

White Bear Lake Area Hockey Association
Monthly Gambling Meeting
(Open to All Membership)
October 10, 2012

1. The following members were present: Sue Arcand, Kevin McFarlane, Pat Jackson, Jesse Fiddle, Dennis Olson, Shawn Pogrebaa, Jeff Martin, Brian Cunningham, Chris Olson, Dana Schauer, Kevin Larson, Troy McCready, John Carroll, Nick Guzzo
2. Meeting called to order at 7:00 by Kevin McFarlane

Pat Jackson motioned to approve meeting minutes from September, Sue Arcand seconded. Motion carried.

9/12 monthly statistics

Net Profit \$13,376.06

Pull-tab sales are down \$40,091 from August	Net Profit	\$ 41,491
Paddlewheel sales are up \$510 from August	Net Profit	\$ 920
Bingo sales are down \$1,115 from August	Net Profit	<u>\$ 1,242</u>
		\$ 43,378

Cash Long/Short: (275.00)

Shortage Numbers

WB Bar -25 Saks -56 Stadium -194

Payout %: 82%

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.

Shortages are due to \$5 and \$3 games – Chris is watching this

Allowable Expenses (November 2012)

- Routine

Lawful Purpose Expenditures (November 2012)

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

New Site

Doc's Landing site is open and running smoothly. We received a premise permit effective date October 1st.

Minnesota Gambling Control

- We received notice from Minnesota Gambling Control that a compliance review of our charitable gambling will be conducted. Chris Olson informed them that most of our records and documents are being used for our annual audit. Chris gathered the information she has and will be dropping it off on Friday, October 12th.
- A new LG202 Internal Controls worksheet was submitted to Gambling Control. This document lists the duties of persons involved in the Gambling Operations.
- A new LG200B Organization Officers Affidavit was submitted to Gambling Control. This document acknowledges Kevin McFarlane as the new CEO of the Gambling Operation.

Annual Gambling Audit

- Our annual gambling audit needs are currently being handled through Tautges & Redpath. Chris Olson has provided them with all requested documents. They have informed Chris that the Audit will be done by October 22nd.

Refund

- A refund in the amount of \$1,560.35 was received from the Department of Revenue

Theft at WB Bar

- The Gambling Operations had an employee theft in February and March of 2012. The White Bear Police Department Chris Olson that the County has decided that they did not have enough evidence to press charges against the employee. The police department was shocked. Due to this theft Chris Olson made a motion to have the General Account write a check to the Gambling Account in the amount of \$3,368. This money will be paid back to the General Account through a payment of an ice bill. No loss will occur to the General Account. Motion seconded by Pat Jackson. Motion carried

Tax Structure Changes

- The State of Minnesota has changed the tax structure of charitable gambling due to the addition of electronic pulltabs and bingo. They have changed the tax being paid on our gross receipts to now being paid on our net receipts. Not only have they changes what we pay our taxes on but also on the amount we pay. Our combined receipt tax starts at 9% and increases to 35%. For example, we paid \$3700 in August, for September we are looking at paying 18% which is \$7400. Our accountants are predicting based on our numbers from last year that our taxes will increase \$4000 per month through November, topping off at 35%. Previously, our taxes would start out at 9%

and gradually increase throughout the year. Now it will jump quicker and we will ultimately pay more a month/year.

Another issue we may run into with the new tax structure is if our payout percentage goes over 82% we could lose a substantial amount of money each month. Our accountants ran an example using our numbers from April 2012. We were at 81.80% and had a profit of approximately \$26,000; at 85% we would have incurred a loss of approximately \$40,000.

Chris will be conducting a meeting with her sellers next month to explain this and go over the importance of pulling games at the right time and below the 82% mark. Having said that, there is only so much that is in our control. It is a gamble, we have no idea how the games will play out and if they go "bad" we will need to pull them at some point. Currently Chris monitors the games on a daily basis and she will track the percentages throughout the month at each site.

Pat Jackson questioned the Stadiums shortage amounts; Chris explained that the higher dollar games will incur higher losses. Pat also mentioned that there was a seller at Sak's wearing another bars shirt, Chris will look into this, she was not aware this occurred.

Chris requested that at the season's managers meetings to be held this upcoming month that managers encourage teams to frequent pull tab sites if possible.

Jeff Martin asked if Chris foresaw making an ice payment in the near future. Chris stated that she is not sure what the numbers will look like after the new taxes discussed earlier, she would like to wait a couple months to see what impact the taxes have and how the new site is doing.

Pat Jackson motioned to approve the allowable expenses for November for the second time and December for the first time. Dennis Olson seconded. Motion carried.

Pat Jackson motioned to adjourn gambling meeting. Jeff Martin seconded. Motion carried.

Meeting adjourned at 7:15 pm

White Bear Lake Area Hockey Association
Monthly Board Meeting
(Open to All Membership)
October 10, 2012

1. The following members were present: Sue Arcand, Kevin McFarlane, Pat Jackson, Jesse Fiddle, Jeff Martin, Shawn Pogreba, Brian Cunningham, Chris Olson, Dana Schauer, Kevin Larson, Troy McCrady, John Carroll, Nick Guzzo, Brian Halverson, Greg Kuyarn
2. Meeting called to order at 7:15 by Kevin McFarlane
3. Approval of agenda. Pat Jackson motioned to approve the agenda. Sue Arcand seconded. Motion carried.
4. Meeting minutes from September. Pat Jackson motioned to approve. Dennis Olson seconded. Motion carried.
5. Secretary's Report: Sue Arcand
Nothing to report
6. Treasurer's Report: Jeff Martin
 - September P&L presented
 - Bank balances were: Concessions: \$2,071, R. Sund: \$4,707, General Acct: \$155,183, Tournament: \$57,201, Savings: \$9,364, Peacock \$1,185 .
 - Jeff spent a considerable amount of time dealing with Lake Area Bank this week to straighten out accounts.
 - Legal Audit costs are more than double the amount approved. Pat Jackson stated she is very concerned about this. Jeff provided the board with a spreadsheet showing that the audit has now cost the Association \$54,085.39.
 - Jeff received another request from the Attorney Generals Office. Jeff contacted the Attorney General to clarify receipts requested etc., He informed them that no one willing to spend the countless hours required to pull receipts from storage at the Hipp but they are welcome to come on their own. Jeff will send the Attorney General a flashdrive of the Quickbooks records.
7. Vice President's Report: Dennis Olson
 - The Booster Bash will be held on October 26th at the White Bear Country Inn. The website has been updated. He is still looking for donations. Dennis made a motion for approval to spend \$200 on Alcohol for the Raffle. Brian Cunningham seconded. Motion carried.
 - Chip Shoppe delivery will be Friday the 12th from 5-7pm. There will be a second opportunity for the Mites to participate.
8. President's Report: Kevin McFarlane
 - 685 skaters registered to date. We need to do a much better job on retention and interest in hockey.

- Received a few complaints regarding the tryout process, specifically regarding the perception that coaches were not paying attention, procedures will be reviewed with the coaches and traveling director
- Football is again complaining regarding tryout dates overlapping. Brian Cunningham stated he specifically reached out to the football association regarding dates and was told there should be no problems. Member stated that there are 273 football players who also play hockey and there were only 10 complaints. Jessie Fiddle stated that he does his best to work with these multi sport athletes.
- City of White Bear Lake Athletic Association is looking for donations.
- Hugo Elementary rink is doing improvements and a donation has been requested. Pat Jackson asked Chris Olson to check into gambling paying this?
- Chris LeClair has told Kevin that the By-Laws Committee is ready to give the Board a report by the end of the week; he would also like to set a date to meet regarding restructuring.
- Brian Halverson has requested to be paid for website management/maintenance. Last year he was paid \$1,000. Brian Cunningham made a motion to pay Brian Halverson \$1,000 this season for the services. Pat Jackson seconded. Motion carried.

D2 Representative: Kevin Larson

District 2 and the Officials have reached a 1 year agreement. They are also looking

for more officials to join.

Mandatory meetings: October 16th at Tartan for A and B level Bantams and Peewees, November 13th at North St. Paul for C level and Squirts and U14

One Hockey is recruiting for a Schwan's Tournament – this is NOT sanctioned.

Hazing – will not be tolerated

Remove Parody motion – no vote.

Rule Change-Abuse of Officials-2 game suspension, Game Misconduct-24 hours

Goalies must wear leg protection under pads – no bare skin

10/21/12 next meeting

9. Director's Reports:

C Level Director: Brian Cunningham

- Brian stated he has the following numbers of teams at each level: 3 Bantam, 2 Pee wee, 5 Squirt. He is dealing with the low numbers at C Pee wee by moving 5 squirts up to the pee wee level.
- Pat reminded Brian that there are 5 Bantam age skaters from Mahtomedi looking for a team; North St. Paul also has Bantams looking for a team.

Player Development: Shawn Pogreba

- Shawn has been working at multiple ways of keeping costs under control., he has contracted with ProHybrid to run goalie Clinic every other week, he is keeping the ice and will have coaches run goalie clinic on the off weeks.

- Acceleration will be billed to teams at cost-\$75/90 minutes with coaches running the stick handling to save money.
- Numbers at Clinic 39, Mites 165 as of the end of the month
- Shawn ran the A Squirt tryouts – it was good to see skaters at all levels, he would like to see use of the dryland facility more to develop skills.

Girls Director: Steve Snyder

- Tryouts for U10's and U12's are complete. U14's are coming up the first weekend in November. The possible co-op with Forest Lake at the U14 level fell through as Forest Lake isn't sure as to how many kids they will have until after HS tryouts which is too late for planning purposes. The plan is to have 1 U14 team at this time.
- U8 numbers are still very low. Steve is working on recruiting new kids to the program and hoping the come play hockey for free day will help with this effort.
- On November 3 Steve registered WB Hockey via USA Hockey for a "Come Play Hockey for Free" event. The scheduled time is 1:30-2:30pm at Vadnais Arena. This will be open to both boys and girls. Steve will be receiving 1,000 Halloween cards for families to pass out in addition to candy on Halloween and also receiving 40 jerseys/goodie bags to pass out to those that sign up for the come play hockey for free event. Steve is looking for volunteers to help with the event. Please send an e-mail to the girls director e-mail address if you're interested in helping out.
- All U12A and B and U10A and B Moose Goheen tourney spots have been filled. Thanks to Jeff Shea with this effort.

Jr Gold Director: Pat Jackson

- Pat stated she is still planning on one A, two B and one 16U team this year
- Received a move up request from Bantams
- Junior Gold Tournament is full +1
- Pat forwarded the article on Zach Halverson to the Metro League

Traveling Director: Jesse Fiddle

- Tryout are finished – they went very well, a few tweaks for next year will be noted
- Busy registering coaches and getting rosters to Angie as the D2 signer is gone the week of the 13th through the 22nd which is bad timing.

10. Open Forum

Member stated that they have a concern with the Girls program numbers – how can we allow movement to Squirts from the U10 level? Board responded that we cannot stop girls from playing with the boys but that we can stop boys from playing on the girls teams – it is simply the way it is.

Jeff Shea asked if the Association will be selling the surplus of socks at the Hipp? Board said yes if there is a surplus we should offer them to the teams. Jeff will follow-up with Jersey Committee regarding this.

11. Unfinished Business

None

12. New Business

None

13. Discussion

None

14. Meeting Adjournment

Pat Jackson motioned to adjourn meeting. Dennis Olson seconded. Motion carried.

Meeting adjourned at 9:00 pm

Gambling Meeting re-opened at 9:00pm

Revision to motion made during the gambling meeting regarding payment to the Association by the Gambling fund for re-payment of theft loss. Revised motion made by Pat Jackson is for the Gambling operations to write a check to the General Fund for \$6,000 to be allocated as follows: \$3,368 Theft, \$2,000 to Hugo Rink Renovation \$738 towards ice payment. Sue Arcand seconded motion. Motion carried.

Meeting Adjournment

Pat Jackson motioned to adjourn meeting. Brian Cunningham seconded. Motion carried.

Meeting adjourned at 9:10 pm