

BYHA Monthly Meeting Minutes
When: April 19th, 2021 at 8:00 pm
Where: DSTI, Online via Microsoft Teams

Present: Erick Sutherland, Brad Keogh, Jeff Meister, Lindsay Axelrod, Jason Kacures, Neal Verhulst, Jed Rohlf, Rick Japor, Chris Pahl (remote), and Jermaine Davis (remote) (See Exhibit D for list of additional attendees)

Not Present:

This meeting was called to order at 7:53: pm by Brad Keogh.

Motion made (Lindsay Axelrod) second (Jason Kacures) to approve the agenda for tonight's meeting. Motion passed.

Secretary's Report: Lindsay A - busy getting communications out for the Annual meeting. Coordinators are needed to fill lots of roles, look for communications coming soon.

Following motions was made between the January and February meetings:

- Motion made by Jed Rohlf to approve providing a \$500 giftcard for Bill Marshall for his years of service. Seconded by Jason Karcures. Motion Passed.
- Motion made by Jeff Meister to approve the following year end expenditures; \$6386.00 Letterman's expense for 62) Coaching uniforms. \$10,315.76 Dave's expense for Goalie Equipment for our loaner program and Goalie tryout jerseys. Seconded by Lindsay Axelrod. Motion Passed
- Motion made by Jeff Meister to sponsor our Blaine players participation in the D10 Tier 1 2021 Tournament in the amount of \$750.00. Seconded by Rick Japor. Motion Passed
- Motion made by Neal Verhulst to cover the hotel expenses for the U15B backup goalie for the state tournament. Seconded by Lindsay Axelrod. Motion passed.

Motion made (Jason Kacures) second (Rick Japor) to approve March 15th, 2021 meeting minutes. Motion passed.

Treasurer's Report: Jeff M. reported current Cash is at \$856,415 this includes all four accounts that we manage. Everything is on target for what we hoped for. Thank you! Glad to be back!

Vice President's Report: Brad K. reported that the heavy lifting starts now. We need to get more people involved in coordinator roles and bring back some Bengal pride. Welcome new members.

President's Report: NA

Open Forum: None

Ice Scheduler: NA

Girls Traveling Coordinator: Open - No report

Boys Traveling Coordinator: Steve D., Bryan G., Chris P. - No report.

In-House Coordinator: Nick J., Nicki B., No report.

Academic Banquet Coordinators: Nancy B. reported that we were able to use last year's items and refund from Bowlero to fill those bottles for the kids. All kids got something!

Volunteer Coordinator: OPEN - No report

Registrar: Nancy M. nothing to report. Thanked outgoing board members and welcomed new members. Nancy confirmed that she is coming back!

Recruitment & Retention Coordinator: OPEN - No report.

Fundraising Coordinator: OPEN. - No report.

Sponsorship Coordinator: Tim C. - No report.

Boys & Girls Tournament Coordinators: Heather Feroni. – No report.

Concussion Coordinator: OPEN - No report.

Girls Traveling Director: Neal V. reported that we are starting to look at next year and are starting to look at the Co-Op. Lots to do for the upcoming season.

Boys Traveling Director: Jason K. reported coaches get your apps in and we need coordinators! Sign up today, watch for communication in the near future.

In-House Director: Jed R. reported Academy started April 15th, registration is still open, so still time to join. Planning is starting for next year, lots to do!

Equipment Director: OPEN

Hockey Director: Rick J. reported that we are looking to make commitments to our partners by the end of the month. Try-out camp is scheduled.

Charitable Gambling Report: Suzanne S. reported that the contribution for March was \$100,000. Strong couple of months. Thank you to all board members that helped out with the end of the year audits. In the middle of a DOR audit with the State of MN. She is about halfway done and assumes that it will continue for a while. She needs to know who the CEO and treasures are ASAP so that she can fill out the paperwork for the gambling control board.

Motion made (Lindsay Axelrod) second (Neal Verhulst) to approve the April 2021 charitable gambling report. Motion passed.

Motion made (Lindsay Axelrod) second (Jed Rohlf) to approve the May 2021 proposed Gambling expenditures as shown in the attached report. Motion passed.

Old Business: No old business.

New Business: No new business.

Motion made (Rick Japor) second (Jason Kacures) to close the session. Motion passed.
Session closed at 8:10 pm.

Exhibit A: Charitable Gambling Report

BLAINE YOUTH HOCKEY ASSOCIATION STATEMENT OF REVENUES AND EXPENSES - REGULATORY BASIS FOR THE PERIOD THEN ENDED March 31, 2021 and 2020

CONSOLIDATED

	1 Month Ended Mar. 31, 2021		1 Month Ended Mar. 31, 2020		12 Months Ended Mar. 31, 2021		12 Months Ended Mar. 31, 2020	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 10.40	0.00	\$ 0.00	0.00	\$ 78.74	0.00	\$ 0.00	0.00
PULL TAB RECEIPTS	1,327,810.00	64.40	0.00	0.00	8,805,949.00	66.11	0.00	0.00
E-TAB RECEIPTS	682,969.75	33.13	0.00	0.00	4,301,262.25	32.29	0.00	0.00
E-BINGO RECEIPTS	13,342.00	0.65	0.00	0.00	56,752.50	0.43	0.00	0.00
PADDLETICKET RECEIPTS	2,910.00	0.14	0.00	0.00	17,700.00	0.13	0.00	0.00
RAFFLE RECEIPTS	9,340.00	0.45	0.00	0.00	9,340.00	0.07	0.00	0.00
BINGO RECEIPTS	<u>25,412.00</u>	<u>1.23</u>	<u>0.00</u>	<u>0.00</u>	<u>128,486.00</u>	<u>0.96</u>	<u>0.00</u>	<u>0.00</u>
TOTAL RECEIPTS	2,061,794.15	100.00	0.00	0.00	13,319,568.49	100.00	0.00	0.00
COST OF SALES								
PULL TAB PRIZES	1,135,622.00	55.08	0.00	0.00	7,470,874.00	56.09	0.00	0.00
E-TAB PRIZES	592,043.70	28.71	0.00	0.00	3,706,352.65	27.83	0.00	0.00
E-BINGO PRIZES	11,340.68	0.55	0.00	0.00	48,239.57	0.36	0.00	0.00
PADDLETICKET PRIZES	1,840.00	0.09	0.00	0.00	11,460.00	0.09	0.00	0.00
BINGO PRIZES	19,404.00	0.94	0.00	0.00	113,436.45	0.85	0.00	0.00
PULL TAB EXPENSE	13,962.12	0.68	0.00	0.00	91,146.86	0.68	0.00	0.00
PADDLETICKET EXPENSE	0.00	0.00	0.00	0.00	218.00	0.00	0.00	0.00
BINGO PAPER SUPPLY	<u>32.14</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>674.91</u>	<u>0.01</u>	<u>0.00</u>	<u>0.00</u>
TOTAL COST OF SALES	1,774,244.64	86.05	0.00	0.00	11,442,402.44	85.91	0.00	0.00
GROSS PROFIT	287,549.51	13.95	0.00	0.00	1,877,166.05	14.09	0.00	0.00
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	19,583.59	0.95	0.00	0.00	192,493.82	1.45	0.00	0.00
ACCOUNTING EXPENSE	888.25	0.04	0.00	0.00	17,336.50	0.13	0.00	0.00
INTEREST/PENALTY EXPENSE	26.64	0.00	0.00	0.00	26.64	0.00	0.00	0.00
CASH SHORT/OVER	(313.19)	(0.02)	0.00	0.00	2,514.64	0.02	0.00	0.00
CASH SHORT REIMBURSED	0.00	0.00	0.00	0.00	(521.62)	(0.00)	0.00	0.00
E-TAB REVENUE SHARING	17,176.28	0.83	0.00	0.00	175,760.48	1.32	0.00	0.00
E-BINGO PROVIDER FEE	194.44	0.01	0.00	0.00	1,057.78	0.01	0.00	0.00
INSURANCE EXPENSE	0.00	0.00	0.00	0.00	120.00	0.00	0.00	0.00
INSURANCE W/C EXPENSE	(334.00)	(0.02)	0.00	0.00	866.00	0.01	0.00	0.00
REPAIRS AND MAINTENANCE	0.00	0.00	0.00	0.00	395.01	0.00	0.00	0.00
OFFICE & POSTAGE	8,158.37	0.40	0.00	0.00	29,319.05	0.22	0.00	0.00
GAMBLING EQUIPMENT	0.00	0.00	0.00	0.00	2,085.52	0.02	0.00	0.00
MN UBIT TAX	0.00	0.00	0.00	0.00	306.00	0.00	0.00	0.00
LOCAL GAMB TAX -10%	0.00	0.00	0.00	0.00	55,713.84	0.42	0.00	0.00
MN COMB REC TAX	74,973.60	3.64	0.00	0.00	609,916.15	4.58	0.00	0.00
MN 8.5% TAX	487.57	0.02	0.00	0.00	2,125.62	0.02	0.00	0.00
REGULATORY FEE	1,988.83	0.10	0.00	0.00	15,340.23	0.12	0.00	0.00
RENT EXPENSE	<u>11,583.49</u>	<u>0.56</u>	<u>0.00</u>	<u>0.00</u>	<u>111,483.64</u>	<u>0.84</u>	<u>0.00</u>	<u>0.00</u>
TOTAL EXPENSES	134,413.87	6.52	0.00	0.00	1,216,339.30	9.13	0.00	0.00
NET OPERATING INCO	153,135.64	7.43	0.00	0.00	660,826.75	4.96	0.00	0.00
LAWFUL PURPOSE EXPENSES								
DONATION	100,000.00	4.85	0.00	0.00	490,000.00	3.68	0.00	0.00
DONATION- OTHER	8,334.42	0.41	0.00	0.00	8,534.42	0.06	0.00	0.00
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>0.00</u>	<u>0.00</u>
TOTAL LAWFUL PURPOSE EX	108,334.42	5.26	0.00	0.00	499,584.42	3.75	0.00	0.00
NET INCOME (LOSS)	\$ 44,601.22	2.16	\$ 0.00	0.00	\$ 161,242.33	1.21	\$ 0.00	0.00

SEE INDEPENDENT ACCOUNTANTS' COMPILATION REPORT

Exhibit B: Next Months Estimated Expenditures

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.
ETAB REVENUE SHARE	\$20,000.00	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 C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

March-21

REVENUES 301,544
EXPENSES (256,943)
NET INCOME 44,601

BEGINNING PROFIT CARRYOVER 165,604.56
PROFIT CARRY OVER +/- 44,601.22
ENDING PROFIT CARRYOVER 210,105.78

		Percentage of Income
Pulltabs (Net)		
OLE PIPER INN	86,590	
BROADWAY PIZZA	9,880	
WILD BILLS	67,119	
CLIVE'S	<u>28,599</u>	
	192,188	63.73%
Etabs		
OLE PIPER INN	22,847	
BROADWAY PIZZA	41,158	
WILD BILLS	26,922	
CLIVE'S	<u>-</u>	
	90,926	30.15%
E-Bingo		
OLE PIPER INN	447	
BROADWAY PIZZA	540	
WILD BILLS	1,015	
CLIVE'S	<u>-</u>	
	2,001	0.66%
Sports Tipboard		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
Paddlewheel		
OLE PIPER INN	1,070	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	1,070	0.35%
Bingo		
OLE PIPER INN	-	
BROADWAY PIZZA	298	
WILD BILLS	5,710	
CLIVE'S	<u>-</u>	
	6,008	1.99%
Raffle		
OLE PIPER INN	9,340	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	9,340	3.10%
Interest	10	

Taxes	
MN COMBINED RECEIPTS	74,973
MN 8.5%	488
REGULATORY BOARD FEE	1,989
LICENSE & PERMITS	-
LOCAL 10%	-
FEDERAL UBIT	-
STATE UBIT	<u>77,460</u>
Total allowable expenses	
GAMES PURCHASED	13,994
COMPENSATION & TAXES	19,250
PENALTIES & INTEREST	27
ACCOUNTING	888
BOND	-
ETAB REV SHARING	17,176
EBINGO PROVIDER FEE	194
RENT	11,583
OFFICE & SUPPLIES	8,158
CASH SHORT	(313)
CASH SHORT REIMB	-
REPAIRS & MAINTENANCE	<u>70,958</u>
Donations	
Donation	<u>108,534</u>
	108,534

Net Revenues 301,544

Expenses 256,943

BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY

March-21

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	827,487.75	365,287.75	649,183.25	219,825.00	2,061,783.75
PRIZES PAID	707,194.38	313,412.47	548,417.53	191,226.00	1,760,250.38
NET RECEIPTS	120,293.37	51,875.28	100,765.72	28,599.00	301,533.37
PRIZE PAYOUT %	85%	86%	84%	87%	85%
GAME CLOSED	120	10	72	51	253
INTEREST EARNED	3.85	2.39	2.81	1.35	10.40
EXPENSES	22,593.58	18,227.12	20,832.78	9,304.65	70,958.13
TAXES PAID	33,216.99	11,558.59	24,825.28	7,849.14	77,450.00
NET PROFIT	64,486.65	22,091.96	55,110.47	11,446.56	153,135.64
			YTD NET PROFIT		161,242.33
			YTD CONTRIBUTIONS		498,534.42

EXHIBIT D: Attendees

Jeff Meister
Nancy Manthis
Chuck Taylor (Guest)
Lindsay Axelrod
Suzanne Slawson (Guest)
Schweninger, Haley J
Kim Therres (Guest)
Fore, Christopher C
Chris Pahl
Davis, Jermaine (Cl-StPaul)
Burley, Nancy (Aveda)
Michael Gilpin (Guest)
Kristina Gilpin
Ron Leathers