



Blackfoot Hockey Association

Phone: 403-640-9113

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Web site: www.blackfoothockey.com

Office: Acadia Recreation Centre – 240 90 Ave SE T2J 6P6

Refund Frequently Asked Questions

1. Why didn't we layoff our contractors during the downtime? Why are we paying our contractors until May 31st?

There are still activities to run the association that need to be completed through the entire calendar year. Paid contractors are commonplace in all associations and provide continuity and consistency throughout the calendar year.

2. Why was the refund only 45%?

The reason the refund was 45% is due to the lack of cash reserves. For the following reasons:

- i. Blackfoot has been running cash negative for the last 3 season which had eroded any reserves the association had previously. Therefore, Blackfoot is exploring different opportunities, outside of raising registration fees, to increase cash flows.
- ii. At the end of the 2019/2020 season Blackfoot was cash negative and had to dip into the restricted funds to return equipment deposits, which had to be replenished when registration opened for the 2020/2021 season. These funds are restricted on how they are spent as dictated by AGLC regulations, and we confirmed with them that we could not use funds to refund the membership.
- iii. Blackfoot's expenses are front-end heavy, meaning September is our most expensive month as an association. This is when several of our ice contracts need to be paid for the season, evaluators are paid, and Hockey Calgary/Alberta fees start being paid.

3. Why is September so expensive?

September is our most expensive month for a couple of main reasons:

- i. A few of our ice contracts are paid in September for the year, we estimated a refund form unused ice which was included in the
- ii. We pay our skater and goalies evaluators in September
- iii. Our Hockey Calgary/Alberta fees start to be paid
- iv. Coaching certification refunds start to come in

4. Why did we not apply for a subsidy from the government?

The government subsidies all relate to wage subsidies, and as Blackfoot does not employ full or part time employees we did not qualify for that program. The other subsidy was for the loss of revenues due to being shut down for Covid-19, and as we still ran registration and expected to



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run a full season, we did not experience a loss in revenue. Additionally, most of the lost revenue subsidies were loans and would have to be reimbursed and the most the association can borrow is \$10,000

5. Explain not for profit? Can we run a deficit and get financing?

A not-for-profit organization (NFPO) is one that does not earn profit for its owners. All money earned through pursuing business activities or through donations goes right back into running the organization. A not-for-profit can simply serve the goals of its members. As per our bylaws

4.7 The Board may borrow a sum, not to exceed \$10,000.00 to carry out the Objects of the Association. The borrowing of any amount over \$10,000.00 must be approved by a Special Motion of the Members at a Special General Meeting or the Annual General Meeting. This would amount to \$11 per member

6. Why aren't the current financials available to the membership?

The current year financial statements are not available to the public as the association's fiscal year is June 1, 2020 to May 31, 2021. As the books are still open and they have not been audited, as per our bylaws they are not to be released

4.2 The most recent audited financial statements shall be presented to the Members by the Treasurer or their designate at the Annual General Meeting. Which is the season ended 2020

7. What is our average ice cost per player for the season compared to other associations?

This varies by age group because some groups are always on split ice while ours are full ice all the time. For 2019/2020 season the ice rental and scheduling cost was \$571,322 and there was approximately 850 players for a cost of \$672/player. Further if each player averages 50 hours of ice time (games and practices) our average cost per hour is \$13.44/player. The cost per player from other associations is not readily available and most associations will not provide that information. Historically, Blackfoot has had higher ice costs than other associations due to taking most of our ice from Hockey Calgary ice allocations.

8. What is the breakdown of office expenses and hockey development?

Included in Hockey Development expenses:

- Player and goalie Evaluation costs
- Hockey Development
- Coaching certifications



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Included in Office expenses:

- Postage
- Printing
- Office supplies
- Office rent
- Contractors
- Insurance
- Phone
- Room rentals
- Other miscellaneous office expenses

9. Why do we give cheques back to the members, wouldn't e-transfer be cheaper?

Because in our bylaws (as stated below) we require 2 authorized signatures on any payment by the association we cannot issue an e-transfer as they are only a 1-person action. After speaking with our bank, it is cheaper under our current banking agreements to issue cheques.

4.5.2 Any two (2) of the following shall be signing authorities on the accounts and any contracts, leases and agreements of any form whatsoever that bind the Association: • President, • First Vice-President, • Second Vice-President. • Treasurer

10. Why only 45% and not provide socks, jerseys and pictures?

Although items are a lower cost, they would not have made a material impact on the refund. If we had gone through with pictures it would have lowered the available cash to refund to membership. The socks that were purchased and will be repurposed for next season, reducing costs for next season.

11. What was your process deciding what the refund would be?

The process was as follows:

The treasurer and admin went through all the costs, revenue and available cash. This was to determine what costs we would be getting refunded, to help determine the available cash to be refunded to the membership. We then went through the registration paid by player to determine what of percentage of the registration paid would equal or as close as possible to the available cash.

This break down was then made available to the Executive for their review and approval. The Executive was able to ask questions and see what would happen if changes to refund percentage was made.



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After review and approval by the Executive it was presented to the full Board of Directors for their ability to ask questions and the final approval.

Once approved by the full Board of Directors, the refund letter was prepared and issued to the membership

12. Could you list what are all the items we pay to make the Association run?

Below is a list of all items paid in to make the association run in any given season.

- Admin support
- Clinics
- Copier rental
- Donations
- Equipment Expense
- Evaluation expenses
- Hockey Alberta fees
- Hockey Calgary fees
- Hockey Canada fees
- Hockey Development
- Ice rental expense
- Insurance
- Interest & Penalties
- Interest and bank charges
- Office Manager
- Office rent
- Office Supplies
- Printing and Copying
- Professional Fees
- Promotion
- Referee Expense
- Registration - Winter
- Room Rental
- Socks
- Telephone, Telecommunications
- Tournament Fees
- Other Expense