

Thursday, 11/15/2018 12:30 pm - 1:30 pm

Seminar #1 Allied Charities Group Discussion Bingo: A group discussion for all organizations on 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 Tom Horner, Horner Strategies: How to stop making the Vikings richer and put more money to your mission. More and more charities are paying more in taxes than they are able to contribute to their missions. If you're working this hard, shouldn't more money go to your mission and less to government and the Wilf Family? Success goes to those who make some noise. This session will provide practical and easy-to-use tips to make a difference with legislators.

Seminar #3 Triple Crown Gaming: Electronic Gaming and Sales Tax Relief.

Seminar #4 Gambling Control Board: What Every Pull-tab Seller Needs to Know. Topics for this class include posting, prize receipts, buy-outs, establishing and enforcing house rules, defacing tickets, redeeming tickets, use of scales, spot audits, inside information, restrictions on who may play, and more. If you're a pull-tab seller or you supervise pull-tab sellers, this class is for you.

Seminar #5 MN Department of Revenue: Understanding MNDOR's Inventory System and the Importance of Game Retention and Good Record Keeping. The Minnesota Department of Revenue will provide an overview of their gambling inventory tracking system. Learn more about how we track both open and closed inventory. Discuss the importance of game retention and storage. Learn tips for your bingo, pull-tab and raffle record keeping. Finally, explore the benefits of filing and paying online through e-Services.

Thursday, 11/15/2018 1:35 pm - 2:35 pm

Seminar #6 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 your 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 #7 Mark Irving (Canterbury Park): Mark is a motivational speaker, ambassador for Canterbury Park and horse racing in general. Come listen to Mark's inspirational story that ultimately led him to Canterbury. Along the way he will share horse racing tips that are sure to increase your odds of winning at the track.

Seminar #8 Electronic Gaming Solutions (EGS): Tap Into Your E-gaming Potential.

Seminar #9 Gambling Control Board: How to Conduct and Report Electronic Pull-tabs and Electronic Linked Bingo. This class is intended for those relatively new to the conduct of electronic 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. This class is also an opportunity for those experienced with electronic games to confirm that they're conducting the games properly.

Seminar #10 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.

Thursday, 11/15/2018 2:55 pm – 3:55 pm

Seminar #11 Allied Charities Group Discussion Sports Tip Boards: Come hear how charities are using sports boards and how they may fit into your particular situation.

Seminar #12 Mary Magnuson (ACM Attorney): Employee Theft and #ME TOO, What's an organization to do? Don't let employee theft and sexual harassment claims become a YOU TOO problem. This seminar will focus on how your organization can prevent, manage and overcome some increasingly more common workplace problems— theft by employees and sexual harassment claims.

Seminar #13 MN Gambling Supply: Electronic Gaming 101 (ETABS). Learn how to determine which Electronic Gaming System to use, how to manage sites with etabs & the do's & don'ts! This class is intended especially for organizations that are not currently using Electronics looking to boost their bottom line profits.

Seminar #14 Gambling Control Board: Lawful Gambling Fund Reconciliation and Organization Annual Report. 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 carryover variances such as inaccurate reporting of merchandise prizes, deposit of receipts from games still in play, and reporting games with negative net receipts.

Friday 11/16/2018 8:30 am – 9:30 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 Tom Horner, Horner Strategies: How to stop making the Vikings richer and put more money to your mission. More and more charities are paying more in taxes than they are able to contribute to their missions. If you're working this hard, shouldn't more money go to your mission and less to government and the Wilf Family? Success goes to those who make some noise. This session will provide practical and easy-to-use tips to make a difference with legislators.

Seminar #17 **Compliant Gaming: Managing Your Return.** Understand the tools available to manage the financial return to your charity from the games you play and the prizes you pay. Powerful tools and strategies available from Compliant Gaming, and a look at what's on the horizon.

Seminar #18 **Gambling Control Board: Conduct of Sports Tipboards.** Sport tipboards were recently approved for sale in July and many organizations are reporting strong sales of this new tax-free form of lawful gambling. This class covers the types of sports tipboard games allowed, and the statutes and rules governing their play. The rules are very specific regarding when games must be closed, when prizes must be redeemed, and so on. If your organization is considering offering this new tax-exempt game at any of your sites, it is important to take this class.

Seminar #19 **MN Department of Revenue: Understanding MNDOR's Inventory System and the Importance of Game Retention and Good Record Keeping.** The Minnesota Department of Revenue will provide an overview of their gambling inventory tracking system. Learn more about how we track both open and closed inventory. Discuss the importance of game retention and storage. Learn tips for your bingo, pull-tab and raffle record keeping. Finally, explore the benefits of filing and paying online through e-Services.

Friday, 11/16/2018, 9:50 am – 10:50 am

Seminar #20 **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 #21 **Brainerd Games: TAX-FREE OPPORTUNITIES:** The charitable gaming industry has never been so exciting! Did you know there are almost two dozen sports boards available to your charity that have been approved by the Gambling Control Board in Minnesota? We will go over all of the current options for sports boards, focusing on their pros and cons. Come see why your organization should include sports boards as part of a diversification strategy for long term success!

Seminar #22 **Gleason's Software and Services:** The Charity program from Gleason's Software provides access to useful information whenever you want it - and help whenever you need it. Come learn how you can save time, avoid errors, and manage your charitable gambling operation better, using the unique tools and reports that our software provides.

Seminar #23 **Gambling Control Board: What Every Pull-tab Seller Needs to Know.** Topics for this class include posting, prize receipts, buy-outs, establishing and enforcing house rules, defacing tickets, redeeming tickets, use of scales, spot audits, inside information, restrictions on who may play, and more. If you're a pull-tab seller or you supervise pull-tab sellers, this class is for you.

Seminar #24 **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, 11/16/2018, 12:45 pm – 1:45 pm

Seminar #25 **Allied Charities Group Discussion Bingo:** A group discussion for all organizations on 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 #26 **Mary Magnuson:** Employee Theft and #ME TOO, What's an organization to do? Don't let employee theft and sexual harassment claims become a YOU TOO problem. This seminar will focus on how your organization can prevent, manage and overcome some increasingly more common workplace problems— theft by employees and sexual harassment claims.

Seminar #27 **3 Diamond:** Scoreboards and more. This class will discuss all types of Sports tip boards, the different styles and rules for each. We will also be talking about some of the new pull tab, tip board and pick games available, and how some small changes in your operation can lead to huge profits.

Seminar #28 **Central Gaming Services:** Pulltab Vending machines. A demonstration on the Grand Master and the Maxim machines as well as open discussion on operations with people that have machines.

Seminar #29 **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.

Friday, 11/16/2018, 1:50 pm – 2:50 pm

Seminar #30 **Allied Charities Group Discussion Sports Tip Boards:** Come hear how charities are using sports boards and how they may fit into your particular situation.

Seminar #31 **Pull Tabs Plus:** DOES YOUR ORGANIZATION PLAY BAR BINGO? This seminar will show you how to increase your bar bingo profits with the use of electronic handheld session bingo units. Adding handhelds is affordable, easy and players love them. We can show you how to increase your players spend which in the end will increase your bottom end profit. If your organization plays bar bingo you need to attend this seminar and see how easy it is to add electronics to your bar bingo game.

Seminar #32 **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. If you have questions prior to the seminar or after, you are invited to our booth so we can answer your questions.

Seminar #33 **Mark Irving (Canterbury Park):** Mark is a motivational speaker, ambassador for Canterbury Park and horse racing in general. Come listen to Mark's inspirational story that ultimately led him to Canterbury. Along the way he will share horse racing tips that are sure to increase your odds of winning at the track.

Seminar #34 **Veteran Shredding:** Veteran Shredding will work with your organization to determine a pull tab shredding & storage schedule that best fits your membership's needs. We offer daily, weekly, monthly, semimonthly and quarterly pull tab shredding services. Veteran Shredding will provide your company with secure containers based on the amount of pull tabs your organization requires to be properly secured.

Saturday, 11/17/2018, 9:00 am – 10:00 am

Seminar #35 **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.

Seminary #36 **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.