

**BYHA Monthly Meeting Minutes**  
**When: August 21<sup>st</sup>, 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 Japer, 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 (Lindsay Axelrod) to approve the agenda for tonight's meeting. Motion passed.**

**Secretary's Report: Lindsay A** – New volunteer coordinator Sara Kathman and a Manager Coordinator was named Liz Literski. I have had my first meeting with them, and we are starting the upcoming season.

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

- Motion made by Brad Keogh to approve the 2023-24 winter Fee Schedule, the motion was seconded by Neal Verhulst, motion passed.
- Motion made by Brad Keogh to approve the BYHA Code of Conduct, the motion was seconded by Chris Pahl, motion passed.
- Motion made by Chris Pahl to purchase new goalie equipment in an amount not to exceed \$8000, seconded by Jason Kacures, motion passed.
- Motion made by Chris Pahl to purchase 25 Helmet Packs and 15 Team Decals. This will cover stickers for all Traveling and In-house teams, seconded by Jason Kacures, motion passed.
- Motion made by Ron Leathers to provide financial support to two BYHA families for the upcoming season, in an amount not to exceed \$4200, seconded by Jason Kacures, motion passed.
- Neal Verhulst made the motion to name the following non-parent girl's coaches for the 2023-24 season: 15A Head Coach - Sarah Moy and 12A - Co-Head Coaches - Kenzie Wylie and Sloane Taylor, seconded by Lindsay Axelrod, motion passes.
- Motion made by Lindsay Axelrod to make Sara Kathman the volunteer coordinator and Liz Literski the manager coordinator, seconded by Jason Kacures, motion passes.
- Motion made by Jason Kacures to donate \$500 to the MHOA Scholarship Fund, seconded by Chris Pahl, motion passed.

**Motion made (Jason Kacures) second (Ron Leathers) to approve the July 17<sup>th</sup>, 2023, meeting minutes. Motion passed.**

**Treasurer's Report: Ron Leathers** – Registration income has started to come in. We are looking at around \$84K income this month. We have \$404K in working capital that will go away quickly as we pay for ice and other seasonal expenses. Spending for the month was mostly for backlogged donation requests.

**Vice President's Report:** Brad Keogh - getting ready for tryouts and supporting the directors as we get ready for the season. Also, working with Jeff to fill the coordinator roles.

**President's Report:** Jeff Meister - working to review ice for the season and getting the coordinator roles filled. Preparing for tryouts and the season. New D10 rule book out, all changes to review are in **red**.

**Open Forum:** The month of August has no donation requests.

- A. Jordan Pitlick – Video Analysis Presentation
- B. Waive Ups – Review

**Ice Scheduler:** Kathy Brodzinski – D10 is going back to in person scheduling. D10 did not have good feedback.

**Girls Traveling Coordinator:** OPEN – No Update

**Boys Traveling Coordinator:** Bryan Guse, Chris Fore, and Sam Ourada. – No Update

**In-House Coordinator:** OPEN 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 Literski – traveling manager meeting on 10/23/23 and in-house 11/13/2023.

**Volunteer Coordinator:** Sarah Kathman – No Update

**Registrar:** Nancy M – handful of people that registered that do not live in Blaine that we had to deny.

**Recruitment & Retention Coordinator:** Greg Schutte – Taste of Hockey setup is going well. Volunteer sign up is out and flyers are ready for school open houses. I have skate's setup to borrow from Dave's again this year like last year. I will be getting Gatorades and a snack to hand out to the kids.

Signups for taste of hockey are much better than years past there are already 28 kids signed up. Sign-ups usually aren't good until after the open houses. I need to talk to one of you about getting access to see the data as it won't let me, and I need this info to break down age etc if I need to send emails if they are traveling kids. We have asked if we can get **Goldy** to show up at one of the open houses, we haven't heard back yet....

Open houses - We added a sticker to the flyers that indicates the first year in house girls are free. Lindsay and I will be linking up this week to pick up all the stuff for open houses. Planning on sending an email out to all the open house volunteers today/tomorrow to have them stop by my house to pick up their packet for the open house possibly Thursday this week. We currently have all the schools committed but McKinley as they have been holding off allowing it due to their school's construction, I expect I'll get the okay soon.

**Girls High School Coordinator:** Jesse Sullivan – No update

**Boys High School Coordinator:** OPEN - No update

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

**Sponsorship Coordinator:** OPEN - No Update

**Boys & Girls Tournament Coordinators:** Julie Verhulst and Nancy Burley– No Report

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

**Apparel Coordinator:** Allie Hasling reported – No update

**Tournament Coordinator (hosted)** - Chris Fore - Peewee C tournament is full. Needing D10 approval, have MN hockey approval. Have EMTs and Referees lines up. No D10 teams in the tournament. Chris and Shannon will be working on trophies and other stuff as we get closer. Working on hotels and sponsors for the weekend.

**Girls Traveling Director:** Neal V. reported – Anyone interested in coaching, please sign up to coach ASAP. Registration numbers dicey, 10's look good, 12's have 17 skates and a goalie, and then 15's should have an A team and we may need to find a home for a few girls. Next few weeks will be busy getting all of these details figured out.

**Boys Traveling Director:** Jason K. reported – Anyone interested in coaching, please sign-up ASAP. Still looking for a Squirt A non-parent coach. Numbers look good, finding a few missing kids, so expecting a few to trickle in over the next few days.

**In-House Director:** Jed Rohlf reported that we have 105 in-house sign ups and 39 for cubs and this is even before school starts. AA bantams will be helping with evaluations. The jerseys are all ordered from Dave's and should be ready to go.

**Equipment Director:** Chris Pahl reported that everything is in and is ready to go. Equipment room is ready go and tryout jerseys are starting to get pulled and ready.

**Hockey Director:** Rick J. reported that he has met with every training partner and has one additional meeting with goalie coaches next week. All previous partners have signed up and will start working with Kathy to schedule. He is watching the football and will let the board know of any conflicts. Pre-tryout camp is down

**Charitable Gambling Report:** Suzanne S. reported that the contribution from July is \$75,00. The door has been broken off the new booth at Clive's, deciding whether to leave it off or have it fixed. Suzanne is also seeking approval for her and her assistant to attend the charitable gambling conference the 16<sup>th</sup> - 18th of November, in St. Cloud., not to exceed \$1500. Ron Leathers made the motion to attend the charitable gambling conference the 16<sup>th</sup> - 18th of November, in St. Cloud, not to exceed \$1500, seconded by Jason Kacures, motion passed.

**Motion made (Jed Rohlf) second (Brad Keogh) to approve the June 2023 charitable gambling report. Motion passed.**

**Motion made (Chris Pahl) second (Brad Keogh) to approve the August 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 7:52 pm.

# Exhibit A: Charitable Gambling Report

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

CONSOLIDATED

	1 Month Ended		1 Month Ended		4 Months Ended		4 Months Ended	
	Jul. 31, 2023	Pct	Jul. 31, 2022	Pct	Jul. 31, 2023	Pct	Jul. 31, 2022	Pct
<b>RECEIPTS</b>								
INTEREST INCOME	\$ 8.27	0.00	\$ 8.57	0.00	\$ 29.50	0.00	\$ 35.76	0.00
PULL TAB RECEIPTS	1,077,304.00	45.69	1,211,090.00	49.24	4,282,658.00	46.28	5,041,841.00	55.07
E-TAB RECEIPTS	1,226,218.25	52.00	1,197,376.00	48.68	4,746,921.50	51.30	3,911,409.25	42.73
E-BINGO RECEIPTS	24,393.50	1.03	14,736.25	0.60	82,203.50	0.89	59,470.25	0.65
PADDLETICKET RECEIPTS	2,790.00	0.12	2,850.00	0.12	13,140.00	0.14	10,080.00	0.11
BINGO RECEIPTS	<u>27,304.00</u>	<u>1.16</u>	<u>33,416.00</u>	<u>1.36</u>	<u>128,058.00</u>	<u>1.38</u>	<u>131,703.00</u>	<u>1.44</u>
<b>TOTAL RECEIPTS</b>	<b>2,358,018.02</b>	<b>100.00</b>	<b>2,459,476.82</b>	<b>100.00</b>	<b>9,253,010.50</b>	<b>100.00</b>	<b>9,154,539.26</b>	<b>100.00</b>
<b>COST OF SALES</b>								
PULL TAB PRIZES	924,267.00	39.20	1,025,349.00	41.69	3,638,346.44	39.32	4,272,321.00	46.67
E-TAB PRIZES	1,061,787.20	45.03	1,057,123.60	42.98	4,133,347.10	44.67	3,415,974.80	37.31
E-BINGO PRIZES	20,734.47	0.88	12,525.80	0.51	69,872.94	0.76	50,549.65	0.55
PADDLETICKET PRIZES	1,860.00	0.08	1,900.00	0.08	8,760.00	0.09	6,000.00	0.07
BINGO PRIZES	23,268.00	0.99	27,123.12	1.10	104,529.57	1.13	107,821.90	1.18
PULL TAB EXPENSE	13,529.95	0.57	16,290.51	0.66	58,605.33	0.63	65,263.61	0.71
PADDLETICKET EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	131.77	0.00
BINGO PAPER SUPPLY	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>1,087.34</u>	<u>0.01</u>
<b>TOTAL COST OF SALES</b>	<b>2,045,446.62</b>	<b>86.74</b>	<b>2,140,312.03</b>	<b>87.02</b>	<b>8,013,461.38</b>	<b>86.60</b>	<b>7,919,150.07</b>	<b>86.51</b>
<b>GROSS PROFIT</b>	<b>312,571.40</b>	<b>13.26</b>	<b>319,164.79</b>	<b>12.98</b>	<b>1,239,549.12</b>	<b>13.40</b>	<b>1,235,389.19</b>	<b>13.49</b>
<b>OPERATING EXPENSES</b>								
WAGES & PAYROLL TAXES	19,094.94	0.81	23,538.37	0.96	104,406.39	1.13	105,833.36	1.16
ACCOUNTING EXPENSE	1,145.00	0.05	1,090.00	0.04	4,580.00	0.05	4,360.00	0.05
CASH SHORT/OVER	40.43	0.00	502.79	0.02	1,174.95	0.01	1,833.21	0.02
CASH SHORT REIMBURSED	0.00	0.00	0.00	0.00	(35.31)	(0.00)	(170.51)	(0.00)
E-TAB REVENUE SHARING	41,763.45	1.77	41,561.76	1.69	201,884.96	2.18	161,369.61	1.76
E-BINGO PROVIDER FEE	403.51	0.02	268.59	0.01	2,049.52	0.02	1,345.25	0.01
ADVERTISING EXPENSE	0.00	0.00	260.00	0.01	1,144.00	0.01	1,300.00	0.01
OFFICE & POSTAGE	2,330.56	0.10	1,471.87	0.06	30,567.68	0.33	11,629.22	0.13
LOCAL GAMB TAX -10%	19,677.75	0.83	26,899.63	1.09	46,306.37	0.50	61,929.59	0.68
MN COMB REC TAX	103,077.69	4.37	110,150.13	4.48	467,107.21	5.05	464,352.02	5.07
MN 8.5% TAX	370.27	0.02	588.57	0.02	2,782.50	0.03	2,536.41	0.03
REGULATORY FEE	2,690.04	0.11	2,698.30	0.11	11,807.29	0.13	11,358.57	0.12
RENT EXPENSE	<u>37,389.45</u>	<u>1.59</u>	<u>21,394.01</u>	<u>0.87</u>	<u>111,035.88</u>	<u>1.20</u>	<u>85,005.32</u>	<u>0.93</u>
<b>TOTAL EXPENSES</b>	<b>227,983.09</b>	<b>9.67</b>	<b>230,424.02</b>	<b>9.37</b>	<b>984,811.44</b>	<b>10.64</b>	<b>912,682.05</b>	<b>9.97</b>
<b>OPERATING INCOME</b>	<b>84,588.31</b>	<b>3.59</b>	<b>88,740.77</b>	<b>3.61</b>	<b>254,737.68</b>	<b>2.75</b>	<b>322,707.14</b>	<b>3.53</b>
<b>LAWFUL PUPOSE EXPENSES</b>								
DONATION	75,000.00	3.18	100,000.00	4.07	230,000.00	2.49	360,000.00	3.93
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>0.01</u>	<u>1,050.00</u>	<u>0.01</u>
<b>TOTAL LAWFUL PURPOSE EX</b>	<b>75,000.00</b>	<b>3.18</b>	<b>100,000.00</b>	<b>4.07</b>	<b>231,050.00</b>	<b>2.50</b>	<b>361,050.00</b>	<b>3.94</b>
<b>NET INCOME (LOSS)</b>	<b>\$ <u>9,588.31</u></b>	<b><u>0.41</u></b>	<b>\$ <u>(11,259.23)</u></b>	<b><u>(0.46)</u></b>	<b>\$ <u>23,687.68</u></b>	<b><u>0.26</u></b>	<b>\$ <u>(38,342.86)</u></b>	<b><u>(0.42)</u></b>

## 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.	\$1,500,000.00	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	\$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!

# Exhibit C: Gambling Report Summary

BLAINE YOUTH HOCKEY ASSOCIATION  
GAMBLING REPORT SUMMARY

July-23

REVENUES	326,101
EXPENSES	(316,513)
NET INCOME	<u>9,588</u>

BEGINNING PROFIT CARRYOVER	151,120.68
PROFIT CARRY OVER +/-	<u>9,588.31</u>
ENDING PROFIT CARRYOVER	<u>160,708.99</u>

		Percentage of Income
<b>Pulltabs (Net)</b>		
OLE PIPER INN	61,709	
BROADWAY PIZZA	14,443	
WILD BILLS	57,486	
CLIVE'S	<u>19,399</u>	
	153,037	46.93%
<b>Etabs</b>		
OLE PIPER INN	45,446	
BROADWAY PIZZA	58,476	
WILD BILLS	40,988	
CLIVE'S	<u>19,522</u>	
	164,431	50.42%
<b>E-Bingo</b>		
OLE PIPER INN	1,028	
BROADWAY PIZZA	1,183	
WILD BILLS	1,116	
CLIVE'S	<u>333</u>	
	3,659	1.12%
<b>Sports Tipboard</b>		
OLE PIPER INN	-	
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
<b>Paddlewheel</b>		
OLE PIPER INN	930	
BROADWAY PIZZA		
WILD BILLS		
CLIVE'S	<u></u>	
	930	0.29%
<b>Bingo</b>		
OLE PIPER INN	625	
BROADWAY PIZZA	118	
WILD BILLS	3,293	
CLIVE'S	<u>-</u>	
	4,036	1.24%
<b>Raffle</b>		
OLE PIPER INN		
BROADWAY PIZZA	-	
WILD BILLS	-	
CLIVE'S	<u>-</u>	
	-	0.00%
<b>Interest</b>	8	

<b>Taxes</b>	
MN COMBINED RECEIPTS	103,077.69
MN 8.5%	370.27
REGULATORY BOARD FEE	2,690.04
LICENSE & PERMITS	
LOCAL 10%	19,677.75
FEDERAL UBIT	
STATE UBIT	<u>-</u>
	125,815.75

<b>Total allowable expenses</b>	
GAMES PURCHASED	13,529.95
COMPENSATION & TAXES	19,094.94
PENALTIES & INTEREST	
ACCOUNTING	1,145.00
BOND	
ETAB REV SHARING	41,763.45
EBINGO PROVIDER FEE	403.61
RENT	37,389.45
OFFICE & SUPPLIES	2,330.56
CASH SHORT	40.43
CASH SHORT REIMB	
REPAIRS & MAINTENANCE	<u>-</u>
	115,697.29

<b>Donations</b>	
Donation	<u>75,000.00</u>
	75,000.00

Net Revenues 326,101.350

Expenses 316,513.04

**BLAINE YOUTH HOCKEY ASSOCIATION  
GAMBLING REPORT SUMMARY**

July-23

	<u>OLE PIPER INN</u>	<u>BROADWAY PIZZA</u>	<u>WILD BILLS</u>	<u>CLIVE'S</u>	<u>TOTAL</u>
GROSS RECEIPTS	879,032.25	494,218.25	732,094.00	252,665.25	2,358,009.75
PRIZES PAID	769,295.10	419,998.75	629,210.62	213,412.20	2,031,916.67
NET RECEIPTS	109,737.15	74,219.50	102,883.38	39,253.05	326,093.08
PRIZE PAYOUT %	88%	85%	86%	84%	86%
GAME CLOSED	89	9	69	34	201
INTEREST EARNED	3.06	1.90	2.23	1.08	8.27
EXPENSES	35,952.17	24,651.53	39,946.33	15,147.26	115,697.29
TAXES PAID	37,991.51	17,362.22	38,368.25	12,416.02	106,138.00
NET PROFIT	35,796.53	32,207.65	24,571.03	11,690.85	104,266.06
			YTD NET PROFIT		23,687.68
			YTD CONTRIBUTIONS		230,000.00

**Exhibit D - Attendees: See Attached**

Online attendees: Greg Schutte

