

White Bear Lake Area Hockey Association

Gambling and Board Monthly Minutes

June 25, 2024

Attendees: Ryan Gale, Kyle Gillespie, Kim Gillespie, Greg Boygess, Ashley Hoit, Ken Pelto, Harley Greene

Board Members: Dana Luger, Todd Wanka, Kyle Hall, Josh Docken, Eric Johnson, Mark Hennessy, Nick Anthony, Jeff Rose, Jessica Jacksie, Matt Ryan

Gambling Manager: Kevin Bergerson

GAMBLING MEMBERSHIP MEETING:

1. Call to order (Eric Johnson) 7:06
2. Motion to Approve Agenda
 - a. Eric Johnson - Motion
 - b. Matt Ryan - 2nd
 - c. Motion Carries
3. Gambling Report (Kevin Bergerson)
 - a. Account Balance as of 5/31/2024 - \$1,022,225.01
 - b. Review April 2024 Financials - Membership Approval Needed
 - i. April 2024 Financial Summary
 - ii. April Breakout by Site
 - iii. April Allowable Expenses
 - iv. April Lawful Purpose Expenses
 - v. Motion, Kyle Hall - 2nd - Motion Carries
 - c. July 2024 Estimated Expenses - Membership Approval Needed
 - i. July Estimated Allowable Expenses
 - ii. July Estimated Lawful Purpose Expenses
 - iii. Motion, Matt Ryan - 2nd - Motion Carries
 - d. Review Total Fiscal Year ending April 2024
 - i. Financial Summary
 - ii. Financial Summary by Site
 - iii. Breakout of Expenses
4. Other Business
 - a. Black Diamond Bingo Hall Update
 - i. Eric Johnson - The bingo hall was opened May 2023 and we put up a \$64,000 loss on the 1st month of being open. Fast forward to April 2024 - in looking at our net revenue, we are at a \$755,000 cumulative total loss since opening. This is a dire situation. We have looked at projections - if we increased net revenue by 10%, 20%, 50%, we cannot find a way to become profitable. The board voted to recommend closing the bingo hall effective immediately. Members, are you in agreement? No one opposed.
 - ii. Can we utilize the space if we still have a lease? Answer: Yes, we are working on options

- b. Annual Audit - Gathering All Requested Data & Games
 - c. Sports Betting Bill - Did Not Pass, No Tax Relief for Charitable Gambling
 - d. E-tab Revenue Share Drops to 25% Starting July 1st as Part of Last Year's e-Tab Bill
 - e. Applying for New Site in Maplewood - Johnny Kitchen & Bar (bar-op site w/ pulltabs & e-tabs)
5. Adjourn - 7:44

MONTHLY BOARD MEETING

1. Call to order (Eric Johnson) - 7:44
2. Approval of Agenda
 - a. Motion - Eric Johnson
 - b. 2nd - Josh Docken
 - c. Motion Carries
3. Approval of Meeting Minutes - May 2024
 - a. Motion - Eric Johnson
 - b. 2nd - Nick Anthony
 - c. Motion Carries
4. Member Forum
 - a. No questions or topics of discussion
5. Treasurer's Report(Erik Wicklander/Jessica Jacksie)
 - a. General Account: \$215,970.94
 - b. Savings (rink fund): \$879,076.68
 - c. Goalie Refunds, 3rd Player Discounts, Locker Room Mom & Coach Reimbursements went out a few weeks ago - a few more remain which will go out this week
6. Vice President of Business Operations Report (Nick Anthony)
 - a. Moose Goheen Update
 - i. Bantam AA/PeeWee AA - Full
 - ii. Bantam A - Few More Teams Needed (tourney is sometime in December)
 - iii. 15UA - Need 1 More Team
 - iv. 12UA - Needs 3 More Teams
 - v. 10UA - Full
 - b. Registration Update
 - i. Planning to Open July 15th
 - ii. Fall Camp Registration to Follow
 1. There are a few more logistics to cover. Planning discussions are underway
 - c. Photographer Update
 - i. Brennan Schachtner was chosen by the members, at the annual meeting, to be our photographer for the upcoming season. He does great work and we are excited to work with him.
 - d. New Tryout Jerseys this Upcoming Season
 - e. Hockey Mom Sweaters
 - i. Strauss Designing Hockey Mom Sweaters - Link to order will come out soon
 - ii. Minimum of 25 must be sold for order to go through
7. Vice President of Hockey Operations (Todd Wanka)
 - a. Upcoming Coaches Applications

- i. The applications will be going out within the next 10 days. There are plenty of openings. Anyone who plans to coach (Head Coaches, Assistant Coaches) should put an application in. There are openings at Junior Gold through Mites. If you coached in previous seasons and you're planning to come back, paid or volunteer, you still need to apply.
- 8. President's Report (Eric Johnson)
 - a. Annual Board Retreat - Meeting Summary
 - i. The Board Members took a full day to discuss hockey operations & future plans and I want to thank everyone for taking a full vacation day for doing that.
- 9. D2 Representative's Report (Josh Docken)
 - a. Update on D2 Meeting from June 23rd
 - i. D2 will follow Minnesota Hockey rules on school waivers
 - ii. Must fill all levels before filling multiple teams at 1 level. You cannot skip a level. There is an exception process to bring to D2 and approval will be needed otherwise.
 - iii. Gamesheet - Fair play point. Both party - not retroactive
 - iv. Must have a white home jersey -we cannot use the orange jersey for home. Orange is another dark jersey option
- 10. Director of Administration (Matt Ryan)
 - a. Nothing to report
- 11. Directors' Reports:
 - a. Boys Director (Rick Kissner)
 - i. Nothing to report
 - b. Girls Director (Jeff Rose)
 - i. 4th Annual Lady Bear Open Update
 - 1. The Lady Bear Open is August 3rd this year. Registration is now open. Sign up.
 - ii. Upcoming Season Coaching Applications
 - 1. To add to what Todd was saying about coaching applications, if you are going to apply as just an assistant coach, please write on the application that you are only wanting to be assistant
 - iii. 15U, 12U & 10U will all get new bags this year
 - 1. 8U will get something as well - TBD
 - c. Mite Director (Mark Hennessy)
 - i. Nothing to report
 - d. Boys Player Development Director (Joel Starke)
 - i. Nothing to report
 - e. Girls Player Development Director (Kyle Hall)
 - i. Fall Warm-up Planning/Discussions Underway
 - 1. Working on getting the budget and details together for fall warm up with Joel
 - a. Will plan to utilize the Hipp in September for mite/8U and under development
 - b. Looking at opportunity for development in these sessions
 - ii. STP is in Full Swing & Going Well
 - 1. Registration was slightly lower this year compared to last year
 - iii. In Season Training
 - 1. Currently just working on comparing pricing and taking into account the coach and parent feedback I have received.

- iv. Reminder - 10,000 shot sign up sheets available at WBSC near the treadmill. Look for Tim Hambly. If completed, your name goes in a drawing to win a hockey stick!
 - f. Junior Gold Director (Harley Greene)
 - i. Fall Camp - Starting Mid Oct
 - 1. 12-14 Sessions Leading up to Weekend of High School Tryouts Which Will Then Lead into JG Tryouts - More Info to Come in July Meeting
 - 2. Might Have a Gap Between When HS Tryouts are Done & Then JG Tryouts
 - 3. Still Finalizing Level of Teams - Projected Numbers Say We Should Have 3 Teams (A, B, 16 - Still on the Table for Discussion)
- 12. Old Business
 - a. None
- 13. New Business
 - a. None
- 14. Adjourn - 8:01

April 2024 Financial Summary

Interest	Apr-24	Apr-23	YoY Change	Change %	'24 % of Ttl	'23 % of Ttl
Bingo Gross	\$241,329	\$143,683	\$97,646	68%	6%	4%
Bingo Prizes	\$202,859	\$113,055	\$89,804	79%	6%	3%
Bingo Net	\$38,470	\$30,628	\$7,842	26%	7%	5%
Net\$ % of Gross	15.9%	21.3%		-5.38		
Raffle Gross	\$0	\$1,878	(\$1,878)	-100%	0%	0%
Raffle Prizes	\$0	\$1,859	(\$1,859)	-100%	0%	0%
Raffle Net	\$0	\$19	(\$19)	-100%	0%	0%
Net\$ % of Gross	#DIV/0!	1.0%		#DIV/0!		
Paddlewheel Gross	\$29,325	\$41,955	(\$12,630)	-30%	1%	1%
Paddlewheel Prizes	\$24,037	\$35,576	(\$11,539)	-32%	1%	1%
Paddlewheel Net	\$5,288	\$6,379	(\$1,091)	-17%	1%	1%
Net\$ % of Gross	18.0%	15.2%		2.83		
Tipboard Gross	\$2,550	\$2,400	\$150	6%	0%	0%
Tipboard Prizes	\$1,700	\$1,600	\$100	6%	0%	0%
Tipboard Net	\$850	\$800	\$50	6%	0%	0%
Net\$ % of Gross	33.3%	33.3%		0.00		
E-Gaming Gross	\$1,751,416	\$1,880,780	(\$129,364)	-7%	46%	46%
E-Gaming Prizes	\$1,518,810	\$1,645,579	(\$126,769)	-8%	46%	47%
E-Gaming Net	\$232,605	\$235,201	(\$2,595)	-1%	44%	41%
Net\$ % of Gross	13.3%	12.5%		0.78		
Pulltab Gross	\$1,796,516	\$2,015,650	(\$219,134)	-11%	47%	49%
Pulltab Prizes	\$1,542,809	\$1,712,072	(\$169,263)	-10%	47%	49%
Pulltab Net	\$253,707	\$303,578	(\$49,871)	-16%	48%	53%
Net\$ % of Gross	14.1%	15.1%		-0.94		
Total Gross	\$3,821,136	\$4,086,346	(\$265,210)	-6%		
Total Prizes	\$3,290,215	\$3,509,741	(\$219,526)	-6%		
Total Pre-tax Income	\$530,920	\$576,605	(\$45,684)	-8%		
Net\$ % of Gross	13.9%	14.1%		-0.22		
Total Gambling Tax	\$188,113	\$202,503	(\$14,390)	-7%		
% of Pre-Tax Income	35.4%	35.1%		0.31		
Gross Profit	\$342,807	\$374,102	(\$31,295)	-8%		
% of Pre-Tax Income	64.6%	64.9%		-0.31		
Total Expenses (Allowable)	\$286,413	\$298,576	(\$12,163)	-4%		
% of Net Receipts	53.9%	51.8%				
Net Profit Before Lawful Pur	\$56,394	\$75,526				
% of Gross Profit	16.5%	20.2%		-3.74		

Site Breakout	Net \$			
	2024	2023	Delta	% chg
White Bear Bar	\$72,050	\$70,293	\$1,758	3%
Sak's	\$87,536	\$86,415	\$1,121	1%
Doc's Landing	\$91,392	\$76,092	\$15,301	20%
Jimmy's	\$196,275	\$203,495	(\$7,220)	-4%
Bear Town	\$58,165	\$62,189	(\$4,023)	-6%
Bingo Hall	\$25,500	\$0	\$25,500	
McCarron's	\$0	\$63,244	(\$63,244)	
Stadium	\$0	\$0	\$0	
Fiesta Cancun	\$0	\$14,078	(\$14,078)	
Oct Total	\$530,920	\$575,805	(\$44,884)	-8%

Breakout of Expenses	Apr-24	Apr-23	YoY Change	Change %
Cost of Sales	\$32,192	\$31,840	\$352	1%
Compensation	\$61,407	\$69,179	(\$7,773)	-11%
Penalty/Interest	\$0	\$0	\$0	
Advertising	\$0	\$4,800	(\$4,800)	-100%
Accounting	\$2,380	\$3,523	(\$1,143)	-32%
License/Bond	\$0	\$0	\$0	
Local Inv. Fee	\$0	\$0	\$0	
Rent	\$87,460	\$85,597	\$1,863	2%
E-Gaming Eq/fees	\$71,887	\$91,059	(\$19,172)	-21%
Supplies	\$29,280	\$1,959	\$27,321	1395%
Insurance	\$0	\$0	\$0	
Equipment	\$0	\$8,254	(\$8,254)	-100%
Cash Long/Short	\$2,258	\$2,364	(\$106)	-4%
Reimb Ex Cash Short	(\$450)	\$0	(\$450)	
Total Expenses	\$286,413	\$298,576	(\$12,163)	-4%

'24 % of Ttl	'23 % of Ttl
11%	11%
21%	23%
0%	0%
0%	2%
1%	1%
0%	0%
0%	0%
31%	29%
25%	30%
10%	1%
0%	0%
0%	3%
1%	1%
0%	0%

April 2024 Site Summary

	White Bear			Bear			Fiesta	March	% of	
	Bar	Sak's	Doc's Landing	Jimmy's	Town	Bingo Hall	McCarron's	Cancun	Total	Total
Bingo Gross	\$6,829	\$30,047	\$0	\$68,933	\$12,502	\$123,018			\$241,329	6.3%
Bingo Prizes	\$4,954	\$23,748	\$0	\$48,494	\$14,755	\$110,908			\$202,859	6.2%
Bingo Net	\$1,875	\$6,299	\$0	\$20,439	(\$2,253)	\$12,110			\$38,470	7.2%
Net\$ % of Gross	27.5%	21.0%	0.0%	29.7%	-18.0%	9.8%			15.9%	
2023 Net\$	(\$900)	\$11,634	\$0	\$19,651	(\$1,172)		\$1,968	(\$553)	\$30,628	
YoY Change	308%	-46%		4%	92%				26%	
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\$	(\$118)	\$70	\$0	\$32	\$0		\$35	\$0	\$19	
Paddlewheel Gross	\$22,235	\$360	\$5,470	\$450	\$810	\$0			\$29,325	0.8%
Paddlewheel Prizes	\$19,482	\$240	\$3,475	\$300	\$540	\$0			\$24,037	0.7%
Paddlewheel Net	\$2,753	\$120	\$1,995	\$150	\$270	\$0			\$5,288	1.0%
Net\$ % of Gross	12.4%	33.3%	36.5%	33.3%	33.3%	#DIV/0!			18.0%	
2023 Net\$	\$3,709	\$220	\$630	\$910	\$350		\$560	\$0	\$6,379	
YoY Change	-26%	-45%	217%	-84%	-23%				-17%	
Tipboard Gross	\$0	\$1,200	\$0	\$1,200	\$150	\$0			\$2,550	0.1%
Tipboard Prizes	\$0	\$800	\$0	\$800	\$100	\$0			\$1,700	0.1%
Tipboard Net	\$100	\$150	\$0	\$550	\$0		\$0	\$0	\$850	0.2%
Net\$ % of Gross	#DIV/0!	12.5%	#DIV/0!	45.8%	0.0%	#DIV/0!			33.3%	
2023 Net\$									\$0	
E-Gaming Gross	\$290,026	\$145,307	\$464,238	\$569,435	\$263,525	\$18,885			\$1,751,416	45.8%
E-Gaming Prizes	\$255,704	\$120,482	\$405,181	\$497,716	\$222,314	\$17,413			\$1,518,810	46.2%
E-Gaming Net	\$34,321	\$24,825	\$59,056	\$71,719	\$41,211	\$1,471			\$232,605	43.8%
Net\$ % of Gross	11.8%	17.1%	12.7%	12.6%	15.6%	7.8%			13.3%	
2023 Net\$	\$30,429	\$28,708	\$43,631	\$63,303	\$28,566		\$34,720	\$5,845	\$235,201	
YoY Change	13%	-14%	35%	13%	44%				-1%	
Pulltab Gross	\$252,211	\$368,515	\$242,588	\$678,536	\$208,378	\$46,288			\$1,796,516	47.0%
Pulltab Prizes	\$219,110	\$312,623	\$212,247	\$574,969	\$189,491	\$34,369			\$1,542,809	46.9%
Pulltab Net	\$33,101	\$55,892	\$30,341	\$103,567	\$18,887	\$11,919			\$253,707	47.8%
Net\$ % of Gross	13.1%	15.2%	12.5%	15.3%	9.1%	25.7%			14.1%	
2023 Net\$	\$37,173	\$45,783	\$31,831	\$119,599	\$34,445		\$25,961	\$8,786	\$303,578	
YoY Change	-11%	22%	-5%	-13%	-45%				-16%	
Total Gross	\$571,301	\$545,429	\$712,296	\$1,318,554	\$485,365	\$188,191	\$0	\$0	\$3,821,136	100.0%
Total Prizes	\$499,250	\$457,893	\$620,903	\$1,122,279	\$427,200	\$162,690	\$0	\$0	\$3,290,215	100.0%
Total Pre-tax Income	\$72,050	\$87,536	\$91,392	\$196,275	\$58,165	\$25,500	\$0	\$0	\$530,920	100.0%
2023 Net\$	\$70,293	\$86,415	\$76,092	\$203,495	\$62,189	\$0	\$63,244	\$14,078	\$575,805	17.5%
YoY Change	3%	1%	20%	-4%	-6%				-8%	
Site % of Ttl Gross	15.0%	14.3%	18.6%	34.5%	12.7%	4.9%	0.0%	#DIV/0!		
Site % of Ttl Income	13.6%	16.5%	17.2%	37.0%	11.0%	4.8%	0.0%	#DIV/0!		
Tax	\$29,011	\$24,825	\$30,083	\$71,308	\$26,480	\$6,407			\$188,113	35.4%
2023 Tax\$	\$25,263	\$28,556	\$27,957	\$69,380	\$23,268	\$0	\$22,738	\$5,341	\$202,503	35.2%
YoY Change	15%	-13%	8%	3%					-7%	
Gross Profit After Tax	\$43,040	\$62,711	\$61,310	\$124,968	\$31,685	\$19,094	\$0	\$0	\$342,807	
2023 GP\$	\$45,030	\$57,859	\$48,134	\$134,115	\$38,921	\$0	\$40,505	\$8,737	\$373,302	
YoY Change	-4%	8%	27%	-7%					-8%	
Allow. Expenses	\$41,864	\$34,510	\$41,664	\$91,525	\$30,534	\$46,316			\$286,413	
2023 AE\$	\$35,706	\$35,949	\$46,292	\$61,349	\$36,448	\$37,177	\$36,380	\$9,276	\$298,576	
YoY Change	17%	-4%	-10%	49%	-16%				-4%	
NP\$ Before Lawful Purpose	\$1,175	\$28,201	\$19,645	\$33,443	\$1,151	(\$27,222)	\$0	\$0	\$56,394	
2023 NP\$	\$9,324	\$21,910	\$1,842	\$72,767	\$2,473	(\$37,177)	\$4,126	(\$539)	\$74,726	
YoY Change	-87%	29%	967%	-54%					-25%	

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: June 25, 2024

April 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:

Gambling Control Board Notification - Late filing of LG200B (notice of change in CEO)

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

Expenses for the Month of: July 2024

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	\$700			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
Central Gaming Services	Doc's Pulltab Machine Rental	\$600				Monthly
MN Unemployment Insurance	Compensation and Payroll Taxes	\$3,500				Quarterly
Allied Charities of MN	Annual Membership	\$300				Annual
Bingo Bugle	invoice# Annual Invoice for all sites - split evenly	\$5,130				Annual
Summit Mini Storage	Annual Rent for Storage Units, 11, 120, 128 & 34	\$11,000				Annual

Total \$346,830

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	Yes		Monthly
CITY OF WHITE BEAR LAKE	LOCAL FUND	\$500	A08L	Yes		Monthly
MN Dept of Revenue	A08T - Monthly State Gambling Taxes and Fees	\$195,000	A08T	Yes		Monthly

Total Lawful Purpose \$203,500

Total Allowable & Lawful Purpose \$550,330

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

Expenses for the Month of: April 2024

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		Yes	Check	Monthly
JIMMY'S FOOD AND DRINK	RENT	\$35,000		Yes	Check	Monthly
SAKS	RENT	\$12,000		Yes	Check	Monthly
VADNAIS PLAZA	RENT	\$16,500		Yes	Check	Monthly
WHITE BEAR BAR	RENT	\$9,000		Yes	Check	Monthly
SANGER LLC	RENT	\$9,000		Yes	Check	Monthly
Gaming Business Solutions, LLC	Payroll		\$680	Yes	Check	Monthly
Gaming Business Solutions, LLC	Monthly Gaming Reporting		\$1,700	Yes	Check	Monthly
Borchert Meat Market	Merchandise Prize (Meat Raffle)	\$3,500		Yes	Check	Monthly
Charitable Products LLC	Scanner Paper - Supplies	\$300		Yes	Check	Monthly
Bingo Bugle	BDBH Advertising	\$750		Yes	Check	Monthly
Press Publications	Advertising	\$1,800		Yes	Check	Monthly
Comcast Business	Internet/phone/TV	\$1,500		Yes	Check	Monthly
The McDowell Agency, INC	Employee Background Check	\$300		Yes	Check	Monthly
Microsoft 365 Subscription	Microsoft 365 Subscription	\$50		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	\$100		Yes	Check	Monthly
Intuit	Payroll	\$55,000		Yes	ACH	Monthly
IRS	Compensation and Payroll Taxes	\$13,000		Yes	ACH	Monthly
MN Dept of Revenue	Compensation and Payroll Taxes	\$3,000		Yes	ACH	Monthly
Electronic Games Solutions	Linked Bingo	\$2,000		Yes	ACH	Monthly
MN Gaming Supply	E-Pulltab Equipment and Revenue Share (Beartown)	\$12,000		Yes	ACH	Monthly
Pulltabs Plus, Incorporated	Gambling Product	\$6,500		Yes	ACH	Monthly
Three Diamond Corporation	Gambling Product	\$25,000		Yes	ACH	Monthly
Pilot Games	E-Linked Bingo Provider	\$6,000		Yes	ACH	Monthly
Brainerd Games	Bingo Machine Rentals	\$17,000		Yes	ACH	Monthly
Brainerd Games	E-Pulltab Equipment and Revenue Share	\$70,000		Yes	ACH	Monthly
Brainerd Games	Gambling Product	\$10,000		Yes	ACH	Monthly
MN Unemployment Insurance	Compensation and Payroll Taxes	\$2,500		Yes		Quarterly
Storage Racks	for storage facility	\$3,300		Yes		
Summit Mini Storage	Storage Unit #U7C - Annual Rent	\$3,245		Yes		Annually
Sara Beissler	Non_employee comp. Annual Audit					
Total		\$333,325				

ACTUAL ALLOWABLE EXPENSES			
Check #	Total Paid	Difference	Date
21078	\$9,134.86	(\$1,365.14)	4/23/2024
21079	\$34,688.75	(\$311.25)	4/23/2024
21077	\$12,054.85	\$54.85	4/23/2024
21081	\$16,500.00	\$0.00	4/23/2024
21076	\$8,518.12	(\$481.88)	4/23/2024
21080	\$6,113.41	(\$2,886.59)	4/23/2024
21070	\$680.00	\$0.00	4/16/2024
21070	\$1,700.00	\$0.00	4/16/2024
21061	\$2,900.00	(\$600.00)	4/4/2024
21088	\$234.10	(\$65.90)	4/25/2024
21071	\$750.00	\$0.00	4/16/2024
21062	\$1,467.35	(\$332.65)	4/4/2024
21058	\$1,588.04	\$88.04	4/4/2024
	\$0.00	(\$300.00)	
21085	\$23.04	(\$26.96)	4/24/2024
21075 & 21072	\$864.90	(\$635.10)	4/18/2024
21058	\$1,588.04	\$988.04	4/4/2024
21063+	\$177.33	\$77.33	4/30/2024
ACH	\$46,982.86	(\$8,017.14)	
ACH	\$12,139.17	(\$860.83)	
ACH	\$2,284.52	(\$715.48)	
ACH	\$1,281.42	(\$718.58)	
ACH	\$9,433.57	(\$2,566.43)	
ACH	\$4,995.06	(\$1,504.94)	
ACH	\$18,084.85	(\$6,915.15)	
ACH	\$6,032.69	\$32.69	
ACH	\$16,601.99	(\$398.01)	
ACH	\$61,651.46	(\$8,348.54)	4/17/2024
ACH	\$8,725.03	(\$1,274.97)	4/30/2024
e-Check	\$67.20	(\$2,432.80)	4/18/2024
21089	\$2,641.49	(\$658.51)	4/26/2024
21060	\$3,245.00	\$0.00	4/29/2024
21090	\$150.00	\$150.00	4/29/2024
\$293,299.10		(\$40,025.90)	

Preapproval: Lawful Purpose Expenditures					
Payee or Item to be Paid	Brief explanation of the purpose	Amount	LPE Code	Approved	Notes
CITY OF WHITE BEAR LAKE	LOCAL FUND	\$500	A08L		Monthly
MN Dept of Revenue	A08T - Monthly State Gambling Taxes and Fees	\$190,000	A08T		Monthly
Total Lawful Purpose		\$198,500			
Total Allowable & Lawful Purpose		\$531,825			

ACTUAL LAWFUL PURPOSE EXPENSES		
Total Paid	Difference	Date
\$5,147.37	(\$2,852.63)	4/24/2024
\$498.89	(\$1.11)	4/24/2024
\$182,467.00	(\$7,533.00)	4/23/2024
\$188,113.26	(\$10,386.74)	
\$481,412.36	(\$50,412.64)	

Total Year Financial Summary - Year Ending April 2024

Interest	Year Ending April 2024	Year Ending April 2023	YoY Change	Change %	'24 % of Ttl	'23 % of Ttl	
Bingo Gross	\$2,502.4	\$1,762.8	\$739.6	42%	6%	4%	
Bingo Prizes	\$2,170.4	\$1,402.0	\$768.4	55%	6%	3%	
Bingo Net	\$332.0	\$360.8	(\$28.7)	-8%	6%	5%	
Payout %	86.7%	79.5%		7.20			
Raffle Gross	\$6.8	\$103.3	(\$96.5)	-93%	0%	0%	
Raffle Prizes	\$6.0	\$51.7	(\$45.7)	-88%	0%	0%	
Raffle Net	\$0.7	\$51.6	(\$50.9)	-99%	0%	1%	
Payout %	89.1%	50.0%		39.05			
Paddlewheel Gross	\$436.7	\$540.1	(\$103.3)	-19%	1%	1%	
Paddlewheel Prizes	\$367.5	\$458.1	(\$90.5)	-20%	1%	1%	
Paddlewheel Net	\$69.2	\$82.0	(\$12.8)	-16%	1%	1%	
Payout %	84.2%	84.8%		-0.66			
Tipboard Gross	\$69.4	\$85.1	(\$15.7)	-18%	0%	0%	
Tipboard Prizes	\$52.4	\$63.0	(\$10.6)	-17%	0%	0%	
Tipboard Net	\$17.0	\$22.2	(\$5.2)	-23%	0%	0%	
Payout %	75.5%	73.9%		1.53			
E-Gaming Gross	\$20,102.2	\$21,448.2	(\$1,346.0)	-6%	46%	45%	
E-Gaming Prizes	\$17,495.9	\$18,602.4	(\$1,106.5)	-6%	46%	45%	
E-Gaming Net	\$2,606.3	\$2,845.8	(\$239.6)	-8%	43%	41%	
Payout %	87.0%	86.7%		0.30			
Pulltab Gross	\$20,854.2	\$23,858.6	(\$3,004.4)	-13%	47%	50%	
Pulltab Prizes	\$17,870.4	\$20,361.0	(\$2,490.5)	-12%	47%	50%	
Pulltab Net	\$2,983.7	\$3,497.6	(\$513.9)	-15%	50%	51%	
Payout %	85.7%	85.3%		0.35			
Total Gross	\$43,971.7	\$47,798.1	(\$3,826.4)	-8%			
Total Prizes	\$37,962.7	\$40,938.1	(\$2,975.4)	-7%			
Total Pre-tax Income	\$6,009.0	\$6,860.0	(\$851.0)	-12%			
Payout %	86.3%	85.6%		0.69			
Total Gambling Tax	\$1,986.6	\$2,355.1	(\$368.5)	-16%			
% of Pre-Tax Income	33.1%	34.3%		-1.27			
Gross Profit	\$4,022.4	\$4,505.0	(\$482.6)	-11%			
% of Pre-Tax Income	66.9%	65.7%		1.27			
Total Expenses (Allowable)	\$3,458.1	\$3,548.1	(\$89.9)	-3%			
% of Net Receipts	57.5%	51.7%					
Net Profit Before Lawful Purpose	\$564.3	\$956.9					
% of Gross Profit	14.0%	21.2%		-7.21			
	Net \$						
Site Breakout	2024	2023	Delta	% chg			
White Bear Bar	\$903.0	\$919.1	(\$16.0)	-2%			
Sak's	\$887.8	\$871.9	\$15.9	2%			
Doc's Landing	\$993.2	\$1,022.6	(\$29.4)	-3%			
Jimmy's	\$2,308.9	\$2,034.7	\$274.2	13%			
Bear Town	\$749.9	\$443.4	\$306.5	69%			
Bingo Hall	\$171.4	\$0.0	\$171.4				
McCarron's	\$0.0	\$770.9	(\$770.9)				
Stadium	\$0.0	\$648.2	(\$648.2)				
Fiesta Cancun	\$0.0	\$148.2	(\$148.2)				
Total Year	\$6,014.3	\$6,859.0	(\$844.7)	-12%			

Total Year - Breakout by Site - Year Ending April 2024

	White Bear Bar	Sak's	Doc's Landing	Jimmy's	Bear Town	Bingo Hall	McCarron's	Fiesta Cancun	Stadium	Total
Bingo Gross	\$63.5	\$362.2		\$771.2	\$136.7	\$1,168.9				\$2,502.4
Bingo Prizes	\$69.5	\$277.8		\$519.8	\$164.3	\$1,139.1				\$2,170.4
Bingo Net	(\$6.0)	\$84.4		\$251.4	(\$27.6)	\$29.9				\$332.0
Payout %	109.5%	76.7%		67.4%	120.2%	97.4%				86.7%
2023 Net\$	(\$4.6)	\$84.4		\$224.8	(\$10.3)	\$0.0	\$36.0	(\$10.9)	\$41.3	\$360.6
YoY Change	(\$1)	\$0		\$27	(\$17)	\$30	(\$36)	\$11	(\$41)	(\$29)
Raffle Gross	\$0.6	\$3.6	\$0.0	\$2.9	\$1.1	\$0.0				\$8.2
Raffle Prizes	\$0.6	\$3.4	\$0.0	\$2.5	\$1.0	\$0.0				\$7.5
Raffle Net	(\$0.0)	\$0.2	\$0.0	\$0.4	\$0.1	\$0.0				\$0.7
2023 Net\$	\$53.9	(\$1.9)	(\$0.3)	\$0.3	(\$0.4)	\$0.0	(\$0.1)	(\$0.2)	\$0.2	\$51.6
Paddlewheel Gross	\$326.4	\$4.4	\$83.3	\$14.6	\$12.9	\$0.0				\$441.4
Paddlewheel Prizes	\$283.3	\$2.9	\$66.8	\$9.6	\$8.6	\$0.0				\$371.2
Paddlewheel Net	\$43.1	\$1.5	\$0.0	\$4.9	\$4.3	\$0.0				\$70.2
Payout %	86.8%	66.7%	80.2%	66.3%	66.7%	0.0%				84.1%
2023 Net\$	\$40.3	\$2.0	\$8.5	\$8.0	\$3.8	\$0.0	\$13.6	\$0.0	\$5.7	\$81.9
YoY Change	\$3	(\$1)	(\$8)	(\$3)	\$1	\$0	(\$14)	\$0	(\$6)	(\$12)
Tipboard Gross	\$11.0	\$18.8	\$7.4	\$30.2	\$9.2	\$0.0				\$76.6
Tipboard Prizes	\$8.6	\$14.1	\$6.1	\$21.5	\$7.3	\$0.0				\$57.5
Tipboard Net	\$2.5	\$4.7	\$0.0	\$8.7	\$2.0	\$0.0				\$19.1
Payout %	77.7%	75.0%	82.0%	71.2%	78.7%	0.0%				75.0%
2023 Net\$	\$3.5	\$4.1	\$2.8	\$5.7	\$1.6	\$0.0	\$2.6	\$0.7	\$0.3	\$21.3
E-Gaming Gross	\$3,643.7	\$1,791.6	\$5,247.7	\$6,425.9	\$2,829.6	\$174.1				\$20,112.6
E-Gaming Prizes	\$3,180.3	\$1,524.9	\$4,605.5	\$5,611.1	\$2,434.9	\$146.4				\$17,503.2
E-Gaming Net	\$463.4	\$266.7	\$0.0	\$814.8	\$394.6	\$27.6				\$2,609.4
Payout %	87.3%	85.1%	87.8%	87.3%	86.1%	84.1%				87.0%
2023 Net\$	\$408.6	\$284.2	\$658.8	\$603.5	\$252.8	\$0.0	\$383.1	\$52.4	\$202.5	\$2,845.8
YoY Change	\$55	(\$17)	(\$659)	\$211	\$142	\$28	(\$383)	(\$52)	(\$202)	(\$236)
Pulltab Gross	\$2,857.3	\$3,979.9	\$2,438.7	\$8,310.6	\$2,783.5	\$489.5				\$20,859.4
Pulltab Prizes	\$2,457.1	\$3,449.4	\$2,105.6	\$7,081.9	\$2,406.9	\$375.6				\$17,876.6
Pulltab Net	\$400.1	\$530.4	\$0.0	\$1,228.7	\$376.5	\$114.0				\$2,982.8
Payout %	86.0%	86.7%	86.3%	85.2%	86.5%	76.7%				85.7%
2023 Net\$	\$417.3	\$499.2	\$352.8	\$1,192.4	\$195.9	\$0.0	\$335.6	\$124.0	\$380.5	\$3,497.6
YoY Change	(\$17)	\$31	(\$353)	\$36	\$181	\$114	(\$336)	(\$124)	(\$381)	(\$515)
Total Gross	\$6,902.4	\$6,160.3	\$7,777.1	\$15,555.4	\$5,772.9	\$1,832.5				\$44,000.6
Total Prizes	\$5,999.4	\$5,272.5	\$6,783.9	\$13,246.4	\$5,023.0	\$1,661.1				\$37,986.3
Total Pre-tax Income	\$903.0	\$887.8	\$993.2	\$2,308.9	\$749.9	\$171.4				\$6,014.3
2023 Net\$	\$919.1	\$871.9	\$1,022.6	\$2,034.7	\$443.4	\$0.0	\$770.9	\$165.9	\$630.5	\$6,858.9
YoY Change	-2%	2%	-3%	13%	69%					-12%
2024 Total Payout %	86.9%	85.6%	87.2%	85.2%	87.0%	90.6%				86.3%
Tax	\$309.0	\$284.7	\$333.4	\$740.3	\$268.3	\$52.6				\$1,988.1
2023 Tax\$	\$309.2	\$294.5	\$370.0	\$675.0	\$165.0	\$0.0	\$266.1	\$63.3	\$212.1	\$2,355.2
YoY Change	(\$0.2)	(\$9.8)	(\$36.7)	\$65.3	\$103.3	\$52.6	(\$266.1)	(\$63.3)	(\$212.1)	(\$367.0)
Gross Profit After Tax	\$594.1	\$603.1	\$659.8	\$1,568.7	\$481.6	\$118.8				\$4,026.2
2023 GP\$	\$609.9	\$577.4	\$652.6	\$1,359.7	\$278.4	\$0.0	\$504.8	\$102.6	\$418.4	\$4,503.7
YoY Change	(\$15.8)	\$25.7	\$7.3	\$208.9	\$203.3	\$118.8	(\$504.8)	(\$102.6)	(\$418.4)	(\$477.6)
Allow. Expenses	\$463.1	\$437.7	\$531.4	\$973.4	\$415.8	\$611.4	\$24.5	\$3.2	\$2.8	\$3,463.2
2023 AE\$	\$436.0	\$417.5	\$528.6	\$754.8	\$235.7	\$262.6	\$449.8	\$140.3	\$322.8	\$3,548.1
YoY Change	\$27.1	\$20.1	\$2.8	\$218.6	\$180.1	\$348.9	(\$425.3)	(\$137.1)	(\$320.0)	(\$84.8)
NP\$ Before Lawful Purpo:	\$131.0	\$165.5	\$128.5	\$595.3	\$65.8	(\$492.6)	(\$24.5)	(\$3.2)	(\$2.8)	\$562.9
2023 NP\$	\$173.9	\$159.9	\$124.0	\$604.9	\$42.7	(\$262.6)	\$55.0	(\$37.7)	\$95.6	\$955.7
YoY Change	(\$42.9)	\$5.6	\$4.5	(\$9.6)	\$23.2	(\$230.1)	(\$79.5)	\$34.5	(\$98.4)	(\$392.7)

Breakout of Allowable Expenses by Site - Fiscal Year Ending April 2024

reported in (1000s)

	White Bear Bar	Sak's	Doc's Landing	Jimmy's	Bear Town	Bingo Hall	McCarron	Fiesta Cancun	Stadium	Total Year (2024)	% of Total
Gambling Product	\$56.9	\$67.5	\$42.2	\$134.7	\$47.6	\$41.5	\$0.4	\$0.0	\$0.0	\$390.8	11%
Compensation and Payroll	\$127.8	\$96.0	\$125.6	\$200.3	\$109.7	\$191.5	\$3.0	\$1.8	\$0.0	\$855.8	25%
Advertising	\$3.4	\$3.4	\$3.4	\$7.4	\$3.3	\$9.1	\$0.6	\$0.2	\$0.0	\$30.8	1%
Accounting and Legal Services	\$8.1	\$7.7	\$8.8	\$17.6	\$7.6	\$0.7	\$0.9	\$0.4	\$0.0	\$51.8	1%
Rent	\$89.9	\$112.4	\$115.0	\$275.6	\$78.3	\$198.0	\$7.0	\$1.5	\$0.0	\$877.7	25%
E-Pulltab Equipment and	\$151.0	\$88.8	\$208.5	\$249.1	\$146.4	\$16.4	\$11.5	\$1.9	\$0.0	\$873.6	25%
Bingo Machine Rental	\$0.0	\$49.8	\$0.0	\$49.8	\$0.0	\$99.6	\$0.0	\$0.0	\$0.0	\$199.2	6%
Misc. Services and Supplies -	\$22.8	\$8.3	\$24.4	\$32.5	\$20.0	\$50.7	\$1.1	(\$2.6)	\$0.0	\$157.1	5%
2024 Allowable Expenses	\$463.1	\$437.7	\$531.3	\$973.4	\$415.8	\$611.5	\$24.5	\$3.2	\$0.0	\$3,460.5	100%

% of total 13% 13% 15% 28% 12% 18% 1% 0% 0%

2023 Allowable Expenses	\$436.0	\$417.5	\$528.6	\$754.8	\$235.7	\$262.6	\$449.8	\$140.3	\$322.8	\$3,548.1
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% of total 12% 12% 15% 21% 7% 7% 13% 4% 9%

YoY Change	\$27.1	\$20.2	\$2.7	\$218.6	\$180.1	\$348.9	(\$425.3)	(\$137.1)	(\$322.8)	(\$87.5)
% Change	6%	5%	1%	29%	76%	133%	-95%	-98%	-100%	-2%

2023	% of Total	YoY Change	Change %
\$421.2	12%	(\$30.4)	-7%
\$939.7	26%	(\$84.0)	-9%
\$6.3	0%	\$24.5	390%
\$62.5	2%	(\$10.7)	-17%
\$934.7	26%	(\$61.1)	-7%
\$89.7	3%	\$109.6	122%

\$303.2	9%	(\$146.1)	-48%
\$3,548.1	100%	(\$87.5)	-2%