

BYHA Monthly Meeting Minutes
When: January 16th, 2023, at 7:00 pm
Where: Fogerty Conference Room and Online via Microsoft Teams

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

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

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

Secretary's Report: Lindsay A – Saturday's scheduled concussion training was cancelled due to only four people signed up. We will be having just the 1/23/2023 session. Otherwise, just answering questions mostly on GameSheet, helping with Bengal Aces, and the upcoming tournament.

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

- Motion made by Brad Keogh to approve Gambling wage increases as proposed (\$.26 ea), second by Ron Leathers - Motion Passed.
- Motion made by Brad Keogh to approve \$2000.00 for Majestic Oaks-DKM Community Foundation, Second Jason Kacures, Motion passed.
- Motion made by Brad Keogh to approve \$2250.00 for the ASMF Cancer Foundation (10U B Team effort), second by Chris P, motion passed.

Motion made (Lindsay Axelrod) second (Jed Rohlf) to approve the December 19th, 2022, meeting minutes. Motion passed.

Treasurer's Report: Ron Leathers – Primary expenditures during the month were ice (\$131,112 including the month of November) and training (\$53,161).

Registrations generated \$89,466.90 and charitable gambling contributions of \$70,000.

Overall net revenue declined by \$94,067 this month. Based on prior years, this trend will continue through the remainder of the season.

Vice President's Report: Brad Keogh - Not Present

President's Report: Jeff Meister - Positive D10 meeting for Blaine, based on where teams are placed, how well our managers have done, and our low penalty minutes/game misconduct. Though that may change after this weekend as we had a few.

Open Forum: The month of December has the following donation requests:

- A. **Blaine High School Basketball**– Donation request \$2500
- B. **BATBA** – Donation Request \$20,000
- C. **Madison Elementary** – Donation request \$2000.00
- D. **FORTIS** – information on their leadership program

Ice Scheduler: Kathy Brodzinski – No update

Girls Traveling Coordinator: Katie Van Asch – No Update

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

In-House Coordinator: Nick Jacoby and Nicki Barry – No Update

Bengal Aces Coordinators: Shannon Shutte. reported – Party is all set for March 28th, 2023 and deposit has been paid. Need to determine what to order for bags (last year was towel and prior year was water bottle). Do you know where the former coordinator ordered from? Creating a timeline of what needs to be done and when for future years and contacts etc. Contacting for bags this week. And reaching out to lettermen for the gift cards. Do we have a contact for pure hockey? I'm also reaching out to all coordinators this week to see if there are questions or any issues collecting report cards and communicating the party date. I want to have bags ready to go by March 1.

Goalie Coordinator: Jermaine Davis reported - No update

Coaching Coordinator: Jon Jonassen – No report

Volunteer Coordinator: Christy Resop – No Update

Registrar: Nancy M – Nothing going on, just answering questions here and there.

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 – No Report

Concussion Coordinator: Laura Zachman – No Report

Apparel Coordinator: Jody Dahlk reported – No Report

Tournament Coordinator (hosted) - Chris Fore - No Report

Girls Traveling Director: Neal V. reported – 15U won Mounds View Tournament, other teams are doing good as well. The girls' tournament is coming up in February, and we need volunteers to fill all the spots!

Boys Traveling Director: Jason K. reported – We currently have 4 teams in first place, Bantam B2 Black, Pee wee AA, Pee wee B1, and Pee wee B2 Blue, three teams in 2nd, 1 team in 3rd, 3 teams in 4th, 5 teams in the middle and just 1 team in last place. Things seem to be looking good with making a strong push towards playoffs.

In-House Director: Jed Rohlf reported that the Pond Hockey tournament is coming up next weekend, so he is working on getting that all set up. Jed is working on getting summer academy set up. Jed needs to work with Ron to get sponsorship checks out to teams.

Equipment Director: Chris Pahl reported no updates, starting to look at buying stuff for next season now, to use charitable gambling money.

Hockey Director: Rick J. reported that he is waiting on Ron to approve the training budget to get that moving forward. Then he just working on getting tryout camp and tryouts scheduled for next year. Need to get tournament hours in ASAP to get the weekends that we want. A couple of training partners still need to get paid.

Charitable Gambling Report: Suzanne S. reported that the contribution from December is \$80,000. Suzanne asked for us to approve the Boys High School Hockey raffle donation in the amount of \$8,463.75. Also, needs us to discuss the new booth that is needed at Clive's, it was estimated at \$12K, the board will discuss in the ops meeting.

Motion made (Jason Kacures) second (Neal Verhulst) to approve the December 2022 charitable gambling report. Motion passed.

Motion made (Jason Kacures) second (Lindsay Axelrod) to approve the February 2023 proposed Gambling expenditures as shown in the attached report. Motion passed.

Old Business: No old business.

New Business: No New Business

Motion made by (Jason Kacures) seconded by (Jed Rohlf) to close the session. Motion passed.

Session closed at 7:56 pm.

Exhibit A: Charitable Gambling Report

BLAINE YOUTH HOCKEY ASSOCIATION
STATEMENT OF REVENUES
AND EXPENSES - REGULATORY BASIS
FOR THE PERIOD THEN ENDED
December 31, 2022 and 2021

CONSOLIDATED

	1 Month Ended Dec. 31, 2022	Pct	1 Month Ended Dec. 31, 2021	Pct	9 Months Ended Dec. 31, 2022	Pct	9 Months Ended Dec. 31, 2021	Pct
RECEIPTS								
INTEREST INCOME	\$ 5.18	0.00	\$ 7.98	0.00	\$ 77.05	0.00	\$ 78.40	0.00
PULL TAB RECEIPTS	1,316,971.00	52.90	1,352,708.00	58.78	11,130,857.00	52.62	11,585,199.00	61.73
E-TAB RECEIPTS	1,115,720.25	44.82	897,423.75	38.99	9,558,682.50	45.19	6,804,030.25	36.26
E-BINGO RECEIPTS	22,049.00	0.89	17,034.25	0.74	138,173.00	0.65	97,533.25	0.52
PADDLETICKET RECEIPTS	3,450.00	0.14	2,700.00	0.12	24,720.00	0.12	22,830.00	0.12
BINGO RECEIPTS	311,890.00	1.25	31,568.00	1.37	299,337.00	1.42	257,319.00	1.37
TOTAL RECEIPTS	2,489,384.43	100.00	2,301,441.98	100.00	21,151,846.55	100.00	18,766,989.90	100.00
COST OF SALES								
PULL TAB PRIZES	1,082,732.00	43.49	1,155,157.00	50.19	9,436,661.00	44.61	9,868,642.00	52.59
E-TAB PRIZES	1,004,867.90	40.37	786,891.00	34.19	8,395,663.55	39.69	5,949,224.80	31.70
E-BINGO PRIZES	18,741.64	0.75	14,479.09	0.63	117,446.94	0.56	82,903.13	0.44
PADDLETICKET PRIZES	2,300.00	0.09	1,800.00	0.08	15,460.00	0.07	14,900.00	0.08
BINGO PRIZES	26,590.63	1.07	25,317.71	1.10	244,067.43	1.15	208,867.09	1.11
PULL TAB EXPENSE	16,866.98	0.68	15,852.72	0.69	144,092.42	0.68	135,187.52	0.72
PADDLETICKET EXPENSE	0.00	0.00	65.88	0.00	131.77	0.00	395.28	0.00
BINGO PAPER SUPPLY	0.00	0.00	1,748.28	0.08	1,087.34	0.01	3,599.40	0.02
TOTAL COST OF SALES	2,152,099.15	86.45	2,001,311.68	86.96	18,354,610.45	86.78	16,263,719.22	86.66
GROSS PROFIT	337,285.28	13.55	300,130.30	13.04	2,797,236.10	13.22	2,503,270.68	13.34
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	41,677.42	1.67	38,439.29	1.67	251,325.08	1.19	232,606.75	1.24
ACCOUNTING EXPENSE	1,090.00	0.04	2,120.00	0.09	15,110.00	0.07	14,391.05	0.08
CASH SHORT/OVER	503.96	0.02	381.77	0.02	2,567.48	0.01	524.93	0.00
CASH SHORT REIMBURSED	0.00	0.00	0.00	0.00	(170.51)	(0.00)	0.00	0.00
E-TAB REVENUE SHARING	37,111.47	1.49	35,311.76	1.53	392,829.45	1.86	277,359.03	1.48
E-BINGO PROVIDER FEE	337.79	0.01	236.40	0.01	2,951.44	0.01	2,111.32	0.01
ADVERTISING EXPENSE	286.00	0.01	260.00	0.01	2,379.70	0.01	1,820.00	0.01
INSURANCE EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	129.00	0.00
INSURANCE W/C EXPENSE	903.00	0.04	1,126.00	0.05	903.00	0.00	1,126.00	0.01
DUES & SUBSCRIPTIONS	0.00	0.00	0.00	0.00	276.30	0.00	0.00	0.00
OFFICE & POSTAGE	2,777.56	0.11	1,076.19	0.05	32,124.88	0.15	18,063.90	0.10
GAMBLING EQUIPMENT	0.00	0.00	0.00	0.00	0.00	0.00	521.38	0.00
LOCAL GAMB TAX -10%	0.00	0.00	0.00	0.00	94,399.80	0.45	99,786.57	0.53
MN COMB REC TAX	100,036.87	4.02	103,966.94	4.52	1,001,343.20	4.73	888,722.60	4.74
MN 8.5% TAX	716.56	0.03	449.98	0.02	5,916.00	0.03	5,580.24	0.03
REGULATORY FEE	2,896.57	0.12	2,561.08	0.11	26,317.80	0.12	23,159.16	0.12
RENT EXPENSE	18,625.68	0.75	32,108.62	1.40	197,009.03	0.93	153,934.03	0.82
TOTAL EXPENSES	206,962.88	8.31	218,038.03	9.47	2,025,282.65	9.57	1,719,835.96	9.16
OPERATING INCOME	130,322.40	5.24	82,092.27	3.57	771,953.45	3.65	783,434.72	4.17
LAWFUL PURPOSE EXPENSES								
DONATION	80,000.00	3.21	80,000.00	3.48	850,000.00	4.02	820,000.00	4.37
ORG LICENSE / FEES	0.00	0.00	0.00	0.00	1,050.00	0.00	0.00	0.00
TOTAL LAWFUL PURPOSE EX	80,000.00	3.21	80,000.00	3.48	851,050.00	4.02	820,000.00	4.37
NET INCOME (LOSS)	\$ 50,322.40	2.02	\$ 2,092.27	0.09	\$ (79,096.55)	(0.37)	\$ (36,565.28)	(0.19)

Exhibit B: Next Months Estimated Expenditures

MONTHLY EXPENDITURES TO HAVE BOARD APPROVAL

SITE RENTAL	\$35,000.00	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.	\$1,500,000.00	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 January 2023

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

December-22

REVENUES	354,152
EXPENSES	(303,830)
NET INCOME	<u>50,322</u>

BEGINNING PROFIT CARRYOVER	116,088.42
PROFIT CARRY OVER +/-	<u>50,322.40</u>
ENDING PROFIT CARRYOVER	<u>166,410.82</u>

		Percentage of income
Pulltabs (Net)		
OLE PIPER INN	94,642	
BROADWAY PIZZA	9,418	
WILD BILLS	62,395	
CLIVE'S	<u>28,087</u>	
	194,539	54.93%
Etabs		
OLE PIPER INN	49,819	
BROADWAY PIZZA	45,455	
WILD BILLS	41,328	
CLIVE'S	<u>13,951</u>	
	150,552	42.51%
E-Bingo		
OLE PIPER INN	489	
BROADWAY PIZZA	933	
WILD BILLS	1,637	
CLIVE'S	<u>248</u>	
	3,307	0.93%
Sports Tipboard		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
Paddlewheel		
OLE PIPER INN	1,150	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	1,150	0.32%
Bingo		
OLE PIPER INN	(1,777)	
BROADWAY PIZZA	(710)	
WILD BILLS	5,653	
CLIVE'S	<u>1,432</u>	
	4,598	1.30%
Raffle		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
Interest	5	

Taxes	
MN COMBINED RECEIPTS	100,037
MN 8.5%	717
REGULATORY BOARD FEE	2,897
LICENSE & PERMITS	-
LOCAL 10%	-
FEDERAL UBIT	-
STATE UBIT	<u>-</u>
	103,650

Total allowable expenses	
GAMES PURCHASED	16,867
COMPENSATION & TAXES	41,677
PENALTIES & INTEREST	-
ACCOUNTING	1,090
BOND	-
ETAB REV SHARING	37,111
EBINGO PROVIDER FEE	338
RENT	18,626
OFFICE & SUPPLIES	3,967
CASH SHORT	504
CASH SHORT REIMB	-
REPAIRS & MAINTENANCE	<u>-</u>
	120,180

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

Net Revenues 354,152

Expenses 303,830

BLAINE YOUTH HOCKEY ASSOCIATION
 GAMBLING REPORT SUMMARY

December-22

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	1,031,925.17	453,227.44	757,134.15	247,097.67	2,489,384.43
PRIZES PAID	887,599.75	398,133.77	646,119.97	203,378.68	2,135,232.17
NET RECEIPTS	144,325.42	55,093.67	111,014.18	43,718.99	354,152.26
PRIZE PAYOUT %	86%	88%	85%	82%	86%
GAME CLOSED	120	8	77	40	245
INTEREST EARNED	1.92	1.19	1.40	0.67	5.18
EXPENSES	32,419.92	29,501.73	42,397.00	15,861.21	120,179.86
TAXES PAID	42,027.95	17,751.95	32,299.12	11,570.98	103,650.00
NET PROFIT	69,879.47	7,841.18	36,319.46	16,287.47	130,327.58
		YTD NET PROFIT	(79,096.55)		
		YTD CONTRIBUTIONS	850,000.00		

Exhibit D - Attendees: See Attached

Online attendees:

- Susan Slawson
- Nancy Manthis