

White Bear Lake Area Hockey Association

Gambling and Board Annual Minutes

May 08, 2024

Attendees: Abby Kath, Ashley Hoit, Nicole Kopp, Nate Jacksie, Dana Luger, Harley Greene, Brian Bailey, Kim Gillespie, Derek Larson, Tim Hambly, Bob Rustad,

Board Members: Ben Butters, Brian Griffin, Nick Anthony, Mark Hennessy, Todd Wanka, Eric, Johnson, Joel Starke, Chad Marquardt, Rick Kissner, Jeff Rose, Jessica Jacksie, Kyle Hall, Matt Ryan

Gambling Manager: Kevin Bergerson

GAMBLING MEMBERSHIP MEETING:

1. Call to order (Chad Marquardt) - 7:02
2. Motion to Approve Agenda
 - a. Joel Starke - Motion
 - b. Eric Johnson - 2nd
 - c. Motion Carries
3. Gambling Report (Kevin Bergerson)
 - a. Account Balance as of 4/30/2024 - \$1,007,925.83
 - b. Review March 2024 Financials - Membership Approval Needed
 - i. March 2024 Financial Summary
 - ii. March Breakout by Site
 - iii. March Allowable Expenses
 - iv. March Lawful Purpose Expenses
 - v. Motion, Nick Anthony - 2nd - Motion Carries
 - c. June 2024 Estimated Expenses - Membership Approval Needed
 - i. June Estimated Allowable Expenses
 - ii. June Estimated Lawful Purpose Expenses
 1. Donation request from the City of Vadnais Heights to support their Vadnais Heights Days - \$7,500 (inflatables)
 - iii. Motion, Matt Ryan - 2nd - Motion Carries
 - d. Other Business
 - i. Doc's - Moving to Bar Ops starting next week
 1. Moving from 14 shifts to 3 shifts(weekends)
 2. Adding dispensers, as well
 - ii. Black Diamond Bingo Hall Update
 - iii. Annual Audit - signed engagement letter for 2024-25 Annual Audit
 - iv. Sports Betting Bill - current bill has major tax relief for MN Charities.
 1. Reducing tax implications potentially by 50%
4. Adjourn - 7:10

MONTHLY BOARD MEETING

2. Call to order (Chad Marquardt) - 7:10
3. Approval of Agenda -
 - a. Motion - Eric Johnson
 - b. 2nd -
 - c. Motion Carries
4. Approval of Meeting Minutes - April 2024
 - a. Joel Starke - motion
 - b. 2nd - Nick Anthony
 - c. Motion Carries

5. Member Forum
 - a. Brian Bailey - what levels of the Moose are we trying to host?
 - i. Jeff Rose - from a girl's perspective, planning 15/12/10A
 - ii. Nick Anthony - working on ice with the county and WBSC. Might not be enough, at present time and will be resending options to work on finalizing.
6. Treasurer's Report(Eric Johnson/Jessica Jacksie)
 - a. General Account - \$293,521.37
 - b. Savings (rink fund) - \$1,076,923.70
 - c. Coach reimbursements completed for 20 out of the 31 teams. These were the only teams I had documentation for.
 - d. In need of the following 11 teams for their Coach reimbursement information in order to process theirs - please send form and all receipts to treasurers.
 - i. Bantam A, Bantam B1 Black, Jr. Gold 16, Peewee B1, Peewee B2 Black, Peewee C Black, 12U B2, Squirt A, Squirt B2 Black, ,Squirt C Black - updated list above not current, as some have been received.
 - e. Goalie Credits - 29 complete and 25 are held up in SportsEngine (Eric working with SportsEngine to resolve).
 - f. Dana Luger - any updates on Locker Room mom reimbursements? EJ/Jess - Will be reviewing
7. Vice President of Business Operations Report (Nick Anthony)
 - a. Tournaments - Emily St Martin has decided to step away from running the Moose Goheen tournaments for us. She has done a fantastic job for a number of years and left it better than she found it. Paul Stauff will be taking over the tournament director role. Thank you Emily for all you've done.
 - b. Concessions - thank you to Nicole Kopp for a great year in concessions.
 - c. Sponsorships - Thank you Kim Gillespie for all you did this year.
 - d. Jersey's- thank you again to Andy Persby!
 - i. Any feedback on jerseys should come by June 1 to make sure we can act on recommendations. Send to jerseys@wblhockey.com
 - e. 2024 team photos - requested bids from two vendors and would like the membership to vote at the meeting.
 - i. Digital only images - link will be sent to managers to be dispersed - \$250/team(\$17/player)
 - ii. Three individual poses, coach/player photo, 5x7, 8x10 - \$160(\$10/player)
8. Vice President of Hockey Operations (Todd Wanka)
 - a. Tourney selections and registrations in progress. Please email me if you have suggestions to repeat certain tournaments that were a good experience.
 - b. Coaching reviews update
 - c. Coaching applications coming in July and interviews dates are tbd.
9. President's Report (Chad Marquardt)
 - a. Thank you to the current and any previous boards that I have worked with
 - b. Ashley and Abby - huge shoutout
 - c. Nicole Kopp - great work for the association
 - d. Kim and Kyle Gillespie - thank you for all your work with sponsorships
10. D2 Representative's Report (Joel Starke)
 - a. Proposed RULE CHANGES:
 - i. All D2 games shall be played under curfew rule. Scorekeeper will use time on the iPad. If time remains on clock at the end of allotted game time, the timekeeper will sound the horn to signal the end of the game.
Reasoning: 1) It is unfair to teams with an arena that may be more "loose" with game times. All district games should receive the same amount of time. 2) Consistency, D2 teams playing in other District's league games D8/D10 as well as Metro League JG play under curfew rules this creates confusion for fans, timekeepers, and referees.
 - ii. In D2 league games, HOME teams shall wear WHITE. Reasoning: Wide prevalence of 3rd jerseys for every team and there is no specific rule as to what color a team must wear just the jerseys must be similar and different from the other team.

- iii. In 1 hr District 2 league games, warmups shall be 3 minutes. Reasoning: We are wasting ice time with a warmup that in general does nothing for players with 1 hour games. After 2 minutes, most players are standing around anyway.
 - b. Jr. Gold Report - Is moving from SportsEngine to Crossbar in 2024-25 Season
 - c. Executive Report
 - d. Safety Coordinator is needed at Minnesota Hockey.
 - e. Gamesheet fees- this year goes up to 75%. Cost will be \$75 per team in 2024-25 Season
 - f. July 9th is MN Hockey Tournament at Bunker Hills
 - g. USA Hockey Rules committee met in Chisago in April and there was discussion of touch ups, and potential of game misconducts happening within 5 minutes of a game carrying into the next game- this is still potential, it is NOT official at all. June 4th is the rule change in Denver.
 - h. High Performance
 - i. 166 players signed up for Futures Development Program
 - ii. There is the potential of a Development Team being put together that would run skills and skating clinics for D2
11. Director of Administration (Matt Ryan)
- a. Review bylaw updates - dates, names, org charts
 - i. Matt Ryan - Motion
 - ii. Nick Anthony - 2nd
 - iii. Motion Carries
 - b. Handbook updates will be posted mid summer after newly elected/appointed officers are able to go through their respective sections
12. Directors' Reports:
- a. Boys Director (Rick Kissner)
 - b. Girls Director (Jeff Rose)
 - i. East Metro players 12/15U welcome back for upcoming year
 - ii. Coaches meeting summary
 - iii. Goalie coordinator
 - c. Mite Director (Mark Hennessy)
 - i. Nothing to report
 - d. Boys Player Development Director (Ben Butters)
 - e. Girls Player Development Director (Kyle Hall)
 - i. Lady Bear Golf Tournament - planning is underway (Aug 3rd at Oneka Ridge Golf Course).
 - ii. STP - opened registration back up for all levels except peewee as that one is full. We added the Jr Gold group. There will be two sessions for girls. 8U will be combined with mites per their level played.
 - iii. Met with coaches for feedback on season. Looking at options for in-season training.
 - iv. Working on collecting info (names, colleges, years) for the wall of fame at WBSC on the girls side.
 - f. Junior Gold Director (Harley Greene)
 - i. JGHSL committee met with MN Hockey regarding a state-wide proposal. Equitable league discussions. Need to be approved by district directors.
 - ii. Coming season - will be last season as JG Coordinator
13. Old Business
14. New Business
- a. Election Announcement
 - i. President - Eric Johnson
 - ii. Secretary - Dana Luger
 - iii. D2 Representative - Josh Docken
 - iv. Player Development Director(Boys) - Joel Starke
15. Adjourn - 7:50

****GAMBLING TABLES****

March 2024 Financial Summary

Interest	Mar-24	Mar-23	YoY Change	Change %	'24 % of Tot	'23 % of Tot
Bingo Gross	\$280,097	\$151,164	\$88,933	59%	6%	4%
Bingo Prizes	\$280,096	\$151,164	\$88,962	76%	6%	3%
Bingo Net	\$19,601	\$17,080	\$2,521	7%	7%	4%
Net% % of Gross	16.5%	24.5%		-8.00		
Kaffe Gross	\$0	\$1,665	(\$1,665)	-100%	0%	0%
Kaffe Prizes	\$0	\$1,816	(\$1,816)	-100%	0%	0%
Kaffe Net	\$0	(\$111)	\$111	-100%	0%	0%
Net% % of Gross	0%/0%	-4.2%		0%/0%		
Paddlewheel Gross	\$41,356	\$39,705	\$1,651	4%	1%	1%
Paddlewheel Prizes	\$34,721	\$30,287	\$4,434	15%	1%	1%
Paddlewheel Net	\$6,635	\$9,418	(\$2,803)	-31%	1%	2%
Net% % of Gross	16.0%	24.2%		-8.18		
Tipboard Gross	\$4,130	\$2,400	\$1,830	80%	0%	0%
Tipboard Prizes	\$3,050	\$1,600	\$1,450	91%	0%	0%
Tipboard Net	\$1,280	\$800	\$480	60%	0%	0%
Net% % of Gross	29.6%	33.3%		-3.77		
E-Gaming Gross	\$1,712,538	\$1,954,455	(\$241,897)	-12%	43%	47%
E-Gaming Prizes	\$1,495,640	\$1,677,860	(\$181,720)	-11%	44%	47%
E-Gaming Net	\$216,898	\$277,095	(\$60,177)	-22%	38%	44%
Net% % of Gross	12.7%	14.2%		-1.51		
Pulltab Gross	\$1,970,594	\$2,031,941	(\$61,347)	-3%	50%	49%
Pulltab Prizes	\$1,670,679	\$1,793,651	(\$122,979)	-7%	49%	49%
Pulltab Net	\$299,921	\$302,290	(\$2,369)	-1%	51%	49%
Net% % of Gross	15.2%	14.8%		0.37		
Total Gross	\$3,968,835	\$6,185,130	(\$216,295)	-4%		
Total Prizes	\$3,404,580	\$3,558,648	(\$154,068)	-4%		
Total Pre-Tax Income	\$564,255	\$626,482	(\$62,227)	-10%		
Net% % of Gross	14.2%	10.0%		-6.75		
Total Gambling Tax	\$204,550	\$218,051	(\$13,501)	-6%		
% of Pre-Tax Income	36.2%	34.8%		1.45		
Gross Profit	\$359,805	\$408,431	(\$48,626)	-12%		
% of Pre-Tax Income	63.8%	65.2%		-1.45		
Total Expenses (Allowable)	\$311,914	\$367,838	(\$55,924)	-15%		
% of Net Receipts	55.3%	58.7%				
Net Profit Before Lawful Pr	\$47,891	\$40,793		1.33		
% of Gross Profit	13.3%	10.0%				

Site Breakout	Net %			
	2024	2023	Delta	% Chg
White Bear Bar	\$86,482	\$85,462	\$1,220	1%
Sue's	\$74,362	\$76,658	(\$2,966)	0%
Doc's Landing	\$87,508	\$100,246	(\$12,738)	-1.8%
Jimmy's	\$208,546	\$201,966	\$6,580	3%
Bear Town	\$75,213	\$77,885	(\$2,672)	-3%
Bingo Hall	\$12,002	\$0	\$12,002	
McCarroll's	\$0	\$78,439	(\$78,439)	
Stadium	\$0	\$0	\$0	
Pierda Circuit	\$0	\$12,026	(\$12,026)	
Out Total	\$546,455	\$626,482	(\$80,027)	-10%

Breakout of Expenses	Mar-24	Mar-23	YoY Change	Change %	'24 % of Tot	'23 % of Tot
Cost of Sales	\$18,504	\$39,325	(\$20,821)	-2%	17%	11%
Compensation	\$85,411	\$108,929	(\$23,518)	-21%	27%	30%
Penalty/Interest	\$0	\$0	\$0	0%	0%	0%
Advertising	\$0	\$1,492	(\$1,492)	-100%	0%	0%
Accounting	\$2,681	\$3,596	(\$9,115)	-31%	1%	1%
License/Bond	\$0	\$0	\$0	0%	0%	0%
Local Inv. Fee	\$0	\$0	\$0	0%	0%	0%
Rent	\$84,379	\$66,401	\$17,978	27%	27%	18%
E-Gaming Eq./Fees	\$75,611	\$86,261	(\$10,650)	-30%	24%	23%
Supplies	\$21,123	\$14,228	\$6,895	68%	7%	4%
Insurance	\$0	\$0	\$0	0%	0%	0%
Equipment	\$0	\$47,261	(\$47,261)	-100%	0%	13%
Cash Long/Short	\$2,381	\$2,333	\$48	2%	1%	1%
Reimb & Cash Short	(\$204)	\$0	(\$204)		0%	0%
Total Expenses	\$311,914	\$367,838	(\$55,924)	-15%		

March 2024 Site Summary

	White Bear		Doc's Landing	Jimmy's	Bear		McCarron's	Fiesta Cancun	March Total	% of Total
	Bar	Sak's			Town	Hall				
Bingo Gross	\$4,613	\$32,808	\$0	\$56,123	\$10,476	\$136,077			\$240,097	6.0%
Bingo Prizes	\$5,562	\$24,232	\$0	\$40,611	\$12,317	\$117,774			\$200,496	5.9%
Bingo Net	(\$949)	\$8,576	\$0	\$15,512	(\$1,841)	\$18,303			\$39,601	7.0%
Net% of Gross	-20.6%	26.1%	0.0%	27.6%	-17.6%	13.5%			16.5%	
2023 Net\$	\$652	\$9,006	\$0	\$25,596	\$756		\$1,495	(\$475)	\$37,030	
YoY Change	240%	-5%		-39%	-344%				7%	
Raffle Gross	\$0	\$0	\$0	\$0	\$0	\$0			\$0	0.0%
Raffle Prizes	\$0	\$0	\$0	\$0	\$0	\$0			\$0	0.0%
Raffle Net	\$0	\$0	\$0	\$0	\$0	\$0			\$0	0.0%
Net% of Gross	#DIV/0!	#DIV/0!	0.0%	#DIV/0!	#DIV/0!	#DIV/0!			#DIV/0!	
2023 Net\$	\$0	\$48	\$0	\$34	(\$262)		\$29	\$0	(\$151)	
Paddlewheel Gross	\$30,307	\$150	\$8,229	\$1,590	\$1,080	\$0			\$41,356	1.0%
Paddlewheel Prizes	\$25,531	\$100	\$7,310	\$1,060	\$720	\$0			\$34,721	1.0%
Paddlewheel Net	\$4,776	\$50	\$919	\$530	\$360	\$0			\$6,635	1.2%
Net% of Gross	15.8%	33.3%	11.2%	33.3%	33.3%	#DIV/0!			16.0%	
2023 Net\$	\$6,597	\$190	\$800	\$810	\$520		\$701	\$0	\$9,618	
YoY Change	-28%	-74%	15%	-35%	-31%				-31%	
Tipboard Gross	\$0	\$2,080	\$0	\$2,250	\$0	\$0			\$4,330	0.1%
Tipboard Prizes	\$0	\$1,550	\$0	\$1,500	\$0	\$0			\$3,050	0.1%
Tipboard Net	\$0	\$530	\$0	\$750	\$0	\$0			\$1,280	0.2%
Net% of Gross	#DIV/0!	25.5%	#DIV/0!	33.3%	#DIV/0!	#DIV/0!			29.6%	
2023 Net\$	\$0	\$300	\$0	\$500	\$0		\$0	\$0	\$800	
E-Gaming Gross	\$327,144	\$145,822	\$405,129	\$568,179	\$250,920	\$15,365			\$1,712,558	43.1%
E-Gaming Prizes	\$282,023	\$129,247	\$355,896	\$493,351	\$221,830	\$13,293			\$1,495,641	41.9%
E-Gaming Net	\$45,121	\$16,575	\$49,232	\$74,828	\$29,089	\$2,072			\$216,918	38.4%
Net% of Gross	13.8%	11.4%	12.2%	13.2%	11.6%	13.5%			12.7%	
2023 Net\$	\$38,586	\$31,541	\$64,367	\$52,594	\$45,622		\$39,606	\$4,779	\$277,095	
YoY Change	17%	-47%	-24%	42%	-36%				-22%	
Pulltab Gross	\$268,823	\$358,375	\$247,640	\$709,784	\$268,061	\$57,911			\$1,970,594	49.7%
Pulltab Prizes	\$231,089	\$309,744	\$210,282	\$652,858	\$220,416	\$46,284			\$1,670,673	49.1%
Pulltab Net	\$37,734	\$48,631	\$37,358	\$116,926	\$47,645	\$11,627			\$299,921	53.1%
Net% of Gross	14.0%	13.6%	15.1%	15.2%	17.8%	20.1%			15.2%	
2023 Net\$	\$30,627	\$33,573	\$35,079	\$122,432	\$31,249		\$32,608	\$7,722	\$302,290	
YoY Change	-5%	45%	6%	-4%	52%				-1%	
Total Gross	\$630,887	\$539,235	\$660,998	\$1,397,926	\$530,537	\$209,353	\$0	\$0	\$3,968,935	100.0%
Total Prizes	\$544,205	\$464,873	\$573,488	\$1,189,380	\$455,283	\$177,351	\$0	\$0	\$3,404,581	100.0%
Total Pre-tax Income	\$86,682	\$74,362	\$87,509	\$208,546	\$75,253	\$32,002	\$0	\$0	\$564,355	100.0%
2023 Net\$	\$85,462	\$74,058	\$100,246	\$201,966	\$77,885	\$0	\$74,439	\$12,026	\$626,682	18.4%
YoY Change	1%	0%	-13%	3%	-3%				-10%	
Site % of TI Gross	15.9%	13.6%	16.7%	35.2%	13.4%	5.3%	0.0%	#DIV/0!		
Site % of TI Income	15.4%	13.2%	15.5%	37.0%	13.3%	5.7%	0.0%	#DIV/0!		
Tax	\$31,651	\$27,440	\$32,299	\$78,945	\$25,471	\$8,742			\$204,550	36.2%
2023 Tax\$	\$29,474	\$24,997	\$36,722	\$66,953	\$28,427		\$26,910	\$4,567	\$218,051	34.8%
YoY Change	7%	10%	-12%	18%					-6%	
Gross Profit After Tax	\$55,031	\$46,922	\$55,210	\$129,601	\$49,782	\$23,259	\$0	\$0	\$359,805	
2023 GPT\$	\$55,988	\$49,661	\$63,524	\$135,013	\$49,457	\$0	\$47,529	\$7,459	\$408,631	
YoY Change	-2%	-6%	-13%	-4%					-12%	
Allow. Expenses	\$42,292	\$38,816	\$48,770	\$93,982	\$36,030	\$52,026			\$311,914	
2023 AET\$	\$39,233	\$41,177	\$40,637	\$74,260	\$34,686	\$78,048	\$47,105	\$12,691	\$367,838	
YoY Change	8%	-6%	20%	27%	4%				-15%	
NPS Before Lawful Purpose	\$12,739	\$8,106	\$6,441	\$35,620	\$13,752	(\$28,766)	\$0	\$0	\$47,891	
2023 NPS	\$16,754	\$8,484	\$22,887	\$60,753	\$14,771	(\$78,048)	\$424	(\$5,233)	\$40,793	
YoY Change	-24%	-4%	-72%	-41%					17%	

LG1004 Monthly Gambling Report to Members

Minnesota Statutes 349.19, Subdivisions 3 and 5, and Minnesota Rules 7861.0320, Subpart 6, require a monthly gambling report to the membership. Members attending this meeting reviewed the documents checked below. The check register and authorization of expenditures are attached to this form and have been made a part of the meeting minutes.

White Bear Lake Area Hockey Assoc.

Meeting Date: May 10, 2024

February 2023 Documents Provided for review:

- G1 - Lawful Gambling Monthly Tax Return
- LG100A - Lawful Gambling Receipts and Expenses by Site
- LG100C - Lawful Purpose Expenditures
- LG100F - Lawful Gambling Fund Reconciliation
- Schedule B2 - Lawful Gambling Report of Barcoded Games
- LG1012 Worksheet - Lawful Purpose
- Worksheet CS - Cash Shortages
- Worksheet E - Lawful Gambling Combined Receipts Tax
- Bank Register Details by Category
- Bank Register
- Bank Reconciliation
- Checking Account Summary from Royal Credit Union
- Played/Reported Inventory Report
- Month End/Physical Inventory

Correspondence and other documents:

Preapproval: Allowable Expenses

Payee or Item to be Paid	Brief explanation of the purpose for each expenditure	Expense amount		Approved (Yes/No)	Check or ACH	Notes
		Limit	Actual			
DOC'S LANDING	RENT	\$10,500			Check	Monthly
JIMMY'S FOOD AND DRINK	RENT	\$35,000			Check	Monthly
SAKS	RENT	\$12,000			Check	Monthly
VADNAIS PLAZA	RENT	\$16,500			Check	Monthly
WHITE BEAR BAR	RENT	\$10,000			Check	Monthly
SANGER LLC	RENT	\$9,000			Check	Monthly
Gaming Business Solutions, LLC	Payroll		\$680		Check	Monthly
Gaming Business Solutions, LLC	Monthly Gaming Reporting		\$1,700		Check	Monthly
Borchert Meat Market	Merchandise Prize (Meat Raffle)	\$3,500			Check	Monthly
Charitable Products LLC	Scanner Paper - Supplies	\$450			Check	Monthly
Bingo Bugle	BDBH Advertising		\$750		Check	Monthly
Press Publications	Advertising	\$2,000			Check	Monthly
Comcast Business	Internet/phone/TV	\$1,650			Check	Monthly
The McDowell Agency, INC	Employee Background Check	\$300			Check	Monthly
Microsoft 365 Subscription	Microsoft 365 Subscription	\$50			Check	Monthly
Office Supplies	General Office Supplies	\$1,500			Check	Monthly
Kevin Bergerson	Monthly Milage Reimbursement	\$600			Check	Monthly
Lynn Dumroese	Monthly Milage Reimbursement	\$100			Check	Monthly
Intuit	Payroll	\$55,000			ACH	Monthly
IRS	Compensation and Payroll Taxes	\$13,000			ACH	Monthly
MN Dept of Revenue	Compensation and Payroll Taxes	\$3,000			ACH	Monthly
Electronic Games Solutions	Linked Bingo	\$2,000			ACH	Monthly
MN Gaming Supply	E-Pulltab Equipment and Revenue Share (Beartown)	\$11,000			ACH	Monthly
Pulltabs Plus, Incorporated	Gambling Product	\$7,500			ACH	Monthly
Three Diamond Corporation	Gambling Product	\$25,000			ACH	Monthly
Pilot Games	E-Linked Bingo Provider	\$5,500			ACH	Monthly
Brainerd Games	Bingo Machine Rentals	\$17,000			ACH	Monthly
Brainerd Games	E-Pulltab Equipment and Revenue Share	\$70,000			ACH	Monthly
Brainerd Games	Gambling Product	\$11,000			ACH	Monthly
Total		\$326,280				

Preapproval: Lawful Purpose Expenditures

Payee or Item to be Paid	Brief explanation of the purpose	Amount	LPE Code	Approved (yes or no)		
CITY OF VADNAIS HEIGHTS	VADNAIS HEIGHTS LOCAL FUND	\$8,000	A10R			Monthly
CITY OF WHITE BEAR LAKE	LOCAL FUND	\$500	A08L			Monthly
MN Dept of Revenue	A08T - Monthly State Gambling Taxes and Fees	\$195,000	A08T			Monthly
CITY OF VADNAIS HEIGHTS	Donation	\$7,500	A10			Annual
Total Lawful Purpose		\$211,000				
Total Allowable & Lawful Purpose		\$537,280				