

**Thursday 2:35 PM to 3:35 PM:**

**Seminar #1 Allied Charities Group Discussion, 8.5% Options:** A group discussion for all organizations on the games played and taxed at the 8.5% rate such as paddle wheels, raffles and bar bingo. An open discussion by and for those in the industry to hear some of the ways these games have been optimized to help the bottom line. Discuss how you can incorporate new ideas into some of the games you may already be playing.

**Seminar #2 Allied Charities Group Discussion, Compliance Reviews and Fund Losses:** Group discussion hosted by Allied Charities and the Gambling Control Board.

**Seminar #3 Industry Seminar, CG 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 #4 Industry Seminar, Triple Crown Gaming:** Are you interested in ETags? 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 ETags.

**Seminar #5 Gambling Control Board, Electronic Pull Tabs and Electronic Linked Bingo for Beginners:** Many organizations have recently begun offering electronic pull-tabs and electronic linked bingo to their customers. This class is intended for those relatively new to the conduct of these games or to those organizations that are considering whether to start. We'll discuss where electronic games may be conducted, rent limits, the number of devices allowed, and the basic conduct and reporting requirements.

**Seminar #6 Gambling Control Board, Membership Role in Lawful Gambling Oversight:** Your membership plays a key role in running a successful lawful gambling operation. Membership oversight includes verifying the accuracy of records and reports, authorizing all lawful purpose expenditures and allowable expenses, monitoring for illegal gambling, investigating cash variances, determining product to be purchased, and monitoring the organization's lawful purpose star rating. If organization members do their job, major problems will be prevented.

**Seminar #7 Minnesota Department of Revenue, Understanding Minnesota Department of Revenue's Inventory System and the Importance of Game Retention:** The Minnesota Department of Revenue will provide an overview of their gambling inventory tracking system and discuss the importance of game retention for both open and closed inventory. Learn more about the newly updated annual certified inventory process. Explore the benefits of maintaining organized storage sites for played game remnants. Discuss common audit findings as a result of missing, lost or destroyed games.

**Thursday 3:50 PM to 5:00 PM**

**Seminar #8 Allied Charities Group Discussion, Clubs and 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 #9 Industry Seminar Mary Magnuson – ACM Attorney: BREAKING BAD: GAMBLING MANAGERS WHO STEAL** Why do good people go bad? Consider your gambling manager: a long-time organization member, a pillar of the community, a devoted parent or spouse, and the person you trust most with the security of your gambling operation. But sometimes this isn't enough. When gambling managers steal, the organization pays the price. This seminar is designed for Organization CEOs and board members. It will examine some of the most common tricks and theft schemes employed by gambling managers over the years and what you can do to protect your organization.

**Seminar #10 Industry Seminar 3 Diamond Corporation: Build your Bottom Line.** As cost and expenses continue to rise how do you stay successful? This class will demonstrate some small ways to make BIG changes in profits. We will discuss the different forms of gambling, and if they could be a good fit into your operation. Learn how to make your operation unique. We have built a marketing strategy that is proven to work even in today's changing market place.

**Seminar #11 Industry Seminar Pilot Games: Myths and Facts about e-gaming.** How to effectively use e-gaming to improve your charity's bottom line.

**Seminar #12 Gambling Control Board, Lawful Gambling Fund Reconciliation:** Do the income and expenditure amounts reported on your monthly reports match the transactions shown in your gambling account? If not, your organization has a profit carryover variance. This class will help you identify and resolve common causes of profit carry-over variances such as inaccurate reporting of merchandise prizes, deposit of receipts from games still in play, and reporting games with negative net receipts.

**Seminar #13 Gambling Control Board, Lawful Gambling Expenditures:** Is that expenditure a charitable contribution or an allowable expense? Can we pay the entire trash hauling invoice with gambling funds? Can we donate to an adult softball field? Learn the difference between allowable expenses and lawful purpose expenditures, and the proper way to approve and pay both.

**Seminar #14 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.

**Friday 8:00 AM to 9:10 AM**

**Seminar #15 Allied Charities Group Discussion, Gambling Managers and Assistant Gambling Managers:** 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 #16 Industry Seminar, MN Gambling Supply: HOW ELECTRONIC GAMING INCREASES CHARITIES OVERALL PROFIT. OPEN FORUM –** Presented by MN Gambling Supply & Gambling Managers

presently operating Electronic Gaming. If you're interested in learning more about Electronic Gaming, this is the class to attend!

**Seminar #17 Industry Seminar, Gleason's Software and Services:** Charitable Gambling Software – With Help When You Need It Gleason's Software provides help whenever you need it – and access to useful information whenever you want it. 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.

**Seminar #18 Gambling Control Board, Lawful Gambling Fund Reconciliation:** Do the income and expenditure amounts reported on your monthly reports match the transactions shown in your gambling account? If not, your organization has a profit carryover variance. This class will help you identify and resolve common causes of profit carry-over variances such as inaccurate reporting of merchandise prizes, deposit of receipts from games still in play, and reporting games with negative net receipts.

**Seminar #19 Gambling Control Board, Lawful Gambling Expenditures:** Is that expenditure a charitable contribution or an allowable expense? Can we pay the entire trash hauling invoice with gambling funds? Can we donate to an adult softball field? Learn the difference between allowable expenses and lawful purpose expenditures, and the proper way to approve and pay both.

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#### **Friday 9:15 AM to 10:25 AM**

**Seminar #21 Allied Charities Group Discussion, Clubs and 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 #22 Allied Charities Group Discussion, CEO's and 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.

**Seminar #23 Industry Seminar, Central Gaming Services:** Everything about Pulltab Vending Machines. Machine Demonstrations, Sales vs Lease, Maintenance and a question and answer period to help people that have machines and those that are thinking about getting into them.

**Seminar #24 Industry Seminar, Compliant Gaming:** Charities Focus: Making your job easier and your games more effective! Compliant Gaming has incorporated sweeping changes to their Game Blade eTab system to make your operations simpler and your game management more effective. We listened to you, and have developed long awaited automations to reporting, game deck and cash drawer management. In addition, we will introduce our innovative new games that assure your players are not

playing with dead decks, and our Progressive Jackpot games which assure big Jackpots are won at your sites. Come join us for an open conversation and see the innovative changes that Compliant Gaming has made to improve your electronic Pull Tab program!

**Seminar #25 Gambling Control Board, Membership Role in Lawful Gambling Oversight:** Your membership plays a key role in running a successful lawful gambling operation. Membership oversight includes verifying the accuracy of records and reports, authorizing all lawful purpose expenditures and allowable expenses, monitoring for illegal gambling, investigating cash variances, determining product to be purchased, and monitoring the organization's lawful purpose star rating. If organization members do their job, major problems will be prevented.

**Seminar #26 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.

#### **Friday 10:50 AM to NOON**

**Seminar #27 Allied Charities Group Discussion, Compliance Reviews and Fund Losses:** Group discussion hosted by Allied Charities and the Gambling Control Board.

**Seminar #28 Industry Seminar, Gaming Studio: An 8.5% Solution:** Spinning Up Lower Tax Games. While Minnesota's tax on nonprofit fundraising through charitable gaming is exceedingly high, one possible solution is to lean more heavily on games taxed at a lower rate. Electronic simulated wheels were authorized in the 2012 legislative session; however, the method for wagering on such wheels remained expensive, cumbersome and so burdensome to game operators that it precluded development. The only table game in Minnesota is one used with the Tri-Wheel®. Table games are by nature more social as several players actively wager, shoulder to shoulder, against a common object. Younger players tend to be more interested in social interaction. This session will introduce you to the prospects – a lower tax, fun and social future.

**Seminar #29 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 ten minutes. If you have questions prior to the seminar or after, you are invited to our booth so we can answer your questions.

**Seminar #30 Industry Seminar, Pull Tabs Plus:** The person next to you right now may need your help someday. They may be choking on a piece of steak, experiencing a heart attack, showing signs of a stroke, having a seizure or just passed out. How would you react? What could you do until help arrives? Our seminar isn't about selling you pulltabs or showing you the latest and greatest Etabs. We certainly can show you new product but we would prefer to use this valuable time to focus on potentially Saving A Life! This seminar is about educating YOU on how to possibly save a friend, family member or a customer's life if needed. This seminar will introduce you to the basics on what to do from the time someone dials 911 until the moment a First Responder arrives on the scene. The choices you

make in the first few minutes could possibly make a difference between life and death. Please join Pulltabs Plus Inc.'s life-saving seminar Friday at 10:50 AM. This seminar will be conducted by instructors from Save A Life MN. Please join us for this important seminar along with stopping by our booth on the convention floor. We would like to share our NEW exclusive pulltab "Save A Life". You can also personally speak to a member of Save A Life MN and learn how you might want to consider conducting a lifesaving course for your members.

**Seminar #31 Gambling Control Board, Conduct and Reporting Issues in Electronic Pull Tabs and Electronic Linked Bingo:** For this class, we'll assume that you know the basics of how to conduct and report electronic games. We'll focus on special situations such as ending a month with negative net receipts, tracking game bank reimbursements on LG861e, and payments from a linked bingo provider for excess prizes awarded. We'll also identify common electronic game reporting errors that cause profit carryover variances.

**Seminar #32 Industry Seminar, Amanda Horner – Horner Strategies:** Social media is quickly becoming the primary way in which we consume news, connect with friends and family and advocate for important issues. In this session, you'll learn the basics of creating and managing social media pages on Facebook, Twitter and Instagram and how to make the most of it. We'll discuss best practices to amplify your voice, strengthen existing relationships and create new connections in your community.

**Seminar #33: Industry Seminar, EGS:** Learn about EGS's Linked Bingo game, that plays just like bar bingo, but spreads the wealth state wide. Join us to see how your charity and site can benefit from the Booty Chaser Linked Bingo game which is played every day. Also check out our NEW e-tab games. Exciting, fun and designed with the bottom dollar for your charity and site in mind. Come see why Disney, Holland America and charities in 23 other states choose EGS as their sole electronic manufacturer.

#### **Saturday 9:00 AM to 10:10 AM**

**Seminar #34 Allied Charities Group Discussion, GM's 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 #35 Allied Charities Group Discussion, CEO's and 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.

**Seminar #36 Allied Charities Group Discussion, 8.5% Options:** A group discussion for all organizations on the games played and taxed at the 8.5% rate such as paddle wheels, raffles and bar bingo. An open discussion by and for those in the industry to hear some of the ways these games have been optimized to help the bottom line. Discuss how you can incorporate new ideas into some of the games you may already be playing.

