

## BYHA Monthly Meeting Minutes

When: July 18<sup>th</sup>, 2022 at 7:00 pm

Where: Fogerty Conference Room and Online via Microsoft Teams

**Present:** Brad Keogh, Jed Rohlf, 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) second (Brad Keogh) to approve the agenda for tonight's meeting. Motion passed.**

**Secretary's Report:** Lindsay A – Absent

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

- Motion made by Jason Kacures to name Luke Van Ashe as the AA Pee wee Coach for the 2022-23 season, seconded by Neal Verhulst, motion passed.
- Motion made by Jed Rohlf to donate \$3000 to the Blaine High School Cheer Team, seconded by Neal Verhulst, motion passed.
- Jason made the motion to donate \$1000 to MN Warrior Hockey, seconded by Rick Japor, motion passed.
- Motion made by Chris Pahl to purchase 250 practice jerseys at a cost not to exceed \$4500, seconded by Jason Kacures, motion passed.
- Motion made by Chris Pahl to order 350 home and 350 away jocks for the upcoming season at a cost not to exceed \$7000, seconded by Jason Kacures, motion passed.
- Motion made by Lindsay Axelrod to to donate \$1500 to the Soderville/Blaine 12U Busch Softball team for Nationals, seconded by Jason Kacures, motion passed.
- Motion made by Chris Pahl to replace Mite evaluation pinnies, by purchasing 300 numbered reversible pinnies, with a cost not to exceed \$9000, seconded by Jed Rohlf, motion passed.

**Treasurer's Report:** Ron Leathers reported – Primary expenditures during the month were Tournament signups (\$46,869.34) and charitable donations (\$24,265.77). Charitable gambling continues to be the primary source of revenue and on pace with last year's record levels. Registrations for Summer Academy (\$5,413), tournament income (\$4,641) and collections from 21-22 traveling season (\$3,223) provided additional income. We continue to use rink reserves to support working capital but have cut the balance in half. We are still on pace to fully replenish the rink reserves in July.

**Vice President's Report:** Brad Keogh reported he is finalizing Summerfest: Food truck is booked, players are finalized, t-shirts are in, just working out details. Nick's Charity will be the focus for this and coming years. Still need to get water, games, and autographs will be outside after ice sessions. Then just getting ready for the upcoming season and tryouts.

**President's Report:** Jeff Meister reported – D10/MN Hockey: The girl's stuff did go through. Associations with 13's can play 12's if there is not a 15U team. Registration is open and we are just planning for the upcoming season.

**Open Forum:** None

**Ice Scheduler:** Kathy Brodzinski reported: wants to talk through what each team needs across the levels and get ahead of ice scheduling. Turn on notification for Kathy when Heather makes changes to tournament schedules. Kathy would like to be at the manager meeting for this season.

**Girls Traveling Coordinator:** Katie Van Asch – No update

**Boys Traveling Coordinator:** Bryan Guse, TJ Brown, Chris Fore. – no update

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

**Academic Banquet Coordinators:** Shannon Shutte. reported – working on new program name.

**Goalie Coordinator:** Jermaine Davis reported - No update

**Coaching Coordinator:** Jon Jonassen – No report

**Volunteer Coordinator:** Christy Resop - No report

**Registrar:** Nancy M. – No report.

**Recruitment & Retention Coordinator:** Greg Schutte – Working on recruitment activities, daycares. Working on a lessons learned for the parade.

**High School Coordinator:** Jesse Sullivan – No Update

**Fundraising Coordinator:** Cami Mertz. - No update

**Sponsorship Coordinator:** Tim C. - No Update

**Boys & Girls Tournament Coordinators:** Heather Feroni reported –

**Concussion Coordinator:** Laura Zachman– No Update

**Apparel Coordinator:** Jody Dahlk reported – No Update

**Tournament Coordinator (hosted) -** Chris Fore - 7 PWB2 teams – 1 team short of shutting that one down, 5 PWC teams, and 3 12A teams, and 5 12B teams signed up for our hosted tournaments. Worried about the 12A, so Chris is going to work to advertise more.

**Girls Traveling Director:** Neal V. reported – 13U will not affect us, as we will have a 15U team. It will make it interesting. Working with Heather on a few tournament changes, the 12B's have two out of town in November, trying to change that up for families. Finalizing coaches and levels for the season.

**Boys Traveling Director:** Jason K. reported – working on evaluators for tryouts. Finalizing squirt A non-parent coach. Requiring coaches for the season.

**In-House Director:** Jed Rohlf reported that Academy Fall session starts next week. Jerseys have been ordered. Initiation schedules have been updated. Cubs schedule will be finalized tonight.

**Equipment Director:** Chris Pahl reported – everything is in or ordered and will be in stock before tryouts end. Working on getting together team stuff together for the season.

**Hockey Director:** Rick J. reported that – pre-tryout camp registration opened this week. Hartzel and Traditions will be running the camp.

**Charitable Gambling Report:** Suzanne S. reported that the contribution for JUNE is \$80,000. Not much else going on, business as usual! Last month there was a fund loss at Wild Bills, the association paid it to gambling to avoid the police report. Not sure what happened, it was taken out of the safe a couple of times, she must of dropped it or something. Asked Wild Bills for the footage, but that didn't provide any additional details. Looking into adding cameras to the booths.

**Motion made (Jason Kacures) second (Brad Keogh) to approve the June 2022 charitable gambling report. Motion passed.**

**Motion made (Ron Leathers) second (Jason Kacures) to approve the August 2022 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 (Ron Leathers) to close the session. Motion passed.**

Session closed at 7:27 pm.

**Exhibit A: Charitable Gambling Report**

**BLAINE YOUTH HOCKEY ASSOCIATION  
STATEMENT OF REVENUES  
AND EXPENSES - REGULATORY BASIS  
FOR THE PERIOD THEN ENDED  
June 30, 2022 and 2021**

**CONSOLIDATED**

	1 Month Ended Jun. 30, 2022	Pct	1 Month Ended Jun. 30, 2021	Pct	3 Months Ended Jun. 30, 2022	Pct	3 Months Ended Jun. 30, 2021	Pct
<b>RECEIPTS</b>								
INTEREST INCOME	\$ 8.29	0.00	\$ 8.69	0.00	\$ 27.19	0.00	\$ 27.12	0.00
PULL TAB RECEIPTS	1,190,003.00	55.13	1,161,958.00	59.30	3,830,751.00	57.22	3,730,844.00	61.65
E-TAB RECEIPTS	921,465.25	42.69	756,358.00	38.60	2,714,033.25	40.54	2,212,134.75	36.55
E-BINGO RECEIPTS	11,938.50	0.55	8,484.50	0.43	44,734.00	0.67	27,476.00	0.45
PADDLETICKET RECEIPTS	2,280.00	0.11	2,490.00	0.13	7,230.00	0.11	6,810.00	0.11
BINGO RECEIPTS	<u>32,945.00</u>	<u>1.53</u>	<u>30,251.00</u>	<u>1.54</u>	<u>98,287.00</u>	<u>1.47</u>	<u>74,654.00</u>	<u>1.23</u>
<b>TOTAL RECEIPTS</b>	<b>2,158,640.04</b>	<b>100.00</b>	<b>1,959,550.19</b>	<b>100.00</b>	<b>6,695,062.44</b>	<b>100.00</b>	<b>6,051,945.87</b>	<b>100.00</b>
<b>COST OF SALES</b>								
PULL TAB PRIZES	1,010,984.00	46.83	990,338.00	50.54	3,246,972.00	48.50	3,166,282.00	52.32
E-TAB PRIZES	796,312.20	36.89	673,729.80	34.38	2,358,851.20	35.23	1,954,260.90	32.29
E-BINGO PRIZES	10,147.71	0.47	7,211.81	0.37	38,023.85	0.57	23,354.56	0.39
PADDLETICKET PRIZES	1,520.00	0.07	1,460.00	0.07	4,100.00	0.06	4,340.00	0.07
BINGO PRIZES	26,780.75	1.24	20,884.00	1.07	80,698.78	1.21	56,775.00	0.94
PULL TAB EXPENSE	14,041.19	0.65	13,618.78	0.69	48,973.10	0.73	42,286.90	0.70
PADDLETICKET EXPENSE	43.92	0.00	65.88	0.00	131.77	0.00	131.76	0.00
BINGO PAPER SUPPLY	<u>1,049.84</u>	<u>0.05</u>	<u>68.56</u>	<u>0.00</u>	<u>1,087.34</u>	<u>0.02</u>	<u>1,062.68</u>	<u>0.02</u>
<b>TOTAL COST OF SALES</b>	<b><u>1,860,879.61</u></b>	<b><u>86.21</u></b>	<b><u>1,707,376.83</u></b>	<b><u>87.13</u></b>	<b><u>5,778,838.04</u></b>	<b><u>86.31</u></b>	<b><u>5,248,493.80</u></b>	<b><u>86.72</u></b>
<b>GROSS PROFIT</b>	<b>297,760.43</b>	<b>13.79</b>	<b>252,173.36</b>	<b>12.87</b>	<b>916,224.40</b>	<b>13.69</b>	<b>803,452.07</b>	<b>13.28</b>
<b>OPERATING EXPENSES</b>								
WAGES & PAYROLL TAXES	26,429.98	1.22	32,453.91	1.66	82,294.99	1.23	72,978.74	1.21
ACCOUNTING EXPENSE	1,090.00	0.05	2,120.00	0.11	3,270.00	0.05	2,972.50	0.05
CASH SHORT/OVER	532.66	0.02	348.12	0.02	1,330.42	0.02	(535.22)	(0.01)
CASH SHORT REIMBURSED	(100.07)	(0.00)	0.00	0.00	(170.51)	(0.00)	0.00	0.00
E-TAB REVENUE SHARING	34,437.77	1.60	31,650.67	1.62	119,807.85	1.79	88,392.30	1.46
E-BINGO PROVIDER FEE	246.63	0.01	173.73	0.01	1,076.66	0.02	727.47	0.01
ADVERTISING EXPENSE	520.00	0.02	0.00	0.00	1,040.00	0.02	247.50	0.00
INSURANCE EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	129.00	0.00
OFFICE & POSTAGE	1,656.48	0.08	5,735.21	0.29	10,157.35	0.15	8,826.79	0.15
GAMBLING EQUIPMENT	0.00	0.00	521.38	0.03	0.00	0.00	521.38	0.01
LOCAL GAMB TAX -10%	0.00	0.00	0.00	0.00	35,029.96	0.52	38,831.17	0.64
MN COMB REC TAX	104,360.80	4.83	103,284.99	5.27	354,201.89	5.29	308,225.83	5.09
MN 8.5% TAX	347.26	0.02	526.15	0.03	1,947.84	0.03	2,241.46	0.04
REGULATORY FEE	2,611.94	0.12	2,637.86	0.13	8,660.27	0.13	7,692.71	0.13
RENT EXPENSE	<u>19,171.18</u>	<u>0.89</u>	<u>16,764.53</u>	<u>0.86</u>	<u>63,611.31</u>	<u>0.95</u>	<u>50,634.65</u>	<u>0.84</u>
<b>TOTAL EXPENSES</b>	<b><u>191,304.63</u></b>	<b><u>8.86</u></b>	<b><u>196,216.55</u></b>	<b><u>10.01</u></b>	<b><u>682,258.03</u></b>	<b><u>10.19</u></b>	<b><u>581,886.28</u></b>	<b><u>9.61</u></b>
<b>OPERATING INCOME</b>	<b>106,455.80</b>	<b>4.93</b>	<b>55,956.81</b>	<b>2.86</b>	<b>233,966.37</b>	<b>3.49</b>	<b>221,565.79</b>	<b>3.66</b>
<b>LAWFUL PURPOSE EXPENSES</b>								
DONATION	80,000.00	3.71	80,000.00	4.08	260,000.00	3.88	250,000.00	4.13
ORG LICENSE / FEES	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>1,050.00</u>	<u>0.02</u>	<u>0.00</u>	<u>0.00</u>
<b>TOTAL LAWFUL PURPOSE EX</b>	<b><u>80,000.00</u></b>	<b><u>3.71</u></b>	<b><u>80,000.00</u></b>	<b><u>4.08</u></b>	<b><u>261,050.00</u></b>	<b><u>3.90</u></b>	<b><u>250,000.00</u></b>	<b><u>4.13</u></b>
<b>NET INCOME (LOSS)</b>	<b>\$ <u>26,455.80</u></b>	<b><u>1.23</u></b>	<b>\$ <u>(24,043.19)</u></b>	<b><u>(1.23)</u></b>	<b>\$ <u>(27,083.63)</u></b>	<b><u>(0.40)</u></b>	<b>\$ <u>(28,434.21)</u></b>	<b><u>(0.47)</u></b>

BLAINE YOUTH HOCKEY ASSOCIATION  
GAMBLING REPORT SUMMARY

June-22

REVENUES 312,895  
EXPENSES (286,440)  
NET INCOME 26,456

BEGINNING PROFIT CARRYOVER 191,967.94  
PROFIT CARRY OVER +/- 26,455.80  
ENDING PROFIT CARRYOVER 218,423.74

		Percentage of Income
<b>Pulltabs (Net)</b>		
OLE PIPER INN	76,696	
BROADWAY PIZZA	9,546	
WILD BILLS	64,456	
CLIVE'S	<u>28,321</u>	
	179,019.00	57.21%
<b>Etabs</b>		
OLE PIPER INN	31,483	
BROADWAY PIZZA	36,275	
WILD BILLS	43,708	
CLIVE'S	<u>13,688</u>	
	125,153	40.00%
<b>E-Bingo</b>		
OLE PIPER INN	480	
BROADWAY PIZZA	540	
WILD BILLS	707	
CLIVE'S	<u>64</u>	
	1,791	0.57%
<b>Sports Tipboard</b>		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
<b>Paddlewheel</b>		
OLE PIPER INN	760	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	760	0.24%
<b>Bingo</b>		
OLE PIPER INN	144	
BROADWAY PIZZA	2,333	
WILD BILLS	2,680	
CLIVE'S	<u>1,007</u>	
	6,164	1.97%
<b>Raffle</b>		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
<b>Interest</b>	8	

Taxes	
MN COMBINED RECEIPTS	104,361
MN 8.5%	347
REGULATORY BOARD FEE	2,612
LICENSE & PERMITS	-
LOCAL 10%	-
FEDERAL UBIT	-
STATE UBIT	<u>-</u>
	107,320

Total allowable expenses	
GAMES PURCHASED	15,135
COMPENSATION & TAXES	26,430
PENALTIES & INTEREST	-
ACCOUNTING	1,090
BOND	-
ETAB REV SHARING	34,438
EBINGO PROVIDER FEE	247
RENT	19,171
OFFICE & SUPPLIES	2,176
CASH SHORT	533
CASH SHORT REIMB	(100)
REPAIRS & MAINTENANCE	<u>-</u>
	99,120

Donations	
Donation	<u>80,000</u>
	80,000

Net Revenues 312,895

Expenses 286,440

## 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.	\$1,000,000.00	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	\$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!

Updated April 2022

## Exhibit C: Gambling Report Summary

### BLAINE YOUTH HOCKEY ASSOCIATION GAMBLING REPORT SUMMARY

June-22

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	803,062.25	340,651.75	778,488.50	236,429.25	2,158,631.75
PRIZES PAID	693,499.27	291,958.35	666,937.67	193,349.37	1,845,744.66
NET RECEIPTS	109,562.98	48,693.40	111,550.83	43,079.88	312,887.09
PRIZE PAYOUT %	86%	86%	86%	82%	86%
GAME CLOSED	100	9	74	41	224
INTEREST EARNED	3.07	1.91	2.24	1.07	8.29
EXPENSES	25,404.43	19,632.37	39,351.63	14,731.15	99,119.58
TAXES PAID	36,571.04	14,551.94	40,171.20	16,025.82	107,320.00
NET PROFIT	47,590.58	14,511.00	32,030.24	12,323.98	106,455.80
		YTD NET PROFIT	(53,539.43)		
		YTD CONTRIBUTIONS	260,000.00		



# BYHA MONTHLY BOARD MEETING SIGN-IN

DATE: 7/18/2022

1	<u>Shannon Lawson</u>	21
2	<u>CHRIS FORE</u>	22
3	<u>Greg Schutte</u>	23
4	<u>Shannon Schutte</u>	24
5		25
6		26