

White Bear Lake Area Hockey Association

Gambling and Board Monthly Minutes

April 10, 2024

Attendees: Harley Green, Jon Barghini, Greg Boggess, Ashley Hoit, Abby Kath, Katie Wickland, Kim Gillespie, Kyle Gillespie, Harleigh Brown, Shawn Birch, Ryan Gale, Kyle Hall, Dana Luger

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

Gambling Manager: Kevin Bergerson

GAMBLING MEMBERSHIP MEETING:

1. Call to order (Chad Marquardt) - 7:05
2. Motion to Approve Agenda
 - a. Motion - Brian G
 - b. 2nd - Eric Johnson - motion carries
3. Gambling Report (Kevin Bergerson)
 - a. Account Balance as of 3/31/2024 - \$939,057.94
 - b. Review February 2024 Financials - Membership Approval Needed
 - i. February 2024 Financial Summary
 - ii. February Breakout by Site
 - iii. February Allowable Expenses
 - iv. February Lawful Purpose Expenses
 - v. Motion to approve - Kevin Bergerson
 1. Nick Anthony - 2nd - motion carries
 - c. May 2024 Estimated Expenses - Membership Approval Needed
 - i. May Allowable Expenses
 - ii. May Lawful Purpose Expenses
 - iii. Motion to approve - Kevin Bergerson
 1. Matt Ryan - 2nd - motion carries
 - d. Other Business
 - i. Update on the Premises Permit Application for The Burrow in Oakdale.
 1. Working with City of Oakdale
 2. Lease signed with Burrow - sent to City of Oakdale
 3. Main factor in build out is to prove - demonstrate reasonable favor for City of Oakdale trade area
 4. WBL technically contiguous with city
 5. Spoke at City Council meeting - vote lost 3-2 - working on next steps
 - ii. Black Diamond Bingo Hall Update
 1. February was strongest month, to date - \$9000 loss on the bottom loss
 2. March shaping up to be 2nd month and April looking fairly strong
 3. West St. Paul closed their bingo hall - reopening in April
4. Adjourn - 7:23

MONTHLY BOARD MEETING

1. Call to order (Chad Marquardt) - 7:23
2. Approval of Agenda
 - a. Motion - Brian G
 - b. 2nd - Nick A - motion carries
3. Approval of Monthly Meeting Minutes - March 2024
 - a. Motion - Brian G

- b. 2nd - Nick A - motion carries
- 4. Member Forum
 - a. Harley Brown - son played from clinic through JG
 - i. JG results
 - 1. A - 12th place (1-22-1) -119 GD
 - 2. B - 16th place (4-18-4) -67 GD
 - 3. 16U - 22nd place (1-23-1) -116 GD
 - ii. Asking the board to review numbers, leveling, talent and prospects moving forward. Complete buy-in from people that understand the kids
 - iii. Do we look at cuts, rec league, etc.
 - b. Ryan Gale - teams for Bantam level
 - i. PW leveling was very successful this year, top to bottom
 - ii. Looking to have appropriate teams moving forward
- 5. Treasurer's Report(Eric Johnson/Jessica Jacksie)
 - a. General Account: \$173,356
 - b. Savings/Rink Fund: \$1,419,563
 - c. Quarterly Sales and Use Tax for Jan-Mar, 2024 submitted on 4/9/24
 - d. Coach Reimbursement, goalie refunds, other player discounts to be done by end of April
- 6. Vice President of Business Operations Report (Nick Anthony)
 - a. Registrar - starting to prepare registration for next season
 - b. Manager Director- going to have a manager appreciation event in April. More details to come.
 - c. Jerseys - starting talks with Strauss on next seasons jerseys. Finalizing a plan and cost to order new tryout jerseys for all levels that have tryouts.
- 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. Annual Meeting to discuss by-law changes has been moved to May 2024.
 - b. WBL has the following invoices due to D2
 - i. Referees for D2 10U A / 10B Tournament - \$6,771 (Invoice #700)
 - ii. WBL Player Fee \$32,299.00 (Invoice #675)
 - iii. WBL Referee Invoice for D2 Games - \$41,610.00 (Invoice #695)
 - iv. Referees for BA / PWAA Tournament - \$12,061.00 (Invoice #698)
 - v. Referees for BAA Tournament - \$14,112.00 (Invoice #699)
- 10. Director of Administration (Matt Ryan)
 - a. Nothing to report
- 11. Directors' Reports:
 - a. Boys Director (Rick Kissner)
 - i. Coach reviews
 - b. Girls Director (Jeff Rose)
 - i. Coaches review meeting - email to come
 - c. Mite Director (Mark Hennessy)
 - i. Looking for Volunteers to Plan and Prepare for 2 Jamborees. Please email Mark Hennessy
 - ii. Coaches meeting held - coaches evaluations of kids to prepare for next season
 - iii. Looking for Coaches to Create a Volunteer Coaches Committee to help On Board new coaches, and share information going into next season. Please Email Mark Hennessy
 - d. Boys Player Development Director (Ben Butters)
 - i. STP Updates
 - 1. Registration closing 4/24/24
 - 2. JG STP information coming May 1st
 - e. Girls Player Development Director (OPEN)
 - f. Junior Gold Director (Harley Greene)
 - i. 40+ kids in the program this year
 - ii. 50+ bantams to HS age - 100+ total at HS age, including JG and HS

- iii. Certain about three teams - carry a traditional 16U team
- iv. Discussions surround splitting 16U into A/B leveling - at JGHS

- 12. Old Business
- 13. New Business
- 14. Adjourn - 7:59

****GAMBLING TABLES****

February 2024 Financial Summary

Interest	Feb-24	Feb-23	YoY Change	Change %	'24 % of Ttl	'23 % of Ttl
Bingo Gross	\$247,011	\$134,238	\$112,773	84%	6%	4%
Bingo Prizes	\$195,092	\$105,943	\$89,149	80%	6%	3%
Bingo Net	\$51,919	\$28,295	\$23,624	71%	10%	5%
Net% % of Gross	21.0%	22.6%		-1.55		
Raffle Gross	\$830	\$3,241	(\$2,411)	-74%	0%	0%
Raffle Prizes	\$600	\$2,780	(\$2,180)	-78%	0%	0%
Raffle Net	\$230	\$462	(\$232)	-50%	0%	0%
Net% % of Gross	27.7%	14.2%		13.47		
Faddiewheel Gross	\$36,540	\$42,105	(\$5,565)	-13%	1%	1%
Faddiewheel Prizes	\$29,367	\$36,413	(\$7,046)	-19%	1%	1%
Faddiewheel Net	\$7,173	\$5,692	\$1,481	26%	1%	1%
Net% % of Gross	19.6%	13.5%		6.11		
Tipboard Gross	\$4,860	\$6,310	(\$1,450)	-23%	0%	0%
Tipboard Prizes	\$3,400	\$4,850	(\$1,450)	-30%	0%	0%
Tipboard Net	\$1,460	\$1,460	\$0	0%	0%	0%
Net% % of Gross	30.0%	23.1%		6.90		
E-Gaming Gross	\$1,840,896	\$1,714,486	\$126,410	7%	47%	46%
E-Gaming Prizes	\$1,612,937	\$1,458,513	\$154,424	11%	47%	46%
E-Gaming Net	\$227,960	\$255,973	(\$28,014)	-11%	43%	46%
Net% % of Gross	12.4%	14.9%		-2.55		
Pulltab Gross	\$1,805,462	\$1,826,542	(\$21,080)	-1%	46%	49%
Pulltab Prizes	\$1,563,412	\$1,559,153	\$4,259	0%	46%	49%
Pulltab Net	\$242,050	\$267,389	(\$25,339)	-9%	46%	48%
Net% % of Gross	13.4%	14.6%		-1.23		
Total Gross	\$3,935,599	\$3,726,922	\$208,677	6%		
Total Prizes	\$3,404,808	\$3,165,651	\$239,157	8%		
Total Pre-tax Income	\$530,792	\$561,271	(\$30,479)	-5%		
Net% % of Gross	13.5%	15.1%		-1.57		
Total Gambling Tax	\$161,069	\$196,455	(\$35,386)	-18%		
% of Pre-Tax Income	30.3%	35.0%		-4.66		
Gross Profit	\$369,723	\$364,816	\$4,907	1%		
% of Pre-Tax Income	69.7%	65.0%		4.66		
Total Expenses (Allowable)	\$305,513	\$322,472	(\$16,959)	-5%		
% of Net Receipts	57.6%	57.5%				
Net Profit Before Lawful Pt	\$64,210	\$42,344				
% of Gross Profit	17.4%	11.6%		5.76		

Site Breakout	Net \$			
	2024	2023	Delta	% chg
White Bear Bar	\$79,377	\$88,967	(\$9,590)	-11%
Sak's	\$67,160	\$87,806	(\$20,646)	-24%
Doc's Landing	\$80,163	\$68,385	\$11,778	17%
Jimmy's	\$201,461	\$171,641	\$29,819	17%
Bear Town	\$61,363	\$57,627	\$3,736	6%
Bingo Hall	\$41,268	\$0	\$41,268	
McCarron's	\$0	\$71,528	(\$71,528)	
Stadium	\$0	\$0	\$0	
Fiesta Cancun	\$0	\$15,317	(\$15,317)	
Oct Total	\$530,792	\$561,271	(\$30,479)	-5%

Breakout of Expenses	Feb-24	Feb-23	YoY Change	Change %	'23 % of Ttl	'22 % of Ttl
Cost of Sales	\$29,594	\$32,631	(\$3,037)	-9%	10%	10%
Compensation	\$59,559	\$72,043	(\$12,484)	-17%	19%	22%
Penalty/Interest	\$0	\$0	\$0	0%	0%	0%
Advertising	\$0	\$0	\$0	0%	0%	0%
Accounting	\$2,370	\$4,843	(\$2,473)	-51%	1%	2%
License/Bond	\$0	\$0	\$0	0%	0%	0%
Local Inv. Fee	\$0	\$0	\$0	0%	0%	0%
Rent	\$115,875	\$83,181	\$32,694	39%	38%	26%
E-Gaming Eq/fees	\$72,068	\$85,138	(\$13,070)	-15%	24%	20%
Supplies	\$21,286	\$20,544	\$742	4%	7%	6%
Insurance	\$0	\$0	\$0	0%	0%	0%
Equipment	\$0	\$20,867	(\$20,867)	-100%	0%	6%
Cash Long/Short	\$4,761	\$3,225	\$1,537	48%	2%	1%
Reimb Ex Cash Short	\$0	\$0	\$0	0%	0%	0%
Total Expenses	\$305,513	\$322,472	(\$16,959)	-5%		

February 2024 Site Summary

	White Bear			Bear			Fiesta		Jan Total	% of Total
	Bar	Sak's	Doc's Landing	Jimmy's	Town	Bingo Hall	McCarron's	Cancun		
Bingo Gross	\$5,282	\$28,257	\$0	\$72,923	\$9,192	\$131,357			\$247,011	6.3%
Bingo Prizes	\$6,375	\$22,225	\$0	\$48,121	\$11,797	\$106,574			\$195,092	5.7%
Bingo Net	Net\$ (\$1,093)	\$6,032	\$0	\$24,802	(\$2,605)	\$24,783			\$51,919	9.8%
	Net\$ % of Gross	-20.7%	21.3%	34.0%	-28.3%	18.9%			21.0%	
	2023 Net\$	\$1,347	\$10,699	\$17,958	\$605		\$4	(\$318)	\$30,295	
	YoY Change	182%	-44%	38%	-531%				71%	
Raffle Gross	\$0	\$0	\$0	\$830	\$0	\$0			\$830	0.0%
Raffle Prizes	\$0	\$0	\$0	\$600	\$0	\$0			\$600	0.0%
Raffle Net	\$0	\$0	\$0	\$230	\$0	\$0			\$230	0.0%
	Net\$ % of Gross	#DIV/0!	#DIV/0!	27.7%	#DIV/0!	#DIV/0!			27.7%	
	2023 Net\$	\$28	\$47	\$28	\$37	\$233		\$61	\$462	
Paddlewheel Gross	\$25,000	\$360	\$9,500	\$840	\$840	\$0			\$36,540	9.5%
Paddlewheel Prizes	\$20,844	\$240	\$7,143	\$560	\$560	\$0			\$29,347	8.9%
Paddlewheel Net	\$4,156	\$120	\$2,357	\$280	\$280	\$0			\$7,193	1.6%
	Net\$ % of Gross	16.6%	33.3%	24.6%	33.3%	33.3%			19.6%	
	2023 Net\$	\$1,737	\$160	\$640	\$630	\$460		\$2,065	\$5,692	
	YoY Change	139%	-25%	265%	-56%	-39%			26%	
Tipboard Gross	\$510	\$1,600	\$450	\$1,300	\$1,000	\$0			\$4,860	0.1%
Tipboard Prizes	\$325	\$1,150	\$325	\$950	\$750	\$0			\$3,400	0.1%
Tipboard Net	\$185	\$450	\$125	\$350	\$250	\$0			\$1,460	0.3%
	Net\$ % of Gross	36.3%	28.1%	30.0%	26.9%	25.0%			30.0%	
	2023 Net\$	\$350	\$390	\$100	\$350	\$100		\$100	\$70	\$1,460
E-Gaming Gross	\$394,499	\$150,491	\$452,371	\$605,320	\$222,077	\$16,139			\$1,840,896	46.8%
E-Gaming Prizes	\$346,634	\$133,990	\$398,447	\$529,256	\$192,227	\$12,384			\$1,612,937	47.4%
E-Gaming Net	\$47,865	\$16,502	\$53,924	\$76,064	\$29,850	\$3,755			\$227,960	42.9%
	Net\$ % of Gross	12.1%	11.0%	11.9%	12.6%	13.4%			12.4%	
	2023 Net\$	\$40,081	\$30,762	\$41,698	\$58,796	\$34,034		\$46,913	\$3,689	\$255,973
	YoY Change	18%	-46%	29%	29%	-12%				-11%
Pulltab Gross	\$251,582	\$375,161	\$172,628	\$699,666	\$251,306	\$55,119			\$1,805,462	45.9%
Pulltab Prizes	\$223,318	\$331,305	\$148,951	\$599,931	\$217,718	\$42,389			\$1,563,412	45.9%
Pulltab Net	\$28,264	\$44,056	\$23,677	\$99,735	\$33,588	\$12,730			\$242,050	45.6%
	Net\$ % of Gross	11.2%	11.7%	13.7%	14.3%	13.4%			13.4%	
	2023 Net\$	\$45,424	\$45,748	\$25,919	\$93,870	\$22,195		\$22,385	\$11,848	\$267,389
	YoY Change	-38%	-8%	-9%	6%	51%				-9%
Total Gross	\$676,873	\$555,969	\$634,949	\$1,380,879	\$484,415	\$202,615	\$0	\$0	\$3,935,599	100.0%
Total Prizes	\$597,496	\$488,710	\$554,796	\$1,179,418	\$423,052	\$161,347	\$0	\$0	\$3,404,808	100.0%
Total Pre-tax Income	\$79,377	\$67,160	\$80,163	\$201,461	\$61,363	\$41,268	\$0	\$0	\$530,792	100.0%
	2023 Net\$	\$88,667	\$87,806	\$68,385	\$171,641	\$57,627	\$0	\$71,528	\$15,317	\$561,271
	YoY Change	-11%	-24%	17%	17%	6%				-5%
Site % of Ttl Gross	17.2%	14.1%	16.1%	35.1%	12.3%	5.1%	0.0%	#DIV/0!		
Site % of Ttl Income	15.0%	12.7%	15.1%	38.0%	11.6%	7.8%	0.0%	#DIV/0!		
Tax	\$26,753	\$25,106	\$23,277	\$57,943	\$22,260	\$5,629			\$161,069	30.3%
	2023 Tax\$	\$31,915	\$29,300	\$24,982	\$58,016	\$20,891		\$25,686	\$5,664	\$196,455
	YoY Change	-16%	-14%	-7%	0%					-18%
Gross Profit After Tax	\$52,624	\$42,053	\$56,886	\$143,517	\$39,003	\$35,639	\$0	\$0	\$369,723	
	2023 GP\$	\$57,052	\$58,505	\$43,402	\$113,626	\$36,736	\$0	\$45,842	\$9,653	\$364,816
	YoY Change	-8%	-28%	31%	26%					1%
Allow. Expenses	\$41,745	\$41,187	\$42,970	\$65,594	\$52,966	\$61,051			\$305,513	
	2023 Ad\$	\$47,031	\$37,370	\$42,024	\$66,204	\$49,261	\$34,742	\$35,156	\$10,584	\$322,472
	YoY Change	-11%	10%	2%	-1%	7%				-5%
NPS Before Lawful Purpose	\$10,879	\$867	\$13,917	\$77,923	(\$13,963)	(\$25,412)	\$0	\$0	\$64,230	
	2023 NPS	\$10,021	\$21,135	\$1,379	\$47,422	(\$12,625)	(\$34,742)	\$10,686	(\$931)	\$42,344
	YoY Change	9%	-6%	909%	64%					52%

Authorization of Expenditures

Minnesota Statutes 349.13, subdivision 1, requires that "Gross profits from lawful gambling may be expended only for lawful purposes or allowable expenses as authorized by the membership of the conducting organization at a monthly meeting of the organization's membership."

NOTE: When the membership approves an upper limit of expenses for a particular item, the report to the membership the following month must include the specific check or electronic transaction number, payee, purpose, amount, and date of payment for estimated expenditures from the previous month.

review and approval.

Preapproval: Allowable Expenses for May 2024

The following sheet will break out expenses by category for approval. Any non-routine expenses will be listed in detail below.

Payee or Item to be Paid	Brief explanation of the purpose for each expenditure	Expense amount		Approved (Yes/No)
		Limit	Actual	
Vadnais Plaza	Black Diamond Bingo Hall Rent (routine)		\$16,500	
Sanger LLC	Rent @ Beartown (routine)	\$9,000		
Sak's	Rent (routine)	\$15,000		
White Bear Bar	Rent (routine)	\$10,000		
Jimmy's Food & Drink	Rent (routine)	\$38,000		
Doc's Landing	Rent (routine)	\$13,000		
Advertising (paper)	Advertising	\$4,000		
Facebook	Advertising	\$5,000		

Preapproval: Lawful Purpose Expenditures for May 2024

Payee	Brief explanation of the purpose for each expenditure	LPE Code	Amount	Approved (Yes/No)
City of White Bear Lake	Local Taxes	A-8	\$500.00	
City of Vadnais Heights	Local Taxes	A-10	\$9,500.00	

