

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

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

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

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

Secretary's Report: Lindsay A – getting ready for tryouts and posting volunteer hours. I will be training Christy on Friday of this week, so excited to her working and up to date.

The following motions were made between the August and September meetings:

- Motion made by Lindsay Axelrod to send Suzanne and Kelly to the Annual Allied Charities Convention in St. Cloud in December. Charges would include registration, hotel, and food for Thursday and Friday night. Seconded by Rick Japor, motion passed.
- Motion made by Chris Pahl to make the assistant treasurers season credit \$500, seconded by Lindsay Axelrod, motion passed.
- Motion made by Lindsay Axelrod to approve forgiveness for a BYHA family, seconded by Jason Kacures. Motion passed.
- Motion made by Chris Pahl to approve the season's operating budget, seconded by Jason Kacures, motion passed.
- Motion made by Jermaine Davis to purchase Boys traveling socks from K1. Delivery time around 5 weeks. Let 240 home and 240 Away at \$9.75 a pair for a total of \$4,680, seconded by Jason Kacures, motion passed.
- Motion made by Chris Pahl to approve forgiveness for a BYHA family, seconded by Jermaine Davis. Motion passed.
- Motion made by Lindsay Axelrod to adjust the student ref pay from \$15 to \$25 per game. Seconded by Jed Rohlf, motion passed.
- Motion made by Jed Rohlf to stipend each Lead Cub coach \$250 + their registration fee, seconded by Jason Kacures, motion passed.
- Motion made by Neal Verhulst to name Sam Auman as the 10A Head Coach and Paige Reckard as the 12B Head Coach for this season, seconded by Jason Kacures, motion passed.

Motion made (Lindsay Axelrod) second (Jason Kacures) to approve August 16th, 2021 meeting minutes. Motion passed.

Treasurer's Report: Chris Pahl reported cash is just under \$1.3M, looking good for ice this year and we approved the budget. PEP training has been added to the budget and hockey lab was added, along with our new coordinator roles.

Vice President's Report: Brad Keogh reported that busy getting ready for tryouts, which start on Wednesday. MN hockey is letting the COVID policies will be led by the rinks. We will be sure to update ASAP, if anything changes or if any of the local rinks change. Managers will be addressed at the manager meeting, unless MN hockey requires a COVID coordinator.

President's Report: Jeff Meister reported that he attended the hockey director and girls director meetings. Said both are really looking for recruitment. Getting ready for tryouts and our numbers look healthy the year after COVID.

Open Forum: Blaine Girls High School Hockey Team donation request, Scott Sandberg the President of the Booster club introduced himself and wanted to clarify what the money was going to and why it is important for our girls coming up. Locker Room audio visuals, signs, and doors were updated, they also supply new helmets for girls. October 13th will be youth night. Blue line buddies will be back this year. Senior Captains spoke two out of the three captains were present. Thanked us for our support and they are excited for the upcoming year. Hoping to get back to a normal year. We will be helping with tryouts, skate with the Bengal's, and blue line buddies. They are asking for money to cover bussing, meals, event nights for our games, also will go to photographer, assistant coaches, and some other details. They are excited to play a full season and would love to be more involved in the youth program.

Attendee asked about the boys numbers, Jeff reported that we had 222 registered for boys.

Ice Scheduler: Kathy Brodzinski: Kathy up to date on the new software, ready for the season, D10 is using this as well.

Girls Traveling Coordinator: Katie Van Asch - No update

Boys Traveling Coordinator: Bryan Guse, TJ Brown, Chris Fore. - Chris is working on the newsletter

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

Academic Banquet Coordinators: Nancy B. reported – sending out an email towards end of tryouts to request BAAP coordinators for each team.

Goalie Coordinator: Jason Hespen reported - No update

Coaching Coordinator: John Jonassen - No update

Volunteer Coordinator: Christy Resop - No report

Registrar: Nancy M. - Getting ready for the season, board and coordinators still need to complete. Nancy has had to send back a few people as they can't play for us. CEP training is full right now. Keep watching! She will call Mike and figure it out for us.

Recruitment & Retention Coordinator: Greg Schutte – Open houses on the 30th of August in 6 schools. Taste of Hockey on the 7th (17 players) and the 10th (33 players) 12 repeats.

High School Coordinator: Jesse Sullivan – No report

Fundraising Coordinator: Charlotte Mertz. - Chipotle fundraiser night in October is set. We got our online store for Puffins, Sheldons, and Mickman wreaths. All items are out to the families in early September.

Sponsorship Coordinator: Tim C. - Down to just needing one or two! Air Mechanical was a bi win!

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

Concussion Coordinator: OPEN - No report.

Apparel Coordinator: Jody Dahlk reported - No update

Girls Traveling Director: Neal V. reported that there is very low registration at 15's we don't have enough, working on partnership with Coon Rapids and Champlin Park. Girls start tryouts this weekend.

Boys Traveling Director: Jason K. reported that Bantam pre-skates went well, peewees are going on as we speak. Tryouts start on Wednesday. Still need coaches!! Please register if you are interested!

In-House Director: Jed Rohlf reported that numbers are strong, 171 for in house and 55 for cubs. We are reaching out to cubs to remind them to sign up for mites. Initiations are booked, getting lead coaches and on ice help, plus evaluators. With numbers being what they are we need to wait to see a little bit how they end up. IF you want to coach, please register!!!

Equipment Director: Jermaine Davis – No Update

Hockey Director: Rick J. reported that all training is coordinated and booked. We will start scheduling session in early October so that we can block hours for that. PEP is in this week to train coaches. Ther than that, just getting ready for tryouts.

Charitable Gambling Report: Suzanne S. reported that the contribution for August was \$100,000. The annua audit is complete and they are waiting on the signature/letter from Jeff to turn in, but no extension will be needed. Purse BINGO starts tomorrow and will happen the third Tuesday of every month.

Motion made (Chris Pahl) second (Jason Kacures) to approve the August 2021 charitable gambling report. Motion passed.

Motion made (Jed Rohlf) second (Neal Verhulst) to approve the September 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 (Jed Rohlf) to close the session. Motion passed.

Session closed at 7:45 pm.

Exhibit A: Charitable Gambling Report

**BLAINE YOUTH HOCKEY ASSOCIATION
STATEMENT OF REVENUES
AND EXPENSES - REGULATORY BASIS
FOR THE PERIOD THEN ENDED
August 31, 2021 and 2020**

CONSOLIDATED

	1 Month Ended Aug. 31, 2021		1 Month Ended Aug. 31, 2020		5 Months Ended Aug. 31, 2021		5 Months Ended Aug. 31, 2020	
		Per		Per		Per		Per
RECEIPTS								
INTEREST INCOME	\$ 8.96	0.00	\$ 13.13	0.00	\$ 44.56	0.00	\$ 26.38	0.00
PULL TAB RECEIPTS	1,295,831.00	62.17	1,187,469.00	70.77	6,395,881.00	62.40	3,130,344.00	70.11
E-TAB RECEIPTS	748,670.25	35.92	468,252.50	27.91	3,668,637.25	35.79	1,292,412.00	28.95
E-BINGO RECEIPTS	7,668.25	0.37	3,769.00	0.22	42,422.75	0.41	13,291.00	0.30
PADDLETICKET RECEIPTS	3,090.00	0.15	2,220.00	0.13	12,540.00	0.12	5,400.00	0.12
BINGO RECEIPTS	<u>29,054.00</u>	<u>1.39</u>	<u>16,133.00</u>	<u>0.96</u>	<u>130,124.00</u>	<u>1.27</u>	<u>23,142.00</u>	<u>0.52</u>
TOTAL RECEIPTS	2,084,322.46	100.00	1,677,856.63	100.00	10,249,649.56	100.00	4,464,615.38	100.00
COST OF SALES								
PULL TAB PRIZES	1,101,046.00	52.83	1,001,702.00	59.70	5,430,934.00	52.99	2,633,546.00	58.99
E-TAB PRIZES	661,468.80	31.74	402,053.85	23.96	3,231,264.55	31.53	1,109,603.50	24.85
E-BINGO PRIZES	6,518.00	0.31	3,203.65	0.19	36,059.27	0.35	11,297.35	0.25
PADDLETICKET PRIZES	2,060.00	0.10	1,480.00	0.09	8,040.00	0.08	3,600.00	0.08
BINGO PRIZES	24,752.00	1.19	13,555.00	0.81	103,901.00	1.01	22,766.00	0.51
PULL TAB EXPENSE	14,137.06	0.68	11,810.24	0.70	71,789.09	0.70	30,832.41	0.69
PADDLETICKET EXPENSE	65.88	0.00	0.00	0.00	197.64	0.00	59.46	0.00
BINGO PAPER SUPPLY	<u>514.20</u>	<u>0.02</u>	<u>0.00</u>	<u>0.00</u>	<u>1,611.16</u>	<u>0.02</u>	<u>0.00</u>	<u>0.00</u>
TOTAL COST OF SALES	<u>1,810,561.94</u>	<u>86.87</u>	<u>1,433,804.74</u>	<u>85.45</u>	<u>8,883,796.71</u>	<u>86.67</u>	<u>3,811,704.72</u>	<u>85.38</u>
GROSS PROFIT	273,760.52	13.13	244,051.89	14.55	1,365,852.85	13.33	652,910.66	14.62
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	21,855.33	1.05	20,002.95	1.19	117,085.06	1.14	59,794.54	1.34
ACCOUNTING EXPENSE	1,060.00	0.05	1,058.25	0.06	5,092.50	0.05	3,823.25	0.09
CASH SHORT/OVER	(232.21)	(0.01)	482.20	0.03	(271.51)	(0.00)	1,075.46	0.02
CASH SHORT REIMBURSED	0.00	0.00	0.00	0.00	0.00	0.00	(295.10)	(0.01)
E-TAB REVENUE SHARING	30,650.81	1.47	29,168.10	1.74	146,482.91	1.43	47,118.57	1.06
E-BINGO PROVIDER FEE	163.75	0.01	137.53	0.01	1,082.10	0.01	295.36	0.01
ADVERTISING EXPENSE	272.50	0.01	0.00	0.00	520.00	0.01	0.00	0.00
INSURANCE EXPENSE	0.00	0.00	0.00	0.00	129.00	0.00	0.00	0.00
OFFICE & POSTAGE	1,200.44	0.06	1,605.71	0.10	11,607.32	0.11	14,327.01	0.32
GAMBLING EQUIPMENT	0.00	0.00	260.69	0.02	521.38	0.01	1,042.76	0.02
LOCAL GAMB TAX - 10%	0.00	0.00	0.00	0.00	64,870.37	0.63	21,926.68	0.49
MN COMB REC TAX	74,564.70	3.58	68,893.41	4.11	474,781.34	4.63	169,410.62	3.79
MN 8.5% TAX	428.57	0.02	(133.62)	(0.01)	3,553.78	0.03	686.93	0.02
REGULATORY FEE	2,641.73	0.13	2,231.21	0.13	12,783.88	0.12	4,751.45	0.11
RENT EXPENSE	<u>20,711.96</u>	<u>0.99</u>	<u>14,562.25</u>	<u>0.87</u>	<u>87,525.61</u>	<u>0.85</u>	<u>30,353.87</u>	<u>0.68</u>
TOTAL EXPENSES	<u>153,317.58</u>	<u>7.36</u>	<u>138,268.68</u>	<u>8.24</u>	<u>925,763.74</u>	<u>9.03</u>	<u>354,311.40</u>	<u>7.94</u>
OPERATING INCOME	120,442.94	5.78	105,783.21	6.30	440,089.11	4.29	298,599.26	6.69
LAWFUL PURPOSE EXPENSES								
DONATION	100,000.00	4.80	100,000.00	5.96	440,000.00	4.29	120,000.00	2.69
ORG LICENSE / FEES	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>1,050.00</u>	<u>0.01</u>	<u>0.00</u>	<u>0.00</u>
TOTAL LAWFUL PURPOSE EX	<u>100,000.00</u>	<u>4.80</u>	<u>100,000.00</u>	<u>5.96</u>	<u>441,050.00</u>	<u>4.30</u>	<u>120,000.00</u>	<u>2.69</u>
NET INCOME (LOSS)	\$ <u>20,442.94</u>	<u>0.98</u>	\$ <u>5,783.21</u>	<u>0.34</u>	\$ <u>(960.82)</u>	<u>(0.01)</u>	\$ <u>178,599.26</u>	<u>4.00</u>

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	\$120,000.00	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	\$50,000.00	PER MONTH APPROX.
EBINGO PROVIDER FEE	\$500.00	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 July 2021

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY

August-21

REVENUES	288,478
EXPENSES	(268,035)
NET INCOME	<u>20,443</u>

BEGINNING PROFIT CARRYOVER	188,701.96
PROFIT CARRY OVER +/-	<u>20,442.94</u>
ENDING PROFIT CARRYOVER	<u>209,144.89</u>

		Percentage of Income
Pulltabs (Net)		
OLE PIPER INN	98,971	
BROADWAY PIZZA	9,188	
WILD BILLS	62,119	
CLIVE'S	<u>23,839</u>	
	194,785.00	67.62%
Etabs		
OLE PIPER INN	34,727	
BROADWAY PIZZA	11,684	
WILD BILLS	40,790	
CLIVE'S	-	
	<u>87,201</u>	30.23%
E-Bingo		
OLE PIPER INN	373	
BROADWAY PIZZA	346	
WILD BILLS	432	
CLIVE'S	-	
	<u>1,180</u>	0.40%
Sports Tipboard		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>-</u>	0.00%
Paddlewheel		
OLE PIPER INN	1,030	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>1,030</u>	0.36%
Bingo		
OLE PIPER INN	(960)	
BROADWAY PIZZA	1,142	
WILD BILLS	4,110	
CLIVE'S	-	
	<u>4,302</u>	1.49%
Raffle		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>-</u>	0.00%
Interest	9	

Taxes	
MN COMBINED RECEIPTS	74,864.70
MN 8.5%	428.87
REGULATORY BOARD FEE	2,641.73
LICENSE & PERMITS	-
LOCAL 10%	-
FEDERAL UBIT	-
STATE UBIT	-
	<u>77,836</u>

Total allowable expenses	
GAMES PURCHASED	14,717
COMPENSATION & TAXES	21,856
PENALTIES & INTEREST	-
ACCOUNTING	1,080
BOND	-
ETAB REV SHARING	30,651
EBINGO PROVIDER FEE	164
RENT	20,712
OFFICE & SUPPLIES	1,473
CASH SHORT	(232)
CASH SHORT REIMB	-
REPAIRS & MAINTENANCE	-
	<u>90,400</u>

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

Net Revenues 288,478

Expenses 268,035

**BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY**

August-21

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	936,652.25	307,080.75	674,563.50	166,017.00	2,084,313.50
PRIZES PAID	801,501.37	284,752.33	567,113.10	142,478.00	1,795,844.80
NET RECEIPTS	135,150.88	22,328.42	107,450.40	23,539.00	288,468.70
PRIZE PAYOUT %	86%	93%	84%	86%	86%
GAME CLOSED	124	10	74	41	249
INTEREST EARNED	3.32	2.06	2.42	1.16	8.96
EXPENSES	24,946.02	20,033.48	34,974.40	10,445.82	90,399.72
TAXES PAID	32,394.21	10,333.89	27,566.24	7,340.66	77,635.00
NET PROFIT	77,813.97	(8,036.89)	44,912.18	5,753.68	120,442.94
		YTD NET PROFIT	(960.89)		
		YTD CONTRIBUTIONS	440,000.00		

EXHIBIT D: Attendees



BYHA MONTHLY BOARD MEETING SIGN-IN (PLEASE PRINT YOUR NAME)

DATE: Sept 20, 2021

	21
1 Nancy Mantlis	22
2 Scott Smith	23
3 Kendal Dean	24
4 Macy Janssen	25
5 Morgan Zenk	26
6 Cierra Luleen	27
7 Isabella Brady	28
8 Taylor Olson	29
9 Grace Chapman	30
10 Brooklyn Bauer	31
11 Kaitlyn Ronn	32
12 Shelby Sundberg	33
13 Kate Wille	34
14 Jeanne Lawson	35
15 Brian Gregg	36
16 CHRIS FORE	37
17 Ellie Thompson	38
18 Jessica McLaren	39
19 Grace Burch	40
20	