

BYHA Monthly Meeting Minutes
When: June 17, 2024, at 7:00 pm
Where: Fogerty Conference Room and Online via Microsoft Teams

Present: Brad Keogh, Jed Rohlf, Lindsay Axelrod, Jerry Anderson, Shannon Shutte, Neal Verhulst, Rick Japor, Chris Fore, and Jeff Meister (See Exhibit D for list of attendees)

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

Motion made (Lindsay Axelrod), seconded by (Brad Keogh) approve the agenda for tonight's meeting. Motion passed.

Secretary's Report: Lindsay A – working on getting everything set up for the parade, along with the volunteer spots for the parade, and filling the open coordinator roles as we prepare for next season.

The following motions were made between the May and June meetings:

- Motion made by Lindsay Axelrod to spend no more than \$4607 for parade items to include candy, foam pucks, silicone bracelets, and sunglasses, seconded by Shannon Schutte, motion passed.
- Motion made by Neal Verhulst to donate \$2500 to Blaine High School Volleyball, seconded by Chris Fore, motion passed.
- Motion made by Neal Verhulst to donate \$2500 to Blaine High School HOSA, seconded by Shannon Schutte, motion passed.
- Motion Made by Chris Fore to donate \$2000 Blaine High School Hall of Fame, seconded by Jerry Anderson, motion passed.

Motion made (Rick Japor) second (Shannon Schutte) to approve the May 20th, 2024, meeting minutes. Motion passed.

Treasurer's Report: Shannon Schutte – Consistent with prior years, May activity was very light.

Total revenue for the month was \$86,980. This includes the April Charitable Gambling deposit of \$75,000 that was delayed and hit the account on 5/2. Other income sources were interest income of \$8,188 and the Girls Summer Sunday Registrations of \$1,639 and Summer Academy registration. Revenue was \$21,177 ahead of the same month last year. May Charitable Gambling deposit was \$100,000. Total expenditure for the month was \$42,036. Tournament registrations were the largest expense this month, as is typical this time of year, accounting for \$30,576 of total expenses. Ice accounted for over \$12,480 of expense during the month. No charitable donations were made during the month.

Vice President's Report: Brad Keogh - currently working on SummerFest planning. Bjugstad is confirmed, he is asking that we rebrand with the other alumni. Food is booked at Moe's, and we are working on a drink option with them as well. The new Zamboni finally arrived! We are all working on tryout planning as we near the new season.

President's Report: Jeff Meister – busy work as he gets ready to open registration. D10 has some changes that they are noodling and getting ready to vote on for the season, OT rule for AA Bantam is going away and the girls resurfacing are a few of the items being reviewed, so there will be a few changes that we will be able to report on in the next month or so.

Open Forum: Donation Requests:

- A. Blaine Youth Football - \$20,000

- ~~B. Northern Lights u19 Hockey Team – \$3000~~
- C. Rum River Art Center - \$1000
- D. Blaine High School Band – Request will be reviewed offline.
- E. MN Warriors Ice Hockey – Request will be reviewed offline.

Ice Scheduler: Kathy Brodzinski – No Update

Girls Traveling Coordinator: Jake Geisler – talking to Neal a few times a week, looking at getting coaches lined up for the season and looking to use Team Genius more as an organization as we are currently only using that at a small amount of the options that it actually has. Need to send out the Sunday Summer Girls program again as we have 9 left and the girls that are coming are really enjoying it!

Boys Traveling Coordinator: OPEN – No Update

In-House Coordinator: Deni Sanders, Nicki Barry, and Joe Pritzkow – When we do registration can we add a question to in house registration to ask parents of girls if they will play on an all-girls team, so that she doesn't have to stalk families after registration.

Bengal Aces Coordinators: OPEN – No update

Goalie Coordinator: Jermaine Davis - No update

Coaching Coordinator: OPEN – No report

Manager Coordinator: Liz Literski – No report

Volunteer Coordinator: OPEN – No report

Registrar: Nancy M – No update

Recruitment & Retention Coordinator: Greg Schutte – 2025 Taste of Hockey is scheduled and the new cards for open houses and parade were delivered today and handed over to Michael for the parade.

Girls High School Coordinator: – Heather Caven – reported that the Booster club is much more organized this year, so that is good. Looking already to plan this season including Blue Line Buddies, Skate with the Bengals, and youth night.

Boys High School Coordinator: Neal Verhulst – No report

Fundraising Coordinator: Cami Mertz. - No update

Sponsorship Coordinator: Bob Wilkerson – got an earlier start than last year. 6 have invoices sent already and 7 in the works, hoping to have them finished up by the end of the month, looking to get \$17,6000 for the in-house program.

Boys & Girls Tournament Coordinators: Julie Verhulst and Michelle Rein – Girls are done, just waiting on a few hotels from the tournaments themselves, and Michelle is working on the boys, only 11 left to book of the 51 that were needed, and 13 hotels left to book, just waiting on links from the tournaments for some of those.

Concussion Coordinator: OPEN – No update

Apparel Coordinator: Allie Hasling – meeting with Katie every few weeks as we near the season and look to get the first store out with team formation.

Communications and social media – Chris Fore and Katie Cady – No update

Tournament Coordinator (hosted) - Chris Fore – registration is full for Peewee C tournament, and we have a waitlist. Peewee B2 is also open and half full. Locked in the Fairfield as the hotel and we get 7% back from them for every family that stays there.

Girls Traveling Director: Neal V. reported – Sunday's are going well, but we need more girls! Working on the tryout schedules and a tryout for the 10U's to differentiate between the three teams. Looking at where and who we can get for coaches as the season nears.

Boys Traveling Director: Jed Rohlf reported – Thank you to Michelle for jumping into tournaments! Meeting with non-parent coaches have started. Looking for outside evaluators for tryouts, so tryout dates and plans are important as we near the season.

In-House Director: Chris Fore reported that taking a look at jersey's for the upcoming season as the biggest thing that needs to be decided soon. Working on the 10,000 shots program has started and so we will be looking at prizes and stuff monthly.

Equipment Director: Jerry Anderson reported that he is just working on learning the systems that Chris had in place. Working on what needs to be ordered as the season nears, looking to offer one proposal for all items. Finally has a handle on the equipment vouchers and how that works. Jerry needs to be shown the Sports Engine report to be able to pull and see that information.

Hockey Director: Rick J. reported that tryout planning is the biggest tasks we are working on now. Also planning for the pre-tryout camp prior to the season, Marty is set to lead that. Training partners from last year have been reviewed and he is looking at new partners and old as we near the season. Also, needs to meet with Jed and Neal to see what they want and need for the upcoming season.

Charitable Gambling Report: Suzanne S. reported that this month's charitable gambling contribution was \$100,000.

Motion made (Lindsay Axelrod) second (Jed Rohlf) to approve the April 2024 charitable gambling report. Motion passed.

Motion made (Lindsay Axelrod) second (Chirs Fore) to approve the June 2024 proposed Gambling expenditures as shown in the attached report. Motion passed.

Old Business: No old business.

New Business: No New Business

Motion made by (Jed Rohlf) seconded by (Brad Keogh) to close the session. Motion passed.

Session closed at 8:08pm.

Exhibit A: Charitable Gambling Report

BLAINE YOUTH HOCKEY ASSOCIATION STATEMENT OF REVENUES AND EXPENSES - REGULATORY BASIS FOR THE PERIOD THEN ENDED May 31, 2024 and 2023

CONSOLIDATED

	1 Month Ended May 31, 2024		1 Month Ended May 31, 2023		2 Months Ended May 31, 2024		2 Months Ended May 31, 2023	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 5.34	0.00	\$ 8.05	0.00	\$ 11.90	0.00	\$ 14.43	0.00
FULL TAB RECEIPTS	1,000,158.00	39.89	1,025,398.00	42.76	2,000,621.00	38.73	2,182,433.00	46.01
E-TAB RECEIPTS	1,452,652.50	57.81	1,313,061.00	54.72	3,042,746.00	58.91	2,441,652.00	51.47
E-BINGO RECEIPTS	24,212.00	0.96	23,766.00	0.99	47,211.90	0.91	41,968.50	0.87
PADDLETICKET RECEIPTS	3,130.00	0.13	3,360.00	0.14	7,050.00	0.14	7,860.00	0.17
BINGO RECEIPTS	32,703.00	1.30	33,219.00	1.35	67,456.00	1.31	70,538.00	1.49
TOTAL RECEIPTS	2,512,880.84	100.00	2,397,812.05	100.00	5,165,496.80	100.00	4,742,965.93	100.00
COST OF SALES								
FULL TAB PRIZES	851,942.00	33.90	875,024.00	36.49	1,698,771.00	32.89	1,846,843.00	38.94
E-TAB PRIZES	1,255,337.15	49.96	1,133,283.00	47.26	2,639,436.30	51.10	2,117,669.03	44.65
E-BINGO PRIZES	20,580.19	0.82	20,201.09	0.84	40,130.09	0.78	34,908.21	0.74
PADDLETICKET PRIZES	2,000.00	0.08	2,240.00	0.09	4,600.00	0.09	5,240.00	0.11
BINGO PRIZES	28,724.14	1.14	31,205.92	1.30	56,028.91	1.08	56,805.57	1.20
TOTAL COST OF SALES	2,158,583.48	85.90	2,061,953.99	85.99	4,438,966.30	85.92	4,061,465.81	85.63
GROSS PROFIT	354,297.36	14.10	335,858.06	14.01	726,530.50	14.07	681,500.10	14.37
OPERATING EXPENSES								
FULL TAB EXPENSE	14,361.52	0.57	14,927.78	0.62	27,928.38	0.54	30,283.60	0.64
PADDLETICKET EXPENSE	45.96	0.00	0.00	0.00	114.89	0.00	0.00	0.00
BINGO PAPER SUPPLY	2,218.73	0.09	0.00	0.00	2,218.73	0.04	0.00	0.00
WAGES & PAYROLL TAXES	19,248.72	0.77	39,287.74	1.64	49,277.19	0.95	64,769.57	1.37
ACCOUNTING EXPENSE	1,235.00	0.05	1,145.00	0.05	2,470.00	0.05	2,290.00	0.05
CASH SHORT/OVER	284.58	0.01	407.82	0.02	601.49	0.01	399.76	0.01
CASH SHORT REIMBURSED	0.00	0.00	0.00	0.00	(1.88)	(0.00)	0.00	0.00
E-TAB REVENUE SHARING	69,046.70	2.75	48,021.50	2.00	134,998.09	2.61	100,751.58	2.12
E-BINGO PROVIDER FEE	559.57	0.02	417.03	0.02	1,154.60	0.02	1,073.19	0.02
ADVERTISING EXPENSE	0.00	0.00	286.00	0.01	0.00	0.00	572.00	0.01
OFFICE & POSTAGE	1,259.24	0.05	1,907.82	0.08	7,983.22	0.15	13,089.68	0.28
LOCAL GAMB TAX -10%	0.00	0.00	0.00	0.00	28,036.41	0.54	26,628.62	0.56
MN COMB REC TAX	121,634.63	4.84	119,672.90	4.99	245,514.45	4.75	244,249.60	5.15
MN 8.5% TAX	777.60	0.03	1,123.65	0.05	2,214.93	0.04	2,145.91	0.05
REGULATORY FEE	3,315.77	0.13	2,931.45	0.12	6,715.62	0.13	6,119.49	0.13
KENT EXPENSE	50,992.06	2.02	23,812.82	0.99	102,246.14	1.98	47,293.47	1.00
TOTAL EXPENSES	284,980.08	11.34	253,941.56	10.59	611,670.26	11.84	539,666.47	11.38
OPERATING INCOME	69,317.28	2.76	81,916.50	3.42	115,060.24	2.23	141,833.63	2.99
LAWFUL PURPOSE EXPENSES								
DONATION	175,000.00	6.96	70,000.00	2.92	175,000.00	3.39	130,000.00	2.74
ORG LICENSE / FEES	1,050.00	0.04	1,050.00	0.04	1,050.00	0.02	1,050.00	0.02
TOTAL LAWFUL PURPOSE EX	176,050.00	7.01	71,050.00	2.96	176,050.00	3.41	131,050.00	2.76
NET INCOME (LOSS)	\$ (106,732.72)	(4.25)	\$ 10,866.50	0.45	\$ (60,989.76)	(1.18)	\$ 10,783.63	0.23

SEE INDEPENDENT ACCOUNTANTS' COMPILATION REPORT

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!

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

May-24

REVENUES	354,287	BEGINNING PROFIT CARRYOVER	210,266.84
EXPENSES	(461,030)	PROFIT CARRY OVER +/-	(106,732.72)
NET INCOME	<u>(106,733)</u>	ENDING PROFIT CARRYOVER	<u>103,534.12</u>

		Percentage of Income
Pulltabs (Net)		
OLE PIPER INN	77,548	
BROADWAY PIZZA	2,693	
WILD BILLS	49,842	
CLIVE'S	17,733	
	<u>148,216</u>	41.83%
Etabs		
OLE PIPER INN	54,033	
BROADWAY PIZZA	65,522	
WILD BILLS	57,656	
CLIVE'S	20,104	
	<u>197,315</u>	55.69%
E-Bingo		
OLE PIPER INN	888	
BROADWAY PIZZA	1,366	
WILD BILLS	834	
CLIVE'S	563	
	<u>3,632</u>	1.03%
Sports Tipboard		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>-</u>	0.00%
Paddlewheel		
OLE PIPER INN	850	
BROADWAY PIZZA	300	
WILD BILLS		
CLIVE'S		
	<u>1,150</u>	0.32%
Bingo		
OLE PIPER INN	89	
BROADWAY PIZZA	369	
WILD BILLS	2,330	
CLIVE'S	1,191	
	<u>3,979</u>	1.12%
Raffle		
OLE PIPER INN		
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>-</u>	0.00%
Interest	5	

Net Revenues 354,287.36

Taxes	
MN COMBINED RECEIPTS	121,634.63
MN 8.5%	777.60
REGULATORY BOARD FEE	3,315.77
LICENSE & PERMITS	1,050.00
LOCAL 10%	-
FEDERAL UBIT	-
STATE UBIT	-
	<u>128,778.00</u>

Total allowable expenses	
GAMES PURCHASED	16,626.21
COMPENSATION & TAXES	19,248.72
PENALTIES & INTEREST	
ACCOUNTING	1,236.00
BOND	-
ETAB REV SHARING	69,046.70
EBINGO PROVIDER FEE	559.57
RENT	50,992.08
OFFICE & SUPPLIES	1,269.24
CASH SHORT	294.58
CASH SHORT REIMB	-
REPAIRS & MAINTENANCE	-
	<u>169,252.09</u>

Donations	
Donation	175,000.00
	<u>175,000.00</u>

Expenses 461,030.08

**BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY**

May-24

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	945,789.05	502,335.65	761,692.10	303,866.70	2,513,683.50
PRIZES PAID	811,980.50	432,094.96	651,030.46	263,477.56	2,158,583.48
NET RECEIPTS	133,808.55	70,240.69	110,661.64	40,389.14	355,100.02
PRIZE PAYOUT %	86%	86%	85%	87%	86%
GAME CLOSED	84	5	64	27	180
INTEREST EARNED	1.98	1.23	1.44	0.69	5.34
EXPENSES	55,239.64	41,372.99	43,042.06	20,405.39	160,060.08
TAXES PAID	43,947.00	28,422.00	38,770.00	14,589.00	125,728.00
NET PROFIT	34,623.89	446.93	28,851.02	5,395.44	69,317.28
			YTD NET PROFIT	(60,989.76)	
			YTD CONTRIBUTIONS	175,000.00	

Exhibit D - Attendees: See Attached Online attendees: Nikki Barry and Michelle Rein

BYHA ANNUAL BOARD MEETING SIGN-IN (PLEASE PRINT)
DATE: June 17, 2024

1	Heather Owen	21
2	Michael Japor	22
3	JASON HESPER	23
4	SAGB Geisler	24
5	Greg Baumann	25
6	Kirstin Kahn	26
7		27
8		28
9		29
10		30
11		31
12		32
13		33
14		34
15		35
16		36