

West Fargo Hockey Association Board Meeting

Board Meeting Minutes: Monday, February 18, 2019

6:00 PM West Fargo Sports Arena, West Fargo, ND

Board Members:

Present: Brad Saville, Brent Kuehne, David Chapman, Jessi Kuhn, Joel Honeyman, Josh Benson, Rob Otterson, Shana Wilson, Corey Moos, Anthony Houkom

Absent: Eric Nelson, Drew Likness, Ryan Endres

Quorum present? Yes

Others Present:

Gaming Manager: Jason Campbell

Hockey Director: Jason Gregoire

Office Manager: Julie Fraser

Others: Kristen Cigelske, Jason Wright

PROCEEDINGS:

· **Meeting called to order** at 6:00 p.m. by Executive Vice President, Joel Honeyman.

· **Minutes Approved** Motion made by Josh Benson to approve the January 21, 2018 minutes. Seconded by Brent Kuehne. Approved by all and passed without dissent.

Executive Vice-Presidents Report

Joel Honeyman

Web/Email Updates

Honeyman reported the planned transition to Microsoft based support (email, cloud, etc.) is still on-track.

Annual Meeting

Honeyman will be pulling together content for the 2019 Membership Annual Meeting, held on Monday, April 1, 2019 and has asked Wilson to locate prior agendas, PowerPoints, etc. as a reference.

Financial Report

Josh Benson

Financial Reporting

October

October is a restated financial, with the transition in October from Elliot to Fieberger, Swanson & West, we essentially had two sets of live data which is never efficient and bound for errors. The financials are still a work in progress from a reporting standpoint.

November

Balance Sheet: We have \$700,000 in cash (\$670,000 of it is Hockey Funds) at the end of Nov. compared to 617K from last year. Appears that is because of the Gun Raffle and saved expenses.

Hockey

No real income as registration in November was minimal. The big difference here was in the expenses as ice was \$5,740 this year versus \$60,000 in 2017, but unsure if the expense was accrued or actual cash expenditure from last year. Coaching expenses were half the cost this year compared to last year. We do have the added expenses in November for the evaluators of \$3,530. Hockey Supplies were significantly down with \$5,140 spent in 2018 versus \$7,000 in 2017. Hockey Support expenses were significantly higher this year compared to last year, as we have more support staff in the Hockey Director and Office Manager. Overall, we had a loss of \$18,000 this year compared to \$71,000 last year.

Gaming

Total Gaming Income for November was \$17,700 versus \$26,000 in 2017. Year to date Total Gaming Income is \$166,000. Benson presented a site-by-site comparison for November. Overall we are down \$9,638.98 from last year in November across all sites, not accounting for Support Expense Allocation (cost of employees). When Allocating the Support Expense we lost money at Brewtus Brickhouse, Fort Noks, and Kindred. Fort Noks and Kindred seems to be a trend, but Brewtus needs to be researched more and will present once the data is available.

December

Balance Sheet: We have \$639,000 in cash (\$550,000 of it is Hockey Funds) at the end of Dec. compared to \$504,000 from last year.

Hockey

There was no negative registration expense as in December of 2017, which is an improvement. Ice expense same as November. We spent \$26,000 in ice compared to \$59,000. Again, not sure if it was accrued ice last year or if that was spent in cash. We did have a \$103,000 ice expense in January that covers ice during Nov. and Dec. Coaching wages were about half of last year but travel expenses were close to double last years. Overall our Hockey loss for Dec. was \$91,500 compared to \$137,700 from last year.

Gaming

Total Gaming Income was -\$11,365.90, which suggests an error as we have a winter raffle expense of \$23,500 with no corresponding raffle income. I would believe our Gaming income is actually \$12,143.24. Last December was -\$9,799.23 and year to date is \$155K. Benson again presented a site-by-site comparison for December. Overall it appears to be December was back on track for most sites. Brewtus had profit of \$11,000 with net profit of \$6,595.30. Fort Noks and Kindred continue to lose money. Rookies in December also shows a loss.

Honeyman asked Gaming Manager, Jason Campbell, to provide the board with a high level summary of two sites, Kindred Spirits & Fort Noks at an upcoming meeting. This would include an understanding of operations, financials and any recommendations he may have.

Business Operations Update**Anthony Houkom****Dasher Boards**

Houkom with Bobbi Kuehne, Julie Fraser, and Shana Wilson to review status and plan next steps. Previously, statements had been generated outside of the QuickBooks system, thus not tracked. Invoices will be generated for accounts that need to be billed and contact will be made through Kuehne or Wilson.

Business Operations Meeting

Fraser, Campbell, and Houkom have been meeting weekly to manage the daily responsibilities on the business operations side. At this point, it's more task oriented and will progress to bi-weekly meetings focusing on timelines, functions, goals, etc.

Facilities & Equipment Director Update**Brent Kuehne****WFPS Meeting**

Jason Gregoire, Josh Benson, and Kuehne met with Mark Lemer, West Fargo Public School Business Manager, and Lance Johnson, West Fargo Events, to understand the past history between WFPS and WFHA as well as working to improved relationships in the future. Kuehne had been told the \$116,163 contribution from WFHA towards the West Fargo Sports Arena was to upgrade the facility in the mechanical room, but not for equipment itself as originally misunderstood. Kuehne also is working to obtain a three year contract with WFPS and hopes to bring down ice costs as a part of that contract.

Replacement Jerseys

Kuehne provided an update to the board regarding jersey updates for the 2019-2020 season. Primary reason for exploring these options are due to a lack of goalie jerseys, increased number of players, increase in sizes, as well as need to replace due to overall wear and tear.

Two members of the association volunteered to lead the project with market evaluations, pricing, samples, etc. and continue to meet with Kuehne, Gregoire and Wilson. Kuhn stated that in the past a committee did the work and narrowed the ideas, then presented to the board for final decision. Board did discuss options to involve overall membership in the decision but ultimately the timeline in which to replace before the start of the next season would take precedent if time does not allow.

Tournament Director Update**Corey Moos****Tournaments**

Moos reported the Tournament Committee is moving forward, working on programs and pulling together brackets. NDAHA has made movements within the brackets preventing finalization of many details from occurring as well as changes in volunteer needs, ice time, etc. but his team has done a great job adjusting.

Dibs were sent out to the overall association to fill the dibs for the tournament. It was cited that our handbook states parents and guardians for the levels involved in the tournament will need to fill all dibs that go unclaimed. Moos will continue to work with his committee to manage the dibs and ensure all volunteer slots get filled.

Membership & Recruitment Director Update**David Chapman****Photo Pucks**

Chapman has ordered pucks, puck cases and photo stickers for the year-end photo pucks for each player. He already has a committee pulled together and is simply awaiting the products to come in to assemble the pucks.

Hockey Director Report**Jason Gregoire****Neckguards**

Has received much feedback about this since the Fargo player was cut last week. Seems many associations are going to mandatory. Will need to decide at board meeting in the future if we want a mandatory policy for the next season.

Kuhn suggested to Otterson we may want to start a comp piece. Honeyman states "we recommend for the rest of the year in anticipation that it will be required for the next season." ...and at the recommendation of the HD. Standard for Moorhead High School, Fargo making it mandatory for their youth next year.

Marketing & Communications Director Update**Rob Otterson****Marketing & Communications Team**

Otterson updated the board on his current Marketing & Communications team, which is made up of 9 members who are the chairperson of 9 specific areas:

- Team Chair - Girls Communications
- Team Chair - Membership & Recruitment
- Team Chair - Special Event Activities Developer
- Team Chair - Hockey Ops
- Team Chair - Fundraising & Gaming
- Team Chair - WFHA Data & Analytics
- Team Chair - High School Communication
- Team Chair - Graphic Designer
- Team Chair - Website/CMS Developer

Otterson had a member who was interested in the Website/CMS Developer role but has not been able to reconnect with this person so the position may be open and he may push a request out to the membership again.

He will email the board an organizational chart with the board members name, phone numbers and each person's responsibilities. Job descriptions will be general in the beginning and developing over time. It's his intention to carry individuals in these roles year over year if possible as supporting the association with communication will always need to be there. Otterson stated that his team meets weekly so any updates that need to be done should be addressed in a timelier manner.

Membership Survey

Annual survey requested by the board is being built and will be sent out to the board for review prior to sending to the membership. When asked, Otterson said he felt this year's survey data should be ready for the Annual Membership Meeting.

Strategy Prioritization

The strategic prioritization based off of the 2017-2018 surveys, town hall meetings and focus groups will be sent to the board in the next couple of weeks.

Promoting Events

Otterson has been asked to promote other events not related directly to WFHA and was notified that we can promote other events, groups, etc. as long as we have a disclaimer on it. It has been agreed that the only other groups we will promote at this point is the West Fargo High School events.

Compliance & SafeSport Director Update

Brad Saville

General

Saville reported that there is an increase in grievances but appear to be typical year-end frustrations.

2019 Handbook Review Expectations

Saville completed the 2018-2019 handbook review himself due to the limited timeframe, but would prefer each director will go through their particular area and make adjustments for the board to approve. He agreed to send out and manage the changes, as well as present the changes to the board prior to the 2019 season start.

Handbook: Social Media Policy

Saville reported more issues this year with parent and player behavior on social media and requested discussion with the board on recommendations for change. Otterson indicated he had started something at the beginning of the season that got put on the back burner and agreed to reengage the topic. It was agreed that the board would not create a policy but rather recommend best practices and add these to the handbook.

Fundraising & Gaming Director Update

<i>presented by Jason Campbell</i>

Eric Nelson Update Read by Jason Campbell, Gaming Manager

Center Ice

- In the final stages. DJ, bar, food have been finalized.
- Committee soliciting donations but need to be more aggressive. Asked for each board director to review donation list and contact donors they could assist with.
- Jason Campbell will provide tickets to the board members to sell for Center Ice.

Gun Raffle

- Finalizing the gun list prior to printing tickets.
- Top prize gun is still a TBD which needs to be finalized.

Winter Raffle

- Event at Brewtus Brickhouse was great! Way more members coming out on a blizzard day than expected!
- Winners have all been contacted, only a couple prizes left to be picked up.

- Prizes will be finalized earlier next year so we can get tickets out at team meetings for the 2019-2020 season.

Legislative Session

- Much going on in the legislature that impact us, primarily tax rates and competition.
- Campbell has been to Bismarck to testify on our behalf and was commended by the gaming auditor from Fargo.
- There is still time and it is still critical to contact folks you know that have influence on these measures. We need to take these measures as a serious threat! While our gaming revenue is up and so will our tax rate w/current bills.

Golf Addiction Update

- Fargo Gaming Auditor denied the request to provide gaming at Golf Addiction due to the lapse site license that occurred at the fairgrounds at our last gun raffle. This seems to have caused a perpetual probation for 2 years as Fargo does not grant a site license to any charity that has been on probation with the state.

Deep Blue Seafood Fundraising Opportunity

Jason Campbell

Campbell also presented an option for Deep Blue Seafood fundraising for our players to sell and would provide a kickback. He had received the information that day and had discussed previously with Nelson. Board agreed to notify Nelson if we agreed to proceed.

Gaming Site Evaluation

Honeyman requested Campbell present an assessment regarding two gaming sites, Kindred Spirits and Fort Noks, at the March board meeting. Campbell stated he has never seen the financials on these sites and agreed to complete as requested.

NEW BUSINESS

2018-2019 Dibs Review

Wilson provided the following data to the board as an update regarding our volunteer hours (*data pulled 2/11/2019*)

Total Dib Pool	440 Families x 10 Hours Per Family = 4400 Total Volunteer Hours
Total Dibs Available	5015 Total Hours
Super Volunteers:	70 families with over 10 dib hours totaling 714 volunteer hours
Dib Deficient:	82 families have 0 dibs claimed/completed.

Kuhn clarified that there are only a few families who received late scholarships that are required to do double dibs for the year, which are not included in this population.

Upon a review of the outstanding tasks needed to close out the season, only a few jersey collection workers would be needed for than 20 dibs total (not per person) so a push to get members to claim tournament dibs is imperative. Wilson and Otterson will continue to work together to assist Moos with this push.

Kuhn also mentioned prior board members citing “dibs for life” as well as members who feel their tasks were greater than 10 hours and requesting carry-over. Wilson clarified that the “dibs for life” cannot be

found anywhere in minutes, therefore we assume they are hearsay and do not apply. Carry-over does not apply as this is covered in the Association Handbook.

Dibs Policy Implementation

Wilson provided the board with a proposed policy to implement at the start of the next season. Wilson asked to table the approval of this policy until validation of the “dibs for life” in past minutes and further research on outstanding questions are able to be clarified.

OTHER BUSINESS

Annual Meeting

Annual meeting has been set for Monday, April 1, 2019 from 6:30 p.m. to 8:30 p.m. at the West Fargo Veteran’s Memorial Arena. Honeyman will work on the agenda, and the board requested a short application window (3/1-3/14). All board, especially outgoing directors, would meet with candidates the week of 3/18 and voting would occur the evening of 4/1/2019.

Wilson confirmed the positions open are Executive Vice President, Treasurer, Director of Membership & Recruitment, and Director of Facilities & Equipment. Wilson will connect with Otterson to get a communication piece out prior to or on 3/1.

Motion to adjourn by Chapman. Seconded by Houkom. Meeting adjourned at 7:59 pm.

Board of Directors

Jessi Kuhn, President

Drew Likness, Past President

Joel Honeyman, Executive Vice President

Josh Benson, Treasurer

Shana Wilson, Secretary

Ryan Endres, Director of Hockey Operations

Corey Moos, Director of Tournaments

Brad Saville, Director of Compliance & Safe Sport

David Chapman, 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 18, 2018 at 6 p.m.

West Fargo Hockey Association, Inc.
Statement of Financial Position
As of November 30, 2018 and 2017

	Nov 30, 18	Nov 30, 17
ASSETS		
Current Assets		
Checking/Savings		
Gaming site cash	\$ 82,524.00	\$ 69,542.00
WSB-Gaming Account	128,449.79	22,097.95
WSB-Trust Account	26,214.32	9,956.21
WSB-Club Account	306,072.35	147,006.94
WSB-Future Savings Account	157,165.66	369,053.71
FNB-Reserve Savings CC	128.89	128.89
Total Checking/Savings	700,555.01	617,785.70
Accounts Receivable		
Advertising Receivable	88,550.00	97,300.00
Allowance for bad debt	-56,350.00	-56,350.00
Total Accounts Receivable	32,200.00	40,950.00
Other Current Assets		
Prepaid rent	3,175.00	3,175.00
Gaming inventory	6,901.40	2,993.71
Total Other Current Assets	10,076.40	6,168.71
Total Current Assets	742,831.41	664,904.41
Fixed Assets		
Hockey equipment	174,746.88	173,255.83
Gaming equipment	73,257.42	62,711.29
Accumulated depreciation	-136,143.15	-83,200.21
Total Fixed Assets	111,861.15	152,766.91
TOTAL ASSETS	\$ 854,692.56	\$ 817,671.32

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.
THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.
Statement of Financial Position
As of November 30, 2018 and 2017

	Nov 30, 18	Nov 30, 17
LIABILITIES & NET ASSETS		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts payable	\$ 14,084.19	\$ 107,403.67
Total Accounts Payable	<u>14,084.19</u>	<u>107,403.67</u>
Other Current Liabilities		
Accrued wages	26,010.54	21,116.98
Accrued gaming tax	21,527.34	11,446.00
Accrued payroll taxes	2,482.84	2,149.65
Accrued sales tax	29.66	72.76
Total Other Current Liabilities	<u>50,050.38</u>	<u>34,785.39</u>
Total Current Liabilities	<u>64,134.57</u>	<u>142,189.06</u>
Total Liabilities	<u>64,134.57</u>	<u>142,189.06</u>
Net Assets		
Opening unrestricted net assets	486,240.72	586,602.90
Opening temp restrict net asset	8,442.29	11,617.28
Net Income	295,874.98	77,262.08
Total Net Assets	<u>790,557.99</u>	<u>675,482.26</u>
TOTAL LIABILITIES & NET ASSETS	<u><u>\$ 854,692.56</u></u>	<u><u>\$ 817,671.32</u></u>

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.
THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.

Statement of Activities

For the Months Ending November 30, 2018 and 2017 and the Five Months Ending November 30, 2018

	Nov 18	Nov 17	Jul - Nov 18
Gaming Income			
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 59,351.50	\$ 37,420.00	\$ 234,466.35
Blackjack & paddlewheel	12,401.00	44,619.00	120,023.00
Bingo	5,283.00	12,736.00	37,137.00
Daubers	413.00	386.05	2,216.80
Raffles	1,560.00	660.00	30,369.49
Other Raffles	0.00	0.00	18,000.00
Gun raffle receipts	0.00	0.00	213,100.00
Gun raffle expenses	-1,100.00	0.00	-180,357.08
Winter/Fall raffle income	400.00	0.00	400.00
Winter/Fall raffle expenses	0.00	-1,634.60	0.00
Total Net Gaming Proceeds	78,308.50	94,186.45	475,355.56
Gaming costs of sales			
Gaming Tax	10,763.67	6,448.00	41,406.34
Wages - gaming	17,478.64	23,806.67	101,234.06
Payroll taxes-other	2,955.48	6,572.84	23,244.43
Security-gaming	1,558.00	1,506.30	8,934.50
Gaming Supplies	0.00	5,606.24	17,107.31
Rent - gaming	4,560.00	5,210.00	22,800.00
Miscellaneous-gaming	0.00	-1,798.48	132.48
Returned customer checks	0.00	-50.00	0.00
Gaming costs of sales - Other	0.00	-36.00	0.00
Total Gaming costs of sales	37,315.79	47,265.57	214,859.12
Gaming Gross Profit	40,992.71	46,920.88	260,496.44
Gaming support expenses			
Miscellaneous	0.00	0.00	3,191.10
Wages - manager and office	10,187.09	14,983.54	53,563.08
Payroll tax - manager & office	1,671.87	0.00	7,840.01
Health Insurance-gaming	1,235.45	2,198.66	6,623.95
Office rent - gaming	585.00	0.00	2,925.00
Copier lease	0.00	141.00	559.76
Depreciation expense-gaming	930.91	500.00	4,654.53
Office telephone - gaming	204.85	93.88	1,014.82
Office supplies-postage-gaming	192.07	582.50	591.59
Accounting-gaming	8,264.63	2,286.00	12,751.88
Bank service charges	0.00	80.75	149.65
Total Gaming support expenses	23,271.87	20,866.33	93,865.37
Other Gaming Expenditures			
Interest expense-gaming	0.00	21.31	0.00
Total Other Gaming Expenditures	0.00	21.31	0.00
Total Gaming Income	17,720.84	26,033.24	166,631.07

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.

THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.

Statement of Activities

For the Months Ending November 30, 2018 and 2017 and the Five Months Ending November 30, 2018

	Nov 18	Nov 17	Jul - Nov 18
Net Hockey Income			
Hockey revenue			
Hockey registration income			
Regular Season	2,459.39	36.70	246,772.42
Total Hockey registration income	2,459.39	36.70	246,772.42
Hockey camp registration			
3 vs. 3 League camp income	0.00	0.00	4,169.65
Playmakers Fall camp income	0.00	400.00	32,775.28
Playmakers Summer camp income	0.00	0.00	6,491.25
Stampede Goalie camp income	0.00	0.00	960.00
Total Hockey camp registration	0.00	400.00	44,396.18
Tournament income			
Stampede Squirt tourney income	0.00	800.00	0.00
Total Tournament income	0.00	800.00	0.00
Ice time income	0.00	4,215.00	0.00
Equipment income	57.10	0.00	57.10
Advertising Sales	12,000.00	0.00	14,175.00
Contributions income	0.00	1,600.00	4,005.00
Miscellaneous income	326.00	0.00	326.00
Interest income	0.00	0.00	19.80
Advertising income	-1,500.00	0.00	-2,250.00
Apparel sales income	50.00	2,900.88	50.00
Total Hockey revenue	13,392.49	9,952.58	307,551.50
Costs of hockey			
Registration expense	2,147.72	3,283.10	14,914.13
Tournament Entry Fees	0.00	0.00	33,150.87
Tournament expense			
State tournament expense	0.00	1,650.00	0.00
Tournament expense - Other	0.00	1,547.68	600.00
Tournament expense	0.00	3,197.68	600.00
Ice time expense	5,740.00	60,555.00	16,450.00
Center Ice Celebration expense	0.00	396.00	0.00
Special event expense	134.78	0.00	134.78
Coaches			
Wages - Coaches	10,270.00	20,216.67	52,078.36
Coaches travel and expenses	0.00	1,484.12	547.67
Payroll taxes-hockey	480.85	2,158.14	4,192.33
Health insurance-hockey	0.00	323.66	0.00
Total Coaches	10,750.85	24,182.59	56,818.36
Officials	4,407.80	0.00	4,804.60
U S A Hockey & NDAHA	0.00	50.00	50.00
Schedulers/Coordinators	0.00	3,900.00	0.00
Evaluator Expense	3,530.00	0.00	3,530.00
Supplies-hockey	5.14	7,021.22	4,606.79
Miscellaneous-hockey	64.32	268.42	1,984.16
Advertising-hockey	0.00	370.88	721.00

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.

THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.

Statement of Activities

For the Months Ending November 30, 2018 and 2017 and the Five Months Ending November 30, 2018

	Nov 18	Nov 17	Jul - Nov 18
Apparel expense	0.00	0.00	216.00
Equipment repairs-hockey	0.00	125.00	0.00
Depreciation expense-hockey	2,800.95	1,100.00	14,004.74
Total Costs of hockey	<u>29,581.56</u>	<u>104,449.89</u>	<u>151,985.43</u>
Hockey Gross Profit	<u>-16,189.07</u>	<u>-94,497.31</u>	<u>155,566.07</u>
Hockey support expenses			
Payroll Taxes - Office Staff	43.03	0.00	43.03
Computer Expense-hockey	0.00	0.00	203.66
Wages - Business Manager	16,625.01	1,975.00	20,575.01
Office rent - hockey	65.00	0.00	325.00
Office supplies-postage-hockey	316.92	470.30	1,664.75
Copier-printing expense-hockey	169.99	23.95	265.79
Telephone-hockey	0.00	-38.47	0.00
Professional fees-hockey	2,754.87	801.95	4,770.92
Bank service charge-hockey	32.00	0.00	32.00
Interest expense-hockey	0.00	29.11	0.00
Total Hockey support expenses	<u>20,006.82</u>	<u>3,261.84</u>	<u>27,880.16</u>
Net Hockey Income	<u>(36,195.89)</u>	<u>(97,759.15)</u>	<u>127,685.91</u>
Net Income	<u><u>\$ (18,475.05)</u></u>	<u><u>\$ (71,725.91)</u></u>	<u><u>\$ 294,316.98</u></u>

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.
 THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
 ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.
Summary Schedule of Gaming Activities - Brewtus Brickhouse
For the Months Ending November 30, 2018 and 2017 and the Four Months Ending November 30, 2018

	Nov 18	Nov 17	Jul - Nov 18
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 3,164.00	\$ 7,524.00	\$ 27,542.00
Blackjack & paddlewheel	2,379.00	9,435.00	46,982.00
Raffles	0.00	0.00	20,840.00
Winter/Fall raffle income	400.00	0.00	400.00
Total Net Gaming Proceeds	<u>5,943.00</u>	<u>16,959.00</u>	<u>95,764.00</u>
 Gaming costs of sales			
Gaming Tax	1,201.67	961.00	5,572.34
Wages - gaming	2,528.30	2,888.79	13,713.03
Payroll taxes-other	408.42	657.32	3,100.14
Security-gaming	337.50	0.00	1,887.50
Gaming Supplies	0.00	1,331.75	4,271.81
Rent - gaming	675.00	675.00	3,375.00
Total Gaming costs of sales	<u>5,150.89</u>	<u>6,513.86</u>	<u>31,919.82</u>
 Gaming Gross Profit	<u><u>\$ 792.11</u></u>	<u><u>\$ 10,445.14</u></u>	<u><u>\$ 63,844.18</u></u>

West Fargo Hockey Association, Inc.

Summary Schedule of Gaming Activities - Fort Noks

For the Months Ending November 30, 2018 and 2017 and the Four Month Ending November 30, 2018

	Nov 18	Nov 17	Jul - Nov 18
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 2,598.00	\$ 2,587.00	\$ 11,122.00
Blackjack & paddlewheel	0.00	2,973.00	19,065.00
Total Net Gaming Proceeds	<u>2,598.00</u>	<u>5,560.00</u>	<u>30,187.00</u>
Gaming costs of sales			
Gaming Tax	632.67	313.00	2,896.34
Wages - gaming	1,646.24	1,765.22	8,951.45
Payroll taxes-other	262.82	419.09	2,026.14
Security-gaming	212.50	0.00	1,202.00
Gaming Supplies	0.00	457.90	1,383.66
Rent - gaming	475.00	475.00	2,375.00
Total Gaming costs of sales	<u>3,229.23</u>	<u>3,430.21</u>	<u>18,834.59</u>
Gaming Gross Profit	<u>\$ (631.23)</u>	<u>\$ 2,129.79</u>	<u>\$ 11,352.41</u>

West Fargo Hockey Association, Inc.

Summary Schedule of Gaming Activities - Kindred Spirits

For the Months Ending November 30, 2018 and 2017 and the Five Months Ending November 30, 2018

	Nov 18	Nov 17	Jul - Nov 18
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 1,036.00	\$ 1,523.00	\$ 3,444.00
Blackjack & paddlewheel	665.00	4,025.00	523.00
Raffles	360.00	660.00	3,395.98
Total Net Gaming Proceeds	2,061.00	6,208.00	7,362.98
 Gaming costs of sales			
Gaming Tax	158.00	336.00	784.00
Wages - gaming	851.08	946.90	5,010.39
Payroll taxes-other	133.23	233.82	1,135.59
Security-gaming	108.00	0.00	645.00
Gaming Supplies	0.00	269.57	200.65
Rent - gaming	475.00	475.00	2,375.00
Miscellaneous-gaming	0.00	497.58	0.00
Total Gaming costs of sales	1,725.31	2,758.87	10,150.63
 Gaming Gross Profit	\$ 335.69	\$ 3,449.13	\$ (2,787.65)

West Fargo Hockey Association, Inc.
Summary Schedule of Gaming Activities - M & J Saloon
For the Months Ending November 30, 2018 and 2017 and the Five Months Ending November 30, 2018

	Nov 18	Nov 17	Jul - Nov 18
Net Gaming Proceeds			
Pull tabs & eTabs	19,892.75	11,562.00	93,487.55
Blackjack & paddlewheel	1,740.00	8,971.00	21,156.00
Bingo	5,283.00	11,054.00	37,137.00
Daubers	413.00	386.05	2,216.80
Raffles	0.00	0.00	1,127.65
Total Net Gaming Proceeds	<u>27,328.75</u>	<u>31,973.05</u>	<u>155,125.00</u>
Gaming costs of sales			
Gaming Tax	4,409.00	2,690.00	18,455.00
Wages - gaming	7,722.85	11,605.11	48,296.00
Payroll taxes-other	1,396.49	2,713.93	11,222.75
Security-gaming	350.00	0.00	1,975.00
Gaming Supplies	0.00	1,029.37	3,164.58
Rent - gaming	1,385.00	1,385.00	6,925.00
Miscellaneous-gaming	0.00	-2,323.06	157.48
Gaming costs of sales - Other	0.00	-36.00	0.00
Total Gaming costs of sales	<u>15,263.34</u>	<u>17,064.35</u>	<u>90,195.81</u>
Gaming Gross Profit	<u><u>\$ 12,065.41</u></u>	<u><u>\$ 14,908.70</u></u>	<u><u>\$ 64,929.19</u></u>

West Fargo Hockey Association, Inc.

Summary Schedule of Gaming Activities - Pub West

For the Months Ending November 30, 2018 and 2017 and the Five Months Ending November 30, 2018

	Nov 18	Nov 17	Jul - Nov 18
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 14,793.50	\$ 6,071.00	\$ 46,778.75
Blackjack & paddlewheel	7,397.00	13,584.00	20,182.00
Bingo	0.00	1,682.00	0.00
Raffles	1,200.00	0.00	5,005.86
Total Net Gaming Proceeds	<u>23,390.50</u>	<u>21,337.00</u>	<u>71,966.61</u>
Gaming costs of sales			
Gaming Tax	1,925.33	1,399.00	5,990.66
Wages - gaming	2,408.58	4,074.19	12,787.58
Payroll taxes-other	382.29	905.15	2,915.68
Security-gaming	275.00	0.00	1,625.00
Gaming Supplies	0.00	1,074.57	4,023.86
Rent - gaming	775.00	775.00	3,875.00
Miscellaneous-gaming	0.00	0.00	-25.00
Total Gaming costs of sales	<u>5,766.20</u>	<u>8,227.91</u>	<u>31,192.78</u>
Gaming Gross Profit	<u><u>\$ 17,624.30</u></u>	<u><u>\$ 13,109.09</u></u>	<u><u>\$ 40,773.83</u></u>

West Fargo Hockey Association, Inc.

Summary Statement of Gaming Activities - Rookies

For the Months Ended November 30, 2018 and 2017 and the Five Months Ended November 30, 2018

	Nov 18	Nov 17	Jul - Nov 18
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 17,867.25	\$ 8,153.00	\$ 52,092.05
Blackjack & paddlewheel	220.00	5,631.00	12,115.00
Total Net Gaming Proceeds	<u>18,087.25</u>	<u>13,784.00</u>	<u>64,207.05</u>
Gaming costs of sales			
Gaming Tax	2,437.00	749.00	7,708.00
Wages - gaming	2,321.59	2,526.46	12,475.61
Payroll taxes-other	372.23	600.68	2,844.13
Security-gaming	275.00	0.00	1,600.00
Gaming Supplies	0.00	1,443.08	4,062.75
Rent - gaming	775.00	775.00	3,875.00
Total Gaming costs of sales	<u>6,180.82</u>	<u>6,094.22</u>	<u>32,565.49</u>
Gaming Gross Profit	<u><u>\$ 11,906.43</u></u>	<u><u>\$ 7,689.78</u></u>	<u><u>\$ 31,641.56</u></u>

West Fargo Hockey Association, Inc.
Statement of Financial Position
As of October 31, 2018 and 2017

	Oct 31, 18	Oct 31, 17
ASSETS		
Current Assets		
Checking/Savings		
Gaming site cash	\$ 82,524.00	\$ 69,542.00
WSB-Gaming Account	340,023.67	17,189.09
WSB-Trust Account	-997.26	8,553.15
WSB-Club Account	301,008.60	202,317.54
WSB-Future Savings Account	157,165.66	369,053.71
FNB-Reserve Savings CC	128.89	128.89
Total Checking/Savings	<u>879,853.56</u>	<u>666,784.38</u>
Accounts Receivable		
Advertising Receivable	90,050.00	97,300.00
Allowance for bad debt	-56,350.00	-56,350.00
Total Accounts Receivable	<u>33,700.00</u>	<u>40,950.00</u>
Other Current Assets		
Prepaid rent	6,350.00	6,350.00
Gaming inventory	6,901.40	5,021.24
Total Other Current Assets	<u>13,251.40</u>	<u>11,371.24</u>
Total Current Assets	<u>926,804.96</u>	<u>719,105.62</u>
Fixed Assets		
Hockey equipment	174,746.88	172,055.83
Gaming equipment	73,257.42	58,515.91
Accumulated depreciation	-132,411.29	-81,600.21
Total Fixed Assets	<u>115,593.01</u>	<u>148,971.53</u>
TOTAL ASSETS	<u><u>\$ 1,042,397.97</u></u>	<u><u>\$ 868,077.15</u></u>

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.
THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.
Statement of Financial Position
As of October 31, 2018 and 2017

	Oct 31, 18	Oct 31, 17
LIABILITIES & NET ASSETS		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts payable	\$ 166,829.97	\$ 98,054.37
Total Accounts Payable	<u>166,829.97</u>	<u>98,054.37</u>
Other Current Liabilities		
Accrued Expenses	396.80	0.00
Accrued wages	29,012.82	16,641.85
Accrued gaming tax	32,958.67	5,034.00
Accrued payroll taxes	5,695.01	1,094.95
Accrued sales tax	29.66	43.81
Total Other Current Liabilities	<u>68,092.96</u>	<u>22,814.61</u>
Total Current Liabilities	<u>234,922.93</u>	<u>120,868.98</u>
Total Liabilities	<u>234,922.93</u>	<u>120,868.98</u>
Net Assets		
Opening unrestricted net assets	486,240.72	586,602.90
Opening temp restrict net asset	8,442.29	11,617.28
Net Income	312,792.03	148,987.99
Total Net Assets	<u>807,475.04</u>	<u>747,208.17</u>
TOTAL LIABILITIES & NET ASSETS	<u>\$ 1,042,397.97</u>	<u>\$ 868,077.15</u>

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.
THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.

Statement of Activities

For the Months Ending October 2018 and 2017 and the Four Months Ending October 2018

	Oct 18	Oct 17	Jul - Oct 18
Gaming Income			
Net Gaming proceeds			
Pull tabs & eTabs	\$ 75,763.70	\$ 32,450.00	\$ 175,114.85
Blackjack & paddlewheel	26,055.00	16,155.00	107,622.00
Bingo	3,111.00	16,842.00	31,854.00
Daubers	641.34	584.19	1,803.80
Raffles	1,207.84	1,020.00	28,809.49
Other Raffles	0.00	0.00	18,000.00
Gun raffle receipts	0.00	0.00	213,100.00
Gun raffle expenses	<u>-7,829.79</u>	<u>0.00</u>	<u>-179,257.08</u>
Total Net Gaming Proceeds	<u>98,949.09</u>	<u>67,051.19</u>	<u>397,047.06</u>
Gaming costs of sales			
Gaming Tax	10,763.67	5,034.00	30,642.67
Wages - gaming	24,580.21	23,345.79	83,755.42
Payroll taxes-other	5,991.01	6,111.13	20,288.95
Security-gaming	2,213.00	2,188.80	7,376.50
Gaming Supplies	2,709.81	7,647.82	17,107.31
Rent - gaming	4,560.00	5,210.00	18,240.00
Miscellaneous-gaming	-25.00	3,193.95	132.48
Returned customer checks	<u>170.00</u>	<u>0.00</u>	<u>0.00</u>
Total Gaming costs of sales	<u>50,962.70</u>	<u>52,731.49</u>	<u>177,543.33</u>
Gaming Gross Profit	<u>47,986.39</u>	<u>14,319.70</u>	<u>219,503.73</u>
Gaming support expenses			
Miscellaneous	650.00	0.00	3,191.10
Wages - manager and office	8,133.34	10,997.28	43,375.99
Payroll tax - manager & office	3,491.58	0.00	6,168.14
Health Insurance-gaming	1,369.46	1,219.97	5,388.50
Office rent - gaming	585.00	0.00	2,340.00
Copier lease	144.27	131.60	559.76
Depreciation expense-gaming	2,223.62	500.00	3,723.62
Office telephone - gaming	203.91	96.58	809.97
Office supplies-postage-gaming	22.77	184.80	399.52
Accounting-gaming	-1,561.50	2,246.22	4,487.25
Insurance-gaming	0.00	613.50	0.00
Bank service charges	<u>10.00</u>	<u>21.95</u>	<u>149.65</u>
Total Gaming support expenses	<u>15,272.45</u>	<u>16,011.90</u>	<u>70,593.50</u>
Other Gaming Expenditures			
Interest expense-gaming	<u>0.00</u>	<u>22.32</u>	<u>0.00</u>
Total Other Gaming Expenditures	<u>0.00</u>	<u>22.32</u>	<u>0.00</u>
Net Gaming Income	<u>32,713.94</u>	<u>-1,714.52</u>	<u>148,910.23</u>

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.

THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.

Statement of Activities

For the Months Ending October 2018 and 2017 and the Four Months Ending October 2018

	Oct 18	Oct 17	Jul - Oct 18
Net Hockey Income			
Hockey revenue			
Hockey registration income			
Regular Season	34,307.50	26,649.46	244,313.03
Total Hockey registration income	<u>34,307.50</u>	<u>26,649.46</u>	<u>244,313.03</u>
Hockey camp registration			
3 vs. 3 League camp income	0.00	0.00	4,169.65
Playmakers Fall camp income	7,743.80	688.25	32,775.28
Playmakers Summer camp income	0.00	0.00	6,491.25
Stampede Goalie camp income	0.00	0.00	960.00
Total Hockey camp registration	<u>7,743.80</u>	<u>688.25</u>	<u>44,396.18</u>
Ice time income	0.00	6,775.00	0.00
Center Ice Celebration receipts	0.00	14,125.35	0.00
Advertising Sales	0.00	0.00	2,175.00
Contributions income	1,525.00	25.00	4,005.00
Interest income	0.00	0.00	19.80
Advertising income	0.00	0.00	-750.00
Total Hockey revenue	<u>43,576.30</u>	<u>48,263.06</u>	<u>294,159.01</u>
Costs of hockey			
Registration expense	7,676.44	0.00	12,766.41
Tournament Entry Fees	23,950.00	0.00	33,150.87
Tournament expense	600.00	921.00	600.00
Ice time expense	-10,000.00	35,585.50	10,710.00
Center Ice Celebration expense	0.00	7,568.83	0.00
Coaches			
Wages - Coaches	17,773.34	13,406.67	41,808.36
Coaches travel and expenses	74.62	1,316.66	547.67
Payroll taxes-hockey	1,413.23	1,400.84	3,711.48
Health insurance-hockey	0.00	323.66	0.00
Total Coaches	<u>19,261.19</u>	<u>16,447.83</u>	<u>46,067.51</u>
Officials	396.80	0.00	396.80
U S A Hockey & NDAHA	0.00	0.00	50.00
Schedulers/Coordinators	0.00	1,300.00	0.00
Supplies-hockey	2,082.57	12,564.34	4,601.65
Miscellaneous-hockey	116.66	720.00	1,919.84
Advertising-hockey	0.00	247.26	721.00
Apparel expense	216.00	8,718.90	216.00
Depreciation expense-hockey	7,903.79	1,100.00	11,203.79
Total Costs of hockey	<u>52,203.45</u>	<u>85,173.66</u>	<u>122,403.87</u>
Hockey Gross Profit	<u>-8,627.15</u>	<u>-36,910.60</u>	<u>171,755.14</u>

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.

THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.

Statement of Activities

For the Months Ending October 2018 and 2017 and the Four Months Ending October 2018

	Oct 18	Oct 17	Jul - Oct 18
Hockey support expenses			
Computer Expense-hockey	203.66	0.00	203.66
Wages - Business Manager	0.00	1,975.00	3,950.00
Office rent - hockey	65.00	0.00	260.00
Insurance-hockey	0.00	204.50	0.00
Office supplies-postage-hockey	442.90	755.99	1,347.83
Copier-printing expense-hockey	23.95	23.95	95.80
Professional fees-hockey	-120.55	788.69	2,016.05
Total Hockey support expenses	<u>614.96</u>	<u>3,748.13</u>	<u>7,873.34</u>
Net Hockey Income	<u>-9,242.11</u>	<u>-40,658.73</u>	<u>163,881.80</u>
Net Income	<u><u>\$ 23,471.83</u></u>	<u><u>\$ (42,373.25)</u></u>	<u><u>\$ 312,792.03</u></u>

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.
THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.
Summary Schedule of Gaming Activities - Brewtus Brickhouse
For the Months Ending October 31, 2018 and 2017 and the Four Months Ending October 31, 2018

	Oct 18	Oct 17	Jul - Oct 18
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 6,102.00	\$ 5,568.00	\$ 24,378.00
Blackjack & paddlewheel	16,043.00	1,235.00	44,603.00
Raffles	0.00	0.00	20,840.00
Total Net Gaming Proceeds	<u>22,145.00</u>	<u>6,803.00</u>	<u>89,821.00</u>
Gaming costs of sales			
Gaming Tax	1,201.67	345.00	4,370.67
Wages - gaming	3,379.37	2,621.60	11,184.73
Payroll taxes-other	814.07	599.71	2,691.72
Security-gaming	437.50	0.00	1,550.00
Gaming Supplies	1,033.50	985.54	4,271.81
Rent - gaming	675.00	675.00	2,700.00
Total Gaming costs of sales	<u>7,541.11</u>	<u>5,226.85</u>	<u>26,768.93</u>
Gaming Gross Profit	<u><u>\$ 14,603.89</u></u>	<u><u>\$ 1,576.15</u></u>	<u><u>\$ 63,052.07</u></u>

West Fargo Hockey Association, Inc.
Summary Schedule of Gaming Activities - Fort Noks
For the Months Ending October 31, 2018 and 2017 and the Four Months Ending October 31, 2018

	Oct 18	Oct 17	Jul - Oct 18
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 1,524.00	\$ 2,210.00	\$ 8,524.00
Blackjack & paddlewheel	1,845.00	1,332.00	19,065.00
Total Net Gaming Proceeds	<u>3,369.00</u>	<u>3,542.00</u>	<u>27,589.00</u>
Gaming costs of sales			
Gaming Tax	632.67	191.00	2,263.67
Wages - gaming	2,193.24	1,703.43	7,305.21
Payroll taxes-other	528.87	417.59	1,763.32
Security-gaming	312.50	0.00	989.50
Gaming Supplies	103.84	391.17	1,383.66
Rent - gaming	475.00	475.00	1,900.00
Total Gaming costs of sales	<u>4,246.12</u>	<u>3,178.19</u>	<u>15,605.36</u>
Gaming Gross Profit	<u>\$ (877.12)</u>	<u>\$ 363.81</u>	<u>\$ 11,983.64</u>

West Fargo Hockey Association, Inc.
Summary Schedule of Gaming Activities - Kindred Spirits
For the Months Ending October 31, 2018 and 2017 and the Four Months Ending October 31, 2018

	Oct 18	Oct 17	Jul - Oct 18
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 1,239.00	\$ 466.00	\$ 2,408.00
Blackjack & paddlewheel	77.00	898.00	-142.00
Raffles	401.98	600.00	3,035.98
Total Net Gaming Proceeds	<u>1,717.98</u>	<u>1,964.00</u>	<u>5,301.98</u>
Gaming costs of sales			
Gaming Tax	158.00	86.00	626.00
Wages - gaming	1,298.29	1,096.60	4,159.31
Payroll taxes-other	312.51	250.44	1,002.36
Security-gaming	213.00	0.00	537.00
Gaming Supplies	43.00	82.48	200.65
Rent - gaming	475.00	475.00	1,900.00
Total Gaming costs of sales	<u>2,499.80</u>	<u>1,990.52</u>	<u>8,425.32</u>
Gaming Gross Profit	<u>\$ (781.82)</u>	<u>\$ (26.52)</u>	<u>\$ (3,123.34)</u>

West Fargo Hockey Association, Inc.
Summary Schedule of Gaming Activities - M & J Saloon
For the Months Ending October 31, 2018 and 2017 and the Four Months Ending October, 2018

	Oct 18	Oct 17	Jul - Oct 18
Net Gaming Proceeds			
Pull tabs & eTabs	31,007.00	10,829.00	73,594.80
Blackjack & paddlewheel	0.00	7,840.00	19,416.00
Bingo	3,111.00	15,317.00	31,854.00
Daubers	641.34	584.19	1,803.80
Raffles	0.00	420.00	1,127.65
Total Net Gaming Proceeds	<u>34,759.34</u>	<u>34,990.19</u>	<u>127,796.25</u>
Gaming costs of sales			
Gaming Tax	4,409.00	3,242.00	14,046.00
Wages - gaming	11,370.96	11,869.38	40,573.15
Payroll taxes-other	2,783.75	2,624.17	9,826.26
Security-gaming	462.50	0.00	1,625.00
Gaming Supplies	-125.81	3,820.90	3,164.58
Rent - gaming	1,385.00	1,385.00	5,540.00
Miscellaneous-gaming	0.00	3,038.47	157.48
Returned customer checks	170.00	0.00	0.00
Total Gaming costs of sales	<u>20,455.40</u>	<u>25,979.92</u>	<u>74,932.47</u>
Gaming Gross Profit	<u><u>\$ 14,303.94</u></u>	<u><u>\$ 9,010.27</u></u>	<u><u>\$ 52,863.78</u></u>

West Fargo Hockey Association, Inc.
Summary Schedule of Gaming Activities - Pub West
For the Months Ending October 31, 2018 and 2017 and the Four Months Ending October 31, 2018

	Oct 18	Oct 17	Jul - Oct 18
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 15,164.25	\$ 5,734.00	\$ 31,985.25
Blackjack & paddlewheel	3,069.00	405.00	12,785.00
Bingo	0.00	1,525.00	0.00
Raffles	805.86	0.00	3,805.86
Total Net Gaming Proceeds	<u>19,039.11</u>	<u>7,664.00</u>	<u>48,576.11</u>
Gaming costs of sales			
Gaming Tax	1,925.33	521.00	4,065.33
Wages - gaming	3,164.54	3,409.62	10,379.00
Payroll taxes-other	776.94	781.53	2,533.39
Security-gaming	400.00	0.00	1,350.00
Gaming Supplies	1,175.83	1,014.92	4,023.86
Rent - gaming	775.00	775.00	3,100.00
Miscellaneous-gaming	-25.00	0.00	-25.00
Total Gaming costs of sales	<u>8,192.64</u>	<u>6,502.07</u>	<u>25,426.58</u>
Gaming Gross Profit	<u><u>\$ 10,846.47</u></u>	<u><u>\$ 1,161.93</u></u>	<u><u>\$ 23,149.53</u></u>

West Fargo Hockey Association, Inc.
Summary Statement of Gaming Activities - Rookies
For the Months Ending October 31, 2018 and 2017 and the Four Months Ending October 31, 2018

	Oct 18	Oct 17	Jul - Oct 18
Net Gaming Proceeds			
Pull tabs & eTabs	20,727.45	7,643.00	34,224.80
Blackjack & paddlewheel	5,021.00	4,445.00	11,895.00
Total Net Gaming Proceeds	<u>25,748.45</u>	<u>12,088.00</u>	<u>46,119.80</u>
Gaming costs of sales			
Gaming Tax	2,437.00	649.00	5,271.00
Wages - gaming	3,173.81	2,645.16	10,154.02
Payroll taxes-other	774.87	600.18	2,471.90
Security-gaming	387.50	0.00	1,325.00
Gaming Supplies	479.45	1,352.81	4,062.75
Rent - gaming	775.00	775.00	3,100.00
Total Gaming costs of sales	<u>8,027.63</u>	<u>6,022.15</u>	<u>26,384.67</u>
Gaming Gross Profit	<u><u>\$ 17,720.82</u></u>	<u><u>\$ 6,065.85</u></u>	<u><u>\$ 19,735.13</u></u>

West Fargo Hockey Association, Inc.
Statement of Financial Position
As of December 31, 2018 and 2017

	Dec 31, 18	Dec 31, 17
ASSETS		
Current Assets		
Checking/Savings		
Gaming site cash	\$ 89,524.00	\$ 70,047.00
WSB-Gaming Account	137,691.93	23,477.29
WSB-Trust Account	-4,586.69	8,206.79
WSB-Club Account	258,968.23	33,363.98
WSB-Future Savings Account	157,185.47	369,100.22
FNB-Reserve Savings CC	128.89	128.89
Total Checking/Savings	638,911.83	504,324.17
Accounts Receivable		
Advertising Receivable	88,550.00	97,300.00
Allowance for bad debt	-56,350.00	-56,350.00
Total Accounts Receivable	32,200.00	40,950.00
Other Current Assets		
Gaming inventory	6,901.40	7,274.60
Total Other Current Assets	6,901.40	7,274.60
Total Current Assets	678,013.23	552,548.77
Fixed Assets		
Hockey equipment	174,746.88	173,255.83
Gaming equipment	73,257.42	62,711.29
Accumulated depreciation	-139,875.02	-84,800.21
Total Fixed Assets	108,129.28	151,166.91
TOTAL ASSETS	\$ 786,142.51	\$ 703,715.68

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.
THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.
Statement of Financial Position
As of December 31, 2018 and 2017

	Dec 31, 18	Dec 31, 17
LIABILITIES & NET ASSETS		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts payable	\$ 26,930.63	\$ 140,861.92
Total Accounts Payable	<u>26,930.63</u>	<u>140,861.92</u>
Other Current Liabilities		
Child Support Payable	623.00	0.00
Accrued wages	25,283.46	7,222.63
Payroll Liabilities	1,088.12	0.00
Accrued gaming tax	32,291.01	14,235.00
Accrued payroll taxes	2,482.84	3,531.68
Accrued sales tax	29.66	115.49
Total Other Current Liabilities	<u>61,798.09</u>	<u>25,104.80</u>
Total Current Liabilities	<u>88,728.72</u>	<u>165,966.72</u>
Total Liabilities	<u>88,728.72</u>	<u>165,966.72</u>
Net Assets		
Opening unrestricted net assets	486,240.72	586,602.90
Opening temp restrict net asset	8,442.29	11,617.28
Net Income	202,730.78	-60,471.22
Total Net Assets	<u>697,413.79</u>	<u>537,748.96</u>
TOTAL LIABILITIES & NET ASSETS	<u><u>\$ 786,142.51</u></u>	<u><u>\$ 703,715.68</u></u>

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.
THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.

Statement of Activities

For the Months Ended December 31, 2018 and 2017 and the Six Months Ended December 31, 2018

	Dec 18	Dec 17	Jul - Dec 18
Gaming Income			
Net Gaming Proceeds			
Pull tabs & eTabs	67,752.00	32,479.00	302,218.35
Blackjack & paddlewheel	29,060.00	33,236.00	149,083.00
Bingo	11,178.00	6,735.00	48,315.00
Daubers	478.00	586.27	2,694.80
Raffles	(559.22)	1,800.00	29,810.27
Other Raffles	-	-	18,000.00
Gun raffle receipts	-	-	213,100.00
Gun raffle expenses	-	(312.00)	(180,357.08)
Winter/Fall raffle income	-	-	400.00
Winter/Fall raffle expenses	(23,509.14)	-	(23,509.14)
Total Net Gaming Proceeds	84,399.64	74,524.27	559,755.20
Gaming costs of sales			
Gaming Tax	10,763.67	32,289.00	52,170.01
Wages - gaming	20,334.84	19,842.60	121,568.90
Payroll taxes-other	3,721.04	8,179.97	26,965.47
Security-gaming	1,558.00	1,387.80	10,492.50
Gaming Supplies	30,337.00	443.72	47,444.31
Rent - gaming	4,560.00	5,210.00	27,360.00
Miscellaneous-gaming	-	3,272.04	132.48
Total Gaming costs of sales	71,274.55	70,625.13	286,133.67
Gaming Gross Profit	13,125.09	3,899.14	273,621.53
Gaming support expenses			
Miscellaneous	500.00	-	3,691.10
Computer Hardware	1,676.98	-	1,676.98
Software	3,706.35	-	3,706.35
Wages - manager and office	12,936.67	9,598.86	66,499.75
Payroll tax-manager & office	2,161.85	-	10,001.86
Health Insurance-gaming	1,362.26	1,885.97	7,986.21
Office rent - gaming	585.00	-	3,510.00
Copier lease	-	132.13	559.76
Depreciation expense-gaming	930.91	500.00	5,585.44
Office telephone - gaming	210.85	91.55	1,225.67
Office supplies-postage-gaming	170.12	169.92	761.71
Accounting-gaming	-	1,278.75	12,751.88
Bank service charges	-	21.95	149.65
Total Gaming support expenses	24,240.99	13,679.13	118,106.36
Other Gaming Expenditures			
Penalties & fines	250.00	-	250.00
Interest expense-gaming	-	19.24	-
Total Other Gaming Expenditures	250.00	19.24	250.00
Net Gaming Income	(11,365.90)	(9,799.23)	155,265.17

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.

THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.

Statement of Activities

For the Months Ended December 31, 2018 and 2017 and the Six Months Ended December 31, 2018

	Dec 18	Dec 17	Jul - Dec 18
Hockey Income			
Hockey revenue			
Hockey registration income			
Regular Season	137.39	(2,175.72)	246,909.81
Total Hockey registration income	137.39	(2,175.72)	246,909.81
Hockey camp registration			
3 vs. 3 League camp income	-	-	4,169.65
Playmakers Fall camp income	-	-	32,775.28
Playmakers Summer camp income	-	-	6,491.25
Stampede Goalie camp income	-	-	960.00
Total Hockey camp registration	-	-	44,396.18
Fundraising			
Special event proceeds	108.02	-	108.02
Total Fundraising	108.02	-	108.02
Ice time income	-	250.00	-
Equipment income	-	-	57.10
Advertising Sales	5,100.00	-	19,275.00
Contributions income	-	50.00	4,005.00
Miscellaneous income	1,761.02	-	2,087.02
Interest income	19.81	46.51	39.61
Advertising income	-	-	(2,250.00)
Apparel sales income	-	3,453.00	50.00
Total Hockey revenue	7,126.24	1,623.79	314,677.74
Costs of hockey			
Registration expense	275.00	-	15,189.13
Tournament Entry Fees	2,812.36	-	35,963.23
Tournament expense	-	382.65	600.00
Ice time expense	26,308.80	59,381.50	42,758.80
Center Ice Celebration expense	-	(800.00)	-
Special event expense	-	-	134.78
Wages - Hockey Director	3,269.23	-	3,269.23
Coaches			
Wages - Coaches	14,990.00	29,304.17	67,068.36
Coaches travel and expenses	9,836.03	5,504.45	10,383.70
Payroll taxes-hockey	1,887.50	3,030.33	6,079.83
Health insurance-hockey	-	323.66	-
Total Coaches	26,713.53	38,162.61	83,531.89
Officials	6,790.40	5,832.00	11,595.00
U S A Hockey & NDAHA	150.00	-	200.00
Schedulers/Coordinators	-	5,420.00	-
Evaluator Expense	1,904.43	-	5,434.43
Supplies-hockey	2,229.04	6,688.08	6,835.83
Miscellaneous-hockey	1,553.75	66.09	3,537.91
Advertising-hockey	-	-	721.00

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.

THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.

Statement of Activities

For the Months Ended December 31, 2018 and 2017 and the Six Months Ended December 31, 2018

	Dec 18	Dec 17	Jul - Dec 18
Apparel expense	3,012.25	9,945.90	3,228.25
Depreciation expense-hockey	2,800.96	1,100.00	16,805.70
Total Costs of hockey	<u>77,819.75</u>	<u>126,178.83</u>	<u>229,805.18</u>
Hockey Gross Profit	<u>(70,693.51)</u>	<u>(124,555.04)</u>	<u>84,872.56</u>
Hockey support expenses			
Payroll Taxes - Office Staff	-	-	43.03
Computer Expense-hockey	838.49	-	1,042.15
Wages - Business Manager	7,147.44	1,975.00	27,722.45
Office rent - hockey	65.00	-	390.00
Software	748.37	-	748.37
Office supplies-postage-hockey	448.32	390.99	2,113.07
Copier-printing expense-hockey	-	23.95	265.79
Telephone-hockey	72.39	-	72.39
Professional fees-hockey	-	466.20	4,770.92
Bank service charge-hockey	150.00	-	182.00
Contributions	-	500.00	-
Interest expense-hockey	56.78	22.89	56.78
Total Hockey support expenses	<u>9,526.79</u>	<u>3,379.03</u>	<u>37,406.95</u>
Net Hockey Income	<u>(80,220.30)</u>	<u>(127,934.07)</u>	<u>47,465.61</u>
Net Income	<u><u>\$ (91,586.20)</u></u>	<u><u>\$ (137,733.30)</u></u>	<u><u>\$ 202,730.78</u></u>

NO ASSURANCE IS PROVIDED ON THESE FINANCIAL STATEMENTS.
 THESE FINANCIAL STATEMENTS OMIT SUBSTANTIALLY ALL DISCLOSURES REQUIRED BY
 ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA

West Fargo Hockey Association, Inc.
Summary Schedule of Gaming Activities - Brewtus Brickhouse
For the Months Ending December 31, 2018 and 2017 and the Six Months Ending December 31, 2018

	Dec 18	Dec 17	Jul - Dec 18
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 7,703.00	\$ 7,951.00	\$ 35,245.00
Blackjack & paddlewheel	9,754.00	9,181.00	56,736.00
Raffles	0.00	0.00	20,840.00
Winter/Fall raffle income	0.00	0.00	400.00
Winter/Fall raffle expenses	-23,509.14	0.00	-23,509.14
Total Net Gaming Proceeds	<u>-6,052.14</u>	<u>17,132.00</u>	<u>89,711.86</u>
Gaming costs of sales			
Gaming Tax	1,201.67	7,011.00	6,774.01
Wages - gaming	2,631.45	2,580.58	16,344.48
Payroll taxes-other	498.46	873.80	3,598.60
Security-gaming	337.50	0.00	2,225.00
Gaming Supplies	1,044.58	-156.90	5,316.39
Rent - gaming	675.00	675.00	4,050.00
Total Gaming costs of sales	<u>6,388.66</u>	<u>10,983.48</u>	<u>38,308.48</u>
Gaming Gross Profit	<u>\$ (12,440.80)</u>	<u>\$ 6,148.52</u>	<u>\$ 51,403.38</u>

West Fargo Hockey Association, Inc.
Summary Schedule of Gaming Activities - Fort Noks
For the Months Ending December 31, 2018 and 2017 and the Six Months Ending December 31, 2018

	Dec 18	Dec 17	Jul - Dec 18
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 1,919.00	\$ 2,182.00	\$ 13,041.00
Blackjack & paddlewheel	4,622.00	6,873.00	23,687.00
Total Net Gaming Proceeds	<u>6,541.00</u>	<u>9,055.00</u>	<u>36,728.00</u>
Gaming costs of sales			
Gaming Tax	632.67	3,008.00	3,529.01
Wages - gaming	1,760.48	1,731.06	10,711.93
Payroll taxes-other	338.98	574.98	2,365.12
Security-gaming	212.50	0.00	1,414.50
Gaming Supplies	298.11	-52.03	1,681.77
Rent - gaming	475.00	475.00	2,850.00
Total Gaming costs of sales	<u>3,717.74</u>	<u>5,737.01</u>	<u>22,552.33</u>
Gaming Gross Profit	<u><u>\$ 2,823.26</u></u>	<u><u>\$ 3,317.99</u></u>	<u><u>\$ 14,175.67</u></u>

West Fargo Hockey Association, Inc.
Summary Schedule of Gaming Activities - Kindred Spirits
For the Months Ending December 31, 2018 and 2017 and the Six Months Ending December 31, 2018

	Dec 18	Dec 17	Jul - Dec 18
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 983.00	\$ 1,114.00	\$ 4,427.00
Blackjack & paddlewheel	166.00	1,951.00	689.00
Raffles	-434.78	1,800.00	2,961.20
Total Net Gaming Proceeds	<u>714.22</u>	<u>4,865.00</u>	<u>8,077.20</u>
Gaming costs of sales			
Gaming Tax	158.00	1,000.00	942.00
Wages - gaming	962.92	979.25	5,973.31
Payroll taxes-other	183.78	323.60	1,319.37
Security-gaming	108.00	0.00	753.00
Gaming Supplies	151.04	-23.14	351.69
Rent - gaming	475.00	475.00	2,850.00
Miscellaneous	0.00	733.49	0.00
Total Gaming costs of sales	<u>2,038.74</u>	<u>2,754.71</u>	<u>12,189.37</u>
Gaming Gross Profit	<u>\$ (1,324.52)</u>	<u>\$ 2,110.29</u>	<u>\$ (4,112.17)</u>

West Fargo Hockey Association, Inc.
Summary Schedule of Gaming Activities - M & J Saloon
For the Months Ending December 31, 2018 and 2017 and the Six Months Ending 2018

	Dec 18	Dec 17	Jul - Dec 18
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 28,973.25	\$ 10,323.00	\$ 122,460.80
Blackjack & paddlewheel	5,752.00	7,988.00	26,908.00
Bingo	11,178.00	6,554.00	48,315.00
Daubers	478.00	586.27	2,694.80
Raffles	0.00	0.00	1,127.65
Total Net Gaming Proceeds	<u>46,381.25</u>	<u>25,451.27</u>	<u>201,506.25</u>
Gaming costs of sales			
Gaming Tax	4,409.00	13,632.00	22,864.00
Wages - gaming	10,122.64	8,630.82	58,418.64
Payroll taxes-other	1,762.88	3,185.98	12,985.63
Security-gaming	350.00	0.00	2,325.00
Gaming Supplies	16,340.12	962.91	19,504.70
Rent - gaming	1,385.00	1,385.00	8,310.00
Miscellaneous-gaming	0.00	38.55	157.48
Total Gaming costs of sales	<u>34,369.64</u>	<u>27,835.26</u>	<u>124,565.45</u>
Gaming Gross Profit	<u>\$ 12,011.61</u>	<u>\$ (2,383.99)</u>	<u>\$ 76,940.80</u>

West Fargo Hockey Association, Inc.

Summary Schedule of Gaming Activities - Pub West

For the Months Ending December 31, 2018 and 2017 and the Six Months Ending December 31, 2018

	Dec 18	Dec 17	Jul - Dec 18
Net Gaming Proceeds			
Pull tabs & eTabs	\$ 9,877.00	\$ 5,822.00	\$ 56,655.75
Blackjack & paddlewheel	8,766.00	3,915.00	28,948.00
Bingo	0.00	181.00	0.00
Raffles	<u>-124.44</u>	<u>0.00</u>	<u>4,881.42</u>
Total Net Gaming Proceeds	<u>18,518.56</u>	<u>9,918.00</u>	<u>90,485.17</u>
Gaming costs of sales			
Gaming Tax	1,925.33	3,578.00	7,915.99
Wages - gaming	2,461.04	3,479.77	15,248.62
Payroll taxes-other	479.42	1,187.88	3,395.10
Security-gaming	275.00	0.00	1,900.00
Gaming Supplies	4,020.09	-131.42	8,043.95
Rent - gaming	775.00	775.00	4,650.00
Miscellaneous-gaming	<u>0.00</u>	<u>0.00</u>	<u>-25.00</u>
Total Gaming costs of sales	<u>9,935.88</u>	<u>8,889.23</u>	<u>41,128.66</u>
Gaming Gross Profit	<u><u>\$ 8,582.68</u></u>	<u><u>\$ 1,028.77</u></u>	<u><u>\$ 49,356.51</u></u>

West Fargo Hockey Association, Inc.

Summary Statement of Gaming Activities - Rookies

For the Months Ending December 31, 2018 and 2017 and the Six Months Ending December 31, 2018

	Dec 18	Dec 17	Jul - Dec 18
Net Gaming Proceeds			
Pull tabs & eTabs	18,296.75	5,087.00	70,388.80
Blackjack & paddlewheel	0.00	3,328.00	12,115.00
Total Net Gaming Proceeds	<u>18,296.75</u>	<u>8,415.00</u>	<u>82,503.80</u>
Gaming costs of sales			
Gaming Tax	2,437.00	4,060.00	10,145.00
Wages - gaming	2,396.31	2,441.12	14,871.92
Payroll taxes-other	457.52	815.78	3,301.65
Security-gaming	275.00	0.00	1,875.00
Gaming Supplies	8,483.06	-155.70	12,545.81
Rent - gaming	775.00	775.00	4,650.00
Total Gaming costs of sales	<u>14,823.89</u>	<u>7,936.20</u>	<u>47,389.38</u>
Gaming Gross Profit	<u>\$ 3,472.86</u>	<u>\$ 478.80</u>	<u>\$ 35,114.42</u>