,195.03	126,622.00
NET PROFIT	44,814.07	(13,862.58)	(9,653.10)	2,982.55	24,280.94
		YTD NET PROFIT	(129,418.95)		
		YTD CONTRIBUTIONS	770,000.00		

Exhibit D - Attendees: See Attached

Online attendees: Lindsay Axelrod

-