

# White Bear Lake Area Hockey Association

## Gambling and Board Monthly Minutes

December 13, 2023

**Attendees:** Nate Jacksie, Abby Kath, Kim Gillespie

**Board Members:** Brian Griffin, Jeff Rose, Rick Kissner, Nick Anthony, Matt Ryan, Nicole Giefer, Mark Hennessy, Ben Butters

**Gambling Manager:** Kevin Bergerson

### GAMBLING MEMBERSHIP MEETING

1. Call to order (Nick Anthony) - 7:01
2. Motion to Approve Agenda
  1. Matt Ryan - motion
  2. Brian G - 2nd
3. Gambling Report (Kevin Bergerson)
  1. Account Balance as of 11/30/2023 - \$1,198,586.98 -- as of 10/31/23 - \$1,131,910.48
  2. Review October 2023 Financials - Membership Approval Needed
    1. October 2023 Financial Summary
    2. October Breakout by Site
    3. October Allowable Expenses
    4. October Lawful Purpose Expenses
    5. Kevin B - Motion - 2nd - Matt Ryan - Motion Carries
  3. January 2024 Estimated Expenses - Membership Approval Needed
    1. January Estimated Allowable Expenses
    2. January Estimated Lawful Purpose Expenses
    3. Donate \$1,000 - Second Harvest Heartland Food Shelf
    4. Donate \$1,000 - Keystone Community Food Shelf
    5. Donate \$1,000 - White Bear Lake Food Shelf
    6. Donate \$1,000 - Hugo Good Neighbors Food Shelf
    7. Donate \$1,000 - Vadnais Heights Lions Club Foundation Food Shelf
    8. Kevin B - Motion - 2nd - Nick Anthony - Motion Carries
  4. Black Diamond Bingo Hall Update
    1. Currently 10 sessions per week
    2. Weekends have had a good turnout
    3. Will be used as a registration site for the Polar Plunge - January 27th
      1. Group Fundraising Program - will give back 30% of revenue to the group.
  5. Mandatory Labor changes for January 1, 2024
    1. Increase of Minimum Wage & Earned Sick and Safe Time
4. Adjourn - 7:12

### MONTHLY BOARD MEETING

1. Call to order (Nick Anthony) - 7:12
2. Approval of Agenda
  - a. Motion - Jeff Rose
  - b. 2nd - Brian G.
3. Approval of Monthly Meeting Minutes - November 2023
  - a. Motion - Matt Ryan
  - b. 2nd - Ben Butters
4. Member Forum

5. Treasurer's Report (Jessica Jacksie/Eric Johnson)
  1. General Account: \$273,479
  2. Savings/Rink Fund: \$1,110,483
  3. Working with RCU to get outstanding checkbooks to Managers. Thank you all Managers for your collaboration and patience.
6. Vice President of Business Operations Report (Nick Anthony)
  1. Tournaments
    1. 12A Moose Goheen and Jr. Gold Jeffrey Hayne Memorial is this weekend. All shifts have been covered so thank you to all the volunteers
    2. Jerseys - if you have any feedback on the jerseys please email it to me  
businessvp@wblhockey.com
7. Vice President of Hockey Operations (Todd Wanka)
  - a. Nothing to Report
8. President's Report (Chad Marquardt)
  - a. Nothing to Report
9. D2 Representative's Report (Joel Starke)
  - a. Nothing to Report
10. Director of Administration (Matt Ryan)
  1. Going through complaints and disciplinary hearings.
  2. Coaches are not responsible for players at hotels or team functions away from the rink. Please supervise your children.
  3. Protocols will be in place on how to handle behaviors away from the rink and at team functions.
  4. As parents/fans we represent White Bear Hockey so please remember that
11. Directors' Reports:
  - a. Boys Director (Rick Kissner)
    - i. Nothing to Report
  - b. Girls Director (Jeff Rose)
    1. Congrats to the 10U B1 team for taking 1st place - Hibbing tourney
    2. Congrats to the 10U A team for taking 3rd place - Alexandria tourney
    3. Congrats to the 8U4 team - winners of Flake Jam
  - c. Mite Director (Mark Hennessy)
    1. Winter Blast -volunteer committee meets monthly. Teams will need to get baskets together for a raffle, I will send more details to managers on the expected value of baskets. Each level will have a basket so Mite 4, Mite 3 and Mite 2 teams will collectively make a basket.
    2. Parents will be expected and called on to volunteer for various jobs throughout the weekend when your kids are playing. Volunteer committee will put out another email and sign up sheet
  - d. Boys Player Development Director (Ben Butters)
    - i. For player development practices on Mondays and Wednesdays at the County and Tuesdays at the Hipp. Please have 1 or 2 coaches on the ice with the trainer, assisting and taking notes. Also, always have a back up plan, sometimes there are last minute things that come up for our trainers. We will do our best to inform coaches if trainers won't be there, however we might not be able to contact you in time
  - e. Girls Player Development Director (Nicole Giefer)
    - i. Nothing to Report
  - f. Junior Gold Director (Harley Greene)
    - i. Nothing to Report
12. Old Business
  - a. Mite/8U Skating Coach(Kinsey) - funding
    - i. Motion to budget for \$7500(Nick A., 2nd - Brian G, Motion Carries)
    - ii. 7 Mite teams/4 8U - \$100/hour - 5 1/2 hours, two months minimum
13. New Business
  - a. Adding Ice Swap parameters and rules - will be sent to coaches/managers when ready.
14. Adjourn - 7:19

**\*\*GAMBLING TABLES\*\***

**October 2023 Financial Summary**

Interest	Oct-23	Oct-22	YoY Change	Change %	'23 % of Ttl	'24 % of Ttl
Bingo Gross	\$213,433	\$150,719	\$62,714	42%	6%	4%
Bingo Prizes	\$210,171	\$123,423	\$86,748	70%	6%	4%
Bingo Net	\$3,262	\$27,296	(\$24,034)	-88%	1%	5%
Net\$ % of Gross	1.5%	18.1%		-16.58		
Raffle Gross	\$1,297	\$2,751	(\$1,454)	-53%	0%	0%
Raffle Prizes	\$1,231	\$3,329	(\$2,098)	-63%	0%	0%
Raffle Net	\$66	(\$578)	\$644	-111%	0%	0%
Net\$ % of Gross	5.1%	-21.0%		26.11		
Paddlewheel Gross	\$45,745	\$41,970	\$3,775	9%	1%	1%
Paddlewheel Prizes	\$39,267	\$35,842	\$3,425	10%	1%	1%
Paddlewheel Net	\$6,478	\$6,128	\$350	6%	1%	1%
Net\$ % of Gross	14.2%	14.6%		-0.44		
Tipboard Gross	\$13,180	\$13,240	(\$60)	0%	0%	0%
Tipboard Prizes	\$10,000	\$9,750	\$250	3%	0%	0%
Tipboard Net	\$3,180	\$3,490	(\$310)	-9%	1%	1%
Net\$ % of Gross	24.1%	26.4%		-2.23		
E-Gaming Gross	\$1,649,894	\$1,923,488	(\$273,594)	-14%	44%	49%
E-Gaming Prizes	\$1,441,803	\$1,665,202	(\$223,399)	-13%	44%	50%
E-Gaming Net	\$208,091	\$258,286	(\$50,195)	-19%	43%	46%
Net\$ % of Gross	12.6%	13.4%		-0.82		
Pulltab Gross	\$1,811,029	\$1,774,959	\$36,070	2%	48%	45%
Pulltab Prizes	\$1,548,497	\$1,501,947	\$46,550	3%	48%	45%
Pulltab Net	\$262,532	\$273,012	(\$10,480)	-4%	54%	48%
Net\$ % of Gross	14.5%	15.4%		-0.89		
Total Gross	\$3,734,578	\$3,907,127	(\$172,549)	-4%		
Total Prizes	\$3,250,969	\$3,339,493	(\$88,524)	-3%		
Total Pre-tax Income	\$483,609	\$567,634	(\$84,025)	-15%		
Net\$ % of Gross	12.9%	14.5%		-1.58		
Total Gambling Tax	\$163,445	\$199,301	(\$35,856)	-18%		
% of Pre-Tax Income	33.8%	35.1%		-1.31		
Gross Profit	\$320,164	\$368,333	(\$48,169)	-13%		
% of Pre-Tax Income	66.2%	64.9%		1.31		
Total Expenses (Allowable)	\$301,558	\$272,506	\$29,052	11%		
% of Gross Profit	94.2%	74.0%		20.21		
Net Profit Before Lawful Pn	\$18,605	\$95,826				
% of Gross Profit	5.8%	26.0%		-20.21		

Site Breakout	Net \$			
	2023	2022	Delta	% chg
White Bear Bar	\$73,669	\$75,861	(\$2,191)	-3%
Sak's	\$74,040	\$80,642	(\$6,601)	-8%
Doc's Landing	\$76,457	\$93,210	(\$16,753)	-18%
Jimmy's	\$198,137	\$171,090	\$27,047	16%
Bear Town	\$69,401	\$63,004	\$6,396	
Bingo Hall	(\$8,096)	\$0	(\$8,096)	
McCarron's	\$0	\$79,067	(\$79,067)	
Stadium	\$0	\$0	\$0	
Fiesta Cancun	\$0	\$4,740	(\$4,740)	
<b>Oct Total</b>	<b>\$483,609</b>	<b>\$567,615</b>	<b>(\$84,006)</b>	<b>-15%</b>

