

West Fargo Hockey Association Board Meeting

Board Meeting Minutes: Monday, March 17, 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, Bryan Erstad, Jenni Peters, Alex Christiansen, Dr. Jordan Lill, Adam Guy
Dusty Richter

Remote: Brett Anderson

Absent: Alex Aughinbaugh

Others:

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

PROCEEDINGS:

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

Minutes Approval: February 17, 2025

Benson

Minutes from February 2025 Board Meeting were reviewed. **Christiansen** made a motion to approve minutes, second by **Erstad**. Approved without dissent from Board.

January 2025 Financials

Benson

Guy reviewed the January 2025 financials. An increase of approximately \$286,000 gaming revenue increase compared to December 2024; total change in net assets from December 2024 to January 2025 of approximately \$363,000. Net gaming revenue was up approximately 125% from December 2024 to January 2025. **Guy** reported that 2024-2025 budget continues to be on target.

Executive Director Updates

Jorgenson

Jorgenson reported that **WFHA Annual Meeting** is scheduled for April 17, 2025 at the Rustad Recreation Center in West Fargo at 6:00 PM. Treasurer and Associate Vice President is open.

Jorgenson provided the season end review from the Compliance Committee. 20 grievances were heard and completed which is a decrease from 40 grievances during the 2023-2024 Season.

Jorgenson provided a summary of Membership Survey results. A complete summary will be available at the April Board meeting.

Hockey Operations

Parnell

Parnell provided the Board with a Season-end summary. **Parnell** shared that Zach Feltman and Andrea Sele lead a phenomenal effort with the NDAHA State Bantam B1 Tournament. Trial run with Gamesheets and iPad were overwhelmingly positive. **Parnell** shared that the State would like all associations to use Gamesheets for all league games. The State is also reviewing and considering delayed and full-ice clears at the Bantam and 15U levels. **Parnell** shared that Twenty-Eighty has nearly 200 registered players. Squirt and PeeWee are now full. **Parnell** will be identifying coaches over the next few weeks. **Parnell** and the Board reviewed and discussed practice jerseys.

Gaming Operations**Campbell**

Campbell updated that Board on the Winter Raffle which grossed \$247,000 which appears to be an increase from last year. Happy Trials is open and there was a big increase in gaming during the Squirt International by approximately \$200,000. There are 99 Gun Raffle books remaining as of February 17, 2025. **Campbell** also provided a legislative update.

Old Business**Benson**

Benson lead a discussion on Haggard Hockey Sticks. **Christiansen** shared his review of the 21" and 23" Haggard goalie sticks and shared that they are better for Intro to Hockey and Mite/8U goalies given the weight over the current all-wood Fischer sticks. **Christiansen** recommended moving away from all-wood goalie sticks. **Parnell** discussed the benefits from continuing relationships with current vendors for all WFHA hockey equipment needs.

The Board reviewed hockey jersey samples from TidalWave. The Board reviewed pricing of current vendors and prospective vendors. **Parnell** and **Feltman** discussed the need for reversable, high-quality practice jerseys. Additional research and discussion will be reviewed at the April Board Meeting.

New Business**Benson**

Parnell discussed weight room equipment needs that include \$50,000 of additional equipment. **Lill** reviewed the previous motion from the October 2024 Board Meeting Minutes that did not state and include salary in the budgeted \$150,000 for the weight room. **Benson** reviewed and shared with the Board that the weight room request remains within the limits of the previous budget.

Jorgenson shared information from the West Fargo Parks suggesting that WFHA must find alternative storage that may be outside of Veterans Arena.

Lill made a motion to create two committees: 1: to review land for purchase and, 2: create an additional ice committee to assist with development of increasing ice needs on the purchased land. **Christiansen** seconds. No opposition. Motion passes. Land Committee to be comprised of **Jeremy Jorgenson, Adam Guy, Josh Benson, Dusty Richter, and Justin Linetigen**. Committee will be comprised of **Adam Guy, Josh Benson, Dusty Richter, Justin Lintegen, Jeremy Jorgenson, Bryan Erstad, Jenni Peters, Alex Aughinbaugh, Alex Christiansen, Mike Parnell, and Zach Feltman** for design of the rink.

Benson discussed the need to move staffing review to month prior of the Board turnover at the annual meeting; create precedent for future. Executive committee and corresponding VP; for executive director will be reviewed by entire Board to be completed by April 17, 2025.

Meeting adjourned by Benson at 7:48 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
FEBRUARY 28, 2025 AND FEBRUARY 29, 2024

	2025	2024
ASSETS		
CURRENT ASSETS		
FIBT-Campaign Account #1754	\$ 1,097,009.30	\$ 1,019,846.32
FIBT-Campaign Account #1474	-	1,006,059.85
FIBT-Fiduciary Account	1,068,102.69	-
FIBT-Club Account	165,393.12	-
FIBT-Gaming Account	2,168,972.97	-
FIBT-Trust Account	4,184,362.71	-
Ameriprise CD #7450	-	420.66
Ameriprise CD #7968	-	420.66
Gaming Site Cash	338,422.00	301,414.00
WSB-Club Account	-	116,944.99
WSB-Gaming Account	-	1,595,627.86
WSB-Trust Account	-	2,892,129.19
Total Current Assets	9,022,262.79	6,932,863.53
OTHER CURRENT ASSETS		
Prepaid Expenses	14,361.10	10,208.09
Prepaid Insurance	825.87	645.90
Prepaid Rent	9,466.66	10,575.00
Prepaid Tournament	-	9,893.38
Gaming Inventory	7,891.48	7,540.04
Total Other Current Assets	32,545.11	38,862.41
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	(145,586.54)	(162,607.80)
Net Property and Equipment	70,615.85	62,697.34
TOTAL ASSETS	\$ 9,125,423.75	\$ 7,034,423.28
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts Payable	\$ 76,756.44	\$ 67,491.73
401k Payable	1,736.06	2,635.74
Accrued Expenses	801.68	4,574.58
Accrued Gaming Tax	118,455.62	113,688.24
Accrued Wages	18,121.67	19,464.97
Payroll Liabilities	1,363.28	17,686.85
Unearned Revenue - Registration	91,946.67	74,607.65
Total Current Liabilities	309,181.42	300,149.76
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	1,411,485.28	1,130,101.84
Total Net Assets	8,816,242.33	6,734,273.52
TOTAL LIABILITIES AND NET ASSETS	\$ 9,125,423.75	\$ 7,034,423.28

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 EIGHT MONTHS ENDED FEBRUARY 28, 2025 AND EIGHT MONTHS ENDED FEBRUARY 29, 2024

	<u>Feb 2025</u>	<u>July 24 - Feb 25</u>	<u>July 23 - Feb 24</u>
GAMING REVENUE (EXPENSES)			
Etabs	\$ 386,121.50	\$ 3,206,269.75	\$ 2,972,406.25
Pull Tabs	29,570.00	244,656.96	287,045.50
Blackjack and Paddlewheel	14,464.00	157,303.00	213,244.00
Poker Tournament Proceeds	5,495.00	5,495.00	6,180.00
Bingo	17,252.00	107,215.04	153,456.00
Bingo Prizes	-	(6,433.04)	(33,942.65)
Gun Raffle Revenue	34,000.00	76,400.00	111,720.00
Meat Raffle Revenue	540.00	6,720.00	10,316.66
Meat Raffle Expenses	(453.02)	(3,421.97)	(5,015.14)
Raffles	35,640.00	257,040.00	245,740.00
Raffle Prize Expenses	(115,624.58)	(116,124.58)	(122,779.28)
Prize Boards	-	-	1,556.32
Gun Raffle Expenses	-	-	(1,288.10)
Daubers	178.00	1,518.48	1,356.76
Sponsorship	-	-	20,000.00
Total Gaming Revenue (Expenses)	<u>407,182.90</u>	<u>3,936,638.64</u>	<u>3,859,996.32</u>
GAMING EXPENSES - DIRECT			
Wages - Gaming	27,430.15	243,496.43	262,928.84
Payroll Taxes - Gaming	5,510.68	55,047.23	56,336.77
Gaming Tax	59,227.81	455,971.68	432,935.40
Etab Expense	91,449.93	634,584.31	642,956.63
Rent - Gaming	10,316.67	114,974.45	107,256.50
Bingo Cards	657.75	7,126.55	9,679.85
Site Improvements	120.00	12,926.38	9,872.40
Gaming Licenses and Fees	-	100.00	300.00
Gaming Supplies	1,911.77	6,234.75	9,010.38
Gun Raffle Advertising	-	150.33	32.25
Pull Tab Expenses	1,571.47	27,417.13	24,072.13
Security	2,698.00	13,918.24	14,316.96
Daubers	220.50	1,879.02	1,750.44
Legal Fees	-	1,360.00	-
Total Gaming Expenses - Direct	<u>201,114.73</u>	<u>1,575,186.50</u>	<u>1,571,448.55</u>

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

FOR THE ONE AND EIGHT MONTHS ENDED FEBRUARY 28, 2025 AND EIGHT MONTHS ENDED FEBRUARY 29, 2024

	<u>Feb 2025</u>	<u>July 24 - Feb 25</u>	<u>July 23 - Feb 24</u>
GAMING EXPENSES - INDIRECT			
Health Insurance	11,575.66	78,655.47	68,670.41
401k Match	3,459.56	20,536.26	17,882.32
Office Rent - Gaming	1,047.50	8,380.00	8,380.00
Insurance - Gaming	412.92	3,335.36	2,583.68
Accounting - Gaming	34.65	25,500.69	20,813.00
Site Advertising/Social Media	-	-	20,398.36
Insurance - Workers Comp	-	710.86	1,265.39
Site Advertising/Social Media	1,950.00	5,250.00	-
Payroll Processing Fees	272.10	2,541.95	2,806.51
Depreciation - Gaming	1,465.01	11,385.82	5,407.91
Background Check - Gaming	-	120.00	135.00
Office Supplies	289.74	5,084.59	6,565.97
Promotion	-	5,000.00	375.02
Telephone and Technology	396.35	3,426.25	2,997.68
Copier Lease - Gaming	101.10	1,134.52	956.64
Employee Appreciation	-	978.50	139.91
Uniforms - Gaming	-	3,248.29	2,017.47
Computer Hardware	-	790.09	-
Wages - Gaming Admin	21,889.46	202,191.04	209,313.96
Wages - Vacation, Train, Count	(163.29)	(32.14)	1,085.43
Mileage - Gaming	124.53	2,859.85	3,222.50
Staff Payroll Taxes	1,617.42	16,801.34	16,066.52
Benefit Admin Fee	-	1,246.87	1,870.29
Bank Service Charges - Gaming	203.25	822.25	110.00
Gain (Loss) on Sale	-	(1,505.80)	-
Interest Expense	-	-	3.77
CGAND Dues	-	3,000.00	-
Total Gaming Expenses - Indirect	<u>44,675.96</u>	<u>401,462.06</u>	<u>393,067.74</u>
TOTAL GAMING EXPENSES	<u>245,790.69</u>	<u>1,976,648.56</u>	<u>1,964,516.29</u>
OTHER GAMING REVENUE			
Interest Income	22,405.41	189,876.85	-
Other Gaming Income	-	25.00	-
NET GAMING REVENUE	<u>183,797.62</u>	<u>2,149,891.93</u>	<u>1,895,480.03</u>

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

FOR THE ONE AND EIGHT MONTHS ENDED FEBRUARY 28, 2025 AND EIGHT MONTHS ENDED FEBRUARY 29, 2024

	<u>Feb 2025</u>	<u>July 24 - Feb 25</u>	<u>July 23 - Feb 24</u>
PROGRAM REVENUE			
Charitable Donations	-	325.00	-
Regular Season Registration	41,767.50	217,512.47	226,060.72
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	-	3,840.00	4,440.00
Dasherboards and Signs	12,500.00	45,225.00	28,450.00
Non-Dasher and Sign Sponsorships	5,000.00	5,000.00	7,500.00
Winter Classic Tournament	-	13,000.00	15,750.00
State Tournament	400.00	400.00	5,500.00
Photography Kickbacks	-	-	50.00
Benevity Fund	-	750.00	1,195.00
Pin Revenue	932.25	20,556.50	20,443.75
Intro to Hockey	50.00	8,725.00	8,301.00
CD Interest Revenue	-	3,583.69	118,037.32
Investment Income	(10,551.15)	55,065.96	-
Net Assets Released from Restrictions	-	-	8,442.29
Total Program Revenue	<u>50,098.60</u>	<u>460,947.08</u>	<u>537,961.74</u>

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WEST FARGO HOCKEY ASSOCIATION, INC.

STATEMENTS OF ACTIVITIES - CONTINUED

FOR THE ONE AND EIGHT MONTHS ENDED FEBRUARY 28, 2025 AND EIGHT MONTHS ENDED FEBRUARY 29, 2024

	Feb 2025	July 24 - Feb 25	July 23 - Feb 24
PROGRAM EXPENSES - DIRECT			
Ice Rent	531.00	216,518.75	247,538.75
Summer Ice Rent	-	14,380.00	24,093.75
Rink Legal Fees	1,000.00	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	61.00	5,363.14	22,830.14
Financial Assistance Program	-	12,628.76	2,156.92
Pins - Hockey Expenses	-	1,116.25	-
Facility Expenses	600.00	13,051.03	43,109.50
Vets Community Room Rent	-	10,100.00	-
Veterans Strength and Conditioning	25,778.48	49,272.48	-
Tournament Entry Fees	26,289.17	135,226.54	121,263.56
Winter Classic Expenses	-	3,788.87	4,751.75
Sports Engine Processing Fees	2,507.92	14,721.70	14,850.82
Welcome Kit and Outreach	1,604.80	20,630.97	15,835.72
Equipment	-	21,743.80	18,716.50
Hockey Supplies	23.14	268.55	1,332.50
Dryland Room	-	-	4,339.20
Intro to Hockey Expenses	-	24,598.60	21,819.13
Travel Expenses	497.23	1,372.23	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	26,619.58	235,942.52	250,833.87
Wages - Coaches	28,000.00	133,352.00	121,686.16
Payroll Taxes - Hockey	3,926.40	29,802.70	29,222.81
Travel Expenses - Coaches	8,297.30	43,015.88	22,167.66
Coordinators	195.00	5,326.25	3,732.13
Evaluators	-	5,516.69	2,446.22
Officials	10,444.20	45,001.20	59,683.34
Campaign Consulting	-	-	74,377.63
Campaign Marketing	-	-	3,901.70
Total Program Expenses - Direct	136,375.22	1,125,033.21	1,224,364.47

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

FOR THE ONE AND EIGHT MONTHS ENDED FEBRUARY 28, 2025 AND EIGHT MONTHS ENDED FEBRUARY 29, 2024

	<u>Feb 2025</u>	<u>July 24 - Feb 25</u>	<u>July 23 - Feb 24</u>
PROGRAM EXPENSES - INDIRECT			
Health Insurance	2,563.19	21,040.10	13,325.73
401k Match	1,050.77	7,710.81	4,971.37
Insurance - Workers Comp	-	710.87	1,265.38
Advertising - Hockey	-	1,000.00	-
Office Rent - Hockey	1,047.50	8,380.00	8,380.00
Insurance - Hockey	412.91	3,313.28	2,583.68
Accounting - Hockey	34.65	6,631.10	7,452.00
Payroll Processing Fees	408.00	3,171.18	2,806.50
Telephone and Technology	496.36	8,001.50	3,243.44
Copier - Hockey	125.04	1,004.92	939.03
Hockey Office Supplies	90.05	872.43	3,756.58
Video Promotions	-	14,098.95	2,840.00
Arena Advertising Maintenance	-	3,905.85	11,670.37
Software	107.28	2,129.19	3,969.34
Depreciation - Hockey	157.14	1,257.12	1,257.04
Golf Tournament Participation	-	1,081.18	1,200.00
Association Events	136.06	4,609.81	3,636.88
Corporate Meetings	143.11	322.01	681.90
Bank Service Charges - Hockey	879.61	7,333.88	426.11
Appreciation Nights	5,506.99	7,430.70	5,514.36
Registration	-	(100.00)	-
Benefit Plan Fees	-	415.64	623.46
Total Program Expenses - Indirect	<u>13,158.66</u>	<u>104,320.52</u>	<u>80,543.17</u>
TOTAL PROGRAM EXPENSES	<u>149,533.88</u>	<u>1,229,353.73</u>	<u>1,304,907.64</u>
NET PROGRAM REVENUE (EXPENSES)	<u>(99,435.28)</u>	<u>(768,406.65)</u>	<u>(766,945.90)</u>
CHANGE IN NET ASSETS WITHOUT RESTRICTIONS	<u>84,362.34</u>	<u>1,381,485.28</u>	<u>1,128,534.13</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>\$ 84,362.34</u>	<u>\$ 1,411,485.28</u>	<u>\$ 1,130,101.84</u>

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