

West Fargo Hockey Association Board Meeting

Board Meeting Minutes: Monday, April 20, 2020 at 6 p.m.

Conference Call Meeting 206-331-4836 pin 4023255

Board Members:

Present: Josh Benson, Shana Wilson, Corey Moos, Brent Kuehne, Eric Nelson, Brad Saville, Jessi Kuhn, Anthony Houkom, Rob Otterson, Ryan Endres, Desirae Holum, Jareb Raan, Joel Honeyman

Absent: Corey Moos

Others Present:

Gaming Manager: Jason Campbell

Hockey Director: Jason Gregoire

Members Present:

Kristen Cigelske

PROCEEDINGS:

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

Director Reinstatement

Per Section 4.05 of the WFHA Bylaws: *Attendance of Directors. If any member of the Board of Directors shall be absent from three (3) consecutive board meetings and shall not voluntarily resign as a Director by reason of such absences, then such absences shall constitute grounds for automatic dismissal of the Director from the Board, unless as voted upon by 2/3 of the Board to reinstate the Director in question.*

Endres was absent at the 01/20/2020, 02/17/2020 and 3/16/2020 meeting. Wilson made a motion to reinstate Endres for the remainder of his term. Seconded by Benson. Approved by all and passed without dissent.

Minutes Approval

Revised draft of March 2020 minutes previously sent to the board and read at the meeting. Honeyman made a motion to approve the amended minutes as provided by Wilson. Seconded by Nelson. Motion carried.

March 2020 Financial Report

Jareb Raan

Raan reported the cash position around \$960k for March 2020. By the start of the 2020 fiscal year on July 1, Raan estimates that to be \$875-900k if gaming sites continue to stay closed. Projections were around \$1.05M with P&L at \$150k. These numbers reported with no gaming anticipated for the remainder of the fiscal year.

Larger bills that normally get paid during this time are biannual ice bills for the WFPD which get paid in January and June. It was discussed that this schedule changed and we had paid three bills in one fiscal year which Kuehne will confirm and notify the board.

Houkom reported that financially we could run two seasons on what we have without gaming and that we owe it to our membership to do our best with what we have in reserve.

Kuehne also recommended the board to have our budget discussion at the May board meeting versus the June, to which Honeyman agreed. Honeyman also asked if our accountant could assist with the budgeting process. The Business Operations team will proceed with next steps at their weekly touchpoint.

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| Pulse Update & Survey Request | Joel Honeyman |
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Honeyman has spoke with Bob Bye, NDAHA District Representative, Dave Oksendahl, Fargo Freeze President, and Adam Frykman, Bismarck Capitals President, to get their pulse on the current COVID-19 impacts.

Honeyman relayed that Bye said NDAHA hadn't discussed much at the state level and possibly people don't want to or cannot travel as much. Honeyman presented the items discussed by the WFHA board and Bye would be interested in further input as we proceed, particularly regarding a "pulse survey" on our membership. The board discussed the impact on tournaments, registration dates, installment plans, appropriateness of timing, content, etc. Honeyman will work with Otterson to create the content and agree to timing of this survey.

Honeyman said Frykman was concerned as WFHA was with the gaming impacts along with how the financial impact would affect some of their players who participate for recreation more than competition.

Honeyman stated Oksendahl discussed how they were going to transition the year with a planned online annual meeting and election planned for April 28. Honeyman will reconnect with Oksendahl after the meeting to determine if same process should be used for WFHA.

Otterson joined call.

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| 2020 Hockey Key Dates Calendar | Jason Gregoire |
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Gregoire has been working thru the 2020-2021 Regular Season key dates (in the Calendar folder on the shared drive). He also has recommended changes for tryouts, level meetings, registration dates, etc. which he will discuss further with Hockey Ops before making final to the board for review.

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| Hockey Support Position Update | Anthony Houkom |
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In lieu of the vacant Business Operations Manager position, realignment of duties within WFHA and presents the opportunity to create a Hockey Support Position that better suits the needs of the day-to-day hockey operations functions that cross both employees and volunteers. Houkom would like to use this downtime to interview, hire and train a new employee before season start to fill this role. Financial functions have been transferred to the accountant in the meantime with further evaluation required. Houkom would like Business Ops to proceed with the posting, interviewing, and hiring, with feedback from Campbell, Gregoire and Wilson.

Motion made by Houkom to create Office Admin/Support position with salary range \$33-38k with benefits

and would like Business Operations be able to interview and the authority to hire this position. Seconded by Benson. Motion carried.

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| Review of SBA/Cares Act |
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| Anthony Houkom/Jason Campbell |
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Houkom reviewed the SBA Cares Act and Paycheck Protection Program (PPP) as to it's benefits and impact to WFHA. Business Ops applied for and were approved for \$120k under the PPP loan.

This loan is forgiven if used for payroll and up to 25% can be used towards rent and other expenses which should be able to cover most of our large expenses over the next 8 weeks. With these funds, we can offset payroll expense which is all 3 salary employees at this time. Bringing on another employee under this would be under the PPP loan and no expense to the association. WFHA will not be able to use it all because it does include gaming.

If the state opens on May 1, we haven't signed the loan documents yet, that as of 4/21 we have 8 weeks from that date to use the money on payroll. If we open 5/1 and gaming down, technically all our payroll in the month of May would fall under this grant which would help us to come out profitable in May even if gaming is down.

Bylaws require us to take out a loan with ratification of the board. Benson motioned that we approve the SBA/Cares Act loan and utilize all expenses allowable and forgivable under the SBA. We will pay back whatever portion of that loan that is not forgiven by the SBA immediately. Seconded by Brent. Motion passed by all.

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| Gaming Revenue Discussion |
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| Joel Honeyman |
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Although previously covered in the Financial Review, Campbell reminded the board that with the anticipated resigning of all current sites, we also approved to have two new sites open this year. It's Campbell's hope that those sites will help recover the downfall that we are having going into the new fiscal year. Raan inquired if WFHA had received any direction regarding gaming operations COVID-19 guidelines which Campbell indicated there is much chatter but no final recommendation.

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| USA Hockey Requirements |
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| Brad Saville |
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USA Hockey will now require background checks be processed thru NCSI versus previously completed through NDAHA for free. The background checks will be \$30 for US Citizens, \$75 for Canadian and \$150 for International citizens. The board discussed impacts to coaching and team management, along with financial impact. Saville will vet the questions and make a recommendation at the May board meeting.

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| Video Meetings for 2020 |
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| Jason Gregoire |
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Gregoire touched on this earlier to use web videos instead of larger groups, members, facilities, boards, employees, meeting space, etc. Jason also wants to use for coaches meeting attendance with this format.

Could do a "register" to view the link for the meeting during the registration.

Gregoire would like to offer in-house only options for the Squirt/10U level with the 2020-2021 season. This would allow players who are unsure of their commitment to travel hockey another two years to play in-house only before the Peewee/12U level. Details of this program are being finalized and will be proposed at the May board meeting.

Wilson reviewed a high-level list of season variables requiring review prior to the 2020-2021 Regular Season Registration can be built and opened. She will engage appropriate board members and present a recommendation at the May board meeting.

Meeting adjourned at 8:20 pm by Honeyman.

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, May 18, 2020 at 6 p.m.

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

| | Mar 31, 2020 | Mar 31, 2019 |
|----------------------------|-------------------------------|-----------------------------|
| ASSETS | | |
| Current Assets | | |
| Checking/Savings | | |
| Gaming Site Cash | \$ 0.00 | \$ 110,723.00 |
| WSB-Club Account | 185,576.72 | 77,940.56 |
| WSB-Gaming Account | 538,035.16 | 362,826.00 |
| WSB-Trust Account | 76,552.08 | 23,294.61 |
| WSB-Future Savings Account | 157,355.43 | 157,244.49 |
| FNB-Reserve Savings CC | <u>128.89</u> | <u>128.89</u> |
| Total Checking/Savings | <u>957,648.28</u> | <u>732,157.55</u> |
| Accounts Receivable | | |
| Advertising Receivable | <u>3,060.00</u> | <u>32,760.00</u> |
| Total Accounts Receivable | <u>3,060.00</u> | <u>32,760.00</u> |
| Other Current Assets | | |
| Prepaid Insurance | 2,790.78 | 0.00 |
| Gaming Inventory | <u>4,141.70</u> | <u>4,983.72</u> |
| Total Other Current Assets | <u>6,932.48</u> | <u>4,983.72</u> |
| Total Current Assets | <u>967,640.76</u> | <u>769,901.27</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>(194,316.85)</u> | <u>(151,070.63)</u> |
| Total Fixed Assets | <u>60,411.69</u> | <u>96,933.67</u> |
| TOTAL ASSETS | <u><u>\$ 1,028,052.45</u></u> | <u><u>\$ 866,834.94</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
 March 31, 2020 and 2019

| | Mar 31, 2020 | Mar 31, 2019 |
|---|-----------------------------------|---------------------------------|
| LIABILITIES & NET ASSETS | | |
| Liabilities | | |
| Current Liabilities | | |
| Accounts Payable | | |
| Accounts Payable | \$ 78,822.08 | \$ 49,504.89 |
| Accrued Gaming Tax | 42,579.99 | 40,262.00 |
| Accrued Wages | 11,704.56 | 19,165.56 |
| Direct Deposit Liabilities | 0.00 | (272.28) |
| Payroll Liabilities | 3,198.88 | 5,504.91 |
| Sales Taxes Payable | 0.00 | 96.68 |
| Winner Withholding Payable | 0.00 | 2,400.00 |
| | <u>136,305.51</u> | <u>116,661.76</u> |
| Total Current Liabilities | <u>136,305.51</u> | <u>116,661.76</u> |
| Total Liabilities | <u>136,305.51</u> | <u>116,661.76</u> |
| Net Assets | | |
| Net Assets With Restrictions | 8,442.29 | 8,442.29 |
| Net Assets Without Restrictions | 653,596.22 | 486,240.72 |
| Change in Net Assets Without Restrictions | <u>229,708.43</u> | <u>255,490.17</u> |
| Total Net Assets | <u>891,746.94</u> | <u>750,173.18</u> |
| TOTAL LIABILITIES & NET ASSETS | <u>\$ 1,028,052.45</u> | <u>\$ 866,834.94</u> |

NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES
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West Fargo Hockey Association, Inc.

Statements of Activities

For the Month Ended March 31, 2020 and Nine Months Ended March 31, 2020 and 2019

| | Mar 2020 | July-Mar '20 | July-Mar '19 |
|------------------------------------|-------------------|---------------------|---------------------|
| Gaming Revenue/Expense | | | |
| Net Gaming Proceeds | | | |
| Prize Boards | \$ 0.00 | \$ 17,645.00 | \$ 0.00 |
| Bingo | 9,329.00 | 84,254.00 | 89,135.00 |
| Blackjack & Paddlewheel | 22,792.00 | 239,536.50 | 224,659.00 |
| Daubers | 426.00 | 3,537.30 | 3,821.78 |
| Etabs | 67,058.50 | 608,835.50 | 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 | 1,560.00 | 13,780.00 | 0.00 |
| Meat Raffle Prizes | 0.00 | (6,036.41) | 0.00 |
| Poker | 0.00 | 3,885.00 | 3,695.00 |
| Pull Tabs | 17,390.00 | 202,845.25 | 530,396.10 |
| Other Raffles | 0.00 | 0.00 | 56,123.83 |
| Winter Raffle Receipts | 0.00 | 200,030.00 | 195,500.00 |
| Winter Raffle Prizes | 0.00 | (46,164.33) | (46,841.08) |
| Other Gaming Receipts | 0.00 | 20.00 | 0.00 |
| | <u>118,555.50</u> | <u>1,330,994.39</u> | <u>1,088,732.55</u> |
| Total Net Gaming Proceeds | | | |
| | <u>118,555.50</u> | <u>1,330,994.39</u> | <u>1,088,732.55</u> |
| Gaming Expenses - Direct | | | |
| Prize Board Prizes | 0.00 | 1,612.50 | 0.00 |
| Bingo Cards | 0.00 | 7,552.58 | 0.00 |
| Etab Expense | 0.00 | 137,161.39 | 0.00 |
| Gaming Licenses & Fees | 0.00 | 150.00 | 0.00 |
| Gaming Tax | 14,193.33 | 133,680.99 | 92,468.00 |
| Gaming Supplies | 3,060.00 | 7,422.45 | 82,227.86 |
| Gun Raffle Advertising | 0.00 | 1,442.00 | 0.00 |
| Miscellaneous - Gaming | 0.00 | 654.14 | 132.48 |
| Payroll Taxes - Gaming | 6,267.69 | 50,091.82 | 43,752.97 |
| Pull Tabs Expense | (414.40) | 9,564.62 | 0.00 |
| Raffle Wheel Tickets | 0.00 | 506.25 | 0.00 |
| Rent - Gaming | 5,860.00 | 51,640.00 | 41,040.00 |
| Security | 0.00 | 16,159.86 | 15,716.50 |
| State of ND Gaming Stamp | 0.00 | 222.07 | 0.00 |
| Wages - Gaming | 13,266.11 | 168,840.64 | 179,142.77 |
| | <u>42,232.73</u> | <u>586,701.31</u> | <u>454,480.58</u> |
| Total Gaming Expenses - Direct | | | |
| | <u>42,232.73</u> | <u>586,701.31</u> | <u>454,480.58</u> |

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West Fargo Hockey Association, Inc.

Statements of Activities

For the Month Ended March 31, 2020 and Nine Months Ended March 31, 2020 and 2019

| | Mar 2020 | July-Mar '20 | July-Mar '19 |
|----------------------------------|------------------|-------------------|-------------------|
| Gaming Expenses - Indirect | | | |
| Accounting - Gaming | 0.00 | 12,647.55 | 22,932.79 |
| Background Checks - Gaming | 0.00 | 165.00 | 15.00 |
| Bank Service Charges - Gaming | 117.25 | 221.00 | 463.82 |
| Computer Hardware | 0.00 | 0.00 | 1,676.98 |
| Copier Lease - Gaming | 0.00 | 1,732.92 | 990.43 |
| Depreciation - Gaming | 944.94 | 8,453.47 | 8,378.17 |
| Health Insurance - Gaming | 956.10 | 8,688.92 | 12,163.20 |
| Insurance - Worker's Safety | 75.76 | 227.28 | 0.00 |
| Insurance - Gaming | 237.85 | 631.85 | 3,890.11 |
| Miscellaneous (Shared) - Gaming | 14.51 | 1,965.47 | 7,956.72 |
| Office Furniture | 0.00 | 220.60 | 0.00 |
| Office Fit-up | 0.00 | 162.01 | 0.00 |
| Office Rent - Gaming | 775.00 | 6,785.00 | 4,780.00 |
| Office Supplies/Postage - Gaming | 0.00 | 2,774.61 | 1,480.98 |
| Office Telephone/Data - Gaming | 93.62 | 2,290.28 | 2,228.00 |
| Payroll Tax - Manager & Office | 187.01 | 8,697.51 | 13,246.19 |
| Penalties and Fines | 0.00 | 0.00 | 250.00 |
| Repairs & Maintenance - Gaming | 0.00 | 41.10 | 131.31 |
| Software | 0.00 | 1,543.09 | 3,706.35 |
| Uniforms- Gaming | 130.00 | 1,626.10 | 4,509.20 |
| Wages - Manager & Office | 11,986.95 | 94,113.71 | 101,439.72 |
| Wages - Vacation, Train, Count | 454.29 | 7,753.31 | 3,073.91 |
| | <u>15,973.28</u> | <u>160,740.78</u> | <u>193,312.88</u> |
| Total Gaming Expenses - Indirect | | | |
| | <u>58,206.01</u> | <u>747,442.09</u> | <u>647,793.46</u> |
| Total Gaming Expenses | | | |
| Net Gaming Revenue | <u>60,349.49</u> | <u>583,552.30</u> | <u>440,939.09</u> |

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West Fargo Hockey Association, Inc.

Statements of Activities

For the Month Ended March 31, 2020 and Nine Months Ended March 31, 2020 and 2019

| | Mar 2020 | July-Mar '20 | July-Mar '19 |
|----------------------------------|-------------------------|--------------------------|--------------------------|
| Program Revenue | | | |
| Charitable Donations | 550.00 | 7,874.98 | 0.00 |
| Advertising Sales | | | |
| Bad Debt Expense | 0.00 | (5,280.00) | 23,250.00 |
| Dashboards | (1,500.00) | 15,200.00 | (20,050.00) |
| Sponsorships | 0.00 | 0.00 | 1,000.00 |
| Wallboard Advertising | 0.00 | 1,000.00 | 0.00 |
| Advertising Sales - Other | 0.00 | 0.00 | 20,475.00 |
| Total Advertising Sales | <u>(1,500.00)</u> | <u>10,920.00</u> | <u>24,675.00</u> |
| Apparel Sales Receipts | 0.00 | 4,203.00 | 50.00 |
| Apparel Sales Expense | 0.00 | (300.00) | 0.00 |
| Center Ice Receipts | 0.00 | 0.00 | 10,540.00 |
| Center Ice Expense | 0.00 | 0.00 | (6,094.96) |
| Contributions/Kickback Income | 0.00 | 1,937.55 | 4,005.00 |
| Dibs Receipts | 0.00 | 320.00 | 0.00 |
| Equipment Receipts | 0.00 | 0.00 | 57.10 |
| Special Event Receipts | 1,130.91 | 4,190.91 | 108.02 |
| Hockey Camp Registration | | | |
| Floor Ball | 960.00 | 2,040.00 | 0.00 |
| Checking Camp | 0.00 | 2,340.00 | 0.00 |
| 3 vs. 3 League Camp | 20.00 | 9,720.00 | 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 | 1,210.00 | 1,210.00 | 960.00 |
| Stampede Summer Camps | 0.00 | 2,950.00 | 5,900.00 |
| Total Hockey Camp Registration | <u>2,190.00</u> | <u>37,297.55</u> | <u>50,296.18</u> |
| Hockey Registration | | | |
| Recreation League | 0.00 | 2,087.25 | 0.00 |
| Regular Season | (5,040.00) | 243,666.01 | 248,943.90 |
| Total Hockey Registration | <u>(5,040.00)</u> | <u>245,753.26</u> | <u>248,943.90</u> |
| Hockey Tryouts | 0.00 | 2,560.00 | 0.00 |
| Ice Time | 0.00 | (120.00) | 1,330.00 |
| Interest Receipts | 39.22 | 78.85 | 98.63 |
| Miscellaneous Receipts | 0.00 | 0.00 | 5,114.31 |
| Pins - Hockey Receipts | 0.00 | 13,981.76 | 11,910.60 |
| Pins - Hockey Expenses - Tourney | 0.00 | (15,517.51) | 0.00 |
| Skating Treadmill Receipts | 0.00 | 1,069.50 | 0.00 |
| Skating Treadmill Expenses | 0.00 | (954.00) | 0.00 |
| State Tournament Receipts | <u>14,720.00</u> | <u>15,720.00</u> | <u>25,253.64</u> |
| Total Program Revenue | <u>12,090.13</u> | <u>329,015.85</u> | <u>376,287.42</u> |

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West Fargo Hockey Association, Inc.

Statements of Activities

For the Month Ended March 31, 2020 and Nine Months Ended March 31, 2020 and 2019

| | Mar 2020 | July-Mar '20 | July-Mar '19 |
|---|-------------------------|--------------------------|--------------------------|
| Program Expenses - Direct | | | |
| Training Camp Expenses | 0.00 | 2,500.00 | 0.00 |
| Equipment | 0.00 | 10,301.32 | 0.00 |
| Advertising - Hockey | 902.50 | 8,713.64 | 3,805.95 |
| Apparel - Hockey | 0.00 | 52,103.65 | 670.13 |
| Coaches | | | |
| Payroll Taxes(moved to hockey per budget) | (3,999.92) | 0.00 | 4,823.12 |
| Wages - Coaches | 14,166.58 | 65,272.63 | 91,596.56 |
| Coaches Travel & Expense | 11,366.79 | 34,922.33 | 38,897.30 |
| Total Coaches | <u>21,533.45</u> | <u>100,194.96</u> | <u>135,316.98</u> |
| Depreciation - Hockey | 2,627.57 | 23,597.14 | 25,208.58 |
| Evaluators | 0.00 | 2,575.92 | 5,449.43 |
| Health Insurance - Hockey | 658.02 | 5,482.79 | 0.00 |
| Ice Time Expense | 3,990.00 | 223,325.00 | 173,828.80 |
| Merchant Deposit Fees | 0.00 | 229.82 | 0.00 |
| Miscellaneous - Hockey | 0.00 | 574.53 | 5,302.05 |
| Officials | | | |
| NDAHA State Tourney | 3,372.70 | 3,372.70 | 4,155.00 |
| Officials-Other | 557.00 | 29,585.80 | 25,199.80 |
| Total Officials | <u>3,929.70</u> | <u>32,958.50</u> | <u>29,354.80</u> |
| Participation Gifts | 0.00 | 1,525.37 | 0.00 |
| **Payroll Taxes - Hockey | 5,111.49 | 5,953.79 | 6,630.36 |
| Registration | 0.00 | 61.00 | 18,694.29 |
| Schedulers/Coordinators | 0.00 | 0.00 | 1,000.00 |
| Special Event | 0.00 | 1,736.16 | 134.78 |
| Staff Development | 0.00 | 3,966.00 | 0.00 |
| Supplies - Hockey | 0.00 | 1,351.79 | 10,991.51 |
| Tournament Entry Fees | 250.00 | 44,874.66 | 41,221.73 |
| Tournament Expenses | | | |
| State Tournament | 1,206.40 | 1,206.40 | 4,034.75 |
| Tournament Ice | 6,510.00 | 6,510.00 | 0.00 |
| Tournament Expenses-Other | 0.00 | 10,090.00 | 18,009.60 |
| Total Tournament Expenses | <u>7,716.40</u> | <u>17,806.40</u> | <u>22,044.35</u> |
| U S A Hockey & NDAHA | 61.00 | 1,977.00 | 665.00 |
| Hockey Director | | | |
| Bonus - Hockey Director | 0.00 | 500.00 | 0.00 |
| Wages - Hockey Director | 7,239.01 | 64,217.01 | 26,426.28 |
| Total Hockey Director | <u>7,239.01</u> | <u>64,717.01</u> | <u>26,426.28</u> |
| Total Program Expenses - Direct | <u><u>54,019.14</u></u> | <u><u>606,526.45</u></u> | <u><u>506,745.02</u></u> |

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West Fargo Hockey Association, Inc.

Statements of Activities

For the Month Ended March 31, 2020 and Nine Months Ended March 31, 2020 and 2019

| | Mar 2020 | July-Mar '20 | July-Mar '19 |
|--|--------------------|----------------------|----------------------|
| Program Expenses - Indirect | | | |
| Bank Service Charges - Hockey | 0.00 | 0.00 | 162.00 |
| Computer - Hockey | 0.00 | 127.72 | 1,042.15 |
| Copier/Printing- Hockey | 0.00 | 482.38 | 587.64 |
| Facilities Expenses | 0.00 | 910.70 | 0.00 |
| Insurance - ND Worker's Safety | 75.76 | 227.28 | 0.00 |
| Insurance - Hockey | 237.83 | 631.83 | 50.00 |
| Interest Expense - Hockey | 0.00 | 0.00 | 38.49 |
| Office Furniture | 0.00 | 220.60 | 0.00 |
| Office Fit-up | 0.00 | 162.01 | 0.00 |
| Office Rent - Hockey | 775.00 | 6,265.00 | 1,170.00 |
| Office Supplies/Postage - Hockey | 0.00 | 2,725.81 | 3,001.90 |
| Payroll Taxes - Office Staff | 2,500.01 | 8,906.28 | 960.41 |
| Professional Fees - Hockey | 0.00 | 4,466.19 | 12,790.22 |
| Software | 0.00 | 5,458.63 | 38.67 |
| Sports Engine Processing Fees | (44.52) | 9,002.22 | 0.00 |
| Telephone/Data - Hockey | 393.61 | 1,790.33 | 210.73 |
| Wages - Business Manager | 5,189.91 | 34,956.29 | 34,939.11 |
| | | | |
| Total Program Expenses - Indirect | <u>9,127.60</u> | <u>76,333.27</u> | <u>54,991.32</u> |
| | | | |
| Total Program Expenses | <u>63,146.74</u> | <u>682,859.72</u> | <u>561,736.34</u> |
| | | | |
| Net Program Revenue/Expense | <u>(51,056.61)</u> | <u>(353,843.87)</u> | <u>(185,448.92)</u> |
| | | | |
| Change in Net Assets Without Restriction | <u>\$ 9,292.88</u> | <u>\$ 229,708.43</u> | <u>\$ 255,490.17</u> |

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

SUPPLEMENTARY INFORMATION

West Fargo Hockey Association, Inc.
Summary Schedule of Activities and Budget Remaining - Blarney Stone
For the Month Ended March 31, 2020 and Nine Months Ended March 31, 2020 and 2019

| | Mar 2020 | July-Mar '20 | July-Mar '19 | Annual Budget | Budget Remaining |
|--------------------------------|--------------------|---------------------|----------------|---------------------|---------------------|
| Net Gaming Proceeds | | | | | |
| Blackjack & Paddlewheel | \$ 3,060.00 | \$ 10,440.00 | \$ 0.00 | \$ 8,000.00 | \$ (2,440.00) |
| Etabs | 1,555.25 | 35,546.50 | 0.00 | 40,000.00 | 4,453.50 |
| Pulltabs | <u>1,050.00</u> | <u>15,729.00</u> | <u>0.00</u> | <u>70,000.00</u> | <u>54,271.00</u> |
| Total Net Gaming Proceeds | <u>5,665.25</u> | <u>61,715.50</u> | <u>0.00</u> | <u>118,000.00</u> | <u>56,284.50</u> |
| Gaming Expenses - Direct | | | | | |
| Etab Expense | 0.00 | 8,189.17 | 0.00 | 7,500.00 | (689.17) |
| Gaming Licenses & Fees | 0.00 | 0.00 | 0.00 | 150.00 | 150.00 |
| Gaming Tax | 678.24 | 6,594.64 | 0.00 | 2,700.00 | (3,894.64) |
| Gaming Supplies | 240.00 | 312.57 | 0.00 | 7,500.00 | 7,187.43 |
| Miscellaneous - Gaming | 0.00 | 438.16 | 0.00 | 0.00 | (438.16) |
| Payroll Taxes - Gaming | 438.67 | 3,514.78 | 0.00 | 16,600.00 | 13,085.22 |
| Pull Tabs Expense | (9.71) | 97.00 | 0.00 | 0.00 | (97.00) |
| Rent - Gaming | 300.00 | 2,700.00 | 0.00 | 3,600.00 | 900.00 |
| Security | 0.00 | 1,509.14 | 0.00 | 2,050.00 | 540.86 |
| State of ND Gaming Stamp | 0.00 | 19.60 | 0.00 | 0.00 | (19.60) |
| Wages-Gaming | <u>649.53</u> | <u>9,599.41</u> | <u>0.00</u> | <u>15,400.00</u> | <u>5,800.59</u> |
| Total Gaming Expenses - Direct | <u>2,296.73</u> | <u>32,974.47</u> | <u>0.00</u> | <u>55,500.00</u> | <u>22,525.53</u> |
| Net Gaming Revenue/Expense | <u>\$ 3,368.52</u> | <u>\$ 28,741.03</u> | <u>\$ 0.00</u> | <u>\$ 62,500.00</u> | <u>\$ 33,758.97</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 - Brewtus Brickhouse
For the Month Ended March 31, 2020 and Nine Months Ended March 31, 2020 and 2019

| | Mar 2020 | July-Mar '20 | July-Mar '19 | Annual Budget | Budget Remaining |
|------------------------------------|------------------------|--------------------------|--------------------------|--------------------------|-------------------------|
| Net Gaming Proceeds | | | | | |
| Blackjack & Paddlewheel | \$ 7,432.00 | \$ 65,836.00 | \$ 71,130.00 | \$ 98,500.00 | \$ 32,664.00 |
| Pulltabs | 2,157.00 | 39,113.00 | 52,836.00 | 76,000.00 | 36,887.00 |
| Other Raffles | 0.00 | 0.00 | 20,920.00 | 0.00 | 0.00 |
| Winter Raffle Receipts | 0.00 | 200,030.00 | 195,500.00 | 195,500.00 | (4,530.00) |
| Winter Raffle Prizes | <u>0.00</u> | <u>(46,164.33)</u> | <u>(46,841.08)</u> | <u>(55,000.00)</u> | <u>(8,835.67)</u> |
| Total Net Gaming Proceeds | <u>9,589.00</u> | <u>258,814.67</u> | <u>293,544.92</u> | <u>315,000.00</u> | <u>56,185.33</u> |
| Gaming Expenses - Direct | | | | | |
| Gaming Tax | 1,147.98 | 19,373.12 | 16,267.04 | 21,300.00 | 1,926.88 |
| Gaming Supplies | 0.00 | 290.30 | 6,851.41 | 8,400.00 | 8,109.70 |
| Payroll Taxes - Gaming | 1,021.22 | 8,083.26 | 6,305.96 | 8,900.00 | 816.74 |
| Pull Tabs Expense | (92.37) | 2,862.74 | 0.00 | 0.00 | (2,862.74) |
| Rent - Gaming | 675.00 | 6,075.00 | 6,075.00 | 8,100.00 | 2,025.00 |
| Security | 0.00 | 3,023.18 | 3,350.00 | 4,750.00 | 1,726.82 |
| State of ND Gaming Stamp | 0.00 | 33.25 | 0.00 | 150.00 | 116.75 |
| Wages - Gaming | <u>1,492.34</u> | <u>21,547.77</u> | <u>23,994.41</u> | <u>31,450.00</u> | <u>9,902.23</u> |
| Total Gaming Expenses - Direct | <u>4,244.17</u> | <u>61,288.62</u> | <u>62,843.82</u> | <u>83,050.00</u> | <u>21,761.38</u> |
| Net Gaming Revenue/Expense | <u>\$ 5,344.83</u> | <u>\$ 197,526.05</u> | <u>\$ 230,701.10</u> | <u>\$ 231,950.00</u> | <u>\$ 34,423.95</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 March 31, 2020 and Nine Months Ended March 31, 2020 and 2019

| | Mar 2020 | July-Mar '20 | July-Mar '19 | Annual Budget | Budget Remaining |
|--------------------------------|--------------------|---------------------|---------------------|---------------------|---------------------|
| Net Gaming Proceeds | | | | | |
| Blackjack & Paddlewheel | \$ 4,424.00 | \$ 50,468.50 | \$ 39,453.00 | \$ 51,000.00 | \$ 531.50 |
| Pull Tabs | <u>1,432.00</u> | <u>12,714.00</u> | <u>19,204.00</u> | <u>32,000.00</u> | <u>19,286.00</u> |
| Total Net Gaming Proceeds | <u>5,856.00</u> | <u>63,182.50</u> | <u>58,657.00</u> | <u>83,000.00</u> | <u>19,817.50</u> |
| Gaming Expenses - Direct | | | | | |
| Gaming Tax | 701.07 | 7,060.04 | 5,568.37 | 7,925.00 | 864.96 |
| Gaming Supplies | 0.00 | 43.54 | 2,717.59 | 3,050.00 | 3,006.46 |
| Payroll Taxes - Gaming | 672.50 | 5,318.95 | 3,991.73 | 5,870.00 | 551.05 |
| Pull Tabs Expense | (31.82) | 390.77 | 0.00 | 0.00 | (390.77) |
| Rent - Gaming | 475.00 | 4,275.00 | 4,275.00 | 5,700.00 | 1,425.00 |
| Security | 0.00 | 1,335.26 | 2,077.00 | 2,700.00 | 1,364.74 |
| State of ND Gaming Stamp | 0.00 | 15.40 | 0.00 | 150.00 | 134.60 |
| Wages - Gaming | <u>1,004.23</u> | <u>14,872.52</u> | <u>15,784.07</u> | <u>21,125.00</u> | <u>6,252.48</u> |
| Total Gaming Expenses - Direct | <u>2,820.98</u> | <u>33,311.48</u> | <u>34,413.76</u> | <u>46,520.00</u> | <u>13,208.52</u> |
| Net Gaming Revenue/Expense | <u>\$ 3,035.02</u> | <u>\$ 29,871.02</u> | <u>\$ 24,243.24</u> | <u>\$ 36,480.00</u> | <u>\$ 6,608.98</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 - Hooligans
For the Month Ended March 31, 2020 and Nine Months Ended March 31, 2020 and 2019

| | Mar 2020 | July-Mar '20 | July-Mar '19 | Annual Budget | Budget Remaining |
|--------------------------------|--------------------|--------------------|----------------|------------------|----------------------|
| Net Gaming Proceeds | | | | | |
| Blackjack & Paddlewheel | \$ 1,572.00 | 1,572.00 | 0.00 | \$ 0.00 | \$ (1,572.00) |
| Etabs | 11,192.25 | 11,192.25 | 0.00 | 0.00 | (11,192.25) |
| Pull Tabs | <u>513.00</u> | <u>513.00</u> | <u>0.00</u> | <u>0.00</u> | <u>(513.00)</u> |
| Total Net Gaming Proceeds | <u>13,277.25</u> | <u>13,277.25</u> | <u>0.00</u> | <u>0.00</u> | <u>(13,277.25)</u> |
| Gaming Expenses - Direct | | | | | |
| Gaming Licenses & Fees | 0.00 | 100.00 | 0.00 | 0.00 | (100.00) |
| Gaming Tax | 1,589.54 | 1,589.54 | 0.00 | 0.00 | (1,589.54) |
| Gaming Supplies | 1,770.00 | 1,770.00 | 0.00 | 0.00 | (1,770.00) |
| Payroll Taxes - Gaming | 244.86 | 244.86 | 0.00 | 0.00 | (244.86) |
| Pull Tabs Expense | (48.43) | (48.43) | 0.00 | 0.00 | 48.43 |
| Wages-Gaming | <u>812.06</u> | <u>812.06</u> | <u>0.00</u> | <u>0.00</u> | <u>(812.06)</u> |
| Total Gaming Expenses - Direct | <u>4,368.03</u> | <u>4,468.03</u> | <u>0.00</u> | <u>0.00</u> | <u>(4,468.03)</u> |
| Net Gaming Revenue/Expense | <u>\$ 8,909.22</u> | <u>\$ 8,809.22</u> | <u>\$ 0.00</u> | <u>\$ 0.00</u> | <u>\$ (8,809.22)</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 March 31, 2020 and Nine Months Ended March 31, 2020 and 2019

| | Mar 2020 | July-Mar '20 | July-Mar '19 | Annual Budget | Budget Remaining |
|---------------------------------------|--------------------|---------------------|----------------------|---------------------|---------------------|
| Net Gaming Proceeds | | | | | |
| Blackjack & Paddlewheel | \$ 432.00 | \$ 3,665.00 | \$ 3,506.00 | \$ 5,000.00 | \$ 1,335.00 |
| Etabs | 2,784.75 | 22,887.25 | 0.00 | 40,000.00 | 17,112.75 |
| Meat Raffle Receipts | 0.00 | 600.00 | 0.00 | 0.00 | (600.00) |
| Meat Raffle Prizes | 0.00 | (274.74) | 0.00 | 0.00 | 274.74 |
| Pull Tabs | (215.00) | 4,792.00 | 7,087.00 | 5,000.00 | 208.00 |
| Other Raffles | 0.00 | 0.00 | 3,561.20 | 0.00 | 0.00 |
| Total Net Gaming Proceeds | <u>3,001.75</u> | <u>31,669.51</u> | <u>14,154.20</u> | <u>50,000.00</u> | <u>18,330.49</u> |
| Gaming Expenses - Direct | | | | | |
| Etab Expense | 0.00 | 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 | 359.37 | 3,296.62 | 1,422.48 | 3,015.00 | (281.62) |
| Gaming Supplies | 0.00 | 65.04 | 1,591.11 | 1,700.00 | 1,634.96 |
| Payroll Taxes - Gaming | 116.65 | 1,417.30 | 2,207.36 | 3,030.00 | 1,612.70 |
| Pull Tabs Expense | (7.30) | 0.10 | 0.00 | 0.00 | (0.10) |
| Rent - Gaming | 500.00 | 4,425.00 | 4,275.00 | 9,300.00 | 4,875.00 |
| Security | 0.00 | 789.34 | 1,077.00 | 1,475.00 | 685.66 |
| State of ND Gaming Stamp | 0.00 | 18.90 | 0.00 | 0.00 | (18.90) |
| Wages - Gaming | 354.17 | 4,399.95 | 8,511.08 | 7,000.00 | 2,600.05 |
| Total Gaming Expenses - Direct | <u>1,322.89</u> | <u>18,675.48</u> | <u>19,084.03</u> | <u>32,970.00</u> | <u>14,294.52</u> |
| Net Gaming Revenue/Expense | <u>\$ 1,678.86</u> | <u>\$ 12,994.03</u> | <u>\$ (4,929.83)</u> | <u>\$ 17,030.00</u> | <u>\$ 4,035.97</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 - M J Saloon

For the Month Ended March 31, 2020 and Nine Months Ended March 31, 2020 and 2019

| | Mar 2020 | July-Mar '20 | July-Mar '19 | Annual Budget | Budget Remaining |
|---------------------------------------|----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------------------|
| Net Gaming Proceeds | | | | | |
| Prize Boards | \$ 0.00 | \$ 2,105.00 | \$ 0.00 | \$ 0.00 | \$ (2,105.00) |
| Bingo | 9,329.00 | 84,254.00 | 89,135.00 | 130,000.00 | 45,746.00 |
| Blackjack & Paddlewheel | 762.00 | 19,147.00 | 40,527.00 | 50,000.00 | 30,853.00 |
| Daubers | 426.00 | 3,537.30 | 3,821.78 | 4,500.00 | 962.70 |
| Etabs | 21,839.00 | 235,251.00 | 0.00 | 80,000.00 | (155,251.00) |
| Other Raffles | 0.00 | 0.00 | 1,127.65 | 0.00 | 0.00 |
| Pull tabs | 5,645.00 | 54,619.25 | 209,142.55 | 200,000.00 | 145,380.75 |
| Poker | 0.00 | 3,885.00 | 3,695.00 | 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>38,001.00</u> | <u>402,818.55</u> | <u>347,448.98</u> | <u>468,200.00</u> | <u>65,381.45</u> |
| Gaming Expenses - Direct | | | | | |
| Prize Board Prizes | 0.00 | 1,612.50 | 0.00 | 0.00 | (1,612.50) |
| Bingo Cards | 0.00 | 7,552.58 | 0.00 | 0.00 | (7,552.58) |
| Etab Expense | 0.00 | 51,603.14 | 0.00 | 20,625.00 | (30,978.14) |
| Gaming Tax | 4,549.44 | 42,467.94 | 36,933.85 | 53,300.00 | 10,832.06 |
| Gaming Supplies | 525.00 | 3,210.41 | 35,470.29 | 42,500.00 | 39,289.59 |
| Miscellaneous - Gaming | 0.00 | 215.98 | 157.48 | 0.00 | (215.98) |
| Payroll Taxes - Gaming | 1,967.52 | 17,021.62 | 19,668.15 | 28,200.00 | 11,178.38 |
| Pull Tabs Expense | (86.25) | 3,511.70 | 0.00 | 0.00 | (3,511.70) |
| Rent - Gaming | 2,135.00 | 18,465.00 | 12,465.00 | 25,620.00 | 7,155.00 |
| Security | 0.00 | 3,197.40 | 3,487.50 | 4,650.00 | 1,452.60 |
| State of ND Gaming Stamp | 0.00 | 60.20 | 0.00 | 150.00 | 89.80 |
| Wages - Gaming | <u>6,195.93</u> | <u>78,310.68</u> | <u>86,235.36</u> | <u>113,000.00</u> | <u>34,689.32</u> |
| Total Gaming Expenses - Direct | <u>15,286.64</u> | <u>227,229.15</u> | <u>194,417.63</u> | <u>288,045.00</u> | <u>60,815.85</u> |
| Net Gaming Revenue/Expense | <u>\$ 22,714.36</u> | <u>\$ 175,589.40</u> | <u>\$ 153,031.35</u> | <u>\$ 180,155.00</u> | <u>\$ 4,565.60</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 March 31, 2020 and Nine Months Ended March 31, 2020 and 2019

| | Mar 2020 | July-Mar '20 | July-Mar '19 | Annual Budget | Budget Remaining |
|---------------------------------------|---------------------|----------------------|---------------------|---------------------|-----------------------|
| Net Gaming Proceeds | | | | | |
| Blackjack & Paddlewheel | \$ 3,623.00 | \$ 48,366.00 | \$ 37,197.00 | \$ 47,000.00 | \$ (1,366.00) |
| Etabs | 13,775.50 | 130,518.50 | 0.00 | 41,000.00 | (89,518.50) |
| Meat Raffle Receipts | 1,560.00 | 13,180.00 | 0.00 | 17,000.00 | 3,820.00 |
| Meat Raffle Prizes | 0.00 | (5,761.67) | 0.00 | (5,600.00) | 161.67 |
| Pull Tabs | 3,050.00 | 32,244.00 | 103,568.25 | 100,000.00 | 67,756.00 |
| Other Raffles | 0.00 | 0.00 | 6,674.98 | 0.00 | 0.00 |
| | <u>22,008.50</u> | <u>218,546.83</u> | <u>147,440.23</u> | <u>199,400.00</u> | <u>(19,146.83)</u> |
| Total Net Gaming Proceeds | | | | | |
| Gaming Expenses - Direct | | | | | |
| Etab Expense | 0.00 | 30,374.18 | 0.00 | 7,500.00 | (22,874.18) |
| Gaming Tax | 2,634.83 | 23,067.97 | 13,775.02 | 20,000.00 | (3,067.97) |
| Gaming Supplies | 175.00 | 357.15 | 13,903.28 | 19,815.00 | 19,457.85 |
| Misc. - Gaming | 0.00 | 0.00 | (25.00) | 0.00 | 0.00 |
| Payroll Taxes - Gaming | 765.94 | 6,795.75 | 5,868.03 | 8,250.00 | 1,454.25 |
| Pull Tabs Expense | (41.02) | 736.93 | 0.00 | 0.00 | (736.93) |
| Raffle Wheel Tickets | 0.00 | 496.25 | 0.00 | 0.00 | (496.25) |
| Rent - Gaming | 775.00 | 6,975.00 | 6,975.00 | 12,900.00 | 5,925.00 |
| Security | 0.00 | 3,242.39 | 2,875.00 | 4,075.00 | 832.61 |
| State of ND Gaming Stamp | 0.00 | 34.65 | 0.00 | 150.00 | 115.35 |
| Wages - Gaming | 1,237.82 | 18,542.28 | 22,501.80 | 29,235.00 | 10,692.72 |
| | <u>5,547.57</u> | <u>90,622.55</u> | <u>65,873.13</u> | <u>101,925.00</u> | <u>11,302.45</u> |
| Total Gaming Expenses - Direct | | | | | |
| Net Gaming Revenue/Expense | <u>\$ 16,460.93</u> | <u>\$ 127,924.28</u> | <u>\$ 81,567.10</u> | <u>\$ 97,475.00</u> | <u>\$ (30,449.28)</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 March 31, 2020 and Nine Months Ended March 31, 2020 and 2019

| | Mar 2020 | July-Mar '20 | July-Mar '19 | Annual Budget | Budget Remaining |
|---------------------------------------|---------------------|----------------------|---------------------|----------------------|-----------------------|
| Net Gaming Proceeds | | | | | |
| Blackjack & Paddlewheel | \$ 1,487.00 | \$ 40,042.00 | \$ 32,846.00 | \$ 38,000.00 | \$ (2,042.00) |
| Etabs | 15,911.75 | 173,440.00 | 0.00 | 65,000.00 | (108,440.00) |
| Pull Tabs | <u>3,758.00</u> | <u>43,068.00</u> | <u>138,558.30</u> | <u>140,000.00</u> | <u>96,932.00</u> |
| Total Net Gaming Proceeds | <u>21,156.75</u> | <u>256,550.00</u> | <u>171,404.30</u> | <u>243,000.00</u> | <u>(13,550.00)</u> |
| Gaming Expenses - Direct | | | | | |
| Etab Expense | 0.00 | 42,731.67 | 0.00 | 20,000.00 | (22,731.67) |
| Gaming Tax | 2,532.86 | 27,323.54 | 18,306.85 | 27,500.00 | 176.46 |
| Gaming Supplies | 350.00 | 1,356.24 | 21,694.18 | 24,500.00 | 23,143.76 |
| Payroll Taxes - Gaming | 1,040.33 | 7,628.82 | 5,711.74 | 8,300.00 | 671.18 |
| Pull Tabs Expense | (97.50) | 2,016.81 | 0.00 | 0.00 | (2,016.81) |
| Rent - Gaming | 1,000.00 | 8,725.00 | 6,975.00 | 14,100.00 | 5,375.00 |
| Security | 0.00 | 2,818.15 | 2,850.00 | 4,075.00 | 1,256.85 |
| State of ND Gaming Stamp | 0.00 | 47.07 | 0.00 | 150.00 | 102.93 |
| Wages - Gaming | <u>1,520.03</u> | <u>20,445.92</u> | <u>22,116.05</u> | <u>29,500.00</u> | <u>9,054.08</u> |
| Total Gaming Expenses - Direct | <u>6,345.72</u> | <u>113,093.22</u> | <u>77,653.82</u> | <u>128,125.00</u> | <u>15,031.78</u> |
| Net Gaming Revenue/Expense | <u>\$ 14,811.03</u> | <u>\$ 143,456.78</u> | <u>\$ 93,750.48</u> | <u>\$ 114,875.00</u> | <u>\$ (28,581.78)</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 March 31, 2020 and Nine Months Ended March 31, 2020 and 2019

| | Mar 2020 | July-Mar '20 | July-Mar '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 |
| 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>23,840.00</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>56,082.92</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 | 194.39 | 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>194.39</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>\$ 55,888.53</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 Nine Months Ended March 31, 2020

| | July-Mar '20 | Annual Budget | Budget Remaining |
|--------------------------------|---------------------|---------------------|---------------------|
| Gaming Revenue/Expense | | | |
| Net Gaming Proceeds | | | |
| Prize Boards | \$ 17,645.00 | \$ 0.00 | \$ (17,645.00) |
| Bingo | 84,254.00 | 130,000.00 | 45,746.00 |
| Blackjack & Paddlewheel | 239,536.50 | 297,500.00 | 57,963.50 |
| Daubers | 3,537.30 | 4,500.00 | 962.70 |
| Etabs | 608,835.50 | 266,000.00 | (342,835.50) |
| 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 | 13,780.00 | 17,000.00 | 3,220.00 |
| Meat Raffle Prizes | (6,036.41) | (5,600.00) | 436.41 |
| Poker | 3,885.00 | 3,700.00 | (185.00) |
| Pull Tabs | 202,845.25 | 623,000.00 | 420,154.75 |
| Raffle Boards - Gun Raffle | 0.00 | 17,500.00 | 17,500.00 |
| Winter Raffle Receipts | 200,030.00 | 195,500.00 | (4,530.00) |
| Winter Raffle Prizes | (46,164.33) | (55,000.00) | (8,835.67) |
| Other Gaming Income | 20.00 | 0.00 | (20.00) |
| | <u>1,330,994.39</u> | <u>1,583,600.00</u> | <u>252,605.61</u> |
| Total Net Gaming Proceeds | | | |
| Gaming Expenses - Direct | | | |
| Prize Board Prizes | 1,612.50 | 0.00 | (1,612.50) |
| Bingo Cards | 7,552.58 | 0.00 | (7,552.58) |
| Etab Expense | 137,161.39 | 62,925.00 | (74,236.39) |
| Gaming Licenses & Fees | 150.00 | 1,200.00 | 1,050.00 |
| Gaming Tax | 133,680.99 | 136,015.00 | 2,334.01 |
| Gaming Supplies | 7,422.45 | 107,465.00 | 100,042.55 |
| Gun Raffle Advertising | 1,442.00 | 1,000.00 | (442.00) |
| Miscellaneous - Gaming | 654.14 | 0.00 | (654.14) |
| Payroll Taxes - Gaming | 50,091.82 | 79,150.00 | 29,058.18 |
| Pull Tabs Expense | 9,564.62 | 0.00 | (9,564.62) |
| Raffle Wheel Tickets | 506.25 | 0.00 | (506.25) |
| Rent - Gaming | 51,640.00 | 79,320.00 | 27,680.00 |
| Security | 16,159.86 | 23,775.00 | 7,615.14 |
| State of ND Gaming Stamp | 222.07 | 0.00 | (222.07) |
| Wages - Gaming | 168,840.64 | 246,710.00 | 77,869.36 |
| | <u>586,701.31</u> | <u>737,560.00</u> | <u>150,858.69</u> |
| Total Gaming Expenses - Direct | | | |

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 Nine Months Ended March 31, 2020

| | July-Mar '20 | Budget | Remaining |
|----------------------------------|-------------------|-------------------|-------------------|
| Gaming Expenses - Indirect | | | |
| Accounting - Gaming | 12,647.55 | 13,500.00 | 852.45 |
| Background Checks - Gaming | 165.00 | 300.00 | 135.00 |
| Bank Service Charges - Gaming | 221.00 | 0.00 | (221.00) |
| Copier Lease - Gaming | 1,732.92 | 1,300.00 | (432.92) |
| Depreciation - Gaming | 8,453.47 | 11,000.00 | 2,546.53 |
| Health Insurance - Gaming | 8,688.92 | 27,000.00 | 18,311.08 |
| Insurance - Workers Comp | 227.28 | 2,000.00 | 1,772.72 |
| Insurance - Gaming | 631.85 | 7,700.00 | 7,068.15 |
| Miscellaneous (Shared) - Gaming | 1,965.47 | 5,000.00 | 3,034.53 |
| Office Furniture | 220.60 | 0.00 | (220.60) |
| Office Fit-up | 162.01 | 0.00 | (162.01) |
| Office Rent - Gaming | 6,785.00 | 9,300.00 | 2,515.00 |
| Office Supplies/Postage - Gaming | 2,774.61 | 2,000.00 | (774.61) |
| Office Telephone/Data - Gaming | 2,290.28 | 2,550.00 | 259.72 |
| Payroll Tax - Manager & Office | 8,697.51 | 14,300.00 | 5,602.49 |
| Repairs & Maintenance - Gaming | 41.10 | 3,000.00 | 2,958.90 |
| Software | 1,543.09 | 2,000.00 | 456.91 |
| Uniforms - Gaming | 1,626.10 | 5,000.00 | 3,373.90 |
| Wages - Manager & Office | 94,113.71 | 115,000.00 | 20,886.29 |
| Wages - Vacation, Train, Count | 7,753.31 | 7,500.00 | (253.31) |
| | <u>160,740.78</u> | <u>228,450.00</u> | <u>67,709.22</u> |
| Total Gaming Expenses - Indirect | | | |
| | <u>747,442.09</u> | <u>966,010.00</u> | <u>218,567.91</u> |
| Total Gaming Expenses | | | |
| Net Gaming Revenue | <u>583,552.30</u> | <u>617,590.00</u> | <u>34,037.70</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 Nine Months Ended March 31, 2020

| | July-Mar '20 | Budget | Remaining |
|----------------------------------|--------------------------|--------------------------|---------------------------|
| Program Revenue | | | |
| Charitable Contributions | 7,874.98 | 0.00 | (7,874.98) |
| 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 | 15,200.00 | 8,000.00 | (7,200.00) |
| Sponsorships | 0.00 | 1,000.00 | 1,000.00 |
| Wallboards | 1,000.00 | 0.00 | (1,000.00) |
| Total Advertising Sales | <u>10,920.00</u> | <u>7,200.00</u> | <u>(3,720.00)</u> |
| Apparel Sales Receipts | 4,203.00 | 5,000.00 | 797.00 |
| Apparel Sales Expenses | (300.00) | 0.00 | 300.00 |
| Contributions/Kickback Income | 1,937.55 | 10,000.00 | 8,062.45 |
| Dibs Income | 320.00 | 10,000.00 | 9,680.00 |
| Special Event Proceeds | 4,190.91 | 0.00 | (4,190.91) |
| 1st Time Player Registration | 0.00 | (12,000.00) | (12,000.00) |
| Hockey Camp Registration | | | |
| Floor Ball | 2,040.00 | 0.00 | (2,040.00) |
| Checking Camp | 2,340.00 | 0.00 | (2,340.00) |
| 3 vs. 3 League Camp | 9,720.00 | 0.00 | (9,720.00) |
| 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 Goalie Camp | 1,210.00 | 0.00 | (1,210.00) |
| Stampede Summer Camps | 2,950.00 | 0.00 | (2,950.00) |
| Total Hockey Camp Registration | <u>37,297.55</u> | <u>0.00</u> | <u>(37,297.55)</u> |
| Hockey Registration | | | |
| Recreation League | 2,087.25 | 0.00 | (2,087.25) |
| Regular Season | 243,666.01 | 248,000.00 | 4,333.99 |
| Total Hockey Registration | <u>245,753.26</u> | <u>248,000.00</u> | <u>2,246.74</u> |
| Hockey Tryouts | 2,560.00 | 0.00 | (2,560.00) |
| Ice Time | (120.00) | 15,000.00 | 15,120.00 |
| Interest Receipts | 78.85 | 0.00 | (78.85) |
| Pins - Hockey Receipts | 13,981.76 | 0.00 | (13,981.76) |
| Pins - Hockey Expenses - Tourney | (15,517.51) | 1,600.00 | 17,117.51 |
| Skating Treadmill Receipts | 1,069.50 | 1,200.00 | 130.50 |
| Skating Treadmill Expenses | (954.00) | (1,080.00) | (126.00) |
| Tournament Receipts | | | |
| State Tournament | 15,720.00 | 10,200.00 | (5,520.00) |
| Total Tournament Receipts | <u>15,720.00</u> | <u>10,200.00</u> | <u>(5,520.00)</u> |
| Total Program Revenue | <u>329,015.85</u> | <u>295,120.00</u> | <u>(33,895.85)</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 Nine Months Ended March 31, 2020

| | July-Mar '20 | Budget | Remaining |
|--|-------------------|-------------------|-------------------|
| Program Expenses - Direct | | | |
| Training Camp Expenses | 2,500.00 | 0.00 | (2,500.00) |
| Equipment | 10,301.32 | 0.00 | (10,301.32) |
| Advertising - Hockey | 8,713.64 | 5,000.00 | (3,713.64) |
| Apparel - Hockey | 52,103.65 | 3,000.00 | (49,103.65) |
| Coaches | | | |
| Wages - Coaches | 65,272.63 | 50,000.00 | (15,272.63) |
| Coaches Travel & Expense | 34,922.33 | 45,000.00 | 10,077.67 |
| Total Coaches | <u>100,194.96</u> | <u>95,000.00</u> | <u>(5,194.96)</u> |
| Coordinators | 0.00 | 11,000.00 | 11,000.00 |
| Depreciation - Hockey | 23,597.14 | 30,000.00 | 6,402.86 |
| 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 | 5,482.79 | 5,700.00 | 217.21 |
| Ice Time Expense | 223,325.00 | 250,000.00 | 26,675.00 |
| Merchant Deposit Fees | 229.82 | 1,000.00 | 770.18 |
| Miscellaneous - Hockey | 574.53 | 0.00 | (574.53) |
| Misc. Membership/Recruitment | 0.00 | 2,000.00 | 2,000.00 |
| New Jerseys | 0.00 | 33,000.00 | 33,000.00 |
| Officials | 29,585.80 | 26,000.00 | (3,585.80) |
| Officials/Misc-Tournament Hosting | 3,372.70 | 2,500.00 | (872.70) |
| Participation Gifts | 1,525.37 | 1,500.00 | (25.37) |
| Payroll Taxes - Hockey | 5,953.79 | 15,000.00 | 9,046.21 |
| Positive Coaching Alliance | 0.00 | 4,000.00 | 4,000.00 |
| Registration | 61.00 | 18,000.00 | 17,939.00 |
| Special Events | 1,736.16 | 0.00 | (1,736.16) |
| Staff Development | 3,966.00 | 0.00 | (3,966.00) |
| Supplies - Hockey | 1,351.79 | 8,000.00 | 6,648.21 |
| Tournament Entry Fees | 44,874.66 | 90,000.00 | 45,125.34 |
| Tournaments - State Entries | 1,206.40 | 5,000.00 | 3,793.60 |
| Tournament Expenses | 16,600.00 | 0.00 | (16,600.00) |
| Travel Expenses - Hockey Director | 0.00 | 2,000.00 | 2,000.00 |
| USA Hockey & NDAHA | 1,977.00 | 800.00 | (1,177.00) |
| Bonus - Hockey Director | 500.00 | 0.00 | (500.00) |
| Wages - Hockey Director | 64,217.01 | 85,000.00 | 20,782.99 |
| Total Program Expenses - Direct | <u>606,526.45</u> | <u>702,500.00</u> | <u>95,973.55</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 Nine Months Ended March 31, 2020

| | July-Mar '20 | Budget | Remaining |
|-----------------------------------|----------------------|----------------------|-----------------------|
| Program Expenses - Indirect | | | |
| Computer - Hockey | 127.72 | 0.00 | (127.72) |
| Copier/Printing- Hockey | 482.38 | 650.00 | 167.62 |
| Facilities Expenses | 910.70 | 0.00 | (910.70) |
| Insurance-Workers Comp | 227.28 | 2,000.00 | 1,772.72 |
| Insurance - Hockey | 631.83 | 2,200.00 | 1,568.17 |
| Meeting Expenses | 0.00 | 500.00 | 500.00 |
| Miscellaneous | 0.00 | 2,000.00 | 2,000.00 |
| Office Furniture | 220.60 | 0.00 | (220.60) |
| Office Fit-up | 162.01 | 0.00 | (162.01) |
| Office Rent - Hockey | 6,265.00 | 9,300.00 | 3,035.00 |
| Office Supplies/Postage - Hockey | 2,725.81 | 1,500.00 | (1,225.81) |
| Payroll Taxes - Office Staff | 8,906.28 | 0.00 | (8,906.28) |
| Professional Fees - Hockey | 4,466.19 | 5,000.00 | 533.81 |
| Software | 5,458.63 | 1,000.00 | (4,458.63) |
| Sports Engine Processing Fees | 9,002.22 | 0.00 | (9,002.22) |
| Telephone/Data - Hockey | 1,790.33 | 2,550.00 | 759.67 |
| Wages - Business Manager | 34,956.29 | 41,250.00 | 6,293.71 |
| | | | |
| Total Program Expenses - Indirect | <u>76,333.27</u> | <u>67,950.00</u> | <u>(8,383.27)</u> |
| | | | |
| Total Program Expenses | <u>682,859.72</u> | <u>770,450.00</u> | <u>87,590.28</u> |
| | | | |
| Net Program Revenue/Expense | <u>(353,843.87)</u> | <u>(475,330.00)</u> | <u>(121,486.13)</u> |
| | | | |
| Change in Net Assets | <u>\$ 229,708.43</u> | <u>\$ 142,260.00</u> | <u>\$ (87,448.43)</u> |

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AND THE STATEMENTS OF CASH FLOWS ARE OMITTED.