

White Bear Lake Area Hockey Association

Gambling and Board Monthly Minutes

September 11, 2024

Attendees: Kim Gillespie, Kyle Gillespie, DJ Clark, Josh Hielsberg, Chris Neill, Paul Stauff, Kasey Yoder, Rachel Holvig, Brian Bailey, Mike Geiser, Ryan Gale, Abby Kath, Katie Wickland, Jenny Storhaug, Carrie Masloski

Board Members: Nick Anthony, Erick Wicklander, Kyle Hall, Jeff Rose, Joel Starke, Josh Docken, Dana Luger

Gambling Manager: Kevin Bergerson

GAMBLING MEMBERSHIP MEETING:

1. Call to order (Nick Anthony) 7:00
2. Motion to Approve Agenda
 - a. 2nd – Jeff Rose
 - b. Motion Carries
3. Gambling Report (Kevin Bergerson)
 - a. Account Balance as of 8/31/2024 - \$689,713.48
 - b. Review July 2024 Financials - Membership Approval Needed
 - i. July 2024 Financial Summary
 - ii. July Breakout by Site
 - iii. July Allowable Expenses
 - iv. July Lawful Purpose Expenses
 - v. Motion to Approve July Financials
 1. 2nd – Matt Ryan
 2. Motion Carries
 - c. October 2024 Estimated Expenses - Membership Approval Needed
 - i. October Estimated Allowable Expenses
 - ii. October Estimated Lawful Purpose Expenses
 - iii. Motion to Approve October Estimated Expenses
 1. 2nd – Matt Ryan
 2. Motion Carries
4. Other Business
 - a. Bingo Hall – thank you to everyone who came out to help us clear out the bingo hall
 - b. New Bingo Programs implemented for Saks Mondays and Jimmy's Morning Bingo in August
 - c. Mailed application for Johnny Kitchen and Bar in Maplewood to GCB, expect to open on Oct 1
5. Adjourn (7:11)

MONTHLY BOARD MEETING

1. Call to Order (7:11)
2. Approval of Agenda
 - a. 2nd-Matt Ryan
 - b. Motion Carries
3. Approval of Meeting Minutes - August 2024
 - a. 2nd – Joel Starke
 - b. Motion Carries
4. Member Forum
 - a. Ryan Gale – do we know how many teams are at each level? Josh Docken – numbers right now are looking like 7 teams at bantams & 6 teams at peewees. Once tryouts start, we will have final registration numbers. Numbers are down this year

- i. Nick Anthony – we have tournaments booked for the following teams: Squirt A, 2 B1's, 2 B2's, 2 C's, Peewee AA, 2 B1's, 2 B2's, 2C's, Bantam AA, A, B1, 2 B2 & 2C's
 - b. Kasey Yoder – What have you discussed w/ 8u play ups?
 - i. Jeff Rose – yes, they have been approved to tryout but you need to register as 10U & also turn in your play up form and they need to make the top 20% or they need to go back to 8U.
 - ii. DJ Clark – let me ask, if we are going by the handbook, are we going to adhere to the other stipulation? Board – what stipulation? DJ – the handbook states you need to be top 20%. Does that mean the goalie you are pulling up needs to grade in the top 20%? Nick Anthony - You have to be on the top 20% as a skater, goalie is not a skater – we can use some practicality – there are 3 teams, we do not have a goalie for the 3rd and they are willing to play up. DJ – if I am doing the math, they need to be top 9 skaters? Jeff Rose – this would be dependent on final registration numbers. Top 20% of skaters.
 - iii. Katie Wickland - How has this been handled in the past? Board – A couple years ago, a handful came up because we needed numbers to round out 3 teams. As of now, our numbers look like 43 skaters which would include the 3 trying out for playups
 - iv. DJ Clark - How can you make an exception if you are not going by the handbook? You can't say we are going by the handbook if you are going to make an exception. Board – the numbers were different a couple years ago and the situation around the goalie play-up is based on rounding out 3 teams. Kyle Hall – there isn't anything in the handbook that is goalie specific. Jeff Rose, I think the numbers are too much if we have roster sizes of 16. DJ acknowledges adding 3 is a lot & that is fair but the handbook needs to be updated. I would have received the response better if that was explained the first time – it's a numbers thing vs. a handbook thing. There needs to be an exception to allow playups if there is a need for numbers.
 - v. Mike Geiser– 20% of boys vs. 20% for girls is a lot different and we should consider the 20% ratio
 - vi. Josh Hielsberg - We are not rushing to get to the top but they could be a good addition to a B1 team, if they qualified – can we consider the percentage?
 - vii. DJ Clark - To be clear, there is no way they can play 10U if they do not make the top 9, correct? Jeff Rose, yes, correct.
5. Treasurer's Report (Erik Wicklander/Jessica Jacksie)
 - a. General Account: \$241,382.14: Association Season Member Payments
 - b. Savings (rink fund): \$882,319.33 @ RCU and \$450,000 @ Frandsen
 - c. Moving association audit services to Abdo starting with 2023 fiscal audit, they perform our Gambling audit
6. Vice President of Business Operations Report (Nick Anthony)
 - a. Apparel - Strauss online store wave one is open through September 16. Link is online.
 - b. 4v4 - Teams are filled, 4 teams everywhere which is a great start to 4v4
 - c. Tournaments- still looking for a handful of people willing to help plan and execute the Moose Goheen tournaments this season. We also still have a need for a few teams:
 - i. 1 at 10UA
 - ii. 1 at Bantam A
 - iii. 1 at Junior Gold A
7. Vice President of Hockey Operations (Todd Wanka)
 - a. Evaluation Jerseys
 - i. If you failed to pick up your evaluation jerseys, please report to the first evaluation hour for your level to pick up your jersey.
 - b. Bantam AA/Peewee AA Tryouts
 - i. Reminder Bantam AA/Peewee AA tryouts start this week. Schedules can be found under the evaluation tab on the website.
 - ii. Notes for tryouts
 1. All helmet stickers and tape are to be removed. No exceptions!

2. Neck guards are required no exceptions!
 3. WBL socks preferred no club hockey socks
 4. There is NO guarantee on ice time or the number of tryouts one will be given during the evaluations. Cuts can be made after one hour.
 5. All Boys tryouts will be open to viewing. Parents are expected to act according to the code of conduct.
 6. All Girls tryouts will be closed.
 7. Please refrain from contacting the evaluators, board members and coaches during these evaluations. Any pressing questions can be directed to the Boys or Girls directors or the VP of Hockey.
 8. All tryout info please follow on the website day to day.
8. President's Report (Eric Johnson)
 - a. Tryout season is here, and I want to wish ALL our players the best of luck! Believe in yourself, try hard and go have fun playing hockey! Parents, please support your kids positively and be there for them during this intense period of time.
 9. D2 Representative's Report (Josh Docken)
 - a. Need final team declarations
 - b. Will be hosting – for end of year
 - c. Harley Greene – Anything on officials? Josh - Nothing has been finalized yet. Concerned around number of refs at JG – next meeting is 3rd weekend of September
 - d. Jeff Rose - Are they lenient on declaration of teams – 15U? Josh will bring up the issue that we don't know our numbers due to HS tryouts at the next D2 meeting
 10. Director of Administration (Matt Ryan)
 - a. Tryout season - this is a stressful time for all. Remember the 24-hour rule. Any pressing questions can be directed to the Boys & Girls Director or the VP of Hockey.
 - b. Do not contact the evaluators or coaches during tryouts. There will be strict consequences for any such actions starting with suspensions.
 11. Directors' Reports:
 - a. Boys Director (Rick Kissner)
 - b. Girls Director (Jeff Rose)
 - i. Tryouts for 10/12/15U will be closed to parents
 - ii. 10/12U goalie evaluation will be done by Read and React
 - iii. Pacific Rink bags delivery will be late October early November(10u/12u/15U)
 1. 8u, will take \$1,000 out of Lady Bear to put into their team accounts
 - c. Mite Director (Mark Hennessy)
 - i. Will be holding a coaches meeting Oct 3, 6pm at Bear Town
 - ii. 10/25-10/27 – evals
 - iii. If you want to coach, get your applications in
 - d. Boys Player Development Director (Joel Starke)
 - i. 10,000 shots – those are due on Sat, Sept 14th – all completed will get a t-shirt and there will be a drawing for a free stick courtesy of Strauss
 - ii. In-Season – each team 10u+, will get 9-10 touches between Pete Roed/AJ on Mon/Weds, Goalies will be at Hipp, Tuesday Hipp is reserved for AJ for edge work, currently working to get Casey Rooney every Friday at Hipp for goalie training
 - iii. Good amt of ice available this September – please keep an eye on your email for updates, we want to make use of the ice (this is coming from what we booked with estimating what we needed for tryouts, fall warmups, etc)
 - e. Girls Player Development Director (Kyle Hall)
 - i. Fall Warm-up Update
 1. Registration closing for mite 8u (9/14) and JG (10/3)
 2. All mite/8U already signed up should have received an email notifying of your session placement. If not, please reach out to registrar@wblhockey.com.
 3. Adding extra sessions for free! A combo of training and some open hockey
 - ii. Girls Youth Night

1. Volunteers needed! Please email girlsplayerdevelopment@wblhockey.com if you are willing to help. This event cannot happen without a few volunteers to coordinate it.
 - iii. STP Surveys – coming soon
 - iv. Confirmed Mentoring Program with Girls High School (6 times throughout the season)
 - v. 10,000 shot sign up sheet turn in is due 9/14. Please turn in to Tim Hambley at WBSC
 - vi. In-Season Training Plan
 1. Pete Roed, AJ (Top Shelf Adventures) and Lake Area Goaltending with an improved schedule based on feedback from coaches last year.
 - vii. Premiere Sports Psychology – New Addition
 1. They will meet with teams on topics like mental health as a student athlete, team culture, motivation, resilience, focus, confidence, and emotional regulation.
 - f. Junior Gold Director (Harley Greene)
 - i. Kickoff meeting last night w/ coaches – all coaches are back this year
 - ii. Senior hockey player at Bethel wants to come over & be an assistant coach w/ JG
 - iii. Need an experienced, head coach for the 16 team
 - iv. Intention is to have all the sophomores coming up to put them on the 16 team
 - v. A lot of the returners have not signed up yet but this is not unusual – they should get signed up for Fall Camp
 - vi. This is Harley's last year as JG Coordinator – he has someone in mind to bring on as replacement (has a lot of hockey history & was the coordinator at Mahtomedi for 2 years). He would be an excellent replacement – he is a White Bear kid. Will shadow Harley this season & should be an easy handoff.
 - vii. When is coaching registration going to open up? Abby Kath: Those that have been named coaches have received an email from Registrar's to sign up. Registration for everyone else will be coming soon. They can do their USA hockey now
12. Old Business
 - a. Nothing to report
13. New Business
 - a. Nothing to report
14. Adjourn (8:07)

LG1004 Monthly Gambling Report to Members

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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.
Lisc# 03111

Meeting Date: September 11, 2024

July 2024 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:

Bingo Programs for Mondays at Saks & Monday and Wednesday mornings at Jimmy's

Interest	Jul-24	Jul-23	YoY Change	Change %	'24 % of Ttl	'23 % of Ttl
Bingo Gross	\$107,717	\$177,401	(\$69,684)	-39%	4%	5%
Bingo Prizes	\$82,032	\$157,067	(\$75,035)	-48%	3%	5%
Bingo Net	\$25,685	\$20,334	\$5,351	26%	6%	4%
Net\$ % of Gross	23.8%	11.5%		12.38		
Paddlewheel Gross	\$14,800	\$27,435	(\$12,635)	-46%	0%	1%
Paddlewheel Prizes	\$11,134	\$23,049	(\$11,915)	-52%	0%	1%
Paddlewheel Net	\$3,666	\$4,386	(\$720)	-16%	1%	1%
Net\$ % of Gross	24.8%	16.0%		8.78		
Tipboard Gross	\$600	\$3,000	(\$2,400)	-80%	0%	0%
Tipboard Prizes	\$400	\$1,900	(\$1,500)	-79%	0%	0%
Tipboard Net	\$200	\$1,100	(\$900)	-82%	0%	0%
Net\$ % of Gross	33.3%	36.7%		-3.33		
E-Gaming Gross	\$1,338,617	\$1,661,896	(\$323,279)	-19%	45%	46%
E-Gaming Prizes	\$1,161,618	\$1,458,717	(\$297,099)	-20%	46%	46%
E-Gaming Net	\$176,999	\$203,179	(\$26,180)	-13%	41%	41%
Net\$ % of Gross	13.2%	12.2%		1.00		
Pulltab Gross	\$1,499,092	\$1,769,214	(\$270,122)	-15%	51%	49%
Pulltab Prizes	\$1,274,354	\$1,504,230	(\$229,876)	-15%	50%	48%
Pulltab Net	\$224,738	\$264,984	(\$40,246)	-15%	52%	54%
Net\$ % of Gross	15.0%	15.0%		0.01		
Total Gross	\$2,960,826	\$3,639,682	(\$678,856)	-19%		
Total Prizes	\$2,529,538	\$3,145,625	(\$616,087)	-20%		
Total Pre-tax Income	\$431,288	\$494,057	(\$62,769)	-13%		
Net\$ % of Gross	14.6%	13.6%		0.99		
Total Gambling Tax	\$149,690	\$154,153	(\$4,463)	-3%		
% of Pre-Tax Income	34.7%	31.2%		3.51		
Gross Profit	\$281,598	\$339,904	(\$58,306)	-17%		
% of Pre-Tax Income	65.3%	68.8%		-3.51		
Total Expenses (Allow.)	\$247,218	\$278,882	(\$31,664)	-11%		
% of Net Receipts	57.3%	56.4%				
Net Profit (before LP)	\$34,381	\$61,022	(\$26,641)			
% of Gross Profit	12.2%	18.0%		-5.74		

Site Breakout	Net \$ (1,000s)			
	2024	2023	Delta	% chg
White Bear Bar	\$51.4	\$59.1	(\$7.7)	-13%
Sak's	\$71.2	\$81.9	(\$10.7)	-13%
Doc's Landing	\$84.5	\$90.7	(\$6.2)	-7%
Jimmy's	\$176.2	\$189.3	(\$13.2)	-7%
Bear Town	\$48.0	\$68.5	(\$20.5)	-30%
Bingo Hall	\$0.0	\$4.5	(\$4.5)	
Total	\$431.3	\$494.1	(\$62.8)	-13%

Breakout of Expenses	Jul-24	Jul-23	YoY Change	Change %
Cost of Sales	\$23,149	\$33,607	(\$10,458)	-31%
Compensation	\$46,424	\$72,093	(\$25,669)	-36%
Penalty/Interest	\$0	\$0	\$0	
Advertising	\$0	\$7,473	(\$7,473)	-100%
Accounting	\$2,360	\$3,523	(\$1,163)	-33%
License/Bond	\$0	\$0	\$0	
Local Inv. Fee	\$0	\$0	\$0	
Rent	\$78,538	\$54,064	\$24,474	45%
E-Gaming Eq/fees	\$64,186	\$65,918	(\$1,732)	-3%
Supplies	\$31,672	\$17,187	\$14,485	84%
Insurance	\$0	\$0	\$0	
Equipment	\$0	\$23,340	(\$23,340)	-100%
Cash Long/Short	\$1,682	\$1,678	\$4	0%
Reimb Ex Cash Short	(\$793)	\$0	(\$793)	
Total Expenses	\$247,218	\$278,882	(\$31,664)	-11%

'24 % of Ttl	'23 % of Ttl
9%	12%
19%	26%
0%	0%
0%	3%
1%	1%
0%	0%
0%	0%
32%	19%
26%	24%
13%	6%
0%	0%
0%	8%
1%	1%
0%	0%

Interest	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	YTD	YTD Delta %	Total Year
Bingo Gross	\$218,822	\$198,874	\$107,717										\$525,413	11%	\$525,413
Bingo Prizes	\$208,112	\$179,066	\$82,032										\$469,210	10%	\$469,210
Bingo Net	\$10,710	\$19,808	\$25,685										\$56,203	21%	\$56,203
Prize %	95.1%	90.0%	76.2%										89.3%	-0.9 pts	89.3%
Paddlewheel Gross	\$28,641	\$27,750	\$14,800										\$71,191	-9%	\$71,191
Paddlewheel Prizes	\$26,742	\$24,406	\$11,134										\$62,282	-5%	\$62,282
Paddlewheel Net	\$1,899	\$3,344	\$3,666										\$8,909	-32%	\$8,909
Prize %	93.4%	87.9%	75.2%										87.5%	4.3 pts	87.5%
E-Gaming Gross	\$1,707,903	\$1,461,521	\$1,338,617										\$4,508,041	-2%	\$4,508,041
E-Gaming Prizes	\$1,468,175	\$1,268,531	\$1,161,618										\$3,898,324	-3%	\$3,898,324
E-Gaming Net	\$239,728	\$192,990	\$176,999										\$609,716	4%	\$609,716
Prize %	86.0%	86.8%	86.8%										86.5%	-0.7 pts	86.5%
Pulltab Gross	\$1,732,206	\$1,593,639	\$1,499,092										\$4,824,937	0%	\$4,824,937
Pulltab Prizes	\$1,485,355	\$1,365,579	\$1,274,354										\$4,125,288	0%	\$4,125,288
Pulltab Net	\$246,851	\$228,060	\$224,738										\$699,649	0%	\$699,649
Prize %	85.7%	85.7%	85.0%										85.5%	0 pts	85.5%
Total Gross	\$3,690,181	\$3,282,384	\$2,960,826										\$9,933,391	0%	\$9,933,391
Total Prizes	\$3,190,484	\$2,837,982	\$2,529,538										\$8,558,004	-1%	\$8,558,004
Total Pre-tax Income	\$499,697	\$444,402	\$431,288										\$1,375,387	2%	\$1,375,387
Prize %	86.5%	86.5%	85.4%										86.2%	-0.3 pts	86.2%
Total Gambling Tax	\$178,416	\$174,264	\$149,690										\$502,371	14%	\$826,325
Total Expenses (Allow.)	\$295,598	\$278,887	\$247,218										\$821,703	-2%	\$1,347,809
Net Profit (before LP)	\$25,682	(\$8,750)	\$34,381										\$51,313	-28%	\$76,943

Interest	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	YTD	Total Year
Bingo Gross	\$129,206	\$165,106	\$177,401	\$195,093	\$182,457	\$213,433	\$238,035	\$246,108	\$227,134	\$247,011	\$240,097	\$241,329	\$471,713	\$2,502,410
Bingo Prizes	\$113,968	\$154,264	\$157,067	\$167,149	\$155,666	\$210,171	\$206,653	\$210,350	\$196,647	\$195,092	\$200,496	\$202,859	\$425,299	\$2,170,382
Bingo Net	\$15,238	\$10,842	\$20,334	\$27,944	\$26,791	\$3,262	\$31,382	\$35,758	\$30,487	\$51,919	\$39,601	\$38,470	\$46,414	\$332,028
Prize %	88.2%	93.4%	88.5%	85.7%	85.3%	98.5%	86.8%	85.5%	86.6%	79.0%	83.5%	84.1%	90.2%	86.7%
Paddlewheel Gross	\$26,235	\$24,950	\$27,435	\$30,265	\$44,560	\$45,745	\$49,525	\$54,775	\$26,030	\$36,540	\$41,356	\$29,325	\$78,620	\$436,741
Paddlewheel Prizes	\$20,729	\$21,650	\$23,049	\$27,520	\$38,021	\$39,267	\$41,514	\$45,980	\$21,692	\$29,367	\$34,721	\$24,037	\$65,428	\$367,547
Paddlewheel Net	\$5,506	\$3,300	\$4,386	\$2,745	\$6,539	\$6,478	\$8,011	\$8,795	\$4,338	\$7,173	\$6,635	\$5,288	\$13,192	\$69,194
Prize %	79.0%	86.8%	84.0%	90.9%	85.3%	85.8%	83.8%	83.9%	83.3%	80.4%	84.0%	82.0%	83.2%	84.2%
E-Gaming Gross	\$1,437,173	\$1,490,397	\$1,661,896	\$1,743,743	\$1,646,117	\$1,649,894	\$1,657,369	\$1,822,397	\$1,688,320	\$1,840,896	\$1,712,558	\$1,751,416	\$4,589,466	\$20,102,175
E-Gaming Prizes	\$1,249,685	\$1,294,229	\$1,458,717	\$1,506,233	\$1,415,401	\$1,441,803	\$1,452,162	\$1,583,369	\$1,466,910	\$1,612,937	\$1,495,641	\$1,518,810	\$4,002,632	\$17,495,897
E-Gaming Net	\$187,488	\$196,168	\$203,179	\$237,509	\$230,716	\$208,091	\$205,207	\$239,028	\$221,410	\$227,960	\$216,918	\$232,605	\$586,834	\$2,606,278
Prize %	87.0%	86.8%	87.8%	86.4%	86.0%	87.4%	87.6%	86.9%	86.9%	87.6%	87.3%	86.7%	87.2%	87.0%
Pulltab Gross	\$1,529,371	\$1,534,146	\$1,769,214	\$1,766,860	\$1,633,880	\$1,811,029	\$1,737,749	\$1,844,734	\$1,654,597	\$1,805,462	\$1,970,594	\$1,796,516	\$4,832,731	\$20,854,152
Pulltab Prizes	\$1,310,619	\$1,317,032	\$1,504,230	\$1,530,687	\$1,392,074	\$1,548,497	\$1,490,841	\$1,580,766	\$1,418,794	\$1,563,412	\$1,670,673	\$1,542,809	\$4,131,881	\$17,870,434
Pulltab Net	\$218,752	\$217,114	\$264,984	\$236,173	\$241,806	\$262,532	\$246,908	\$263,968	\$235,803	\$242,050	\$299,921	\$253,707	\$700,850	\$2,983,718
Prize %	85.7%	85.8%	85.0%	86.6%	85.2%	85.5%	85.8%	85.7%	85.7%	86.6%	84.8%	85.9%	85.5%	85.7%
Total Gross	\$3,122,694	\$3,216,027	\$3,639,682	\$3,741,204	\$3,516,953	\$3,734,578	\$3,697,157	\$3,973,304	\$3,604,410	\$3,935,599	\$3,968,935	\$3,821,136	\$9,978,403	\$43,971,678
Total Prizes	\$2,695,640	\$2,788,150	\$3,145,625	\$3,235,257	\$3,009,227	\$3,250,969	\$3,202,577	\$3,424,865	\$3,110,768	\$3,404,808	\$3,404,581	\$3,290,215	\$8,629,416	\$37,962,682
Total Pre-tax Income	\$427,054	\$427,877	\$494,057	\$505,946	\$507,726	\$483,609	\$494,580	\$548,439	\$493,642	\$530,792	\$564,355	\$530,920	\$1,348,987	\$6,008,996
Prize %	86.3%	86.7%	86.4%	86.5%	85.6%	87.1%	86.6%	86.2%	86.3%	86.5%	85.8%	86.1%	86.5%	86.3%
Total Gambling Tax	\$151,919	\$154,153	\$132,798	\$166,477	\$165,849	\$163,445	\$159,903	\$177,257	\$161,069	\$161,069	\$267,477	\$188,113	\$438,869	\$2,336,479
Total Expenses (Allow.)	\$304,563	\$255,764	\$278,882	\$305,716	\$264,421	\$301,558	\$279,549	\$278,685	\$285,152	\$305,513	\$311,914	\$286,413	\$839,209	\$3,992,776
Net Profit (before LP)	(\$29,428)	\$17,960	\$82,377	\$33,753	\$77,455	\$18,605	\$55,127	\$92,497	\$47,422	\$64,210	(\$15,036)	\$56,394	\$70,909	\$601,674

	White Bear				Bear		June Total	% of Total
	Bar	Sak's	Doc's Landing	Jimmy's	Town	Bingo Hall		
Bingo Gross	\$3,652	\$29,864	\$0	\$61,371	\$12,830	\$0	\$107,717	3.6%
Bingo Prizes	\$4,681	\$21,999	\$0	\$42,724	\$12,628	\$0	\$82,032	3.2%
Bingo Net	(\$1,029)	\$7,865	\$0	\$18,647	\$202	\$0	\$25,685	6.0%
Prize %	128.2%	73.7%		69.6%	98.4%		76.2%	
2023 Net\$	(\$1,225)	\$2,830	\$0	\$24,398	(\$1,226)	(\$4,443)	\$20,334	
YoY Change	16%	178%		-24%	-116%	-100%	26%	
Paddlewheel Gross	\$12,220	\$300	\$720	\$720	\$840	\$0	\$14,800	0.5%
Paddlewheel Prizes	\$9,414	\$200	\$480	\$480	\$560	\$0	\$11,134	0.4%
Paddlewheel Net	\$2,806	\$100	\$240	\$240	\$280		\$3,666	0.9%
Prize %	77.0%	66.7%	66.7%	66.7%	66.7%	#DIV/0!	75.2%	
2023 Net\$	\$2,746	\$110	\$510	\$700	\$320	\$0	\$4,386	
YoY Change	2%	-9%	-53%	-66%	-13%		-16%	
E-Gaming Gross	\$218,648	\$78,351	\$368,422	\$474,812	\$198,384	\$0	\$1,338,617	45.2%
E-Gaming Prizes	\$197,539	\$63,956	\$308,299	\$417,098	\$174,724	\$0	\$1,161,618	45.9%
E-Gaming Net	\$21,109	\$14,395	\$60,123	\$57,714	\$23,659	\$0	\$176,999	41.0%
Prize %	90.3%	81.6%	83.7%	87.8%	88.1%	#DIV/0!	86.8%	
2023 Net\$	\$27,003	\$35,825	\$54,752	\$52,126	\$30,728	\$2,745	\$203,179	
YoY Change	-22%	-60%	10%	11%	-23%		-13%	
Pulltab Gross	\$185,880	\$299,190	\$128,626	\$657,449	\$227,947	\$0	\$1,499,092	50.6%
Pulltab Prizes	\$157,337	\$250,486	\$104,503	\$557,937	\$204,091	\$0	\$1,274,354	50.4%
Pulltab Net	\$28,543	\$48,704	\$24,123	\$99,512	\$23,856	\$0	\$224,738	52.1%
Prize %	84.6%	83.7%	81.2%	84.9%	89.5%	#DIV/0!	85.0%	
2023 Net\$	\$30,565	\$43,123	\$35,428	\$110,987	\$38,694	\$6,187	\$264,984	
YoY Change	-7%	13%	-32%	-10%	-38%	-100%	-15%	
Total Gross	\$420,400	\$408,155	\$497,768	\$1,194,502	\$440,001	\$0	\$2,960,826	100.0%
Total Prizes	\$368,971	\$336,941	\$413,282	\$1,018,339	\$392,003	\$0	\$2,529,538	100.0%
Total Pre-tax Income	\$51,429	\$71,214	\$84,486	\$176,163	\$47,997	\$0	\$431,288	100.0%
Prize %	87.8%	82.6%	83.0%	85.3%	89.1%	#DIV/0!	85.4%	
2023 Net\$	\$59,089	\$81,926	\$90,690	\$189,347	\$68,516	\$4,489	\$494,057	19.5%
YoY Change	-13%	-13%	-7%	-7%	-30%	-100%	-13%	
Site % of Ttl Income	11.9%	16.5%	19.6%	40.8%	11.1%	0.0%		
Tax	\$25,123	\$21,933	\$26,062	\$52,667	\$18,424	\$5,481	\$149,690	34.7%
2023 Tax\$	\$24,542	\$21,480	\$30,379	\$55,028	\$20,884	\$1,840	\$154,153	31.2%
YoY Change	2%	2%	-14%	-4%			-3%	
Gross Profit After Tax	\$26,306	\$49,281	\$58,423	\$123,496	\$29,573	(\$5,481)	\$281,598	
2023 GP\$	\$34,547	\$60,446	\$60,310	\$134,320	\$47,632	\$2,650	\$339,904	
YoY Change	-24%	-18%	-3%	-8%			-17%	
Allow. Expenses	\$38,504	\$34,731	\$46,113	\$77,381	\$25,532	\$24,957	\$247,218	
2023 AE\$	\$31,284	\$29,356	\$37,846	\$64,662	\$29,438	\$61,748	\$255,764	
YoY Change	23%	18%	22%	20%	-13%		-3%	
NP\$ Before Lawful Purpose	(\$12,198)	\$14,550	\$12,310	\$46,115	\$4,041	(\$30,438)	\$34,381	
2023 NP\$	\$3,263	\$31,090	\$22,464	\$69,658	\$18,194	(\$59,099)	\$84,140	
YoY Change	-474%	-53%	-45%	-34%			-59%	

WBLAHA Charitable Gambling #03111 - Authorization of Expenditures (LG1004)

Expenses for the Month of:

July 2024

Approved on 6/25/2024

Preapproval: Allowable Expenses				
Payee or Item to be Paid	Brief explanation of the purpose for each expenditure	Expense amount		Approved (Yes/No)
		Limit	Actual	
DOC'S LANDING	RENT	\$10,500		YES
JIMMY'S FOOD AND DRINK	RENT	\$35,000		YES
SAKS	RENT	\$12,000		YES
VADNAIS PLAZA	RENT	\$16,500		YES
WHITE BEAR BAR	RENT	\$9,000		YES
SANGER LLC	RENT	\$9,000		YES
Gaming Business Solutions, LLC	Payroll	\$680		YES
Gaming Business Solutions, LLC	Monthly Gaming Reporting	\$1,700		YES
Borchert Meat Market	Merchandise Prize (Meat Raffle)	\$3,500		YES
Charitable Products LLC	Scanner Paper - Supplies	\$300		YES
Bingo Bugle	BDBH Advertising	\$750		YES
Press Publications	Advertising	\$1,800		YES
Comcast Business	Internet/phone/TV	\$1,500		YES
The McDowell Agency, INC	Employee Background Check	\$300		YES
Microsoft 365 Subscription	Microsoft 365 Subscription	\$50		YES
Office Supplies	General Office Supplies	\$1,500		YES
Kevin Bergerson	Monthly Milage Reimbursement	\$600		YES
Lynn Dumroese	Monthly Milage Reimbursement	\$100		YES
Intuit	Payroll	\$55,000		YES
IRS	Compensation and Payroll Taxes	\$13,000		YES
MN Dept of Revenue	Compensation and Payroll Taxes	\$3,000		YES
Electronic Games Solutions	Linked Bingo	\$2,000		YES
MN Gaming Supply	E-Pulltab Equipment and Revenue Share (Beartown)	\$12,000		YES
Pulltabs Plus, Incorporated	Gambling Product	\$6,500		YES
Three Diamond Corporation	Gambling Product	\$25,000		YES
Pilot Games	E-Linked Bingo Provider	\$6,000		YES
Brainerd Games	Bingo Machine Rentals	\$17,000		YES
Brainerd Games	E-Pulltab Equipment and Revenue Share	\$70,000		YES
Brainerd Games	Gambling Product	\$10,000		YES
MN Unemployment Insurance	Compensation and Payroll Taxes	\$3,500		YES
Central Gaming Services	Doc's Pulltab Machine Rental	\$600		YES
Allied Charities of MN	Invoice #1797	\$300		YES
Bingo Bugle	invoice# Annual Invoice for all sites - split evenly	\$5,130		YES
Summit Mini Storage	Annual Rent for Storage Units, 11, 120, 128 & 34	\$10,472		YES
Employers Preferred Ins Co	Unemployment Insurance			No
City of Maplewood	Permit Application			No
Deluxe Check	Deposit Slips			No
Total		\$344,282		

ACTUAL ALLOWABLE EXPENSES		
Check #	Total Paid	Overage
21184	\$12,317	\$1,817
21185	\$25,506	
21183	\$11,075	
21187	\$16,500	
21182	\$7,878	
21186	\$4,470	
21177	\$660	
21177	\$1,700	
21165	\$1,860	
21194	\$234	
	\$0	
21164	\$1,755	
21167	\$1,606	\$106
	\$0	
21171	\$77	\$27
21190	\$990	
21166	\$468	
21164	\$106	\$6
ACH	\$35,914	
ACH	\$8,707	
ACH	\$2,976	
ACH	\$0	
ACH	\$5,772	
ACH	\$4,133	
ACH	\$16,534	
ACH	\$444	
ACH	\$7,153	
ACH	\$57,465	
ACH	\$2,502	
21163	\$562	
	\$0	
21179	\$5,130	
21169	\$10,472	
21175	\$1,751	\$1,751
21188	\$250	\$250
ACH	\$512	\$512
	\$247,479	(\$96,803)

Preapproval: Lawful Purpose Expenditures				
Payee or Item to be Paid	Brief explanation of the purpose	Amount	LPE Code	Approved
CITY OF VADNAIS HEIGHTS	VADNAIS HEIGHTS LOCAL FUND	\$8,000	A10R	YES
CITY OF WHITE BEAR LAKE	LOCAL FUND	\$500	A08L	YES
MN Dept of Revenue	A08T - Monthly State Gambling Taxes and Fees	\$195,000	A08T	YES
Total Lawful Purpose		\$203,500		

ACTUAL LAWFUL PURPOSE EXPENSES		
Check #	Total Paid	Overage
21180	\$2,099	
21181	\$402	
ACH	\$147,189	
	\$149,690	(\$53,810)

Total Allowable & Lawful Purpose	\$547,782
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\$397,168	(\$150,614)
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WBLAHA Charitable Gambling #03111 - Authorization of Expenditures (LG1004)

Expenses for the Month of: October 2024

Preapproval: Allowable Expenses

Payee or Item to be Paid	Brief explanation of the purpose for each expenditure	Expense \$	Approved (Yes/No)	Check or ACH	Notes
		Limit			
Doc'S Landing	Rent	\$17,500	YES	Check	Monthly
Jimmy'S Food And Drink	Rent	\$38,000	YES	Check	Monthly
Saks	Rent	\$15,000	YES	Check	Monthly
White Bear Bar	Rent	\$11,000	YES	Check	Monthly
Sanger Llc	Rent	\$9,000	YES	Check	Monthly
Gaming Business Solutions, Llc	Payroll Processing	\$700	YES	Check	Monthly
Gaming Business Solutions, Llc	Monthly Gaming Reporting	\$2,000	YES	Check	Monthly
Charitable Products Llc	Scanner Paper - Supplies	\$450	YES	Check	Monthly
Bingo Bugle	BDBH Advertising	\$750	YES	Check	Monthly
Press Publications	Advertising	\$1,800	YES	Check	Monthly
Comcast Business	Internet/phone/TV	\$1,400	YES	Check	Monthly
The McDowell Agency, INC	Employee Background Check	\$300	YES	Check	Monthly
Microsoft 365 Subscription	Microsoft 365 Subscription	\$60	YES	Check	Monthly
Office Supplies	General Office Supplies	\$1,500	YES	Check	Monthly
Kevin Bergerson	Monthly Milage Reimbursement	\$600	YES	Check	Monthly
Lynn Dumroese	Monthly Milage Reimbursement	\$120	YES	Check	Monthly
JOIM INVESTMENTS, LLC	Office Space Rent	\$700	YES	ACH	Monthly
Intuit	Compensation	\$40,000	YES	ACH	Monthly
IRS	Payroll Taxes	\$12,000	YES	ACH	Monthly
MN Dept of Revenue	Payroll Taxes	\$2,800	YES	ACH	Monthly
MN Gaming Supply	E-Pulltab Equipment and Revenue Share (Beartown)	\$9,000	YES	ACH	Monthly
Pulltabs Plus, Incorporated	Gambling Product	\$6,500	YES	ACH	Monthly
Three Diamond Corporation	Gambling Product	\$25,000	YES	ACH	Monthly
Brainerd Games	Bingo Machine Rentals	\$9,000	YES	ACH	Monthly
Brainerd Games	E-Pulltab Equipment and Revenue Share	\$60,000	YES	ACH	Monthly
Brainerd Games	Gambling Product	\$10,000	YES	ACH	Monthly
Central Gaming Services	Doc's Pulltab Machine Rental	\$600	YES	check	Monthly
ABDO	Final Payment for Annual Audit	\$6,000	YES	check	
MN Unemployment Insurance	Payroll Taxes	\$4,000	YES	echeck	
Amazon	Table and Chairs for events/parties	\$900	YES	check	
Cash Long/Short		\$2,500	YES		
Allied Charities of MN	Membership & Convention Registration	\$1,200	YES		

Total \$290,380

Preapproval: Lawful Purpose Expenditures

Payee or Item to be Paid	Brief explanation of the purpose	Amount	LPE Code	Approved	
City Of Vadnais Heights	Vadnais Heights Local Fund	\$7,000	A10R		Monthly
City Of White Bear Lake	Local Fund	\$500	A08L		Monthly
MN Dept of Revenue	A08T - Monthly State Gambling Taxes and Fees	\$180,000	A08T		Monthly

Total Lawful Purpose \$187,500

Total Allowable & Lawful Purpose \$477,880



GAME 1 - REGULAR BINGO

Purple 3 Face \$1

Vertical, horizontal, diagonal or 4 Corners
Payout: 75% sales \$200 max

B	I	N	G	O
•	•	•	•	•
•	•			
•		•		
•			•	
•				•

GAME 6 - REGULAR BINGO

Purple 3 Face \$1

Vertical, horizontal, diagonal or 4 Corners
Payout: 75% sales \$200 max

B	I	N	G	O
•	•	•	•	•
•	•			
•		•		
•			•	
•				•

GAME 2 - 6 PACK ANYWHERE

Red, White, Blue \$1

Block of 6 Anywhere,; free space included

Payout: Red \$150 White \$200 Blue \$250

B	I	N	G	O
•	•			
•	•			
•	•	•	•	•
		•	•	•

GAME 7 - KITE, ANY DIRECTION

Red, White, Blue \$1

4 ways to win, No Ns called

Payout: Red \$150 White \$200 Blue \$250

B	I	N	G	O
•			•	•
	•		•	•
		•		
	•		•	•
•			•	•

GAME 3 - Letter F

Purple 3 Face \$1

F as shown, No O's

Payout: 100% of Proceeds \$200 max

B	I	N	G	O
•	•	•	•	
•				
•	•	•		
•				
•				

GAME 8 - INSIDE OR OUTSIDE 4 CORNERS

Purple 3 Face \$1

4 Corners inside or out, No Ns called. If you bingo in 6 #s or less receive an additional \$100

Payout: 75% sales \$200 max

B	I	N	G	O
•				•
	•		•	
		•		
	•		•	
•			•	•

GAME 4 - SMALL ROUND ROBIN

Purple 3 Face \$1

As shown, No Bs or Os

Payout: 75% sales \$200 max

B	I	N	G	O
	•	•	•	
	•		•	
	•	•	•	

GAME 9 - DOUBLE BINGO

Purple 3 Face \$1

Two bingos on one card, includes 4 Corners

Payout: 75% sales \$200 max

B	I	N	G	O
•	•	•	•	•
	•			
		•		
			•	
•			•	•

GAME 5 - DOUBLE ACTION

Blue Single Face \$2

If one number is called, the whole square is covered. Coverall

Payout: \$300

B	I	N	G	O
•	•	•	•	•
•	•	•	•	•
•	•	•	•	•
•	•	•	•	•
•	•	•	•	•

GAME 10 - COVERALL

Green 3 Face \$2

Cover all spaces as shown

Payout:

\$400 Top
\$600 Middle
\$800 Bottom

T
M
B

B	I	N	G	O
•	•	•	•	•
•	•	•	•	•
•	•	•	•	•
•	•	•	•	•
•	•	•	•	•

Short Intermission after Game 5

Thank you for playing Bingo and supporting WBLAH
LIC # 03111-009

*Tips are greatly appreciated.
Thank you in advance for your generosity!*

8/26/24



Check out our Facebook Page for Daily Coupons, Special Events and more by scanning the QR code!



WHITE BEAR LAKE HOCKEY CHARITABLE GAMBLING
HOUSE BINGO PROGRAM RULES

1. Players must be 18 years of age or older.
2. All regular Games payout 75% of cash taken in up to \$200. (Games 1, 4, 6, 8 and 9). Game 3 pays out 100% of cash taken in, up to \$200.
3. It is the **PLAYERS RESPONSIBILITY** to shout BINGO loud enough to get the caller's attention and stop the game.
4. Last number called needed for a valid bingo.
5. To be fair to all players, to qualify to participate in the Coverall game, game #10, players must play games 7 through 9.
6. Players eligible to play game #10, the Coverall game (see rule #5) must daub their own bingo paper. If other customers are daubing the coverall paper and a winning bingo occurs the bingo will not be valid.
7. Cash only. Checks and Credit Cards are prohibited.
8. Multiple winners will divide the prize equally.
9. Winners payouts will be rounded up to the nearest dollar.
10. Multiple winners of a leveled prize (RWB and Green Coverall) will split the largest prize won.
11. Cancellations could occur due to the weather, holidays or fewer than 15 players.
12. Direct any disputes or problems to Bingo Employees or Gambling Manager. Bar Employees are not involved in the bingo program.
13. The "Hot Ball". The caller will draw a ball from a full cage of balls at the beginning of EACH game. That ball will be the "Hot Ball" for that game only. If the "Hot Ball" is the last number called for a valid Bingo the winner(s) will receive an additional \$100. If there are multiple winners the additional \$100 will be split between the winners. The "Hot Ball" is not valid on the Coverall game. Only ONE Hot Ball Game Winner(s) will be awarded per Bingo occasion.
14. To redeem a Bingo Coupon you must submit a Drivers License or ID for the coupon redemption.
15. Coupons and gift certificates are redeemable only on the date stamped on them.
16. Copies of rules and statues can be obtained by calling the MN Bookstore at 612-297-3000.
17. ILLEGAL GAMBLING IS PROHIBITED.
18. COMPULSIVE GAMBLING HOTLINE 1-800-437-3641
19. Electronic Handheld Numbers handed out on a first come first serve basis, one per person.

Tips are very much appreciated! Thank you!!

BINGO ON RED \$150

BINGO ON WHITE

\$200

BINGO ON BLUE \$250

Games #2, and 7

"Free B" Game #3

100% of Receipts
Winner(s) take it ALL!
(up to \$200)

Game #8

Bingo in 6#s or less and receive an
additional \$100!

BONUS PRIZES!!!

**FREE \$20 Bingo Paper Coupon on
Games 4 and 9.**

Birthday Bingo Coupon

5 FREE Sheets of \$1 bingo Paper at
each Bingo session during your
Birthday Month.

"Hot Ball"

Before the start of each game, the Caller will
draw a ball. The ball will be the "Hot Ball". If a
valid Bingo is called on this number, the
winner(s) will receive an additional \$100.



GAME 1 - CRAZY 'T'

Purple 3 Face

\$ 1

B	I	N	G	O
•	•	•	•	•
•		•		
•	•	•	•	•
•		•		
•	•			

Letter T in ANY direction

Payout: 50% of sales, \$200 max

GAME 7 - SMALL CROSS

Red, White, Blue

\$ 1

B	I	N	G	O
		•		
	•	•	•	
		•		

Any direction, free space is included

Payout: **Red** \$75 **White** \$100 **Blue** \$125
and a \$10 Saks Gift Certificate

GAME 2 - 6 PACK

Red, White, Blue

\$ 1

B	I	N	G	O
•	•		•	•
•	•		•	•
•	•		•	•
•	•		•	•

Any direction, free space is included

Payout: **Red** \$75 **White** \$100 **Blue** \$125
and a \$10 Saks Gift Certificate

GAME 8 - F "FREE B"

Purple 3 Face

\$ 1

B	I	N	G	O
•	•	•	•	
•				
•	•	•		
•				
•				

F as shown, No O's

Payout: 100% of Proceeds
\$200 maximum

GAME 3 - SAKS S

Purple 3 Face

\$ 1

B	I	N	G	O
•	•	•	•	•
•				
•	•	•	•	•
				•
•	•	•	•	•

As shown

Payout: 50% of sales, \$200 max

GAME 9 - 4 CORNERS

Purple 3 Face

\$ 1

B	I	N	G	O
•				•
•				•

4 corners as shown

Payout: 50% of sales, \$200 max

GAME 4 - Double Bingo

Red, White, Blue

\$ 1

B	I	N	G	O
•	•	•	•	•
	•			
	•	•		
	•		•	
•	•			•

Two Bingos on one square
Four corners is included

Payout: **Red** \$75 **White** \$100 **Blue** \$125
and a \$10 Saks Gift Certificate

GAME 10 - Bs and Os

Red, White, Blue

\$ 1

B	I	N	G	O
•				•
•				•
•				•
•				•
•				•

All Bs & All Os

Payout: **Red** \$75 **White** \$100 **Blue** \$125
Free Gold Handheld Coupon

GAME 5 - REGULAR BINGO

Purple 3 Face

\$ 1

B	I	N	G	O
•	•	•	•	•
•	•			
•		•		
•			•	
•				•

Vertical; Horizontal or Diagonal
or 4-Corner

Payout: 50% sales, \$200 max
\$20 Bingo Paper

GAME 11 - LAYERED CAKE

Purple 3 Face

\$ 1

B	I	N	G	O
•	•	•	•	•
•	•	•	•	•
•	•	•	•	•

Top, middle and bottom row

Payout: 50% sales, \$200 max
\$20 Bingo Paper

Short Intermission after Game 5

Thank you for playing Bingo and supporting WBLAH
LIC #03111-006

GAME 6 - PROGRESSIVE BONANZA

Blue break open single face

\$ 2

B	I	N	G	O
•	•	•	•	•
•	•	•	•	•
•	•	•	•	•
•	•	•	•	•
•	•	•	•	•

Coverall-Daub Odd/Even before game
Odd days daub Odd #s, Even days Even #s

Starts 50# for \$499. Goes up 1 number
and \$100 each session with \$1,199
max Consolation 75% of sales, \$200
max

GAME 12 - MUST GO COVERALL

Green 3 Face

\$ 2

B	I	N	G	O
•	•	•	•	•
•	•	•	•	•
•	•	•	•	•
•	•	•	•	•
•	•	•	•	•

Cover all spaces as shown

Payout:
\$400 Top
\$600 Middle
\$800 Bottom

T
M
B

Tips are greatly appreciated. Thank you in advance for your generosity!

WHITE BEAR LAKE HOCKEY CHARITABLE GAMBLING
HOUSE BINGO PROGRAM RULES

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2. All regular Games payout 75% of cash taken in up to \$200. (Games 1, 3, 5, 9 and 11). Game 8 pays out 100% of cash taken in, up to \$200.
3. It is the **PLAYERS RESPONSIBILITY** to shout BINGO loud enough to get the caller's attention and stop the game.
4. Last number called needed for a valid bingo.
5. To be fair to all players, to qualify to participate in the Coverall game, game #12, players must play games 8 through 11.
6. Players eligible to play game #12, the Coverall game (see rule #5) must daub their own bingo paper. If other customers are daubing the coverall paper and a winning bingo occurs the bingo will not be valid.
7. Cash only. Checks and Credit Cards are prohibited.
8. Multiple winners will divide the prize equally.
9. Winners payouts will be rounded up to the nearest dollar.
10. Multiple winners of a leveled prize (RWB and Green Coverall) will split the largest prize won.
11. Cancellations could occur due to the weather, holidays or fewer than 15 players.
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14. To redeem a Bingo Coupon you must submit a Drivers License or ID for the coupon redemption.
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19. Electronic Handheld Numbers handed out on a first come first serve basis, one per person.

Tips are very much appreciated! Thank you!!

Check out our Facebook Page
for Daily Coupons, Special Events and
more by scanning the QR code!



BINGO ON RED \$75

BINGO ON WHITE

\$100

BINGO ON BLUE \$125

Games #2, 4, 7 and 10

Free B Game #8

100% of Receipts

Winner(s) take it ALL!

(up to \$200)

BONUS PRIZES!!!

**FREE \$20 Bingo Paper Coupon on
Games 5 and 11.**

Birthday Bingo Coupon

5 FREE Sheets of \$1 bingo Paper at
each Bingo session during your
Birthday Month.

"Hot Ball"

Before the start of each game, the Caller will
draw a ball. The ball will be the "Hot Ball". If a
valid Bingo is called on this number, the
winner(s) will receive an additional \$200.

Saks Gift Certificates:

\$10 on games 2, 4 and 7

Free Gold Handheld

\$42 value on Game 10

