

BYHA Monthly Meeting Minutes
When: August 16th, 2021 at 7:00 pm

Where: Fogerty Conference Room and Online via Microsoft Teams

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

This meeting was called to order at 7:00 pm by Brad Keogh

Motion made (Rick Japor) second (Chris Pahl) to approve the agenda for tonight's meeting. Motion passed.

Secretary's Report: Lindsay A – Christy Respo named as volunteer coordinator, will get her trained in the next week or so, that way she will be able to handle this season.

Following motions made between the July and August meetings:

- Motion made by Brad Keogh for tournament coordinator credits, \$500 for head coordinator, \$300 for asst. coordinator, seconded by Jed Rohlif, motion passed.
- Motion made by Neal Verhulst to name Ellie Frosig and Sarah Moy as the 12UA head Coaches, seconded by Lindsay Axelrod, motion passed.
- Motion made by Jermaine Davis to Order the new girls jerseys and socks at the cost of \$14,500 for 125 jersey and sock sets, seconded by Jason Kacures, motion passed
- Motion made by Jason Kacures to approve a Boys Hockey Donation for 20k, seconded by Brad Keogh, motion passed. (Note: payment will be held until finances are healthy and tryouts are closed.)
- Motion Made by Rick Japor to proceed with the PEP Agreement and it was agreed that the budget will not to exceed \$35k, seconded by Jason Kacures – Motion passed.

Motion made (Jed Rohlif) second (Jason Kacures) to approve July 19th, 2021 meeting minutes. Motion passed.

Treasurer's Report: Chris Pahl reported cash is at 1.2M. The MN revenue audit is completed, and we passed, so working on getting the taxes done so that we don't need an extension.

Vice President's Report: Brad Keogh reported that SummerFest was a huge success, they kids enjoyed it. The alumni was really invested and want to keep it up for next year. Maybe a week earlier next year to make sure that we can include others. Next big thing will be tryouts, getting that straightened out for the season.

President's Report: Jeff Meister reported the D10 Rule changes:

- Home team will handle the whole box again for this season.
- D10 changing game lengths
 - BB1, 15U A, 15U B, PWAA, PWA, PWB1, 12U A , 12U B; all will have a 90 min games.
 - Remaining B2 and SQ teams will be 60 min.
 - All will have 17 min running time periods with stop time during any active penalties.
 - 3rd period will be ice session time remaining minus 5 min and have last 3 min stop time.
 - This may be adjusted if needed
- D10 is adopting Game Sheets electronic scoring system.
 - Each home team will need an iPad with internet to run the scoring app.
- The home team will be required to run the box again this year, with two people.

Open Forum: No Response

Ice Scheduler: Kathy Brodzinski: Kathy is training on the new system. They have all of the hours ready to go, all 2000 hours. Game Sheets will be linked to this, rinks that have trialed had no issues. It will be for D10 Scoring stats only. Game sheets has a third party to train all managers. D10 has built the cost of this into their fees, which worked out to 57 cents a player. The program has been around for a long time and people have not had issues. Rinks are supporting it as well. Audience and board are skeptical on how well this will go. Centennial/SLP asking for our extra ice.

Girls Traveling Coordinator: Katie Van Asch - No update

Boys Traveling Coordinator: Bryan Guse, TJ Brown, Chris Fore. - Chris is working with Jeff on a newsletter via Sports Engine.

In-House Coordinator: Nick Jacoby and Nicki Barry - No update

Academic Banquet Coordinators: Nancy B. reported – website has been updated and ready to start planning.

Goalie Coordinator: Jason Hespen reported - No update

Coaching Coordinator: John Jonassen - No update

Volunteer Coordinator: Christy Resop - No report

Registrar: Nancy M. - Heading into the busy season, had a few cubs that we had to refund because they did not live in the boundary of the Blaine School district.

Recruitment & Retention Coordinator: Greg Schutte – Confirmed for Madison and Jefferson, waiting on other schools to confirm for open houses. Goldie and Nordie have been asked to attend Taste of Hockey, waiting for response. Greg wants Lindsay to send an email to 5th grade and below to where jerseys on the first day of school and/or the

High School Coordinator: Jesse Sullivan – No report

Fundraising Coordinator: Charlotte Mertz. - Chipotle fundraiser night in October is set. We got our online store for Puffins today and the others are set to go, should go out to the families in September.

Sponsorship Coordinator: Tim C. - almost finished, hoping to be done by mid-September.

Boys & Girls Tournament Coordinators: Heather Feroni reported - Sarah Sutherland - No updates

Concussion Coordinator: OPEN - No report.

Apparel Coordinator: Jody Dahlk reported - No update

Girls Traveling Director: Neal V. reported that registration seems really lite, please get your girls signed up ASAP so that we can understand our teams. Coaches register if you are interested. Girls are all set for tournaments. Tryout information should be out soon. Reminder for registration needs to go out now.

Boys Traveling Director: Jason K. reported that there will be a waive up meeting in September. Tryouts should go out soon for the teams so that families can plan. Coaches register if you are interested. If anyone knows any non-parent coaches, please send them Jason's way as those applications are down. Coaches for top teams should be solidified tonight.

In-House Director: Jed Rohlf reported that Coaches need to register if you are interested, we will help and Nancy will help get all of your stuff in. Jed has a D10 meeting this Thursday, hopefully the associations can get alignment. In discussions for the 2nd annual Pond Hockey Classic. Still need a Cubs coordinator, if anyone is interested, please reach out to Jed. We have 103 signed up for In-house and 34 Cubs. Initiation skates will be the first two weekends of October.

Equipment Director: Jermaine Davis reported settled on jerseys for the Girls after the survey votes. The dark jersey will be similar to the Hockey Day MN and the white will be the classic version. Jermaine has the Dave's vouchers ready to go, but Nancy will follow up with the few people that registered in the incorrect school district.

Hockey Director: Rick J. reported that PTOC is in full swing and going well. Contract for PEP was finalized this last week and he has the contract for Chris to sign. Rick needs to work with Kathy to get some ice time for PEP to train the coaches.

Charitable Gambling Report: Suzanne S. reported that the contribution for July was \$90K. We had a gambling control audit at Clive's on July 30th, we passed fine. Purse Bingo will start in September at Clive's.

Motion made (Lindsay Axelrod) second (Jermaine Davis) to approve the July 2021 charitable gambling report. Motion passed.

Motion made (Rick Japor) second (Jason Kacures) to approve the August 2021 proposed Gambling expenditures as shown in the attached report. Motion passed.

Old Business: No old business.

New Business: No new business.

Motion made (Lindsay Axelrod) second (Jason Kacures) to close the session. Motion passed.

Session closed at 7:41 pm.

Exhibit A: Charitable Gambling Report

BLAINE YOUTH HOCKEY ASSOCIATION STATEMENT OF REVENUES AND EXPENSES - REGULATORY BASIS FOR THE PERIOD THEN ENDED July 31, 2021 and 2020

CONSOLIDATED

	1 Month Ended		1 Month Ended		4 Months Ended		4 Months Ended	
	Jul. 31, 2021	Pct	Jul. 31, 2020	Pct	Jul. 31, 2021	Pct	Jul. 31, 2020	Pct
RECEIPTS								
INTEREST INCOME	\$ 8.48	0.00	\$ 8.11	0.00	\$ 35.60	0.00	\$ 13.25	0.00
PULL TAB RECEIPTS	1,369,206.00	64.79	1,215,835.00	68.12	5,100,050.00	62.46	1,942,875.00	69.72
E-TAB RECEIPTS	707,832.25	33.49	554,107.75	31.04	2,919,967.00	35.76	824,159.50	29.57
E-BINGO RECEIPTS	7,278.50	0.34	6,113.00	0.34	34,754.50	0.43	9,522.00	0.34
PADDLETICKET RECEIPTS	2,640.00	0.12	1,890.00	0.11	9,450.00	0.12	3,180.00	0.11
BINGO RECEIPTS	26,416.00	1.25	7,009.00	0.39	101,070.00	1.24	7,009.00	0.25
TOTAL RECEIPTS	2,113,381.23	100.00	1,784,962.86	100.00	8,165,327.10	100.00	2,786,758.75	100.00
COST OF SALES								
FULL TAB PRIZES	1,163,606.00	55.06	1,021,718.00	57.24	4,329,888.00	53.03	1,631,844.00	58.56
E-TAB PRIZES	615,534.85	29.13	466,275.20	26.12	2,569,795.75	31.47	707,549.65	25.39
E-BINGO PRIZES	6,186.71	0.29	5,196.05	0.29	29,541.27	0.36	8,093.70	0.29
PADDLETICKET PRIZES	1,640.00	0.08	1,260.00	0.07	5,980.00	0.07	2,120.00	0.08
BINGO PRIZES	22,374.00	1.06	9,211.00	0.52	79,149.00	0.97	9,211.00	0.33
PULL TAB EXPENSE	15,365.13	0.73	12,845.86	0.72	57,652.03	0.71	19,022.17	0.68
PADDLETICKET EXPENSE	0.00	0.00	59.46	0.00	131.76	0.00	59.46	0.00
BINGO PAPER SUPPLY	34.28	0.00	0.00	0.00	1,096.96	0.01	0.00	0.00
TOTAL COST OF SALES	1,824,740.97	86.34	1,516,565.57	84.96	7,073,234.77	86.63	2,277,899.58	85.33
GROSS PROFIT	288,640.26	13.66	268,397.29	15.04	1,092,092.33	13.37	408,858.77	14.67
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	22,250.99	1.05	20,353.92	1.14	95,229.73	1.17	39,791.59	1.43
ACCOUNTING EXPENSE	1,060.00	0.05	857.50	0.05	4,032.50	0.05	2,765.00	0.10
CASH SHORT/OVER	495.92	0.02	536.40	0.03	(39.30)	(0.00)	593.26	0.02
CASH SHORT REIMBURSED	0.00	0.00	(278.49)	(0.02)	0.00	0.00	(278.49)	(0.01)
E-TAB REVENUE SHARING	27,439.80	1.30	9,556.59	0.54	115,832.10	1.42	17,950.47	0.64
E-BINGO PROVIDER FEE	190.88	0.01	76.69	0.00	918.35	0.01	157.83	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	1,575.09	0.07	1,118.59	0.06	10,406.88	0.13	12,721.30	0.46
GAMBLING EQUIPMENT	0.00	0.00	260.69	0.01	521.38	0.01	782.07	0.03
LOCAL GAMES TAX - 10%	26,039.20	1.23	3,954.06	0.22	64,870.37	0.79	21,926.68	0.79
MN COMB REC TAX	91,990.81	4.35	52,633.21	2.95	400,216.64	4.90	100,517.21	3.61
MN 8.5% TAX	883.75	0.04	36.55	0.00	3,123.21	0.04	820.55	0.03
REGULATORY FEE	2,449.44	0.12	1,252.24	0.07	10,142.15	0.12	2,520.24	0.09
RENT EXPENSE	16,179.00	0.77	6,894.31	0.39	66,813.65	0.82	15,775.01	0.57
TOTAL EXPENSES	190,554.88	9.02	97,252.26	5.45	772,446.16	9.46	216,042.72	7.75
OPERATING INCOME	98,085.38	4.64	171,145.03	9.59	319,646.17	3.91	192,816.05	6.92
LAWFUL PURPOSE EXPENSES								
DONATION	90,000.00	4.26	20,000.00	1.12	340,000.00	4.16	20,000.00	0.72
ORG LICENSE / FEES	0.00	0.00	0.00	0.00	1,050.00	0.01	0.00	0.00
TOTAL LAWFUL PURPOSE EX	90,000.00	4.26	20,000.00	1.12	341,050.00	4.18	20,000.00	0.72
NET INCOME (LOSS)	\$ 8,085.38	0.38	\$ 151,145.03	8.47	\$ (21,403.83)	(0.26)	\$ 172,816.05	6.20

SEE INDEPENDENT ACCOUNTANTS' COMPILATION REPORT

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!

Updated July 2021

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY

July-21

REVENUES 304,040
EXPENSES (296,954)
NET INCOME 8,085

BEGINNING PROFIT CARRYOVER 180,616.57
PROFIT CARRY OVER +/- 8,086.38
ENDING PROFIT CARRYOVER 188,701.95

Pulltabs (Net)		Percentage of Income
OLE PIPER INN	101,790	
BROADWAY PIZZA	7,653	
WILD BILLS	67,733	
CLIVE'S	<u>28,624</u>	
	206,600.00	67.62%

Etabs		Percentage of Income
OLE PIPER INN	23,418	
BROADWAY PIZZA	31,571	
WILD BILLS	37,309	
CLIVE'S	-	
	<u>92,297</u>	30.36%

E-Bingo		Percentage of Income
OLE PIPER INN	296	
BROADWAY PIZZA	363	
WILD BILLS	443	
CLIVE'S	-	
	<u>1,092</u>	0.36%

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

Paddiewheel		Percentage of Income
OLE PIPER INN	1,000	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>1,000</u>	0.33%

Bingo		Percentage of Income
OLE PIPER INN	(1,384)	
BROADWAY PIZZA	1,590	
WILD BILLS	3,836	
CLIVE'S	-	
	<u>4,042</u>	1.33%

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

Interest	8	
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Net Revenues 304,040

Taxes	
MN COMBINED RECEIPTS	91,990.81
MN 8.5%	883.75
REGULATORY BOARD FEE	2,449.44
LICENSE & PERMITS	-
LOCAL 16%	26,039
FEDERAL UBIT	-
STATE UBIT	-
	<u>121,363</u>

Total allowable expenses	
GAMES PURCHASED	15,399
COMPENSATION & TAXES	22,261
PENALTIES & INTEREST	-
ACCOUNTING	1,060
BOND	-
ETAB REV SHARING	27,440
EBINGO PROVIDER FEE	191
RENT	16,179
OFFICE & SUPPLIES	1,675
CASH SHORT	496
CASH SHORT REIMB	-
REPAIRS & MAINTENANCE	-
	<u>84,691</u>

Donations	
Donation	<u>90,000</u>
	90,000

Expenses 296,954

BLAINE YOUTH HOCKEY ASSOCIATION
 GAMBLING REPORT SUMMARY

July-21

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	901,865.50	282,941.90	746,909.25	181,660.00	2,113,376.65
PRIZES PAID	776,746.13	241,871.75	637,587.68	153,136.00	1,809,341.56
NET RECEIPTS	125,119.37	41,070.15	109,321.57	28,524.00	304,035.09
PRIZE PAYOUT %	86%	85%	85%	84%	86%
GAME CLOSED	118	9	84	42	253
INTEREST EARNED	3.14	1.95	2.29	1.10	8.48
EXPENSES	22,314.36	16,832.41	36,798.44	8,645.88	84,591.09
TAXES PAID	38,425.64	11,600.32	35,883.64	9,414.40	95,324.00
NET PROFIT	64,382.51	12,639.37	36,641.78	10,464.82	124,128.48
		YTD NET PROFIT	(21,403.83)		
		YTD CONTRIBUTIONS	340,000.00		

EXHIBIT D: Attendees

In Person Attendees:

1. Chris Fore
2. Jerry Anderson
3. Nancy Manthis
4. Angela Mokita
5. Suzanne Slawson
6. Nick Jacoby

Online Attendees:

1. Greg Schutte
2. Denise Tyra
3. Dave Finch
4. Several unnamed phone numbers