

West Fargo Hockey Association Board Meeting

Board Meeting Minutes: Monday, April 21, 2025, at 6:00 p.m.

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

Board Members:

Present: Josh Benson, Scott Haider, Dr. Jordan Lill, Adam Guy, Alex Christiansen, Jenni Peters, Bryan Erstad, Alex Aughinbaugh

Remote: Brett Anderson

Absent: Dusty Richter

Present: Executive Director: Jeremy Jorgenson
Director of Gaming Operations: Jason Campbell
Hockey Director: Mike Parnell

PROCEEDINGS:

Meeting called to order at 6:00 p.m. by **Past President Josh Benson**.

Minutes Approval: April 21, 2025

Benson

Minutes from March 2025 Board Meeting were reviewed. **Benson** made a motion to approve minutes, second by **Haider**. Approved without dissent from Board.

Minutes from 2025 Annual WFHA Meeting were reviewed by the Board. **Lill** made a motion to approve minutes, **Erstad** seconded motion. The Board approved Annual Meeting minutes without dissent.

February 2025 Financials

Benson

Guy reviewed the February 2025 financials. Net assets increased \$159,000 from January with program revenue decreased by \$30,000 decrease from January. Gaming sites less active from raffle and fewer calendar days. Total gaming revenue is currently 89.3% of budget; 70.5% is direct. Budget is on track.

Executive Director Updates

Jorgenson

Jorgenson reviewed results of Hockey Survey. A total of 369 families participated in the survey. 76% of membership surveyed reported their player enjoyed the season, which is a 4% increase from last year. 11 common grievances. Hockey ops identified possible solutions to improve. Board provided feedback on common themes: coach follow-through on discipline, difference between parent and nonparent, messaging to players. Hockey staff will continue to review the survey and create action plan.

Gaming staff will be given an employee survey with results presented to the Board during the May 2025 Meeting. 2025-2026 Budget will be drafted and presented to the Board at the May 2025 Board Meeting as well. **Jorgenson** and the Board discussed a creating a golf tournament.

Hockey Operations

Parnell

Parnell provided the Board with an update on the Strength and Conditioning position search. Workouts with PW players are scheduled on April 21. **Parnell** and **Feltman** participated as evaluators at Team ND High Performance Boys' and Girls' camps, and will be participating in District Camps.

Parnell reviewed with the Board plans for replacement travel and practice jerseys. **Aughinbaugh** made a motion to purchase travel jerseys for 2025-2026 Season. Haider seconded motion. Motion failed with a 2:6 vote. **Haider** presented a motion to purchase travel jerseys for the 2026-2027 season, **Lill** seconded motion. Motion passed unanimously.

Gaming Operations

Campbell

Campbell provided the Board with an update that site renewals begin in June. Licenses need to be back to State by July 1. Gun raffle generated \$260,000 in revenue. Food vendor, Twisted Fork, was popular.

Old Business

Benson

New Business

Benson

Meeting adjourned by Benson at 7:22 PM. A closed meeting immediately followed.

Board of Directors

Josh Benson, President

Brett Anderson, Past President

Dusty Richter, Executive Vice President

Adam Guy, Treasurer

Dr. Jordan Lill, Secretary

Alex Christiansen, Vice-President of Hockey Operations

Jenni Peters, Director of Member Experience

Bryan Erstad, VP of Business Operations

Alex Aughinbaugh, Director of Fundraising & Gaming

WEST FARGO HOCKEY ASSOCIATION, INC.
STATEMENTS OF FINANCIAL POSITION
MARCH 31, 2025 AND 2024

	2025	2024
ASSETS		
CURRENT ASSETS		
FIBT-Campaign Account #1754	\$ 1,100,590.02	\$ 1,023,888.95
FIBT-Campaign Account #1474	-	1,010,072.59
FIBT-Fiduciary Account	1,049,165.95	-
FIBT-Club Account	159,225.83	-
FIBT-Gaming Account	2,536,103.63	-
FIBT-Trust Account	4,071,212.88	-
Ameriprise CD #7450	-	420.98
Ameriprise CD #7968	-	420.98
Gaming Site Cash	355,404.00	318,327.00
WSB-Club Account	-	114,784.03
WSB-Gaming Account	-	1,869,900.43
WSB-Trust Account	-	2,799,129.19
Total Current Assets	9,271,702.31	7,136,944.15
OTHER CURRENT ASSETS		
Prepaid Expenses	16,674.76	11,029.07
Prepaid Insurance	4,303.04	3,892.00
Prepaid Rent	2,950.00	1,400.00
Gaming Inventory	7,891.48	8,161.69
Total Other Current Assets	31,819.28	24,482.76
PROPERTY AND EQUIPMENT		
Gaming Equipment	106,900.32	116,003.07
Hockey Equipment	83,721.88	83,721.88
Leasehold Improvements	25,580.19	25,580.19
Less Accumulated Depreciation	(147,208.69)	(163,797.64)
Net Property and Equipment	68,993.70	61,507.50
TOTAL ASSETS	\$ 9,372,515.29	\$ 7,222,934.41
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts Payable	\$ 94,657.24	\$ 121,419.86
401k Payable	2,220.33	2,801.95
Accrued Expenses	-	4,574.58
Accrued Gaming Tax	177,960.50	165,512.61
Accrued Wages	23,219.85	17,985.70
Payroll Liabilities	2,479.48	2,661.76
Unearned Revenue - Registration	85,450.17	50,925.00
Total Current Liabilities	385,987.57	365,881.46
NET ASSETS		
Restricted Net Assets - CC	40,510.00	500.00
Unrestricted Net Assets	7,364,247.05	5,603,671.68
Change in Net Assets	1,581,770.67	1,252,881.27
Total Net Assets	8,986,527.72	6,857,052.95
TOTAL LIABILITIES AND NET ASSETS	\$ 9,372,515.29	\$ 7,222,934.41

No assurance is provided. Substantially all disclosures and the Statements of Cash Flows are omitted.

WEST FARGO HOCKEY ASSOCIATION, INC.**STATEMENTS OF ACTIVITIES**

FOR THE ONE AND NINE MONTHS ENDED MARCH 31, 2025 AND NINE MONTHS ENDED MARCH 31, 2024

	<u>Mar 2025</u>	<u>July 24 - Mar 25</u>	<u>July 23 - Mar 24</u>
GAMING REVENUE (EXPENSES)			
Etabs	\$ 452,047.75	\$ 3,658,317.50	\$ 3,344,932.50
Pull Tabs	44,949.25	289,606.21	328,611.50
Blackjack and Paddlewheel	35,648.00	192,951.00	253,413.00
Poker Tournament Proceeds	-	5,495.00	6,180.00
Bingo	21,777.00	128,992.04	179,800.00
Bingo Prizes	-	(6,433.04)	(34,753.65)
Gun Raffle Revenue	101,400.00	177,800.00	200,120.00
Meat Raffle Revenue	1,440.00	8,160.00	10,856.20
Meat Raffle Expenses	(431.13)	(3,853.10)	(5,228.77)
Raffles	-	257,040.00	245,740.00
Raffle Prize Expenses	(6,041.73)	(122,166.31)	(123,586.28)
Prize Boards	-	-	1,556.32
Gun Raffle Expenses	-	-	(1,288.10)
Daubers	378.00	1,896.48	1,554.76
Sponsorship	-	-	20,000.00
Total Gaming Revenue (Expenses)	<u>651,167.14</u>	<u>4,587,805.78</u>	<u>4,427,907.48</u>
GAMING EXPENSES - DIRECT			
Wages - Gaming	29,660.70	273,157.13	296,130.21
Payroll Taxes - Gaming	6,191.01	61,238.24	63,261.04
Gaming Tax	59,504.88	515,476.56	484,759.78
Etab Expense	100,372.23	734,956.54	745,877.93
Rent - Gaming	10,873.16	125,847.61	120,656.50
Bingo Cards	619.20	7,745.75	11,149.49
Site Improvements	70.86	12,997.24	9,872.40
Gaming Licenses and Fees	100.00	200.00	300.00
Gaming Supplies	549.62	6,784.37	9,291.88
Gun Raffle Advertising	374.93	525.26	32.25
Pull Tab Expenses	5,653.86	33,070.99	30,983.31
Security	4,154.00	18,072.24	17,777.76
Daubers	-	1,879.02	2,149.44
Legal Fees	-	1,360.00	-
Total Gaming Expenses - Direct	<u>218,124.45</u>	<u>1,793,310.95</u>	<u>1,792,241.99</u>

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WEST FARGO HOCKEY ASSOCIATION, INC.

STATEMENTS OF ACTIVITIES - CONTINUED

FOR THE ONE AND NINE MONTHS ENDED MARCH 31, 2025 AND NINE MONTHS ENDED MARCH 31, 2024

	<u>Mar 2025</u>	<u>July 24 - Mar 25</u>	<u>July 23 - Mar 24</u>
GAMING EXPENSES - INDIRECT			
Health Insurance	9,589.67	88,245.14	76,751.54
401k Match	2,009.97	22,546.23	19,812.08
Office Rent - Gaming	1,047.50	9,427.50	9,427.50
Insurance - Gaming	412.92	3,748.28	2,906.63
Accounting - Gaming	3,094.65	28,595.34	29,393.00
Site Advertising/Social Media	-	-	22,273.36
Insurance - Workers Comp	-	710.86	1,265.39
Site Advertising/Social Media	4,115.00	9,365.00	-
Payroll Processing Fees	358.33	2,900.28	3,086.75
Depreciation - Gaming	1,465.01	12,850.83	6,440.62
Background Check - Gaming	-	120.00	135.00
Office Supplies	150.51	5,235.10	6,938.17
Promotion	-	5,000.00	375.02
Telephone and Technology	396.36	3,822.61	3,265.61
Copier Lease - Gaming	153.35	1,287.87	1,193.09
Employee Appreciation	-	978.50	9,230.43
Uniforms - Gaming	-	3,248.29	2,017.47
Computer Hardware	431.99	1,222.08	-
Wages - Gaming Admin	26,892.04	229,083.08	230,977.39
Wages - Vacation, Train, Count	(117.86)	(150.00)	1,209.41
Mileage - Gaming	-	2,859.85	3,684.37
Staff Payroll Taxes	1,789.05	18,590.39	17,549.26
Benefit Admin Fee	-	1,246.87	1,870.29
Bank Service Charges - Gaming	253.00	1,075.25	110.00
Gain (Loss) on Sale	-	(1,505.80)	-
Interest Expense	-	-	3.77
CGAND Dues	-	3,000.00	-
Total Gaming Expenses - Indirect	<u>52,041.49</u>	<u>453,503.55</u>	<u>449,916.15</u>
TOTAL GAMING EXPENSES	<u>270,165.94</u>	<u>2,246,814.50</u>	<u>2,242,158.14</u>
OTHER GAMING REVENUE			
Interest Income	25,695.58	215,572.43	-
Other Gaming Income	-	25.00	-
NET GAMING REVENUE	<u>406,696.78</u>	<u>2,556,588.71</u>	<u>2,185,749.34</u>

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WEST FARGO HOCKEY ASSOCIATION, INC.

STATEMENTS OF ACTIVITIES - CONTINUED

FOR THE ONE AND NINE MONTHS ENDED MARCH 31, 2025 AND NINE MONTHS ENDED MARCH 31, 2024

	<u>Mar 2025</u>	<u>July 24 - Mar 25</u>	<u>July 23 - Mar 24</u>
PROGRAM REVENUE			
Charitable Donations	1,095.00	1,420.00	-
Regular Season Registration	43,621.67	261,134.14	271,393.37
Camp Registration	-	19,173.36	25,760.00
Academy Registration	-	53,310.65	51,222.50
Summer Ice Revenue	-	14,479.45	16,809.16
Invoiced Dibs	400.00	4,240.00	4,440.00
Dasherboards and Signs	-	45,225.00	44,300.00
Non-Dasher and Sign Sponsorships	-	5,000.00	10,000.00
Winter Classic Tournament	-	13,000.00	15,750.00
State Tournament	6,520.21	6,920.21	20,122.24
Photography Kickbacks	-	-	2,100.59
Benevity Fund	-	750.00	2,130.00
Pin Revenue	-	20,556.50	20,443.75
Intro to Hockey	-	8,725.00	8,301.00
CD Interest Revenue	-	3,583.69	126,118.33
Investment Income	(18,091.16)	36,974.80	-
Net Assets Released from Restrictions	-	-	8,442.29
Total Program Revenue	<u>33,545.72</u>	<u>494,492.80</u>	<u>627,333.23</u>

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WEST FARGO HOCKEY ASSOCIATION, INC.

STATEMENTS OF ACTIVITIES - CONTINUED

FOR THE ONE AND NINE MONTHS ENDED MARCH 31, 2025 AND NINE MONTHS ENDED MARCH 31, 2024

	Mar 2025	July 24 - Mar 25	July 23 - Mar 24
PROGRAM EXPENSES - DIRECT			
Ice Rent	128,307.50	344,826.25	348,670.00
Summer Ice Rent	-	14,380.00	24,093.75
Rink Legal Fees	-	16,677.50	12,384.83
Stampede Summer Academy Expenses	-	13,698.30	33,413.03
Non-Academy Camp Expenses	-	2,130.95	1,399.52
USA Hockey and NDAHA	-	5,363.14	24,836.14
Financial Assistance Program	1,125.71	13,754.47	2,156.92
Pins - Hockey Expenses	22,909.90	24,026.15	20,443.80
Facility Expenses	1,341.56	14,392.59	43,109.50
Vets Community Room Rent	-	10,100.00	4,000.00
Veterans Strength and Conditioning	-	49,272.48	-
Tournament Entry Fees	2,158.50	137,385.04	131,156.94
Winter Classic Expenses	-	3,788.87	4,751.75
State Tournament Expenses	7,062.25	7,062.25	3,357.09
Sports Engine Processing Fees	1,329.58	16,051.28	15,619.61
Welcome Kit and Outreach	(1,000.00)	19,630.97	16,303.72
Equipment	-	21,743.80	18,716.50
Hockey Supplies	172.88	441.43	1,332.50
Dryland Room	-	-	4,674.20
Intro to Hockey Expenses	-	24,598.60	21,819.13
Travel Expenses	637.66	2,009.89	1,191.55
Travel Jerseys	-	16,577.05	18,577.83
Travel Socks	-	6,830.00	22,155.00
8U/Mite Equipment	-	3,815.25	3,820.00
6U/Termite Equipment	-	11,286.00	9,946.40
Coach Apparel	-	11,279.25	10,786.55
Wages - Hockey Admin	25,150.01	261,092.53	277,011.84
Wages - Coaches	49,850.00	183,202.00	168,205.80
Payroll Taxes - Hockey	5,858.98	35,661.68	35,982.72
Travel Expenses - Coaches	8,107.14	51,123.02	32,494.09
Coordinators	-	5,326.25	11,474.97
Evaluators	-	5,516.69	2,446.22
Officials	3,353.20	48,354.40	59,683.34
Campaign Consulting	-	-	81,377.63
Campaign Marketing	-	-	3,901.70
Total Program Expenses - Direct	256,364.87	1,381,398.08	1,471,294.57

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WEST FARGO HOCKEY ASSOCIATION, INC.

STATEMENTS OF ACTIVITIES - CONTINUED

FOR THE ONE AND NINE MONTHS ENDED MARCH 31, 2025 AND NINE MONTHS ENDED MARCH 31, 2024

	<u>Mar 2025</u>	<u>July 24 - Mar 25</u>	<u>July 23 - Mar 24</u>
PROGRAM EXPENSES - INDIRECT			
Health Insurance	2,563.19	23,603.29	15,354.11
401k Match	684.52	8,395.33	5,495.79
Insurance - Workers Comp	-	710.87	1,265.38
Advertising - Hockey	1,000.00	2,000.00	1,000.00
Office Rent - Hockey	1,047.50	9,427.50	9,427.50
Insurance - Hockey	412.91	3,726.19	2,906.63
Accounting - Hockey	799.64	7,430.74	9,647.00
Payroll Processing Fees	438.32	3,609.50	3,086.74
Telephone and Technology	396.36	8,397.86	3,362.61
Copier - Hockey	177.29	1,182.21	1,095.68
Hockey Office Supplies	110.23	982.66	3,817.51
Video Promotions	-	14,098.95	4,425.00
Arena Advertising Maintenance	-	3,905.85	11,670.37
Software	633.86	2,763.05	3,998.63
Depreciation - Hockey	157.14	1,414.26	1,414.17
Golf Tournament Participation	-	1,081.18	1,200.00
Association Events	-	4,609.81	3,636.88
Corporate Meetings	-	322.01	681.90
Bank Service Charges - Hockey	900.58	8,234.46	451.11
Appreciation Nights	720.35	8,151.05	5,913.97
Registration	-	(100.00)	-
Tournament Entry Fees	3,550.35	3,550.35	-
Benefit Plan Fees	-	415.64	623.46
Total Program Expenses - Indirect	<u>13,592.24</u>	<u>117,912.76</u>	<u>90,474.44</u>
TOTAL PROGRAM EXPENSES	<u>269,957.11</u>	<u>1,499,310.84</u>	<u>1,561,769.01</u>
NET PROGRAM REVENUE (EXPENSES)	<u>(236,411.39)</u>	<u>(1,004,818.04)</u>	<u>(934,435.78)</u>
CHANGE IN NET ASSETS WITHOUT RESTRICTIONS	<u>170,285.39</u>	<u>1,551,770.67</u>	<u>1,251,313.56</u>
WITH DONOR RESTRICTIONS			
Stampede Forward	-	30,000.00	10,010.00
Net Assets Released from Restrictions	-	-	(8,442.29)
CHANGE IN NET ASSETS WITH DONOR RESTRICTIONS	<u>-</u>	<u>30,000.00</u>	<u>1,567.71</u>
TOTAL CHANGE IN NET ASSETS	<u>\$ 170,285.39</u>	<u>\$ 1,581,770.67</u>	<u>\$ 1,252,881.27</u>

No assurance is provided. Substantially all disclosures and the Statements of Cash Flows are omitted.