

West Fargo Hockey Association Board Meeting

Board Meeting Minutes: Monday, February 17, 2020 at 6 p.m.
Veterans Memorial Arena, West Fargo, ND

Board Members:

Present: Joel Honeyman, Josh Benson, Shana Wilson, Corey Moos, Brent Kuehne, Eric Nelson, Desirae Holum, Jareb Raan, Brad Saville, Jessi Kuhn

Absent: Anthony Houkom, Rob Otterson, Ryan Endres,

Others Present:

Gaming Manager: Jason Campbell

Business Operations Manager: Julie Fraser

Hockey Director: Jason Gregoire

Members Present:

Kristen Cigelske, Dave Benson, Trista Koziol

PROCEEDINGS:

Meeting called to order at 6:00 p.m. by President Joel Honeyman.

Minutes Approval

Motion made by Benson to approve January 2020 board minutes as-is. Seconded by Raan. Approved by all.

January 2020 Financial Report

Jareb Raan

Raan, Campbell, Fraser, and Benson reviewed 6 month financials and are currently only \$1.00 variance from budget to actual, which does not include the Winter Raffle. On track to make \$142k for the 2019 Fiscal year.

Kuhn enters.

In comparison to previous years, 2018 was \$167k, 2017 was -\$103k, and 2016 was -\$114k, but this was the first year we have a budget to actual with confident numbers. We also realized some losses 2016-2017 and 2017-2018 in advertising revenue which are reflected in those numbers.

Honeyman inquired regarding an association Cash on Hand policy to be presented by the Financial Committee in the future.

Honeyman also requested Fiscal 2020 Budget Review to be scheduled for April board meeting. Budget approval should be scheduled for May board meeting.

Q2 Gaming Review**Eric Nelson/Jason Campbell**

Nelson reported that he, Benson, Raan, Campbell and Fraser reviewed the Q2 raffles, sites, and overall financials. Percentage of budget YTD: Rookies 77%, Pub West 78%, M&J 53%, Kindred 58%, Fort Nok 61%, Blarney Stone 23%, Brickhouse 16.5% (reporting low due to Winter Raffle included in site financials). Campbell reported eTabs are having a positive financial impact overall but are affecting paper tabs and blackjack to those sites with eTabs.

Campbell applied for the North Dakota Game & Fish lottery for a deer, elk an/or moose tag and WFHA was drawn to receive the whitetail tag for ND. Gaming will work through the details of the raffle and communicate out to the membership further details.

Honeyman recommended the 2020 Gun Raffle and Center Ice dates be finalized and communicated to the membership before season end or with end-of-year communications.

Honeyman inquired regarding an association Cash on Hand policy to be presented by the Financial Committee in the future. He also requested Fiscal 2020 Budget Review to be scheduled for April board meeting. Budget approval should be scheduled for May board meeting.

Advertising Program Review**Brent Kuehne**

Kuehne reported nothing to review but will schedule meetings with facilities to understand expectations and next steps.

Tabled and To-Do Review**Shana Wilson**

Wilson provided a list of items that have been tabled or yet to complete for the board to review to ensure any board members who will be transitioning off complete or transition their items successfully.

2020-2021 Season Host Tournament Recommendations**Jason Gregoire**

Gregoire recommended three dates and levels for tournament hosting during the 2020-2021 season:

11/13-11/15 Girls

12/11-12/13 Girls

12/18-12/20 B1 – Bantam or Peewee

He discussed the intentions of both the Fargo and Moorhead programs for tournaments next year, along with overall understanding of the ND State tournaments, and felt these would be the best options to re-enter the tournament hosting for next year. He will present three options to NDAHA for approval at the May 2020 meeting in hopes we would receive approval on two. Honeyman asked for Gregoire to send to NDAHA so they are aware of our intent.

Weather Policy**Jason Gregoire**

Gregoire presented an updated Weather Policy for board review as the current policy was too vague and limiting when executed during the storm that occurred the weekend of February 15, 2020. The board agreed with the policy and recommended Gregoire work with Saville to have this installed in the next version of the handbook for the 2020-2021 meeting.

Gaming Site Renewal**Eric Nelson**

Campbell has been approached by another group looking to install gaming within their establishment. Raan estimated max to open the gaming site would be \$30k, including cash on hand. Business Operations can proceed with this under standard policies and procedures. Nelson motioned for Campbell to negotiate the lease for this new establishment. Seconded by Kuehne. Approved by all.

More information about this location and the site approved at the December 2019 board meeting will be made public once all contracts are finalized.

Annual Membership Meeting**Joel Honeyman**

Honeyman discussed logistics and tasks assigned for Annual Membership Meeting to be held on April 6, 2020 at the Veterans Memorial Arena.

Executive Director**Josh Benson**

Benson presented WFHA Executive Director Cost/Benefit Analysis on behalf of committee made up of Benson, Honeyman, Houkom, Nelson, Kuehne, and Otterson. With WFHA being the fastest growing NDAHA affiliate, we need to find a way to capitalize on existing revenue opportunities that will fund growth and our position for the future. Benson reported over \$55,000-\$105,000 in missed revenue annually on items such as advertising, gun raffle, center ice, donations and tournaments.

Benson recommended funding this position as of April 1, 2020 with expectations of this role to be self-funded within three years. Committee confirmed with financial review that this position can be hired comfortably at our current rate of growth without any increase to the annual membership costs or overall hockey program.

Benson recommended a search committee to be minimum of 3 board members and at least 2 non-board members who are active members of WFHA. Benson, Houkom, Honeyman and Kuhn volunteered to be on search committee on behalf of the board.

Motion made by Benson to approve a search committee to find an Executive Director to hire by conducting interviews and select acceptable candidates to be presented to the board. This process is subject to Compensation Committee review and approval. Seconded by Raan. Approved by all.

Motion to adjourn the meeting made by Benson. Seconded by Kuehne. Meeting adjourned at 7:33 pm.

Board of Directors*Joel Honeyman, President**Jessi Kuhn, Past President**Josh Benson, Executive Vice President**Jareb Raan, Treasurer*

Shana Wilson, Secretary
Ryan Endres, Director of Hockey Operations
Corey Moos, Director of Tournaments
Brad Saville, Director of Compliance & Safe Sport
Desirae Holum, Director of Membership & Recruitment
Anthony Houkom, Director of Business Operations
Brent Kuehne, Director of Facilities & Equipment
Rob Otterson, Director of Communications & Marketing
Eric Nelson, Director of Fund Raising & Gaming

Next Board Meeting: Monday, March 16, 2020 at 6 p.m.

West Fargo Hockey Association, Inc.
 Statements of Financial Position
 January 31, 2020 and 2019

	Jan 31, 2020	Jan 31, 2019
ASSETS		
Current Assets		
Checking/Savings		
Gaming Site Cash	\$ 137,596.00	\$ 89,524.00
WSB-Club Account	197,626.81	85,643.47
WSB-Gaming Account	307,670.38	256,263.42
WSB-Trust Account	186,868.38	(240.85)
WSB-Future Savings Account	157,316.21	157,185.47
FNB-Reserve Savings CC	<u>128.89</u>	<u>128.89</u>
Total Checking/Savings	<u>987,206.67</u>	<u>588,504.40</u>
Accounts Receivable		
Advertising Receivable	6,000.00	89,550.00
Allowance for Bad Debts	<u>0.00</u>	<u>(56,350.00)</u>
Total Accounts Receivable	<u>6,000.00</u>	<u>33,200.00</u>
Other Current Assets		
Prepaid Raffle Expenses	26,867.49	0.00
Gaming Inventory	3,727.30	6,901.40
Prepaid Rent	<u>7,450.00</u>	<u>7,735.00</u>
Total Other Current Assets	<u>38,044.79</u>	<u>14,636.40</u>
Total Current Assets	<u>1,031,251.46</u>	<u>636,340.80</u>
Fixed Assets		
Leasehold Impr. Fit-up	6,724.24	0.00
Gaming Equipment	73,257.42	73,257.42
Hockey Equipment	174,746.88	174,746.88
Accumulated Depreciation	<u>(187,171.83)</u>	<u>(143,606.89)</u>
Total Fixed Assets	<u>67,556.71</u>	<u>104,397.41</u>
TOTAL ASSETS	<u><u>\$ 1,098,808.17</u></u>	<u><u>\$ 740,738.21</u></u>

NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES
 AND THE STATEMENTS OF CASH FLOWS ARE OMITTED.

West Fargo Hockey Association, Inc.

Statements of Financial Position

January 31, 2020 and 2019

Jan 31, 2020

Jan 31, 2019

LIABILITIES & NET ASSETS

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable	\$ 121,021.54	\$ 21,136.28	
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Deferred Raffle Receipts	189,540.00	0.00	
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Accrued Gaming Tax	14,193.33	10,763.68	
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Accrued Wages	20,780.37	21,680.00	
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Garnishment Payable	0.00	53.08	
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Health Insurance Payable	0.00	134.01	
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Payroll Liabilities	2,066.08	2,231.21	
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Sales Taxes Payable	0.00	<u>(3,131.03)</u>	
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Total Current Liabilities	<u>347,601.32</u>	<u>52,867.23</u>	
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Total Liabilities	<u>347,601.32</u>	<u>52,867.23</u>	
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Net Assets

Net Assets With Restrictions	8,442.29	8,442.29	
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Net Assets Without Restrictions	653,596.22	486,240.72	
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Change in Net Assets Without Restrictions	<u>89,168.34</u>	<u>193,187.97</u>	
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Total Net Assets	<u>751,206.85</u>	<u>687,870.98</u>	
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TOTAL LIABILITIES & NET ASSETS	<u><u>\$ 1,098,808.17</u></u>	<u><u>\$ 740,738.21</u></u>	
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West Fargo Hockey Association, Inc.

Statements of Activities

For the Month Ended January 31, 2020 and Seven Months Ended January 31, 2020 and 2019

	Jan 2020	July-Jan '20	July-Jan '19
Gaming Revenue/Expense			
Net Gaming Proceeds			
Prize Boards	\$ 62.00	\$ 17,645.00	\$ 0.00
Bingo	8,414.00	61,586.00	59,375.00
Blackjack & Paddlewheel	28,622.00	198,640.50	169,930.50
Daubers	613.00	2,639.30	3,126.77
Etabs	88,181.25	480,785.75	0.00
Gun Raffle Receipts	0.00	166,280.00	212,600.00
Gun Raffle Prizes	0.00	(157,453.42)	(180,357.08)
Meat Raffle Receipts	2,100.00	10,240.00	0.00
Meat Raffle Prizes	(922.81)	(5,279.20)	0.00
Poker Receipts	3,885.00	3,885.00	0.00
Pull Tabs	25,500.00	159,337.25	387,229.60
Other Raffles	0.00	0.00	49,110.27
Winter Raffle Prizes	0.00	0.00	115,120.00
Winter Raffle Prizes Expense	0.00	(1,649.10)	(27,439.65)
Other Gaming Receipts	0.00	20.00	0.00
	<u>156,454.44</u>	<u>936,677.08</u>	<u>788,695.41</u>
 Total Net Gaming Proceeds			
	<u>156,454.44</u>	<u>936,677.08</u>	<u>788,695.41</u>
 Gaming Expenses - Direct			
Prize Board Prizes	0.00	1,612.50	0.00
Bingo Cards	1,176.98	6,788.18	0.00
Etab Expense	18,733.34	120,953.74	0.00
Gaming Licenses & Fees	0.00	50.00	0.00
Gaming Tax	8,522.32	105,294.33	62,969.68
Gaming Supplies	224.43	3,277.31	47,444.31
Gun Raffle Advertising	0.00	1,442.00	0.00
Miscellaneous - Gaming	0.00	654.14	132.48
Payroll Taxes - Gaming	5,236.95	38,040.11	32,961.38
Pull Tabs Expense	212.17	7,912.48	0.00
Raffle Wheel Tickets	86.35	398.40	0.00
Rent - Gaming	5,860.00	39,920.00	31,920.00
Security	2,028.34	14,356.30	10,492.50
State of ND Gaming Stamp	3.50	194.60	0.00
Wages - Gaming	19,712.13	137,229.66	142,301.02
	<u>61,796.51</u>	<u>478,123.75</u>	<u>328,221.37</u>
 Total Gaming Expenses - Direct			
	<u>61,796.51</u>	<u>478,123.75</u>	<u>328,221.37</u>

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AND THE STATEMENTS OF CASH FLOWS ARE OMITTED.

West Fargo Hockey Association, Inc.

Statements of Activities

For the Month Ended January 31, 2020 and Seven Months Ended January 31, 2020 and 2019

	Jan 2020	July-Jan '20	July-Jan '19
Gaming Expenses - Indirect			
Accounting - Gaming	0.00	10,646.87	12,751.88
Background Checks - Gaming	15.00	165.00	15.00
Bank Service Charges - Gaming	1.75	2.25	252.07
Computer Hardware	0.00	0.00	1,676.98
Copier Lease - Gaming	151.45	1,552.28	706.90
Depreciation - Gaming	944.94	6,563.59	6,516.35
Health Insurance - Gaming	860.06	6,872.76	9,482.48
Insurance - Gaming	0.00	394.00	3,890.11
Miscellaneous (Shared) - Gaming	0.00	1,650.96	5,744.69
Office Furniture	0.00	220.60	0.00
Office Fit-up	0.00	162.01	0.00
Office Rent - Gaming	775.00	5,235.00	4,095.00
Office Supplies/Postage - Gaming	64.70	2,379.48	792.79
Office Telephone/Data - Gaming	267.62	1,834.43	1,592.09
Payroll Tax - Manager & Office	1,108.76	7,520.78	11,045.40
Penalties and Fines	0.00	0.00	250.00
Repairs & Maintenance - Gaming	0.00	41.10	120.90
Software	0.00	1,418.57	3,706.35
Uniforms- Gaming	1,496.10	1,496.10	2,150.00
Wages - Manager & Office	10,166.77	73,229.19	80,180.04
Wages - Vacation, Train, Count	860.08	6,692.60	548.25
	<u>16,712.23</u>	<u>128,077.57</u>	<u>145,517.28</u>
Total Gaming Expenses - Indirect	<u>16,712.23</u>	<u>128,077.57</u>	<u>145,517.28</u>
Total Gaming Expenses	<u>78,508.74</u>	<u>606,201.32</u>	<u>473,738.65</u>
Net Gaming Revenue	<u>77,945.70</u>	<u>330,475.76</u>	<u>314,956.76</u>

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West Fargo Hockey Association, Inc.

Statements of Activities

For the Month Ended January 31, 2020 and Seven Months Ended January 31, 2020 and 2019

	Jan 2020	July-Jan '20	July-Jan '19
Program Revenue			
Charitable Donations	319.98	5,699.98	0.00
Advertising Sales			
Advertising Receipts	0.00	0.00	1,550.00
Bad Debt Expense	0.00	(5,280.00)	0.00
Dasherboards	2,100.00	18,300.00	0.00
Sponsorships	0.00	0.00	1,000.00
Wallboard Advertising	0.00	1,000.00	0.00
Advertising Sales - Other	<u>(150.00)</u>	<u>(150.00)</u>	<u>19,275.00</u>
Total Advertising Sales	<u>1,950.00</u>	<u>13,870.00</u>	<u>21,825.00</u>
Apparel Sales Receipts	60.00	4,203.00	50.00
Apparel Sales Expense	0.00	(300.00)	0.00
Contributions/Kickback Income	1,703.98	1,869.44	4,005.00
Dibs Income	(40.00)	360.00	0.00
Equipment Income	0.00	0.00	57.10
Special Event Receipts	2,000.00	2,000.00	108.02
Hockey Camp Registration			
Checking Camp	0.00	2,340.00	0.00
3 vs. 3 League Camp	0.00	6,900.00	4,169.65
Youth Stampede Fall Camp	0.00	10,547.55	0.00
Girls Stampede Fall Camp	0.00	2,160.00	0.00
Intro to Hockey Camp	0.00	5,680.00	0.00
Mite Skating and Skills	0.00	650.00	0.00
Playmakers Fall Camp	0.00	0.00	32,775.28
Playmakers Summer Camp	0.00	0.00	6,491.25
Stampede Goalie Camp	0.00	0.00	960.00
Stampede Summer Camps	<u>0.00</u>	<u>2,950.00</u>	<u>0.00</u>
Total Hockey Camp Registration	<u>0.00</u>	<u>31,227.55</u>	<u>44,396.18</u>
Hockey Registration			
Recreation League	0.00	2,087.25	0.00
Regular Season	<u>1,716.24</u>	<u>249,906.01</u>	<u>248,662.39</u>
Total Hockey Registration	<u>1,716.24</u>	<u>251,993.26</u>	<u>248,662.39</u>
Hockey Tryouts	0.00	2,560.00	0.00
Ice Time	0.00	(120.00)	120.00
Interest Receipts	0.00	39.63	39.61
Miscellaneous Receipts	0.00	0.00	4,669.19
Pins - Hockey Receipts	0.00	13,981.76	0.00
Pins - Hockey Expenses - Tourney	0.00	(15,517.51)	0.00
Skating Treadmill Receipts	0.00	1,069.50	0.00
Skating Treadmill Expenses	<u>0.00</u>	<u>(954.00)</u>	<u>0.00</u>
 Total Program Revenue	 <u>7,710.20</u>	 <u>311,982.61</u>	 <u>323,932.49</u>

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West Fargo Hockey Association, Inc.

Statements of Activities

For the Month Ended January 31, 2020 and Seven Months Ended January 31, 2020 and 2019

	Jan 2020	July-Jan '20	July-Jan '19
Program Expenses - Direct			
Training Camp Expenses	0.00	2,500.00	0.00
Equipment	0.00	9,927.82	0.00
Advertising - Hockey	1,779.80	7,687.51	2,787.81
Apparel - Hockey	0.00	49,902.59	3,415.99
Coaches			
Payroll Taxes - Coaches	1,077.66	3,001.63	3,003.53
Wages - Coaches	12,697.38	39,618.36	78,287.29
Coaches Travel & Expense	7,860.40	16,542.92	20,530.28
Total Coaches	<u>21,635.44</u>	<u>59,162.91</u>	<u>101,821.10</u>
Depreciation - Hockey	2,627.57	18,342.00	19,606.66
Evaluators	0.00	2,575.92	5,449.43
Health Insurance - Hockey	584.82	4,239.95	0.00
Ice Time Expense	16,800.00	206,735.00	142,888.80
Merchant Deposit Fees	130.70	229.82	0.00
Miscellaneous - Hockey	166.86	560.59	3,995.41
Officials	8,174.20	21,902.50	19,131.40
Payroll Taxes - Hockey	0.00	0.00	6,079.83
Registration	0.00	61.00	18,694.29
Special Event	0.00	1,594.28	134.78
Staff Development	324.00	3,335.00	0.00
Supplies - Hockey	387.00	1,265.81	10,835.83
Tournament Entry Fees	600.00	41,816.16	38,971.73
Tournament Expenses	0.00	10,090.00	18,009.60
U S A Hockey & NDAHA	352.00	1,916.00	485.00
Hockey Director			
Bonus - Hockey Director	0.00	500.00	0.00
Wages - Hockey Director	7,239.01	50,206.03	12,648.81
Total Hockey Director	<u>7,239.01</u>	<u>50,706.03</u>	<u>12,648.81</u>
Total Program Expenses - Direct	<u>60,801.40</u>	<u>494,550.89</u>	<u>404,956.47</u>

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West Fargo Hockey Association, Inc.

Statements of Activities

For the Month Ended January 31, 2020 and Seven Months Ended January 31, 2020 and 2019

	Jan 2020	July-Jan '20	July-Jan '19
Program Expenses - Indirect			
Bank Service Charges - Hockey	0.00	0.00	112.00
Computer - Hockey	0.00	127.72	1,042.15
Copier/Printing- Hockey	23.95	458.43	539.74
Facilities Expenses	869.60	910.70	0.00
Insurance - Hockey	0.00	394.00	0.00
Interest Expense - Hockey	0.00	0.00	38.49
Office Fit-up	0.00	162.01	0.00
Office Furniture	0.00	220.60	0.00
Office Rent - Hockey	775.00	4,715.00	1,105.00
Office Supplies/Postage - Hockey	183.70	2,402.90	2,435.86
Payroll Taxes - Office Staff	875.98	6,406.27	43.03
Professional Fees - Hockey	0.00	3,865.97	4,770.92
Software	258.74	3,508.88	1,071.70
Sports Engine Processing Fees	28.81	8,872.64	0.00
Telephone/Data - Hockey	219.61	1,271.72	117.26
Wages - Business Manager	3,513.04	25,422.30	29,468.66
	<u>6,748.43</u>	<u>58,739.14</u>	<u>40,744.81</u>
Total Program Expenses - Indirect			
	<u>67,549.83</u>	<u>553,290.03</u>	<u>445,701.28</u>
Total Program Expenses			
	<u>(59,839.63)</u>	<u>(241,307.42)</u>	<u>(121,768.79)</u>
Net Program Revenue/Expense			
Change in Net Assets Without Restrictions	<u>\$ 18,106.07</u>	<u>\$ 89,168.34</u>	<u>\$ 193,187.97</u>

NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES
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SUPPLEMENTARY INFORMATION

West Fargo Hockey Association, Inc.

Summary Schedule of Activities and Budget Remaining - Blarney Stone
For the Month Ended January 31, 2020 and Seven Months Ended January 31, 2020 and 2019

	Jan 2020	July-Jan '20	July-Jan '19	Annual Budget	Budget Remaining
Net Gaming Proceeds					
Blackjack & Paddlewheel	\$ 0.00	\$ 4,426.00	\$ 0.00	\$ 8,000.00	\$ 3,574.00
Etabs	7,138.50	29,633.25	0.00	40,000.00	10,366.75
Pulltabs	<u>1,670.00</u>	<u>12,786.00</u>	<u>0.00</u>	<u>70,000.00</u>	<u>57,214.00</u>
 Total Net Gaming Proceeds	 <u>8,808.50</u>	 <u>46,845.25</u>	 <u>0.00</u>	 <u>118,000.00</u>	 <u>71,154.75</u>
 Gaming Expenses - Direct					
Etab Expense	1,329.82	7,133.66	0.00	7,500.00	366.34
Gaming Licenses & Fees	0.00	0.00	0.00	150.00	150.00
Gaming Tax	477.93	5,442.62	0.00	2,700.00	(2,742.62)
Gaming Supplies	0.00	72.57	0.00	7,500.00	7,427.43
Miscellaneous - Gaming	0.00	438.16	0.00	0.00	(438.16)
Payroll Taxes - Gaming	356.92	2,640.57	0.00	16,600.00	13,959.43
Pull Tabs Expense	0.00	61.96	0.00	0.00	(61.96)
Rent - Gaming	300.00	2,100.00	0.00	3,600.00	1,500.00
Security	180.32	1,328.82	0.00	2,050.00	721.18
State of ND Gaming Stamp	0.00	19.60	0.00	0.00	(19.60)
Wages-Gaming	<u>1,090.50</u>	<u>7,899.93</u>	<u>0.00</u>	<u>15,400.00</u>	<u>7,500.07</u>
 Total Gaming Expenses - Direct	 <u>3,735.49</u>	 <u>27,137.89</u>	 <u>0.00</u>	 <u>55,500.00</u>	 <u>28,362.11</u>
 Net Gaming Revenue/Expense	 <u>\$ 5,073.01</u>	 <u>\$ 19,707.36</u>	 <u>\$ 0.00</u>	 <u>\$ 62,500.00</u>	 <u>\$ 42,792.64</u>

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West Fargo Hockey Association, Inc.

Summary Schedule of Activities and Budget Remaining - Brewtus Brickhouse
For the Month Ended January 31, 2020 and Seven Months Ended January 31, 2020 and 2019

	Jan 2020	July-Jan '20	July-Jan '19	Annual Budget	Budget Remaining
Net Gaming Proceeds					
Blackjack & Paddlewheel	\$ 5,794.00	\$ 56,486.00	\$ 60,182.00	\$ 98,500.00	\$ 42,014.00
Pulltabs	6,608.00	34,018.00	40,292.00	76,000.00	41,982.00
Other Raffles	0.00	0.00	20,920.00	0.00	0.00
Winter Raffle Proceeds	0.00	0.00	115,120.00	195,500.00	195,500.00
Winter Raffle Expenses	<u>0.00</u>	<u>(1,649.10)</u>	<u>(27,439.65)</u>	<u>(55,000.00)</u>	<u>(53,350.90)</u>
 Total Net Gaming Proceeds	 <u>12,402.00</u>	 <u>88,854.90</u>	 <u>209,074.35</u>	 <u>315,000.00</u>	 <u>226,145.10</u>
 Gaming Expenses - Direct					
Gaming Tax	464.56	9,970.93	7,975.68	21,300.00	11,329.07
Gaming Supplies	0.00	67.73	5,316.39	8,400.00	8,332.27
Payroll Taxes - Gaming	847.52	6,047.80	4,511.99	8,900.00	2,852.20
Pull Tabs Expense	0.00	2,009.00	0.00	0.00	(2,009.00)
Rent - Gaming	675.00	4,725.00	4,725.00	8,100.00	3,375.00
Security	412.16	2,649.66	2,225.00	4,750.00	2,100.34
State of ND Gaming Stamp	0.00	24.15	0.00	150.00	125.85
Wages - Gaming	<u>2,585.28</u>	<u>17,629.77</u>	<u>19,004.38</u>	<u>31,450.00</u>	<u>13,820.23</u>
 Total Gaming Expenses - Direct	 <u>4,984.52</u>	 <u>43,124.04</u>	 <u>43,758.44</u>	 <u>83,050.00</u>	 <u>39,925.96</u>
 Net Gaming Revenue/Expense	 <u>\$ 7,417.48</u>	 <u>\$ 45,730.86</u>	 <u>\$ 165,315.91</u>	 <u>\$ 231,950.00</u>	 <u>\$ 186,219.14</u>

NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES
AND THE STATEMENTS OF CASH FLOWS ARE OMITTED.

West Fargo Hockey Association, Inc.
Summary Schedule of Activities and Budget Remaining - Fort NokS
For the Month Ended January 31, 2020 and Seven Months Ended January 31, 2020 and 20198

	Jan 2020	July-Jan '20	July-Jan '19	Annual Budget	Budget Remaining
Net Gaming Proceeds					
Blackjack & Paddlewheel	\$ 5,285.00	\$ 42,282.50	\$ 29,700.50	\$ 51,000.00	\$ 8,717.50
Pull Tabs	<u>306.00</u>	<u>9,800.00</u>	<u>15,111.00</u>	<u>32,000.00</u>	<u>22,200.00</u>
Total Net Gaming Proceeds	<u>5,591.00</u>	<u>52,082.50</u>	<u>44,811.50</u>	<u>83,000.00</u>	<u>30,917.50</u>
Gaming Expenses - Direct					
Gaming Tax	213.52	6,089.06	4,161.68	7,925.00	1,835.94
Gaming Supplies	0.00	43.54	1,681.77	3,050.00	3,006.46
Payroll Taxes - Gaming	526.63	4,089.14	2,897.50	5,870.00	1,780.86
Pull Tabs Expense	0.00	422.59	0.00	0.00	(422.59)
Rent - Gaming	475.00	3,325.00	3,325.00	5,700.00	2,375.00
Security	167.44	1,154.94	1,414.50	2,700.00	1,545.06
State of ND Gaming Stamp	0.00	15.40	0.00	150.00	134.60
Wages - Gaming	<u>1,770.97</u>	<u>12,239.85</u>	<u>12,488.63</u>	<u>21,125.00</u>	<u>8,885.15</u>
Total Gaming Expenses - Direct	<u>3,153.56</u>	<u>27,379.52</u>	<u>25,969.08</u>	<u>46,520.00</u>	<u>19,140.48</u>
Net Gaming Revenue/Expense	<u>\$ 2,437.44</u>	<u>\$ 24,702.98</u>	<u>\$ 18,842.42</u>	<u>\$ 36,480.00</u>	<u>\$ 11,777.02</u>

NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES
AND THE STATEMENTS OF CASH FLOWS ARE OMITTED.

West Fargo Hockey Association, Inc.

Summary Schedule of Activities and Budget Remaining - Kindred Spirits Lounge
For the Month Ended January 31, 2020 and Seven Months Ended January 31, 2020 and 2019

	Jan 2020	July-Jan '20	July-Jan '19	Annual Budget	Budget Remaining
Net Gaming Proceeds					
Blackjack & Paddlewheel	\$ 0.00	\$ 3,233.00	\$ 1,057.00	\$ 5,000.00	\$ 1,767.00
Etabs	2,559.00	20,102.50	0.00	40,000.00	19,897.50
Meat Raffle Receipts	120.00	600.00	0.00	0.00	(600.00)
Meat Raffle Prizes	(274.74)	(274.74)	0.00	0.00	274.74
Pull Tabs	1,030.00	5,007.00	5,228.00	5,000.00	(7.00)
Other Raffles	<u>0.00</u>	<u>0.00</u>	<u>3,201.20</u>	<u>0.00</u>	<u>0.00</u>
 Total Net Gaming Proceeds	 <u>3,434.26</u>	 <u>28,667.76</u>	 <u>9,486.20</u>	 <u>50,000.00</u>	 <u>21,332.24</u>
Gaming Expenses - Direct					
Etab Expense	372.17	4,263.23	0.00	7,300.00	3,036.77
Gaming Licenses & Fees	0.00	0.00	0.00	150.00	150.00
Gaming Tax	135.21	2,937.25	1,100.00	3,015.00	77.75
Gaming Supplies	0.00	65.04	351.69	1,700.00	1,634.96
Payroll Taxes - Gaming	140.82	1,300.65	1,631.65	3,030.00	1,729.35
Pull Tabs Expense	0.00	7.40	0.00	0.00	(7.40)
Rent - Gaming	500.00	3,425.00	3,325.00	9,300.00	5,875.00
Security	96.34	789.34	753.00	1,475.00	685.66
State of ND Gaming Stamp	0.00	18.90	0.00	0.00	(18.90)
Wages - Gaming	<u>278.55</u>	<u>4,045.78</u>	<u>6,968.24</u>	<u>7,000.00</u>	<u>2,954.22</u>
 Total Gaming Expenses - Direct	 <u>1,523.09</u>	 <u>16,852.59</u>	 <u>14,129.58</u>	 <u>32,970.00</u>	 <u>16,117.41</u>
 Net Gaming Revenue/Expense	 <u>\$ 1,911.17</u>	 <u>\$ 11,815.17</u>	 <u>\$ (4,643.38)</u>	 <u>\$ 17,030.00</u>	 <u>\$ 5,214.83</u>

NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES
AND THE STATEMENTS OF CASH FLOWS ARE OMITTED.

West Fargo Hockey Association, Inc.

Summary Schedule of Activities and Budget Remaining - M J Saloon

For the Month Ended January 31, 2020 and Seven Months Ended January 31, 2020 and 2019

	Jan 2020	July-Jan '20	July-Jan '19	Annual Budget	Budget Remaining
Net Gaming Proceeds					
Prize Boards	\$ 62.00	\$ 2,105.00	\$ 0.00	\$ 0.00	\$ (2,105.00)
Bingo	8,414.00	61,586.00	59,375.00	130,000.00	68,414.00
Blackjack & Paddlewheel	5,185.00	17,082.00	30,280.00	50,000.00	32,918.00
Daubers	613.00	2,639.30	3,126.77	4,500.00	1,860.70
Etabs	35,943.25	187,705.75	0.00	80,000.00	(107,705.75)
Other Raffles	0.00	0.00	1,127.65	0.00	0.00
Pull tabs	5,968.00	40,718.25	153,674.55	200,000.00	159,281.75
Poker	3,885.00	3,885.00	0.00	3,700.00	(185.00)
Other Gaming Income	<u>0.00</u>	<u>20.00</u>	<u>0.00</u>	<u>0.00</u>	<u>(20.00)</u>
Total Net Gaming Proceeds	<u>60,070.25</u>	<u>315,741.30</u>	<u>247,583.97</u>	<u>468,200.00</u>	<u>152,458.70</u>
Gaming Expenses - Direct					
Prize Board Prizes	0.00	1,612.50	0.00	0.00	(1,612.50)
Bingo Cards	1,176.98	6,788.18	0.00	0.00	(6,788.18)
Etab Expense	7,698.01	44,506.28	0.00	20,625.00	(23,881.28)
Gaming Tax	3,551.48	35,392.57	27,309.00	53,300.00	17,907.43
Gaming Supplies	224.43	2,159.81	19,504.70	42,500.00	40,340.19
Miscellaneous - Gaming	0.00	215.98	157.48	0.00	(215.98)
Payroll Taxes - Gaming	1,853.82	13,125.19	15,592.78	28,200.00	15,074.81
Pull Tabs Expense	240.80	3,221.70	0.00	0.00	(3,221.70)
Rent - Gaming	2,135.00	14,195.00	9,695.00	25,620.00	11,425.00
Security	425.00	2,798.12	2,325.00	4,650.00	1,851.88
State of ND Gaming Stamp	3.50	52.85	0.00	150.00	97.15
Wages - Gaming	<u>9,467.15</u>	<u>63,446.68</u>	<u>68,647.36</u>	<u>113,000.00</u>	<u>49,553.32</u>
Total Gaming Expenses - Direct	<u>26,776.17</u>	<u>187,514.86</u>	<u>143,231.32</u>	<u>288,045.00</u>	<u>100,530.14</u>
Net Gaming Revenue/Expense	<u>\$ 33,294.08</u>	<u>\$ 128,226.44</u>	<u>\$ 104,352.65</u>	<u>\$ 180,155.00</u>	<u>\$ 51,928.56</u>

NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES
AND THE STATEMENTS OF CASH FLOWS ARE OMITTED.

West Fargo Hockey Association, Inc.

Summary Schedule of Activities and Budget Remaining - Pub West

For the Month Ended January 31, 2020 and Seven Months Ended January 31, 2020 and 2019

	Jan 2020	July-Jan '20	July-Jan '19	Annual Budget	Budget Remaining
Net Gaming Proceeds					
Blackjack & Paddlewheel	\$ 6,483.00	\$ 37,988.00	\$ 31,932.00	\$ 47,000.00	\$ 9,012.00
Etabs	12,752.00	100,591.00	0.00	41,000.00	(59,591.00)
Meat Raffle Receipts	1,980.00	9,640.00	0.00	17,000.00	7,360.00
Meat Raffle Expense	(648.07)	(5,004.46)	0.00	(5,600.00)	(595.54)
Pull Tabs	3,829.00	22,588.00	75,778.00	100,000.00	77,412.00
Other Raffles	<u>0.00</u>	<u>0.00</u>	<u>5,361.42</u>	<u>0.00</u>	<u>0.00</u>
Total Net Gaming Proceeds	<u>24,395.93</u>	<u>165,802.54</u>	<u>113,071.42</u>	<u>199,400.00</u>	<u>33,597.46</u>
Gaming Expenses - Direct					
Etab Expense	3,980.95	26,565.12	0.00	7,500.00	(19,065.12)
Gaming Tax	1,189.34	18,851.18	9,841.32	20,000.00	1,148.82
Gaming Supplies	0.00	67.73	8,043.95	19,815.00	19,747.27
Misc. - Gaming	0.00	0.00	(25.00)	0.00	0.00
Payroll Taxes - Gaming	709.09	5,134.44	4,242.01	8,250.00	3,115.56
Pull Tabs Expense	0.00	562.95	0.00	0.00	(562.95)
Raffle Wheel Tickets	86.35	388.40	0.00	0.00	(388.40)
Rent - Gaming	775.00	5,425.00	5,425.00	12,900.00	7,475.00
Security	360.64	2,572.27	1,900.00	4,075.00	1,502.73
State of ND Gaming Stamp	0.00	30.10	0.00	150.00	119.90
Wages - Gaming	<u>2,240.51</u>	<u>15,179.07</u>	<u>17,845.16</u>	<u>29,235.00</u>	<u>14,055.93</u>
Total Gaming Expenses - Direct	<u>9,341.88</u>	<u>74,776.26</u>	<u>47,272.44</u>	<u>101,925.00</u>	<u>27,148.74</u>
Net Gaming Revenue/Expense	<u>\$ 15,054.05</u>	<u>\$ 91,026.28</u>	<u>\$ 65,798.98</u>	<u>\$ 97,475.00</u>	<u>\$ 6,448.72</u>

NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES
AND THE STATEMENTS OF CASH FLOWS ARE OMITTED.

West Fargo Hockey Association, Inc.
Summary Schedule of Activities and Budget Remaining - Rookies
For the Month Ended January 31, 2020 and Seven Months Ended January 31, 2020 and 2019

	Jan 2020	July-Jan '20	July-Jan '19	Annual Budget	Budget Remaining
Net Gaming Proceeds					
Blackjack & Paddlewheel	\$ 5,875.00	\$ 37,143.00	\$ 16,779.00	\$ 38,000.00	\$ 857.00
Etabs	29,788.50	142,753.25	0.00	65,000.00	(77,753.25)
Pull Tabs	<u>6,089.00</u>	<u>34,367.00</u>	<u>97,146.05</u>	<u>140,000.00</u>	<u>105,633.00</u>
Total Net Gaming Proceeds	<u>41,752.50</u>	<u>214,263.25</u>	<u>113,925.05</u>	<u>243,000.00</u>	<u>28,736.75</u>
Gaming Expenses - Direct					
Etab Expense	5,323.76	38,485.45	0.00	20,000.00	(18,485.45)
Gaming Tax	2,490.28	23,703.14	12,582.00	27,500.00	3,796.86
Gaming Supplies	0.00	783.69	12,545.81	24,500.00	23,716.31
Payroll Taxes - Gaming	802.15	5,635.84	4,085.45	8,300.00	2,664.16
Pull Tabs Expense	0.00	1,629.88	0.00	0.00	(1,629.88)
Rent - Gaming	1,000.00	6,725.00	5,425.00	14,100.00	7,375.00
Security	386.40	2,818.15	1,875.00	4,075.00	1,256.85
State of ND Gaming Stamp	0.00	40.60	0.00	150.00	109.40
Wages - Gaming	<u>2,279.17</u>	<u>16,478.53</u>	<u>17,347.25</u>	<u>29,500.00</u>	<u>13,021.47</u>
Total Gaming Expenses - Direct	<u>12,281.76</u>	<u>96,300.28</u>	<u>53,860.51</u>	<u>128,125.00</u>	<u>31,824.72</u>
Net Gaming Revenue/Expense	<u>\$ 29,470.74</u>	<u>\$ 117,962.97</u>	<u>\$ 60,064.54</u>	<u>\$ 114,875.00</u>	<u>\$ (3,087.97)</u>

NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES
AND THE STATEMENTS OF CASH FLOWS ARE OMITTED.

West Fargo Hockey Association, Inc.

Summary Schedule of Activities and Budget Remaining - Red River Valley Fairgrounds
For the Month Ended January 31, 2020 and Seven Months Ended January 31, 2020 and 2019

	Jan 2020	July-Jan '20	July-Jan '19	Annual Budget	Budget Remaining
Net Gaming Proceeds					
Prize Boards	\$ 0.00	\$ 15,540.00	\$ 0.00	\$ 0.00	\$ (15,540.00)
Gun Raffle Receipts	0.00	166,280.00	212,600.00	240,000.00	73,720.00
Gun Raffle Prizes	0.00	(157,453.42)	(180,357.08)	(150,500.00)	6,953.42
Other Raffles	0.00	0.00	18,500.00	0.00	0.00
Pull Tabs	0.00	53.00	0.00	0.00	(53.00)
Raffle Boards - Gun Raffle	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>17,500.00</u>	<u>17,500.00</u>
Total Net Gaming Proceeds	<u>0.00</u>	<u>24,419.58</u>	<u>50,742.92</u>	<u>107,000.00</u>	<u>82,580.42</u>
Gaming Expenses - Direct					
Gaming Licenses & Fees	0.00	50.00	0.00	150.00	100.00
Gun Raffle Advertising	0.00	1,442.00	0.00	1,000.00	(442.00)
Gaming Tax	0.00	2,907.58	0.00	275.00	(2,632.58)
Gaming Supplies	0.00	17.20	0.00	0.00	(17.20)
Payroll Taxes - Gaming	0.00	66.48	0.00	0.00	(66.48)
Pull Tabs Expense	0.00	-3.00	0.00	0.00	3.00
Raffle Wheel Tickets	0.00	10.00	0.00	0.00	(10.00)
Security	0.00	245.00	0.00	0.00	(245.00)
State of ND Gaming Stamp	0.00	-7.00	0.00	0.00	7.00
Wages - Gaming	<u>0.00</u>	<u>310.05</u>	<u>0.00</u>	<u>0.00</u>	<u>(310.05)</u>
Total Gaming Expenses - Direct	<u>0.00</u>	<u>5,038.31</u>	<u>0.00</u>	<u>1,425.00</u>	<u>(3,613.31)</u>
Net Gaming Revenue/Expense	<u>\$ 0.00</u>	<u>\$ 19,381.27</u>	<u>\$ 50,742.92</u>	<u>\$ 105,575.00</u>	<u>\$ 86,193.73</u>

NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES
AND THE STATEMENTS OF CASH FLOWS ARE OMITTED.

West Fargo Hockey Association, Inc.
 Remaining Budget Analysis
 For the Seven Months Ended January 31, 2020 and 2019

	July-Jan '20	Annual Budget	Budget Remaining
Gaming Revenue/Expense			
Net Gaming Proceeds			
Prize Boards	\$ 17,645.00	\$ 0.00	\$ (17,645.00)
Bingo	61,586.00	130,000.00	68,414.00
Blackjack & Paddlewheel	198,640.50	297,500.00	98,859.50
Daubers	2,639.30	4,500.00	1,860.70
Etabs	480,785.75	266,000.00	(214,785.75)
Gun Raffle Receipts	166,280.00	240,000.00	73,720.00
Gun Raffle Prizes	(157,453.42)	(150,500.00)	6,953.42
Meat Raffle Receipts	10,240.00	17,000.00	6,760.00
Meat Raffle Prizes	(5,279.20)	(5,600.00)	(320.80)
Pull Tabs	159,337.25	623,000.00	463,662.75
Poker	3,885.00	3,700.00	(185.00)
Raffle Boards - Gun Raffle	0.00	17,500.00	17,500.00
Winter Raffle Receipts	0.00	195,500.00	195,500.00
Winter Raffle Prizes	(1,649.10)	(55,000.00)	(53,350.90)
Other Gaming Income	<u>20.00</u>	<u>0.00</u>	<u>(20.00)</u>
 Total Net Gaming Proceeds	 <u>936,677.08</u>	 <u>1,583,600.00</u>	 <u>646,922.92</u>
 Gaming Expenses - Direct			
Prize Board Prizes	1,612.50	0.00	(1,612.50)
Bingo Cards	6,788.18	0.00	(6,788.18)
Etab Expense	120,925.11	62,925.00	(58,000.11)
Gaming Licenses & Fees	50.00	1,200.00	1,150.00
Gaming Tax	105,294.33	136,015.00	30,720.67
Gaming Supplies	3,277.31	107,465.00	104,187.69
Gun Raffle Advertising	1,442.00	1,000.00	(442.00)
Miscellaneous - Gaming	654.14	0.00	(654.14)
Payroll Taxes - Gaming	38,040.11	79,150.00	41,109.89
Pull Tabs Expense	7,941.11	0.00	(7,941.11)
Raffle Wheel Tickets	398.40	0.00	(398.40)
Rent - Gaming	39,920.00	79,320.00	39,400.00
Security	14,356.30	23,775.00	9,418.70
State of ND Gaming Stamp	194.60	0.00	(194.60)
Wages - Gaming	<u>137,229.66</u>	<u>246,710.00</u>	<u>109,480.34</u>
 Total Gaming Expenses - Direct	 <u>478,123.75</u>	 <u>737,560.00</u>	 <u>259,436.25</u>

NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES
 AND THE STATEMENTS OF CASH FLOWS ARE OMITTED.

West Fargo Hockey Association, Inc.
 Remaining Budget Analysis
 For the Seven Months Ended January 31, 2020 and 2019

	July-Jan '20	Budget	Remaining
Gaming Expenses - Indirect			
Accounting - Gaming	10,646.87	13,500.00	2,853.13
Background Checks - Gaming	165.00	300.00	135.00
Bank Service Charges - Gaming	2.25	0.00	(2.25)
Copier Lease - Gaming	0.00	1,300.00	1,300.00
Depreciation - Gaming	1,552.28	11,000.00	9,447.72
Health Insurance - Gaming	6,563.59	27,000.00	20,436.41
Insurance	6,872.76	7,700.00	827.24
Insurance - Workers Comp	394.00	2,000.00	1,606.00
Miscellaneous (Shared) - Gaming	1,650.96	5,000.00	3,349.04
Office Fit-up	220.60	0.00	(220.60)
Office Furniture	162.01	0.00	(162.01)
Office Rent - Gaming	5,235.00	9,300.00	4,065.00
Office Supplies/Postage - Gamin	2,379.48	2,000.00	(379.48)
Office Telephone/Data - Gaming	1,834.43	2,550.00	715.57
Payroll Tax - Manager & Office	7,520.78	14,300.00	6,779.22
Repairs & Maintenance - Gaming	41.10	3,000.00	2,958.90
Software	1,418.57	2,000.00	581.43
Uniforms	1,496.10	5,000.00	3,503.90
Wages - Manager & Office	73,229.19	115,000.00	41,770.81
Wages - Vacation, Train, Count	6,692.60	7,500.00	807.40
	<u>128,077.57</u>	<u>228,450.00</u>	<u>100,372.43</u>
Total Gaming Expenses - Indirect			
	<u>606,201.32</u>	<u>966,010.00</u>	<u>359,808.68</u>
Total Gaming Expenses			
Net Gaming Revenue	<u>330,475.76</u>	<u>617,590.00</u>	<u>287,114.24</u>

NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES
 AND THE STATEMENTS OF CASH FLOWS ARE OMITTED.

West Fargo Hockey Association, Inc.
Remaining Budget Analysis
For the Seven Months Ended January 31, 2020 and 2019

	July-Jan '20	Budget	Remaining
Program Revenue			
Charitable Contributions	5,699.98	0.00	(5,699.98)
Advertising Sales			
Bad Debt Expense	(5,280.00)	(3,800.00)	1,480.00
Bad Debt Recovery	0.00	2,000.00	2,000.00
Dasherboards	18,300.00	8,000.00	(10,300.00)
Sponsorships	0.00	1,000.00	1,000.00
Wallboards	1,000.00	0.00	(1,000.00)
Advertising Sales - Other	(150.00)	0.00	150.00
Total Advertising Sales	<u>13,870.00</u>	<u>7,200.00</u>	<u>(6,670.00)</u>
Apparel Sales Receipts	4,203.00	5,000.00	797.00
Apparel Sales Expenses	(300.00)	0.00	300.00
Contributions/Kickback Income	1,869.44	10,000.00	8,130.56
Dibs Income	360.00	10,000.00	9,640.00
1st Time Player Registration	0.00	(12,000.00)	(12,000.00)
Hockey Camp Registration			
Checking Camp	2,340.00	0.00	(2,340.00)
3 vs. 3 League Camp	6,900.00	0.00	(6,900.00)
Youth Stampede Fall Camp	10,547.55	0.00	(10,547.55)
Girls Stampede Fall Camp	2,160.00	0.00	(2,160.00)
Intro to Hockey Camp	5,680.00	0.00	(5,680.00)
Mite Skating and Skills	650.00	0.00	(650.00)
Stampede Summer Camps	2,950.00	0.00	(2,950.00)
Total Hockey Camp Registration	<u>31,227.55</u>	<u>43,800.00</u>	<u>12,572.45</u>
Hockey Registration			
Recreation League	2,087.25	0.00	(2,087.25)
Regular Season	249,906.01	248,000.00	(1,906.01)
Total Hockey Registration	<u>251,993.26</u>	<u>248,000.00</u>	<u>(3,993.26)</u>
Hockey Tryouts	2,560.00	0.00	(2,560.00)
Ice Time	(120.00)	15,000.00	15,120.00
Interest Receipts	39.63	0.00	(39.63)
Pins - Hockey Income	13,981.76	0.00	(13,981.76)
Hockey Pins Expense-Tourney	(15,517.51)	1,600.00	17,117.51
Skating Treadmill Income	1,069.50	1,200.00	130.50
Skating Treadmill Expenses	(954.00)	(1,080.00)	(126.00)
Special Event Receipts	2,000.00	0.00	(2,000.00)
Tournament Income			
State Tournament	0.00	10,200.00	10,200.00
Total Tournament Income	<u>0.00</u>	<u>10,200.00</u>	<u>10,200.00</u>
Total Program Revenue	<u>311,982.61</u>	<u>295,120.00</u>	<u>(16,862.61)</u>

NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES
AND THE STATEMENTS OF CASH FLOWS ARE OMITTED.

West Fargo Hockey Association, Inc.
Remaining Budget Analysis
For the Seven Months Ended January 31, 2020 and 2019

	July-Jan '20	Budget	Remaining
Program Expenses - Direct			
Training Camp Expenses	2,500.00	0.00	(2,500.00)
Equipment	9,927.82	0.00	(9,927.82)
Advertising - Hockey	7,687.51	5,000.00	(2,687.51)
Apparel - Hockey	49,902.59	3,000.00	(46,902.59)
Coaches			
Payroll Taxes - Coaches	3,001.63	0.00	(3,001.63)
Wages - Coaches	39,618.36	50,000.00	10,381.64
Coaches Travel & Expense	16,542.92	45,000.00	28,457.08
Total Coaches	<u>59,162.91</u>	<u>95,000.00</u>	<u>35,837.09</u>
Coordinators	0.00	11,000.00	11,000.00
Depreciation - Hockey	18,342.00	30,000.00	11,658.00
Evaluators	2,575.92	6,000.00	3,424.08
Grow the Game/Back to School	0.00	3,000.00	3,000.00
Health Insurance - Hockey	4,239.95	5,700.00	1,460.05
Ice Time Expense	206,735.00	250,000.00	43,265.00
Merchant Deposit Fees	229.82	1,000.00	770.18
Miscellaneous - Hockey	560.59	0.00	(560.59)
Misc. Membership/Recruitment	0.00	2,000.00	2,000.00
New Jerseys	0.00	33,000.00	33,000.00
Officials	21,902.50	26,000.00	4,097.50
Officials/Misc-Tournament Hosting	0.00	2,500.00	2,500.00
Participation Gifts	0.00	1,500.00	1,500.00
Payroll Taxes - Hockey	0.00	15,000.00	15,000.00
Positive Coaching Alliance	0.00	4,000.00	4,000.00
Registration	61.00	18,000.00	17,939.00
Special Events	1,594.28	0.00	(1,594.28)
Staff Development	3,335.00	0.00	(3,335.00)
Supplies - Hockey	1,265.81	8,000.00	6,734.19
Tournament Entry Fees	41,816.16	90,000.00	48,183.84
Tournaments - State Entries	0.00	5,000.00	5,000.00
Tournament Expenses	10,090.00	0.00	(10,090.00)
Travel Expenses - Hockey Director	0.00	2,000.00	2,000.00
USA Hockey & NDAHA	1,916.00	800.00	(1,116.00)
Bonus - Hockey Director	500.00	0.00	(500.00)
Wages - Hockey Director	50,206.03	85,000.00	34,793.97
Total Program Expenses - Direct	<u>494,550.89</u>	<u>702,500.00</u>	<u>207,949.11</u>

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West Fargo Hockey Association, Inc.
 Remaining Budget Analysis
 For the Seven Months Ended January 31, 2020 and 2019

	July-Jan '20	Budget	Remaining
Program Expenses - Indirect			
Computer - Hockey	127.72	0.00	(127.72)
Copier/Printing- Hockey	458.43	650.00	191.57
Facilities Expenses	910.70	0.00	(910.70)
Insurance	394.00	2,200.00	1,806.00
Insurance-Workers Comp	0.00	2,000.00	2,000.00
Meeting Expenses	0.00	500.00	500.00
Miscellaneous	0.00	2,000.00	2,000.00
Office Fit-up	162.01	0.00	(162.01)
Office Furniture	220.60	0.00	(220.60)
Office Rent - Hockey	4,715.00	9,300.00	4,585.00
Office Supplies/Postage - Hockey	2,402.90	1,500.00	(902.90)
Payroll Taxes - Office Staff	6,406.27	0.00	(6,406.27)
Professional Fees - Hockey	3,865.97	5,000.00	1,134.03
Software	3,508.88	1,000.00	(2,508.88)
Sports Engine Processing Fees	8,872.64	0.00	(8,872.64)
Telephone/Data - Hockey	1,271.72	2,550.00	1,278.28
Wages - Business Manager	25,422.30	41,250.00	15,827.70
Total Program Expenses - Indirect	<u>58,739.14</u>	<u>67,950.00</u>	<u>9,210.86</u>
Total Program Expenses	<u>553,290.03</u>	<u>770,450.00</u>	<u>217,159.97</u>
Net Program Revenue/Expense	<u>(241,307.42)</u>	<u>(475,330.00)</u>	<u>(234,022.58)</u>
Change in Net Assets	<u>\$ 89,168.34</u>	<u>\$ 142,260.00</u>	<u>\$ 53,091.66</u>

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