

**BYHA Monthly Meeting Minutes**  
**When: August 15<sup>th</sup>, 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 (Lindsay Axelrod) to approve the agenda for tonight's meeting. Motion passed.**

**Secretary's Report:** Lindsay A – working renaming BAAP, coordinator meeting set up for next week, getting ready for the season

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

- Motion made by Jason Kacures to cover the registration and fees for a players family hardship request, seconded by Rick Japor, motion passes.
- Motion made by Brad Keogh to be a hole sponsor for \$250 for Sophie's Squad, seconded by Jason Kacures, motion passed.
- Motion made by Brad Keogh to match the funds raised at this years BYHA Summer Fest and donate \$2,012 (additional \$12 covers the bank fees) to the Goals for Kids Charity, seconded by Jed Rohlf, motion passed.

**Motion made (Lindsay Axelrod) second (Jason Kacures) to approve June 20<sup>th</sup>, 2022, meeting minutes and the July 18<sup>th</sup>, 2022 meeting minutes. Motion passed.**

**Treasurer's Report:** Ron Leathers reported Primary expenditures during the month were event expenses for Summer Fest (4,067.50) and tournament registrations (\$15,628.68). Program registrations were the primary revenue source this month at \$80,758.28. Charitable gambling contributed \$80,000 and tournament income for the two hosted tournaments generated another \$23,259.

We have fully replenished our rink reserves and had a working capital balance of \$109,924.72 as of 7/31/2022. This working capital balance should continue to increase through December.

**Vice President's Report:** Brad Keogh reported Summerfest was a big hit, we had 150 kids participated. We raised \$4000 for Nick's charity. Moving forward, it will be the first Wednesday of the month, all booked for next year. Getting ready for registrations and tryouts next month.

**President's Report:** Jeff Meister reported just working on planning and getting ready for the upcoming season, D10 is on a bit of a break for now.

**Open Forum:** The month of August has the following donation requests:

- Success Beyond the Classroom – Donation Request \$500 to \$4000
- High School Hockey – Donation request \$20,0000
- Blaine Police Federation – Donation request \$1000 (no attendee, just need to discuss)
- Waive-ups for 2022-23 Season:
  - Caden Fackler – A Mite last year
  - Caden Lewicki – A Mite last year

- Steven Vanarsdale- A Mite for the last two years
- Jacob Esenbrei – Grade eligible -

**Ice Scheduler:** Kathy Brodzinski reported that she was appreciative of the meeting last month. Waiting on training schedules to make sure she stays away from them.

**Girls Traveling Coordinator:** Katie Van Asch – No update

**Boys Traveling Coordinator:** Bryan Guse, TJ Brown, Chris Fore. – no update

**In-House Coordinator:** Nick Jacoby and Nicki Barry – Going to have a girls meeting before the first session to get some additional interest.

**Academic Banquet Coordinators:** Shannon Shutte. reported – renaming BAAP and helping out with tournament scheduling.

**Goalie Coordinator:** Jermaine Davis reported - No update

**Coaching Coordinator:** Jon Jonassen – No report

**Volunteer Coordinator:** Christy Resop - No report

**Registrar:** Nancy M. – just working on everything with registration. Getting kids aligned correctly and with their correct names and other issues.

**Recruitment & Retention Coordinator:** Greg Schutte – taste of hockey and open houses all set and we have volunteers for everything except Eisenhower.

**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 reported – two out of towns for 12UB, but Heather is working on that. May need to adjust tournaments now that numbers are in. All grade eligible need to send Nancy a snapshot of grade eligibility.

**Concussion Coordinator:** Laura Zachman– No Update

**Apparel Coordinator:** Jody Dahlk reported – they met with Letterman on Wednesday and are working on our choices for this year.

**Tournament Coordinator (hosted) -** Chris Fore - Sponsors and hotels are in progress and most tournaments are full or one away from being full. Working on getting the tournaments staffed.

**Girls Traveling Director:** Neal V. reported – registration and numbers were good. Coaches meeting in the next few weeks, still need a 15U coach, hope to get that nailed down shortly.

**Boys Traveling Director:** Jason K. reported – working through tryouts and getting set for the season. Getting coaches set for all teams as well.

**In-House Director:** Jed Rohlf reported that cubs registration is at 22 even before open houses. Cubs schedule is set. Academy for fall session is in process and 100 in house registrations so far. Getting evaluators set for initiations.

**Equipment Director:** Chris Pahl reported – going through the equipment to see what we need, especially with the goalie equipment. Getting the equipment vouchers out to all of the new players.

**Hockey Director:** Rick J. reported that – we hit the break-even mark for pre-tryout camp, and it is going great in the first three weeks. Then just working on Mondays for training and getting that all set. He should be giving some ice back. May try some options for the first week or two of practices. Not too many hours available until the end of October.

**Charitable Gambling Report:** Suzanne S. reported that the contribution for July is \$100,000. E-tabs are gaining in popularity. Clive's started doing e-tabs, but now rent went up due to that.

**Motion made (Lindsay Axelrod) second (Jason Kacures) to approve the July 2022 charitable gambling report. Motion passed.**

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

Session closed at 7:44pm.

# Exhibit A: Charitable Gambling Report

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

CONSOLIDATED

	1 Month Ended Jul. 31, 2022		1 Month Ended Jul. 31, 2021		4 Months Ended Jul. 31, 2022		4 Months Ended Jul. 31, 2021	
		Pct		Pct		Pct		Pct
<b>RECEIPTS</b>								
INTEREST INCOME	\$ 8.57	0.00	\$ 8.48	0.00	\$ 35.76	0.00	\$ 35.60	0.00
PULL TAB RECEIPTS	1,211,090.00	49.24	1,369,206.00	64.79	5,041,841.00	55.07	5,100,050.00	62.46
E-TAB RECEIPTS	1,197,376.00	48.68	707,832.25	33.49	3,911,409.25	42.73	2,919,967.00	35.76
E-BINGO RECEIPTS	14,736.25	0.60	7,278.50	0.34	59,470.25	0.65	34,754.50	0.43
PADDLETICKET RECEIPTS	2,850.00	0.12	2,640.00	0.12	10,080.00	0.11	9,450.00	0.12
BINGO RECEIPTS	<u>33,416.00</u>	<u>1.36</u>	<u>26,416.00</u>	<u>1.25</u>	<u>131,703.00</u>	<u>1.44</u>	<u>101,070.00</u>	<u>1.24</u>
<b>TOTAL RECEIPTS</b>	<b>2,459,476.82</b>	<b>100.00</b>	<b>2,113,381.23</b>	<b>100.00</b>	<b>9,154,539.26</b>	<b>100.00</b>	<b>8,165,327.10</b>	<b>100.00</b>
<b>COST OF SALES</b>								
PULL TAB PRIZES	1,025,349.00	41.69	1,163,606.00	55.06	4,272,321.00	46.67	4,329,888.00	53.03
E-TAB PRIZES	1,057,123.60	42.98	615,534.85	29.13	3,415,974.80	37.31	2,569,795.75	31.47
E-BINGO PRIZES	12,525.80	0.51	6,186.71	0.29	50,549.65	0.55	29,541.27	0.36
PADDLETICKET PRIZES	1,900.00	0.08	1,640.00	0.08	6,000.00	0.07	5,980.00	0.07
BINGO PRIZES	27,123.12	1.10	22,374.00	1.06	107,821.90	1.18	79,149.00	0.97
PULL TAB EXPENSE	16,290.51	0.66	15,365.13	0.73	65,263.61	0.71	57,652.03	0.71
PADDLETICKET EXPENSE	0.00	0.00	0.00	0.00	131.77	0.00	131.76	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>1,096.96</u>	<u>0.01</u>
<b>TOTAL COST OF SALES</b>	<b><u>2,140,312.03</u></b>	<b><u>87.02</u></b>	<b><u>1,824,740.97</u></b>	<b><u>86.34</u></b>	<b><u>7,919,150.07</u></b>	<b><u>86.51</u></b>	<b><u>7,073,234.77</u></b>	<b><u>86.63</u></b>
<b>GROSS PROFIT</b>	<b>319,164.79</b>	<b>12.98</b>	<b>288,640.26</b>	<b>13.66</b>	<b>1,235,389.19</b>	<b>13.49</b>	<b>1,092,092.33</b>	<b>13.37</b>
<b>OPERATING EXPENSES</b>								
WAGES & PAYROLL TAXES	23,538.37	0.96	22,250.99	1.05	105,833.36	1.16	95,229.73	1.17
ACCOUNTING EXPENSE	1,090.00	0.04	1,060.00	0.05	4,360.00	0.05	4,032.50	0.05
CASH SHORT/OVER	502.79	0.02	495.92	0.02	33.21	0.02	(39.30)	(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	41,561.76	1.69	27,439.80	1.30	161,369.61	1.76	115,832.10	1.42
E-BINGO PROVIDER FEE	268.59	0.01	190.88	0.01	1,345.25	0.01	918.35	0.01
ADVERTISING EXPENSE	260.00	0.01	0.00	0.00	1,300.00	0.01	247.50	0.00
INSURANCE EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	129.00	0.00
OFFICE & POSTAGE	1,471.87	0.06	1,570.09	0.07	11,629.22	0.13	10,396.88	0.13
GAMBLING EQUIPMENT	0.00	0.00	0.00	0.00	0.00	0.00	521.38	0.01
LOCAL GAMB TAX -10%	26,899.63	1.09	26,039.20	1.23	61,929.59	0.68	64,870.37	0.79
MN COMB REC TAX	110,150.13	4.48	91,990.81	4.35	464,352.02	5.07	400,216.64	4.90
MN 8.5% TAX	588.57	0.02	883.75	0.04	2,536.41	0.03	3,125.21	0.04
REGULATORY FEE	2,698.30	0.11	2,449.44	0.12	11,358.57	0.12	10,142.15	0.12
RENT EXPENSE	<u>21,394.01</u>	<u>0.87</u>	<u>16,179.00</u>	<u>0.77</u>	<u>85,005.32</u>	<u>0.93</u>	<u>66,813.65</u>	<u>0.82</u>
<b>TOTAL EXPENSES</b>	<b><u>230,424.02</u></b>	<b><u>9.37</u></b>	<b><u>190,549.88</u></b>	<b><u>9.02</u></b>	<b><u>912,682.05</u></b>	<b><u>9.97</u></b>	<b><u>772,436.16</u></b>	<b><u>9.46</u></b>
<b>OPERATING INCOME</b>	<b>88,740.77</b>	<b>3.61</b>	<b>98,090.38</b>	<b>4.64</b>	<b>322,707.14</b>	<b>3.53</b>	<b>319,656.17</b>	<b>3.91</b>
<b>LAWFUL PURPOSE EXPENSES</b>								
DONATION	100,000.00	4.07	90,000.00	4.26	360,000.00	3.93	340,000.00	4.16
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>
<b>TOTAL LAWFUL PURPOSE EX</b>	<b><u>100,000.00</u></b>	<b><u>4.07</u></b>	<b><u>90,000.00</u></b>	<b><u>4.26</u></b>	<b><u>361,050.00</u></b>	<b><u>3.94</u></b>	<b><u>340,000.00</u></b>	<b><u>4.16</u></b>
<b>NET INCOME (LOSS)</b>	<b>\$ <u>(11,259.23)</u></b>	<b><u>(0.46)</u></b>	<b>\$ <u>8,090.38</u></b>	<b><u>0.38</u></b>	<b>\$ <u>(38,342.86)</u></b>	<b><u>(0.42)</u></b>	<b>\$ <u>(20,343.83)</u></b>	<b><u>(0.25)</u></b>

BLAINE YOUTH HOCKEY ASSOCIATION  
 GAMBLING REPORT SUMMARY

July-22

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	893,107.75	457,632.25	863,983.25	244,745.00	2,459,468.25
PRIZES PAID	769,978.40	387,644.88	752,986.40	213,411.84	2,124,021.52
NET RECEIPTS	123,129.35	69,987.37	110,996.85	31,333.16	335,446.73
PRIZE PAYOUT %	86%	85%	87%	87%	86%
GAME CLOSED	106	8	78	40	232
INTEREST EARNED	3.17	1.97	2.31	1.12	8.57
EXPENSES	27,701.74	23,309.90	39,492.13	15,874.13	106,377.90
TAXES PAID	40,199.30	17,314.61	40,395.35	15,527.74	113,437.00
NET PROFIT	55,231.48	29,364.83	31,111.68	(67.59)	115,640.40
		YTD NET PROFIT	(38,342.86)		
		YTD CONTRIBUTIONS	360,000.00		

## 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

July-22

REVENUES	335,455		BEGINNING PROFIT CARRYOVER	218,423.74
EXPENSES	(346,715)		PROFIT CARRY OVER +/-	(11,289.23)
NET INCOME	<u>(11,259)</u>		ENDING PROFIT CARRYOVER	<u>207,164.51</u>
		Percentage		
		of Income		
<b>Pulltabs (Net)</b>				
OLE PIPER INN	84,019			
BROADWAY PIZZA	7,187			
WILD BILLS	66,411			
CLIVE'S	<u>28,124</u>			
	185,741.00	55.37%		
<b>Etabs</b>				
OLE PIPER INN	36,570			
BROADWAY PIZZA	61,055			
WILD BILLS	40,540			
CLIVE'S	<u>2,088</u>			
	140,252	41.81%		
<b>E-Bingo</b>				
OLE PIPER INN	370			
BROADWAY PIZZA	866			
WILD BILLS	874			
CLIVE'S	<u>110</u>			
	2,210	0.66%		
<b>Sports Tipboard</b>				
OLE PIPER INN	-			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	-	0.00%		
<b>Paddlewheel</b>				
OLE PIPER INN	950			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	950	0.28%		
<b>Bingo</b>				
OLE PIPER INN	1,220			
BROADWAY PIZZA	890			
WILD BILLS	3,172			
CLIVE'S	<u>1,011</u>			
	6,293	1.88%		
<b>Raffle</b>				
OLE PIPER INN	-			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	-	0.00%		
<b>Interest</b>				
	9			
<b>Net Revenues</b>	<b>335,455</b>		<b>Expenses</b>	<b>346,715</b>

<b>Taxes</b>	
MN COMBINED RECEIPTS	110,150
MN 8.5%	589
REGULATORY BOARD FEE	2,698
LICENSE & PERMITS	-
LOCAL 10%	26,900
FEDERAL UBIT	-
STATE UBIT	<u>-</u>
	140,337

<b>Total allowable expenses</b>	
GAMES PURCHASED	16,291
COMPENSATION & TAXES	23,638
PENALTIES & INTEREST	-
ACCOUNTING	1,090
BOND	-
ETAB REV SHARING	41,562
EBINGO PROVIDER FEE	269
RENT	21,394
OFFICE & SUPPLIES	1,732
CASH SHORT	503
CASH SHORT REIMB	-
REPAIRS & MAINTENANCE	<u>-</u>
	106,378

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

**Exhibit D - Attendees: See Attached**