

**MINUTES OF ANNUAL MEMBERSHIP MEETING
OF
WEST FARGO HOCKEY ASSOCIATION**

Board Members Present: Drew Likness, Joel Honeyman, Jessi Kuhn, Josh Benson, Shana Wilson, Ryan Endres, Corey Moos, Brad Saville, Brent Kuehne, Eric Nelson, Rob Otterson, David Chapman.

Board Members Absent: Anthony Houkom

Others Present: Jason Gregoire, Hockey Director; Julie Fraser, Office Manager; Jason Campbell, Gaming Director.

Quorum Present? Yes.

CALL TO ORDER

President, Jessi Kuhn, called to order the Annual Membership Meeting of the West Fargo Hockey Association at 6:37 pm on Monday, April 1, 2019 at the Veterans Memorial Arena, 1201 7th Ave E, West Fargo, ND 58078.

REVIEW OF HOCKEY YEAR 2018

Hockey Director, Jason Gregoire, reported on the overall status of the previous season. The move to a regular and consistent schedule from prior seasons was successful for families. The teams overall this season had success, in addition to the state tournaments which was fun to see. Gregoire also reported that he will keep working on goalies as well with the continuation of goalie clinics and other development tools.

Vice President of Hockey Operations, Ryan Endres, reported on improvements planned for the upcoming season. Endres reported that the overall trend is moving towards parent coaches. Hockey operations will continue to find qualified parent and paid coaches for next season.

Endres also reported that WFHA is hoping to start both a Bantam AA and Pee wee AA program starting the fall of 2019. Gregoire will attend the NDAHA meeting in April to find out if we are approved to proceed. If so, the Hockey Ops team will hold a meeting in late April or early May to provide details to all interested parties.

Gregoire did a nice job making practice times decent for everyone. With more time needed for team-only practice (vs shared ice), things are going to get tough for scheduling great practice times for everyone. Practices may start at 4 pm and others going as late at 10 or 10:30 at night. Endres reported WFHA as the only association who does not have after-school practices or late night of the same/similar size in our area. Hockey Operations will do their best to balance the schedule across teams and ensure appropriate ice times.

Summer Camps have had limited membership signing up. If our membership is not interested in attending our camps, we will struggle in the future to justify the cost or loss we take when they are not attended. The camps scheduled this summer focus on the areas our players need to work on and are affordable. Hockey Operations will send out another email to sign up and really hopes our membership takes advantage of it.

REVIEW OF 2018 FINANCIALS AND 2019 PLAN

Josh Benson, Treasurer, provided a summary to the membership present to be attached to the minutes. Benson confirmed the association is in better financial standing than this time last year. We switch accounting firms and have been working to make our financial data more transparent and understandable. The new accountant, Fiebiger, Swanson, and West, Co, PLLP came on October of 2018. WFHA also hired Julie Fraser to be the Office Manager and bookkeeper on behalf of both gaming and hockey operations in mid-October, with her taking over the bookkeeping in November and payroll on January 1, 2019. Benson feels that overall we will end up in a positive financial situation at the end of the fiscal year reporting (June 30).

REVIEW OF SURVEY RESULTS

Rob Otterson, Director of Marketing & Communications, presented a summary of the current survey results for the prior season. Questions Otterson put in the survey mirrored the questions asked in 2018 to ensure we can track progress over time. There was well over 550 participants who took part in the survey. Key areas Otterson highlighted from this year's survey:

- Did the kids have a good time?
 - 2018 63% said Yes
 - 2019 75% said Yes
- Did the parents have a good time?
 - 2018 30% said Yes
 - 2019 43% said Yes
- Overall Coaching Scores
 - Parent Coaches 54% Satisfaction Rate
 - Paid Coaches 46% Satisfaction Rate

Overall, there has been an improvement. We need to work on scheduling and communication according to the first review of responses. Scheduling did score high on location and times with the exception of the bantam group who had early timeslots (6 am) twice per week. With the exception of this group, it was 60-70% satisfaction overall. Coaching data reports that the coaches scored well in games and locker rooms, but lower in development of players. Otterson's team will dissect the data and share with the membership, both for the overall association and at each level (termites, mites, 8u, etc.)

Otterson has also reached out to 4-5 hockey associations within the NDAHA of similar size to ask their interest in doing benchmark scores within our state for overall improvements and areas of opportunity. He is waiting to hear back and will continue to update the membership overall.

ELECTION FOR OPEN BOARD POSITIONS

All candidates presented themselves: Josh Benson, Jareb Raan, Brent Kuehne, Desirae Holum, Kristen Cigelske. The vote took place and the membership elected the following directors of the board to serve for the ensuing term and until their successors are elected and qualify:

Executive Vice President:	Josh Benson
Treasurer:	Jareb Raan
Director of Facilities & Equipment:	Brent Kuehne
Director of Membership & Recruitment:	Desirae Holum

The President of the Board, Jessica Kuhn, will now assume the Past-President of the Board director role, and the Executive Vice President of the Board, Joel Honeyman, will assume his duties as President of the Board.

ADJOURNMENT

Meeting was adjourned at 7:07 p.m. by President, Joel Honeyman.

WEST FARGO STAMPEDE -HOCKEY ASSOCIATION-

April 1, 2019

TO: ALL MEMBERS

RE: FINANCIAL UPDATE FOR ANNUAL MEETING

Dear ALL MEMBERS:

My goal this year was simple, make our financials and financial wellbeing as transparent as possible so that every member had the ability to review and assess our financials every month. To accomplish this, we had to make several changes. I will try and keep this memo short and to the point.

The two major accounting changes this year were: (1) We transitioned to a new accounting firm, Fiebiger, Swanson, West & Co., PLLP and (2) Julie Fraser was hired as our internal bookkeeper/office manager, Julie Fraser.

The most important change is that a monthly Financial Summary, along with reports, are presented at and posted after every board meeting for everyone to review. It has taken some work to get the financials in reportable and understandable order, but we have been posting the reports and summaries for several months now. There will continue to be some tweaking, but the reports should continue from this point forward.

With our fiscal year being July 1st-June 30th, there will not be an annual financial report provided at the Annual Membership Meeting on April 1st. With the monthly financial reports being provided on a recurring basis, I believe a better time for year to year comparison is after our fiscal year is complete. With that being said, I am happy to share an end of February 2019 highlight and year-to-date (YTD) comparisons.

Our overall Gaming income is higher this year than last year. The Net Ordinary Income for July 2018-February 2019 was \$409,647.02 compared to \$229,096.68 for the same period last year. There are several key reasons for the large increase. First, WFHA did not have a gun raffle in the 2017-2018 fiscal year. We did have one in 2018-2019, which was approximately a \$42,000 net profit. We also had an Elk Raffle and e-Tabs were made available at our gaming locations in November of 2018.

From a hockey operations standpoint, overall our income was down about \$100,000, but Center Ice was later this year, and not included during this time period. We also had to write off about \$20,000 in uncollectable dashboard income. On a positive note, our overall expenses for hockey during this time



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period were \$484,413 compared to \$747,826 for last year. One caveat, though, is that we still have another ice payment to the Park District coming up this spring for approximately \$100,000.

Overall, YTD we are \$246,526 to the good compared to last year at this point we were -\$87,036. We do still have some rather large outstanding items we have to pay for, for example, the ice payment mentioned above, but I believe we are on pace to have a positive overall year.

More importantly, the changes from an accounting standpoint, will continue to provide us with the confidence that we have reliable and accurate data allowing us to evaluate our financial position on an ongoing basis and make any necessary changes as our association continues to grow.

If anyone has any questions, please feel free to email at treasurer@stampede hockey.club.

Sincerely,

A handwritten signature in blue ink, appearing to read 'J. Benson', with a long horizontal flourish extending to the right.

Joshua M. Benson