

BYHA Monthly Meeting Minutes
When: March 21st, 2022 at 7:00 pm

Where: Fogerty Conference Room and Online via Microsoft Teams

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

Absent:

This meeting was called to order at 7:00 pm by Jeff Meister

Motion made (Chris Pahl) second (Ron Leathers) to approve the agenda for tonight's meeting. Motion passed.

Secretary's Report: Lindsay A – All iPad's have the are returned by the managers and the BAAP party is set to go on Thursday of this week. Otherwise, just wrapping up the season and starting to plan for next season.

The following motions were made between the February and March meetings:

- Motion made by Ron Leathers to give D10 Green Giants \$750 for the tournament fees, seconded by Lindsay Axelrod, motion passed.
- Motion made by Chris Pahl to purchase 344 jerseys and 465 shells, not to exceed \$40K, seconded by Brad Keogh, motion passed.
- Motion made by Brad Keogh to credit the U10A player that stepped into the Goalie position for 90% of the season, seconded by Neal Verhulst, motion passed
- Motion made by Rick Japor to include three back-up goalie requests for Regions, to cover the cost of hotel and a \$100 or \$200 gift card based on distanced traveled, seconded by Lindsay Axelrod, motion passed.
- Motion made by Chris Pahl to issue a \$100 gift card to traveling managers that return all their teams' items and \$50 gift card to the in-house managers that return the goalie gear and practice jersey's, seconded by Lindsay Axelrod, motion passed.
- Motion made by Lindsay Axelrod to donate to \$500 to the fundraiser for an in-house/traveling family, seconded by Jason Kacures, motion passed.
- Motion made by Lindsay Axelrod to issue \$500 scholarships to all 11 applicants for a total of \$5500, seconded by Jason Kacures, motion passed.
- Motion made by Rick Japor FOR AN EXPENDITURE NOT TO EXCEED \$1500 for 15 - starter sticks and helmets, seconded by Jed Rohlf, motion passed.

Motion made (Lindsay Axelrod) second (Brad Keogh) to approve February 21st, 2022, meeting minutes. Motion passed.

Treasurer's Report: Ron Leathers reported we spent a lot of money \$190k more than we brought in. 12k is the balance in the gambling account, so we should be good to go to spend all the money. 50k operating funds for the rest of the year, the remaining 1.5 M is for rink updates.

Vice President's Report: Brad Keogh reported that we are digging into survey results, looking at coaching staff with the directors, and then the 3 board member spots that will be open. Ramsey Parent and Gabby Rosenthal won the NCAA tournament this last weekend. It should get busy for us as we start planning for next season.

President's Report: Jeff Meister reported that we are wrapping up the season, looking at the survey results and getting ready for next season.

Open Forum:

- A. Blaine High School Trap Team – Donation Request of \$5000.00 - Carter Bakke, Ian Davis, Matthew Singer, and Logan Johnson, Coach Tim and manager. \$ will be going to helping pay for the teams ammunition, range fees, and state tournaments. 65 kids are signed up for the spring season, 40 in the fall, competition in Alexandria, so the money will help with that as well. Started annual shoot - A - thon as a fundraiser, first year doing that and they have an endowment via midway USA that also helps. Growing sport and appreciate the help. Pheasants Forever, MN Deer hunters also help.
- B. Blaine High School All Night Senior Party – Donation Request of \$1000.00 - Lisa and Leah, rented out Bowlero, for Casino night, hypnotist, tattoos, food, and other fun and games. Funded 100% by donations! Follows the night of graduation.
- C. Blaine High School Boys Golf Team – Donation Request of \$3500.00 - Kevin Overgard, coach, all of the golfers are past hockey players. Requests will be used for golf bags for kids that need them, range finders for kids to check out, more kids on the team (which means more JV meets so that they all see competition), Seniors all get a golf trip experience up north, (a donor is paying for lodging). Other fundraising includes golf cards and other appeals. 24 players is what the team is capped at because they have two coaches and a limited number of tee times. John, Ben, Isaac were the players present.
- D. Blaine High School Baseball Team – Donation Request of \$7500 - Adam Puder (varsity hockey player and former BYHA player) looking to purchase a new pitching machine and would like to do a new pitching mound, Owen Johnson battling cancer, they would say Owen Strong. Bunch of hockey kids in the program and coach Ted Erickson, 96 players for tryouts and end with 70 players across 5 teams. They do a couple of chipotle fundraisers, cub bagging and a few others fundraising opportunities.
- E. Joe Gatz reported that he has 7 players that are planning to return for next fall and has a bunch of leads for next season. Joe will get some ice time this summer for the girls to skate. Joe is working with D10 to grow the U19 program. Joe is looking for some better recognition on the Ice Dogs web page for next year. Work with Chuck to get on the website or create their own.

Ice Scheduler: Kathy Brodzinski reported: No Update

Girls Traveling Coordinator: Katie Van Asch - No update

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

In-House Coordinator: Nick Jacoby and Nicki Barry - No update

Academic Banquet Coordinators: Nancy B. reported – that

Goalie Coordinator: Jason Hespen reported - No update

Coaching Coordinator: Jon Jonassen – No report

Volunteer Coordinator: Christy Resop - No report

Registrar: Nancy M. - reported No Update.

Recruitment & Retention Coordinator: Greg Schutte – No update

High School Coordinator: Jesse Sullivan – No Update

Fundraising Coordinator: Cami Mertz. - No update

Sponsorship Coordinator: Tim C. - No Update

Boys & Girls Tournament Coordinators: Heather Feroni reported - No updates

Concussion Coordinator: Lindsay Axelrod – No Update

Apparel Coordinator: Jody Dahlk reported – No Update

Girls Traveling Director: Neal V. reported that MN hockey is trying to change the age levels, so we are in a wait and see game. D10 thinks it will not be until the following season.

Boys Traveling Director: Jason K. reported that the boys' teams were moving in the right direction! All teams went to regions and two went to state from that. Squirt B1's were repeat district champions. We are in the hunt again and we should have fun watching them. Scheduling coach's meetings with our two paid coaches.

In-House Director: Jed Rohlf reported that he is working on getting the academy going for next month. Looking to get a year-end coaching meeting together, we will all be invited.

Equipment Director: Chris Pahl reported that he is starting to get the equipment back from the teams, he has about half back so far, and has the most puck bags back in years!

Hockey Director: Rick J. reported that we are waiting on PEP drop in dates, should have them soon. Looking at survey data to start planning for training next season.

Charitable Gambling Report: Suzanne S. reported that the contribution for February is \$80,000 and March is \$80,000 as well. It is March so we need to do inventory, so we need two teams on 3/31/2022 at 6pm starting at Broadway and Clives.

Motion made (Lindsay Axelrod) second (Brad Keogh) to approve the February 2022 charitable gambling report. Motion passed.

Motion made (Jason Kacures) second (Jed Rohlf) to approve the April 2022 proposed Gambling expenditures as shown in the attached report. Motion passed.

Old Business: No old business.

New Business: No new business.

Motion made by (Rick Japor) seconded by (Lindsay Axelrod) to close the session. Motion passed.

Session closed at 7:44 pm.

Exhibit A: Charitable Gambling Report

**BLAINE YOUTH HOCKEY ASSOCIATION
STATEMENT OF REVENUES
AND EXPENSES - REGULATORY BASIS
FOR THE PERIOD THEN ENDED
February 28, 2022 and 2021**

CONSOLIDATED

	1 Month Ended Feb. 28, 2022		1 Month Ended Feb. 28, 2021		11 Months Ended Feb. 28, 2022		11 Months Ended Feb. 28, 2021	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 7.28	0.00	\$ 7.87	0.00	\$ 94.19	0.00	\$ 68.34	0.00
PULL TAB RECEIPTS	1,124,350.00	55.30	1,050,676.00	66.04	13,965,311.00	60.90	7,478,139.00	66.43
E-TAB RECEIPTS	855,845.00	42.09	506,339.75	31.82	8,475,562.50	36.96	3,618,292.50	32.14
E-BINGO RECEIPTS	15,808.75	0.78	8,642.25	0.54	128,095.00	0.56	43,410.50	0.39
PADDLETICKET RECEIPTS	2,250.00	0.11	2,550.00	0.16	27,840.00	0.12	14,790.00	0.13
RAFFLE RECEIPTS	0.00	0.00	0.00	0.00	8,780.00	0.04	0.00	0.00
BINGO RECEIPTS	<u>34,936.00</u>	<u>1.72</u>	<u>22,851.00</u>	<u>1.44</u>	<u>327,581.00</u>	<u>1.43</u>	<u>103,074.00</u>	<u>0.92</u>
TOTAL RECEIPTS	2,033,197.03	100.00	1,591,066.87	100.00	22,933,263.69	100.00	11,257,774.34	100.00
COST OF SALES								
PULL TAB PRIZES	948,454.00	46.65	895,443.00	56.28	11,883,023.00	51.82	6,335,252.00	56.27
E-TAB PRIZES	747,561.55	36.77	454,617.55	28.57	7,388,128.00	32.22	3,114,308.95	27.66
E-BINGO PRIZES	13,437.43	0.66	7,345.91	0.46	108,880.60	0.47	36,898.89	0.33
PADDLETICKET PRIZES	1,500.00	0.07	1,460.00	0.09	18,240.00	0.08	9,620.00	0.09
BINGO PRIZES	23,940.87	1.18	18,205.00	1.14	260,223.80	1.13	94,032.45	0.84
PULL TAB EXPENSE	15,296.06	0.75	11,011.28	0.69	165,074.16	0.72	77,184.74	0.69
PADDLETICKET EXPENSE	0.00	0.00	0.00	0.00	461.16	0.00	218.00	0.00
BINGO PAPER SUPPLY	<u>37.50</u>	<u>0.00</u>	<u>64.28</u>	<u>0.00</u>	<u>3,795.46</u>	<u>0.02</u>	<u>642.77</u>	<u>0.01</u>
TOTAL COST OF SALES	1,750,227.41	86.08	1,388,147.02	87.25	19,827,736.18	86.46	9,668,157.80	85.88
GROSS PROFIT	282,969.62	13.92	202,919.85	12.75	3,105,527.51	13.54	1,589,616.54	14.12
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	22,759.36	1.12	18,535.61	1.16	278,330.71	1.21	172,910.23	1.54
ACCOUNTING EXPENSE	2,686.00	0.13	2,676.75	0.17	18,137.05	0.08	16,448.25	0.15
CASH SHORT/OVER	(28.08)	(0.00)	172.00	0.01	767.75	0.00	2,827.83	0.03
CASH SHORT REIMBURSED	0.00	0.00	0.00	0.00	(120.44)	(0.00)	(802.28)	(0.01)
E-TAB REVENUE SHARING	41,293.62	2.03	23,595.68	1.48	355,359.20	1.55	158,584.20	1.41
E-BINGO PROVIDER FEE	331.92	0.02	96.53	0.01	2,826.51	0.01	863.34	0.01
ADVERTISING EXPENSE	260.00	0.01	0.00	0.00	2,340.00	0.01	0.00	0.00
INSURANCE EXPENSE	249.00	0.01	120.00	0.01	378.00	0.00	120.00	0.00
INSURANCE W/C EXPENSE	(501.00)	(0.02)	0.00	0.00	625.00	0.00	1,200.00	0.01
REPAIRS AND MAINTENANCE	0.00	0.00	0.00	0.00	0.00	0.00	395.01	0.00
OFFICE & POSTAGE	2,614.79	0.13	1,591.64	0.10	22,378.86	0.10	21,160.68	0.19
GAMBLING EQUIPMENT	0.00	0.00	0.00	0.00	521.38	0.00	2,085.52	0.02
MN UBIT TAX	0.00	0.00	306.00	0.02	0.00	0.00	306.00	0.00
LOCAL GAMB TAX -10%	0.00	0.00	0.00	0.00	127,152.80	0.55	55,713.84	0.49
MN COMB REC TAX	113,904.78	5.60	60,678.03	3.81	1,114,460.79	4.86	535,076.17	4.75
MN 8.5% TAX	1,496.87	0.07	209.87	0.01	7,684.89	0.03	1,504.43	0.01
REGULATORY FEE	2,666.35	0.13	1,392.10	0.09	28,702.32	0.13	13,351.40	0.12
RENT EXPENSE	<u>19,622.54</u>	<u>0.97</u>	<u>12,831.91</u>	<u>0.81</u>	<u>190,809.52</u>	<u>0.83</u>	<u>100,180.81</u>	<u>0.89</u>
TOTAL EXPENSES	207,356.15	10.20	122,206.12	7.68	2,150,354.34	9.38	1,081,925.43	9.61
OPERATING INCOME	75,613.47	3.72	80,713.73	5.07	955,173.17	4.17	507,691.11	4.51
LAWFUL PURPOSE EXPENSES								
DONATION	80,000.00	3.93	90,000.00	5.66	988,022.72	4.31	390,000.00	3.46
ORG LICENSE / FEES	<u>0.00</u>	<u>0.00</u>	<u>1,050.00</u>	<u>0.07</u>	<u>0.00</u>	<u>0.00</u>	<u>1,050.00</u>	<u>0.01</u>
TOTAL LAWFUL PURPOSE EX	80,000.00	3.93	91,050.00	5.72	988,022.72	4.31	391,050.00	3.47
NET INCOME (LOSS)	\$ (4,386.53)	(0.22)	\$ (10,336.27)	(0.65)	\$ (32,849.55)	(0.14)	\$ 116,641.11	1.04

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	\$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!

BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY

February-22

REVENUES 298,303
EXPENSES (302,690)
NET INCOME (4,387)

BEGINNING PROFIT CARRYOVER 181,642.76
PROFIT CARRY OVER +/- (4,388.83)
ENDING PROFIT CARRYOVER 177,256.23

		Percentage of Income
Pulltabs (Net)		
OLE PIPER INN	66,326	
BROADWAY PIZZA	6,196	
WILD BILLS	73,636	
CLIVE'S	30,740	
	<u>176,898.00</u>	58.97%
Etabs		
OLE PIPER INN	31,856	
BROADWAY PIZZA	30,779	
WILD BILLS	46,850	
CLIVE'S	-	
	<u>108,283</u>	36.30%
E-Bingo		
OLE PIPER INN	393	
BROADWAY PIZZA	1,169	
WILD BILLS	819	
CLIVE'S	-	
	<u>2,371</u>	0.79%
Sports Tipboard		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>-</u>	0.00%
Paddlewheel		
OLE PIPER INN	760	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>760</u>	0.25%
Bingo		
OLE PIPER INN	466	
BROADWAY PIZZA	1,106	
WILD BILLS	6,987	
CLIVE'S	2,438	
	<u>10,996</u>	3.69%
Raffle		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>-</u>	0.00%
Interest	7	

Taxes	
MN COMBINED RECEIPTS	113,904.76
MN 8.5%	1,496.67
REGULATORY BOARD FEE	2,666.36
LICENSE & PERMITS	-
LOCAL 10%	-
FEDERAL UBIT	-
STATE UBIT	-
	<u>118,068</u>

Total allowable expenses	
GAMES PURCHASED	15,334
COMPENSATION & TAXES	22,268
PENALTIES & INTEREST	-
ACCOUNTING	2,886
BOND	120
ETAB REV SHARING	41,294
EBINGO PROVIDER FEE	332
RENT	19,623
OFFICE & SUPPLIES	3,004
CASH SHORT	(28)
CASH SHORT REIMB	-
REPAIRS & MAINTENANCE	-
	<u>104,622</u>

Donations	
Donation	80,000
	<u>80,000</u>

Net Revenues 298,303

Expenses 302,690

BLAINE YOUTH HOCKEY ASSOCIATION
 GAMBLING REPORT SUMMARY

February-22

	OLE PIPER INN	BROADWAY PIZZA	WILD BILLS	CLIVE'S	TOTAL
GROSS RECEIPTS	750,765.50	357,099.25	738,462.00	186,863.00	2,033,189.75
PRIZES PAID	652,176.28	317,861.90	611,170.80	153,684.87	1,734,893.85
NET RECEIPTS	98,589.22	39,237.35	127,291.20	33,178.13	298,295.90
PRIZE PAYOUT %	87%	89%	83%	82%	85%
GAME CLOSED	87	8	77	45	217
INTEREST EARNED	2.69	1.67	1.97	0.95	7.28
EXPENSES	30,191.94	27,300.18	37,768.06	9,361.53	104,621.71
TAXES PAID	48,001.14	19,533.37	39,553.74	10,979.75	118,068.00
NET PROFIT	20,398.83	(7,594.53)	49,971.37	12,837.80	75,613.47
			YTD NET PROFIT		(32,849.55)
			YTD CONTRIBUTIONS		988,022.72

EXHIBIT D: Attendees

See attached – no online attendees

