

BYHA Monthly Meeting
September 21st, 2020 at 7:00pm

Attendance: Erick Sutherland, Jeff Meister, Jason Kacures (remote), Jed Rohlf, Neal Verhulst (remote), Sebastian Canevari (remote), Aaron Lewiki, Brad Keogh, Rick Japor, Lindsay Axelrod, Ian George (remote), Christy Wagner (remote), Joe Gratz (remote), Chris Pahl (remote), Mike Tyra (remote), Loren Bayer (remote), Girls High School Coach Guider (remote), and Bill Marshall (remote), Chris Fore (remote). See Exhibit D for full list of attendees.

This meeting was called to order at 7:01 PM by Erick Sutherland.

Motion made (Jeff Meister) second (Jed Rohlf) to approve the 09/21/2020 meeting agenda. Motion carried.

Secretary's Report: Working with Jodi Johnson on Concussion training, working on alternatives to getting that completed, looks like it may be a single provider. Apparel store first round closed yesterday, Jodi also worked on that, Thank you. Looking into alternatives to manager meetings moving forward. Lindsay has volunteer stuff posted, look for additional shifts tomorrow. Working hard on tryouts that start this week.

The following motions were made and approved in the closed session:

- Motion made by Jason Kacures for Boys Team declarations, seconded by Brad Keogh, motion passed; Blaine will field the following boys teams:
 - Bantaam – AA, B1, and B2
 - Peewee – AA, A, B1, 2- B2's, and C
 - Squirts – A, B1, 2 -B2's and C
- Motion made by Neil Verhulst for Girls Team declarations, seconded by Brad Keogh, motion passed; Blaine will field the following girls' teams:
 - 15U – A and B
 - 12U – A and 2B's
 - 10U – A, B, and B2

Motion made (Sebastian Canevari) second (Jed Rohlf) to approve the August 17th, 2020 meeting minutes. Motion carried.

Treasurer's Report: \$822,000 current balance. Mostly from registration, small bit from gambling. Primary outflow is trout prep and a couple of tournaments. Expect largest balance now and will go down as we pay for ice and other season related items. Still working on Huddle and tryout software for the season/next season. Suzanne will touch on gambling, but things are coming back faster for gambling than we had expected, and we will now have a bigger budget for training.

Vice President's Report: Getting ready for tryouts, working on the procedures, and staying ahead of our COVID response. Helping with tryout preparations, thanked all that are helping.

President's Report: appreciative of all the work going into the season. District 10 meeting was last Monday night. Bantam AA is going to compete with District 5, (St. Cloud and STMA) this season, so plan to travel there. Bantam B2 games are back at 1 hour instead of 1 hour 20 min. Chisago Lakes has left District 10, so no games there this season. All mandatory D10 meetings for Coaches and managers will take place online for those that can't make or do not want to come to the rink and more on that will come out shortly. Brad will be the COVID point person, reach out to him with questions

and/or concerns. Every team, including Mite level, will need to have a COVID rep to make sure each team is following the guidelines, in addition to the manager and SKATE coordinators.

Open Forum:

Scott Sanders president of the Girls Hockey Boosters is requesting \$20,000 for the new year. Last year they used the money to improve the Girls High School locker room for film review and some new lighting, this will all be used for future years. The money also went towards some travel, replacement of some of the items, strength training coach, and they participated in a Wounded Warriors tournament as well. This year, they are trying to plan like they will be playing the whole season, other fundraising efforts have been cut back due to MHSL and district restraints. Coach Guider provided some additional information, offered girls help whenever needed and Blue Line Buddies, hoping to still do, but may not be able to due to COVID. May have to get creative with making those connections. Brad will follow up once the board has discussed.

Open forum closed with no further items.

Ice Scheduler: Bill asked for the team declarations so that he can start working on practice ice for the teams. The ice planning meeting is supposed to be on 10/24/2020 for D10. Bill has ice information from Fogerty and NSC and will only be scheduling the first block of ice, through the first part of November, in anticipation of whether or not there will be a High School season. Sounds like D10 wants all ice sent in and then they will be using a software o schedule, more to come this month. Jed asked to clarify ice for the Cubs at the Super Rink and he will follow up. This will be Bill's last year as the Ice Scheduler, would be great to find a replacement that can shadow Bill through the season and the processes that he follows.

Volunteer Coordinator: First set is all set and filled. Next chunk will go out tomorrow. Had to do some follow up with some people to update their registration. People are not registering before they claim the DIBs items.

Registrar: Nancy is in the process of getting all coaches and on ice folks set up before tryouts start. Few people on the board still need all their volunteer requirements met as she needs to send in by 9/30/2020. Nancy has to send volunteer roster to D10, and they may be checking that, so we need to follow up and make sure everyone registers as a volunteer on the website. Lindsay will follow up with volunteers as needed.

Fundraising Coordinator: No report

Girls Traveling Coordinator: No report

Boys Traveling Coordinator: No report

In-House: No report

S.K.A.T.E. Coordinator: No report

Recruitment & Retention Coordinator: No report

Sponsorship Coordinator: This is ongoing, we lost 6, but gained three new ones. Most want to sponsor, but due to current financial climate they are not able to this year.

Boys & Girls Tournament Coordinators: No Report

Concussion Coordinator: Looking for something to offer for those that need a baseline test.

Girls Traveling Director: still need some coaches and assistant coaches and a girl's coordinator, please make sure to go online and register. Pre-skates are happening as we speak and will continue through the week. Ready to go for tryouts and the new season.

Boys Traveling Director: pre-skates have started and will continue this week. Evaluators are all set up for try-outs that get started this week on Thursday. Working through some coaches for this year, apply if interested. Erick mentioned that all try-out scrimmages need to be tracked/rostered for all who will be attending those. Evaluators will need to come early to get set up on team genius.

In-House Director: Jed reported Academy is underway, they have 130 kids at all levels. 160 kids signed up for MITEs so far and 41 for cubs for the winter season. Registration will stay open until October 2nd. If you are interested in coaching please apply online. Still working on the Cubs schedule and will get it out there as soon as it is finalized.

Hockey Director: working on what packages that we can offer for off ice training for teams at Acceleration and Pursuit Fitness. Hopefully we can get some tools like Huddle up and running or coaches and teams. Looking still at who will get budgeted training and the timing of that.

Equipment Director: Sebastian reported that equipment is looking good, waiting for a few pucks to show up still.

Charitable Gambling Report: \$100,000 donation for the month of August. Pull tabs open everywhere, one BINGO (at Wild Bills), and one meat raffle (at Old Piper) is open. Bingo will be started back up at Broadway, there will be reservations requested. Clive's will start BINGO on 10/20/2020, by reservation only.

Still waiting to hear back from the gambling control board to pay back the 90,00 loan. This last week the gambling control board was out, and spot checked the three locations and said that everything looked good, and they would follow up with Suzanne, she has yet to hear from them. New format for the gambling information, moving forward. Suzanne requested that she get the meeting minutes prior to the meeting so that she can spot check and confirm that there are no issues.

Motion made (Jeff Meister) second (Aaron Lewiki) to approve the August 2020 charitable gambling report. Motion carried. (Report attached)

Motion made (Jeff Meister) second (Aaron Lewiki) to approve the October 2020 proposed expenditures of \$430,500. Motion carried. (report Attached)

Old Business: No old business to report

New Business: Still have a few spots for coordinators, if you are interested or have questions, please reach out.

Motion made (Jed Rohlf) second (Sebastian Canevari) to close the session. Motion carried.

Session closed at 7:50pm

Closed Session | No Closed Session

Exhibit A: Charitable Gambling Report

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

CONSOLIDATED

	1 Month Ended Aug. 31, 2020	5 Months Ended Aug. 31, 2020
RECEIPTS		
INTEREST INCOME	\$ 13.13	\$ 26.38
PULL TAB RECEIPTS	1,187,469.00	3,130,344.00
E-TAB RECEIPTS	468,252.50	1,292,412.00
E-BINGO RECEIPTS	3,769.00	13,291.00
PADDLETICKET RECEIPTS	2,220.00	5,400.00
BINGO RECEIPTS	16,133.00	23,142.00
TOTAL RECEIPTS	1,677,856.63	4,464,615.38
COST OF SALES		
PULL TAB PRIZES	1,001,702.00	2,633,546.00
E-TAB PRIZES	402,053.85	1,109,603.50
E-BINGO PRIZES	3,203.65	11,297.35
PADDLETICKET PRIZES	1,480.00	3,600.00
BINGO PRIZES	13,555.00	22,766.00
PULL TAB EXPENSE	11,810.24	30,832.41
PADDLETICKET EXPENSE	0.00	59.46
TOTAL COST OF SALES	1,433,804.74	3,811,704.72
GROSS PROFIT	244,051.89	652,910.66
OPERATING EXPENSES		
WAGES & PAYROLL TAXES	20,002.95	59,794.54
ACCOUNTING EXPENSE	1,058.25	3,823.25
CASH SHORT/OVER	482.20	1,075.46
CASH SHORT REIMBURSED	0.00	(278.49)
E-TAB REVENUE SHARING	29,168.10	47,118.57
E-BINGO PROVIDER FEE	137.53	295.36
OFFICE & POSTAGE	1,605.71	14,327.01
GAMBLING EQUIPMENT	260.69	1,042.76
LOCAL GAMB TAX -10%	0.00	21,926.68
MN COMB REC TAX	68,759.79	169,277.00
MN 8.5% TAX	0.00	820.55
REGULATORY FEE	2,231.21	4,751.45
RENT EXPENSE	14,562.25	30,337.26
TOTAL EXPENSES	138,268.68	354,311.40
NET OPERATING INCOME (LOSS)	105,783.21	298,599.26
LAWFUL PUROSE EXPENSES		
DONATION	100,000.00	120,000.00
TOTAL LAWFUL PURPOSE EXPENSES	100,000.00	120,000.00
NET INCOME (LOSS)	\$ 5,783.21	\$ 178,599.26

SEE INDEPENDENT ACCOUNTANTS' COMPILATION REPORT

Exhibit B: Next Months Estimated Expenditures

ESTIMATED GAMBLING EXPENSES

The Gambling Manager reported the following summary of October 2020, estimated expenses:

ALLOWABLE OPERATING EXPENSES	ESTIMATED
Purchase of Games	\$15,000.00
Meat Packages for Paddlewheel	\$3,000.00
Gift Cards for Paddlewheel	\$4,000.00
Rent	\$20,000.00
Wages, Taxes and Fees	\$30,000.00
Accounting Expenses	\$6,000.00
Game Cash Shortages	\$1,000.00
E-Tab Revenue Share	\$40,000.00
E-Bingo Provider Fee	\$1,000.00
Office Supplies, Postage	\$3,000.00
Gambling Equipment	<u>\$1,000.00</u>
SUB TOTAL	\$124,000.00
TAXES AND CONTRIBUTIONS	
Local Gambling Tax 10%	\$50,000.00
MN Combined Tax	\$100,000.00
MN 8.5% Tax	\$1,500.00
Regulatory Fee	\$5,000.00
Contributions	<u>\$150,000.00</u>
SUB TOTAL	<u>\$306,500.00</u>
GRAND TOTAL	\$430,500.00

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

August-20

REVENUES	255,862	BEGINNING PROFIT CARRYOVER	221,679.50
EXPENSES	(250,079)	PROFIT CARRY OVER +/-	<u>5,783.21</u>
NET INCOME	<u>5,783</u>	ENDING PROFIT CARRYOVER	<u>227,462.71</u>

Pulltabs (Net)		Percentage of income
OLE PIPER INN	89,406	
BROADWAY PIZZA	8,522	
WILD BILLS	64,618	
CLIVE'S	<u>23,221</u>	
	165,767	72.60%

Etabs		
OLE PIPER INN	21,288	
BROADWAY PIZZA	17,580	
WILD BILLS	27,331	
CLIVE'S	-	
	<u>66,199</u>	25.87%

E-Bingo		
OLE PIPER INN	183	
BROADWAY PIZZA	56	
WILD BILLS	328	
CLIVE'S	-	
	<u>565</u>	0.22%

Sports Tipboard		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>-</u>	0%

Paddlewheel		
OLE PIPER INN	740	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>740</u>	0.29%

Bingo		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	2,578	
CLIVE'S	-	
	<u>2,578</u>	1.01%

Raffle		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	-	
	<u>-</u>	0%

Interest	13	
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Net Revenues 255,862

Taxes	
MN COMBINED RECEIPTS	68,760
MN 8.5%	-
REGULATORY BOARD FEE	2,231
LICENSE & PERMITS	-
LOCAL 10%	-
FEDERAL UBIT	-
STATE UBIT	-
	<u>70,991</u>

Total allowable expenses	
GAMES PURCHASED	11,810
COMPENSATION & TAXES	20,003
PENALTIES & INTEREST	-
ACCOUNTING	1,058
BOND	-
ETAB REV SHARING	28,168
EBINGO PROVIDER FEE	138
RENT	14,562
OFFICE & SUPPLIES	1,866
CASH SHORT	482
CASH SHORT REIMB	-
	<u>79,088</u>

Donations	
Donation	100,000
	<u>100,000</u>

Expenses 250,079

BLAINE YOUTH HOCKEY ASSOCIATION
 GAMBLING REPORT SUMMARY

August-20

	OLE PIPER INN	BROADWAY PIZZA	WILD BILLS	CLIVE'S	TOTAL
GROSS RECEIPTS	714,974.00	205,843.50	594,346.00	162,680.00	1,677,843.50
PRIZES PAID	603,357.15	179,686.45	499,491.90	139,459.00	1,421,994.50
NET RECEIPTS	111,616.85	26,157.05	94,854.10	23,221.00	255,849.00
PRIZE PAYOUT %	84%	87%	84%	86%	85%
GAME CLOSED	102	12	68	37	219
INTEREST EARNED	4.86	3.02	3.55	1.70	13.13
EXPENSES	25,331.25	17,304.00	28,657.86	7,794.81	79,087.92
TAXES PAID	32,293.59	8,501.94	23,865.26	6,330.21	70,991.00
NET PROFIT	53,996.87	354.13	42,334.53	9,097.68	105,783.21
		YTD NET PROFIT	178,599.26		
		YTD CONTRIBUTIONS	120,000.00		

Exhibit D: Meeting Attendees

Attendees	Attendees	Attendees
+13202127858	Joe gratz	Canevari, Sebastian
+16128591195	Loren Bayer	Chris Fore
+17632343111	Mike Tyra	Jason Kacures
Chris Pahl	Nancy Manthis	Jeff Meister
christy wagner	Nick Jacoby	loren bayer
Ian George	Scott Sandberg	Neal Verhulst
Ian George	Sue Schwark	Renato F Japor
Ian George	Canevari, Sebastian	Suzanne
Ian	Chris Fore	
	Jason Kacures	