

BYHA Monthly Meeting Minutes
When: December 21, 2020 at 7:00pm
Where: Online via Microsoft Teams

Attendance: Erick Sutherland, Jeff Meister, Jason Kacures, Jed Rohlf, Neal Verhulst, Sebastian Canevari, Brad Keogh, Rick Japor, Lindsay Axelrod
See Exhibit D for full list of attendees.

This meeting was called to order at 7:00pm by Erick Sutherland.

Motion made (Rick Japor) second (Jed Rol) to approve the December 21st, 2020 meeting agenda. Motion passed.

Secretary's Report: Pictures went well. We need to do retakes

Motion made(Brad Keogh) second (Jason Kacures) to approve November 2020 meeting minutes. Motion passed.

Treasurer's Report: Jeff M. reported that he is working on reimbursements and tournament refunds. We will need to determine what we can provide this season and get any credits out to teams that may be due. Working with Bill to cancel December ice. Cash on hand is at \$963,000, most of this will go to Fogerty and the Super Rink in the next 2-5 years, but there are some reserves if we need to issue any refunds. Also, working on keeping the website up to date, if any of the membership has ideas for what they would like to see please let Jeff know.

Vice President's Report: Brad K. reported working on a lot of COVID meetings with D10 and MN Hockey, they have a new COVID coordinator, so they are looking to become more unified. All guidelines will be rules after we come back. There will be no bags allowed in the rinks, no spectators during phase one (with the exception of MITES and U8, who will get one), and others, we will push out this information as soon as it is relayed to us. Reminder as Lindsay said, all teams need a COVID coordinator and that is the only person that should be communicating with Brad. If all teams do not get their coordinator one will be assigned. We are ahead of the curve thanks to the work that we have done up until this point.

President's Report: Erick S. reported a lot of work around COVID, lots of online meetings with D10, MN hockey, and MN ICe arena association. MN hockey will release information on 12/23/2020 to hear about pod sizes and number of players on the ice, and when games might start back up. MN hockey has extended the entire season and all district games will be rescheduled, as will all cancelled games. Lot's of work to do in the next few weeks!

Open Forum: Donation request from Blaine All Night Senior Party, request for \$1000. Thanked the Board for all they are doing to keep hockey going for all of the kids. Fred and Annika were on together to represent the Senior All Night Party, the party will entail bowling, laser tag, bingo, magician, escape room, massage, and other events. The ask is for \$1000.00, to help with printing costs, deposits, shirts for the kids, and prizes. The money will get put to use even if the party is cancelled. Contributions are expected to be smaller than previous years due to COVID 19, making cash donations all that more important to the event.

Roster Fees are probably not going to be issued more than likely, but we need to see what the final tournament and ice needs will be.

SKATE coordinators are needed, Nancy Burley and her team will have an email out in the next week or two.

Ice Scheduler: Bill Marshall – No report

Girls Traveling Coordinator: Open - No report

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

In-House Coordinator: Nick J., Nicki B., Waiting on the 23rd for # of kids allowed on the ice. Once we have that, we will start to schedule ice two weeks at a time.

Academic Banquet Coordinators: **Nancy Burley is leading** Christine B., Angie S., Mickey H., Stacy S., Jody D. - no report

Volunteer Coordinator: Lindsay A. - Double check that no further adds for volunteer credits are needed.

Registrar: Nancy M. - Roster sign off has been postponed. They are doing a few at a time, but are not done and probably will not be done until the end of the year. A few coaches did not get on the rosters and all head coaches are aware as are all missing coaches, of what they need to get done. They now have until 1/31/2021. Junior Gold is still in progress, try-outs for them are scheduled for 1/9/2021 and 1/10/2021. Jed requested Nancy send the list out again.

Recruitment & Retention Coordinator: No report

Fundraising Coordinator: Heather S. - Closed and done!

Sponsorship Coordinator: Tim C. - No report

Boys & Girls Tournament Coordinators: Brian B., Heather F., Aaron K. - Back at work getting refunds and seeing if any will be rescheduled.

Concussion Coordinator: Jodi J. - No report

Girls Traveling Director: Neal V. reported that there is not a whole lot to update. A few tournaments to reschedule or process refunds. Excited to get back on the ice.

Boys Traveling Director: Jason K. reported that there is not much to report. Wanted to point out the social media campaign, #BYHAactive, want to see lots of engagement and anyone on the call please, spread the word and get them active and see the videos online social media platforms.

In-House Director: Jed R. reported that they are waiting for new rules and regulations to get the kids back on the ice. Lindsay asked about WI tournaments, still waiting to see if D10 will allow.

Equipment Director: Sebastian C. reported that he had nothing to report on the equipment side.

Hockey Director: Rick Japor reported that we started the #BYHAactive campaign, shout out to Tara N for providing the online training for the kids and Hartzell hockey for getting the goalies online training going. Make sure to post videos on Social media, as there will be several prizes that will be awarded to kids that post!

Charitable Gambling Report: Suzanne S. reported that the contribution for the month of November was \$15,000. Otherwise, we are shut down, waiting for all of the bars to open back up.

Motion made (Jeff Meister) second (Sebastian Canevari) to approve the November 2020 charitable gambling report. Motion passed.

Motion made (Jed Rohlf) second (Jason Kacures) to approve the January 2021 proposed Gambling expenditures as shown in the attached report. Motion passed.

Old Business: No old business to report

New Business: City rinks seem to be open so get out and skate!!

Motion made (Jason Kacures) second (Sebastian Canevari) to close the session. Motion passed.

Session closed at 7:39 pm

Closed Session | 7:44PM started and ended

Motion made (Jason Kacures) second (Neal Verhulst) to approve donation to the Blaine All Night Senior Party of \$2000. Motion passed.

Exhibit A: Charitable Gambling Report

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

CONSOLIDATED

	1 Month Ended		8 Months Ended	
	Nov. 30, 2020	Pct	Nov. 30, 2020	Pct
RECEIPTS				
INTEREST INCOME	\$ 6.96	0.00	\$ 54.84	0.00
PULL TAB RECEIPTS	543,788.00	61.67	5,787,667.00	67.67
E-TAB RECEIPTS	322,350.75	36.56	2,657,793.75	31.07
E-BINGO RECEIPTS	4,317.50	0.49	30,477.25	0.36
PADDLETICKET RECEIPTS	300.00	0.03	10,620.00	0.12
BINGO RECEIPTS	<u>11,024.00</u>	<u>1.25</u>	<u>66,416.00</u>	<u>0.78</u>
TOTAL RECEIPTS	881,787.21	100.00	8,553,028.84	100.00
COST OF SALES				
PULL TAB PRIZES	460,073.00	52.18	4,896,864.00	57.25
E-TAB PRIZES	274,580.95	31.14	2,276,583.00	26.62
E-BINGO PRIZES	3,669.87	0.42	25,905.63	0.30
PADDLETICKET PRIZES	200.00	0.02	7,080.00	0.08
BINGO PRIZES	10,786.00	1.22	63,949.45	0.75
PULL TAB EXPENSE	7,157.13	0.81	60,238.50	0.70
PADDLETICKET EXPENSE	79.28	0.01	218.00	0.00
BINGO PAPER SUPPLY	<u>0.00</u>	<u>0.00</u>	<u>546.35</u>	<u>0.01</u>
TOTAL COST OF SALES	756,546.23	85.80	7,331,386.93	85.72
GROSS PROFIT	125,240.98	14.20	1,221,641.91	14.28
OPERATING EXPENSES				
WAGES & PAYROLL TAXES	20,451.80	2.32	120,362.58	1.41
ACCOUNTING EXPENSE	3,000.00	0.34	8,931.50	0.10
CASH SHORT/OVER	390.85	0.04	2,257.73	0.03
CASH SHORT REIMBURSED	(49.44)	(0.01)	(521.62)	(0.01)
E-TAB REVENUE SHARING	25,134.57	2.85	119,134.79	1.39
E-BINGO PROVIDER FEE	176.05	0.02	669.68	0.01
REPAIRS AND MAINTENANCE	0.00	0.00	395.01	0.00
OFFICE & POSTAGE	991.93	0.11	18,126.61	0.21
GAMBLING EQUIPMENT	260.69	0.03	1,824.83	0.02
LOCAL GAMB TAX -10%	0.00	0.00	55,713.84	0.65
MN COMB REC TAX	89,235.62	10.12	426,693.49	4.99
MN 8.5% TAX	146.59	0.02	1,399.45	0.02
REGULATORY FEE	2,086.79	0.24	10,857.06	0.13
RENT EXPENSE	<u>16,449.22</u>	<u>1.87</u>	<u>74,616.13</u>	<u>0.87</u>
TOTAL EXPENSES	158,274.67	17.95	840,451.08	9.83
NET OPERATING INCOME (LOS)	(33,033.69)	(3.75)	381,190.83	4.46
LAWFUL PUROSE EXPENSES				
DONATION	<u>15,000.00</u>	<u>1.70</u>	<u>300,000.00</u>	<u>3.51</u>
TOTAL LAWFUL PURPOSE EXPENSES	15,000.00	1.70	300,000.00	3.51
NET INCOME (LOSS)	\$ (48,033.69)	(5.45)	\$ 81,190.83	0.95

Exhibit B: Next Months Estimated Expenditures

ESTIMATED GAMBLING EXPENSES

The Gambling Manager reported the following summary of January 2021, estimated expenses:

ALLOWABLE OPERATING EXPENSES	ESTIMATED
Purchase of Games	\$16,000.00
Meat Packages for Paddlewheel	\$4,000.00
Gift Cards for Paddlewheel	\$4,000.00
Rent	\$20,000.00
Wages, Taxes and Fees	\$36,000.00
Accounting Expenses	\$6,000.00
Game Cash Shortages	\$1,000.00
E-Tab Revenue Share	\$40,000.00
E-Bingo Provider Fee	\$2,000.00
Office Supplies, Postage	\$3,000.00
Gambling Equipment	<u>\$1,000.00</u>
SUB TOTAL	\$133,000.00
TAXES AND CONTRIBUTIONS	
Local Gambling Tax 10%	\$20,000.00
MN Combined Tax	\$100,000.00
MN 8.5% Tax	\$1,500.00
Regulatory Fee	\$5,000.00
Contributions	<u>\$150,000.00</u>
SUB TOTAL	<u>\$276,500.00</u>
GRAND TOTAL	\$409,500.00

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

November-20

REVENUES	132,477	BEGINNING PROFIT CARRYOVER	178,087.97
EXPENSES	(180,511)	PROFIT CARRY OVER +/-	(48,033.69)
NET INCOME	<u>(48,034)</u>	ENDING PROFIT CARRYOVER	<u>130,054.28</u>

		Percentage of Income		
Pulltabs (Net)			Taxes	
OLE PIPER INN	18,518		MN COMBINED RECEIPTS	89,236
BROADWAY PIZZA	5,384		MN 8.5%	147
WILD BILLS	43,663		REGULATORY BOARD FEE	2,087
CLIVE'S	16,150		LICENSE & PERMITS	-
	<u>83,715</u>	63.19%	LOCAL 10%	-
			FEDERAL UBIT	-
			STATE UBIT	-
				<u>91,469</u>
Etabs			Total allowable expenses	
OLE PIPER INN	4,881		GAMES PURCHASED	7,236
BROADWAY PIZZA	16,428		COMPENSATION & TAXES	20,462
WILD BILLS	26,460		PENALTIES & INTEREST	-
CLIVE'S	-		ACCOUNTING	3,000
	<u>47,770</u>	36.06%	BOND	-
			ETAB REV SHARING	25,136
E-Bingo			EBINGO PROVIDER FEE	176
OLE PIPER INN	40		RENT	16,449
BROADWAY PIZZA	189		OFFICE & SUPPLIES	1,263
WILD BILLS	418		CASH SHORT	391
CLIVE'S	-		CASH SHORT REIMB	(40)
	<u>648</u>	0.49%	REPAIRS & MAINTENANCE	-
				<u>74,642</u>
Sports Tipboard			Donations	
OLE PIPER INN	-		Donation	15,000
BROADWAY PIZZA	-			<u>15,000</u>
WILD BILLS	-			
CLIVE'S	-			
	<u>-</u>	0%		
Paddlewheel				
OLE PIPER INN	100			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	-			
	<u>100</u>	0.08%		
Bingo				
OLE PIPER INN	-			
BROADWAY PIZZA	(649)			
WILD BILLS	787			
CLIVE'S	-			
	<u>238</u>	0.18%		
Raffle				
OLE PIPER INN	-			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	-			
	<u>-</u>	0%		
Interest				
	7			
Net Revenues	132,477		Expenses	180,511

BLAINE YOUTH HOCKEY ASSOCIATION
 GAMBLING REPORT SUMMARY

November-20

	OLE PIPER INN	BROADWAY PIZZA	WILD BILLS	CLIVE'S	TOTAL
GROSS RECEIPTS	144,613.50	166,979.25	447,303.50	122,884.00	881,780.25
PRIZES PAID	121,073.80	145,526.97	375,975.05	106,734.00	749,309.82
NET RECEIPTS	23,539.70	21,452.28	71,328.45	16,150.00	132,470.43
PRIZE PAYOUT %	84%	87%	84%	87%	85%
GAME CLOSED	22	7	48	30	107
INTEREST EARNED	2.58	1.60	1.88	0.90	6.96
EXPENSES	13,824.69	17,275.72	34,587.57	8,354.10	74,042.08
TAXES PAID	33,190.24	12,020.96	37,508.06	8,749.74	91,469.00
NET PROFIT	(23,472.65)	(7,842.80)	(765.30)	(952.94)	(33,033.69)
		YTD NET PROFIT	81,190.83		
		YTD CONTRIBUTIONS	300,000.00		

Exhibit D: Meeting Attendees

