

**SASKATCHEWAN HOCKEY ASSOCIATION**  
**2017/18**  
**EXECUTIVE SUMMARY**

The following is a summary of the 2017/18 Audited Financial Statement.

**Statement of Financial Position page 1**

**Assets**

The Statement of Cash Flows on page 4 details the cash flow from the past fiscal year and shows an increase of \$229,564 from last season.

Operations saw a surplus of \$348,471.

Amortization decreased as most capital items within the General Office have been fully amortized.

Accounts Receivable is lower than the previous year. Since April 30<sup>th</sup> there was still money outstanding however most of it has been collected as of this date.

Our inventories are much higher this year as there is more clothing within inventory due to the cancelling of Sask First events which eliminated the opportunity to sell product.

Our deferred revenue is lower due as we did not receive sponsorship revenue as in the previous fiscal year that was earmarked for the 2017/18 fiscal year.

The Investments, Note 3, page 7 represents the amount of money the SHA has invested within a Wood Gundy and the SHA Legacy Fund.

As of April 30, 2017, the SHA moved money from a CIBC Bond Index Fund into specific investments within Wood Gundy, the Investment arm of the CIBC. The numbers stated in the Audited Statement reflect the market value at April 30, 2018 which overall was less than the total at April 30, 2017.

A further detailed report of the Internally Restricted Net Assets is provided on Page 8 in Schedule 5. Please note that Scholarships expensed within the SDM and SHA Scholarship Funds are those awarded, not paid out, therefore the difference in the amounts listed in Notes 3 and 5. The money invested in the Sask Sport area (National Sport Trust Fund) provides a guaranteed return of 5%

Property, Plant and Equipment, Note 4, page 7, details the assets of the SHA which is essentially the accumulated depreciation on the SHA owned office, office equipment, truck, trailer, etc. The Building amount represents the purchase price of the SHA Building in the amount of \$252,000 (plus the land allocation of \$50,000) and it also includes the leasehold improvements over the past nineteen years such as paving the parking lot; two replacements of the roof over the past nineteen years; new heating/air conditioning units; new offices; etc. Equipment represents items such as photocopiers, office furniture and computers. The reduced amount in Property, Plant and Equipment from last year is the result of the SHA selling its share of the Digital Sign it owned with Canadian Digital Signs in Saskatoon. A gain of \$16,299 on the sale is recognized within the Statement of Operations on Page 2.

### **Liabilities and Net Assets**

Accounts Payable, like the Accounts Receivable, are stated here as of April 30<sup>th</sup>. This number is much lower as of the current date.

The Internally Restricted Net Assets, Note 5, page 9, are the SHA's Scholarship, SDM Scholarship, Referee Scholarship, Building and Referee Funds which have restrictions placed upon them as to how their funds may be dispersed. The SHA Legacy Fund is also now shown in this area.

The Unrestricted Net Assets is the Associations cash and investments upon which there are no restrictions.

### **Statement of Operations Page 2**

The Association experienced a surplus in operations in the amount of \$348,471. This statement, along with Schedules, 1 to 5 (pages 12 – 16) includes the Associations Budget figures for the 2017/18 fiscal year to provide an analysis. The following discussion will focus on the comparison of the 2017/18 Audited Figures to the 2017/18 Budget.

An item that impacted the finances of the Association and is the largest reason for the surplus is the result of the cancellation of the Sask First Bantam and Midget Spring tournaments due to the Humboldt Bronco Bus tragedy. The SHA didn't receive the registration fees for the players however the expenses for the events which far exceed the revenues were not realized. There were some ice expenses that had to be absorbed due to the late cancellation however the expenses for the events were not experienced.

**SASKATCHEWAN HOCKEY ASSOCIATION**  
**Variance Analysis Summary**  
**Budget to Audited Statement Operations**

Budget 2017/18	44,756
Audited Statement 2016/17	<u>348,471</u>
Variance	303,715

Variations from Budget to Audited Statement

Revenue

Sask Lotteries Trust Fund	0
Sask Lotteries Trust Fund (Categorical Grants)	0
National Sports Division Body	53,324
Self Help	(16,659)
Other	(267,307)

Expenses

Sask Lotteries Trust Fund (Categorical Grants)	0
Administration	1,838
Amortization	17,219
Capacity/Interaction	53,566
Participation	100,543
Excellence	304,055
HC Insurance	11,770
Sask Hockey Hall of Fame	2,949
Other	12,164

## **Discussion of Variance Detail**

### **Revenue**

#### **Sask Lotteries Trust Fund**

Under **Categorical Grants (Schedule 1, Page 12)** the SHA again received an Aboriginal Sport Enhancement Grant through Sask Sport which was used by the FSIN to fund two teams, male and female, to attend the National Aboriginal Hockey Championships.

There was on Hosting Grant obtained and distributed; Allan Cup (Rosetown) - \$7,500

#### **National Sports Governing Body**

The SHA receives money annually from a Trust Fund that Hockey Canada set up many years ago from money received during the “self-insured” days of the CAHA. The SHA receives their allocated proportion of the interest earned on the Fund. This amounted to almost \$66,000.

The SHA now receives interest earned on an account created by Hockey Canada entitled a “Branch Support Pillar”. The SHA received about \$70,000 from this account this past season.

The SHA also received funding from Hockey Canada for a National Initiative for Cross Ice Initiation Program of \$39,000.

The SHA also received a portion of the Profit of the Hockey Canada Gala in Saskatoon last June that amounted to \$83,000.

#### **Self-Help (schedule 2 – page 13)**

There was a slight increase in Minor over last season however not to the levels we expected.

Our Registration numbers for Officials increased.

There was also an increase in the transfer of players into the province at the Junior and Senior level where fees are attached for that movement.

## **Other**

In Comparison to Budget Projections the following was experienced;

Advertising/Sponsorships (\$95,000) – primarily due to not being able to find a replacement sponsor of the Pioneer Dupont Sponsorship of Sask First and experiencing a very tight business market when it comes to securing new sponsorship partners

Clothing Sales (\$32,000)

Sask First Zone Camp Registrations (\$6,200)

Sask First Tournament/Summer Camp Fees (\$105,000)

Hotel Rebates (\$5,500)

Coaching Clinics \$8,800

Special Clinics \$8,500

Female Programming \$7,000

Association Evaluations (\$2,500)

WHL Release Fees \$3,500

Interest (\$23,000)

Sundry (\$11,100)

Overall the net shortfall in these “Other” areas was approximately \$267,307

## **Expenses**

### **Administration**

**The Administration Schedule 3 is on page 14.**

Overall the budget in this area was under by \$1,838.

Specifically

Audit and Accounting \$3,400

Bank and Credit Card (\$8,600) which is Pay Pal and Credit Card charges – increased due to all Sask First/Tournaments/etc. being paid online

Computer Programming and Hosting (\$2,800) due to changes made to the online

Officiating Program and Online Officiating Supervision Program

Legal \$3,100

Divisional Expenses (\$2,100)

Occupancy Costs \$12,500 Office Supplies and Printing \$3,000

Postage & Express (\$7,300) due to less expenses shipping materials via courier than STC

Salaries and benefits \$4,400

## **Capacity/Interaction**

### **The Capacity/Interaction Section is Schedule 5, Page 16**

Overall in this area we experienced savings of \$53,566

Specifically

Marketing \$32,000 dues lower sales at Sask First Events due to cancellations  
Board and Committee Meetings \$21,000 due to lower expenses than expected with  
National Meetings

### **Participation (see Schedule 4, page 15)**

#### **Expenses**

Coaching Development and Coaching Mentorship Program

Savings in HP 1 Clinic (\$4,000)

Savings from a Course Conductor Course (\$8,000)

Savings in NCCP Clinic Expenses (\$6,400)

Savings in NCCP Video and Instructional Material (\$5,400)

Savings in Checking and Goaltending Coach Clinics (\$18,500)

Coach Mentorship (\$52,000)

Competitions

These are Trophies and Banners for SHA Provincial Playoffs

Initiation Program

We were over budget on the IP Jamborees due to an increase in the number of the  
Cross-Ice Jamborees held (\$12,000)

Officials Development

Under Budget of approximately (\$41,000)

Clinicians Clinic savings (\$8,000)

Printing Cost savings (\$3,300)

HC Module under budget (\$5,000)

Overall Clinic admins savings (\$5,000)

Zone Supervision under budget (\$15,500)

SDM Supervision over budget (\$3,200)

Other Supervisions savings (\$8,000)

Female Programming savings (\$2,300)

Female Programming

Over Budget by \$12,400 due to increase in numbers attending programs

MHA Evaluations

Less MHA/s contracting SHA Services resulted in savings (\$3,300)

Skills/Goaltending Programs

Over budget of \$6,500

**Excellence (See Schedule 4, Page 15)**

Coaching

Overall Savings of \$54,800

Always budget for the worst-case scenario in terms of where coaches are from within all the Sask First Programs

Savings in Zone/Regional Camps (\$14,800)

Savings in Spring Tournaments (\$32,000)

Summer Camps Savings (\$2,700)

Competition Savings (\$5,000)

Talent Identification

Savings of \$198,000

Zone/Regional Camp Operations – savings (\$42,000)

Zone Tournament Operations – savings (\$144,000)

Summer Camps/scouting – savings (\$9,000)

Trainers Development

Savings of \$17,500 associated with trainers involved in all Sask First Programs

Training Athletes

Savings of \$3,500 and these expenses are associated with the three Provincial Teams in their preparations for competition and specifically had savings with the departure camps for all three teams

Officiating

Overall Savings of \$28,000 in the areas of the Spring Tournaments

**Hockey Canada Insurance**

Under budget by approximately \$12,000

**Other**

The "Other" expense area represents expenses associated with the following items;  
Hockey Canada Member Assessment - \$109,000, Sundry/Bad Debts - \$14,500