

BYHA Monthly Meeting Minutes
When: November 21st, 2022, at 7:00 pm
Where: Fogerty Conference Room and Online via Microsoft Teams

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

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

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

Secretary's Report: Lindsay A – manager meetings have all been completed and everyone is plugging along with their season. I am getting a couple of questions a week on GameSheet as the season gets underway but I'm hoping those will die down in the next few weeks. A few teams are still looking for iPads from BYHA, waiting on arrival. Working with Christy to get volunteer list over to Ron and helping Laura navigate the concussion testing as needed.

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

- Motion made by Brad Keogh to BHS Boys Hockey Raffle as we have done in the past, seconded by Lindsay Axelrod, motion passed.
- Motion made by Jed Rohlf to purchase 100 coaching bags, with a cost not to exceed \$4,000, seconded by Chris Pahl, motion passed.
- Motion made by Jed Rohlf to purchase 20 learn to skate walkers for Fogerty at the cost of \$35 each, cost not to exceed \$700, seconded by Jason Kacures, motion passed.
- Motion made by Brad Keogh to donate \$2500 to the Blaine High School Marching Band, seconded by Lindsay Axelrod, motion passes.
- Motion made by Lindsay Axelrod to donate \$1,000 to PACT Dance Team, seconded by Chris Pahl, motion passed.
- Motion made by Brad Keogh to donate \$2500 to the Blaine High School Dance Team, seconded by Lindsay Axelrod, motion passed.
- Motion made by Lindsay Axelrod to DONATE 4 HOURS OF NON-UTILIZED ICE to the Blaine High School cheerleaders to help them with their efforts to support our HS Hockey teams. Seconded by Brad Keogh, motion passed
- Motion made by Neal Verhulst to donate a \$500 gift card and gift basket for a BYHA Family with a player in the hospital, seconded by Brad Keogh, motion passed.

Motion made (Jason Kacures) second (Chris Pahl) to approve the October 17th, 2022, meeting minutes. Motion passed.

Treasurer's Report: Ron Leathers – Tryouts were expensive in October, and lots and lots of Tournament fees. 500K over our working capital needs for the year due to phenomenal charitable gambling dollars.

Vice President's Report: Brad Keogh reported that the season is in full swing. Tournament play and league play has started. Day to day operations now, working through scheduling and tournament issues. Starting to plan for next year already. We want to make sure we are continuously improving the program.

President's Report: Jeff Meister reported that he is just working on day-to-day stuff and dealing with a few issues. Student coaches must wear helmets, big D10 call outs. Make sure that only rostered people are on the teams. D10 commended us for following the mouth guard rules.

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

1. **Blaine High School Softball**– Donation request \$4,100
[REDACTED]
3. **Blaine High School Alpine Ski Team** – Donation Request \$5,000
4. **Blaine High School Nordic Ski Team** – Donation Request \$6000
5. **Veterans Memorial Park of Blaine** – Donation Request \$15,000
6. **Anoka Hennepin Educational Foundation** – Donation Request \$1,000
7. **Jam HOPE Foundation** – Donation Request \$3,000
[REDACTED]
9. **BYHA Girls 10UA** - Donation Request \$700
10. **BYHA Squirt A** - Donation Request \$750
11. **Jason Luong and Grady Bautch** – Green Giant National Tournament - \$750 each

Ice Scheduler: Kathy Brodzinski – ice scheduled through January 1st, lots of ice for sale, so grab it up!

Girls Traveling Coordinator: Katie Van Asch – No Update

Boys Traveling Coordinator: Bryan Guse, TJ Brown, Chris Fore. – No Update for Squirts, but Still looking for content for the November Newsletter, Target late November to send out the November newsletter

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

Academic Coordinators: Shannon Shutte. reported – New name is Bengal Aces! The end of trimester is coming soon, so she is working on communication for managers/BA coordinators.

Goalie Coordinator: Jermaine Davis reported - No update

Coaching Coordinator: Jon Jonassen – No report

Volunteer Coordinator: Christy Resop – No Update

Registrar: Nancy M - No Update

Recruitment & Retention Coordinator: Greg Schutte – No Update

High School Coordinator: Jesse Sullivan – No Update

Fundraising Coordinator: Cami Mertz. - Wreath pick up was 11/21 (tonight) from 6-8pm. Raised a few thousand more for wreaths and we will get a little more back on that. Sheltons started on November 1st, so that is going now. Chipolte fundraiser is 01/07/2022 and will have a number for Cane's fundraiser next month.

Sponsorship Coordinator: Tim C. - No Update

Boys & Girls Tournament Coordinators: Heather Feroni – No Report

Concussion Coordinator: Laura Zachman – Tria is very short staffed and has asked us to push our dates to the beginning of January. The dates are looked to be January 5th and 7th. Shouldn't be too many as we had a record number last year.

Apparel Coordinator: Jody Dahk reported – Last apparel window is closed. There is a two day window that will open for 24 hours for a couple of new people. Coaches jackets are waiting on a womens cut and Jeff will send a survey out to see what coaches are looking for.

Tournament Coordinator (hosted) - Chris Fore -

- Prepping for Battle of the Icehouse
- Got schedule completed
 - Sent to Rob for updating locker rooms

- Referee scheduler received finalized schedule
- Game Sheet received schedule to build out tournament
- Tournament apparel (Dave's) and dog chain ordering setup and available online for purchase
 - BYHA gets kick back
- Getting rosters from teams
- Visitor Guide is completed
- **Still need volunteers for games, especially clock and announcing/music**
- Michael Japor will be doing fog machine, lights, music, and announcing for 3rd place and championship games
- Player of the game pucks ordered
- 1st - 3rd place Street signs will be given to each player (no medals)

Girls Traveling Director: Neal V. reported – 15A's won their first tournament, 12A's did well, 12B finished their first tournament, they were a little short, but did come back and win both of their first two district games. 15A's will be in the top ten all year! Sounds like all the 15 parents are happy! All of the girls are working hard!

Boys Traveling Director: Jason K. reported – trying to get through sicknesses and everything, dealing with a bunch of EBUG requests due to that. Hopefully, we will be good to go on that soon. District games have started, and things look good.

In-House Director: Jed Rohlf reported that 129 mite games were scheduled old school style. It took about 3hours. working on schedule for all teams, cubs are good to go and all started. The blockers have been put to good use; they are working much better than the other version. Jerseys are almost figured out; one name was spelled wrong. jamborees are starting next week and only one person provided feedback on the team fees.

Equipment Director: Chris Pahl reported that the pictures went well. The location was way better! In house is all scheduled for December 7th and 15Us and it is on their schedules. Cubs teams are scheduled together. Pictures are back for traveling and they look good! All the team equipment is out. Coaches should reach out if they need anything.

Hockey Director: Rick J. reported that training is in full swing. We had an issue last week with PEP hockey, but the issue is now resolved. PEP will make sure that two trainers are on the ice for each session, and he will update invoices to reflect when we don't. Survey to membership is required again as we want feedback. Neal requested that the survey is sent to the coaches now, to get their feedback. Girls may be having an issue at Hockey Lab.

Charitable Gambling Report: Suzanne S. reported that the contribution from October is \$120,000. Staying busy and etabs are going strong and rent checks are the highest they have been, which is good for us and the bars. We did get an anonymous tip that a few customers and employees at Broadway were accused of colluding to win and share \$. All of the games are posted, so there really isn't any way for them to be doing anything wrong. It was on eTabs. is asking for money for a Christmas party and bonuses. It totals 15,850. The \$ for the Christmas party, looking to do the party on December 5, 2022. Moe's is still waiting to hear on letting BYHA add a gambling site there.

Motion made (Jason Kacures) second (Rick Japor) to approve the October 2022 charitable gambling report. Motion passed.

Motion made (Jason Kacures) second (Brad Keogh) to approve the December 2022 proposed Gambling expenditures as shown in the attached report. Motion passed.

Old Business: No old business.

New Business: No new business.

Motion made by (Rick Japor) seconded by (Lindsay Axelrod) to close the session. Motion passed.

Session closed at 8:23 pm.

Exhibit A: Charitable Gambling Report

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

CONSOLIDATED

	1 Month Ended Oct. 31, 2022		1 Month Ended Oct. 31, 2021		7 Months Ended Oct. 31, 2022		7 Months Ended Oct. 31, 2021	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 9.11	0.00	\$ 8.23	0.00	\$ 65.51	0.00	\$ 62.30	0.00
PULL TAB RECEIPTS	1,239,858.00	50.43	1,292,770.00	59.33	8,665,547.00	53.02	8,984,202.00	62.32
E-TAB RECEIPTS	1,166,016.00	47.43	841,744.50	38.63	7,326,655.00	44.82	5,149,532.50	35.72
E-BINGO RECEIPTS	15,011.25	0.61	12,247.00	0.56	101,110.50	0.62	69,991.75	0.49
PADDLETICKET RECEIPTS	3,090.00	0.13	2,610.00	0.12	18,270.00	0.11	18,030.00	0.13
BINGO RECEIPTS	<u>34,548.00</u>	<u>1.41</u>	<u>29,678.00</u>	<u>1.36</u>	<u>233,562.00</u>	<u>1.43</u>	<u>194,874.00</u>	<u>1.35</u>
TOTAL RECEIPTS	2,458,532.36	100.00	2,179,057.73	100.00	16,345,210.01	100.00	14,416,692.55	100.00
COST OF SALES								
PULL TAB PRIZES	1,059,360.00	43.09	1,102,155.00	50.58	7,369,780.00	45.09	7,646,077.00	53.04
E-TAB PRIZES	1,007,510.55	40.98	740,479.55	33.98	6,386,240.50	39.07	4,511,592.50	31.29
E-BINGO PRIZES	12,759.55	0.52	10,409.93	0.48	85,943.83	0.53	59,492.89	0.41
PADDLETICKET PRIZES	2,040.00	0.08	1,740.00	0.08	11,360.00	0.07	11,700.00	0.08
BINGO PRIZES	27,436.67	1.12	25,397.56	1.17	188,758.95	1.15	157,266.21	1.09
PULL TAB EXPENSE	15,003.85	0.61	15,449.64	0.71	112,218.43	0.69	103,189.38	0.72
PADDLETICKET EXPENSE	0.00	0.00	65.88	0.00	131.77	0.00	329.40	0.00
BINGO PAPER SUPPLY	<u>0.00</u>	<u>0.00</u>	<u>34.28</u>	<u>0.00</u>	<u>1,087.34</u>	<u>0.01</u>	<u>1,816.84</u>	<u>0.01</u>
TOTAL COST OF SALES	2,124,110.62	86.40	1,895,731.84	87.00	14,155,520.82	86.60	12,491,464.22	86.65
GROSS PROFIT	334,421.74	13.60	283,325.89	13.00	2,189,689.19	13.40	1,925,228.33	13.35
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	23,263.62	0.95	22,804.92	1.05	174,833.18	1.07	162,254.70	1.13
ACCOUNTING EXPENSE	7,480.00	0.30	6,110.00	0.28	12,930.00	0.08	12,271.05	0.09
CASH SHORT/OVER	(430.28)	(0.02)	376.57	0.02	1,549.71	0.01	365.96	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	45,474.59	1.85	32,977.06	1.51	303,080.30	1.85	208,418.46	1.45
E-BINGO PROVIDER FEE	266.46	0.01	344.74	0.02	2,275.91	0.01	1,599.37	0.01
ADVERTISING EXPENSE	0.00	0.00	0.00	0.00	1,820.00	0.01	1,040.00	0.01
INSURANCE EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	129.00	0.00
DUES & SUBSCRIPTIONS	270.00	0.01	0.00	0.00	270.00	0.00	0.00	0.00
OFFICE & POSTAGE	5,435.90	0.22	897.31	0.04	26,767.05	0.16	14,050.58	0.10
GAMBLING EQUIPMENT	0.00	0.00	0.00	0.00	0.00	0.00	521.38	0.00
LOCAL GAMB TAX -10%	32,470.21	1.32	34,916.20	1.60	94,399.80	0.58	99,786.57	0.69
MN COMB REC TAX	109,523.77	4.45	102,301.55	4.69	778,451.20	4.76	679,014.27	4.71
MN 8.5% TAX	501.27	0.02	685.47	0.03	4,505.73	0.03	4,692.47	0.03
REGULATORY FEE	2,872.96	0.12	2,484.98	0.11	20,348.07	0.12	17,874.26	0.12
RENT EXPENSE	<u>21,712.01</u>	<u>0.88</u>	<u>19,230.83</u>	<u>0.88</u>	<u>151,278.64</u>	<u>0.93</u>	<u>118,325.41</u>	<u>0.82</u>
TOTAL EXPENSES	248,840.51	10.12	223,129.63	10.24	1,572,339.08	9.62	1,320,343.48	9.16
OPERATING INCOME	85,581.23	3.48	60,196.26	2.76	617,350.11	3.78	604,884.85	4.20
LAWFUL PURPOSE EXPENSES								
DONATION	120,000.00	4.88	100,000.00	4.59	700,000.00	4.28	640,000.00	4.44
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	120,000.00	4.88	100,000.00	4.59	701,050.00	4.29	640,000.00	4.44
NET INCOME (LOSS)	\$ (34,418.77)	(1.40)	\$ (39,803.74)	(1.83)	\$ (83,689.89)	(0.51)	\$ (35,115.15)	(0.24)

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.	\$1,000,000.00	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 August 2022

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

October-22

REVENUES	349,426		BEGINNING PROFIT CARRYOVER	196,228.25
EXPENSES	(363,844)		PROFIT CARRY OVER +/-	(34,418.77)
NET INCOME	<u>(34,419)</u>		ENDING PROFIT CARRYOVER	<u>161,809.48</u>
		Percentage of income		
Pulltabs (Net)				
OLE PIPER INN	84,433			
BROADWAY PIZZA	7,883			
WILD BILLS	60,792			
CLIVE'S	<u>19,390</u>			
	180,498	51.66%		
Etabs				
OLE PIPER INN	25,262			
BROADWAY PIZZA	58,061			
WILD BILLS	61,636			
CLIVE'S	<u>12,748</u>			
	168,506	45.36%		
E-Bingo				
OLE PIPER INN	307			
BROADWAY PIZZA	854			
WILD BILLS	909			
CLIVE'S	<u>174</u>			
	2,252	0.64%		
Sports Tipboard				
OLE PIPER INN	-			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	-	0.00%		
Paddlewheel				
OLE PIPER INN	1,050			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	1,050	0.30%		
Bingo				
OLE PIPER INN	(352)			
BROADWAY PIZZA	2,303			
WILD BILLS	2,148			
CLIVE'S	<u>3,012</u>			
	7,111	2.04%		
Raffle				
OLE PIPER INN	-			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	-	0.00%		
Interest				
	9			
Net Revenues	349,426		Expenses	363,844

Taxes	
MN COMBINED RECEIPTS	109,524
MN 8.5%	591
REGULATORY BOARD FEE	2,873
LICENSE & PERMITS	-
LOCAL 1%0%	32,470
FEDERAL UBIT	-
STATE UBIT	<u>-</u>
	145,988
Total allowable expenses	
GAMES PURCHASED	15,004
COMPENSATION & TAXES	23,264
PENALTIES & INTEREST	-
ACCOUNTING	7,480
BOND	-
ETAB REV SHARING	45,475
EBINGO PROVIDER FEE	266
RENT	21,712
OFFICE & SUPPLIES	5,706
CASH SHORT	(430)
CASH SHORT REIMB	-
REPAIRS & MAINTENANCE	<u>-</u>
	118,479
Donations	
Donations	<u>120,000</u>
	120,000

BLAINE YOUTH HOCKEY ASSOCIATION
 GAMBLING REPORT SUMMARY


October-22

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	916,630.75	435,912.00	860,502.75	245,477.75	2,458,523.25
PRIZES PAID	805,930.12	366,004.50	727,016.81	210,155.34	2,109,106.77
NET RECEIPTS	110,700.63	69,907.50	133,485.94	35,322.41	349,416.48
PRIZE PAYOUT %	88%	84%	84%	86%	86%
GAME CLOSED	104	7	81	37	229
INTEREST EARNED	3.37	2.10	2.46	1.18	9.11
EXPENSES	31,847.95	30,421.70	37,763.39	18,443.11	118,476.15
TAXES PAID	53,634.14	27,662.22	47,095.42	16,976.43	145,368.21
NET PROFIT	25,221.91	11,825.68	48,629.59	(95.95)	85,581.23
		YTD NET PROFIT	(83,699.89)		
		YTD CONTRIBUTIONS	700,000.00		

Exhibit D - Attendees: See Attached

Online attendees:

- Kathy Brodzinski

 **BYHA MONTHLY BOARD MEETING SIGN-IN** (PLEASE PRINT YOUR NAME)
DATE: 11/21/2022

1 Tyler Bargman	21 Kevin Sarazin
2 Nathan Taylor	22 Avery Soli
3 Ian Miller	23 Quinn Snyder
4 Tyler Jacobson	24 Gray Baultch
5 Kim Duziel	25 Bob Knowles
6 Sarah Fulton	26 Tess DeGeest -AHEF
7 Lylah Carlson	27 Shannon Schutte
8 Anabelle Maloney	28 Shannan Schutte
9 Jannig Miller	29 Erin Kelly
10 Vivian Luong	30 Megan Baultch <small>mabaultcho@msn.com</small>
11 ZACH NENABER	31
12 Jerry Tayse - Blaine Wrestling	32
13 Connie Kime	33
14 Gracyn Knowles	34
15 Jason Luong	35
16 Emma Edwards	36
17 Kaithyn Way	37
18 Kayla Shaffer	38
19 BRIAN KALINA	39
20 Lucy Kalina	40