

**BYHA Monthly Meeting**  
**October 19<sup>th</sup>, 2020 at 7:00pm**

**Attendance:** Erick Sutherland, Jeff Meister, Jason Kacures (remote), Jed Rohlf, Neal Verhulst, Brad Keogh, Rick Japor, Lindsay Axelrod. See Exhibit D for a full list of attendees.

This meeting was called to order at 7:00 PM by Erick Sutherland.

**Motion made (Jed Rohlf) second (Brad Keogh) to approve the 10/19/2020 meeting agenda. Motion carried.**

**Secretary's Report:** Concussion training completed. Second set of Boys apparel store is open, and the girls went live yesterday. Manager meeting is set for 10/28/2020 at 6:30PM at Sticks and Stones and the Mite's meeting will be on 11/04/2020.

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

**Jason Kacures made a motion to purchase COVID Gators for all of our coaches at \$1750.00 total. Neal Verhulst seconded that motion, motion carries.**

**Neal Verhulst made a motion to support the Girls High School Hockey Program donation request contingent on season taking place. Seconded by Jed Rohlf, motion carried.**

**Neal Verhulst made a motion to name Dan Sutch as the U10A head coach. Seconded by Jason Kacures, motion carried.**

**Jason Kacures made the motion to name Cliff Lockman as the Squirt A head coach. Seconded by Jed Rohlf, motion carried.**

**Motion made (Rick Japor) second (Neal Verhulst) to approve the September 21st, 2020 meeting minutes. Motion carried.**

**Treasurer's Report:** We have a million dollars in cash currently. Closed last year as \$536K. On track to break even as long as Charitable gambling continues to over perform. Hoping to be able to add some funding back for ice and training. \$700K in current expected expenditures, mostly for ice. Payment plans for registration, Team Fees and SLP Co-OP payments are incoming revenue. Working on some IT things with moving items to Office 365.

**Vice President's Report:** Thank you for a great tryout! COVID plan is on the website. Important to read, teams will need to follow.

**President's Report:** Thank you for a great tryout session, things went very well. Last couple of D10 meetings are mostly related to COVID and any changes will be sent out via Brad as quickly as possible. Looking forward to getting teams going!

**Open Forum:** Open forum closed with no items.

**Ice Scheduler:** Preparing game ice for D10, due on Wednesday, should be interesting process this year with COVID. Please get any changes to tournaments ASAP. We got latest packages from all

three rinks, that is getting divided and burned ice is only at around 3 hours, overall business as usual. 15A is being scheduled now, but the Bs are being scheduled later and it will be done through D5.

**Volunteer Coordinator:** Tryouts went well, had to send a few emails to drum up volunteers, but for the most part it went well. First and second set of volunteer refunds was sent to the Treasurer to process.

**Registrar:** Busy, working Rosters. Still waiting on a few coaches that have not completed their stuff for registration. Had early roster sign off for a few teams this week with Beck y from D10.

**Fundraising Coordinator:** No report

**Girls Traveling Coordinator:** No report

**Boys Traveling Coordinator:** No report

**In-House:** No report

**S.K.A.T.E. Coordinator:** Nancy Burley leading this year.

**Recruitment & Retention Coordinator:** No report

**Sponsorship Coordinator:** No Update...Zac Spaniol looking to sponsor a MITE team.

**Boys & Girls Tournament Coordinators:** No Report

**Concussion Coordinator:** Completed last week. Thank you, Jodi!!!

**Girls Traveling Director:** Thanks for tryout help! There are a couple of tournaments that have been cancelled last minute, so that is all getting rescheduled.

**Boys Traveling Director:** Thanks for tryout help! There are a couple of tournaments that people are waiting to hear from. Please Nancy, reach out to Jason so that he can follow up with coaches.

**In-House Director:** Halfway through first weekend of initiation skates. Thank you to all of those that helped make it so successful. Head coaches and board members are welcome to join the team selection on 10/25/2020 at 7:30 PM at Sticks and Stones. Please register to coach on the BYHA website if you are interested in coaching. Numbers are looking great, 75 Cubs and 210 MITES/U8. Nancy will not attend but would like to have any one with questions sent her way.

**Hockey Director:** met with several of our training partners. The budget will be discussed at the Ops meeting, what the budget may be. Focus will be on goalies and skating for our lower levels. Goalie training has already started.

**Equipment Director:** Most teams are ready. Waiting for U15 teams to send number preferences. Getting final tryout jerseys back so that they can be sent for washing.

**Charitable Gambling Report: \$100,000 donation for the month of September.** Down a little from August, but still able to make that contribution. Got our audit back this week and everything looks good and we got our five-star rating again. Clive's BINGO is starting back up tomorrow (third Tuesday of every month) and Broadway is starting BINGO on 10/28/2020 (Wednesdays only to start).

Motion made (Jeff Meister) second (Rick Japor) to approve the September 2020 charitable gambling report. Motion carried. (Report attached)

Motion made (Neal Verhulst) second (Brad Keogh) to approve the November 2020 proposed Gambling expenditures of \$386,500. Motion carried. (report Attached)

Old Business: No old business to report

New Business: None

Motion made (Jed Rohlf) second (Neal Verhulst) to close the session. Motion carried.

Session closed at 7:24 pm

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  
September 30, 2020**

**CONSOLIDATED**

	1 Month Ended Sep. 30, 2020	6 Months Ended Sep. 30, 2020
<b>RECEIPTS</b>		
INTEREST INCOME	\$ 13.25	\$ 39.63
PULL TAB RECEIPTS	970,110.00	4,100,454.00
E-TAB RECEIPTS	545,464.25	1,837,876.25
E-BINGO RECEIPTS	5,043.75	18,334.75
PADDLETICKET RECEIPTS	2,160.00	7,560.00
BINGO RECEIPTS	14,406.00	37,548.00
<b>TOTAL RECEIPTS</b>	1,537,197.25	6,001,812.63
<b>COST OF SALES</b>		
PULL TAB PRIZES	830,827.00	3,464,373.00
E-TAB PRIZES	470,520.40	1,580,123.90
E-BINGO PRIZES	4,287.18	15,584.53
PADDLETICKET PRIZES	1,440.00	5,040.00
BINGO PRIZES	13,358.00	36,124.00
PULL TAB EXPENSE	8,062.18	38,894.59
PADDLETICKET EXPENSE	39.63	99.09
BINGO PAPER SUPPLY	64.28	64.28
<b>TOTAL COST OF SALES</b>	1,328,598.67	5,140,303.39
<b>GROSS PROFIT</b>	208,598.58	861,509.24
<b>OPERATING EXPENSES</b>		
WAGES & PAYROLL TAXES	20,027.08	79,821.62
ACCOUNTING EXPENSE	1,050.00	4,873.25
CASH SHORT/OVER	460.72	1,536.18
CASH SHORT REIMBURSED	(138.50)	(416.99)
E-TAB REVENUE SHARING	21,983.74	69,102.31
E-BINGO PROVIDER FEE	84.80	380.16
OFFICE & POSTAGE	970.42	15,297.43
GAMBLING EQUIPMENT	260.69	1,303.45
LOCAL GAMB TAX -10%	0.00	21,926.68
MN COMB REC TAX	90,782.65	260,059.65
MN 8.5% TAX	282.03	1,102.58
REGULATORY FEE	2,097.32	6,848.77
RENT EXPENSE	13,748.38	44,085.64
<b>TOTAL EXPENSES</b>	151,609.33	505,920.73
<b>NET OPERATING INCOME (LOSS)</b>	56,989.25	355,588.51
<b>LAWFUL PUROSE EXPENSES</b>		
DONATION	100,000.00	220,000.00
<b>TOTAL LAWFUL PURPOSE EXPENSES</b>	100,000.00	220,000.00
<b>NET INCOME (LOSS)</b>	\$ (43,010.75)	\$ 135,588.51

## Exhibit B: Next Months Estimated Expenditures

### ESTIMATED GAMBLING EXPENSES

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

ALLOWABLE OPERATING EXPENSES	ESTIMATED
Purchase of Games	\$16,000.00
Meat Packages for Paddlewheel	\$4,000.00
Gift Cards for Paddlewheel	\$4,000.00
Rent	\$20,000.00
Wages, Taxes and Fees	\$36,000.00
Accounting Expenses	\$3,000.00
Game Cash Shortages	\$1,000.00
E-Tab Revenue Share	\$40,000.00
E-Bingo Provider Fee	\$2,000.00
Office Supplies, Postage	\$3,000.00
Gambling Equipment	<u>\$1,000.00</u>
SUB TOTAL	\$130,000.00
TAXES AND CONTRIBUTIONS	
Local Gambling Tax 10%	\$00.00
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>\$256,500.00</u>
GRAND TOTAL	<b>\$386,500.00</b>

# Exhibit C: Gambling Report Summary

**BLAINE YOUTH HOCKEY ASSOCIATION  
GAMBLING REPORT SUMMARY**

September-20

REVENUES	216,765	BEGINNING PROFIT CARRYOVER	227,462.71
EXPENSES	(259,775)	PROFIT CARRY OVER +/-	(43,010.75)
NET INCOME	<u>(43,011)</u>	ENDING PROFIT CARRYOVER	<u>184,451.96</u>

		Percentage of Income
<b>Pulltabs (Net)</b>		
OLE PIPER INN	66,727	
BROADWAY PIZZA	3,656	
WILD BILLS	43,897	
CLIVE'S	<u>25,003</u>	
	139,283	64.26%
<b>Etabs</b>		
OLE PIPER INN	21,591	
BROADWAY PIZZA	21,595	
WILD BILLS	31,757	
CLIVE'S	<u>-</u>	
	74,944	34.57%
<b>E-Bingo</b>		
OLE PIPER INN	108	
BROADWAY PIZZA	132	
WILD BILLS	516	
CLIVE'S	<u>-</u>	
	757	0.35%
<b>Sports Tipboard</b>		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0%
<b>Paddlewheel</b>		
OLE PIPER INN	720	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	720	0.33%
<b>Bingo</b>		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	1,048	
CLIVE'S	<u>-</u>	
	1,048	0.48%
<b>Raffle</b>		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0%
<b>Interest</b>	13	

Taxes	
MN COMBINED RECEIPTS	90,783
MN 8.5%	282
REGULATORY BOARD FEE	2,097
LICENSE & PERMITS	-
LOCAL 10%	-
FEDERAL UBIT	-
STATE UBIT	<u>-</u>
	93,162

Total allowable expenses	
GAMES PURCHASED	8,166
COMPENSATION & TAXES	20,027
PENALTIES & INTEREST	-
ACCOUNTING	1,050
BOND	-
ETAB REV SHARING	21,984
FRINGO PROVIDER FFF	85
RENT	13,748
OFFICE & SUPPLIES	1,231
CASH SHORT	461
CASH SHORT REIMB	<u>(139)</u>
	66,613

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

Not Revenues	216,765	Expenses	259,775
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**BLAINE YOUTH HOCKEY ASSOCIATION  
GAMBLING REPORT SUMMARY**

September-20

	OLE PIPER INN	BROADWAY PIZZA	WILD BILLS	CLIVE'S	TOTAL
GROSS RECEIPTS	634,631.75	223,955.50	541,804.75	136,792.00	1,537,184.00
PRIZES PAID	545,484.85	198,571.68	464,587.05	111,789.00	1,320,432.58
NET RECEIPTS	89,146.90	25,383.82	77,217.70	25,003.00	216,751.42
PRIZE PAYOUT %	86%	89%	86%	82%	86%
GAME CLOSED	98	6	55	34	193
INTEREST EARNED	4.90	3.05	3.58	1.72	13.25
EXPENSES	19,438.98	11,749.56	28,512.34	6,912.54	66,613.42
TAXES PAID	40,815.68	9,661.11	34,133.96	8,551.25	93,162.00
NET PROFIT	28,897.14	3,976.20	14,574.98	9,540.93	56,989.25
			YTD NET PROFIT		135,588.51
			YTD CONTRIBUTIONS		220,000.00

**Exhibit D: Meeting Attendees**

Attendees	
<Chris Pahl>	
<ian george>	
<Jason Kacures>	
<Nancy Manthis>	
<Oak Arboleda>	
<Zak spaniol>	
Elizabeth A Geroy	
Jeff Meister	
Suzanne	

Bill Marshall