

**Bismarck Hockey Boosters Board Minutes**  
**Monday, June 13<sup>th</sup>, 2022 @ 5:30 PM**  
**1<sup>st</sup> International Bank & Trust 2<sup>nd</sup> Floor Conference Room**

**Attendance:**

**Matt Butz**  
**Mikayla Jablonski Jahner**  
**Kaine Martell**  
**Rick Geloff**  
**Brad Thompson**  
**Carlyle Scott**  
**Kyle Leftwich**  
**Jeff Hruby**  
**Dustin Goetz**  
**Heather Welle**  
**Joe Gusaas**  
**AJ Empter**  
**Jacqueline Ressler**

**Absent:**

**Savannah Cantleberry**  
**Alyssa Backes**

**1) Old Business**

1. Approved previous meeting minutes – (Rick/Carlyle)

**2) Parks and Rec Update – Dylan Thiem – No Update**

**3) New Business**

- a) VFW3 Update
  - i) Per Parks and Rec =Break ground sometime late summer/early fall
  - ii) Nov 2023 open date for when Highschool Hocket starts
  - iii) Mikayla has put together our offer to mirror PBS's offer
- b) Silver **Ranch** – Kyle is leading that project.

**4) Hockey Director Update – Kaine Martell**

- a) Monthly Update
  - i) Heather is recruiting new coaches (non-parent coaches)
  - ii) 3 families have reached out that are moving to town bringing more kids to the program.
  - iii) Away tournaments – every team has tournaments. A few left that just opened that still need to be scheduled.
  - iv) Squirt Meeting – great turnout (over 50+)

- (1) No one appeared upset at the idea, a lot of good questions were asked, everyone appeared to understand. Since the meeting several texts and calls have been received letting Kaine know people like the idea, and it was a positive takeaway.
- (2) Still working with Dickinson on the Jamboree for the non-travel squirts
- (3) Grand Forks, Williston, Minot, Dickinson – all looking to do something similar and want jamborees
- v) By next meeting all tournaments and jamborees should be solid.

5) **Executive Director Update** – Mikayla

- a) Monthly Update
  - i) Pixellot Volunteer Position – Board Action Required
    - (a) Discussion:
      - (i) We should keep this in house and not try to team up with BPS for managing the system.
      - (ii) Is there enough compensation for this?
        - 1. On Call each weekend
        - 2. A lot of the work that was needed is already done. Now it is inputting the games and they will be trained.
        - 3. Should we consider 1-2 people to do it.
    - (b) Motion to accept the position as written, except changing the DIBS to \$500 and 12 hours (AJ/Heather)
      - (i) Motion Approved
  - (2) BPS using Pixellot
    - (a) Continue discussion if we will allow BPS to use our Pixellot platform.
    - (b) Would we charge a fee?
    - (c) Who is in charge if the game feed is not working?
- ii) Strong themes in the surveys – disciplines and safety (update to the grievance process and form)
- iii) Setting up meetings with the gaming sites to build relationships

6) **Gun Raffle Committee Update** – AJ Emter

- a) Scheels is on board again
- b) We need to finalize how many we want to sell
  - i) Discussion:
    - (1) The 9000 tickets sold quickly last year. We offer a 30/1 winning ration.
    - (2) If we increase the tickets another member will need to be added to the Gun Raffle Committee. – Note: Raffle Committee Members get a free registration.
    - (3) Motion to increase tickets to 12000 from 9000 (3000 extra) maintain the 30/1 ration – keeping 10 tickets per book (Eric/Dustin)
      - (a) Motion Approved
- c) Update Incentive Plan for the future
  - i) Discussion:
    - (1) Currently the top 15 receive an incentive.
    - (2) At the top 15, we provide \$2500 in incentives
    - (3) Discussion what would be appropriate number of incentives

- (4) Top two get free registration and it breaks down after that.
  - (5) Motion to decrease the number of incentives for the gun raffle from 15 to 5.  
Keeping those incentives, the same for the top 5 (Top two get 1 free registration, next three get 50% off 1 registration). (Carlyle/Dustin)
    - (a) Motion approved
  - d) Handbook states you can only use one discount, we do not uphold this.
    - i) Discussion:
      - (1) Remove the one discount only statement for this year and looking at what it should be in the future.
      - (2) A committee should be put together to discuss the best way to move forward with this.
      - (3) Motion to strike the one discount per family, a committee to be established with a recommendation to the board by September (Rick/AJ)
        - (a) Motion approved
- 7) **Gaming Update** – AJ Emter - No Update
- a) Discussion for upcoming meeting:
    - i) Alec is our gaming manager and is open to coming to a meeting to discuss the process, the games, etc.
    - ii) Alec will be invited to the next meeting.
  - b) -As a reminder – our current gaming partners are:
    - i) Lucky’s Bar
    - ii) Tap In Tavern
    - iii) The Pier
    - iv) Blarney Stone
    - v) Our Place Tavern
- 8) **Advertising Update/Fund Raising/Apparel** – Savannah – No Update
- 9) **Treasurer Update** – Rick
- a) Financial Report – Year to Date through 9 months –
    - i) Total Income \$800k
      - (1) Quick Overview:
        - (a) \$413,000 Program and Service Fees
        - (b) \$180,000 Charitable Gaming
        - (c) \$92,000 Concession Sales
          - (i) Cost of goods sold – 45% margin, which is down
          - (ii) We have not raised our prices
          - (iii) And were missing some supplies
    - ii) Total Expenses \$1 million
      - (1) Quick Overview:
        - (a) \$255,000 Payroll
        - (b) 162,000 Rent
        - (c) \$162,500 Community Support
        - (d) \$85,000 Uniforms
    - iii) Upcoming Expenses - \$100k for Gun Raffle

- iv) Regular Operations Net Income – (\$204,000)
- v) Net Income (Loss) with Charitable Gaming - \$684,000.
- b) Budget
  - i) Total Income will go by \$67,000
    - (1) Items identified to increase income:
      - (a) Gaming income will increase
      - (b) Concessions will increase due to the super state tourney and extra girls' games
      - (c) Foundation income will increase
      - (d) Program Service Fees should stay consistent
      - (e) Special event will increase (golf tourney and walk in for state tourney)
      - (f) COGS will stay consistent
  - ii) Total Expenses will go up by \$322,000
    - (1) Items identified to affect expenses:
      - (a) Charitable contributions increase due to VFW3
      - (b) Athletic Training/Baseline increasing as Mario Lamoureux will be enhancing the program
      - (c) Rent for Rink will increase
      - (d) Registration for out-of-town slight decrease because of at home squirt team
  - iii) \$500,000 loss if we follow the budget.
  - iv) Gaming should net \$1.2 million, increase of \$312,000
  - v) Motion to approve the preliminary budget as presented. (Carlyle/Dustin)
    - (1) Motion approved
- c) Crime and Theft Insurance – Voeller Insurance, all insurance will be moved there.
- d) Final budget will be presented in at the July meeting

**10) Concessions and Tournament Update – Heather**

- a) Monthly Update
  - i) Mikayla and Heather are meeting with Concession staff
    - (1) Will report back at the July meeting about the meeting
    - (2) Discuss more ownership from the paid staff
    - (3) Look at the number of paid staff for coverage
    - (4) Scheduling may be taken over by Heather but will be discussed.
  - ii) Mikayla, McQuala, Heather meeting
    - (1) Having DIBs prepared for all tournaments a head of time, so that they can sign up earlier.
    - (2) 10 to 12 hours for DIBS and \$400 to \$500.

**FOR THE GOOD OF THE ORGANIZATION**