

BYHA Monthly Meeting Minutes
When: May 17th, 2021 at 7:00 pm
Where: DSTI, Online via Microsoft Teams

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

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

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

Secretary's Report: Lindsay A - Getting coordinator roles set, if you or someone you know is interested, send them my way.

Following motions was made between the April and May meetings:

- Motion made by Jed Rohlf to approve the following board member positions: Jeff Meister - President, Brad Keogh - Vice President, Chris Pahl - Treasurer, Lindsay Axelrod - Secretary, Rick Japor - Hockey Director, Jason Kacures - Boys Director, Neal Verhulst - Girls Director, Jed Rohlf - In House Director, and Jermaine Davis - Equipment Director, seconded by Brad Keogh. Motion Passed.
- Motion made by Jason Kacures to have two teams participate in the Blaine High School Boys Hockey annual golf tournament that will be held on Thursday July 22nd, 2021, seconded by Rick Japor. Motion Passed.
- Motion made by Rick Japor to commit to Hockey Lab and pay \$3000 down payment, seconded by Lindsay Axelrod. Motion Passes.
- Motion made by Lindsay Axelrod to send \$250 gift card and a flower arrangement to the Maxey Family, and to cover the 2021-22 hockey costs for the boys, seconded by Jason Kacures. Motion Passed
- Jason Kacures made the motion to name Kathy Brodzinski as the ice scheduler, Jermaine Davis seconded. Motion passed.
- Neal V is making the motion to have Katie Van Ash be the girls traveling coordinator, brad Keogh seconded. Motion Passed

Motion made (Rick Japor) second (Jason Kacures) to approve April 19th, 2021 meeting minutes. Motion passed.

Treasurer's Report: Chris P.. reported current Cash sitting at just over \$1M. Working to understand role and working with Jeff

Vice President's Report: Brad K. reported that starting May 27th, no masks will be required. Please follow all posted signs at the rinks. Parade is coming up if you have recruitment ideas, please let us know and if you are interested in volunteering, let us know. Summer Fest is coming back in August should be fun, look for details soon.

President's Report: Jeff Meister reported that he is working on transitioning the treasurer role, getting new roles filled, and planning for the next season.

Open Forum: Three donation requests:

1. The Guns and Hoses winter classic hockey game is an event put on by LLVIPS. LLVIPS is a 501(c)(3) organization seeking contributions to support the Lino Lakes Public Safety Department and the organizations that it supports. The 2022 game will be the 6th annual event and will be held in late February at the NSC Super Rink. The teams are made up of active police officers (Guns) and active firefighters (Hoses) and attendance in 2020 was between 400-500 fans and 2021 limited to 65 fans but we still managed to raise \$14,000 for Backing the Blue Line even with Covid-19 restrictions. For the 2022 game we want to upgrade all our team uniforms for both the

guns and hoses teams. 15 players and 1 goalie per team. I need (32) sets (16 player sets of jersey, breezer covers, and socks per team) with approximate cost of \$120 per set so I'm seeking a sponsor to cover the \$3,840.

2. Blaine High School Girls Lacrosse program: seeking \$4000.00 for storage shed, new nets, field cones, and equipment.
3. Blaine Police Federation. We are contacting local businesses to request help in the form of any donation that your business could provide to help us successfully carry out a fundraising event in the form of a golf tournament. We are asking for monetary donations or product(s)/service(s) that you feel would benefit our fundraising efforts. Your donation will go to the Blaine Police Federation in full. The Blaine Police Federation is an organization made up of only members of the Blaine Police Department and supports both current and retired Blaine Police Officers. The Federation supports local non-profit charities, families in need, and currently gives yearly scholarships to local area high school seniors to help them with their future educational endeavors. It is our intent to aggressively advertise the businesses that donated to this cause at the golf tournament. This event is scheduled for Tuesday September 7th, 2021, at 10:00 at TPC Twin Cities located in Blaine at 11144 Tournament Players Pkwy. NE.

Ice Scheduler: OPEN -

Girls Traveling Coordinator: Open -

Boys Traveling Coordinator: Steve D., Bryan G., Chris F. - Welcome Chris!

In-House Coordinator: Nick J., Nicki B., No report.

Academic Banquet Coordinators: Nancy B. reported that

Goalie Coordinator: OPEN

Volunteer Coordinator: OPEN - No report

Registrar: Nancy M. nothing to report. Coaches should get their coaching certificates as they are still virtual. All coaches that were 4 or 5 by January 2021 are grandfathered in, all others will need to do continuous education every 3 years.

Recruitment & Retention Coordinator: OPEN - No report.

Fundraising Coordinator: OPEN. - No report.

Sponsorship Coordinator: Tim C. - No report. Jeff spoke with Tim, and he is excited and thinks he will have sponsors wrapped up by registrations.

Boys & Girls Tournament Coordinators: Heather Feroni and Sara Sutherland – Has already received emails from some tournaments and she sent out an email to past head coaches to see what they wanted to do.

Concussion Coordinator: OPEN - No report.

Apparel Coordinator: Jody Dahlk reported that they will be talking with Letterman soon and will have ideas and pricing to me in the next month.

Girls Traveling Director: Neal V. reported that they are starting to plan but waiting on news with the CO-OP situation.

Boys Traveling Director: Jason K. reported that he is in the planning stages of try-outs and working to finalize some coaches. Working on forecasting teams and planning. COACHES get registered!!!!

In-House Director: Jed R. reported that Academy is just about over for the spring session, registration will stay open as we have more kids in that fall session. Scheduling is ongoing for initiations and will be coming

soon. Looking to have a coach meeting in July to talk through things. If you are interested in coaching, get your applications in.

Equipment Director: Jermaine Davis reported started working on the equipment room to get it back in working order and reorganizing. There is still some missing equipment, reach out to Jermaine to schedule a drop off. He will be calling once Lindsay gives him all the stuff she has.

Hockey Director: Rick J. reported that we are partnering with the Hockey Lab and signed a contract with them for next season. Tryout and pre-tryout camp planning is in full swing. Acceleration training has been verbally committed.

Charitable Gambling Report: Suzanne S. reported that the contribution for April was \$100,000. Accounting firm started their annual audit. In the middle of the DOR audit, meeting on Thursday, first verbal audit, she had questions. Gambling board did approve the pay back of the loan between shutdowns.

Motion made ((Neal Verhulst) second (Chris Pahl) to approve the May 2021 charitable gambling report. Motion passed.

Motion made (Chris Pahl) second (Brad Keogh) to approve the June 2021 proposed Gambling expenditures as shown in the attached report. Motion passed.

Old Business: No old business.

New Business: Co-Op, we will be communicating with the membership throughout the process as we learn more information and as decisions are made.

Motion made (Lindsay Axelrod) second (Jed Rohlf) to close the session. Motion passed.
Session closed at 7:33 pm.

Exhibit A: Charitable Gambling Report

**BLAINE YOUTH HOCKEY ASSOCIATION
STATEMENT OF REVENUES
AND EXPENSES - REGULATORY BASIS
FOR THE PERIOD THEN ENDED
April 30, 2021 and 2020**

CONSOLIDATED

	1 Month Ended Apr. 30, 2021		1 Month Ended Apr. 30, 2020		1 Month Ended Apr. 30, 2021		1 Month Ended Apr. 30, 2020	
		Pct		Pct		Pct		Pct
RECEIPTS								
INTEREST INCOME	\$ 10.01	0.00	\$ 1.72	100.00	\$ 10.01	0.00	\$ 1.72	100.00
PULL TAB RECEIPTS	1,299,715.00	65.57	0.00	0.00	1,299,715.00	65.57	0.00	0.00
E-TAB RECEIPTS	648,594.75	32.72	0.00	0.00	648,594.75	32.72	0.00	0.00
E-BINGO RECEIPTS	11,269.75	0.57	0.00	0.00	11,269.75	0.57	0.00	0.00
PADDLETICKET RECEIPTS	2,160.00	0.11	0.00	0.00	2,160.00	0.11	0.00	0.00
BINGO RECEIPTS	<u>20,354.00</u>	<u>1.03</u>	<u>0.00</u>	<u>0.00</u>	<u>20,354.00</u>	<u>1.03</u>	<u>0.00</u>	<u>0.00</u>
TOTAL RECEIPTS	1,982,103.51	100.00	1.72	100.00	1,982,103.51	100.00	1.72	100.00
COST OF SALES								
PULL TAB PRIZES	1,097,201.00	55.36	0.00	0.00	1,097,201.00	55.36	0.00	0.00
E-TAB PRIZES	568,657.30	28.69	0.00	0.00	568,657.30	28.69	0.00	0.00
E-BINGO PRIZES	9,579.27	0.48	0.00	0.00	9,579.27	0.48	0.00	0.00
PADDLETICKET PRIZES	1,440.00	0.07	0.00	0.00	1,440.00	0.07	0.00	0.00
BINGO PRIZES	17,312.00	0.87	0.00	0.00	17,312.00	0.87	0.00	0.00
PULL TAB EXPENSE	15,309.68	0.77	0.00	0.00	15,309.68	0.77	0.00	0.00
BINGO PAPER SUPPLY	<u>959.84</u>	<u>0.05</u>	<u>0.00</u>	<u>0.00</u>	<u>959.84</u>	<u>0.05</u>	<u>0.00</u>	<u>0.00</u>
TOTAL COST OF SALES	<u>1,710,459.09</u>	<u>86.30</u>	<u>0.00</u>	<u>0.00</u>	<u>1,710,459.09</u>	<u>86.30</u>	<u>0.00</u>	<u>0.00</u>
GROSS PROFIT	271,644.42	13.70	1.72	100.00	271,644.42	13.70	1.72	100.00
OPERATING EXPENSES								
WAGES & PAYROLL TAXES	19,612.13	0.99	3,644.91	999.00	19,612.13	0.99	3,644.91	999.00
ACCOUNTING EXPENSE	852.50	0.04	1,050.00	999.00	852.50	0.04	1,050.00	999.00
CASH SHORT/OVER	(681.95)	(0.03)	0.00	0.00	(681.95)	(0.03)	0.00	0.00
E-TAB REVENUE SHARING	30,195.40	1.52	8,393.88	999.00	30,195.40	1.52	8,393.88	999.00
E-BINGO PROVIDER FEE	300.18	0.02	81.14	999.00	300.18	0.02	81.14	999.00
INSURANCE EXPENSE	129.00	0.01	0.00	0.00	129.00	0.01	0.00	0.00
OFFICE & POSTAGE	1,981.65	0.10	6,729.68	999.00	1,981.65	0.10	6,729.68	999.00
LOCAL GAMB TAX -10%	38,831.17	1.96	17,972.62	999.00	38,831.17	1.96	17,972.62	999.00
MN COMB REC TAX	102,645.24	5.18	47,883.00	999.00	102,645.24	5.18	47,883.00	999.00
MN 8.5% TAX	1,395.53	0.07	784.00	999.00	1,395.53	0.07	784.00	999.00
REGULATORY FEE	2,577.23	0.13	1,268.00	999.00	2,577.23	0.13	1,268.00	999.00
RENT EXPENSE	<u>17,671.09</u>	<u>0.89</u>	<u>8,880.70</u>	<u>999.00</u>	<u>17,671.09</u>	<u>0.89</u>	<u>8,880.70</u>	<u>999.00</u>
TOTAL EXPENSES	<u>215,509.17</u>	<u>10.87</u>	<u>96,687.93</u>	<u>999.00</u>	<u>215,509.17</u>	<u>10.87</u>	<u>96,687.93</u>	<u>999.00</u>
NET OPERATING INCO	56,135.25	2.83	(96,686.21)	(999.00)	56,135.25	2.83	(96,686.21)	(999.00)
LAWFUL PUPOSE EXPENSES								
DONATION	<u>100,000.00</u>	<u>5.05</u>	<u>0.00</u>	<u>0.00</u>	<u>100,000.00</u>	<u>5.05</u>	<u>0.00</u>	<u>0.00</u>
TOTAL LAWFUL PURPOSE EX	<u>100,000.00</u>	<u>5.05</u>	<u>0.00</u>	<u>0.00</u>	<u>100,000.00</u>	<u>5.05</u>	<u>0.00</u>	<u>0.00</u>
NET INCOME (LOSS)	\$ <u>(43,864.75)</u>	<u>(2.21)</u>	\$ <u>(96,686.21)</u>	<u>(999.00)</u>	\$ <u>(43,864.75)</u>	<u>(2.21)</u>	\$ <u>(96,686.21)</u>	<u>(999.00)</u>

Exhibit B: Next Months Estimated Expenditures

MONTHLY EXPENDITURES TO HAVE BOARD APPROVAL

SITE RENTAL	\$20,000.00	PER MONTH APPROX.
COMPENSATION & TAXES	\$45,000.00	PER MONTH APPROX.
PAYROLL SERVICES	\$1000.00	PER MONTH APPROX.
CONTRIBUTION TO CITIES BLAINE 10% TAX	\$120,000.00	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	\$95,000.00	PER MONTH APPROX.
REGULATORY FEE	\$4,000.00	PER MONTH
CASH SHORTAGES	\$800.00	PER MONTH APPROX.
ETAB REVENUE SHARE	\$20,000.00	PER MONTH APPROX.
EBINGO PROVIDER FEE	\$500.00	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-21

REVENUES	287,914	BEGINNING PROFIT CARRYOVER	210,105.78
EXPENSES	(331,779)	PROFIT CARRY OVER +/-	<u>(43,864.75)</u>
NET INCOME	<u>(43,865)</u>	ENDING PROFIT CARRYOVER	<u>166,241.03</u>

		Percentage of Income		
Pulltabs (Net)				
OLE PIPER INN	101,130			
BROADWAY PIZZA	5,918			
WILD BILLS	65,675			
CLIVE'S	<u>29,791</u>			
	202,514	70.34%		
Etabs				
OLE PIPER INN	16,122			
BROADWAY PIZZA	35,949			
WILD BILLS	27,866			
CLIVE'S	<u>-</u>			
	79,937	27.76%		
E-Bingo				
OLE PIPER INN	403			
BROADWAY PIZZA	371			
WILD BILLS	917			
CLIVE'S	<u>-</u>			
	1,690	0.59%		
Sports Tipboard				
OLE PIPER INN	-			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	-	0.00%		
Paddlewheel				
OLE PIPER INN	720			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	720	0.25%		
Bingo				
OLE PIPER INN	-			
BROADWAY PIZZA	511			
WILD BILLS	2,831			
CLIVE'S	<u>-</u>			
	3,042	1.06%		
Raffle				
OLE PIPER INN	-			
BROADWAY PIZZA	-			
WILD BILLS	-			
CLIVE'S	<u>-</u>			
	-	0.00%		
Interest	10			
Net Revenues	287,914		Expenses	331,779

Taxes	
MN COMBINED RECEIPTS	102,646
MN 8.5%	1,396
REGULATORY BOARD FEE	2,677
LICENSE & PERMITS	-
LOCAL 10%	38,831
FEDERAL UBIT	-
STATE UBIT	<u>-</u>
	145,449
Total allowable expenses	
GAMES PURCHASED	16,270
COMPENSATION & TAXES	19,612
PENALTIES & INTEREST	-
ACCOUNTING	853
BOND	-
ETAB REV SHARING	30,195
EBINGO PROVIDER FEE	300
RENT	17,671
OFFICE & SUPPLIES	2,111
CASH SHORT	(682)
CASH SHORT REIMB	-
REPAIRS & MAINTENANCE	<u>-</u>
	86,330
Donations	
Donation	<u>100,000</u>
	100,000

**BLAINE YOUTH HOCKEY ASSOCIATION
GAMBLING REPORT SUMMARY**

April-21

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	854,206.50	305,423.50	639,014.50	183,449.00	1,982,093.50
PRIZES PAID	735,831.48	262,674.48	542,025.61	153,658.00	1,694,189.57
NET RECEIPTS	118,375.02	42,749.02	96,988.89	29,791.00	287,903.93
PRIZE PAYOUT %	86%	86%	85%	84%	85%
GAME CLOSED	117	8	70	45	240
INTEREST EARNED	3.70	2.30	2.70	1.31	10.01
EXPENSES	22,744.34	25,253.49	29,596.77	8,734.92	86,329.52
TAXES PAID	55,845.66	27,981.92	46,002.56	15,619.03	145,449.17
NET PROFIT	39,788.72	(10,484.09)	21,392.26	5,438.36	56,135.25
		YTD NET PROFIT	(43,864.75)		
		YTD CONTRIBUTIONS	100,000.00		

EXHIBIT D: Attendees

In the meeting (11) Mute all

- LA** Lindsay Axelrod Started recording
- +1 612-719-5579 Attendee
- +1 612-803-0320 Attendee
- +1 612-986-1332 Attendee
- +1 763-350-9908 Attendee
- BT** BYHA Boys Tournaments
- CF** Fore, Christopher C (External)

JM Jeff Meister

JD Jermaine Davis

NM Nancy Manth

RJ Rick Japor

