

BYHA Monthly Meeting Minutes
When: November 15th, 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, Ron Leathers, Neal Verhulst and Jeff Meister (See Exhibit D for list of additional attendees)

This meeting was called to order at 7:03 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 – Fundraiser pick up was tonight and all looks to be picked up. That went well and we had a great turnout! All volunteer hours have been submitted to the treasurer and people should see those soon. Gamesheet is all set up and managers are running well, no issues to date, except for a few fair play points that the referees are missing.

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

- Motion made by Jason Kacures to provide a \$4000.00 donation to Blaine High School Boys Lacrosse, Blaine High School Dance Team, and Blaine High School Alpine Ski Team. This motion was seconded by Lindsay Axelrod, and the motion passed.
- Motion made by Jason Kacures to refund the volunteer fee and stop payments on a bantam player that has decided not to continue playing hockey. This motion was seconded by Lindsay Axelrod, and the motion passed.
- Motion made by Lindsay Axelrod to cover \$20 of the cost of each ticket sold for February 25th, 2022, Gopher Hockey game against Wisconsin, for association members purchased via the BYHA link. This expense is capped at 500 tickets or \$10,000. This motion was seconded by Jason Kacures, the motion passed.
- Motion made by Chris Pahl to order 200 more sets of Game jerseys for the boys' teams at the cost of \$25,000 to get 180 player jerseys and 20 Goalie jerseys. Delivery will be at the end of 2021, motion seconded by Jason Kacures. Motion Passed.
- Motion made by Jason Kacures to order 115 coaches' jackets for a total cost of \$11,262.50, motion was seconded by Brad Keogh, motion passed.
- Motion made by Lindsay Axelrod to order 1500 Blaine Hockey car decals for an expenditure not to exceed \$1800, motion seconded by Jed Rohlf, motion passed.
- Motion made by Chris Pahl to order bags for the Bantam AA and the 15U A at the cost of no more than \$6500, motion seconded by Lindsay Axelrod, motion passed.
- Motion made by Chris Pahl to purchase 9 iPads at a cost not to exceed \$2600 to operate GameSheets. 1 of the 9 iPads will be going to Mora who will be reimbursing us for the cost, motion seconded by Jason Kacures, motion passed.
- Motion made by Jason Kacures to donate to the Boys High School Booster Club Annual Raffle, motion was seconded by Rick Japor, motion passed.

- Motion made by Jason Kacures to purchase a new laptop for the gambling manager, the cost will be \$1800, motion seconded by Brad Keogh, motion passed.

Motion made (Neal Verhulst) second (Rick Japor) to approve October 18^h, 2021, meeting minutes. Motion passed.

Treasurer's Report: Ron Leathers reported Many of the tryout and initial season expenses came due in October and we used cash at a higher rate than we brought it in during the month. We spent \$100,000 more in October than in September. Significant expense categories include: • Hockey Equipment and Supplies - \$58,175.83 • Training: Player development - \$23,385.18 • Tournaments (participant) - \$22,254.43 • Tryouts - \$17,247.95 November should return to September levels as many of these categories are one-time annual expenses. 1.5M is earmarked for rink upgrades at both Fogerty and Sports Center and that money is available if needed.

Vice President's Report: Brad Keogh reported that we have been working on getting the coaching meetings set up. Tomorrow's topic will be around practice plans, Jon Jonassen, and coach Carroll from the high school will be there. The meeting will be monthly moving forward. Brad will work on a place to share the information. The other thing keeping him busy is COVID, the rules are quite different from last year, so working through that. He is fielding 3-4 calls/emails per day. Connect with Brad if you have any questions or concerns.

President's Report: Jeff Meister reported helping get the technology up and ready. D10 has some new COVID rules, if a team is cancelling a game, they should not be practicing either. D10 expects teams to play with 8 players and a goalie. Only Peewee and above and 12U and above can have substitute goalies when using the proper procedures.

Open Forum: NONE

Ice Scheduler: Kathy Brodzinski reported November ice is complete. Waiting for Chuck and the Ice Dogs to get his ice blocks finished and once that is completed the rest of the ice for the remainder of the season will be distributed. They have the MITE games, just making sure that her and Jeff are adding them correctly to Avario.

Girls Traveling Coordinator: Katie Van Asch - No update

Boys Traveling Coordinator: Bryan Guse, TJ Brown, Chris Fore reported:

Squirt Coordinator

- Nothing major to report for this month.
- Teams are starting games this weekend

Newsletter

- December newsletter items are due by Nov 15th
- We have some great content for this month
- Target to send out newsletter on Dec 1
- Reminder: Managers - Please send all team highlights so we can highlight our success during the season
- Highlight teams of the month are locked in the season
 - Dec - 12UA
 - Jan - Squirt B2 Blue
 - Feb - Squirt A
 - March - Bantam AA

BYHA Website

- Added Google analytics to our BYHA homepage, Ice for Sale, and some team pages on Nov 1
 - Looking to expand tracking on additional pages

- Total of 1,653 users on site (through Nov 12)
 - 47% of user coming directly to BYHA
 - 46% of user coming from Google
 - Average user engagement time of 1 min 14 seconds
- Pages
 - Ice for Sale
 - 88 users
 - 173 views
 - 1.79 site visit per user
 - Team Pages
 - Average 38 users per team
 - Average engagement time is 30 seconds

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

Academic Banquet Coordinators: Nancy B. reported – email went out to managers to name a BAAP coordinator, most teams have named one.

Goalie Coordinator: Jason Hespen reported - No update

Coaching Coordinator: Jon Jonassen - No update

Volunteer Coordinator: Christy Resop – all volunteer credits have been reported to the treasurer.

Registrar: Nancy M. - reported working clubs and in-house stuff. Still working on the coaches and student coaches. Wanted to make sure that all were aware that players must be registered as student coaches to be on the ice with other teams.

Recruitment & Retention Coordinator: Greg Schutte – no update

High School Coordinator: Jesse Sullivan – Sat down with Coach Carroll and they talked about coaching and blueline buddies. Trying to connect with Coach Guider on the Girls side. May need a job description or to join upcoming board meetings.

Fundraising Coordinator: Cami Mertz. - Fundraising pick up was tonight and all were picked up!!

Sponsorship Coordinator: Tim C. - ALL GOOD, we had the wrong logo for one company, so we need to get that figured out.

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

Concussion Coordinator: Lindsay Axelrod – December 1st will be the second and final date at Roosevelt.

Apparel Coordinator: Jody Dahlk reported – third and final apparel store is open.

Girls Traveling Director: Neal V. reported that all teams are up and running and games are going well so far!

Boys Traveling Director: Jason K. Reported that we had a championship team and two runners up in the tournaments this last weekend. Coaches' jackets are ordered and should be here after thanksgiving. The

In-House Director: Jed Rohlf off and running. Game scheduling was done on 11/11/2021. They will be loaded shortly.

Equipment Director: Chris Pahl – New jerseys will be in mid-December. U19 needs socks, so Chris will put together a motion for that and send it over. 10U A goalie needs a new stick.

Hockey Director: Rick J. reported that everything is up and running. PEP equipment should be here next week. Rob is waiting for our tryout, academy, and pre-tryout camps ice that we need. Football meeting was last

week, so we have dates for that for tryouts next year. Lessons learned that he cannot update teams as it messes with Kathy's scheduling, so he will work with her moving forward.

Charitable Gambling Report: Suzanne S. reported that the donation for October was \$100,000. The boys high school booster raffle was approved and ready to go. All sites are up and running and pulling in big numbers!

Motion made (Lindsay Axelrod) second (Ron Leathers) to approve the October 2021 charitable gambling report. Motion passed.

Motion made (Lindsay Axelrod) second (Rick Japor) to approve the November 2021 proposed Gambling expenditures as shown in the attached report. Motion passed.

Old Business: Need to get boys and girls high school teams their checks.

New Business: Joe for Ice Cats needs to put together his own budget and is asking for some help from us as he has not done that before. He will work on that based on the girls that he can bring in. He is wondering how to make the Ice Cats more visible on the webpage. 16 games (8 home) and 2 practices a week, at 1 hour each. Apparel will be taken care of by team parents' fundraising.

Motion made (Neal Verhulst) second (Brad Keogh) to close the session. Motion passed.

The 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
October 31, 2021 and 2020**

CONSOLIDATED

	1 Month Ended Oct. 31, 2021		1 Month Ended Oct. 31, 2020		7 Months Ended Oct. 31, 2021		7 Months Ended Oct. 31, 2020	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 8.23	0.00	\$ 8.25	0.00	\$ 62.30	0.00	\$ 47.88	0.00
PULL TAB RECEIPTS	1,292,770.00	59.33	1,143,425.00	68.49	8,984,202.00	62.32	5,243,879.00	68.36
E-TAB RECEIPTS	841,744.50	38.63	497,566.75	29.80	5,149,532.50	35.72	2,335,443.00	30.44
E-BINGO RECEIPTS	12,247.00	0.56	7,825.00	0.47	69,991.75	0.49	26,159.75	0.34
PADDLETICKET RECEIPTS	2,610.00	0.12	2,760.00	0.17	18,030.00	0.13	10,320.00	0.13
BINGO RECEIPTS	29,678.00	1.36	17,844.00	1.07	194,874.00	1.35	55,392.00	0.72
TOTAL RECEIPTS	2,179,057.73	100.00	1,669,429.00	100.00	14,416,692.55	100.00	7,671,241.63	100.00
COST OF SALES								
PULL TAB PRIZES	1,102,155.00	50.58	972,418.00	58.25	7,646,077.00	53.04	4,436,791.00	57.84
E-TAB PRIZES	740,479.55	33.98	421,880.15	25.27	4,511,592.50	31.29	2,002,004.05	26.10
E-BINGO PRIZES	10,409.93	0.48	6,651.23	0.40	59,492.89	0.41	22,235.76	0.29
PADDLETICKET PRIZES	1,740.00	0.08	1,840.00	0.11	11,700.00	0.08	6,880.00	0.09
BINGO PRIZES	25,397.56	1.17	17,039.45	1.02	157,266.21	1.09	53,163.45	0.69
PULL TAB EXPENSE	15,449.64	0.71	14,186.78	0.85	103,072.89	0.71	53,081.37	0.69
PADDLETICKET EXPENSE	65.88	0.00	39.63	0.00	329.40	0.00	138.72	0.00
BINGO PAPER SUPPLY	34.28	0.00	482.07	0.03	1,782.56	0.01	546.35	0.01
TOTAL COST OF SALES	1,895,731.84	87.00	1,434,537.31	85.93	12,491,313.45	86.64	6,574,840.70	85.71
GROSS PROFIT	283,325.89	13.00	234,891.69	14.07	1,925,379.10	13.36	1,096,400.93	14.29
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	22,804.92	1.05	20,089.16	1.20	162,254.70	1.13	99,910.78	1.30
ACCOUNTING EXPENSE	6,110.00	0.28	1,058.25	0.06	12,271.05	0.09	5,931.50	0.08
CASH SHORT/OVER	376.57	0.02	330.70	0.02	365.96	0.00	1,866.88	0.02
CASH SHORT REIMBURSED	0.00	0.00	(55.19)	(0.00)	0.00	0.00	(488.79)	(0.01)
E-TAB REVENUE SHARING	32,977.06	1.51	24,887.91	1.49	208,418.46	1.45	93,990.22	1.23
E-BINGO PROVIDER FEE	344.74	0.02	113.47	0.01	1,599.37	0.01	493.63	0.01
ADVERTISING EXPENSE	0.00	0.00	0.00	0.00	1,040.00	0.01	0.00	0.00
INSURANCE EXPENSE	0.00	0.00	0.00	0.00	129.00	0.00	0.00	0.00
REPAIRS AND MAINTENANCE	0.00	0.00	395.01	0.02	0.00	0.00	395.01	0.01
OFFICE & POSTAGE	897.31	0.04	1,837.25	0.11	14,201.55	0.10	17,134.68	0.22
GAMBLING EQUIPMENT	0.00	0.00	260.69	0.02	521.38	0.00	1,564.14	0.02
LOCAL GAMB TAX -10%	34,916.20	1.60	33,787.16	2.02	99,786.57	0.69	55,713.84	0.73
MN COMB REC TAX	102,301.55	4.69	77,398.22	4.64	679,014.27	4.71	337,591.49	4.40
MN 8.5% TAX	685.47	0.03	150.28	0.01	4,692.47	0.03	1,119.24	0.01
REGULATORY FEE	2,484.98	0.11	1,921.50	0.12	17,874.26	0.12	8,770.27	0.11
RENT EXPENSE	19,230.83	0.88	14,081.27	0.84	118,325.41	0.82	58,183.52	0.76
TOTAL EXPENSES	223,129.63	10.24	176,255.68	10.56	1,320,494.25	9.16	682,176.41	8.89
OPERATING INCOME	60,196.26	2.76	58,636.01	3.51	604,884.85	4.20	414,224.52	5.40
LAWFUL PUPOSE EXPENSES								
DONATION	100,000.00	4.59	65,000.00	3.89	640,000.00	4.44	285,000.00	3.72
TOTAL LAWFUL PURPOSE EX	100,000.00	4.59	65,000.00	3.89	640,000.00	4.44	285,000.00	3.72
NET INCOME (LOSS)	\$ (39,803.74)	(1.83)	\$ (6,363.99)	(0.38)	\$ (35,115.15)	(0.24)	\$ 129,224.52	1.68

SEE INDEPENDENT ACCOUNTANTS' COMPILATION REPORT

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	\$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 October 2021

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

October-21

REVENUES	298,876	BEGINNING PROFIT CARRYOVER	213,734.37
EXPENSES	(338,680)	PROFIT CARRY OVER +/-	<u>(39,804.18)</u>
NET INCOME	<u>(39,804)</u>	ENDING PROFIT CARRYOVER	<u>173,930.19</u>

		Percentage of Income		
Pulltabs (Net)			Taxes	
OLE PIPER INN	78,923		MN COMBINED RECEIPTS	102,301.99
BROADWAY PIZZA	5,361		MN 8.6%	685.47
WILD BILLS	74,010		REGULATORY BOARD FEE	2,484.98
CLIVE'S	<u>32,321</u>		LICENSE & PERMITS	-
	190,615.00	63.78%	LOCAL 10%	34,916
			FEDERAL UBIT	-
Etabs			STATE UBIT	<u>-</u>
OLE PIPER INN	18,082			140,389
BROADWAY PIZZA	43,357		Total allowable expenses	
WILD BILLS	39,826		GAMES PURCHASED	15,650
CLIVE'S	<u>-</u>		COMPENSATION & TAXES	22,805
	101,265	33.88%	PENALTIES & INTEREST	-
			ACCOUNTING	6,110
E-Bingo			BOND	-
OLE PIPER INN	504		ETAB REV SHARING	32,977
BROADWAY PIZZA	852		EBINGO PROVIDER FEE	345
WILD BILLS	481		RENT	19,231
CLIVE'S	<u>-</u>		OFFICE & SUPPLIES	897
	1,837	0.61%	CASH SHORT	377
			CASH SHORT REIMB	-
Sports Tipboard			REPAIRS & MAINTENANCE	<u>-</u>
OLE PIPER INN	-			98,291
BROADWAY PIZZA	-		Donations	
WILD BILLS	-		Donation	100,000
CLIVE'S	<u>-</u>			<u>100,000</u>
	-	0.00%		
Paddlewheel				
OLE PIPER INN	870			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	870	0.29%		
Bingo				
OLE PIPER INN	(676)			
BROADWAY PIZZA	2,262			
WILD BILLS	2,506			
CLIVE'S	<u>189</u>			
	4,280	1.43%		
Raffle				
OLE PIPER INN	-			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	-	0.00%		
Interest				
	8			
Net Revenues	298,876		Expenses	338,680

EXHIBIT D: Attendees

Chris Pahl - Virtual

Kathy Brodzinski - Virtual

Joe Gratz (Ice Cats) - In Person

Kim Therres – In Person