

BYHA Monthly Meeting Minutes
When: September 18th, 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 – getting ready for the season, Sara has done a great job getting the volunteer hours posted. They are looking good so far, everything is full through this weekend and only one email has gone out. Manager meeting is a work in progress, date, time, and place are set. Working on getting food pre-ordered for tryouts.

The following motions were made between the August and September meetings:

- Motion made by Neal Verhulst to name Jake Geisler as the Girls Coordinator, seconded by Lindsay Axelrod, motion passed.
- Motion made by Jed Rohlf to name Deni Sanders as the 2nd In House Coordinator, Bob Wilkerson as the Sponsorship Coordinator, and Jason Hesperen as the assistant Treasurer, seconded by Chris Pahl, motion passed.
- Motion made by Jason Kacures to name Sam Ourada the squirt coordinator, seconded by Chris Pahl, motion passed.
- Motion made by Lindsay Axelrod to donate \$500 for the Blaine High School Football program ad, seconded by Ron Leathers, motion passed.
- Motion made by Brad Keogh to donate \$2000 for Goals for Kids (D10), seconded by Jason Kacures, motion passed.
- Motion made by Ron Leathers to support 2 BYHA families that have Peewee Skaters, seconded by Jason Kacures, motion passed.
- Motion made by Ron Leathers to support a BYHA family with an incoming U10 skater, seconded by Jason Kacures, motion passed.

Motion made (Lindsay Axelrod) second (Jason Kacures) to approve the August 21st, 2023, meeting minutes. Motion passed.

Treasurer's Report: Ron Leathers – Charitable gambling and program registrations were the primary sources of income this month, accounting for \$50,000 and \$9,896, respectively.

Expenditures were light again this month, with charitable gambling expenditures accounting for the majority of spending. Overall net revenue increased by \$37,596 this month.

Vice President's Report: Brad Keogh - Just getting ready for the tryout season to begin this weekend. Working with the high school teams to coordinate help!

President's Report: Jeff Meister - getting things ready for tryouts and D10 meetings. The next three weeks are going to be super busy!

Open Forum:

- A. Blaine High School Robotics - \$3000 Requested Donation
- B. Foundations Christina Academy – TBD
- C. Blaine Nordic Ski Team Booster Club - \$4000 Requested Donation

D. Barn Stats – Jerry Anderson

E. Blaine High School Hockey Boosters – \$50,000 Requested Donation

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 Leterski – working on manager meeting PowerPoint for this year.

Volunteer Coordinator: Sarah Kathman – getting everything loaded for tryouts, working in bunches as people claim the ones out there.

Registrar: Nancy M – busy working through registrations and getting players, board, coordinators, and coaches all set for the season. Calling out that locker room monitor must be in the locker room this year. Needs list of tryout volunteers and training partners.

Recruitment & Retention Coordinator: Greg Schutte – Taste of Hockey has been great this year! 35 kids the first session, 45 kids the second session, and 50 total are expected tomorrow, of those kids, 68 unique kids and some have already signed up for hockey. Thank you to Jed and Jason for all of your one ice help and orange pushers are great additions this year!

Girls High School Coordinator: Jesse Sullivan– having a few conversations with the high school teams to get Blue Line Buddies streamlined and electronic moving forward. The biggest thing I learned last year was that the manual process is hard and messy, so I'm looking forward to these updates.

Boys High School Coordinator: Neal Verhulst - No update

Fundraising Coordinator: Cami Mertz. - No update

Sponsorship Coordinator: Bob Wilkerson – Going slower than he would like, 10 commitments, 5 checks. Looking to have 15 by the end of the week. I wanted to point out that the website has not been updated since last year.

Boys & Girls Tournament Coordinators: Julie Verhulst and Nancy Burley– both girls and boys are all done, and hotels are ready to go, looking for a Peewee A, but we may not need that based on what we do for teams.

Concussion Coordinator: Laura Zachman – confirmed dates with Tria, she is waiting on Roosevelt to confirm dates

Apparel Coordinator: Allie Hasling reported – No update

Tournament Coordinator (hosted) - Chris Fore - teams are set, USA hockey is set, waiting to hear back from Tom N on refs. Hotels are set to go and then asking for sponsorships is in the works. Next step is logistics.

Girls Traveling Director: Neal V. reported – Pre-skates start tomorrow. Tournaments and hotels are booked and ready to go! 10U 33 skaters and 3 goalies (10A, 10B, and 10B2), 12U and 15U are being finalizing the numbers and players that we have. We will be finalizing numbers and looking at options for players. Top players for 12's could move to 15's or other associations, but it will have to wait for the end all associations tryouts to determine what the final decision will be.

Boys Traveling Director: Jason K. reported – evaluators are locked in. Pre-skates for peewees and bantams have started. Still looking for an AA peewee opponent for our tryout scrimmage and still looking for a non-

parent coach for Squirt A. We will have 5 Peewee teams, not sure yet, how it will work quite yet, for sure we will have a AA, B1, B2, and C...will get rid of the A or a B2 team. Bantams will have 6 teams AA, A, B1, and 3 B2's. Squirts will be A, 2 B1, 2 B2's and a C.

In-House Director: Jed Rohlf reported that we have 151 (44 girls) kids signed up for In-house and 64 (30 are girls) signed up for cubs. Looking to get that in house number up to 220. 7 full ice games this year and 0 ¾ games, all full ice needs to be after January first and D10 is scheduling them. Working hard on getting evaluators set up for initiation skates and getting rosters set for initiation skates.

Equipment Director: Chris Phl reported that 63 equipment vouchers this year and only 90 total from last year. Pictures are 11/9 for traveling and 12/4 for in house, all at the NSC. Otherwise, all set for the season.

Hockey Director: Rick J. reported that he and Jeff attended the hockey director conference. The biggest take home is that Blaine has a pretty robust training program. Training for this year will be on Monday's again and Rick working with Kathy to get those set up. Rick met with all training partners and they are all updating their programming based on our survey feedback.

Charitable Gambling Report: Suzanne S. reported that the gambling contribution for August was \$80,000. Audit is done, but she has not seen it yet, hoping to see it in the next few days. Purse BINGO tomorrow! Few changes in the expenditure report for Ole Pipe since we are paying them rent and then some changes to the etab expentures so we are better covered.

Motion made (Rick Japor) second (Brad Keogh) to approve the August 2023 charitable gambling report. Motion passed.

Motion made (Lindsay Axelrod) second (Brad Keogh) to approve the September 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 (Jason Kacures) seconded by (Lindsay Axelrod) to close the session. Motion passed.

Session closed at 8:38 pm.

Exhibit A: Charitable Gambling Report

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

CONSOLIDATED

	1 Month Ended Aug. 31, 2023		1 Month Ended Aug. 31, 2022		5 Months Ended Aug. 31, 2023		5 Months Ended Aug. 31, 2022	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 9.27	0.00	\$ 10.59	0.00	\$ 38.77	0.00	\$ 46.35	0.00
PULL TAB RECEIPTS	1,096,848.00	46.61	1,235,997.00	50.79	5,379,506.00	46.35	6,277,838.00	54.17
E-TAB RECEIPTS	1,195,115.75	50.79	1,141,928.00	46.92	5,942,037.25	51.20	5,053,337.25	43.61
B-BINGO RECEIPTS	24,633.10	1.05	14,785.75	0.61	106,836.60	0.92	74,256.00	0.64
PADDLETICKET RECEIPTS	2,670.00	0.11	2,640.00	0.11	15,810.80	0.14	12,720.00	0.11
BINGO RECEIPTS	<u>33,949.00</u>	<u>1.44</u>	<u>38,404.00</u>	<u>1.58</u>	<u>162,007.00</u>	<u>1.40</u>	<u>170,107.00</u>	<u>1.47</u>
TOTAL RECEIPTS	2,353,225.12	100.00	2,433,765.34	100.00	11,606,235.62	100.00	11,588,304.60	100.00
COST OF SALES								
PULL TAB PRIZES	942,826.00	40.07	1,035,837.00	43.38	4,581,172.44	39.47	5,328,158.00	45.98
E-TAB PRIZES	1,023,171.10	43.48	992,388.95	40.78	5,156,518.20	44.43	4,408,363.75	38.04
B-BINGO PRIZES	20,938.12	0.89	12,567.88	0.52	90,811.06	0.78	63,117.53	0.54
PADDLETICKET PRIZES	1,600.00	0.07	1,760.00	0.07	10,360.00	0.09	7,760.00	0.07
BINGO PRIZES	29,972.69	1.27	29,255.66	1.20	134,502.26	1.16	137,077.56	1.18
PULL TAB EXPENSE	14,758.51	0.63	15,508.05	0.64	73,363.84	0.63	80,771.66	0.70
PADDLETICKET EXPENSE	68.29	0.00	0.00	0.00	68.29	0.00	131.77	0.00
BINGO PAPER SUPPLY	<u>203.55</u>	<u>0.01</u>	<u>0.00</u>	<u>0.00</u>	<u>203.55</u>	<u>0.00</u>	<u>1,087.34</u>	<u>0.01</u>
TOTAL COST OF SALES	2,033,538.26	86.41	2,107,317.54	86.59	10,046,999.64	86.57	10,026,467.61	86.52
GROSS PROFIT	319,686.86	13.59	326,447.80	13.41	1,559,235.98	13.43	1,561,836.99	13.48
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	19,518.11	0.83	23,057.34	0.95	123,924.50	1.07	128,890.70	1.11
ACCOUNTING EXPENSE	1,145.00	0.05	1,090.00	0.04	5,725.00	0.05	5,450.00	0.05
CASH SHORT/OVER	535.53	0.02	180.03	0.01	1,710.48	0.01	2,013.24	0.02
CASH SHORT REIMBURSED	(262.63)	(0.01)	0.00	0.00	(297.94)	(0.00)	(170.51)	(0.00)
E-TAB REVENUE SHARING	54,605.49	2.32	46,576.07	1.91	256,490.45	2.21	207,945.68	1.79
E-BINGO PROVIDER FEE	587.96	0.02	331.55	0.01	2,637.48	0.02	1,676.80	0.01
ADVERTISING EXPENSE	0.00	0.00	260.00	0.01	1,144.00	0.01	1,560.00	0.01
OFFICE & POSTAGE	1,746.05	0.07	903.95	0.04	32,313.73	0.28	12,533.17	0.11
LOCAL GAMB TAX -10%	0.00	0.00	0.00	0.00	46,306.37	0.40	61,929.59	0.53
MIN COMB REC TAX	76,518.36	3.25	85,081.02	3.50	543,625.57	4.68	549,433.04	4.74
MIN 8.5% TAX	422.12	0.02	615.64	0.03	3,204.62	0.03	3,152.05	0.03
REGULATORY FEE	2,947.52	0.13	3,074.34	0.13	14,754.81	0.13	14,432.91	0.12
RENT EXPENSE	<u>44,129.92</u>	<u>1.88</u>	<u>22,515.76</u>	<u>0.92</u>	<u>155,165.80</u>	<u>1.34</u>	<u>107,521.08</u>	<u>0.93</u>
TOTAL EXPENSES	201,893.43	8.58	183,685.70	7.55	1,186,704.87	10.22	1,096,367.75	9.46
OPERATING INCOME	117,793.43	5.01	142,762.10	5.87	372,531.11	3.21	465,469.24	4.02
LAWFUL PURPOSE EXPENSES								
DONATION	0.00	0.00	100,000.00	4.11	230,000.00	1.98	460,000.00	3.97
ORG LICENS / 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	0.00	0.00	100,000.00	4.11	231,050.00	1.99	461,050.00	3.98
NET INCOME (LOSS)	\$ 117,793.43	5.01	\$ 42,762.10	1.76	\$ 141,481.11	1.22	\$ 4,419.24	0.04

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!

Updated September 2023

Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

August-23

REVENUES	334,717
EXPENSES	(216,924)
NET INCOME	<u>117,793</u>

BEGINNING PROFIT CARRYOVER	160,708.99
PROFIT CARRY OVER +/-	<u>117,793.43</u>
ENDING PROFIT CARRYOVER	<u>278,502.42</u>

		Percentage of income
Pulltabs (Net)		
OLE PIPER INN	66,997	
BROADWAY PIZZA	9,724	
WILD BILLS	51,081	
CLIVE'S	<u>26,220</u>	
	164,022	48.02%
Etabs		
OLE PIPER INN	52,162	
BROADWAY PIZZA	43,930	
WILD BILLS	47,323	
CLIVE'S	<u>28,640</u>	
	171,945	51.37%
E-Bingo		
OLE PIPER INN	1,151	
BROADWAY PIZZA	1,263	
WILD BILLS	955	
CLIVE'S	<u>326</u>	
	3,695	1.10%
Sports Tipboard		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
Paddlewheel		
OLE PIPER INN	1,070	
BROADWAY PIZZA		
WILD BILLS		
CLIVE'S	<u></u>	
	1,070	0.32%
Bingo		
OLE PIPER INN	94	
BROADWAY PIZZA	336	
WILD BILLS	2,455	
CLIVE'S	<u>1,091</u>	
	3,976	1.19%
Raffle		
OLE PIPER INN		
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
Interest	9	

Taxes	
MN COMBINED RECEIPTS	76,618.36
MN 8.5%	422.12
REGULATORY BOARD FEE	2,947.62
LICENSE & PERMITS	
LOCAL 10%	-
FEDERAL UBIT	
STATE UBIT	<u>-</u>
	79,888.00
Total allowable expenses	
GAMES PURCHASED	15,030.36
COMPENSATION & TAXES	19,518.11
PENALTIES & INTEREST	
ACCOUNTING	1,145.00
BOND	
ETAB REV SHARING	54,606.40
EBINGO PROVIDER FEE	587.96
RENT	44,129.92
OFFICE & SUPPLIES	1,746.05
CASH SHORT	535.53
CASH SHORT REIMB	(262.63)
REPAIRS & MAINTENANCE	<u>-</u>
	137,036.78
Donations	
Donation	<u>-</u>

Net Revenues 334,717.21

Expenses 216,923.78

BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY

August-23

	OLE PIPER INN	BROADWAY PIZZA	WILD BILLS	CLIVE'S	TOTAL
GROSS RECEIPTS	899,896.25	427,897.80	717,916.00	307,505.80	2,353,215.85
PRIZES PAID	778,432.07	372,645.40	616,101.95	251,328.49	2,018,507.91
NET RECEIPTS	121,464.18	55,252.40	101,814.05	56,177.31	334,707.94
PRIZE PAYOUT %	87%	87%	86%	82%	86%
GAME CLOSED	96	6	66	37	205
INTEREST EARNED	3.43	2.13	2.50	1.21	9.27
EXPENSES	44,683.05	34,763.24	37,956.99	19,632.50	137,035.78
TAXES PAID	27,008.61	18,284.63	24,925.74	9,669.02	79,888.00
NET PROFIT	49,775.95	2,206.66	38,933.82	26,877.00	117,793.43
		YTD NET PROFIT	141,481.11		
		YTD CONTRIBUTIONS	230,000.00		

Exhibit D - Attendees: See Attached

Online attendees: None, there was a connection issue.

BYHA MONTHLY BOARD MEETING SIGN-IN (PLEASE PRINT YOUR NAME)	
DATE: 9/18/2023	
1	Jerry Anderson 21
2	Krissy Iverson 22
3	Sara Kathman 23
4	Hayley Audette 24
5	St Peterson 25
6	Shannon Lawson 26
7	Shannon Schutte 27
8	Ben Sanders 28
9	Ex Sporn 29
10	Chris Face 30
11	Jenny Miller, Nordic 31
12	Steve Bethel 32
13	Jason Hesper 33
14	Jason Kozemuch 34
15	Heather Caven 35
16	Sarah Lindholm 36
17	Liam Peck 37
18	Eric Lindholm 38
19	39