

BYHA Monthly Meeting Minutes
When: November 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), seconded by (Brad Keogh) approve the agenda for tonight's meeting. Motion passed.

Secretary's Report: Lindsay A – just getting teams off and running for the season answering team

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

- Motion made by Brad Keogh to approve the update to the heaters on Fogerty North and Fogerty South, Cost for our portion to get these new heaters installed is \$38,960 with Fogerty covering the rest. The motion was seconded by Lindsay Axelrod, motion passed.
- Motion made by Rick Japor to approve a \$2500 donation to Madison Elementary School. The motion was seconded by Jason Kacures, motion passed.

Motion made (Jason Kacures) second (Chris Pahl) to approve the October 16th, 2023, meeting minutes. Motion passed.

Treasurer's Report: Ron Leathers – Charitable gambling was the primary source of income (\$100,000) while program income from registrations contributed \$55,383. Ice, equipment, and player development were the primary expenditures this month, consuming \$35,830, \$11,628, and \$10,700, respectively. We currently have 819,539 of working capital.

Vice President's Report: Brad Keogh -

President's Report: Jeff Meister - busy work getting the season off of the ground. Attending the D10 meeting and giving feedback on the rule changes and team fines. Helping the treasurer get out the team fees for the season.

Open Forum:

- A. BHS Boys Soccer Team – Donation Request \$3000
- B. BHS Alpine Ski Team - Donation Request \$4950
- C. Cub Scouts – Donation Request \$12,000
- D. Pact Dance Team – Donation Request \$4000
- E. BHS Boys Lacrosse – Donation Request \$5000
- F. BHS Dance Team – Donation Request \$5000

Ice Scheduler: Kathy Brodzinski – No Update

Girls Traveling Coordinator: Jake Geisler – No Update

Boys Traveling Coordinator: Bryan Guse, Chris Fore, and Sam Ourada. – No Update

In-House Coordinator: Deni Sanders and Nicki Barry – No Update

Bengal Aces Coordinators: Shannon Shutte. reported – No update

Goalie Coordinator: Jermaine Davis reported - No update

Coaching Coordinator: OPEN – No report

Manager Coordinator: Liz Literski – Mite meeting went well and she is getting in the swing of answering emails and stuff!

Volunteer Coordinator: Sarah Kathman – All caught up!

Registrar: Nancy M – No Report

Recruitment & Retention Coordinator: Greg Schutte – No Report

Girls High School Coordinator: Neal Verhulst – Got the forms out to the teams to sign up for Bengal Blue line buddies, first teams are already in progress!

Boys High School Coordinator: Neal Verhulst – Got the forms out to the teams to sign up for Bengal Blue line buddies, first teams are already in progress!

Fundraising Coordinator: Cami Mertz. - in full swing, wreath pickup is Wednesday, and an email went out to everyone for kwik trip cards.

Sponsorship Coordinator: Bob Wilkerson – chasing down funds and getting logos on the website.

Boys & Girls Tournament Coordinators: Julie Verhulst and Nancy Burley – Good to go! Thank you to Nancy and Julia!

Concussion Coordinator: Laura Zachman – No Report

Apparel Coordinator: Allie Hasling reported – No update

Tournament Coordinator (hosted) - Chris Fore – No Report

Newsletter Coordinator – Chris Fore – Need additional content so sending another email to managers.

Girls Traveling Director: Neal V. reported – Season is off to a good start, lots of hockey to play! Glad to see the numbers growing.

Boys Traveling Director: Jason K. reported – trying to get through the reports that parents wanted from tryouts. Season is underway! Answering questions on placement of teams.

In-House Director: Jed Rohlf reported that in-house is in full swing. On 11/7 we had the scheduling meeting and scheduled 150+ games in two hours. Mite jerseys are out, though there were some issues with the socks. Also, they printed the sponsorship jerseys without their logos, just printed out, which will upset some of the sponsors and may be difficult to get them to come back next year.

Equipment Director: Chris Pahl reported that all equipment is out. Traveling pictures are done. In house pictures are happening on 12/4. There will be retakes for the traveling teams on that day as well. We have 106 equipment vouchers for the season, so this is far above what we have ever done!

Hockey Director: Rick J. reported that everything is in full swing, lots of positive feedback from coaches and trainers with blocking the different types of training. Late training for squirts and 10's has not been well received. Starting to plan for next season already!

Charitable Gambling Report: Suzanne S. reported that the contribution for last month was 80,000. Suzanne and Katie attended the conference and got their required training in for the next year. Have the audit submitted from the gambling control board. Asking for money for the holiday get-together for the gambling team.

Motion made (Jason Kacures) second (Rick Japor) to approve the October 2023 charitable gambling report. Motion passed.

Motion made (Jed Rohlf) second (Jason Kacures) to approve the December 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 (Ron Leathers) seconded by (Chris Pahl) to close the session. Motion passed.

Session closed at 8:00 pm.

Exhibit A: Charitable Gambling Report

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

CONSOLIDATED

	1 Month Ended Oct. 31, 2023		1 Month Ended Oct. 31, 2022		7 Months Ended Oct. 31, 2023		7 Months Ended Oct. 31, 2022	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 7.94	0.00	\$ 9.11	0.00	\$ 57.10	0.00	\$ 65.51	0.00
PULL TAB RECEIPTS	977,318.00	43.50	1,239,858.00	50.43	7,449,170.00	45.97	8,665,547.00	53.02
B-TAB RECEIPTS	1,212,634.50	53.97	1,166,016.00	47.43	8,353,089.25	51.55	7,326,655.00	44.82
B-BINGO RECEIPTS	23,549.10	1.05	15,011.25	0.61	156,052.20	0.96	101,110.50	0.62
PADDLETICKET RECEIPTS	4,020.00	0.18	3,090.00	0.13	23,640.00	0.15	18,270.00	0.11
BINGO RECEIPTS	<u>29,250.00</u>	<u>1.30</u>	<u>34,548.00</u>	<u>1.41</u>	<u>221,520.00</u>	<u>1.37</u>	<u>233,562.00</u>	<u>1.43</u>
TOTAL RECEIPTS	2,246,779.54	100.00	2,458,532.36	100.00	16,203,528.55	100.00	16,345,210.01	100.00
COST OF SALES								
PULL TAB PRIZES	821,332.00	36.56	1,059,360.00	43.09	6,329,906.44	39.06	7,369,780.00	45.09
B-TAB PRIZES	1,052,981.65	46.87	1,007,510.55	40.98	7,260,037.35	44.81	6,386,240.50	39.07
B-BINGO PRIZES	20,016.73	0.89	12,759.55	0.52	132,644.30	0.82	85,943.83	0.53
PADDLETICKET PRIZES	2,680.00	0.12	2,040.00	0.08	15,220.00	0.09	11,360.00	0.07
BINGO PRIZES	25,143.12	1.12	27,436.67	1.12	186,967.72	1.15	188,758.95	1.15
PULL TAB EXPENSE	13,267.48	0.59	15,003.85	0.61	101,929.95	0.63	112,218.43	0.69
PADDLETICKET EXPENSE	68.93	0.00	0.00	0.00	273.80	0.00	131.77	0.00
BINGO PAPER SUPPLY	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>284.97</u>	<u>0.00</u>	<u>1,087.34</u>	<u>0.01</u>
TOTAL COST OF SALES	<u>1,935,489.91</u>	<u>86.15</u>	<u>2,124,110.62</u>	<u>86.40</u>	<u>14,027,264.53</u>	<u>86.57</u>	<u>14,155,520.82</u>	<u>86.60</u>
GROSS PROFIT	311,289.63	13.85	334,421.74	13.60	2,176,264.02	13.43	2,189,689.19	13.40
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	29,728.64	1.32	23,263.62	0.95	172,266.58	1.06	174,833.18	1.07
ACCOUNTING EXPENSE	6,870.00	0.31	7,480.00	0.30	13,740.00	0.08	12,930.00	0.08
CASH SHORT/OVER	658.28	0.03	(430.28)	(0.02)	2,528.91	0.02	1,549.71	0.01
CASH SHORT REIMBURSED	(99.23)	(0.00)	0.00	0.00	(570.17)	(0.00)	(182.81)	(0.00)
B-TAB REVENUE SHARING	49,567.52	2.21	45,474.99	1.85	363,158.63	2.24	303,080.30	1.85
B-BINGO PROVIDER FEE	624.43	0.03	266.46	0.01	3,855.63	0.02	2,275.91	0.01
ADVERTISING EXPENSE	0.00	0.00	0.00	0.00	1,144.00	0.01	1,820.00	0.01
DUES & SUBSCRIPTIONS	0.00	0.00	270.00	0.01	0.00	0.00	270.00	0.00
OFFICE & POSTAGE	861.22	0.04	5,435.90	0.22	34,889.48	0.22	26,767.05	0.16
LOCAL GAMB TAX -10%	28,956.69	1.29	32,470.21	1.32	79,293.16	0.49	94,399.80	0.58
MIN COMB REC TAX	106,079.18	4.72	109,552.25	4.46	760,145.29	4.69	778,479.68	4.76
MIN 1.5% TAX	399.09	0.02	472.79	0.02	4,032.65	0.02	4,677.25	0.03
REGULATORY FEE	2,938.14	0.13	2,872.96	0.12	20,634.47	0.13	20,348.07	0.12
RENT EXPENSE	<u>44,026.29</u>	<u>1.96</u>	<u>21,712.61</u>	<u>0.88</u>	<u>244,392.61</u>	<u>1.51</u>	<u>151,290.94</u>	<u>0.93</u>
TOTAL EXPENSES	<u>270,610.25</u>	<u>12.04</u>	<u>248,840.51</u>	<u>10.12</u>	<u>1,699,711.24</u>	<u>10.49</u>	<u>1,572,339.08</u>	<u>9.62</u>
OPERATING INCOME	40,679.38	1.81	85,581.23	3.48	476,552.78	2.94	617,350.11	3.78
LAWFUL PURPOSE EXPENSES								
DONATION	80,000.00	3.56	120,000.00	4.88	490,000.00	3.02	700,000.00	4.28
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>1,050.00</u>	<u>0.01</u>
TOTAL LAWFUL PURPOSE EX	<u>80,000.00</u>	<u>3.56</u>	<u>120,000.00</u>	<u>4.88</u>	<u>491,050.00</u>	<u>3.03</u>	<u>701,050.00</u>	<u>4.29</u>
NET INCOME (LOSS)	\$ <u>(39,320.62)</u>	<u>(1.75)</u>	\$ <u>(34,618.27)</u>	<u>(1.40)</u>	\$ <u>(14,492.22)</u>	<u>(0.09)</u>	\$ <u>(83,699.89)</u>	<u>(0.51)</u>

Exhibit B: Next Months Estimated Expenditures

MONTHLY EXPENDITURES TO HAVE BOARD APPROVAL

SITE RENTAL	\$50,000.00	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	\$70,000.00	PER MONTH APPROX.
EBINGO PROVIDER FEE	\$10,000.00	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	\$25,000.00	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 September 2023

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

October-23

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	849,181.15	446,699.00	642,635.75	308,255.70	2,246,771.60
PRIZES PAID	<u>730,105.76</u>	<u>385,995.65</u>	<u>543,732.50</u>	<u>262,319.59</u>	<u>1,922,153.50</u>
NET RECEIPTS	119,075.39	60,703.35	98,903.25	45,936.11	324,618.10
PRIZE PAYOUT %	86%	86%	85%	85%	86%
GAME CLOSED	79	7	67	36	189
INTEREST EARNED	2.94	1.83	2.14	1.03	7.94
EXPENSES	60,024.98	32,744.54	37,876.71	14,927.33	145,573.56
TAXES PAID	55,665.49	25,388.96	40,824.34	16,494.31	138,373.10
NET PROFIT	3,387.86	2,571.68	20,204.34	14,515.50	40,679.38
		YTD NET PROFIT	(14,497.22)		
		YTD CONTRIBUTIONS	490,000.00		

BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY

October-23

REVENUES	324,626	BEGINNING PROFIT CARRYOVER	202,145.78
EXPENSES	(363,947)	PROFIT CARRY OVER +/-	(39,320.62)
NET INCOME	<u>(39,321)</u>	ENDING PROFIT CARRYOVER	<u>162,825.16</u>

		Percentage of Income
Pulltabs (Net)		
OLE PIPER INN	59,869	
BROADWAY PIZZA	7,928	
WILD BILLS	61,972	
CLIVE'S	<u>26,219</u>	
	155,986	48.05%
Etabs		
OLE PIPER INN	57,520	
BROADWAY PIZZA	51,502	
WILD BILLS	31,677	
CLIVE'S	<u>18,954</u>	
	159,653	49.18%
E-Bingo		
OLE PIPER INN	1,124	
BROADWAY PIZZA	1,274	
WILD BILLS	890	
CLIVE'S	<u>245</u>	
	3,532	1.09%
Sports Tipboard		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
Paddlewheel		
OLE PIPER INN	940	
BROADWAY PIZZA	400	
WILD BILLS		
CLIVE'S	<u></u>	
	1,340	0.41%
Bingo		
OLE PIPER INN	(378)	
BROADWAY PIZZA	(398)	
WILD BILLS	4,364	
CLIVE'S	<u>519</u>	
	4,107	1.27%
Raffle		
OLE PIPER INN		
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
Interest	8	

Taxes	
MN COMBINED RECEIPTS	106,079.18
MN 8.5%	399.09
REGULATORY BOARD FEE	2,938.14
LICENSE & PERMITS	
LOCAL 10%	28,956.69
FEDERAL UBIT	
STATE UBIT	<u>-</u>
	138,373.10
Total allowable expenses	
GAMES PURCHASED	13,336.41
COMPENSATION & TAXES	29,728.64
PENALTIES & INTEREST	
ACCOUNTING	6,870.00
BOND	
ETAB REV SHARING	49,567.52
EBINGO PROVIDER FEE	824.43
RENT	44,026.29
OFFICE & SUPPLIES	881.22
CASH SHORT	558.28
CASH SHORT REIMB	(98.23)
REPAIRS & MAINTENANCE	<u>-</u>
	145,573.56
Donations	
Donation	<u>80,000.00</u>
	80,000.00

Net Revenues	324,626.04	Expenses	363,946.66
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Exhibit D - Attendees: See Attached

Online attendees: Chris Fore