

BYHA Monthly Meeting Minutes
When: December 20th, 2021 at 7:00 pm
Where: Fogerty Conference Room and Online via Microsoft Teams

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

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

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

Secretary's Report: Lindsay A – Volunteer fees are all out for all hours completed. We had 117 kids go through concussion testing. That is all completed and paid for the season. We will need to think about next year as the district will not have the computers so we will need to have the kids bring their own and then also but mice for them to use. If you have not received your picture link, please email me.

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

- Motion made by Chris Pahl to replace the hanging shelves with storage shelves in the equipment room at a cost of no more than \$2,000.00. This would cover 4 new shelves, disposal of the old shelves and bins to help organize. The motion was seconded by Lindsay Axelrod, the motion passed.
- Motion made by Jed Rohlf to reimburse Suzanne Slawson for the cost of the purses for purse bingo at the cost of \$1447.43. Seconded by Chris Pahl, the motion passed.
- Motion made by Rick Japor to approve an \$11,850.00 bonus expense, plus applicable payroll taxes for our Gambling Employees. Motion was seconded by Lindsay Axelrod, the motion passed.

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

Treasurer's Report: Ron Leathers reported that expenses returned to normal, back to positive 190K net gain for the month. 282K operating and working capital that will cover operating expenses for the rest of the season. 1.5M is still reserved for rink upgrades for Fogerty and NSC. We need to review the audit of our financials. UMMARY Many of the tryout and initial season expenses came due in October and we used cash at a higher rate than we brought in during the month. We spent \$100,000 more in October than in September. Significant expense categories include: • Hockey Equipment and Supplies - \$58,175.83 • Training: Player development - \$23,385.18 • Tournaments (participant) - \$22,254.43 • Tryouts - \$17,247.95 November should return to September levels as many of these categories are one-time annual expenses. The found two issues but were really non-issues for us, due to the volunteer nature of our organization.

- **Unmodified opinion** – they agreed that our financial statements are accurate and do not need to be modified.
- **Significant deficiencies** – they expressed 2 limitations to the design of our financial processes that could lead to misstatement (but agreed that it's not causing misstatement above).
 - **Segregation of duties** – a limited number of people are involved in custody of our assets. I do not necessarily agree that this should be a deficiency given our accounting processes but it's not something that will affect our ability to fundraise or achieve our mission, so I'm not concerned about it.
 - **Oversight of financial reporting** – they noted that we have a volunteer board who does not spend considerable time monitoring changes in account standards. IMO this is a function of the size and volunteer nature of our organization and not something that concerns me.

Motion made by Ron Leathers to approve the audit report and findings. The motion was seconded by Jason Kacures, the motion passed.

Vice President's Report: Brad Keogh reported that he has reviewed our COVID guidelines on our website and he posted a message that goes along with MN Hockey. Please make sure that all COVID questions and cases go to Brad. The second coaches meeting was last week and there was a lot of engagement, and they are moving to Wednesdays for January. Starting to plan for 2022-23 season, getting ice scheduled and stuff.

President's Report: Jeff Meister reported that D10 covered safe sport and the need to make sure that locker rooms are monitored. MN Hockey has several lawsuits so watch that. GameSheets is going well, still working out some of the bugs. Hoping to share some of the

Open Forum:

- A. Blaine Nordic Ski Team Donation Request – asking for \$6000 - need the money for waxing products and passes for the skiers. The school only covers funding for passes at one place and usually covers two, but they need 2-3 for a successful season. They have done cub bagging, an online fundraiser, concessions for football, and others.
- B. Blaine High School Football Team donation request – asking for \$5000 - Beau Dickey and Matt Smude here from Football, need to come up with the rest of the \$ for the uniforms. They have multisport athletes, we are not the only organizations that they are talking with, hoping you can help. We work with the Blaine 4th of July, Gold Card fundraiser, Golf Tournament, and then those sponsors get additional recognition.

Ice Scheduler: Kathy Brodzinski reported that there are a lot of lessons learned!

Girls Traveling Coordinator: Katie Van Asch - No update

Boys Traveling Coordinator: Bryan Guse, TJ Brown, Chris Fore. - Pretty quiet right now. Newsletter went out today! Had good content and feedback so far.

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

Academic Banquet Coordinators: Nancy B. reported that the email went out to BAAP coordinators last week and the collecting of report cards has started. Planning beyond that is on a standstill for now as they are worried that there may be issues with a live event.

Goalie Coordinator: Jason Hespen reported – things are going well, and Hartzel is going well. He is following up to make sure people are attending.

Coaching Coordinator: Jon Jonassen – First couple of meetings with coaching have been going well. Attendance was even higher at the second one, they are working on planning the third one for January.

Volunteer Coordinator: Christy Resop - No report

Registrar: Nancy M. reported that few coaches left that have to do their CEP clinics. We have 9 coaches remaining that need CEP. Several coaches did not complete their training so hopefully they are not on the ice.

Recruitment & Retention Coordinator: Greg Schutte – No updates, starting to plan for next year!

High School Coordinator: Jesse Sullivan – no update

Fundraising Coordinator: Cami Mertz. - Cami, Jeff, and Ron are working on getting credits all straightened out and should be issued soon.

Sponsorship Coordinator: Tim C. - no update

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

Concussion Coordinator: Lindsay Axelrod – We had 117 of our players aged 12 and up go through concussion testing over the course of two days and 7 one-hour testing slots.

Apparel Coordinator: Jody Dahlk reported – All ordering windows are now closed, and families should receive their orders from the last window this week.

Girls Traveling Director: Neal V. reported that the teams are doing well. Three out of the four teams are coached by non-parent coaches. HE is setting up a meeting after the new year to check in with them. The 15's are doing well and the teams are doing well and getting along.

Boys Traveling Director: Jason K. reported that not too much is going on, teams are doing well. 4 championship boys' teams in tournaments. Taking home hardware at every level. Doing well in district standings as well.

In-House Director: Jed Rohlf reported that teams are doing well. Full ice games for a's and b's can start after the first of the year. The remainder of the schedule should be out soon.

Equipment Director: Chris Pahl – reported that he worked on one of the two rooms cleaned up. New jerseys came in, but they are wrong. K1 has no fabric to make the fixes.

Hockey Director: Rick J. reported that ice scheduling has kept things a little hectic. Lots of moving parts. Getting it ironed out and will be ready for next year. Working on tryout ice and getting ready for next season.

Charitable Gambling Report: Suzanne S. reported that the donation for November was \$100,000. Thanked us for the bonuses, purse bingo is tomorrow at Clive's! 5-star rating is still in place! She is also proposing a wage increase as there will be an increase on the 1st of the year.

Motion made (Jason Karcures) second (Jed Rohlf) to approve the November 2021 charitable gambling report. Motion passed.

Motion made (Jason Kacures) second (Neal Verhulst) to approve the December 2021 proposed Gambling expenditures as shown in the attached report. Motion passed.

Old Business: No old business.

New Business: No new business.

Motion made (Jason Kacures) second (Chris Pahl) to close the session. Motion passed.

Session closed at 7:54 pm.

Exhibit A: Charitable Gambling Report

**BLAINE YOUTH HOCKEY ASSOCIATION
STATEMENT OF REVENUES
AND EXPENSES - REGULATORY BASIS
FOR THE PERIOD THEN ENDED
November 30, 2021 and 2020**

CONSOLIDATED

	1 Month Ended Nov. 30, 2021		1 Month Ended Nov. 30, 2020		8 Months Ended Nov. 30, 2021		8 Months Ended Nov. 30, 2020	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 8.12	0.00	\$ 6.96	0.00	\$ 70.42	0.00	\$ 54.84	0.00
FULL TAB RECEIPTS	1,248,289.00	60.93	543,788.00	61.67	10,232,491.00	62.14	5,787,667.00	67.67
E-TAB RECEIPTS	757,074.00	36.95	322,350.75	36.56	5,906,606.50	35.87	2,657,793.75	31.07
E-BINGO RECEIPTS	10,507.25	0.51	4,317.50	0.49	80,499.00	0.49	30,477.25	0.36
PADDLETICKET RECEIPTS	2,100.00	0.10	300.00	0.03	20,130.00	0.12	10,620.00	0.12
BINGO RECEIPTS	<u>30,877.00</u>	<u>1.51</u>	<u>11,024.00</u>	<u>1.25</u>	<u>225,751.00</u>	<u>1.37</u>	<u>66,416.00</u>	<u>0.78</u>
TOTAL RECEIPTS	2,048,855.37	100.00	881,787.21	100.00	16,465,547.92	100.00	8,553,028.84	100.00
COST OF SALES								
FULL TAB PRIZES	1,067,408.00	52.10	460,073.00	52.18	8,713,485.00	52.92	4,896,864.00	57.25
E-TAB PRIZES	650,741.30	31.76	274,580.95	31.14	5,162,333.80	31.35	2,276,585.00	26.62
E-BINGO PRIZES	8,931.15	0.44	3,669.87	0.42	68,424.04	0.42	25,905.63	0.30
PADDLETICKET PRIZES	1,400.00	0.07	200.00	0.02	13,100.00	0.08	7,080.00	0.08
BINGO PRIZES	26,283.17	1.28	10,786.00	1.22	183,549.38	1.11	63,949.45	0.75
FULL TAB EXPENSE	16,145.42	0.79	7,157.13	0.81	119,218.31	0.72	60,238.50	0.70
PADDLETICKET EXPENSE	0.00	0.00	79.28	0.01	329.40	0.00	218.00	0.00
BINGO PAPER SUPPLY	<u>36.28</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>1,816.84</u>	<u>0.01</u>	<u>546.35</u>	<u>0.01</u>
TOTAL COST OF SALES	1,770,943.32	86.44	756,546.23	85.80	14,262,256.77	86.62	7,331,386.93	85.72
GROSS PROFIT	277,912.05	13.56	125,240.98	14.20	2,203,291.15	13.38	1,221,641.91	14.28
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	31,912.76	1.56	20,451.80	2.32	194,167.46	1.18	120,362.58	1.41
ACCOUNTING EXPENSE	0.00	0.00	3,000.00	0.34	12,271.05	0.07	8,931.50	0.10
CASH SHORT/OVER	(222.80)	(0.01)	390.85	0.04	143.16	0.00	2,257.73	0.03
CASH SHORT REIMBURSED	0.00	0.00	(49.44)	(0.01)	0.00	0.00	(538.23)	(0.01)
E-TAB REVENUE SHARING	33,628.81	1.64	25,134.57	2.85	242,047.27	1.47	119,124.79	1.39
E-BINGO PROVIDER FEE	275.55	0.01	176.05	0.02	1,874.92	0.01	669.68	0.01
ADVERTISING EXPENSE	520.00	0.03	0.00	0.00	1,560.00	0.01	0.00	0.00
INSURANCE EXPENSE	0.00	0.00	0.00	0.00	129.00	0.00	0.00	0.00
REPAIRS AND MAINTENANCE	0.00	0.00	0.00	0.00	0.00	0.00	395.01	0.00
OFFICE & POSTAGE	2,937.13	0.14	991.93	0.11	17,138.48	0.10	18,126.61	0.21
GAMBLING EQUIPMENT	0.00	0.00	260.69	0.03	521.38	0.00	1,824.83	0.02
LOCAL GAMB TAX -10%	0.00	0.00	0.00	0.00	99,786.57	0.61	55,713.84	0.65
MN COMB RBC TAX	105,741.39	5.16	89,235.62	10.12	784,755.66	4.77	426,827.11	4.99
MN 8.5% TAX	437.79	0.02	146.59	0.02	5,130.26	0.03	1,265.83	0.01
REGULATORY FEE	2,723.82	0.13	2,086.79	0.24	20,598.08	0.13	10,857.06	0.13
RENT EXPENSE	<u>3,500.00</u>	<u>0.17</u>	<u>16,449.22</u>	<u>1.87</u>	<u>121,825.41</u>	<u>0.74</u>	<u>74,632.74</u>	<u>0.87</u>
TOTAL EXPENSES	181,454.45	8.86	128,274.67	14.55	1,501,948.70	9.12	840,451.08	9.83
OPERATING INCOME	96,457.60	4.71	(33,033.69)	(3.75)	701,342.45	4.26	381,190.83	4.46
LAWFUL PURPOSE EXPENSES								
DONATION	<u>100,000.00</u>	<u>4.88</u>	<u>15,000.00</u>	<u>1.70</u>	<u>740,000.00</u>	<u>4.49</u>	<u>300,000.00</u>	<u>3.51</u>
TOTAL LAWFUL PURPOSE EX	100,000.00	4.88	15,000.00	1.70	740,000.00	4.49	300,000.00	3.51
NET INCOME (LOSS)	\$ (3,542.40)	(0.17)	\$ (48,033.69)	(5.45)	\$ (38,657.55)	(0.23)	\$ 81,190.83	0.95

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!

Updated October 2021

**BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY**

November-21

REVENUES 294,092
EXPENSES (297,634)
NET INCOME (3,542)

BEGINNING PROFIT CARRYOVER 173,936.19
PROFIT CARRY OVER +/- (3,542.01)
ENDING PROFIT CARRYOVER 170,388.18

1,060.06

		Percentage of Income
Pulltabs (Net)		
OLE PIPER INN	77,099	
BROADWAY PIZZA	5,218	
WILD BILLS	69,566	
CLIVE'S	<u>28,909</u>	
	180,881.00	61.50%
Etabs		
OLE PIPER INN	38,549	
BROADWAY PIZZA	33,118	
WILD BILLS	34,566	
CLIVE'S	<u>-</u>	
	106,333	36.16%
E-Bingo		
OLE PIPER INN	490	
BROADWAY PIZZA	651	
WILD BILLS	436	
CLIVE'S	<u>-</u>	
	1,576	0.54%
Sports Tipboard		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
Paddlewheel		
OLE PIPER INN	700	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	700	0.24%
Bingo		
OLE PIPER INN	(1,720)	
BROADWAY PIZZA	2,360	
WILD BILLS	4,060	
CLIVE'S	<u>(96)</u>	
	4,694	1.58%
Raffle		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
Interest	8	

Taxes	
MN COMBINED RECEIPTS	106,741.00
MN 8.5%	437.79
REGULATORY BOARD FEE	2,723.82
LICENSE & PERMITS	-
LOCAL 10%	-
FEDERAL UBIT	-
STATE UBIT	<u>-</u>
	108,903

Total allowable expenses	
GAMES PURCHASED	16,180
COMPENSATION & TAXES	31,913
PENALTIES & INTEREST	-
ACCOUNTING	-
BOND	-
ETAB REV SHARING	33,629
EBINGO PROVIDER FEE	276
RENT	3,500
OFFICE & SUPPLIES	3,467
CASH SHORT	(223)
CASH SHORT REIMB	-
REPAIRS & MAINTENANCE	<u>-</u>
	88,731

Donations	
Donation	<u>100,000</u>
	100,000

Net Revenues 294,092

Expenses 297,634

BLAINE YOUTH HOCKEY ASSOCIATION
 GAMBLING REPORT SUMMARY

November-21

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	922,577.00	307,477.00	661,188.25	157,805.00	2,048,847.25
PRIZES PAID	807,358.41	266,130.41	652,482.63	128,792.17	1,754,763.62
NET RECEIPTS	115,218.59	41,346.59	108,705.62	28,812.83	294,083.63
PRIZE PAYOUT %	88%	87%	84%	82%	86%
GAME CLOSED	107	8	77	41	233
INTEREST EARNED	3.00	1.87	2.19	1.06	8.12
EXPENSES	26,604.26	18,170.78	33,811.43	11,144.68	88,731.15
TAXES PAID	36,162.96	18,480.90	42,368.84	11,890.30	108,903.00
NET PROFIT	53,454.37	4,696.78	32,527.54	5,778.91	96,457.60
		YTD NET PROFIT	(38,657.55)		
		YTD CONTRIBUTIONS	740,000.00		

EXHIBIT D: Attendees

Chris Fore – Online
 Ron Leathers – Online
 Greg Shutte – Online



BYHA MONTHLY BOARD MEETING SIGN-IN (P

DATE: 12/20/2021

1	Nancy Muntlis	21
2	Matt Smude	22
3	molly clausen	23
4	Kelsey Hurer	24
5	Tyler Jacobson	25
6	Janet Lewis	26
7	Andy Schwan	27
8	Ben Lewis	28
9	Beau Dickey	29
10	Matt Smude	30
11	Samann Lawson	31
12		32
13		33
14		