

Seminar #1 Allied Charities Group Discussion Bar Bingo:

Bar bingo continues to be an increasingly popular form of lawful gambling. This class reviews the equipment you'll need, how to set up your bingo internal controls, how to conduct the actual games, keep the required forms and paperwork along with sample programs. Also an open discussion to find out what is working for charities in bar bingo, how to incorporate using merchandise along with or instead of cash and incorporating hot ball numbers and higher session limits changed in the last legislative session.

Seminar #2 Industry Seminar Charitable Gaming Made Easy:

Efficiency. Efficiency. Efficiency. Are you spending too much time getting your tax return compiled each month? Are you struggling with reporting on your electronics? Would you like to be able to easily see how your organization is performing in ways to help you make better operational decisions? Hear from current users and how CG Made Easy has streamlined their operation.

Seminar #3 Industry Seminar Triple Crown Gaming:

Are you interested in ETabs? Triple Crown will give you the most up to date information on this topic along with new and upcoming products. We will also have Key Note Speakers to talk about ETabs. Refreshments will be provided by Triple Crown.

Seminar #4 Industry Seminar Mary Magnuson:

Avoiding common legal traps. Topics covered will be minimum wage; UBIT; comp time v. overtime requirements; withholding shortages from seller's checks; internal investigations; board responsibilities.

Seminar #5 Gambling Control Board Conduct of Paper Pull Tabs:

The first half of this class covers the basic statutes and rules regarding the conduct of paper pull-tabs. The remainder of the class time is spent discussing common problems faced by paper pull-tab sellers and gambling managers, including how to handle posting errors, allegations of insider information, after hours play, and so on.

Seminar #6 Allied Charities Group Discussion Running Your Business:

Discussion will include Bar Ops and Booth Ops, Employee's Wages, Bar Owners, Fraternal organizations, Compliance, Machines vs booths or both, Electronics, Inventory, General Fund vs Gambling Fund, Donations.

Seminar #7 Minnesota Department of Revenue How to Prepare for a Lawful Gambling Audit:

The Minnesota Department of Revenue will provide an overview of an audit, what to expect and how to prepare for an audit. Gambling managers and tax preparers will be able to understand the Minnesota Department of Revenue's audit process from all stages, from the initial audit letter to the close of the audit. Also, we will discuss helpful tips and benefits of preparing for an audit, and common audit findings.

Seminar #8 Gambling Control Board Monthly Reports:

This class is intended for those organizations that currently use or are considering using the GCBreports Excel file to complete the monthly reports required by the Gambling Control Board (LG100A Lawful Gambling Receipts and Expenses by Site, LG100C Lawful Purpose Expenditures, and LG100F Lawful Gambling Fund Reconciliation). The GCB reports file is designed to make completing and filing accurate monthly reports as easy and inexpensive as possible.

Seminar #9 Allied Charities Group Discussion Compliance Reviews and Fund Losses:

Group discussion hosted by charities and the Gambling Control Board.

Seminar #10 Industry Seminar Paramount Games:

Seminar attendees will learn about the jar ticket manufacturing process at Paramount Games and the flexibility Paramount gives when creating games. Time will be spent discussing Paramount's history of designing custom, player friendly games that can be specific to a region, distributor or even the charity itself. Moderator is looking forward to informative Q & A regarding the manufacturing and design processes as well as reaching out to the audience asking for their input regarding Paramount's performance during their few, short years as a Minnesota gaming Manufacturer.

Seminar #11 Industry Seminar 3 Diamond Corporation:

STRATEGIC MARKETING. The charitable gambling industry continues to be a growing one. This class will cover the different ways to stay competitive and profitable. We will discuss different forms of gaming and if they would fit into your operation. Learn how some very small changes in your operation may lead to some very large profits.

Seminar #12 Pilot Games:

Learn about the State's newest lawful gambling product, MegaSota Game Nite. Looking for a new way to play bar bingo? Pilot offers this profitable and exciting statewide linked bingo game. MegaSota Game night is a multi-platform bingo product which combines traditional coverall jackpot bingo games, Flash Bingo Games, Pilot TV and Pilot Gambling League, a competitive bingo league for players for the ultimate entertainment experience.

Seminar #13 Gambling Control Board Presenting the Monthly Report at Organization Meeting:

This class is intended for gambling managers who want to ensure that their gambling report to the membership includes everything that's required and everything that the membership wants or needs to know. Suggested methods for keeping your report short, but informative are included. This class may also be helpful to organization members who want to verify that their gambling manager's report includes all required information.

Seminar #14 Allied Charities Group Discussion Clubs & Other Organizations:

This will be a group discussion for Clubs and other organizations that are not part of a veteran or fraternal organization. Learn from you fellow peers, what is working and what isn't. What can your organization do to be more successful? What forms is your organization making use

of? Discussion will include paddle wheels versus tip boards. Making use of raffles and calendars. What tools are giving your organization the best bang for the buck? Come and see what your peer groups are up to.

Seminar #15 MN Dept. of Public Safety Alcohol and Gambling Enforcement Detecting Illegal Gambling & Preventing Lawful Gambling Fraud:

Learn which activities are considered legal gambling and which are considered illegal gambling. Learn who to contact to report illegal gambling and what steps to take to protect your organization's license. Through a review of actual investigations conducted by the cooperative efforts of the Gambling Control Board and the Alcohol and Gambling Enforcement Division; learn how to uncover fraud, intervene and prevent fraud before it happens, and determine which agency to contact after a fraud discovery. Plus, find out what to watch for during an audit as you improve your ability to identify specific indicators of theft.

Seminar #16 Gambling Control Board Lawful Purpose Expenditures:

This class reviews the different categories of expenditures that are defined as a lawful purpose. Lawful purposes include charitable donations, lawful gambling taxes and fees, and other expenditures such as property taxes for premises owned and operated by fraternal and veterans' clubs. Information on reporting lawful purpose expenditures to the Gambling Control Board is also included.

Seminar #17 Allied Charities Group Discussion Gambling Managers and Assistant GM's:

An open discussion by and for Gambling Managers and Assistant Gambling Managers. An opportunity to share common issues and solutions with other GM's and Assistant GM's.

Seminar # 18 Compliant Gaming:

The folks from Compliant Gaming LLC will present a quick history of electronic gaming in Minnesota including a presentation of the first electronic games introduced. You will have a chance to engage the CEO Frederick Reis and VP of Technology Jim Sheehan. They will answer all of your questions concerning electronic gaming and show you how your organization will benefit from using the next generation Game Blade system.

Seminar #19 Industry Seminar MN Gambling Supply:

MN Gambling Supply will present how and why electronic gaming is a great opportunity for charities and their bars sites. We will show you how to best promote and maximize profits from electronic gaming for your charity. If you are not yet doing electronics don't miss this great opportunity to see what you are missing! Electronic pull-tabs are projected to reach nearly \$90 million this year.

Seminar #20 Industry Seminar Gleason's Software and Services:

What Record-Keeping Software Can - and Should - Do For You

If what you care about most is maximizing profits for your charitable purposes while minimizing the time spent on administration, this is for you! Come learn how you can save time and avoid

errors - while you manage your charitable gambling operation better, using the tools that software can provide. No one should ever have to do a Schedule-B2 by hand. No one. Ever.

Seminar #21 Gambling Control Board Allowable Expenses:

This class reviews expenditures that are defined as an allowable expense. Allowable expenses are the costs directly related to your organization's conduct of lawful gambling, such as the gambling manager's compensation, accounting fees, rent, and storage containers for played pull-tab games. Strategies for monitoring site profitability will also be discussed.

Seminar #22 Industry Seminar Ray Bohn Colin Minehart

Why & How to effectively lobby your legislators. Constituents educating their legislators about your organization, community mission, and scope of giving in the communities they represent are by far the most effective lobbyist in the state. Talking to your legislators as someone working hard to make a difference in their community presents a very strong case for your cause. Discussions will also include tips on how to effectively lobby your legislators both at home and at the capitol.

Seminar #23 Minnesota Department of Revenue How to Prepare for a Lawful Gambling Audit:

The Minnesota Department of Revenue will provide an overview of an audit, what to expect and how to prepare for an audit. Gambling managers and tax preparers will be able to understand the Minnesota Department of Revenue's audit process from all stages, from the initial audit letter to the close of the audit. Also, we will discuss helpful tips and benefits of preparing for an audit, and common audit findings.

Seminar #24 Gambling Control Board Conduct of Bar Bingo:

Bar bingo continues to grow in popularity. Many sites throughout the state draw standing-room-only crowds week after week for their bar bingo occasions. This class covers the basics of how to conduct bar bingo. It also discusses how to conduct bar bingo more efficiently and some common characteristics of profitable bar bingo sites.

Seminar #25 Allied Charities Group Discussion Compliance Reviews and Fund Losses:

Group discussion hosted by charities and the Gambling Control Board.

Seminar #26 Industry Seminar Surething Software:

The seminar will be a training session on our web based Software MN Gambler Online. We will cover commonly asked questions as well as go into some of the features of the program that may be unknown to the user. The class will take the full one hour and fifteen minutes. If you have questions prior to the seminar or after, you are invited to our booth so we can answer your questions.

Seminar #27 Industry Seminar EGS:

Play the bar bingo style game..... linked. As many organizations have experienced with bar bingo - their game becomes more exciting as more players play - and jackpots and win balls increase. Learn about EGS's linked bingo game and the opportunity your organization has to

take advantage of players throughout the state. Live linked games - just like traditional bar bingo games - that play with progressive jackpots and win balls that increase every day.

Seminar #28 Industry Seminar Pull Tabs Plus:

Improve your bar bingo game by adding one simple item. Come visit our seminar and learn how to add it. We will also cover electronic pulltabs – electronic linked bingo – paper linked bingo – session handheld bingo units.

Seminar #29 Gambling Control Board Tracking and Reporting of Electronic Activity:

Monthly gross receipts from electronic pull-tabs and electronic linked bingo have increased dramatically over the past two years. Generally organizations have an easy time learning how to conduct these games. Questions received by the Gambling Control Board typically relate to tracking and reporting electronic game prizes, receipts, and deposits. This class will answer all your questions on reporting electronic games. Once a person understands how to track and report electronic game receipts, completing the required forms is easy.

Seminar #30 Industry Seminar Northstar Problem Gambling Alliance:

Gambling Addiction, What is Our Role? Gambling is an activity that the vast majority of our customers enjoy without experiencing harm. However, a small percentage become addicted to gambling and suffer devastating consequences. While none of us want to see someone in our community struggle with this affliction, we're not counselors and therefore not always certain how we can help. This session will examine the issue of problem gambling, discuss strategies we can adopt to support prevention efforts, and detail practical ways we can balance our mission while being good community stewards. Presenters: Cathie Perrault, Executive Director, Northstar Problem Gambling Alliance John Von Eschen, MS, LADC, Problem Gambling Counselor, Pathways

Seminar #31 MN Dept. of Public Safety Alcohol and Gambling Enforcement Detecting Illegal Gambling & Preventing Lawful Gambling Fraud:

Learn which activities are considered legal gambling and which are considered illegal gambling. Learn who to contact to report illegal gambling and what steps to take to protect your organization's license. Through a review of actual investigations conducted by the cooperative efforts of the Gambling Control Board and the Alcohol and Gambling Enforcement Division; learn how to uncover fraud, intervene and prevent fraud before it happens, and determine which agency to contact after a fraud discovery. Plus, find out what to watch for during an audit as you improve your ability to identify specific indicators of theft.

Seminar #32 Gambling Control Board 2016 Statute and Rule Changes:

Several important changes were made to lawful gambling statutes and rules in 2016. This class focuses on the statutes and rules changes most important to licensed organizations. Changes were made to bingo prize limits, bingo hot-ball prizes, multiple chance games, raffle boards, bingo boards, gambling manager qualifications, continuing education, and several other areas.

Seminar #33 Allied Charities Group Discussion Running Your Business:

Discussion will include Bar Ops and Booth Ops, Employee's Wages, Bar Owners, Fraternal organizations, Compliance, Machines vs booths or both, Electronics, Inventory, General Fund vs Gambling Fund, Donations.

Seminar #34 Industry Seminar Mary Magnuson:

Avoiding common legal traps. Topics covered will be minimum wage; UBIT; comp time v. overtime requirements; withholding shortages from seller's checks; internal investigations; board responsibilities.

Seminar #35 Industry Seminar MN Gaming Services:

Stress-free Audits & Reviews What?!? Another audit? If you've ever had that thought, this class is for you! We'll relieve the stress, worry and frustration that come with audits and compliance reviews. We will discuss common findings, how to find and correct potential problems, review best practices and set up your organization for success.

Seminar #36 Industry Seminar Central Gaming Services:

Seminar will be a complete Demonstration on Pulltab Machines with Pros and Cons. Question and Answer period with industry experts. We will go thru the paperwork as well as site operations on how to maximize your profits.

Seminar #37 Gambling Control Board Conduct of Paper Pull Tabs:

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Why & How to effectively lobby your legislators. Constituents educating their legislators about your organization, community mission, and scope of giving in the communities they represent are by far the most effective lobbyist in the state. Talking to your legislators as someone working hard to make a difference in their community presents a very strong case for your cause. Discussions will also include tips on how to effectively lobby your legislators both at home and at the capitol.

Seminar #40 Gambling Control Board Conduct of Raffles:

Raffles are a time-tested method of raising funds for charitable purposes. The addition of “alternative methods of selection” and other innovations have added spice to the traditional raffle. Raffle net receipts have grown more than any other form of lawful gambling over the past three years. This class covers the basics of conducting a traditional raffle and introduces some of the non-traditional formats that have become effective fundraisers for many organizations throughout the state.

Seminar #41 Allied Charities Group Discussion Bar Bingo:

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Seminar #42 Allied Charities Group Discussion Gambling Managers and Assistant GM’s:

An open discussion by and for Gambling Managers and Assistant Gambling Managers. An opportunity to share common issues and solutions with other GM’s and Assistant GM’s.

Seminar #43 Allied Charities Group Discussion CEO’s & Officers:

For CEO’s and Officers of licensed gambling organizations. Items for discussion include: CEO responsibilities membership duties, internal controls, lawful purpose expenditures, legislative issues, ACM membership (what it means for your organization) employee issues, changing of CEO/Officers and how it affects your organization.

