

BYHA Monthly Meeting Minutes
When: May 15th, 2023, at 7:00 pm
Where: Fogerty Conference Room and Online via Microsoft Teams

Present: Brad Keogh, Jed Rohlf, Lindsay Axelrod, Chris Pahl, Neal Verhulst, Jason Kacures, Rick Japor, Jeff Meister (Online) (See Exhibit D for list of attendees)

This meeting was called to order at 7:01 pm by Brad Keogh

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

Secretary's Report: Lindsay Axelrod – just getting started on planning for next season and getting open coordinator roles filled. No motions that were not captured in last month's meeting minutes.

Motion made (Jason Kacures) second (Lindsay Axelrod) to approve the April 17th, 2023, meeting minutes. Motion passed.

Treasurer's Report: Ron Leathers – April activity was very light, consistent with prior years.

Because of the timing of charitable gambling receipts, there were no deposits during the month and the primary sources of revenue were registrations for Summer Academy (\$6,644 during the month), interest income (\$4,718) and payments on plans from the prior year. Total revenue for the month was \$14,903.

Charitable donations were the largest expenditure during April, totaling \$19,750. Total expenditure for the month was \$25,982. Overall net revenue declined by \$13,572.29 this month

Vice President's Report: We are preparing for Summer Fest and the upcoming season it is really when the heavy lifting.

President's Report: Jeff Meister – No Report

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

- A. **Blaine High School HOSA** – Donation Request \$3,000
- B. **Majestic Oaks-DKM Community Foundation**– Donation request \$2,000
- C. **Spring Lake Park OEC Foundation** – Donation request \$1,000
- D. **Blaine High School Girls Volleyball** – Donation request \$5,000
- E. **Blaine High School Boys Golf** – Donation request \$ 4000
- F. **Blaine High School Hockey Golf Tournament** – Donation Request \$150 to \$2500

Ice Scheduler: Kathy Brodzinski – No Update

Girls Traveling Coordinator: OPEN ROLE

Boys Traveling Coordinator: Bryan Guse, Chris Fore, Squirt Role OPEN – No Updates

In-House Coordinator: Nick Jacoby and Nicki Barry – No Update

Bengal Aces Coordinators: Shannon Shutte. reported – No Update

Goalie Coordinator: Jermaine Davis reported - No update

Coaching Coordinator: Jon Jonassen – working on revamping the way that we deliver the monthly meetings.

Volunteer Coordinator: OPEN ROLE

Registrar: Nancy M – No Report

Recruitment & Retention Coordinator: Greg Schutte – No Update

Boys High School Coordinator: OPEN ROLE

Girls High School Coordinator: OPEN ROLE

Fundraising Coordinator: Cami Mertz. - No update

Sponsorship Coordinator: Tim C. - No Update

Boys & Girls Tournament Coordinators: Julie Verhulst and Nancy Burley – the girls are done, and the boys are 1/3 of the way done for next season. Nancy is working on ways to make tournaments easier for the managers.

Concussion Coordinator: Laura Zachman – No Report

Apparel Coordinator: Ali Hasling reported – No Report

Tournament Coordinator (hosted) - Chris Fore – No report

Girls Traveling Director: Neal Verhulst reported – finishing up the last few coaches' meetings this week. He has been reaching out to other associations to see where their numbers are as we will for sure need 12U's and goalies.

Boys Traveling Director: Jason Kacures reported that he has completed the non-parent coaches' meetings. He is working to get an add up on Indeed or something like that for open coaching roles.

In-House Director: Jed Rohlf reported that we are winding down on the Spring Session of the academy. Nikki Berry is coming back on the girls' side and Nick is willing to help train the new person. Working on jersey's is the next item on his list and he is going to have Chris help with that this season. D10 is looking at moving full ice games back to 6, so then the issue of what to do with ¾ ice games is coming up.

Equipment Director: Chris Pahl reported that socks are in for next season, otherwise, we are still waiting for the other items from Dave's. He is wanting to get that stuff in, so that he can get everything ready for the season.

Hockey Director: Rick Japor reported that Cam at Pursuit Fitness is asking if he can have us send out his summer offerings. Talked with Scott Meyer and he is looking to see if we are interested in having his team back for next season. Rick let him know that we wanted to sit down and talk about expectations. Meeting with Marty to discuss pre-try-out camp

Charitable Gambling Report: Suzanne S. reported that the contribution from April is \$60,000. Suzanne reported that nothing big is happening but Ole Piper went bar ops, so their rent will be going way up in July.

Motion made (Lindsay Axelrod) second (Jason Kacures) to approve the April 2023 charitable gambling report. Motion passed.

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

Session closed at 7:50 pm.

Exhibit A: Charitable Gambling Report

BLAINE YOUTH HOCKEY ASSOCIATION STATEMENT OF REVENUES AND EXPENSES - REGULATORY BASIS FOR THE PERIOD THEN ENDED April 30, 2023 and 2022

CONSOLIDATED

	1 Month Ended Apr. 30, 2023		1 Month Ended Apr. 30, 2022		1 Month Ended Apr. 30, 2023		1 Month Ended Apr. 30, 2022	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 6.38	0.00	\$ 9.33	0.00	\$ 6.38	0.00	\$ 9.33	0.00
PULL TAB RECEIPTS	1,157,035.00	49.34	1,409,246.00	57.59	1,157,035.00	49.34	1,409,246.00	57.59
E-TAB RECEIPTS	1,128,991.00	48.14	976,754.00	39.92	1,128,991.00	48.14	976,754.00	39.92
E-BINGO RECEIPTS	17,302.50	0.74	21,833.25	0.89	17,302.50	0.74	21,833.25	0.89
PADDLETICKET RECEIPTS	4,500.00	0.19	3,000.00	0.12	4,500.00	0.19	3,000.00	0.12
BINGO RECEIPTS	<u>37,319.00</u>	<u>1.52</u>	<u>36,033.00</u>	<u>1.47</u>	<u>37,319.00</u>	<u>1.52</u>	<u>36,033.00</u>	<u>1.47</u>
TOTAL RECEIPTS	2,345,153.88	100.00	2,446,875.58	100.00	2,345,153.88	100.00	2,446,875.58	100.00
COST OF SALES								
PULL TAB PRIZES	971,819.00	41.44	1,189,025.00	48.59	971,819.00	41.44	1,189,025.00	48.59
E-TAB PRIZES	984,386.05	41.98	850,425.95	34.76	984,386.05	41.98	850,425.95	34.76
E-BINGO PRIZES	14,707.12	0.63	18,558.24	0.76	14,707.12	0.63	18,558.24	0.76
PADDLETICKET PRIZES	3,000.00	0.13	1,280.00	0.05	3,000.00	0.13	1,280.00	0.05
BINGO PRIZES	25,599.67	1.09	28,044.27	1.15	25,599.67	1.09	28,044.27	1.15
PULL TAB EXPENSE	15,355.82	0.65	18,822.58	0.77	15,355.82	0.65	18,822.58	0.77
PADDLETICKET EXPENSE	0.00	0.00	87.85	0.00	0.00	0.00	87.85	0.00
BINGO PAPER SUPPLY	<u>0.00</u>	<u>0.00</u>	<u>37.50</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>37.50</u>	<u>0.00</u>
TOTAL COST OF SALES	<u>2,014,867.66</u>	<u>85.92</u>	<u>2,106,281.39</u>	<u>86.08</u>	<u>2,014,867.66</u>	<u>85.92</u>	<u>2,106,281.39</u>	<u>86.08</u>
GROSS PROFIT	330,286.22	14.08	340,594.19	13.92	330,286.22	14.08	340,594.19	13.92
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	25,481.83	1.09	23,280.54	0.95	25,481.83	1.09	23,280.54	0.95
ACCOUNTING EXPENSE	1,145.00	0.05	1,090.00	0.04	1,145.00	0.05	1,090.00	0.04
CASH SHORT/OVER	(8.06)	(0.00)	365.13	0.01	(8.06)	(0.00)	365.13	0.01
CASH SHORT REIMBURSED	0.00	0.00	(70.44)	(0.00)	0.00	0.00	(70.44)	(0.00)
E-TAB REVENUE SHARING	52,730.08	2.25	43,418.12	1.77	52,730.08	2.25	43,418.12	1.77
E-BINGO PROVIDER FEE	656.16	0.03	338.80	0.01	656.16	0.03	338.80	0.01
ADVERTISING EXPENSE	286.00	0.01	260.00	0.01	286.00	0.01	260.00	0.01
OFFICE & POSTAGE	11,181.86	0.48	7,093.94	0.29	11,181.86	0.48	7,093.94	0.29
LOCAL GAMB TAX -10%	26,628.62	1.14	35,029.96	1.43	26,628.62	1.14	35,029.96	1.43
MN COMB REC TAX	124,576.70	5.31	123,901.91	5.06	124,576.70	5.31	123,901.91	5.06
MN 8.3% TAX	1,022.26	0.04	775.34	0.03	1,022.26	0.04	775.34	0.03
REGULATORY FEE	3,188.04	0.14	2,989.75	0.12	3,188.04	0.14	2,989.75	0.12
RENT EXPENSE	<u>23,480.60</u>	<u>1.00</u>	<u>24,004.98</u>	<u>0.98</u>	<u>23,480.60</u>	<u>1.00</u>	<u>24,004.98</u>	<u>0.98</u>
TOTAL EXPENSES	<u>270,369.09</u>	<u>11.53</u>	<u>262,478.03</u>	<u>10.73</u>	<u>270,369.09</u>	<u>11.53</u>	<u>262,478.03</u>	<u>10.73</u>
OPERATING INCOME	59,917.13	2.55	78,116.16	3.19	59,917.13	2.55	78,116.16	3.19
LAWFUL PURPOSE EXPENSES								
DONATION	<u>60,000.00</u>	<u>2.56</u>	<u>100,000.00</u>	<u>4.09</u>	<u>60,000.00</u>	<u>2.56</u>	<u>100,000.00</u>	<u>4.09</u>
TOTAL LAWFUL PURPOSE EX	<u>60,000.00</u>	<u>2.56</u>	<u>100,000.00</u>	<u>4.09</u>	<u>60,000.00</u>	<u>2.56</u>	<u>100,000.00</u>	<u>4.09</u>
NET INCOME (LOSS)	\$ <u>(82.87)</u>	<u>(0.00)</u>	\$ <u>(21,883.84)</u>	<u>(0.89)</u>	\$ <u>(82.87)</u>	<u>(0.00)</u>	\$ <u>(21,883.84)</u>	<u>(0.89)</u>

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!

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

April-23

REVENUES	345,642
EXPENSES	(345,725)
NET INCOME	<u>(83)</u>

BEGINNING PROFIT CARRYOVER	137,021.31
PROFIT CARRY OVER +/-	<u>(82.87)</u>
ENDING PROFIT CARRYOVER	<u>136,938.44</u>

		Percentage of Income
Pulltabs (Net)		
OLE PIPER INN	78,271	
BROADWAY PIZZA	11,511	
WILD BILLS	72,960	
CLIVE'S	<u>22,474</u>	
	185,216	53.59%
Etabs		
OLE PIPER INN	38,245	
BROADWAY PIZZA	40,112	
WILD BILLS	53,469	
CLIVE'S	<u>12,779</u>	
	144,605	41.84%
E-Bingo		
OLE PIPER INN	497	
BROADWAY PIZZA	866	
WILD BILLS	888	
CLIVE'S	<u>343</u>	
	2,594	0.75%
Sports Tipboard		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
Paddlewheel		
OLE PIPER INN	1,000	
BROADWAY PIZZA	500	
WILD BILLS		
CLIVE'S	<u></u>	
	1,500	0.43%
Bingo		
OLE PIPER INN	608	
BROADWAY PIZZA	1,242	
WILD BILLS	8,489	
CLIVE'S	<u>1,380</u>	
	11,719	3.38%
Raffle		
OLE PIPER INN		
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
Interest	6	

Taxes	
MN COMBINED RECEIPTS	124,576.70
MN 8.5%	1,022.26
REGULATORY BOARD FEE	3,188.04
LICENSE & PERMITS	-
LOCAL 10%	26,828.62
FEDERAL UBIT	-
STATE UBIT	<u>-</u>
	155,415.62
Total allowable expenses	
GAMES PURCHASED	15,356.82
COMPENSATION & TAXES	25,481.83
PENALTIES & INTEREST	
ACCOUNTING	1,145.00
BOND	
ETAB REV SHARING	52,730.08
EBINGO PROVIDER FEE	656.16
RENT	23,480.80
OFFICE & SUPPLIES	11,467.86
CASH SHORT	(8.06)
CASH SHORT REIMB	
REPAIRS & MAINTENANCE	<u>-</u>
	130,309.29
Donations	
Donation	<u>60,000.00</u>
	60,000.00

Net Revenues 345,642

Expenses 345,724.91

BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY

April-23

	OLE PIPER INN	BROADWAY PIZZA	WILD BILLS	CLIVE'S	TOTAL
GROSS RECEIPTS	848,533.75	426,955.00	828,701.50	240,957.25	2,345,147.50
PRIZES PAID	729,912.30	372,723.65	692,895.55	203,980.34	1,999,511.84
NET RECEIPTS	118,621.45	54,231.35	135,805.95	36,976.91	345,635.66
PRIZE PAYOUT %	86%	87%	84%	85%	85%
GAME CLOSED	97	8	78	37	220
INTEREST EARNED	2.36	1.47	1.72	0.83	6.38
EXPENSES	35,298.90	36,687.99	41,414.28	16,908.12	130,309.29
TAXES PAID	58,647.40	31,162.67	46,291.00	19,314.55	155,415.62
NET PROFIT	24,677.51	(13,617.84)	48,102.39	755.07	59,917.13
		YTD NET PROFIT	(82.87)		
		YTD CONTRIBUTIONS	60,000.00		

Exhibit D - Attendees: See Attached

Online attendees: Jeff Meister



