

# White Bear Lake Area Hockey Association

## Gambling and Board Monthly Minutes

March 21, 2024

**Attendees:** Nate Jacksie, Amanda Barghini, Jon Barghini, Harley Green, Chris Lehman, Ryan Sienko, Rich Kohnen, Ben Simmons, Matt Simmons, Shawn Birch, Kim Gillespie, Kyle Gillespie, Ashley Hoit, Brian Bailey, Chris Leiter, Joe Dustin, Greg Boggess, Pat Cranston, Lindsay Cranston, George Butkovich, Lisa Butkvoich, Kyle Anderson

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

**Gambling Manager:** Kevin Bergerson

### GAMBLING MEMBERSHIP MEETING:

1. Call to order (Chad Marquardt) - 7:01
2. Motion to Approve Agenda -
  1. Nick Anthony - motion
  2. Mark Hennessy - 2nd - motion carries
3. Gambling Report (Kevin Bergerson)
  1. Account Balance as of 2/29/2024 - \$1,425,342.66
  2. Review January 2024 Financials - Membership Approval Needed
    - i. January 2024 Financial Summary
    - ii. January Breakout by Site
    - iii. January Allowable Expenses
    - iv. January Lawful Purpose Expenses
    - v. Nick Anthony - 2nd
    - vi. Motion Carries
  3. April 2024 Estimated Expenses - Membership Approval Needed
    - i. January Allowable Expenses
    - ii. January Lawful Purpose Expenses
    - iii. Joel Starke - 2nd
    - iv. Motion Carries
3. Other Business
  - i. Working on changing all Bar Bingo programs to increase profitability through optimizing prizes awarded and improving operational expenses.
  - ii. Submitted a Premises Permit Application (LG214) to the City of Oakdale to operate charitable Gambling at The Burrow in Oakdale. The Burrow has signed a Lease (LG215) with WBLAHA. Waiting to hear back from The City of Oakdale.
  - iii. Dellwood Country Club - Initial discussions regarding conducting charitable gambling at their location.
  - iv. Black Diamond Bingo Hall Update
4. Adjourn - 7:11

### MONTHLY BOARD MEETING

1. Call to order (Chad Marquardt) - 7:11
2. Approval of Agenda
  - a. Brian G
  - b. Joel S - 2nd - motion carries
3. Approval of Monthly Meeting Minutes - February 2024
  - a. Brian G
  - b. Joel S - 2nd - motion carries

#### 4. Member Forum

- a. Moving up Registration dates from 4/15-5/15
  - i. Offers a longer payment plan at a lesser monthly charge.
  - ii. Allows the association to be better prepared for the upcoming season with level numbers of participants, team declarations, tournament selections which open JUNE 1.
  - iii. Nick/Todd - Looking to move toward after the Annual Meeting. Membership changes
- b. Review Play with your grade motion.
  - i. Todd Wanka - review the motion with members. For example, 10th grader having a
  - ii. Matt Simmons - any circumstances to consider?
    1. Jeff Rose - there would be a waiver submission process for the board to review and make a decision
  - iii. Ben Simmons - need to understand why he will no longer be allowed to play a 2nd year in Bantams. Wants board to review his situation
  - iv. Matt Simmons - in 2018, the association asked Ben to move up to squirts with Matt being asked to coach. Simmons' family agreed and played three years of squirts. Played two years of PeeWees and one year of Bantams.
    1. Rick Kissner - clarifying that we will not be taking away a second year at any level. Allowing kids to play with their grade
    2. Matt Simmons - Ben is playing with his peer group with players he's never played with. Parents make that decision at the age of 5
    3. Brian Bailey - why would we want to weaken teams?
      - a. Rick Kissner - opinion that it strengthens the teams from top down.
      - b. Brian - if that makes a B1 team better. Girls program was improved by allowing players to stay back. Trying to appease a handful of families
      - c. Rick - for Bantams, now players do not have an opportunity to play with the HS team
      - d. Brian - that is something the HS needs to address with the association.
4. Ryan Sienko -
  - a. Kids develop with age. Which is why the governing bodies agree and why the age based model is utilized. Peer play-up is confusing for players.
  - b. Are other associations doing this? Top programs adhere to MN/USA hockey rules
  - c. Success on the girls side, which should continue with the kids coming behind them.
  - d. Rick Kissner - trying to stop the year-to-year decision making.
  - e. Jeff Rose - team declarations and tourney registrations lose money.
5. Pat Cranston - is there a chance this is moot based on the USA hockey model?
  - a. Chad Marquardt - any association is allowed to amend per D2/USA hockey representative.
6. Nate Jacksie - how many other associations?
  - a. Rick Kissner - discussed with presidents Minnetonka, OMG, Centennial, etc.
  - b. Chris Lehman - has examples indicating many association expectations to follow USA Hockey.
    - i. Research will be stored in records
7. Nate Boggess - if we have tryouts, the process takes care of itself. If a kid plays with their age and is better, that's how the system is designed.
8. Ashley Hoit - what would be the criteria for approval of the waiver?
  - a. Case by case basis
- v. Nick Anthony - Motion to rescind the play with your grade motion that was previously approved.
  1. Mark Hennessy - 2nd
  2. Yea - Brian Griffin, Jeff Rose, Eric Johnson,, Todd Wanka, Matt Ryan, Joel Starke, Ben Butters
  3. Jess, Rick

#### 4. Motion Carries

- c. Brian Griffin - reiterating the need to have the open board positions filled. Present date, there are zero Letters of intent to fill these soon-to-be open positions. It is imperative for the success of the program to have volunteers step up. LOI due April 10th.
  - i. President, Secretary, D2 Representative, Boys Player Development
  - ii. Girls Player Development is an open position, as Nicole Giefer resigned her position.  
This is an appointed position - send inquiries to Chad Marquardt.
5. Treasurer's Report(Eric Johnson/Jessica Jacksie)
  - a. General Account: \$423,057
  - b. Savings/Rink Fund: \$1,416,581
  - c. Diligently working on our Audits with our auditors - Boyum Barenscheer
  - d. Coach Reimbursements, Goalie Discounts and 3rd Player Discounts all being reviewed for processing
6. Vice President of Business Operations Report (Nick Anthony)
  - a. Strauss put together a neck protection equipment - on the website.
  - b. Required on August 1st.
7. Vice President of Hockey Operations (Todd Wanka)
  - a. Recognizing the success of our teams this year
8. President's Report (Chad Marquardt)
  - a. Nothing to report
9. D2 Representative's Report (Joel Starke)
  - a. Bylaw Changes need to be submitted by the March Meeting
  - b. March Meeting is scheduled March 24, 2024
  - c. D2 Annual Meeting will be held last Sunday in April
  - d. Rule Changes Meeting is in June
  - e. Rule Changes for the 2024-2025 season need to be submitted by the May Meeting
  - f. D2 Officials covered 3,631 games this season, 506 games more than last season
  - g. 21 officials worked more than 100 games
  - h. Huge thank you to all those who worked the Squirt B1/B2 D2 tourney, especially Paul Stauff. Will continue to try and host the tourney for years to come.
10. Director of Administration (Matt Ryan)
  - a. Goalie discussion
11. Directors' Reports:
  - a. Boys Director (Rick Kissner)
    - i. Nothing to report
  - b. Girls Director (Jeff Rose)
    - i. Season Review
    - ii. 8U Coordinator
    - iii. Tryout evaluation process
    - iv. Coaches meeting
    - v. Coaching survey
    - vi. Coaches, Manager & Parents
    - vii. Girls Player Development
  - c. Mite Director (Mark Hennessy)
    - i. Huge thank you to all of the people who volunteered to help with the End of the Year Jamboree. Tegan Humphrey & Kim Jones for her work with our Winter Blast and End of the Year Jamboree. Nick Anthony for all of the hours he put into helping me get my feet on the ground with our Mites. Countless other Parent Volunteers and Managers who showed up to help out at the rinks. Most importantly, a huge thank you to our coaches who made this season a success.
    - ii. Spring 4v4- Update 168 Kids Registered across 5 Levels
    - iii. Post Season Coaches Debrief - March 28th Beartown @ 6:00pm
      1. Motion for budget for the mite meeting - \$1000
        - a. 2nd - Nick Anthony - motion carries
  - d. Boys Player Development Director (Ben Butters)
    - i. STP Updates

1. Need goalies to register - expanded training for the summer
  - ii. Partnerships between HS and youth programs are gelling. It's good to see this come to fruition.
- e. Girls Player Development Director (OPEN)
- f. Junior Gold Director (Harley Greene)
  - i. Met with the coaches regarding next season. Looking at numbers
  - ii. Goalie numbers look promising
  - iii. Are going to need coaches at the JG level to meet expectations.
12. Old Business
13. New Business
14. Adjourn - 8:27

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

**January 2024 Financial Summary**

Interest	Jan-24	Jan-23	YoY Change	Change %	'24 % of Ttl	'23 % of Ttl
Bingo Gross	\$227,134	\$147,183	\$79,951	54%	6%	4%
Bingo Prizes	\$196,647	\$112,805	\$83,842	74%	6%	3%
Bingo Net	\$30,487	\$34,378	(\$3,891)	-11%	6%	6%
Net\$ % of Gross	13.4%	23.4%		-9.93		
Raffle Gross	\$139	\$1,825	(\$1,686)	-92%	0%	0%
Raffle Prizes	\$125	\$2,147	(\$2,022)	-94%	0%	0%
Raffle Net	\$14	(\$322)	\$336	-104%	0%	0%
Net\$ % of Gross	10.1%	-17.6%		27.72		
Paddlewheel Gross	\$26,030	\$39,975	(\$13,945)	-35%	1%	1%
Paddlewheel Prizes	\$21,692	\$36,194	(\$14,502)	-40%	1%	1%
Paddlewheel Net	\$4,338	\$3,781	\$557	15%	1%	1%
Net\$ % of Gross	16.7%	9.5%		7.21		
Tipboard Gross	\$8,190	\$13,060	(\$4,870)	-37%	0%	0%
Tipboard Prizes	\$6,600	\$10,275	(\$3,675)	-36%	0%	0%
Tipboard Net	\$1,590	\$2,785	(\$1,195)	-43%	0%	0%
Net\$ % of Gross	19.4%	21.3%		-1.91		
E-Gaming Gross	\$1,688,320	\$1,972,954	(\$284,634)	-14%	47%	48%
E-Gaming Prizes	\$1,466,910	\$1,715,355	(\$248,445)	-14%	47%	48%
E-Gaming Net	\$221,410	\$257,599	(\$36,189)	-14%	45%	45%
Net\$ % of Gross	13.1%	13.1%		0.06		
Pulltab Gross	\$1,654,597	\$1,977,395	(\$322,798)	-16%	46%	48%
Pulltab Prizes	\$1,418,794	\$1,698,457	(\$279,663)	-16%	46%	48%
Pulltab Net	\$235,803	\$278,938	(\$43,135)	-15%	48%	48%
Net\$ % of Gross	14.3%	14.1%		0.15		
Total Gross	\$3,604,410	\$4,152,392	(\$547,982)	-13%		
Total Prizes	\$3,110,768	\$3,575,233	(\$464,465)	-13%		
Total Pre-Tax Income	\$493,642	\$577,159	(\$83,517)	-14%		
Net\$ % of Gross	13.7%	13.9%		-0.20		
Total Gambling Tax	\$161,069	\$201,759	(\$40,690)	-20%		
% of Pre-Tax Income	32.6%	35.0%		-2.33		
Gross Profit	\$332,574	\$375,401	(\$42,827)	-11%		
% of Pre-Tax Income	67.4%	65.0%		2.33		
Total Expenses (Allowable)	\$285,152	\$339,860	(\$54,708)	-16%		
% of Gross Profit	85.7%	90.5%		-4.79		
Net Profit Before Lawful Ph	\$47,422	\$35,541				
% of Gross Profit	14.3%	9.5%		4.79		

Site Breakout	Net \$			
	2024	2023	Delta	% chg
White Bear Bar	\$79,998	\$87,771	(\$7,773)	-9%
Sak's	\$78,427	\$88,528	(\$10,101)	-11%
Doc's Landing	\$67,479	\$94,345	(\$26,866)	-28%
Jimmy's	\$185,793	\$159,026	\$26,768	17%
Bear Town	\$64,028	\$76,603	(\$12,575)	
Bingo Hall	\$17,918	\$0	\$17,918	
McCarron's	\$0	\$57,207	(\$57,207)	
Stadium	\$0	\$0	\$0	
Fiesta Cancun	\$0	\$13,680	(\$13,680)	
<b>Oct Total</b>	<b>\$493,642</b>	<b>\$577,159</b>	<b>(\$83,517)</b>	<b>-14%</b>

Breakout of Expenses	Jan-24	Jan-23	YoY Change	Change %	'23 % of Ttl	'22 % of Ttl
Cost of Sales	\$31,297	\$35,567	(\$4,270)	-12%	11%	10%
Compensation	\$65,175	\$78,139	(\$12,963)	-17%	23%	23%
Penalty/Interest	\$0	\$0	\$0		0%	0%
Advertising	\$0	\$0	\$0		0%	0%
Accounting	\$2,608	\$3,693	(\$1,085)	-29%	1%	1%
License/Bond	\$0	\$0	\$0		0%	0%
Local Inv. Fee	\$0	\$0	\$0		0%	0%
Rent	\$70,500	\$60,322	\$10,178	17%	25%	18%
E-Gaming Eq/fees	\$80,090	\$84,257	(\$4,167)	-5%	28%	25%
Supplies	\$31,253	\$6,811	\$24,442	359%	11%	2%

January 2024 Site Summary

	White Bear		Bear				Fiesta		Stadium		Jan Total	% of Total
	Bar 2	Sak's 3	Doc's Landing 4	Jimmy's 5	Town 6	Bingo Hall 7	McCarron's	Cancun				
Bingo Gross	\$4,207	\$30,408	\$0	\$64,032	\$14,006	\$114,481					\$227,134	6.3%
Bingo Prizes	\$4,878	\$23,114	\$0	\$41,090	\$15,540	\$112,025					\$196,647	6.3%
Bingo Net	(\$671)	\$7,294	\$0	\$22,942	(\$1,534)	\$2,456			\$0		\$30,487	6.2%
Net% of Gross	-15.9%	24.0%	0.0%	35.8%	-11.0%	2.1%	#DIV/0!	#DIV/0!	#DIV/0!		13.4%	
2023 Net\$	\$582	\$9,900		\$24,043	(\$2,079)	\$0	\$2,209	(\$277)			\$34,378	
YoY Change	215%	-26%		-5%	-26%						-11%	
Raffle Gross	\$0	\$139	\$0	\$0	\$0	\$0					\$139	0.0%
Raffle Prizes	\$0	\$125	\$0	\$0	\$0	\$0					\$125	0.0%
Raffle Net	\$0	\$14	\$0	\$0	\$0	\$0			\$0		\$14	0.0%
Net% of Gross	#DIV/0!	10.1%	0.0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		10.1%	
2023 Net\$		(\$210)		(\$162)			\$50				(\$322)	
Paddlewheel Gross	\$18,870	\$300	\$5,210	\$600	\$1,050	\$0					\$26,030	0.7%
Paddlewheel Prizes	\$15,390	\$200	\$5,002	\$400	\$700	\$0					\$21,692	0.7%
Paddlewheel Net	\$3,480	\$100	\$208	\$200	\$350	\$0			\$0		\$4,338	0.9%
Net% of Gross	18.4%	33.3%	4.0%	33.3%	33.3%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		16.7%	
2023 Net\$	\$841	\$160	\$700	\$650	\$540		\$890				\$3,781	
YoY Change	314%	-38%	-70%	-69%	-35%						15%	
Tipboard Gross	\$1,180	\$2,870	\$600	\$2,610	\$930	\$0					\$8,190	0.2%
Tipboard Prizes	\$900	\$2,450	\$700	\$1,900	\$650	\$0					\$6,600	0.2%
Tipboard Net	\$280	\$420	(\$100)	\$710	\$280	\$0			\$0		\$1,590	0.3%
Net% of Gross	23.7%	14.6%	-16.7%	27.2%	30.1%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		19.4%	
2023 Net\$	\$600	\$520	\$490	\$650	\$355		\$475	(\$305)			\$2,785	
E-Gaming Gross	\$348,362	\$141,155	\$385,300	\$565,678	\$225,964	\$21,861					\$1,688,320	46.8%
E-Gaming Prizes	\$302,945	\$115,994	\$337,174	\$499,242	\$193,587	\$17,968					\$1,466,910	47.2%
E-Gaming Net	\$45,417	\$25,161	\$48,126	\$66,436	\$32,377	\$3,894			\$0		\$221,410	44.9%
Net% of Gross	13.0%	17.8%	12.5%	11.7%	14.3%	17.8%	#DIV/0!	#DIV/0!	#DIV/0!		13.1%	
2023 Net\$	\$59,606	\$26,196	\$54,703	\$47,235	\$41,579		\$25,915	\$2,366			\$257,599	
YoY Change	-24%	-4%	-12%	41%	-22%						-14%	
Pulltab Gross	\$227,041	\$338,551	\$160,980	\$627,111	\$244,336	\$56,578					\$1,654,597	45.9%
Pulltab Prizes	\$195,549	\$293,113	\$141,735	\$531,606	\$211,781	\$45,010					\$1,418,794	45.6%
Pulltab Net	\$31,492	\$45,438	\$19,245	\$95,505	\$32,555	\$11,568			\$0		\$235,803	47.8%
Net% of Gross	13.9%	13.4%	12.0%	15.2%	13.3%	20.4%	#DIV/0!	#DIV/0!	#DIV/0!		14.3%	
2023 Net\$	\$26,142	\$51,962	\$38,452	\$86,610	\$36,208	\$0	\$27,668	\$11,896			\$278,938	
YoY Change	20%	-13%	-50%	10%	-10%						-15%	
Total Gross	\$599,660	\$511,423	\$552,090	\$1,260,031	\$486,286	\$192,920	\$0	\$0	\$0	\$0	\$3,604,410	100.0%
Total Prizes	\$519,662	\$434,996	\$484,611	\$1,074,238	\$422,258	\$175,003	\$0	\$0	\$0	\$0	\$3,110,768	100.0%
Total Pre-tax Income	\$79,998	\$76,427	\$67,479	\$185,793	\$64,028	\$17,918	\$0	\$0	\$0	\$0	\$493,642	100.0%
2023 Net\$	\$87,771	\$88,528	\$94,345	\$159,026	\$76,603	\$0	\$57,207	\$13,680	\$0	\$0	\$577,159	18.6%
YoY Change	-9%	-11%	-28%	17%							-14%	
Site % of Ttl Gross	16.6%	14.2%	15.3%	35.0%	13.5%	5.4%	0.0%	#DIV/0!	0.0%			
Site % of Ttl Income	16.2%	15.9%	13.7%	37.6%	13.0%	3.6%	0.0%	#DIV/0!	0.0%			
Tax	\$26,753	\$25,106	\$23,277	\$57,943	\$22,360	\$5,629					\$161,069	32.6%
2023 Tax\$	\$31,753	\$29,872	\$34,321	\$51,903	\$28,498		\$20,198	\$5,213			\$201,759	35.0%
YoY Change	-16%	-16%	-32%	12%							-20%	
Gross Profit After Tax	\$53,245	\$53,320	\$44,202	\$127,850	\$41,668	\$12,288	\$0	\$0	\$0	\$0	\$332,574	
2023 GP\$	\$56,018	\$58,656	\$60,024	\$107,122	\$48,105	\$0	\$37,009	\$8,467	\$0	\$0	\$375,401	
YoY Change	-5%	-9%	-26%	19%							-11%	
Allow. Expenses	\$37,986	\$35,263	\$46,491	\$82,746	\$33,868	\$48,799					\$285,152	