

## West Fargo Hockey Association Board Meeting

Board Meeting Minutes: Monday, September 19<sup>th</sup>, 2022 at 6 p.m.

West Fargo Hockey Association Office 1122 Prairie Parkway Suite #103 West Fargo, ND 58078

### Board Members:

*Present:* Scott Haider, Alex Aughinbaugh, Brett Anderson, Adam Guy, Sarah Elkins, James Cailao (via TEAMS), Ryan Thayer, Kristen Cigelske

*Absent:* Kelly Kisell, Eric Nelson

### Others Present:

*Executive Director:* Jeremy Jorgenson

*Hockey Director:* Mike Parnell

*Operations Manager:* Shana Wilson (via TEAMS)

*Charitable Gaming Director:* Jason Campbell

**Members Present:** None

## PROCEEDINGS:

**Meeting called to order** at 6:00 p.m. by President Scott Haider

### Minutes Approval: August 15<sup>th</sup>, 2022

Haider

Aughinbaugh made a motion to approve the August 15<sup>th</sup>, 2022 Regular Board Meeting minutes as provided to the board of directors. Motion was seconded by Anderson. Approved by all; motion was passed without dissent.

### July 2022 Financials

Guy

Guy presented an overview of the July 2022 financial information which included comparisons between the July 2021 and July 2022 numbers. Checking and savings account balances are up significantly from the previous year. A specific mention regarding the ERTC Tax Credit was commented on by both Guy and Jorgenson. Due to the current allocation in the July 2022 reports assets appear higher than typical. This item, showing in both June 2022 and July 2022 reports, will be corrected by Brady Martz to the proper reporting category. Expenses for gaming are higher than usual due to the initial expenses needed for equipment of the new Amenia gaming site.

### 6 Month Financial Review

Guy

Guy shared a review of the 6-month financial information for January through June 2022 along with a mention of the fiscal year end information. Overall gaming expenses were higher but still remain proportional with the increase in gaming revenue for the year. Comparisons with the 2021-2022 budget and the 2022-2023 budget were made. With a significant overhaul and review of the budget categories for the newest budget, future financial reviews will be more comprehensive and reflect less deficiencies with allocations made to more appropriate designations. Also covered was the depreciation of the treadmill value and program expenses for the new travel jerseys and socks. Campbell commented on the gaming expenses and gaming revenue proportions as indicated in this report; as the expenses rise for gaming (cost of e-tab tickets) the revenue was also increasing at the same rate.

Jorgenson updated the board on the continuation of the collaborative work between WFHA and the West Fargo Parks entities. A meeting was held today, September 19<sup>th</sup>, with all respective parties present. A solid and positive working relationship has been established and is helping to propel the work and build excitement for upcoming tasks. PACE is continuing to move forward with the feasibility study which is on track with the estimated timeline and could be wrapped up by the end of September or early October. A participation rate over 60% is good to which WFHA has surpassed with the completed and scheduled interviews that encompass a wide variety of candidates and diverse perspectives. Jorgenson is not involved in the interview process but PACE is reporting positive feedback and Jorgenson feels that the data garnered from this phase will be useful in moving forward. The next phase is to begin a propensity study which will involve 10 -12 assessors. Jorgenson is in the process of identifying and recruiting potential individuals and plans to solidify the list by the end of the week. Jorgenson commented that PACE has been outstanding to work with through the initial phases of this process and all facets seem to be in-sync for WFHA at this time.

The social event planned for membership on October 13<sup>th</sup>, 2022 is in the stage of final details and planning being completed. The venue selected for the social has proven to be a great partnership. During the event attendees will be formally introduced to the new hockey director, Mike Parnell. Jorgenson also plans to connect the event with several other WFHA happenings to kick off the 2022-2023 season.

Campbell, Nelson and Jorgenson continue to work diligently on the WFHA Gaming ICM. The tedious process involves reviewing each page of the document in-depth, consulting on the legalities of the content, submitting to the auditor and making additional updates based on the feedback. Once the document is finalized minor updates will need to be made on a regular basis to keep the ICM current but the process will not be as tedious nor time consuming.

The new PA and sound system updates for Veterans Memorial Arena are on track. The equipment has been ordered, labor is scheduled and installation will be complete before the start of the season. Jorgenson has secured some new sponsors for the dasher boards at the arena. He is in the process of inspecting all of the current dasher boards to be sure that the physical condition is adequate after being in storage for the past few months. All dasher board installation projected timelines are ahead of schedule.

Jorgenson reported that the Stampede Apparel online store through BeeSeen closes tonight. Jorgenson and several board members shared their feedback regarding comments or opinions that have been heard from the membership and the apparel offerings. There have been an excellent number of orders and overall BeeSeen has been excellent to work with throughout this initial process. In addition to the apparel store, they will also be completing the screen printing of the Termite/6U jerseys. A brief discussion took place clarifying the use of logos on apparel and jerseys with specific reference to the difference in logos that will be used for travel team jerseys and non-travel team jerseys.

Mike Parnell, the new WFHA Hockey Director, formally introduced himself to the board and shared a little about his background in hockey. He is excited to be with WFHA, just began his 5<sup>th</sup> week with the organization and commended the office staff, especially Zach Feltman, for all of the work done over the past 3 months during the vacancy of the Hockey Director position. Parnell shared an overarching vision and direction for the WFHA programming along with his goal for all participants of the membership and his expectations for the season.

An update on the camp programming for the end of summer and fall was shared. The 3v3 camp recently concluded with a playoff format implemented for participants and added an extra bit of excitement to the last session. Goalie camp is underway with direction from the new WFHA Goalie Coordinator. Participants in the camp are able to receive significant amounts of 1-on-1 instruction from all of the coaches. Intro to Hockey sessions have concluded their first week and appears to have gone well overall. Fall camps are also beginning this week for other levels of players with the goal to help players get settled, prepared for tryouts and feel comfortable on the ice.

The new goalie coordinator, Holden Kurtz, has begun his tenure with WFHA. He is based out of Fargo and has a strong coaching and officiating background. Currently he is running the Fall Goalie camp sessions on Sunday, will be responsible for running the goalie sessions that will be held on Wednesday nights throughout the season and providing education and support to coaches in regards to the goalie position. Kurtz will also have the support of 3 additional goalie coaches for these sessions as well to provide those in the goalie with more individual attention and skill development. He will attend travel team practices and games on a rotating basis throughout the season. The intent of the goalie coordinator position is to provide consistency in the programming of the youth goalies and help to develop these players for the long term.

Updates on the task of recruiting and hiring coaching staff for the 2022-2023 season were provided. Parnell and Feltman have been working closely to identify the most immediate hiring needs, compiling a database of potential coaches with prospects that are parent, non-parent, past and new. After being in contact with several prospects he has received good feedback and also several promising avenues to pursue in selecting coaches. After examining the remaining openings for coaching staff Parnell has identified the goal of filling the positions within the next 7 to 10 days in order to be prepared for the season. For the upcoming season he has identified the support that the coaches will require, accountability measures that will be implemented and educational needs for a successful season.

Parnell shared an in-depth review of the new compliance system that will be implemented for the 2022-2023 season. The structure is based on a color-coded level system with formal protocols, descriptions of each level and responsibilities of parents, coaches & himself within the levels. The compliance system will include written forms of documentation at all levels and involvement of the hockey director at each level. Review by the compliance committee will be completed on a monthly basis to ensure that all compliance issues are being addressed. A compliance system with consistency and structure such as this will provide coaches with a specific direction, non-negotiables that will be integral in setting the tone, expectations and culture for all Stampede teams. Detailed information regarding the level system will be specifically addressed at all parent level meetings before the start of tryouts for the season.

Preparations are underway for travel team (15U/Bantam and 12U/Peewee) tryouts and evaluations. These will be conducted October 14<sup>th</sup>, 15<sup>th</sup> & 16<sup>th</sup>. Parnell has secured independent evaluators who will be present at all of the evaluation sessions to ensure that all players will be seen by all evaluators each day of tryouts. The software previously used for past tryout sessions will not be utilized for this process but reserved for end of season evaluations. This will allow the evaluators to focus their full attention on the players for the duration of the time they are on the ice. During the first night of tryouts the session will be geared towards a practice format to allow attendees time to adjust to the ice, get comfortable with the format and reacquaint themselves with hockey. The remaining three sessions, two on Saturday and one on Sunday, will feature game situations.

Parnell has been working on initiating and implementing a coaching committee with the three West Fargo High School hockey coaches. Together the coaching committee will meet once before and once after the season in order to improve Stampede programming, build open communication between all parties, discuss concerns and also have the potential to partner on summer projects.

<b>Gaming Operations</b>	<b>Campbell</b>
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Campbell updated the board on the status of both the Winter Raffle and Gun Raffle tickets. Gun raffle tickets have been received in the office and are ready to be distributed for sale by any interested members. Communication will be sent out to members early next week. Incentive programs and the tiered kickback structure utilized in the past will still be in effect this year for members who choose to sell specified amounts of tickets. The Gun Raffle drawing will be held on April 7<sup>th</sup>, 2023. Winter raffle tickets will be distributed to families during their team picture days which is scheduled for the week of November 7<sup>th</sup>. Several large prizes and specialty prizes will be part of the winter raffle offerings this year.

Gaming continues to trend strongly for WFHA overall with no apparent slowing of play. Information on the overall gaming outlook was shared along with an explanation of the tiered system that the e-tab machines utilize based on the amount of play was given by Campbell. Synopsis of the data that is being examined, along with the pros and cons of the

system, were shared in detail. As the information is analyzed over the next few months Campbell will provide more reports to the board as needed. The new bingo machine for M&J Saloon has also been secured.

**Old Business: West Fargo Parks Arena Path Forward**

**Aughinbaugh/Haider**

Jorgenson shared all of the pertinent updates regarding this topic during his Executive Director reports.

**Old Business: PACE Fundraising**

**Haider/Jorgenson**

All information regarding PACE Fundraising and the status of the project were given by Jorgenson along with the Executive Director updates.

**Meeting Adjournment**

**Haider**

Cailao made a motion to adjourn the meeting at 7:32 p.m. Motion was seconded by Aughinbaugh. Approved by all; motion was passed without dissent.

**Board of Directors**

*Scott Haider, President*

*Alex Aughinbaugh, Past President*

*Brett Anderson, Executive Vice President*

*Adam Guy, Treasurer*

*Sarah Elkins, Secretary*

*Kelly Kisell, Director of Hockey Operations*

*James Cailao, Director of Tournaments*

*Seth Rehm, Director of Compliance & Safe Sport*

*Ryan Thayer, Director of Business Operations*

*Kristen Cigelske, Director of Communications & Marketing*

*Eric Nelson, Director of Fund Raising & Gaming*

West Fargo Hockey Association, Inc.  
 Statements of Financial Position  
 July 31, 2022 and 2021

ASSETS	2022	2021
Current Assets		
Checking/Savings		
Gaming Site Cash	\$ 221,438.00	\$ 220,674.00
WSB-Club Account	365,891.26	314,367.55
WSB-Gaming Account	1,426,421.24	1,393,008.45
WSB-Trust Account	2,089,080.69	731,545.76
WSB-Future Savings Account	157,933.62	157,735.37
FNB-Reserve Savings CC	128.89	128.89
	4,260,893.70	2,817,460.02
Accounts Receivable		
Advertising Receivable	0.00	7,550.00
	0.00	7,550.00
Other Current Assets		
ERTC Receivable	217,627.76	0.00
Prepaid Insurance	1,290.34	2,241.44
Prepaid Payroll/Tax Liabilities	0.00	197.97
Prepaid Rent	11,750.00	13,000.00
Prepaid Tournament Expenses	129,750.00	94,880.00
Gaming Inventory	4,792.43	3,526.20
	365,210.53	113,845.61
	4,626,104.23	2,938,855.63
Fixed Assets		
Leasehold Impr. Fit-up	25,580.19	6,724.24
Gaming Equipment	63,400.48	67,325.48
Hockey Equipment	83,721.88	170,071.88
Accumulated Depreciation	(150,168.30)	(226,632.16)
	22,534.25	17,489.44
<b>TOTAL ASSETS</b>	<b>\$ 4,648,638.48</b>	<b>\$ 2,956,345.07</b>

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

West Fargo Hockey Association, Inc.  
 Statements of Financial Position  
 July 31, 2022 and 2021

LIABILITIES & NET ASSETS

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable	\$	107,858.33	\$	675.83
Accrued Gaming Tax		161,071.37		230,749.95
Accrued Wages		31,532.92		22,175.14
Payroll Liabilities		2,755.67		1,327.08
Unearned Revenue - Registration		215,607.17		159,422.94

Total Current Liabilities		518,825.46		414,350.94
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Total Liabilities		518,825.46		414,350.94
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Net Assets

Temp Restricted Net Assets		8,442.29		8,442.29
Net Assets Without Restrictions		4,084,286.91		2,378,346.99
Change in Net Assets Without Restrictions		37,083.82		155,204.85

Total Net Assets		4,129,813.02		2,541,994.13
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TOTAL LIABILITIES & NET ASSETS		\$ 4,648,638.48		\$ 2,956,345.07
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NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES  
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West Fargo Hockey Association, Inc.  
 Statements of Activities  
 For the Months Ended July 31, 2022 and 2021

	July 2022	July 2021
Gaming Revenue/Expense		
Net Gaming Proceeds		
Bingo Prize Exp	\$ (21,547.90)	\$ 0.00
Bingo	25,979.00	29,655.00
Blackjack & Paddlewheel	14,212.00	29,736.00
Daubers	372.00	482.00
Etabs	312,042.00	275,666.75
Pull Tabs	29,260.00	26,040.75
Raffles	0.00	(550.00)
	<u>360,317.10</u>	<u>361,030.50</u>
Total Net Gaming Proceeds		
Gaming Expenses - Direct		
Wages - Gaming	27,536.62	21,453.51
Payroll Taxes - Gaming	5,300.73	4,887.69
Gaming Tax	40,267.78	57,687.32
Etab Expense	72,125.78	62,744.46
Etab Credit	0.00	(22,000.00)
Rent - Gaming	8,660.00	8,885.00
Prize Board Prizes	0.00	2,323.06
Bingo Cards	135.00	1,097.20
Gaming Licenses & Fees	150.00	0.00
Gaming Supplies	13,276.25	641.90
Pull Tabs Expense	1,651.35	1,628.09
Security	2,851.20	0.00
	<u>171,954.71</u>	<u>139,348.23</u>
Total Gaming Expenses - Direct		

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West Fargo Hockey Association, Inc.  
 Statements of Activities  
 For the Months Ended July 31, 2022 and 2021

	July 2022	July 2021
Gaming Expenses - Indirect		
Wages - Operations Manager	824.17	0.00
Wages - Executive Director	1,236.26	0.00
Wages - Asst Gaming Director	4,684.06	0.00
Wages - Gaming Director	7,017.58	36,527.09
Wages - Vacation, Train, Count	1,606.46	434.77
401k Match	1,992.37	0.00
Accounting - Gaming	2,047.50	0.00
Background Checks - Gaming	90.00	0.00
Bank Service Charges - Gaming	0.00	(113.29)
Copier Lease - Gaming	98.33	78.43
Depreciation - Gaming	645.46	0.00
Employee Appreciation	69.00	0.00
Gaming Mileage	268.76	427.06
Health Insurance - Gaming	2,415.25	3,427.08
Insurance - Gaming	322.58	433.09
Internal Control Manual	215.00	0.00
Office Rent - Gaming	1,047.50	775.00
Office Supplies	302.47	111.36
Staff Payroll Tax	1,099.80	2,758.65
Payroll Processing Fees	212.00	0.00
Promotion	2,000.00	0.00
Software	0.00	132.80
Telephone/Techology	677.71	416.53
	<u>28,872.26</u>	<u>45,408.57</u>
Total Gaming Expenses - Indirect		
	<u>28,872.26</u>	<u>45,408.57</u>
Total Gaming Expenses	<u>200,826.97</u>	<u>184,756.80</u>
Net Gaming Revenue	<u>159,490.13</u>	<u>176,273.70</u>

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**West Fargo Hockey Association, Inc.**  
**Statements of Activities**  
For the Months Ended July 31, 2022 and 2021

	July 2022	July 2021
Program Revenue		
Academy Registration	26,793.33	0.00
Camp Registration	0.00	3,890.00
Center Ice Income Receipts	315.00	200.00
Dasherboards/Signs	(600.00)	8,600.00
Invoiced Dibs	440.00	920.00
Summer Ice Income	18,235.16	0.00
Wallboard Advertising	0.00	1,000.00
Winter Classic Tournament	1,200.00	1,200.00
	<u>46,383.49</u>	<u>15,810.00</u>
Total Program Revenue		
Program Expenses - Direct		
Coach Apparel	13,652.50	0.00
Contributions	0.00	2,000.00
Depreciation - Hockey	517.24	0.00
Equipment	0.00	5,716.23
Financial Assistance Program	2,119.50	0.00
Health Insurance - Hockey	996.14	1,755.06
Intro to Hockey	16,700.00	0.00
Jerseys	0.00	(200.00)
Miscellaneous - Hockey Staff	0.00	800.00
Payroll Taxes - Hockey	955.71	1,332.07
Staff Development	0.00	300.00
Stampede Summer Academy Exp	16,932.65	0.00
Supplies - Hockey	645.17	0.00
Tournament Entry Fees	0.00	111.50
Travel Expenses - Coaches	0.00	191.00
Travel Jerseys	56,967.50	0.00
Travel Socks	22,367.50	0.00
USA Hockey & NDAHA	121.00	121.00
Wages - Asst Hockey Director	4,258.25	0.00
Wages - Executive Director	6,428.59	0.00
Wages - Hockey Director	0.00	7,169.97
Wages - Operations Manager	4,285.71	8,818.65
Winter Classic Expenses	207.38	0.00
	<u>147,154.84</u>	<u>28,115.48</u>
Total Program Expenses - Direct		

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West Fargo Hockey Association, Inc.  
 Statements of Activities  
 For the Months Ended July 31, 2022 and 2021

	July 2022	July 2021
Program Expenses - Indirect		
401k Match	467.15	0.00
Bank Service Charges	103.74	29.60
Copier/Printing- Hockey	104.95	78.42
Corporate Meetings	58.94	0.00
(Gain)/Loss on Sale	(5,000.00)	0.00
Hockey Director Search	410.60	0.00
Insurance - Hockey	322.58	433.10
Interest Expense	0.00	3.22
Meeting Expenses	0.00	56.49
Office Furniture	0.00	784.85
Office Rent - Hockey	1,047.50	775.00
Office Supplies/Postage - Hockey	8.36	289.95
Payroll Processing Fees	53.00	0.00
Professional Fees	877.50	0.00
Rink Feasibility Study	13,180.00	0.00
Software	24.24	190.37
Sports Engine Processing Fees	6,015.43	5,930.83
Square Credit Card Fees	196.27	0.00
Telephone/Technology- Hockey	677.70	191.54
Video Promotions	3,087.00	0.00
	<u>21,634.96</u>	<u>8,763.37</u>
Total Program Expenses - Indirect		
	<u>21,634.96</u>	<u>8,763.37</u>
Total Program Expenses	<u>168,789.80</u>	<u>36,878.85</u>
Net Program Revenue/Expense	<u>(122,406.31)</u>	<u>(21,068.85)</u>
Change in Net Assets Without Restriction \$	<u><u>37,083.82</u></u>	<u><u>\$ 155,204.85</u></u>

NO ASSURANCE IS PROVIDED. SUBSTANTIALLY ALL DISCLOSURES  
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## SUPPLEMENTARY INFORMATION

# West Fargo Hockey Association, Inc.

## Remaining Budget Analysis For the Year Ended June 30, 2023

	July 2022	Annual Budget	Budget Remaining
Gaming Revenue/Expense			
Net Gaming Proceeds			
Bingo Prize Exp	\$ (21,547.90)	\$ 0.00	\$ 21,547.90
Bingo	25,979.00	275,000.00	249,021.00
Blackjack & Paddlewheel	14,212.00	260,000.00	245,788.00
Daubers	372.00	0.00	(372.00)
Etabs	312,042.00	3,095,000.00	2,782,958.00
Poker	0.00	4,000.00	4,000.00
Pull Tabs	29,260.00	320,000.00	290,740.00
Raffles	0.00	470,000.00	470,000.00
	360,317.10	4,424,000.00	4,063,682.90
Total Net Gaming Proceeds			
Gaming Expenses - Direct			
Wages - Gaming	27,536.62	275,000.00	247,463.38
Payroll Taxes - Gaming	5,300.73	27,500.00	22,199.27
Gaming Tax	40,267.78	507,100.00	466,832.22
Etab Expense	72,125.78	830,000.00	757,874.22
Rent - Gaming	8,660.00	112,400.00	103,740.00
Miscellaneous	0.00	341,200.00	341,200.00
Bingo Cards	135.00	0.00	(135.00)
Gaming Licenses & Fees	150.00	0.00	(150.00)
Gaming Supplies	13,276.25	0.00	(13,276.25)
Pull Tabs Expense	1,651.35	0.00	(1,651.35)
Security	2,851.20	0.00	(2,851.20)
	171,954.71	2,093,200.00	1,921,245.29
Total Gaming Expenses - Direct	171,954.71	2,093,200.00	1,921,245.29

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# West Fargo Hockey Association, Inc.

## Remaining Budget Analysis For the Year Ended June 30, 2023

	July 2022	Budget	Remaining
Gaming Expenses - Indirect			
Wages - Operations Manager	824.17	15,000.00	14,175.83
Wages - Executive Director	1,236.26	22,500.00	21,263.74
Wages - Asst Gaming Director	4,684.06	55,000.00	50,315.94
Wages - Gaming Director	7,017.58	84,900.00	77,882.42
Wages - Bingo Manager	0.00	38,000.00	38,000.00
Wages - Vacation, Train, Count	1,606.46	0.00	(1,606.46)
401k Match	1,992.37	24,000.00	22,007.63
Accounting - Gaming	2,047.50	29,000.00	26,952.50
Background Checks - Gaming	90.00	500.00	410.00
Copier Lease - Gaming	98.33	1,500.00	1,401.67
Depreciation - Gaming	645.46	2,200.00	1,554.54
Employee Appreciation	69.00	10,000.00	9,931.00
Gaming Mileage	268.76	4,000.00	3,731.24
Health Insurance - Gaming	2,415.25	40,460.00	38,044.75
Insurance - Gaming	322.58	3,500.00	3,177.42
Insurance - Workers Comp	0.00	1,750.00	1,750.00
Internal Control Manual	215.00	20,000.00	19,785.00
Office Rent - Gaming	1,047.50	12,000.00	10,952.50
Office Supplies	302.47	6,000.00	5,697.53
Staff Payroll Tax	1,099.80	15,000.00	13,900.20
Payroll Processing Fees	212.00	5,600.00	5,388.00
Promotion	2,000.00	8,000.00	6,000.00
Software	0.00	2,000.00	2,000.00
Telephone/Techology	677.71	3,500.00	2,822.29
Uniforms - Gaming	0.00	5,000.00	5,000.00
Total Gaming Expenses - Indirect	<u>28,872.26</u>	<u>409,410.00</u>	<u>380,537.74</u>
Total Gaming Expenses	<u>200,826.97</u>	<u>2,502,610.00</u>	<u>2,301,783.03</u>
Net Gaming Revenue	<u>159,490.13</u>	<u>1,921,390.00</u>	<u>1,761,899.87</u>

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# West Fargo Hockey Association, Inc.

## Remaining Budget Analysis For the Year Ended June 30, 2023

	July 2022	Budget	Remaining
Program Revenue			
Academy Registration	26,793.33	78,000.00	51,206.67
Apparel Kickback	0.00	6,000.00	6,000.00
Benevity Fund	0.00	2,000.00	2,000.00
Camp Registration	0.00	35,000.00	35,000.00
Center Ice Income Receipts	315.00	0.00	(315.00)
Dasherboards/Signs	(600.00)	70,000.00	70,600.00
Golf Tournament	0.00	4,000.00	4,000.00
Intro to Hockey	0.00	4,000.00	4,000.00
Invoiced Dibs	440.00	5,000.00	4,560.00
Jerseys Invoiced	0.00	3,000.00	3,000.00
Non-Dasher/Sign Sponsorships	0.00	10,000.00	10,000.00
Partner Kickbacks	0.00	3,000.00	3,000.00
Photography Kickback	0.00	2,200.00	2,200.00
Pin Income	0.00	9,000.00	9,000.00
Regular Season Registration	0.00	290,000.00	290,000.00
Scheels Jersey Credit	0.00	5,000.00	5,000.00
State Tournament	0.00	9,000.00	9,000.00
Summer Ice Income	18,235.16	20,000.00	1,764.84
Winter Classic Tournament	1,200.00	10,000.00	8,800.00
	46,383.49	565,200.00	518,816.51
Total Program Revenue	46,383.49	565,200.00	518,816.51

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AND THE STATEMENTS OF CASH FLOWS ARE OMITTED.

# West Fargo Hockey Association, Inc.

## Remaining Budget Analysis For the Year Ended June 30, 2023

	July 2022	Budget	Remaining
Program Expenses - Direct			
6U/Termite Equipment	0.00	5,000.00	5,000.00
8U/Mite Equipment	0.00	2,000.00	2,000.00
Coach Apparel	13,652.50	10,000.00	(3,652.50)
Depreciation - Hockey	517.24	1,700.00	1,182.76
Dryland Room	0.00	10,000.00	10,000.00
Equipment	0.00	5,000.00	5,000.00
Evaluators	0.00	3,000.00	3,000.00
Facility Expenses	0.00	25,000.00	25,000.00
Financial Assistance Program	2,119.50	12,000.00	9,880.50
Health Insurance - Hockey	996.14	17,340.00	16,343.86
Ice Rental	0.00	300,000.00	300,000.00
Intro to Hockey	16,700.00	12,000.00	(4,700.00)
Miscellaneous - Hockey Staff	0.00	9,000.00	9,000.00
Non-Academy Camp Expenses	0.00	3,000.00	3,000.00
Officials	0.00	55,000.00	55,000.00
Payroll Taxes - Hockey	955.71	20,000.00	19,044.29
Pin Expense	0.00	9,000.00	9,000.00
Stampede Summer Academy Exp	16,932.65	44,340.00	27,407.35
State Tournament Expenses	0.00	2,500.00	2,500.00
Summer Ice Rental	0.00	24,000.00	24,000.00
Supplies - Hockey	645.17	1,500.00	854.83
Tournament Entry Fees	0.00	130,000.00	130,000.00
Travel Expenses - Hockey Staff	0.00	4,000.00	4,000.00
Travel Expenses - Coaches	0.00	30,000.00	30,000.00
Travel Jerseys	56,967.50	52,100.00	(4,867.50)
Travel Practice	0.00	5,600.00	5,600.00
Travel Socks	22,367.50	20,840.00	(1,527.50)
USA Hockey & NDAHA	121.00	15,000.00	14,879.00
Vets Community Room Rental	0.00	5,000.00	5,000.00
Wages - Coaches	0.00	150,000.00	150,000.00
Welcome Kit/Outreach	0.00	17,000.00	17,000.00
Wages - Asst Hockey Director	4,258.25	50,000.00	45,741.75
Wages - Executive Director	6,428.59	67,500.00	61,071.41
Wages - Hockey Director	0.00	91,000.00	91,000.00
Wages - Operations Manager	4,285.71	45,000.00	40,714.29
Winter Classic Expenses	207.38	2,500.00	2,292.62
	<hr/>	<hr/>	<hr/>
Total Program Expenses - Direct	147,154.84	1,256,920.00	1,109,765.16

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 Year Ended June 30, 2023

	July 2022	Budget	Remaining
Program Expenses - Indirect			
401k Match	467.15	6,000.00	5,532.85
Accounting	0.00	13,000.00	13,000.00
Advertising Submissions	0.00	1,000.00	1,000.00
Appreciation Nights	0.00	3,000.00	3,000.00
Arena Advertising Maintenance	0.00	10,000.00	10,000.00
Association Events	0.00	5,000.00	5,000.00
Bank Service Charges	103.74	0.00	(103.74)
Copier/Printing- Hockey	104.95	1,500.00	1,395.05
Corporate Meetings	58.94	3,000.00	2,941.06
(Gain)/Loss on Sale	(5,000.00)	(5,000.00)	0.00
Golf Tournament Participation	0.00	1,000.00	1,000.00
Hockey Director Search	410.60	2,000.00	1,589.40
Insurance - Hockey	322.58	3,500.00	3,177.42
Insurance-Workers Comp	0.00	1,750.00	1,750.00
Office Rent - Hockey	1,047.50	12,000.00	10,952.50
Office Supplies/Postage - Hockey	8.36	2,000.00	1,991.64
Payroll Processing Fees	53.00	1,400.00	1,347.00
Professional Fees	877.50	0.00	(877.50)
Rink Feasibility Study	13,180.00	38,500.00	25,320.00
Software	24.24	6,000.00	5,975.76
Sports Engine Processing Fees	6,015.43	20,000.00	13,984.57
Square Credit Card Fees	196.27	0.00	(196.27)
Telephone/Technology- Hockey	677.70	3,500.00	2,822.30
Video Promotions	3,087.00	15,000.00	11,913.00
	<u>21,634.96</u>	<u>144,150.00</u>	<u>122,515.04</u>
Total Program Expenses - Indirect	21,634.96	144,150.00	122,515.04
	<u>168,789.80</u>	<u>1,401,070.00</u>	<u>1,232,280.20</u>
Total Program Expenses	168,789.80	1,401,070.00	1,232,280.20
	<u>(122,406.31)</u>	<u>(835,870.00)</u>	<u>(713,463.69)</u>
Net Program Revenue/Expense	(122,406.31)	(835,870.00)	(713,463.69)
	<u>\$ 37,083.82</u>	<u>\$ 1,085,520.00</u>	<u>\$ 1,048,436.18</u>
Change in Net Assets	\$ 37,083.82	\$ 1,085,520.00	\$ 1,048,436.18

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

West Fargo Hockey Association, Inc.  
Summary Schedule of Activities - Blarney Stone  
For the Months Ended July 31, 2022 and 2021

	July 2022	July 2021	Annual Budget	Budget Remaining
Net Gaming Proceeds				
Etabs	\$ 10,279.25	\$ 8,236.75	\$ 150,000.00	\$ 139,720.75
Pulltabs	<u>773.00</u>	<u>2,663.00</u>	<u>15,000.00</u>	<u>14,227.00</u>
Total Net Gaming Proceeds	<u>11,052.25</u>	<u>10,899.75</u>	<u>165,000.00</u>	<u>153,947.75</u>
Gaming Expenses - Direct				
Gaming Tax	1,602.82	2,888.58	19,000.00	17,397.18
Etab Expense	3,595.99	2,727.23	60,000.00	56,404.01
Etab Credit	0.00	(1,100.00)	0.00	0.00
Rent - Gaming	600.00	550.00	7,200.00	6,600.00
Miscellaneous	0.00	0.00	9,125.00	9,125.00
Pull Tabs Expense	<u>498.16</u>	<u>373.62</u>	<u>0.00</u>	<u>(498.16)</u>
Total Gaming Expenses - Direct	<u>6,296.97</u>	<u>5,439.43</u>	<u>95,325.00</u>	<u>89,028.03</u>
Net Gaming Revenue/Expense	<u>\$ 4,755.28</u>	<u>\$ 5,460.32</u>	<u>\$ 69,675.00</u>	<u>\$ 64,919.72</u>

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

West Fargo Hockey Association, Inc.  
 Summary Schedule of Activities - Fort NokS  
 For the Months Ended July 31, 2022 and 2021

	July 2022	July 2021	Annual Budget	Budget Remaining
Net Gaming Proceeds				
Blackjack & Paddlewheel	\$ 5,894.00	\$ 3,610.00	\$ 60,000.00	\$ 54,106.00
Pull Tabs	<u>2,705.00</u>	<u>1,560.00</u>	<u>25,000.00</u>	<u>22,295.00</u>
 Total Net Gaming Proceeds	 <u>8,599.00</u>	 <u>5,170.00</u>	 <u>85,000.00</u>	 <u>76,401.00</u>
 Gaming Expenses - Direct				
Wages - Gaming	2,451.38	1,799.88	25,000.00	22,548.62
Payroll Taxes - Gaming	660.72	552.27	2,500.00	1,839.28
Gaming Tax	943.64	1,582.19	10,000.00	9,056.36
Rent - Gaming	475.00	475.00	5,700.00	5,225.00
Miscellaneous	0.00	0.00	9,125.00	9,125.00
Pull Tabs Expense	0.00	206.30	0.00	0.00
Security	<u>388.80</u>	<u>0.00</u>	<u>0.00</u>	<u>(388.80)</u>
 Total Gaming Expenses - Direct	 <u>4,919.54</u>	 <u>4,615.64</u>	 <u>52,325.00</u>	 <u>47,405.46</u>
 Net Gaming Revenue/Expense	 <u>\$ 3,679.46</u>	 <u>\$ 554.36</u>	 <u>\$ 32,675.00</u>	 <u>\$ 28,995.54</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 - Happy Trails  
For the Months Ended July 31, 2022 and 2021

	July 2022	July 2021	Annual Budget	Budget Remaining
Net Gaming Proceeds				
Etabs	\$ 5,512.00	\$ 6,136.50	\$ 70,000.00	\$ 64,488.00
Pull Tabs	<u>727.00</u>	<u>1,639.00</u>	<u>10,000.00</u>	<u>9,273.00</u>
Total Net Gaming Proceeds	<u>6,239.00</u>	<u>7,775.50</u>	<u>80,000.00</u>	<u>73,761.00</u>
Gaming Expenses - Direct				
Gaming Tax	717.64	695.20	9,100.00	8,382.36
Etab Expense	1,443.30	1,052.38	20,000.00	18,556.70
Etab Credit	0.00	(440.00)	0.00	0.00
Rent - Gaming	650.00	500.00	7,200.00	6,550.00
Miscellaneous	0.00	0.00	9,125.00	9,125.00
Pull Tabs Expense	<u>359.68</u>	<u>275.66</u>	<u>0.00</u>	<u>(359.68)</u>
Total Gaming Expenses - Direct	<u>3,170.62</u>	<u>2,083.24</u>	<u>45,425.00</u>	<u>42,254.38</u>
Net Gaming Revenue/Expense	<u>\$ 3,068.38</u>	<u>\$ 5,692.26</u>	<u>\$ 34,575.00</u>	<u>\$ 31,506.62</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 - Hooligans  
For the Months Ended July 31, 2022 and 2021

	July 2022	July 2021	Annual Budget	Budget Remaining
Net Gaming Proceeds				
Blackjack & Paddlewheel	\$ 2,717.00	\$ 8,295.00	\$ 30,000.00	\$ 27,283.00
Etabs	50,689.00	38,848.25	500,000.00	449,311.00
Pull Tabs	<u>4,019.00</u>	<u>4,656.00</u>	<u>50,000.00</u>	<u>45,981.00</u>
 Total Net Gaming Proceeds	 <u>57,425.00</u>	 <u>51,799.25</u>	 <u>580,000.00</u>	 <u>522,575.00</u>
 Gaming Expenses - Direct				
Wages-Gaming	3,170.24	2,121.07	35,000.00	31,829.76
Payroll Taxes - Gaming	842.78	773.66	3,500.00	2,657.22
Gaming Tax	6,310.23	8,162.22	66,000.00	59,689.77
Etab Expense	12,993.10	9,509.71	140,000.00	127,006.90
Etab Credit	0.00	(2,900.00)	0.00	0.00
Rent	1,025.00	1,025.00	12,300.00	11,275.00
Miscellaneous	0.00	0.00	9,125.00	9,125.00
Gaming Supplies	79.48	0.00	0.00	(79.48)
Pull Tabs Expense	0.00	304.50	0.00	0.00
Security	<u>518.40</u>	<u>0.00</u>	<u>0.00</u>	<u>(518.40)</u>
 Total Gaming Expenses - Direct	 <u>24,939.23</u>	 <u>18,996.16</u>	 <u>265,925.00</u>	 <u>240,985.77</u>
 Net Gaming Revenue/Expense	 <u>\$ 32,485.77</u>	 <u>\$ 32,803.09</u>	 <u>\$ 314,075.00</u>	 <u>\$ 281,589.23</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 - Kindred Spirits Lounge**  
**For the Months Ended July 31, 2022 and 2021**

	July 2022	July 2021	Annual Budget	Budget Remaining
Net Gaming Proceeds				
Etabs	\$ 0.00	\$ 18,241.50	\$ 0.00	\$ 0.00
Pull Tabs	<u>0.00</u>	<u>1,078.00</u>	<u>0.00</u>	<u>0.00</u>
Total Net Gaming Proceeds	<u>0.00</u>	<u>19,319.50</u>	<u>0.00</u>	<u>0.00</u>
Gaming Expenses - Direct				
Etab Credit	0.00	(1,540.00)	0.00	0.00
Etab Expense	0.00	3,998.21	0.00	0.00
Gaming Tax	0.00	2,354.82	0.00	0.00
Payroll Taxes - Gaming	0.00	143.61	0.00	0.00
Pull Tabs Expense	0.00	137.15	0.00	0.00
Rent - Gaming	0.00	625.00	0.00	0.00
Wages - Gaming	<u>0.00</u>	<u>605.70</u>	<u>0.00</u>	<u>0.00</u>
Total Gaming Expenses - Direct	<u>0.00</u>	<u>6,324.49</u>	<u>0.00</u>	<u>0.00</u>
Net Gaming Revenue/Expense	<u><u>\$ 0.00</u></u>	<u><u>\$ 12,995.01</u></u>	<u><u>\$ 0.00</u></u>	<u><u>\$ 0.00</u></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 - M J Saloon  
 For the Months Ended July 31, 2022 and 2021

	July 2022	July 2021	Annual Budget	Budget Remaining
Net Gaming Proceeds				
Bingo	\$ 13,760.00	\$ 17,575.00	\$ 185,000.00	\$ 171,240.00
Blackjack & Paddlewheel	2,793.00	3,459.00	35,000.00	32,207.00
Daubers	372.00	482.00	0.00	(372.00)
Etabs	60,766.00	69,063.50	675,000.00	614,234.00
Poker	0.00	0.00	4,000.00	4,000.00
Pull tabs	<u>3,968.00</u>	<u>4,847.00</u>	<u>50,000.00</u>	<u>46,032.00</u>
 Total Net Gaming Proceeds	 <u>81,659.00</u>	 <u>95,426.50</u>	 <u>949,000.00</u>	 <u>867,341.00</u>
 Gaming Expenses - Direct				
Wages - Gaming	12,969.34	10,275.20	110,000.00	97,030.66
Payroll Taxes - Gaming	1,548.93	1,450.67	11,000.00	9,451.07
Gaming Tax	7,448.22	14,079.39	109,000.00	101,551.78
Etabs Expense	13,640.10	14,856.99	160,000.00	146,359.90
Etab Credit	0.00	(5,000.00)	0.00	0.00
Rent - Gaming	2,135.00	2,135.00	27,000.00	24,865.00
Miscellaneous	0.00	0.00	19,125.00	19,125.00
Bingo Cards	0.00	1,097.20	0.00	0.00
Gaming Supplies	307.52	631.16	0.00	(307.52)
Pull Tabs Expense	(72.57)	334.87	0.00	72.57
Security	<u>518.40</u>	<u>0.00</u>	<u>0.00</u>	<u>(518.40)</u>
 Total Gaming Expenses - Direct	 <u>38,494.94</u>	 <u>39,860.48</u>	 <u>436,125.00</u>	 <u>397,630.06</u>
 Net Gaming Revenue/Expense	 <u>\$ 43,164.06</u>	 <u>\$ 55,566.02</u>	 <u>\$ 512,875.00</u>	 <u>\$ 469,710.94</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 - Pit 88  
 For the Months Ended July 31, 2022 and 2021

	July 2022	July 2021	Annual Budget	Budget Remaining
Net Gaming Proceeds				
Etabs	\$ 3,909.50	\$ 0.00	\$ 0.00	\$ (3,909.50)
Pull Tabs	<u>677.00</u>	<u>0.00</u>	<u>0.00</u>	<u>(677.00)</u>
Total Net Gaming Proceeds	<u>4,586.50</u>	<u>0.00</u>	<u>0.00</u>	<u>(4,586.50)</u>
Gaming Expenses - Direct				
Gaming Licenses & Fees	150.00	0.00	0.00	(150.00)
Gaming Supplies	12,889.25	0.00	0.00	(12,889.25)
Pull Tabs Expense	<u>623.85</u>	<u>0.00</u>	<u>0.00</u>	<u>(623.85)</u>
Total Gaming Expenses - Direct	<u>13,663.10</u>	<u>0.00</u>	<u>0.00</u>	<u>(13,663.10)</u>
Net Gaming Revenue/Expense	<u>\$ (9,076.60)</u>	<u>\$ 0.00</u>	<u>\$ 0.00</u>	<u>\$ 9,076.60</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 - Pub West  
 For the Months Ended July 31, 2022 and 2021

	July 2022	July 2021	Annual Budget	Budget Remaining
Net Gaming Proceeds				
Blackjack & Paddlewheel	\$ 1,154.00	\$ 1,769.00	\$ 30,000.00	\$ 28,846.00
Etabs	37,192.50	39,381.00	500,000.00	462,807.50
Pull Tabs	2,989.00	2,779.50	50,000.00	47,011.00
Winter Raffle Prizes Exp	<u>0.00</u>	<u>(550.00)</u>	<u>0.00</u>	<u>0.00</u>
Total Net Gaming Proceeds	<u>41,335.50</u>	<u>43,379.50</u>	<u>580,000.00</u>	<u>538,664.50</u>
Gaming Expenses - Direct				
Wages - Gaming	2,268.69	1,708.77	30,000.00	27,731.31
Payroll Taxes - Gaming	549.40	507.26	3,000.00	2,450.60
Gaming Tax	5,201.24	7,977.62	66,000.00	60,798.76
Etab Expense	10,550.86	8,950.21	135,000.00	124,449.14
Etab Credit	0.00	(3,300.00)	0.00	0.00
Rent - Gaming	1,325.00	1,325.00	16,000.00	14,675.00
Miscellaneous	0.00	0.00	14,125.00	14,125.00
Gaming Supplies	0.00	10.74	0.00	0.00
Pull Tabs Expense	17.10	64.38	0.00	(17.10)
Security	<u>518.40</u>	<u>0.00</u>	<u>0.00</u>	<u>(518.40)</u>
Total Gaming Expenses - Direct	<u>20,430.69</u>	<u>17,243.98</u>	<u>264,125.00</u>	<u>243,694.31</u>
Net Gaming Revenue/Expense	<u>\$ 20,904.81</u>	<u>\$ 26,135.52</u>	<u>\$ 315,875.00</u>	<u>\$ 294,970.19</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 - Red River Valley Fairgrounds  
 For the Months Ended July 31, 2022 and 2021

	July 2022	July 2021	Annual Budget	Budget Remaining
Net Gaming Proceeds				
Gun Raffle Income Receipts	\$ <u>0.00</u>	\$ <u>0.00</u>	\$ <u>250,000.00</u>	\$ <u>250,000.00</u>
Total Net Gaming Proceeds	<u>0.00</u>	<u>0.00</u>	<u>250,000.00</u>	<u>250,000.00</u>
Gaming Expenses - Direct				
Gaming Tax	3,982.05	0.00	29,000.00	25,017.95
Gun Raffle Expenses	0.00	0.00	178,000.00	178,000.00
Rent - Gaming	<u>0.00</u>	<u>0.00</u>	<u>2,000.00</u>	<u>2,000.00</u>
Total Gaming Expenses - Direct	<u>3,982.05</u>	<u>0.00</u>	<u>209,000.00</u>	<u>205,017.95</u>
Net Gaming Revenue/Expense	<u>\$ (3,982.05)</u>	<u>\$ 0.00</u>	<u>\$ 41,000.00</u>	<u>\$ 44,982.05</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 - Rookies  
For the Months Ended July 31, 2022 and 2021

	July 2022	July 2021	Annual Budget	Budget Remaining
Net Gaming Proceeds				
Blackjack & Paddlewheel	\$ 1,063.00	\$ 11,645.00	\$ 75,000.00	\$ 73,937.00
Etabs	73,662.75	59,675.50	750,000.00	676,337.25
Pull Tabs	6,590.00	5,911.75	70,000.00	63,410.00
Winter Raffle	0.00	0.00	220,000.00	220,000.00
	<u>81,315.75</u>	<u>77,232.25</u>	<u>1,115,000.00</u>	<u>1,033,684.25</u>
Total Net Gaming Proceeds				
Gaming Expenses - Direct				
Wages - Gaming	3,871.50	2,587.41	40,000.00	36,128.50
Payroll Taxes - Gaming	1,241.37	856.85	4,000.00	2,758.63
Gaming Tax	7,529.06	12,141.29	128,000.00	120,470.94
Etab Expense	16,088.70	13,407.25	185,000.00	168,911.30
Etab Credit	0.00	(5,080.00)	0.00	0.00
Rent - Gaming	1,225.00	1,225.00	17,000.00	15,775.00
Miscellaneous	0.00	0.00	74,325.00	74,325.00
Pull Tabs Expense	(208.98)	(154.27)	0.00	208.98
Security	518.40	0.00	0.00	(518.40)
	<u>30,265.05</u>	<u>24,983.53</u>	<u>448,325.00</u>	<u>418,059.95</u>
Total Gaming Expenses - Direct				
Net Gaming Revenue/Expense	<u>\$ 51,050.70</u>	<u>\$ 52,248.72</u>	<u>\$ 666,675.00</u>	<u>\$ 615,624.30</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 - Traditions  
For the Months Ended July 31, 2022 and 2021

	July 2022	July 2021	Annual Budget	Budget Remaining
Net Gaming Proceeds				
Bingo Prize Exp	\$ (21,547.90)	\$ 0.00	\$ 0.00	\$ 21,547.90
Bingo	12,219.00	12,080.00	90,000.00	77,781.00
Blackjack & Paddlewheel	591.00	958.00	30,000.00	29,409.00
Etabs	70,031.00	36,083.75	450,000.00	379,969.00
Pull Tabs	<u>6,812.00</u>	<u>906.50</u>	<u>50,000.00</u>	<u>43,188.00</u>
 Total Net Gaming Proceeds	 <u>68,105.10</u>	 <u>50,028.25</u>	 <u>620,000.00</u>	 <u>551,894.90</u>
 Gaming Expenses - Direct				
Wages-Gaming	2,805.47	2,355.48	35,000.00	32,194.53
Payroll Taxes - Gaming	457.53	603.37	3,500.00	3,042.47
Gaming Tax	6,532.88	7,806.01	71,000.00	64,467.12
Etab Expense	13,813.73	8,242.48	130,000.00	116,186.27
Etab Credit	0.00	(2,640.00)	0.00	0.00
Rent - Gaming	1,225.00	1,025.00	18,000.00	16,775.00
Miscellaneous	0.00	0.00	19,125.00	19,125.00
Prize Board Prizes	0.00	2,323.06	0.00	0.00
Bingo Cards	135.00	0.00	0.00	(135.00)
Pull Tabs Expense	434.11	85.88	0.00	(434.11)
Security	<u>388.80</u>	<u>0.00</u>	<u>0.00</u>	<u>(388.80)</u>
 Total Gaming Expenses - Direct	 <u>25,792.52</u>	 <u>19,801.28</u>	 <u>276,625.00</u>	 <u>250,832.48</u>
 Net Gaming Revenue/Expense	 <u>\$ 42,312.58</u>	 <u>\$ 30,226.97</u>	 <u>\$ 343,375.00</u>	 <u>\$ 301,062.42</u>

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