

BYHA Monthly Meeting Minutes

When: July 19th, 2021 at 7:00 pm

Where: Fogerty Conference Room and Online via Microsoft Teams

Present: Brad Keogh, Jeff Meister, Rick Japor, Jason Kacures, Neal Verhulst, Jed Rohlf, Chris Pahl, and Jermaine Davis (See Exhibit D for list of additional attendees)

Absent: Lindsay Axelrod

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

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

Secretary's Report: Lindsay A – Parade - went very well! Kids seemed to have a lot of fun. Credits will be issued in the next week or so, my apologies, I have been busy. I think that I have a volunteer coordinator, so the next big thing will be training that person and getting volunteer hours up for tryouts. The motions that need to be announced are in the meeting minutes for tonight's meeting. Though I need to go in and add the social media person motion that Chris put through.

Following motions made between the June and July meetings:

- Motion made by Jed Rohlf to purchase Aviro scheduling software package at \$5000/year, seconded by Jason Kacures, motion passed.
- Motion made by Neal Verhulst to name Abby Oster as the 15U A head Coach, seconded by Brad Keogh, motion passed.
- Motion made by Chris Pahl to renew the Social Media guy we used last year for another year. Cost is \$600 for the year, seconded by Jason Kacures, motion passed

Motion made (Rick J) second (Jason K) to approve June 21st, 2021 meeting minutes. Motion passed.

Treasurer's Report: Chris Pahl reported cash is at \$1,015,000.00 – finalizing budgets

Vice President's Report: Brad Keogh reported lots of work planning on Summer Fest. A lot of alumni will be there and Nick will be leading all of the on-ice activities. COVID page will remain on website for now. Will update when we get closer to season start. Coaching coordinator meetings being planned, hoping to loop in Coach Carrol. Waiting on the MN Moose coach to get us some dates so that we can get that scheduled for upcoming month. It will be a monthly meeting, hopefully. Working on Jerseys and opening registrations ASAP.

President's Report: Jeff Meister reported working on new ice scheduling software purchase and setup. Working on registrations. Girl's changes are delaying. D10 meetings being scheduled, some rule changes coming. Working with Chris P on financial hands offs and wrapping up last year's financials.

Open Forum: One Donation request from the Boys High School program regarding their upcoming golf tournament and their season donation request. Coach Carroll and a few high school team members joined to discuss their ask of teams at the event and a hole sponsorship. A lot of their ask is for equipment for the players and technology. Trying to create a remarkable environment that shapes and molds who they are. This is not just an easy out, they make the kids work on a during the season, so that they must earn some of this as well. Incredibly grateful for our amazing youth program! Introduced the players and discussed what they remember from Youth hockey...high school games and out of town tournaments and skate with the Bengal's were a few of their highlights.

Ice Scheduler: Kathy Brodzinski: looking forward to digging in.

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 - No update

Academic Banquet Coordinators: Nancy B. reported - No update, working on getting on that, website has been updated

Goalie Coordinator: Jason Hespen reported - No update

Coaching Coordinator: John Jonassen - No update

Volunteer Coordinator: OPEN - No report

Registrar: Nancy M. - Her program is all up and running so everyone can work on their background check and training in place. Text Nancy if you need to know what you need to do 😊 Coaching clinics are really low, but level 2 is going on right now. Level 3 is only one year and then you have to go to Level 4. Level 5 will be happening in Duluth in August. Nancy is happy to help! Jeff also suggested that she type something up so we can put it on the website. MN Moose people will need to go through Safesport and background checks. It can take a while to get back, so get them in early to get it done.

Recruitment & Retention Coordinator: Greg Schutte - No report.

High School Coordinator: Jesse Sullivan – No report

Fundraising Coordinator: Charlotte Mertz. - No report.

Sponsorship Coordinator: Tim C. - No update

Boys & Girls Tournament Coordinators: Heather Feron – Finishing up tournaments, working on hotels, which has been good because they were able to get better hotels. Some do not have their registration open yet, so waiting on that. Sarah Sutherland - No update

Concussion Coordinator: OPEN - No report.

Apparel Coordinator: Jody Dahlk reported - No update

Girls Traveling Director: Neal V. reported that registration will open soon. Need everyone to register ASAP so that we can understand numbers and need. Tryouts are in process and coaches register/apply ASAP. Waiting for a few non-parent coaches to respond.

Boys Traveling Director: Jason K. reported that his report is similar to Neal. Has evaluators set, just waiting to provide dates and times to tryouts. Coaches, please register ASAP.

In-House Director: Jed Rohlf reported that Fall session of the Academy starts tomorrow. Taste of Hockey has 12 registered already from Parade and social media. Two dates are set in September, excited for that. Tim is working hard on Sponsorships for mites. Greg has some great ideas for recruitment and retention. Jerseys have been order. Need a Cubs coordinator, apply if interested. Coaches, please register/apply ASAP. Tryouts will be back-to-back weekends and finish before MEA.

Equipment Director: Jermaine Davis reported New jerseys finalized for the girls, excited for that. Neal picked up a bunch of new goalie equipment. If you have old goalie equipment, please reach out and let us know what you have and if you need to trade it out, we can make that happen.

Hockey Director: Rick J. reported that training is shored up for the season, Traditions, Hartzell, Cutting Edge, Hockey Lab, Pursuit, and Acceleration. Katie is expecting another child, but still able to support last years schedule. have contracts. Still evaluating PEP and that will be added to the budget tonight for the board to review. Pre-camp dates are set and Traditions will be running those this year.

Charitable Gambling Report: Suzanne S. reported that the contribution for June was \$80k. Things going as usual and going well overall. No purse bingo planned at the moment. Clive's will request when they are ready. She and Kelly would like to go to the Annual Allied Charitable Convention in St. Cloud in December. Charges would include registration, hotel, for Thursday and Friday night.

**Motion made (Chris P) second (Jermaine D) to approve the June 2021 charitable gambling report.
Motion passed.**

Motion made (Neal V) second (Jed R) to approve the July 2021 proposed Gambling expenditures as shown in the attached report. Motion passed.

Old Business: No old business.

New Business: No new business.

Motion made (Jed R) second (Jason K) to close the session. Motion passed.

Session closed at 7:37 pm.

Exhibit A: Charitable Gambling Report

BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

June-21

REVENUES	265,927
EXPENSES	(291,025)
NET INCOME	<u>(25,098)</u>

BEGINNING PROFIT CARRYOVER	205,714.76
PROFIT CARRY OVER +/-	<u>(25,098.19)</u>
ENDING PROFIT CARRYOVER	<u>180,616.57</u>

Pulltabs (Net)		Percentage of Income
OLE PIPER INN	86,608	
BROADWAY PIZZA	4,945	
WILD BILLS	54,467	
CLIVE'S	25,600	
	<u>171,620</u>	64.54%

Etabs		Percentage of Income
OLE PIPER INN	16,708	
BROADWAY PIZZA	25,813	
WILD BILLS	40,308	
CLIVE'S	-	
	<u>82,828</u>	31.07%

E-Bingo		Percentage of Income
OLE PIPER INN	400	
BROADWAY PIZZA	385	
WILD BILLS	487	
CLIVE'S	-	
	<u>1,273</u>	0.48%

Sports Tipboard		Percentage of Income
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>-</u>	0.00%

Paddlewheel		Percentage of Income
OLE PIPER INN	1,030	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>1,030</u>	0.39%

Bingo		Percentage of Income
OLE PIPER INN	-	
BROADWAY PIZZA	499	
WILD BILLS	8,868	
CLIVE'S	-	
	<u>9,367</u>	3.52%

Raffle		Percentage of Income
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>-</u>	0.00%

Interest		Percentage of Income
	9	

Net Revenues 265,927

Expenses 291,025

Taxes	
MN COMBINED RECEIPTS	103,285
MN 8.5%	526
REGULATORY BOARD FEE	2,638
LICENSE & PERMITS	1,050
LOCAL 10%	-
FEDERAL UBIT	-
STATE UBIT	-
	<u>107,499</u>

Total allowable expenses	
GAMES PURCHASED	13,753
COMPENSATION & TAXES	32,454
PENALTIES & INTEREST	-
ACCOUNTING	2,120
BOND	-
ETAB REV SHARING	31,651
EBINGO PROVIDER FEE	174
RENT	16,765
OFFICE & SUPPLIES	6,262
CASH SHORT	348
CASH SHORT REIMB	-
REPAIRS & MAINTENANCE	-
	<u>103,526</u>

Donations	
Donation	80,000
	<u>80,000</u>

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	\$120,000.00	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	\$50,000.00	PER MONTH APPROX.
EBINGO PROVIDER FEE	\$500.00	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!

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

June-21

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	799,409.00	334,107.25	667,656.25	158,369.00	1,959,541.50
PRIZES PAID	<u>694,663.18</u>	<u>302,665.17</u>	<u>563,526.26</u>	<u>132,769.00</u>	<u>1,693,623.61</u>
NET RECEIPTS	104,745.82	31,442.08	104,129.99	25,600.00	265,917.89
PRIZE PAYOUT %	87%	91%	84%	84%	86%
GAME CLOSED	108	8	67	38	221
INTEREST EARNED	3.22	2.00	2.35	1.12	8.69
EXPENSES	31,302.67	23,678.39	37,692.08	10,852.63	103,525.77
TAXES PAID	43,972.47	16,049.00	35,070.21	11,357.32	106,449.00
NET PROFIT	29,473.90	(8,283.31)	31,370.05	3,391.17	55,951.81
		YTD NET PROFIT	(29,489.21)		
		YTD CONTRIBUTIONS	250,000.00		

**BLAINE YOUTH HOCKEY ASSOCIATION
STATEMENT OF REVENUES
AND EXPENSES - REGULATORY BASIS
FOR THE PERIOD THEN ENDED
June 30, 2021 and 2020**

CONSOLIDATED

	1 Month Ended Jun. 30, 2021		1 Month Ended Jun. 30, 2020		3 Months Ended Jun. 30, 2021		3 Months Ended Jun. 30, 2020	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 8.69	0.00	\$ 2.08	0.00	\$ 27.12	0.00	\$ 5.14	0.00
PULL TAB RECEIPTS	1,161,958.00	59.30	727,040.00	72.57	3,730,844.00	61.65	727,040.00	72.57
E-TAB RECEIPTS	756,358.00	38.60	270,051.75	26.96	2,212,134.75	36.55	270,051.75	26.96
E-BINGO RECEIPTS	8,484.50	0.43	3,409.00	0.34	27,476.00	0.45	3,409.00	0.34
PADDLETICKET RECEIPTS	2,490.00	0.13	1,290.00	0.13	6,810.00	0.11	1,290.00	0.13
BINGO RECEIPTS	<u>30,251.00</u>	<u>1.54</u>	<u>0.00</u>	<u>0.00</u>	<u>74,654.00</u>	<u>1.23</u>	<u>0.00</u>	<u>0.00</u>
TOTAL RECEIPTS	1,959,550.19	100.00	1,001,792.83	100.00	6,051,945.87	100.00	1,001,795.89	100.00
COST OF SALES								
PULL TAB PRIZES	990,338.00	50.54	610,126.00	60.90	3,166,282.00	52.32	610,126.00	60.90
E-TAB PRIZES	673,729.80	34.38	241,274.45	24.08	1,954,260.90	32.29	241,274.45	24.08
E-BINGO PRIZES	7,211.81	0.37	2,897.65	0.29	23,354.56	0.39	2,897.65	0.29
PADDLETICKET PRIZES	1,460.00	0.07	860.00	0.09	4,340.00	0.07	860.00	0.09
BINGO PRIZES	20,884.00	1.07	0.00	0.00	56,775.00	0.94	0.00	0.00
PULL TAB EXPENSE	13,618.78	0.69	6,176.31	0.62	42,286.90	0.70	6,176.31	0.62
PADDLETICKET EXPENSE	65.88	0.00	0.00	0.00	131.76	0.00	0.00	0.00
BINGO PAPER SUPPLY	<u>68.56</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>1,062.68</u>	<u>0.02</u>	<u>0.00</u>	<u>0.00</u>
TOTAL COST OF SALES	1,707,376.83	87.13	861,334.41	85.98	5,248,493.80	86.72	861,334.41	85.98
GROSS PROFIT	252,173.36	12.87	140,458.42	14.02	803,452.07	13.28	140,461.48	14.02
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	32,453.91	1.66	12,470.98	1.24	72,978.74	1.21	19,437.67	1.94
ACCOUNTING EXPENSE	2,120.00	0.11	857.50	0.09	2,972.50	0.05	1,907.50	0.19
CASH SHORT/OVER	348.12	0.02	56.86	0.01	(535.22)	(0.01)	56.86	0.01
E-TAB REVENUE SHARING	31,650.67	1.62	0.00	0.00	88,392.30	1.46	8,393.88	0.84
E-BINGO PROVIDER FEE	173.73	0.01	0.00	0.00	727.47	0.01	81.14	0.01
ADVERTISING EXPENSE	0.00	0.00	0.00	0.00	247.50	0.00	0.00	0.00
INSURANCE EXPENSE	0.00	0.00	0.00	0.00	129.00	0.00	0.00	0.00
OFFICE & POSTAGE	5,740.21	0.29	4,253.65	0.42	8,831.79	0.15	11,602.71	1.16
GAMBLING EQUIPMENT	521.38	0.03	521.38	0.05	521.38	0.01	521.38	0.05
LOCAL GAMB TAX -10%	0.00	0.00	0.00	0.00	38,831.17	0.64	17,972.62	1.79
MN COMB REC TAX	103,284.99	5.27	0.00	0.00	308,225.83	5.09	47,884.00	4.78
MN 3.5% TAX	526.15	0.03	0.00	0.00	2,241.46	0.04	784.00	0.08
REGULATORY FEE	2,637.86	0.13	0.00	0.00	7,692.71	0.13	1,268.00	0.13
RENT EXPENSE	<u>16,764.53</u>	<u>0.86</u>	<u>0.00</u>	<u>0.00</u>	<u>50,634.65</u>	<u>0.84</u>	<u>8,880.70</u>	<u>0.89</u>
TOTAL EXPENSES	196,221.55	10.01	18,160.37	1.81	581,891.28	9.61	118,790.46	11.86
OPERATING INCOME	55,951.81	2.86	122,298.05	12.21	221,560.79	3.66	21,671.02	2.16
LAWFUL PURPOSE EXPENSES								
DONATION	80,000.00	4.08	0.00	0.00	250,000.00	4.13	0.00	0.00
ORG LICENSE / FEES	<u>1,050.00</u>	<u>0.05</u>	<u>0.00</u>	<u>0.00</u>	<u>1,050.00</u>	<u>0.02</u>	<u>0.00</u>	<u>0.00</u>
TOTAL LAWFUL PURPOSE EX	81,050.00	4.14	0.00	0.00	251,050.00	4.15	0.00	0.00
NET INCOME (LOSS)	\$ (25,098.19)	(1.28)	\$ 122,298.05	12.21	\$ (29,489.21)	(0.49)	\$ 21,671.02	2.16

EXHIBIT D: Attendees

Meeting Summary					
Total Number of online Participants	6				
Meeting Title	BYHA Monthly Board Meeting				
Meeting Start Time	7/19/2021, 6:52:28 PM				
Meeting End Time	7/19/2021, 7:37:41 PM				
Full Name	Join Time	Leave Time	Duration	Email	Role
Jeff Meister	7/19/2021, 6:52:28 PM	7/19/2021, 7:37:38 PM	45m 9s	president@byha.org	Organizer
Loren Bayer	7/19/2021, 6:52:30 PM	7/19/2021, 7:37:38 PM	45m 8s		Attendee
Chris Fore	7/19/2021, 6:52:45 PM	7/19/2021, 7:37:41 PM	44m 55s	squirtscoordinator@byha.org	Presenter
Jesse Schwartz	7/19/2021, 6:58:02 PM	7/19/2021, 7:07:31 PM	9m 28s	jschwartz@interstateparking.com	Attendee
Feroni, Heather	7/19/2021, 6:58:53 PM	7/19/2021, 7:37:35 PM	38m 41s	heather.feroni@co.ramsey.mn.us	Attendee
16518088580	7/19/2021, 7:00:10 PM	7/19/2021, 7:37:29 PM	37m 19s		Attendee

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

DATE: July 19th, 2021

1	<u>Nancy Marthis</u>	21
2	<u>Jerry Anderson</u>	22
3	<u>Jennell Lawson</u>	23
4	<u>Chris Cunell</u>	24
5	<u>Adam Puder</u>	25
6	<u>Finn Loftus</u>	26
7	<u>Ryan Wallin</u>	27