

White Bear Lake Area Hockey Association
Monthly Gambling Meeting
(Open to all Membership)
December 14, 2011

1. The following members were present: Todd Meier, Jeff Martin, Kristi Schillinger, Brian Cunningham, Pat Jackson, Allen Illgen, Chris Olson, Vince Fusco, Darren Olson, Chris LeClair, Jessy Goeltl, Troy McCrady, Mike Smith, John Uremovich
2. Meeting called to order at 7:27pm by Todd Meier

Kristi Schillinger motioned to approve meeting minutes from November. Jesse Fiddle seconded. Motion carried.

Net Profit (\$3,248.01)	
Pulltabs sales are up \$20,823 from September	Net Profit \$48,869
Paddlewheel sales are down \$360 from September	Net Profit \$ 1,410
Bingo sales are up \$3,214 from September	Net Profit \$ 673
	<u>\$48,869</u>

Cash Long/Short: (\$23)
Shortage Numbers – Total Volume Sold = Approx. \$259,156 in tickets
[WB Bar +\$65, Saks (\$68), Stadium (\$0), and Jamesons (\$19)]

Payout %: 81.72%

Continue to look at ways to decrease shortages and payout percentages including guidelines to sellers, communication of statistics, practice changes, consistent monitoring and discipline, as needed.

Allowable Expenses (December 2011)

- Routine

Lawful Purpose expenditures (December 2011)

- Routine (City of WBL taxes)
- Routine (City of Vadnais Heights)

Stadium

- Break in at bar on November 14th. Nothing was taken. Bar management and police have no idea if they were hiding or broke in, the front door was damaged. Our booth was broken into but nothing was taken. I have verified all inventory for bingo and pulltabs. No money was touched. The doors and drawers were damaged and I had them repaired that morning.

Employees

- Hired the following new employees: Bri Town, Erin Hathaway, and Lindsay Fischer – paperwork submitted to MN Gambling Control
- Motion to approve Christmas bonuses following guidelines from previous year. Less than 1 year = \$25, 1 to 3 years = \$50, and 4 to 6 years = \$75 (1 employee). We paid \$800 last year and will be less this year due to the number of employees that have been with us less than 1 year.
 - Kristi Schillinger seconds motion. 11 yea votes and 8 nay votes. Motion carried.

Custom Ticket

- Working with our pulltab distributor to create a custom WBL Hockey pulltab. This ticket would be played at all our sites. Let you know when I have more details. May need a letter authorizing the use of the logo for this purpose.

New Site

- We were approached by Mad Jacks on County Rd E to open a pulltab booth in their bar.
- Open date would be January 1st or February 1st

- MN Gaming broke down the current Dept of Revenue records for the Mad Jacks site and compared it to what we could have if we kept the pulltab gross sales where they are and lowered the payout percentage to 80% - could result in approximately \$60,000 profit a year which I feel we could get close to based on our payout percentages of our other sites.
- Included in packet is the Saks site six month numbers for comparison to one of our current sites. Saks is comparable to Mad Jacks based on the hours they are open. Mad Jacks does double the sales Saks does at this time.
- Back of the report shows the checkbook balances for a few months to show how the balance in our gambling account has been going up as we've added sites.
 - 5/1/10 – balance of \$13,469
 - 7/1/10 – balance of \$11,534.99
 - Added Saks in July
 - 11/1/10 – balance was \$39,156.95
 - 3/1/11 – balance was \$47,345.17
 - 6/1/11 – balance was \$47,304.77
 - Added Jamesons Irish Pub in October
 - 11/1/11 – balance was \$58,425.16
- I'd also like to propose a raise for myself for the opening of the Jamesons Irish Pub and the potential opening of the Mad Jacks site or any other sites thereafter.
- Due to the amount of responsibility and work that is added when we add additional sites I'd like to propose a raise of \$600 a month per site that is added.
- Before we took on the Jamesons site our gross pulltab sales were approximate 2.7 million a year. Adding Jamesons we will increase that amount to almost 4 million. Adding another site like Mad Jacks will bring us close to 5 million in pulltab gross sales a year, plus bingo and raffles.

Brian Cunningham had questions related to audit and MN Gambling Control Board that Chris will look into.

Special meeting of the membership will need to be held to vote on adding additional site as well as raise for Gambling manager. Meeting date and site to be determined prior to January's board meeting.

Jeff Martin motioned for WB Gambling to pay \$10,000 toward ice bill. Jesse Fiddle seconded. Motion carried.

Kristi Schillinger motioned to approve for the first time for February and the second time for January. Pat Jackson seconded. Motion carried.

Kristi Schillinger motioned to adjourn. Pat Jackson seconds the motion. Motion carried.

Meeting adjourned at 8:04pm.

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(Open to all Membership)
December 14, 2011

1. The meeting was called to order by Todd Meier at 8:04pm.
 2. The following members were present: Todd Meier, Jeff Martin, Kristi Schillinger, Jesse Fiddle, Brian Cunningham, Allen Illgen and Pat Jackson
 3. Approval of agenda. Kristi Schillinger motioned to approve the agenda. Pat Jackson seconds the motion. Motion carried.
 4. Meeting minutes for November 2011 were presented. Pat Jackson motioned to approve the minutes. Kristi Schillinger seconds the motion. Motion carried.
 5. Secretary's Report: Kristi Schillinger
 - Received a letter indicating that beginning in January 2012 the WB Township Hall will no longer be available to us for our monthly board meetings and they are closing the building. As we arrived for tonight's meeting we discovered they decided to close the building effective December. Working on a location for January's meeting and will also be looking for more permanent location for future meetings.
 6. Treasurer's Report: Jeff Martin
 - Not a lot of activity
 - Concession: \$874.52
 - General: \$89,973.31
 - Rob Sund: \$8,467.43
 - Savings: \$9,359.79
 - Tournament: \$102,021.63
 - Sent budget to board for review
 7. Vice President's Report: Dennis Olson
 - Not in attendance
 8. President's Report: Todd Meier
 - Seem to be a lot of issues with kids this year not respecting each other or property in and around the arenas they are playing in
 - Talking with Stillwater association re: a paid administrator position to handle inquiries upfront and ensure they are handled by the correct person. This would save confusion and multiple phone calls and emails directing people to the correct answer.
 - D2 situation with former Treasurer is a very larger number and investigation is still ongoing.
- D2 Representative: Garrett Hofeld
- Open Initiation Coordinator position at D2 level
9. Director's Reports:
 - C Level Director: Brian Cunningham
 - Getting group together to volunteer for the Bantam C/Pee Wee C Moose tournament
 - Mid-season reviews will be distributed within couple of weeks
 - Interpreter invoice from October will be re-submitted using correct rates
 - Teams will be responsible for D2 fees
 - Could not find injury report forms on website
 - Dennis working on CPR courses
 - C Squirts welcoming player coming up from Clinic
 - Player Development: Allen Illgen
 - Encourage people to take things off-line – this will make our meetings more productive
 - Yes my budget is large but it covers a multitude of things as well as kids at all levels
 - Brought in some small nets
 - Now have bumpers to use at WBSC and got approval to build storage unit

- Still working on getting wireless upstairs in dryland center but cost may be deterring factor
 - Email to coaches about "Bring a Buddy" to Mite Night
 - Goalie program works out to be about \$12/kid
 - Clinic program did rebound – did a lot of marketing and phone calls to last year's skaters
 - Moved several kids up from Clinic to White Mites
 - Player Development Night – coaches will get emails that they will need to coordinate upcoming nights
 - Two ADM to one conventional practice
 - All 14 Mite teams confirmed for Winter Carnival Jamboree
 - January 28th doing a pond hockey event for Mite teams
 - Started planning process for the year end jamboree – inviting 4 teams from other associations for Orange level
 - Receiving positive feedback on changes – will be sending mid-season reviews out soon
- Girls Director: Steve Snyder
 - Impact testing for U12 & U14 levels – didn't include U10s as must be 11 years old to test
 - U10 Moose tournament taking place this weekend
- Junior Gold Director: Pat Jackson
 - 16U team low in numbers but high in team fees
 - Pat motioned for a one time elimination of player gifts at Jr Gold tournament and donate \$500 to 16U team to offset the high fees. Brian Cunningham seconds. Motion carried.
 - Haven't done fundraising in past but may need to look into
 - Have 69 total teams in Metro League
 - Initial challenges but addressing
 - Thank you to Jon Anderson for showing up at the Jr Gold ice draft again this year
 - Jr Gold play downs – D2 assignments will be coming out soon
 - Will be at Super Rink in Blaine
 - All WB teams, Squirt level & above, will be responsible for sharing in these hours
- Traveling Director: Jesse Fiddle
 - Congratulations to several of our teams for tournament wins in November and early December
 - Player and Parent reviews will be going out in January
 - Lot of teams in Let's Play Hockey rankings
 - Struggling with U12B teams for Moose tournament in January

10. Open Forum

- Chris Gist working with someone related to a potential opportunity for Mite teams to participate in MN Hockey Day events

11. Unfinished Business

12. New Business

13. Discussion

14. Meeting Adjournment. Kristi Schillinger motioned to adjourn meeting. Allen Illgen seconds motion. Motion carried.

Meeting adjourned at 9:33pm