

Thursday, 11/21/2019 1:00 pm – 2:00 pm

Seminar #1 Allied Charities Group Discussion, Bar 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 Mary Magnuson (ACM Attorney): “Organizations as Employers: What’s New?” Minnesota has a new Wage Theft Law. This seminar will discuss your organization’s responsibilities under the new law as well as cover other issues you may face as an employer.

Seminar #3 Triple Crown Gaming: Electronics.

Seminar #4 Gambling Control Board, Conduct of 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 #5 MN Department of Revenue: 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, 11/21/2019 2:05 pm – 3:05 pm

Seminar #6 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 #7 Tom Horner (Horner Strategies): Come learn the basics of letting others know the good works that your organization does in your community. See how you can communicate with your community to share your good works and to promote gaming, and with legislators to help them understand how the current tax structure negatively impacts your ability to serve. See the importance of communicating with those you serve in the community and with legislators, especially in an upcoming election year.

Seminar #8 MN Gambling Supply: Everything You Need to Know Before Adding Electronic Pull-tabs: Choosing the system - managing deposits and paperwork - promotional techniques to maximize revenues - and more!

Seminar #9 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 #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, 11/21/2019 3:40 pm – 4:40 pm

Seminar #11 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 #12 Ward Einess (ACM Lobbyist, Past MN DOR Commissioner): Citizen Lobbying 101: How to Engage and Influence the Minnesota Legislature; You don't need to be a professional lobbyist to have a significant impact on the legislative process and public policy. Longtime capitol operative, Ward Einess, will provide insight on how citizens can optimize their communications and interactions with public policymakers to achieve a favorable outcome. Ward Einess has spent nearly 25 years working at the Minnesota Capitol in different roles (state commissioner, governor's staff, senate staff, professional lobbyist) and has seen the "good, the bad and the ugly" of lobbying. He will share his experience and insight on what works and what doesn't work when lobbying your elected officials.

Seminar #13 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 #14 Gambling Control Board, Conduct of 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 #15 Pulltabs Plus: Do your pulltab sellers know what to look for when accepting money? Can you spot a fake dollar bill? What happens when someone passes a fake dollar bill to you? Pulltabs Plus has invited the United States Secret Service to come answer your questions and speak to you on the topic of counterfeit money. You Do Not want to miss this seminar!!! Charitable gambling is a cash business. It is better to be proactive and learn how to inspect money properly and what to look for than

waiting and being reactive after your organization has taken in counterfeit money without inspecting. Come learn about money from Pulltabs Plus and The United States Secret Service!!!

Friday 11/22/2019 8:30 am – 9:30 am

Seminar #16 **Allied Charities Group Discussion, Social Media:** Class and open discussion about how to use social media to enhance your charitable gambling business. Learn some tips and tricks on targeting people in your community to generate more support in your efforts and missions.

Seminar #17 **Ward Einess (ACM Lobbyist, Past MN DOR Commissioner):** Citizen Lobbying 101: How to Engage and Influence the Minnesota Legislature; You don't need to be a professional lobbyist to have a significant impact on the legislative process and public policy. Longtime capitol operative, Ward Einess, will provide insight on how citizens can optimize their communications and interactions with public policymakers to achieve a favorable outcome. Ward Einess has spent nearly 25 years working at the Minnesota Capitol in different roles (state commissioner, governor's staff, senate staff, professional lobbyist) and has seen the "good, the bad and the ugly" of lobbying. He will share his experience and insight on what works and what doesn't work when lobbying your elected officials.

Seminar #18 **bingosWHERE:** BingosWHERE.com is a unique online advertising and marketing company tapping into the bingo playing community. We provides online marketing and advertising to businesses and organizations that play bingo to help increase their revenue and customer base. Our services include updating the numbers and jackpots for our clients to inform bingo players the best place to play bingo. Our objective is to bring in new customers who will come back based on the food and atmosphere of the establishment. The Seminar will include a powerpoint presentation on how we work, the services we provide and how we can help drive traffic to your place of business.

Seminar #19 **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 #20 **MN Department of Revenue:** 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, 11/22/2019, 9:35 am – 10:35 am

Seminar #21 **Allied Charities Group Discussion, Compliance Reviews:** Group discussion hosted by GM's that have been through compliance reviews.

Seminar #22 **Tom Horner (Horner Strategies):** Come learn the basics of letting others know the good works that your organization does in your community. See how you can communicate with your community to share your good works and to promote gaming, and with legislators to help them

understand how the current tax structure negatively impacts your ability to serve. See the importance of communicating with those you serve in the community and with legislators, especially in an upcoming election year.

Seminar #23 **3 Diamond: 2020 VISION - Taking your organization into the future!** This class will discuss the continued challenges that organizations face: taxes, wages, regulation, etc, and how to stay ahead of the game. We will also discuss the Cash Drawer Manager our electronic LG861e and how effectively it can be utilized. Lastly, we will introduce you to a new Linked Bingo game. Come and see this new game that will increase your etab customer base.

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 **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, 11/22/2019, 11:05 am – Noon

Seminar #26 **Allied Charities Group Discussion, Bar 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 #27 **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 #28 **Gleason's Software & Services:** Beyond required reporting, the Charity program from Gleason's Software provides you with access to useful information whenever you want it - and help whenever you need it. Learn how you can save time, avoid errors, and manage your charitable gambling operation better, using the unique tools and customizable reports that our software provides.

Seminar #29 **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 #30 **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.

Friday, 11/22/2019, 1:50 pm – 2:50 pm

Seminar #31 **Allied Charities Group Discussion, Social Media:** Class and open discussion about how to use social media to enhance your charitable gambling business. Learn some tips and tricks on targeting people in your community to generate more support in your efforts and missions.

Seminar #32 **Mary Magnuson (ACM Attorney): “Organizations as Employers: What’s New?”** Minnesota has a new Wage Theft Law. This seminar will discuss your organization’s responsibilities under the new law as well as cover other issues you may face as an employer.

Seminar #33 **Compliant Gaming/EGS:** Tap Into Your E-gaming Potential.

Seminar #34 **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!

Saturday, 11/23/2019, 9:00 am – 10:00 am to be held at the DoubleTree Hotel Second Floor

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.