

# White Bear Lake Area Hockey Association

## Gambling and Board Monthly Minutes

October 25, 2023

**Attendees:** Harley Greene, Shawn Birch, Matt Simmons, Ashley Hoit, Abby Kath, Kyle Gillespie, Kim Gillespie, Greg Boggess, DJ Clark, Amy Clark, Rob Wielinski, Tina Seidl, Luch Daheldl

**Gambling Manager:** Kevin Bergerson

**Board Members:** Chad Marquardt, Eric Johnson, Nick Anthony, Todd Wanka, Mark Hennessy, Nicole Geifer, Jeff Rose, Matt Ryan, Joel Starke, Brian Griffin

### GAMBLING MEMBERSHIP MEETING

1. Call to order (Chad Marquardt) - 7:03
2. Motion to Approve Agenda
  1. Motion - Brian Griffin
  2. 2nd - Nick Anthony - Motion Carries
3. Gambling Report (Kevin Bergerson)
  1. Account Balance as of 09/30/2023: \$1,100,255.15
  2. Review August 2023 Financials
    1. August 2023 Financial Summary
    2. August Breakdown by Site
    3. August Allowable Expenses
    4. August Lawful Purpose Expenses
    5. Kevin Bergerson - Motion to approve August Financials
      1. 2nd: Brian Griffin - motion carries
  3. Review September 2023 Financials
    1. September 2023 Financial Summary
    2. September Breakdown by Site
    3. September Allowable Expenses
    4. September Lawful Purpose Expenses
    5. Kevin Bergerson - Motion to approve September Financials
      1. 2nd: Nick Anthony - motion carries
4. November Estimated Expenses - Allowable Expenses and Lawful Purpose Expenses
  1. Kevin Bergerson - Motion to Approve November Expenses/Lawful Purpose
    1. 2nd: Matt Ryan - motion carries
5. December Estimated Expenses - Allowable Expenses and Lawful Purpose Expenses
  1. \$5000 for holiday bonuses - based on years of service for employees
  2. Kevin Bergerson - Motion to Approve December Expenses/Lawful Purpose
    1. 2nd: Matt Ryan - motion carries
6. Audit 2022-23 Update
  1. Executive Governance Summary, Financial Statements, Independent Audit Report
  2. Internal Controls and Financial Reporting are in good standing, per reports
  3. All Audit Reports will be placed on website
  4. Kevin Bergerson - Motion to approve Audit Report
    1. 2nd - Matt Ryan - motion carries
7. Site Inspection Reports from MN Gambling Control Board

8. Other Business
  1. Black Diamond Bingo Hall Update -
    1. Increased number of sessions to 12 in October
    2. Foxhole Bingo Hall impacts
    3. Advertising on Facebook - holding while validating we are not an online gambling organization. Anyone with expertise, please reach out to Kevin
9. Adjourn - 7:21 PM

## MONTHLY BOARD MEETING

1. Call to order (Chad Marquardt) - 7:21 PM
2. Approval of Agenda
  - a. Motion - Brian Griffin
    - i. 2nd - Jeff - motion carries
3. Approval of Monthly Meeting Minutes - September 2023
  - a. Motion - Brian Griffin
    - i. 2nd - Nick Anthony - motion carries
4. Member Forum
  - a. DJ Clark - wants to bring his son in for registration
    - i. First, thank you for your countless hours of service and dedication to this program and community. Because of your efforts, our kids have a great place to play hockey. I know many of you but for those who do not know me, my name is DJ Clark and I have two hockey players in the WBLA Hockey Association, both playing proudly as Bears. Like many, I have already volunteered countless hours head coaching my girls' teams. Additionally, I have spent time on the ice for fall warm- ups and served as an evaluator. I have obtained sponsorships from local businesses to support the association and offered financial support to the Association and sponsored events through my own business. My wife, Maggie Clark, has also volunteered as a manager, served on tournament committees, and is now the 10U Coordinator. She is also a teacher in White Bear Lake, attending many students' games, and graduated from White Bear Lake Area High School. Let's just say my family bleeds orange and black. I am writing to share my experience with attempting to register my 4 year old son for hockey this year as it is important for the Board to understand that this process needs significant review and improvement for future families. As of September 9th, I have a four year old son, Leo Clark. Leo has been at the rink non-stop for the past three years watching his two older sisters play hockey. I swear, not a day goes by without him talking about the day he gets to put on a jersey and play hockey with his "buddies." After much consideration and discussion, we decided to try and register Leo for Clinic this year with a playup request. We were disappointed to hear the request was denied. We were explicitly told to "move-on" and that it was not going to happen this year because "Leo is too young and White Bear Lake has these rules in place for a reason... if we allow Leo to play up, everybody would do it." Although we did not agree with this decision, we accepted and respectfully moved on. After reading the age chart rules on Minnesota Hockey's website, the age classification for mini mites is "born on or after June 1st, 2016." I messaged and spoke with two MN Hockey District Directors who quickly confirmed there is no minimum age requirement in the state of MN to play hockey. They explained the rule is left open for associations to decide which age they will allow players to begin in their program. I noticed Woodbury offers hockey at age 3, as advertised on their website, and learned other associations will consider exceptions for kids to play who are ready. With that information, our intent to move on, and recommendations from other Mahtomedi coaching staff we personally know, we decided to contact Mahtomedi Youth Hockey Association. We shared our son's skating experience, age, address, etc in hopes that we could sign him up for their Learn to Skate/Clinic this year, even though he missed their age cut-off by 9 days (September 1st is their age on the website). The Mite Director and Coordinator were happy to accept Leo and instead recommended him to their mini-mites because of Leo's

experience skating with 1st graders this past summer. Our energy was restored and we were excited to have our son play hockey this year. Mahtomedi Youth Hockey provided us with a special code to register, walked us through the registration process, and we paid our fees. The last step in the process was to obtain a signed player waiver release form from the White Bear Lake Area Hockey Association President which would allow my son to play for Mahtomedi for this upcoming year. Please know, the waiver submitted to Chad was a 1-year only player release request for the 2023-2024 season. Chad refused to sign the waiver stating Leo was too young to play hockey. We were shocked and shared that MN Hockey does not have a minimum age requirement. However, Chad was direct and again refused. He stated he would not sign the form because it would hurt WBLAHA numbers and everybody would do it if he made an exception for Leo to play hockey in Mahtomedi for one year. Now, as a result, Leo does not get to play hockey anywhere. Please make it make sense. Is it in good conscience that you can tell a 4-year-old they are not welcome here and also can't play anywhere? At the age of 4, you are contractually withholding his participation because he's too young here but also do not want him to play anywhere else. How can you have it both ways? First, we ask the Board to reconsider your age limits and play-up process; in the future, we hope these registration decisions and processes include the Girls and Boys Player Development Directors, Mite Director, VP of Hockey Operations, and the elected members of the Board whose positions are responsible for these decisions per the WBLAHA Bylaws. If an age revision is not made, perhaps you consider a one-time play-in and send kids home if needed. Or, perhaps if you believe there are that many kids who would request a play-up waiver, we hope that signals to you an obvious interest/demand the Board needs to more effectively consider. Honestly, there are so many options. Second, while we do not expect a change or have much hope remaining, please encourage Chad to sign the one-year waiver so Leo can develop and play hockey with buddies on the team that is welcoming him this year. There is no Bylaw guiding this decision and it should not be left up to one person to make this decision; it can still be signed in good faith. What has been most gut-wrenching through this process is to think that one individual in our community is really okay with withholding hockey from a kid who wants to and is ready to play. Please reconsider our request and sign the form allowing us to move on as we have been advised.

- ii. Turned four on September 9th - WBL Clinic guidelines state the player needs to be four by 5/31/2019
- iii. Chad - provided reasoning that using examples in the past with the same situations/scenarios wherein we have asked parents to wait a year. All have taken the year to do other activities(outdoor, skill training, skating training). Searched other districts and many offer programs at 5 years old
- iv. Board will continue to review circumstances and respond to family

5. Treasurer's Report (Jessica Jacksie/Eric Johnson)

1. General Account: \$544,544.75
2. Savings/Rink Fund: \$1,105,701.96
3. All Team Bank Accounts Reconciled to ~\$5.00
4. Manager Meetings Scheduled/Held:
  1. Squirt/10U - Bantam/15U Completed on 10/24/23
  2. MiniMite/6U - Mite/8U Scheduled for 11/15/23 at North Star Elementary
  3. Jr Gold is TBD

6. Vice President of Business Operations Report (Nick Anthony)

1. Jerseys- Bantam, Peewee, 15u and 12u jerseys will be in by 10/27. Squirt and 10u were ordered 10/23 so looking for delivery on those by 11/10. Teams will be able to pick up their jerseys and socks at Strauss once they've arrived.
2. Apparel- wave 2 is open through the end of the month through Strauss.
3. Web- I wanted to say thank you to Nicole Kopp for all the time she's put into our web administration over the years. She's decided to move out of that role. Abby Kath is the new web admin.

4. Tournaments-all levels are full with the exception of 10a. Need 1 team.
5. Sponsorship- going to have a yearbook of the teams and Kim is looking for sponsors interested in ad space. Have 3 level sponsors and their logos will be on jerseys at each respective level
6. Bantam/15u - Frandsen Bank & Trust
7. Pee wee/12u - Rink Tec
8. Squirt/10u - Kim Gillespie/Joy Erickson/Edina Realty
9. Looking for a mite/8U sponsor but need it secured by 10/30 before their jerseys are ordered.
10. No other sponsor logos can go on jerseys this year.
7. Vice President of Hockey Operations (Todd Wanka)
  1. Tryout recap - Open forum on questions and comments about the tryout process to ALL MEMBERS
    1. Kyle Gillespie - Independent Grader Question. Were they there for the entire aspect?
    2. Todd - there for a majority and one session where they did not - Bantam B2
    3. Kim Gillespie - concern over control on boys' side. "Alpha" kids control - no adults/volunteers on the bench or ice. Should have a bit more control
    4. Todd - do we have a position as a part of registration?
    5. Chad - evaluation notes are available, check with Hockey Directors
  2. Coaching registrations discussions and deadlines with USA hockey, Safe Sport, Background checks
8. President's Report (Chad Marquardt)
  - a. Thanks to Todd, Rick, Jeff and Nicole
  - b. All Evaluators - especially Bill Luger and Eric Bishop
9. D2 Representative's Report (Joel Starke)
  - a. Gamesheet codes went out last week. Need to email Gamesheets to get Exhibitions/Scrimmages for a specific code. D2 codes will be available.
  - b. D2 working on a mite league(M3/M4)
  - c. USA Hockey - Each team needs to have a locker room monitor - not a member of the coaching staff
    - i. Fines will be levied if we do not follow
    - ii. Will need to have a USA Volunteer membership, Safe Sport and Background Check
      1. WBL will reimburse background check costs
    - iii. Joel/Ashley verifying USA hockey rules vs. what D2 advised
  - d. 120 active officials - 40 are brand new, 25 under 18 - please support these officials!
10. Director of Administration (Matt Ryan)
  - a. Locker Room reminders, code of conduct reminders - please review and follow
  - b. Follow the 24 hour rule for all incidents
11. Directors' Reports:
  - a. Boys Director (Rick Kissner)
    - i. Nothing to report
  - b. Girls Director (Jeff Rose)
    1. Tryouts for 8U
    2. Thank you to evaluators
    3. Youth Night - November 16th. Will look to reschedule the goalie night
  - c. Mite Director (Mark Hennessy)
    - i. Mite Evaluations and mini mite evaluations schedule
  - d. Boys Player Development Director (Ben Butters)
    - i. Player and Goalie Development will have a few changes this season.
    - ii. Goalie development will be during your team practice and/or during a player development practice. Whenever you have practice at the WB County Arena on Mondays and Tuesdays between the hours of 5:20-10:00 pm Lake Area Goaltending trainer Evan Foss (former Bear too) will be on the ice working with your goalies. Have one of your coaches designated to be your team goalie coach. That coach can observe the drills, take notes, and assist Coach Foss if needed. Additionally, there will be 4 nights throughout the season when all goalies will be at the Hippodrome for just goalie training.

- iii. Player development will be at two locations. Mondays and Wednesdays at the WB County Arena, Peter Roed (former Bear) will be running player development between 4:20-10:00 pm. Have 1 or 2 coaches be prepared to assist him on the ice if needed. On Tuesdays at the Hippodrome, AJ will be running player development 4:00-9:35 pm. Training with coach AJ will start November 7.
- e. Girls Player Development Director (Nicole Giefer)
  - i. Gopher night for 10U - thank you to Larry F!!!
- f. Junior Gold Director (Harley Greene)
  - i. Met with Chris Anderson to discuss HS/JG options and plans
  - ii. JGHS committee - State Level - will now make/set criteria for association leveling and picking teams.
  - iii. 32 kids signed up for Warm Up camp
  - iv. 20 Registered
  - v. Planning A, B and 16U
- 12. Old Business
- 13. New Business
  - a. Board reached out to D2 to follow-up on direction from D2 regarding waivers, age and options for the Clark family. D2 put a committee together prior to the WBL board meeting and made the ultimate decision to uphold the decision stating the child was too young. They too agree that if we start allowing the age limit to be reduced to a younger age, associations will be overwhelmed with parents then demanding their 3-year-old play some sort of organized hockey within the associations. The Clark's were aware of this ruling prior to our meeting. Age limits are set for this year, there will be no waiver signed and Mahtomedi was told that they cannot accept Leo.
- 14. Adjourn - 8:22 PM

**GAMBLING ACCOUNT TABLE(S)\*\*\***

**August 2023 Financial Summary**

Interest	Aug-23	Aug-22	YoY Change	Change %	'23 % of Ttl	'24 % of Ttl
Bingo Gross	\$195,093	\$161,367	\$33,726	21%	5%	4%
Bingo Prizes	\$167,149	\$129,858	\$37,291	29%	5%	4%
Bingo Net	\$27,944	\$31,509	(\$3,565)	-11%	6%	6%
Net\$ % of Gross	14.3%	19.5%		-5.20		
Raffle Gross	\$743	\$1,607	(\$864)	-54%	0%	0%
Raffle Prizes	\$668	\$1,440	(\$772)	-54%	0%	0%
Raffle Net	\$75	\$167	(\$92)	-55%	0%	0%
Net\$ % of Gross	10.1%	10.4%		-0.30		
Paddlewheel Gross	\$30,265	\$41,710	(\$11,445)	-27%	1%	1%
Paddlewheel Prizes	\$27,520	\$37,664	(\$10,144)	-27%	1%	1%
Paddlewheel Net	\$2,745	\$4,046	(\$1,301)	-32%	1%	1%
Net\$ % of Gross	9.1%	9.7%		-0.63		
Tipboard Gross	\$4,500	\$300	\$4,200	1400%	0%	0%
Tipboard Prizes	\$3,000	\$200	\$2,800	1400%	0%	0%
Tipboard Net	\$1,500	\$100	\$1,400	1400%	0%	0%
Net\$ % of Gross	33.3%	33.3%		0.00		
E-Gaming Gross	\$1,743,743	\$1,626,054	\$117,688	7%	47%	40%
E-Gaming Prizes	\$1,506,233	\$1,419,540	\$86,694	6%	47%	41%
E-Gaming Net	\$237,509	\$206,515	\$30,995	15%	47%	36%
Net\$ % of Gross	13.6%	12.7%		0.92		
Pulltab Gross	\$1,766,860	\$2,189,518	(\$422,658)	-19%	47%	54%
Pulltab Prizes	\$1,530,687	\$1,865,432	(\$334,745)	-18%	47%	54%
Pulltab Net	\$236,173	\$324,086	(\$87,913)	-27%	47%	57%
Net\$ % of Gross	13.4%	14.8%		-1.43		
Total Gross	\$3,741,204	\$4,020,556	(\$279,353)	-7%		
Total Prizes	\$3,235,257	\$3,454,134	(\$218,876)	-6%		
Total Pre-tax Income	\$505,946	\$566,423	(\$60,477)	-11%		
Net\$ % of Gross	13.5%	14.1%		-0.56		
Total Gambling Tax	\$166,477	\$199,114	(\$32,637)	-16%		
% of Pre-Tax Income	32.9%	35.2%		-2.25		
Gross Profit	\$339,469	\$367,309	(\$27,840)	-8%		
% of Pre-Tax Income	67.1%	64.8%		2.25		
Total Expenses (Allowable)	\$305,716	\$281,115	\$24,601	9%		
% of Gross Profit	90.1%	76.5%		13.52		
Net Profit Before Lawful P	\$33,753	\$86,194				
% of Gross Profit	9.9%	23.5%		-13.52		

Site Breakout	Net \$			
	2023	2022	Delta	% chg
White Bear Bar	\$69,951	\$64,478	\$5,474	8%
Sak's	\$66,891	\$62,938	\$3,952	6%
Doc's Landing	\$93,106	\$84,781	\$8,325	10%
Jimmy's	\$209,061	\$165,117	\$43,944	27%
Bear Town	\$55,012	\$0	\$55,012	
Bingo Hall	\$11,925	\$0	\$11,925	
McCarron's	\$0	\$41,563	(\$41,563)	
Stadium	\$0	\$129,097	(\$129,097)	
Fiesta Cancun	\$0	\$18,517	(\$18,517)	
June Total	\$505,946	\$566,491	(\$60,544)	-11%

Breakout of Expenses	Aug-23	Aug-22	YoY Change	Change %	'23 % of Ttl	'22 % of Ttl
Cost of Sales	\$33,718	\$42,577	(\$8,859)	-21%	11%	15%
Compensation	\$96,532	\$69,682	\$26,851	39%	32%	25%
Penalty/Interest	\$0	\$0	\$0		0%	0%
Advertising	\$8,398	\$0	\$8,398		3%	0%
Accounting	\$14,043	\$3,184	\$10,859	341%	5%	1%
License/Bond	\$0	\$0	\$0		0%	0%
Local Inv. Fee	\$0	\$0	\$0		0%	0%
Rent	\$55,315	\$65,184	(\$9,869)	-15%	18%	23%
E-Gaming Eq/fees	\$64,879	\$75,110	(\$10,231)	-14%	21%	27%
Supplies	\$11,600	\$12,052	(\$453)	-4%	4%	4%
Insurance	\$0	\$0	\$0		0%	0%
Equipment	\$20,035	\$11,304	\$8,731	77%	7%	4%
Cash Long/Short	\$1,195	\$2,000	(\$885)	-43%	0%	1%
Reimb Ex Cash Short	\$0	(\$58)	\$58	-100%	0%	0%
Total Expenses	\$305,716	\$281,115	\$24,601	9%		

September 2023 Financial Summary

Interest	Sep-23	Sep-22	YoY Change	Change %	'23 % of Ttl	'24 % of Ttl
Bingo Gross	\$182,457	\$152,274	\$30,183	20%	5%	4%
Bingo Prizes	\$155,666	\$121,315	\$34,351	28%	5%	3%
Bingo Net	\$26,791	\$30,959	(\$4,168)	-13%	5%	5%
Net\$ % of Gross	14.7%	20.3%		-5.65		
Raffle Gross	\$849	\$1,672	(\$823)	-49%	0%	0%
Raffle Prizes	\$765	\$1,702	(\$937)	-55%	0%	0%
Raffle Net	\$84	(\$30)	\$114	-376%	0%	0%
Net\$ % of Gross	9.9%	-1.8%		11.71		
Paddlewheel Gross	\$44,560	\$47,645	(\$3,085)	-6%	1%	1%
Paddlewheel Prizes	\$38,021	\$39,789	(\$1,768)	-4%	1%	1%
Paddlewheel Net	\$6,539	\$7,856	(\$1,317)	-17%	1%	1%
Net\$ % of Gross	14.7%	16.5%		-1.81		
Tipboard Gross	\$9,090	\$10,060	(\$970)	-10%	0%	0%
Tipboard Prizes	\$7,300	\$7,800	(\$500)	-6%	0%	0%
Tipboard Net	\$1,790	\$2,260	(\$470)	-21%	0%	0%
Net\$ % of Gross	19.7%	22.5%		-2.77		
E-Gaming Gross	\$1,646,117	\$1,853,407	(\$207,290)	-11%	47%	43%
E-Gaming Prizes	\$1,415,401	\$1,604,615	(\$189,214)	-12%	47%	44%
E-Gaming Net	\$230,716	\$248,792	(\$18,076)	-7%	45%	42%
Net\$ % of Gross	14.0%	13.4%		0.59		
Pulltab Gross	\$1,633,880	\$2,200,872	(\$566,992)	-26%	46%	52%
Pulltab Prizes	\$1,392,074	\$1,902,967	(\$510,893)	-27%	46%	52%
Pulltab Net	\$241,806	\$297,905	(\$56,099)	-19%	48%	51%
Net\$ % of Gross	14.8%	13.5%		1.26		
Total Gross	\$3,516,953	\$4,265,930	(\$748,977)	-18%		
Total Prizes	\$3,009,227	\$3,678,189	(\$668,962)	-18%		
Total Pre-tax Income	\$507,726	\$587,741	(\$80,015)	-14%		
Net\$ % of Gross	14.4%	13.8%		0.66		
Total Gambling Tax	\$165,849	\$205,728	(\$39,879)	-19%		
% of Pre-Tax Income	32.7%	35.0%		-2.34		
Gross Profit	\$341,876	\$382,013	(\$40,137)	-11%		
% of Pre-Tax Income	67.3%	65.0%		2.34		
Total Expenses (Allowable)	\$264,421	\$304,742	(\$40,320)	-13%		
% of Gross Profit	77.3%	79.8%		-2.43		
Net Profit Before Lawful P	\$77,455	\$77,272				
% of Gross Profit	22.7%	20.2%		2.43		

Site Breakout	Net \$			
	2023	2022	Delta	% chg
White Bear Bar	\$70,180	\$70,251	(\$71)	0%
Sak's	\$84,440	\$74,207	\$10,232	14%
Doc's Landing	\$85,773	\$108,040	(\$22,268)	-21%
Jimmy's	\$187,011	\$145,561	\$41,450	28%
Bear Town	\$63,174	\$0	\$63,174	
Bingo Hall	\$17,149	\$0	\$17,149	
McCarron's	\$0	\$52,832	(\$52,832)	
Stadium	\$0	\$130,751	(\$130,751)	
Fiesta Cancun	\$0	\$6,099	(\$6,099)	
June Total	\$507,726	\$587,742	(\$80,016)	-14%

Breakout of Expenses	Sep-23	Sep-22	YoY Change	Change %	'23 % of Ttl	'22 % of Ttl
Cost of Sales	\$34,956	\$36,760	(\$1,805)	-5%	13%	12%
Compensation	\$62,730	\$105,949	(\$43,220)	-41%	24%	35%
Penalty/Interest	\$0	\$0	\$0		0%	0%
Advertising	\$2,629	\$0	\$2,629		1%	0%
Accounting	\$3,592	\$12,451	(\$8,859)	-71%	1%	4%
License/Bond	\$0	\$0	\$0		0%	0%
Local Inv. Fee	\$0	\$0	\$0		0%	0%
Rent	\$60,556	\$57,037	\$3,519	6%	23%	19%
E-Gaming Eq/fees	\$77,328	\$67,999	\$9,329	14%	29%	22%
Supplies	\$5,957	\$12,834	(\$6,877)	-54%	2%	4%
Insurance	\$0	\$0	\$0		0%	0%
Equipment	\$16,579	\$10,641	\$5,938	56%	6%	3%
Cash Long/Short	\$96	\$1,687	(\$1,591)	-94%	0%	1%
Reimb Ex Cash Short	(\$1)	(\$617)	\$616	-100%	0%	0%
Total Expenses	\$264,421	\$304,742	(\$40,320)	-13%		