

BYHA Monthly Meeting Minutes
When: November 16, 2020 at 7:00pm
Where: Online via Amazon Chime

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

This meeting was called to order at 7:02 pm by Erick Sutherland.

Motion made (Sebastian Canevari) second (Jeff Meister) to approve the <meeting date> meeting agenda. Motion passed.

Secretary's Report: No Report

Motion made (Jeff Meister) second (Jed Rohlf) to approve October 2020 meeting minutes. Motion passed.

Treasurer's Report: Jeff M. reported current Cash is at \$841,000. Couple gambling sites dropping off due to COVID. Spending a lot of time rescheduling due to COVID. Need to keep spending in check for remainder of season.

Vice President's Report: Brad K. reported last week was busiest COVID week so far. No case has been the same. Membership needs to follow COVID guidelines for all arenas. All COVID cases need to be reported via the team COVID coordinator and no one else. As soon as we know more about the shut down we will let you know. Teams and players need to come to the rink dressed and ready and locker room assignments need to be followed.

President's Report: Erick S. reported that he is working with Brad and district 10 to drive COVID response and information. Districts games started this week and first tournaments have taken place. Doing what we can to keep it all rolling.

Open Forum: No donation requests.

Ice Scheduler: Bill Marshall – frenzy of tournament and game rescheduling.

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 Burley is leading** Christine B., Angie S., Mickey H., Stacy S., Jody D. - no report

Volunteer Coordinator: Lindsay A. - No report

Registrar: Nancy M. – Working on getting MITE and Cubs rosters, need coaches to complete their stuff by the end of this week. Not every team has a COVID coordinator or academic coordinator listed, so get those in ASAP.

Recruitment & Retention Coordinator: No report

Fundraising Coordinator: Heather S. - No report

Sponsorship Coordinator: Tim C. - No report

Boys & Girls Tournament Coordinators: Brian B., Heather F., Aaron K. - No report

Concussion Coordinator: Jodi J. - No report

Girls Traveling Director: Neal V. reported that the seasons just started, few teams played tournaments, everything going well.

Boys Traveling Director: Jason K. reported that the seasons just started, few teams played tournaments, everything going well. Face masks handed out to coaches.

In-House Director: Jed R. reported that teams have been completed and jerseys are ready to go. Games and practices have been scheduled. Looking to play in a jamboree outside of D10, it needs D10 approval, all have been approved to date.

Equipment Director: Sebastian C. reported almost all try-out jerseys have been returned. Managers are helping. Washing has been completed and jerseys are ready to be hung up for next season.

Hockey Director: Rick Japor reported training has been started at all levels. Teams that are dropping out of training, please let us know, so that we can put a different team in that slot, as they are already booked and paid for in some cases.

Charitable Gambling Report: Suzanne S. reported that the contribution for the month of October was \$65,000. Old Piper closed on November 5th due to COVID and they are not re-opening until the 20th. 6 positive cases of gambling employees and a few more out due to exposure. BINGO is still going at all locations, but we will see with the new restrictions coming out. Purse BINGO tomorrow, at Clives. The annual Gambling Control Board Report was delivered, with the percentage of Lawful Purpose expenditures, and BYHA received a 5-star rating again; 5-star rating is attained by spending 50% or more on Lawful Purpose, and we are at 71.21%. Ole Piper is interested in bringing in etabs to their establishment. She asked the board to discuss the employee holiday party and bonuses. She is addressing charitable gambling messages sent through social media.

Motion made (Jeff Meister) second (Jason Kacures) to approve the October 2020 charitable gambling report. Motion passed.

Motion made (Jeff Meister) second (Jason Kacures) to approve the December 2020 proposed Gambling expenditures as shown in the attached report. Motion passed.

Old Business: No old business to report

New Business: No new business to report

Motion made (Brad Keogh) second (Jed Rohlf) to close the session. Motion passed.
Session closed at 7:20 pm

Closed Session | 7:25PM started and 8:

Motion made (Jason Kacures) second (Brad Keogh) to approve bonuses for the gambling employees, the amount of the bonuses total \$12,625. Motion passed.

Exhibit A: Charitable Gambling Report

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

CONSOLIDATED

| | 1 Month Ended Oct. 31, 2020 | Pct | 7 Months Ended Oct. 31, 2020 | Pct |
|--------------------------------------|--------------------------------|---------------|---------------------------------|---------------|
| RECEIPTS | | | | |
| INTEREST INCOME | \$ 8.25 | 0.00 | \$ 47.88 | 0.00 |
| PULL TAB RECEIPTS | 1,143,425.00 | 68.49 | 5,243,879.00 | 68.36 |
| E-TAB RECEIPTS | 497,566.75 | 29.80 | 2,335,443.00 | 30.44 |
| E-BINGO RECEIPTS | 7,825.00 | 0.47 | 26,159.75 | 0.34 |
| PADDLETICKET RECEIPTS | 2,760.00 | 0.17 | 10,320.00 | 0.13 |
| BINGO RECEIPTS | <u>17,844.00</u> | <u>1.07</u> | <u>55,392.00</u> | <u>0.72</u> |
| TOTAL RECEIPTS | 1,669,429.00 | 100.00 | 7,671,241.63 | 100.00 |
| COST OF SALES | | | | |
| PULL TAB PRIZES | 972,418.00 | 58.25 | 4,436,791.00 | 57.84 |
| E-TAB PRIZES | 421,880.15 | 25.27 | 2,002,004.05 | 26.10 |
| E-BINGO PRIZES | 6,651.23 | 0.40 | 22,235.76 | 0.29 |
| PADDLETICKET PRIZES | 1,840.00 | 0.11 | 6,880.00 | 0.09 |
| BINGO PRIZES | 17,039.45 | 1.02 | 53,163.45 | 0.69 |
| PULL TAB EXPENSE | 14,186.78 | 0.85 | 53,081.37 | 0.69 |
| PADDLETICKET EXPENSE | 39.63 | 0.00 | 138.72 | 0.00 |
| BINGO PAPER SUPPLY | <u>482.07</u> | <u>0.03</u> | <u>546.35</u> | <u>0.01</u> |
| TOTAL COST OF SALES | 1,434,537.31 | 85.93 | 6,574,840.70 | 85.71 |
| GROSS PROFIT | 234,891.69 | 14.07 | 1,096,400.93 | 14.29 |
| OPERATING EXPENSES | | | | |
| WAGES & PAYROLL TAXES | 20,089.16 | 1.20 | 99,910.78 | 1.30 |
| ACCOUNTING EXPENSE | 1,058.25 | 0.06 | 5,931.50 | 0.08 |
| CASH SHORT/OVER | 330.70 | 0.02 | 1,866.88 | 0.02 |
| CASH SHORT REIMBURSED | (55.19) | (0.00) | (472.18) | (0.01) |
| E-TAB REVENUE SHARING | 24,887.91 | 1.49 | 93,990.22 | 1.23 |
| E-BINGO PROVIDER FEE | 113.47 | 0.01 | 493.63 | 0.01 |
| REPAIRS AND MAINTENANCE | 395.01 | 0.02 | 395.01 | 0.01 |
| OFFICE & POSTAGE | 1,837.25 | 0.11 | 17,134.68 | 0.22 |
| GAMBLING EQUIPMENT | 260.69 | 0.02 | 1,564.14 | 0.02 |
| LOCAL GAMB TAX -10% | 33,787.16 | 2.02 | 55,713.84 | 0.73 |
| MN COMB REC TAX | 77,398.22 | 4.64 | 337,457.87 | 4.40 |
| MN 8.5% TAX | 150.28 | 0.01 | 1,252.86 | 0.02 |
| REGULATORY FEE | 1,921.50 | 0.12 | 8,770.27 | 0.11 |
| RENT EXPENSE | <u>14,081.27</u> | <u>0.84</u> | <u>58,166.91</u> | <u>0.76</u> |
| TOTAL EXPENSES | 176,255.68 | 10.56 | 682,176.41 | 8.89 |
| NET OPERATING INCOME (LOS) | 58,636.01 | 3.51 | 414,224.52 | 5.40 |
| LAWFUL PUROSE EXPENSES | | | | |
| DONATION | <u>65,000.00</u> | <u>3.89</u> | <u>285,000.00</u> | <u>3.72</u> |
| TOTAL LAWFUL PURPOSE EXPENSES | 65,000.00 | 3.89 | 285,000.00 | 3.72 |
| NET INCOME (LOSS) | \$ (6,363.99) | (0.38) | \$ 129,224.52 | 1.68 |

Exhibit B: Next Months Estimated Expenditures

ESTIMATED GAMBLING EXPENSES

The Gambling Manager reported the following summary of December 2020, 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% | \$00.00 |
| 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>\$256,500.00</u> |
| | |
| GRAND TOTAL | \$389,500.00 |

/ExpensesforMonthlyApproval

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

October-20

| | | | |
|------------|----------------|----------------------------|-------------------|
| REVENUES | 249,605 | BEGINNING PROFIT CARRYOVER | 184,451.96 |
| EXPENSES | (255,969) | PROFIT CARRY OVER +/- | (6,363.99) |
| NET INCOME | <u>(6,364)</u> | ENDING PROFIT CARRYOVER | <u>178,087.97</u> |

| | | Percentage of Income |
|------------------------|---------------|-------------------------|
| Pulltabs (Net) | | |
| OLE PIPER INN | 78,126 | |
| BROADWAY PIZZA | 6,916 | |
| WILD BILLS | 62,380 | |
| CLIVE'S | <u>23,586</u> | |
| | 171,007 | 68.51% |
| Etabs | | |
| OLE PIPER INN | 11,013 | |
| BROADWAY PIZZA | 25,682 | |
| WILD BILLS | 38,992 | |
| CLIVE'S | <u>-</u> | |
| | 75,687 | 30.32% |
| E-Bingo | | |
| OLE PIPER INN | 406 | |
| BROADWAY PIZZA | 143 | |
| WILD BILLS | 624 | |
| CLIVE'S | <u>-</u> | |
| | 1,174 | 0.47% |
| Sports Tipboard | | |
| OLE PIPER INN | - | |
| BROADWAY PIZZA | - | |
| WILD BILLS | - | |
| CLIVE'S | <u>-</u> | |
| | - | 0% |
| Paddlewheel | | |
| OLE PIPER INN | 920 | |
| BROADWAY PIZZA | - | |
| WILD BILLS | - | |
| CLIVE'S | <u>-</u> | |
| | 920 | 0.37% |
| Bingo | | |
| OLE PIPER INN | - | |
| BROADWAY PIZZA | (268) | |
| WILD BILLS | 348 | |
| CLIVE'S | <u>725</u> | |
| | 805 | 0.32% |
| Raffle | | |
| OLE PIPER INN | - | |
| BROADWAY PIZZA | - | |
| WILD BILLS | - | |
| CLIVE'S | <u>-</u> | |
| | - | 0% |
| Interest | 13 | |

| Taxes | |
|---------------------------------|---------------|
| MN COMBINED RECEIPTS | 77,398 |
| MN 8.5% | 150 |
| REGULATORY BOARD FEE | 1,922 |
| LICENSE & PERMITS | - |
| LOCAL 10% | 33,787 |
| FEDERAL UBIT | - |
| STATE UBIT | <u>-</u> |
| | 113,257 |
| Total allowable expenses | |
| GAMES PURCHASED | 14,708 |
| COMPENSATION & TAXES | 20,089 |
| PENALTIES & INTEREST | - |
| ACCOUNTING | 1,058 |
| BOND | - |
| ETAB REV SHARING | 24,888 |
| EBINGO PROVIDER FEE | 113 |
| RENT | 14,081 |
| OFFICE & SUPPLIES | 1,642 |
| CASH SHORT | 331 |
| CASH SHORT REIMB | (55) |
| REPAIRS & MAINTENANCE | <u>856</u> |
| | 77,712 |
| Donations | |
| Donation | <u>65,000</u> |
| | 65,000 |

| | | | |
|--------------|---------|----------|---------|
| Net Revenues | 249,605 | Expenses | 255,969 |
|--------------|---------|----------|---------|

**BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY**

October-20

*Shield Match
Line 11 Column A
minus interest*

| | OLE PIPER INN | BROADWAY PIZZA | WILD BILLS | CLIVE'S | TOTAL |
|-----------------|---------------|----------------|-------------------|------------|--------------|
| GROSS RECEIPTS | 699,385.25 | 205,323.25 | 607,025.48 | 157,466.00 | 1,669,199.98 |
| PRIZES PAID | 608,920.38 | 172,851.17 | 504,901.83 | 133,155.45 | 1,419,828.83 |
| NET RECEIPTS | 90,464.87 | 32,472.08 | 102,123.65 | 24,310.55 | 249,371.15 |
| PRIZE PAYOUT % | 87% | 84% | 83% | 85% | 85% |
| GAME CLOSED | 107 | 8 | 66 | 39 | 220 |
| INTEREST EARNED | 305.00 | 1.90 | 2.23 | 1.07 | 310.20 |
| EXPENSES | 24,080.62 | 13,263.97 | 32,036.01 | 8,326.40 | 77,707.00 |
| TAXES PAID | 32,690.03 | 9,419.25 | 28,188.79 | 9,172.71 | 79,470.78 |
| NET PROFIT | 33,999.22 | 9,790.76 | 41,901.08 | 6,812.51 | 92,503.57 |
| | | | YTD NET PROFIT | | 129,224.52 |
| | | | YTD CONTRIBUTIONS | | 285,000.00 |

607 246.25

3.05

8.25

Exhibit D: Meeting Attendees

| Attendees | |
|---------------------|--|
| 16124148121 | |
| 16514721387 | |
| 17634471420 | |
| Elizabeth Geroy | |
| Erick Sutherland | |
| Hayley Baldwin | |
| Jed | |
| Nancy Manthis | |
| Neal Verhulst | |
| Patrick Gillespie | |
| Patrick Gillespie | |
| Robyn Jacobsen | |
| Steve Minelli | |
| Brad | |
| Patrick Gillespie | |
| Patrick Gillespie | |
| Robyn Jacobsen | |
| Steve Minelli | |
| Brad | |
| Canevari, Sebastian | |
| Chris Fore | |
| Jason Kacures | |
| Jeff Meister | |
| Renato F Japor | |
| Suzanne | |
| Left | |