

BYHA Monthly Meeting Minutes
When: March 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 6:59 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 – Season wrap up, collecting iPads, getting ready for the Bengal Aces party on 03/28/2023.

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

- **Motion made by Brad Keogh** to donate \$1000 to the Blaine High School All Night Senior Party, seconded by Jason Kacures, motion passed.
- **Motion made by Lindsay Axelrod** to donate \$2500 to Blaine High School Baseball, seconded by Brad Keogh, motion passed.
- **Motion made by Jason Kacures** to donate \$2500 to Sand Creek Elementary School for their 5th grade trip, seconded by Lindsay Axelrod, passed.
- **Motion made by Brad Keogh** to donate \$2500 to the Blaine High School All Night Senior Party, seconded by Lindsay Axelrod, motion passed.
- **Motion made by Brad Keogh** to donate \$2500 to BATBA, seconded by Jason Kacures, motion passed.
- **Motion made by Lindsay Axelrod** to rebuild the charitable gambling booth at Clive's at a cost not to exceed \$13,500, seconded by Brad Keogh, motion passed.
- **Motion made by Lindsay Axelrod** to increase the pay of the gambling manager to \$65000/year, seconded by Brad Keogh, motion passed.
- **Motion made by Chris Pahl** to provide a \$100/team to the managers of the traveling teams and \$50/team for the in-house managers, seconded by Jason Kacures, motion passed.

Motion made (Ron Leathers) second (Lindsay Axelrod) to approve the February 20th, 2023, meeting minutes. Motion passed.

Treasurer's Report: Ron Leathers – Total revenue declined again in February, reflecting the organization's normal business cycle. General income was at its lowest since the start of the fiscal year. Program income increased as summer academy registrations started to come in and families paid overdue team fees. Member credit payments further cut into registrations as we finalized volunteer, fundraising, coaching, and coordinator credits.

Total expenditures were nearly \$200,000 this month with several one-time expenditures related to region and state tournaments. Ice bills were by far the largest expenditures of the month at nearly \$79,000. Overall net revenue declined by \$106,931 this month

Vice President's Report: No report

President's Report: Jeff Meister reported that we are working on surveys, it is closed now, 380 collected. D10 meeting was skipped for this month.

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

- A. **Gentry Academy Girls Stars Lacrosse Booster** – Donation Request \$2,500
- B. **Anoka Hennepin Mustangs** – Donation request \$3,000

C. **Soderville Baseball** – Donation request \$10,000

D. **Blaine Youth Lacrosse** – Donation request \$2,500

Ice Scheduler: Kathy Brodzinski – season went well with the exception of the home game errors and reschedules tied up a lot of ice. Jr gold is going into Avario next season so that will help. She has some ideas about ice and would like to know ice for next year ASAP.

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 – that we are on for the banquet next Tuesday!

Goalie Coordinator: Jermaine Davis reported - No update

Coaching Coordinator: Jon Jonassen – No report

Volunteer Coordinator: Christy Resop – No Update

Registrar: Nancy M – No Report

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 - No Report

Girls Traveling Director: Neal V. reported – Season ended, 3 of the 4 teams made it to regions, all and all it was a great year! Coaches meeting will be upcoming to see who is coming back and get feedback.

Boys Traveling Director: Jason K. reported that 4 teams went to Regions and Peewee B1's went to State and lost in the third-place game. Waiting for the survey results to have coaches' meetings so feedback can be discussed.

In-House Director: Jed Rohlf reported that the academy starts next month, locking up lead coaches and getting a coach's meetings on the books.

Equipment Director: Chris Pahl reported that equipment has started to be returned last week. We have two dates next week and one the following week. Socks will be in next week for next season.

Hockey Director: Rick J. reported that contact clinic registration is up and going. Waiting for the survey results to review with our training partners. Tryout and pre-tryout camp ice is set and will be posted soon for families. Looking at a shooting lane for upstairs at the Super Rink 7.

Charitable Gambling Report: Suzanne S. reported that the contribution from February is \$90,000. Suzanne reported that she did do the donation for March and it is at \$60,000 and she doesn't think that it will be much more than that. The booth for Clives is being built, but they are in their busy season again, so they haven't given us a time frame.

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

Motion made (Lindsay Axelrod) second (Jed Rohlf) to approve the April 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 (Jason Kacures) seconded by (Neal Verhulst) to close the session. Motion passed.

Session closed at 7:38 pm.

Exhibit A: Charitable Gambling Report

BLAINE YOUTH HOCKEY ASSOCIATION
STATEMENT OF REVENUES
AND EXPENSES - REGULATORY BASIS
FOR THE PERIOD THEN ENDED
February 28, 2023 and 2022

CONSOLIDATED

	1 Month Ended Feb. 28, 2023	Pct	1 Month Ended Feb. 28, 2022	Pct	11 Months Ended Feb. 28, 2023	Pct	11 Months Ended Feb. 28, 2022	Pct
RECEIPTS								
INTEREST INCOME	\$ 7.26	0.00	\$ 7.28	0.00	\$ 91.64	0.00	\$ 94.19	0.00
PULL TAB RECEIPTS	1,045,410.00	45.83	1,124,350.00	55.30	13,397,411.00	51.89	13,965,311.00	60.90
E-TAB RECEIPTS	1,183,646.25	51.89	855,845.00	42.09	11,837,608.75	45.85	8,475,562.50	36.96
E-BINGO RECEIPTS	14,914.00	0.65	15,808.75	0.78	173,625.50	0.67	128,095.00	0.56
PADDLETICKET RECEIPTS	3,840.00	0.17	2,250.00	0.11	32,370.00	0.13	27,840.00	0.12
RAFFLE RECEIPTS	0.00	0.00	0.00	0.00	9,250.00	0.04	8,780.00	0.04
BINGO RECEIPTS	33,429.00	1.47	34,936.00	1.72	368,298.00	1.43	327,581.00	1.43
TOTAL RECEIPTS	2,281,246.51	100.00	2,033,197.03	100.00	25,818,654.89	100.00	22,933,263.69	100.00
COST OF SALES								
PULL TAB PRIZES	891,003.00	39.06	948,454.00	46.65	11,369,255.00	44.04	11,883,023.00	51.82
E-TAB PRIZES	1,015,204.45	44.50	747,561.55	36.77	10,377,823.00	40.20	7,388,128.00	32.22
E-BINGO PRIZES	12,676.89	0.56	13,437.43	0.66	147,581.54	0.57	108,880.60	0.47
PADDLETICKET PRIZES	2,560.00	0.11	1,500.00	0.07	20,560.00	0.08	18,240.00	0.08
BINGO PRIZES	23,241.25	1.02	23,940.87	1.18	290,638.57	1.13	260,223.80	1.13
PULL TAB EXPENSE	14,449.29	0.63	15,296.06	0.75	174,864.63	0.68	165,190.65	0.72
PADDLETICKET EXPENSE	0.00	0.00	0.00	0.00	131.77	0.00	461.16	0.00
BINGO PAPER SUPPLY	0.00	0.00	37.50	0.00	1,087.34	0.00	3,739.74	0.02
TOTAL COST OF SALES	1,959,134.88	85.88	1,750,227.41	86.08	22,381,941.85	86.69	19,827,886.95	86.46
GROSS PROFIT	322,111.63	14.12	282,969.62	13.92	3,436,713.04	13.31	3,105,376.74	13.54
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	23,497.88	1.03	22,759.36	1.12	297,982.11	1.15	278,330.71	1.21
ACCOUNTING EXPENSE	1,145.00	0.05	2,686.00	0.13	18,695.00	0.07	18,137.05	0.08
CASH SHORT/OVER	441.27	0.02	(28.08)	(0.00)	2,706.68	0.01	767.75	0.00
CASH SHORT REIMBURSED	0.00	0.00	0.00	0.00	(287.47)	(0.00)	(120.44)	(0.00)
E-TAB REVENUE SHARING	42,615.12	1.87	41,293.62	2.03	485,441.11	1.88	355,359.20	1.55
E-BINGO PROVIDER FEE	495.03	0.02	331.92	0.02	3,977.89	0.02	2,826.51	0.01
ADVERTISING EXPENSE	286.00	0.01	260.00	0.01	2,951.70	0.01	2,340.00	0.01
INSURANCE EXPENSE	120.00	0.01	249.00	0.01	120.00	0.00	378.00	0.00
INSURANCE W/C EXPENSE	0.00	0.00	(501.00)	(0.02)	903.00	0.00	625.00	0.00
DUES & SUBSCRIPTIONS	0.00	0.00	0.00	0.00	276.30	0.00	0.00	0.00
OFFICE & POSTAGE	3,347.40	0.15	2,614.79	0.13	37,488.69	0.15	22,228.09	0.10
GAMBLING EQUIPMENT	0.00	0.00	0.00	0.00	0.00	0.00	521.38	0.00
MN UBIT TAX	0.00	0.00	0.00	0.00	21.00	0.00	0.00	0.00
LOCAL GAMB TAX -10%	0.00	0.00	0.00	0.00	121,602.28	0.47	127,152.80	0.55
MN COMB REC TAX	111,947.90	4.91	113,904.78	5.60	1,238,603.11	4.80	1,114,460.79	4.86
MN 8.3% TAX	1,931.15	0.08	1,496.87	0.07	8,449.41	0.03	7,684.89	0.03
REGULATORY FEE	2,981.95	0.13	2,666.35	0.13	32,411.48	0.13	28,702.32	0.13
RENT EXPENSE	21,271.79	0.93	19,622.54	0.97	240,946.50	0.93	190,809.52	0.83
TOTAL EXPENSES	210,080.49	9.21	207,356.15	10.20	2,492,288.79	9.65	2,150,203.57	9.38
OPERATING INCOME	112,031.14	4.91	75,613.47	3.72	944,424.25	3.66	955,173.17	4.17
LAWFUL PUPOSE EXPENSES								
DONATION	90,000.00	3.95	80,000.00	3.93	1,008,452.19	3.91	988,022.72	4.31
ORG LICENSE / FEES	0.00	0.00	0.00	0.00	1,050.00	0.00	0.00	0.00
TOTAL LAWFUL PURPOSE EX	90,000.00	3.95	80,000.00	3.93	1,009,502.19	3.91	988,022.72	4.31
NET INCOME (LOSS)	\$ 22,031.14	0.97	\$ (4,386.53)	(0.22)	\$ (65,077.94)	(0.25)	\$ (32,849.55)	(0.14)

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

February-23

REVENUES	336,561		BEGINNING PROFIT CARRYOVER	158,398.29
EXPENSES	(314,530)		PROFIT CARRY OVER +/-	<u>22,031.14</u>
NET INCOME	<u>22,031</u>		ENDING PROFIT CARRYOVER	<u>180,429.43</u>
		Percentage		
		of Income		
Pulltabs (Net)				
OLE PIPER INN	62,145			
BROADWAY PIZZA	7,707			
WILD BILLS	61,184			
CLIVE'S	<u>23,371</u>			
	154,407	45.88%		
Etabs				
OLE PIPER INN	44,374			
BROADWAY PIZZA	67,383			
WILD BILLS	39,823			
CLIVE'S	<u>16,862</u>			
	168,442	50.05%		
E-Bingo				
OLE PIPER INN	424			
BROADWAY PIZZA	675			
WILD BILLS	808			
CLIVE'S	<u>330</u>			
	2,237	0.66%		
Sports Tipboard				
OLE PIPER INN	-			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	-	0.00%		
Paddlewheel				
OLE PIPER INN	880			
BROADWAY PIZZA	400			
WILD BILLS				
CLIVE'S	<u></u>			
	1,280	0.38%		
Bingo				
OLE PIPER INN	(1,410)			
BROADWAY PIZZA	602			
WILD BILLS	11,241			
CLIVE'S	<u>(245)</u>			
	10,188	3.03%		
Raffle				
OLE PIPER INN				
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	-	0.00%		
Interest	7			
Net Revenues	336,561		Expenses	314,529.78

BLAINE YOUTH HOCKEY ASSOCIATION
 GAMBLING REPORT SUMMARY

February-23

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	862,837.75	481,498.75	695,201.00	241,701.75	2,281,239.25
PRIZES PAID	<u>756,424.92</u>	<u>404,731.80</u>	<u>582,144.70</u>	<u>201,384.17</u>	<u>1,944,685.59</u>
NET RECEIPTS	106,412.83	76,766.95	113,056.30	40,317.58	336,553.66
PRIZE PAYOUT %	88%	84%	84%	83%	85%
GAME CLOSED	88	7	72	32	199
INTEREST EARNED	2.69	1.67	1.96	0.94	7.26
EXPENSES	25,779.27	28,906.80	40,459.82	12,522.89	107,668.78
TAXES PAID	41,744.57	19,703.72	41,943.43	13,469.28	116,861.00
NET PROFIT	38,891.68	28,158.10	30,655.01	14,326.35	112,031.14
		YTD NET PROFIT	(65,077.94)		
		YTD CONTRIBUTIONS	1,008,542.19		

Exhibit D - Attendees: See Attached

Online attendees: NONE



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

DATE: March 20th, 2023

1	Shannon	21
2	Jeff Moore BYLA	22
3	Hope Moore BYLA	23
4	Alli Sculthorp BYLA	24
5	Shannon Shuttle	25
6	Nate Greene Soderville Baseball	26
7	Carter Greene " "	27
8	Tracy Anderson - Gentry Lacrosse	28
9	Chris and Nate Hedlund	29
10	Greg, Drew & Alex Schrauthopf	30
11	Nick and Keller Kieren	31
12	Eric Pothhoff Soderville Baseball	32
13	Tina and Matthew Nielsen ^{Sackville}	33
14		34
15		35
16		36
17		37
18		38
19		39
20		40