

BYHA Monthly Meeting Minutes
When: February 20th, 2023, 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 (Lindsay Axelrod) to approve the agenda for tonight's meeting. Motion passed.

Secretary's Report: Lindsay A – Season wrap up and Bengal aces party planning.

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

- **Motion made by Lindsay Axelrod** to approve a \$2500 donation to Blaine High School Girls Basketball teams and Madison Elementary School. The motion was seconded by **Rick Japor**, motion passed.
- **Motion made by Lindsay Axelrod** to get the Registrar a new laptop with the cost not to exceed \$2000, seconded by Chris Pahl, motion passed.
- **Motion made by Lindsay Axelrod** to donate \$8463.75 for the boys high school hockey raffle donation, seconded by Jason Kacures, motion passed.
- **Motion made by Rick Japor** to approve the following trainers at the proposed budget:
 - On ice shooting by Hockey Lab, 45 sessions, cost \$15,750
 - Off ice Strength/Conditioning, Shooting, Stickhandling by Hockey Lab, 85 sessions, cost \$29,750
 - On ice stick handling by PEP, 60 ice hours (120 team sessions), cost \$15,000
 - On ice Goalie Training by Hartzel Hockey, Monday Training, and on ice consults, estimated budget \$25,000
 - On ice Coaching consults by Tradition Hockey, 44 ice hours (88 team sessions), cost \$6,600
 - Off ice early season conditioning by Pursuit Fitness, 56 sessions, cost \$5,500
 - Off ice Mites off ice training by Acceleration, 64 sessions, cost \$22,400
 - On ice Power Skating by CEP, 60 ice hours (120 team sessions), cost \$13,560

The motion was seconded by **Lindsay Axelrod**, motion passed.

- **Motion made by Chris Pahl** to motion to approve three contact camps this summer not to exceed \$3000.00. The cost of each camp is \$1500 plus ice. Each camp can handle 32 skaters, if we charge \$50/skater we would need 20 skaters per camp average to stay under the not to exceed \$3000. The dates of the camps would be 5/18/23, 6/21/23 and 7/19/23. When talking with Rick about this he mentioned doing 1 closer to the season but as of right now the only ice available to us after 7/19/23 is 9/1/23 which is the Friday of Labor day weekend. We also have ice on 09/23/2023 that could be used. The motion was seconded by **Rick Japor**, motion passed.
- **Motion made by Chris Pahl** to motion to purchase socks for next season. The cost of the socks would not exceed \$7500. Also not planning on changing the design of the socks.

2023-24 order proposal

- 50 – Youth
- 250 – Intermediate
- 75 – Jr Adult

Motion was seconded by **Jed Rohlf**, motion passed.

Motion made (Lindsay Axelrod) second (Jason Kacures) to approve the January 16th, 2023, meeting minutes. Motion passed.

Treasurer's Report: Ron Leathers – Several significant one-time expenses hit during the month including the D10 invoice for league game referees (\$32,923). Other significant expenses this month included \$42,000 for ice and \$32,000

for player development. Registrations were flat this month as revenue was offset by coach credits, volunteer and fundraising reimbursements. Charitable gambling was also significantly lower this month, resulting in higher-than-expected allocation to our general fund and a reduction in available working capital. Overall net revenue declined by \$22,883.52 this month. We have \$557K unallocated at this time.

Vice President's Report: Brad Keogh reported that it is an exciting time of the year with district playoffs. Next year planning is in full swing. Annual meeting and board elections coming up, so working on that.

President's Report: Jeff Meister reported that we are working to wrap up the season. Working on next year!

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

- A. **BATBA** – Donation Request \$20,000
- B. **Blaine High School All Night Senior Party** – Donation request \$1k -2k
- C. **Blaine High School Trap and Skeet** – Donation request \$2500
- D. **Sand Creek Elementary School** – Donation request \$4000
- E. **Blaine High School Baseball Team** – Donation request \$ 4000

Ice Scheduler: Kathy Brodzinski – lots of ice on the ice store. Must be used for BYHA.

Girls Traveling Coordinator: Katie Van Asch – No Update

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

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

Bengal Aces Coordinators: Shannon Shutte. reported – well on our way to the party, 87% eligibility! Bowlero party scheduled, bags, tape, giftcards, etc. Sign up for managers is up and ready!

Goalie Coordinator: Jermaine Davis reported - No update

Coaching Coordinator: Jon Jonassen – No report

Volunteer Coordinator: Christy Resop – No Update

Registrar: Nancy M – wrapping up the season! Answering questions on upcoming season already.

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 - Girls tournaments went well, lots of positive feedback. One coach asked for B1 and B2 for next year. Volunteers were an issue; we need to rethink that for next year.

Girls Traveling Director: Neal V. reported – 10B consolation Champs, 10A lost in consolation game, but lost in a shoot-out to the team that won the district! 12A's play Wednesday, if they win, they play to go to districts. 12B's were knocked out, and 15A's won last night 9-0, they are 6th in the state. 15B's are the #1 seed and are 6th in the state!

Boys Traveling Director: Jason K. reported that Blaine Bantam Blue B2's were Champions!!! Peewee AA play in the championship game next weekend, Bantam B1 and AA are in the running to go to regions, and

Bantam A's are off to Regions and so will B1 Peewees. Good season for Squirts and lower level Bantam and Peewee teams.

In-House Director: Jed Rohlf reported that the in-house season is winding down, big jamborees in the upcoming weekend. Checks will go out to teams soon. Academy registration is open. Looking forward to adding a new Coordinator soon!

Equipment Director: Chris Pahl reported that he is wrapping up the season, managers were sent an email and the traveling players got one today to get stuff returned. Socks were ordered and should arrive in March. We will look to order a tougher version of socks for the next year, saw a lot of holes this year. Chris will review the breezer covers for wear and report back.

Hockey Director: Rick J. reported that Monday trainings we had a hiccup as teams that are done with their seasons had training tonight, but working with the training partners to figure out how we can accommodate earlier end next year. The Tryout schedule is just about done and will be posted for the board soon. All the invoices from our training partners are coming in and are being reviewed before being sent to Ron.

Charitable Gambling Report: Suzanne S. reported that the contribution from January is \$60,000. Suzanne would like board approval to do ACH. Lindsay Axelrod made the motion to move to ACH invoicing for our gambling vendors, seconded by Jed Rohlf, motion passed.

Motion made (Rick Japor) second (Chris Pahl) to approve the January 2023 charitable gambling report. Motion passed.

Motion made (Lindsay Axelrod) second (Jason Kacures) to approve the March 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 (Brad Keogh) seconded by (Jason Kacures) to close the session. Motion passed.

Session closed at 8:03 pm.

Exhibit A: Charitable Gambling Report

BLAINE YOUTH HOCKEY ASSOCIATION STATEMENT OF REVENUES AND EXPENSES - REGULATORY BASIS FOR THE PERIOD THEN ENDED January 31, 2023 and 2022

CONSOLIDATED

	1 Month Ended Jan. 31, 2023		1 Month Ended Jan. 31, 2022		10 Months Ended Jan. 31, 2023		10 Months Ended Jan. 31, 2022	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 7.33	0.00	\$ 8.51	0.00	\$ 84.38	0.00	\$ 86.91	0.00
PULL TAB RECEIPTS	1,221,144.00	51.19	1,255,762.00	58.87	12,352,001.00	52.48	12,840,961.00	61.44
E-TAB RECEIPTS	1,095,280.00	45.91	815,687.25	38.24	10,653,962.50	45.26	7,619,717.50	36.46
E-BINGO RECEIPTS	20,538.50	0.86	14,753.00	0.69	158,711.50	0.67	112,286.25	0.54
PADDLETICKET RECEIPTS	3,810.00	0.16	2,760.00	0.13	28,530.00	0.12	25,590.00	0.12
RAFFLE RECEIPTS	9,250.00	0.39	8,780.00	0.41	9,250.00	0.04	8,780.00	0.04
BINGO RECEIPTS	<u>35,532.00</u>	<u>1.49</u>	<u>35,326.00</u>	<u>1.66</u>	<u>334,869.00</u>	<u>1.42</u>	<u>292,645.00</u>	<u>1.40</u>
TOTAL RECEIPTS	2,385,561.83	100.00	2,133,076.76	100.00	23,537,408.38	100.00	20,900,066.66	100.00
COST OF SALES								
PULL TAB PRIZES	1,041,591.00	43.66	1,065,927.00	49.97	10,478,252.00	44.52	10,934,569.00	52.32
E-TAB PRIZES	966,955.00	40.53	691,341.65	32.41	9,362,618.55	39.78	6,640,566.45	31.77
E-BINGO PRIZES	17,457.71	0.73	12,540.04	0.59	134,904.65	0.57	95,443.17	0.46
PADDLETICKET PRIZES	2,540.00	0.11	1,840.00	0.09	18,000.01	0.08	16,740.00	0.08
BINGO PRIZES	23,329.89	0.98	27,415.84	1.29	267,397.32	1.14	236,282.93	1.13
PULL TAB EXPENSE	16,322.92	0.68	14,707.07	0.69	160,415.34	0.68	149,894.59	0.72
PADDLETICKET EXPENSE	0.00	0.00	65.88	0.00	131.77	0.00	461.16	0.00
BINGO PAPER SUPPLY	<u>0.00</u>	<u>0.00</u>	<u>102.84</u>	<u>0.00</u>	<u>1,087.34</u>	<u>0.00</u>	<u>3,702.24</u>	<u>0.02</u>
TOTAL COST OF SALES	<u>2,068,196.52</u>	<u>86.70</u>	<u>1,813,940.32</u>	<u>85.04</u>	<u>20,422,806.97</u>	<u>86.77</u>	<u>18,077,659.54</u>	<u>86.50</u>
GROSS PROFIT	317,365.31	13.30	319,136.44	14.96	3,114,601.41	13.23	2,822,407.12	13.50
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	23,159.15	0.97	22,964.60	1.08	274,484.23	1.17	255,571.35	1.22
ACCOUNTING EXPENSE	2,440.00	0.10	1,060.00	0.05	17,550.00	0.07	15,451.05	0.07
CASH SHORT/OVER	(402.07)	(0.02)	270.90	0.01	2,165.41	0.01	795.83	0.00
CASH SHORT REIMBURSED	(116.96)	(0.00)	(120.44)	(0.01)	(287.47)	(0.00)	(120.44)	(0.00)
E-TAB REVENUE SHARING	49,996.54	2.10	36,706.55	1.72	442,825.99	1.88	314,065.58	1.50
E-BINGO PROVIDER FEE	531.42	0.02	383.27	0.02	3,482.86	0.01	2,494.59	0.01
ADVERTISING EXPENSE	286.00	0.01	260.00	0.01	2,665.70	0.01	2,080.00	0.01
INSURANCE EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	129.00	0.00
INSURANCE W/C EXPENSE	0.00	0.00	0.00	0.00	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	2,016.41	0.08	1,549.40	0.07	34,141.29	0.15	19,613.30	0.09
GAMBLING EQUIPMENT	0.00	0.00	0.00	0.00	0.00	0.00	521.38	0.00
MN UBIT TAX	21.00	0.00	0.00	0.00	21.00	0.00	0.00	0.00
LOCAL GAMB TAX -10%	27,202.48	1.14	27,366.23	1.28	121,602.28	0.52	127,152.80	0.61
MN COMB REC TAX	125,312.01	5.25	111,833.41	5.24	1,126,655.21	4.79	1,000,556.01	4.79
MN 8.5% TAX	602.26	0.03	607.78	0.03	6,518.26	0.03	6,188.02	0.03
REGULATORY FEE	3,111.73	0.13	2,876.81	0.13	29,429.53	0.13	26,035.97	0.12
RENT EXPENSE	<u>22,665.68</u>	<u>0.95</u>	<u>17,252.95</u>	<u>0.81</u>	<u>219,674.71</u>	<u>0.93</u>	<u>171,186.98</u>	<u>0.82</u>
TOTAL EXPENSES	<u>256,825.65</u>	<u>10.77</u>	<u>223,011.46</u>	<u>10.45</u>	<u>2,282,108.30</u>	<u>9.70</u>	<u>1,942,847.42</u>	<u>9.30</u>
OPERATING INCOME	60,539.66	2.54	96,124.98	4.51	832,493.11	3.54	879,559.70	4.21
LAWFUL PURPOSE EXPENSES								
DONATION	68,452.19	2.87	88,022.72	4.13	918,452.19	3.90	908,022.72	4.34
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>0.00</u>	<u>0.00</u>	<u>0.00</u>
TOTAL LAWFUL PURPOSE EX	<u>68,452.19</u>	<u>2.87</u>	<u>88,022.72</u>	<u>4.13</u>	<u>919,502.19</u>	<u>3.91</u>	<u>908,022.72</u>	<u>4.34</u>
NET INCOME (LOSS)	\$ <u>(7,912.53)</u>	<u>(0.33)</u>	\$ <u>8,102.26</u>	<u>0.38</u>	\$ <u>(87,009.08)</u>	<u>(0.37)</u>	\$ <u>(28,463.02)</u>	<u>(0.14)</u>

SEE INDEPENDENT ACCOUNTANTS' COMPILATION REPORT

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

January-23

REVENUES	333,688.23	BEGINNING PROFIT CARRYOVER	166,410.82
EXPENSES	(341,600.76)	PROFIT CARRY OVER +/-	<u>(7,912.53)</u>
NET INCOME	<u>(7,912.53)</u>	ENDING PROFIT CARRYOVER	<u>158,498.29</u>

		Percentage of Income
Pulltabs (Net)		
OLE PIPER INN	80,942.00	
BROADWAY PIZZA	3,486.00	
WILD BILLS	67,532.00	
CLIVE'S	<u>27,593.00</u>	
	179,553.00	53.81%
Etabs		
OLE PIPER INN	29,253.10	
BROADWAY PIZZA	48,641.10	
WILD BILLS	42,154.40	
CLIVE'S	<u>8,276.40</u>	
	128,325.00	38.46%
E-Bingo		
OLE PIPER INN	388.78	
BROADWAY PIZZA	848.78	
WILD BILLS	1,507.43	
CLIVE'S	<u>335.85</u>	
	3,080.79	0.92%
Sports Tipboard		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
Paddlewheel		
OLE PIPER INN	970.00	
BROADWAY PIZZA	300.00	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	1,270.00	0.38%
Bingo		
OLE PIPER INN	(1,004.00)	
BROADWAY PIZZA	765.00	
WILD BILLS	11,006.00	
CLIVE'S	<u>1,435.11</u>	
	12,202.11	3.66%
Raffle		
OLE PIPER INN	9,250.00	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	9,250.00	2.77%
Interest	7.33	

Taxes	
MN COMBINED RECEIPTS	125,312.01
MN 8.5%	602.26
REGULATORY BOARD FEE	3,111.73
LICENSE & PERMITS	-
LOCAL 10%	27,202.48
FEDERAL UBIT	21.00
STATE UBIT	<u>-</u>
	156,249.48
Total allowable expenses	
GAMES PURCHASED	16,322.92
COMPENSATION & TAXES	23,159.15
PENALTIES & INTEREST	-
ACCOUNTING	2,440.00
BOND	-
ETAB REV SHARING	49,996.54
EBINGO PROVIDER FEE	531.42
RENT	22,665.68
OFFICE & SUPPLIES	2,302.41
CASH SHORT	(402.07)
CASH SHORT REIMB	(116.96)
REPAIRS & MAINTENANCE	<u>-</u>
	116,899.09
Donations	
Donation	<u>68,452.19</u>
	68,452.19

Net Revenues	333,688.23	Expenses	341,600.76
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BLAINE YOUTH HOCKEY ASSOCIATION
 GAMBLING REPORT SUMMARY

January-22

	OLE PIPER INN	BROADWAY PIZZA	WILD BILLS	CLIVE'S	TOTAL
GROSS RECEIPTS	919,991.25	432,992.75	781,886.50	250,684.00	2,385,554.50
PRIZES PAID	800,191.42	378,951.87	659,686.67	213,043.64	2,051,873.60
NET RECEIPTS	119,799.83	54,040.88	122,199.83	37,640.36	333,680.90
PRIZE PAYOUT %	87%	88%	84%	85%	86%
GAME CLOSED	102	6	79	43	230
INTEREST EARNED	2.71	1.69	1.98	0.95	7.33
EXPENSES	32,650.77	28,569.47	38,957.37	16,721.48	116,899.09
TAXES PAID	63,542.36	26,915.09	46,596.29	19,195.74	156,249.48
NET PROFIT	23,609.41	(1,441.99)	36,648.15	1,724.09	60,539.66
		YTD NET PROFIT	(87,009.07)		
		YTD CONTRIBUTIONS	918,542.19		

Exhibit D - Attendees: See Attached

Online attendees: NONE



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

DATE: 2/20/23

1	ANGEL LEONOR - BLAINE TRAPASSET	21
2	Tim Cunningham	22
3	Jennie Cunningham	23
4	Nancy Mouton	24
5	BRYAN GUSE	25
6	Nate Burley	26
7	Adam Puder	27
8	Ted Erickson	28
9	Chris Fore	29
10	Matt Westlund	30
11	Marc Bjorklund	31
12	Shannon Lawson	32
13	Bob Saiko	33
14	Shannon Schutte	34
15	Greg Schutte	35
16		36
17		37
18		38
19		39