



May 29th 2020

FAQ Version 1.1
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Dear Jr Gaels Soccer Players, Families and Volunteers,

Thank you for your patience, understanding and everlasting support during these unprecedented times. We remain inspired by our athletes, parents, coaches and staff. We thank you for your videos, notes of encouragement and your commitment to being active right now.

We are writing to you today to address the current state of the club operations as a non-profit community organization.

We understand the impact of a non-profit youth sports program in our Community – kids that take part learn teamwork, social skills, healthy habits, self-discipline, sportsmanship and listening. Communities that participate in sport develop strong social bonds, are safer places and the people who live in them are generally healthier and happier. Sport builds stronger, healthier and safer communities.

Because of this, our current priority remains keeping Jr Gaels Soccer (otherwise known as Kingston Clippers Soccer Club) afloat during a time of no incoming revenue. We are a non-profit club, so every dollar received from members goes 100% back into operating our club.

Due to COVID-19, our revenues are down over \$250,000. We are hopeful that registrations will start to increase when it is safe to resume contact sports, even if in a different capacity than we are used to. However, until that time we have to be very careful financially in order to stay afloat until revenue starts to come in.

In summary, we need your help. We need your patience, understanding and support to keep our Club alive through this pandemic. We have created a COVID-19 FAQ that follows this memo which we hope will help answer questions around how the club operates, return to play and refunds.

In the coming weeks we will look to collect feedback to help guide our decisions around fundraising or moving forward with bankruptcy proceedings should there be no new revenue coming in. Please continue to communicate via email and ask questions when you have them. We will continue to communicate information as soon as it is available.

Sincerely,

Jr Gaels Soccer / Kingston Clippers Soccer Club





COVID-19 FREQUENTLY ASKED QUESTIONS

Q: When will soccer start up again?

A: We are eagerly waiting on direction from The Government of Ontario and Ontario Soccer as well as our local municipality as to when it is safe to start soccer activities again. Ontario Soccer is working on a Return to Play plan and will be sharing it with us as soon as it is available.

Q: If city fields are not open, can we do some training at Alliance Sportsplex and/or Queen's University fields?

A: We are investigating our options at Alliance Sportsplex. The Club's insurance within Alliance Sportsplex is different from outdoor fields. As of May 22, Queen's University reopened select outdoor facilities for casual, informal use (not team sport usage). Physical distancing requirements remain in effect and you will be able to find more information [here](#).

Q: How late could the soccer season begin?

A: The season could start as late as September 2020. We are working with SOSA to consider doubling up game frequency to two matches per week or back to back games in order to allow for a season without missing out on game play.

Q: If there is no outdoor training or games at all how much of our registration fees will be returned?

A: The board of directors and staff are discussing options with the help of feedback from our members. The options being considered are linked to what will work best for our members while aiming to keep the Club afloat. We are looking at credits for future programming and/or refunds. This scenario will be contingent upon revenue coming in by late summer.

Q: Should there be a modified outdoor season, will the Club be able to return a portion of our registration fees?

A: Should there be a modified season, our commitments are: referees, fields, player/league fees, and operating expenses (admin, rent, insurance, etc). By deferring supplier payments, this allows us to operate a modified season with outstanding expenses paid at a later date. These commitments would preclude the Club from offering refunds, but could open the option of offering credits for future Club programs. This is contingent upon revenue arriving in late summer, for Fall and Winter programs.



Q: How have the registration fees we have already paid been spent? Since we have yet to begin summer practices or games, how is this possible?

A: The operation of our Club – which is a non-profit organization – requires considerable administrative support, preparing for the season before summer training and games begin. From January onward, administrative staff process registrations, recruit and train volunteers, and order and purchase a considerable amount of equipment and uniforms. Scheduling of practices and games, numerous coach, team and volunteer meetings, and volunteer compliance, keep the staff busy. Additionally, we manage: rent, office expenses, website and internet fees, accounting and insurance, etc. By summer season, most tasks are completed, bills paid, and a substantial portion of registration fees have been applied. Typically Gaels Cup registration revenue helps to pay for many summer league expenses such as fields, referees, and operating costs until the fall and winter registrations begin arriving in late August. Gaels Cup revenue (\$100,000) helps to keep everyone's registrations fees lower.

Q: If the club is able to return any of the funds we have paid, when would we receive those funds?

A: Any return of funds would be finalized after summer once we know the Club's financial standing. This is largely dependent on us being able to begin receiving revenue for fall and winter programming.

Q: Even if there is a modified season and we are still not comfortable having our child play soccer, will you return some or all of our registration fees?

A: We will address refunds after summer so that we can be fair to anyone that requests one.

Q: Is the Gaels Cup cancelled?

A: Unfortunately, yes. We have made the tough decision to cancel the 2020 Gaels Cup due to restrictions currently in place, as well as our mandate to ensure the health and safety of all of our members and guests are considered first.

Q: Will you try to reschedule the Gaels Cup to a later date?

A: Ontario Soccer is not approving any changes to dates or accepting new tournament or festival applications at this time. If we are able to reschedule to September we will, however this is unlikely.

Q: How do the Club's finances compare this year over last year?

A: Due to COVID-19, we have 50% fewer registrations than we normally do which means 50% less revenue. As well, our Gaels Cup brings in 1/8th of our total annual revenue and that is cancelled. Due to Covid-19 we are currently down 42% in revenue compared to this time, last year.

We have planned for a season of 2,000 players and currently have around 1,000 registered and paid.



Q: How many full-time staff are employed at our Club?

A: We employ two full time staff, (General Manager and an Office Administrator/Registrar). Our three club head coaches (Christian, Ryan and Angela) are all part time staff.

Q: Why do we have paid staff?

A: Administrative staff run the club from an operational standpoint, while our three part time head coaches create programming and provide support to all of our teams, volunteer team coaches and managers. Paid staff are essential due to the level of operations (as opposed to a smaller club), their knowledge, and the time required to fulfil these roles.

Q: How does the club generate revenue?

A: The club generates revenue through registration fees, our Gaels Cup and Sponsorship. Due to Covid-19 we are down 42% of revenue compared to this time last year.

Q: What amount of money do we receive from Queen's Athletics and Recreation?

A: We receive no monetary compensation from Queen's. We have a mutually beneficial agreement that allows our Club to be known as Jr Gaels Soccer. Queen's offers us discounted field and room rentals and administrative support for marketing and decision making.

Q: Are we utilizing the COVID-19 wage and rent subsidies?

A: Yes. We applied and have utilized the wage subsidy for March 15 to May 15. We will receive 75% back in wages we have paid out. We will continue to apply until the end of August. JSM, our landlord at Alliance Sportsplex forgave our rent for April. For May and June we will utilize the 75% rent subsidy. JSM has confirmed they will help us get through this and we are in discussions on how that might look. Our Terry Fox landlord and SOSA are helping us to cover the rent at our Terry Fox office until September.

Q: Is the Board of Directors paid?

A: No, our board of directors is made up of volunteers. We hold an Annual General Meeting each December where all members of the club are invited to attend. We vote in the proposed budget after discussion and we also elect Board Members and Committee Members at that time.

Q: What type of business is our soccer club?

A: Kingston Clippers Soccer Club is a non-profit. This means that all of the money that goes into our club, stays in our club.



Q: Has the club applied for the COVID-19 interest free loan?

A: Yes we have applied for and received the \$40,000 loan through Canada Trust on May 28th.

Q: How can we help to save our soccer club for future kids and families in Kingston?

A: If necessary, we are looking at options such as a large fundraising drive to take us through until we can have revenue coming in again.

Q: We paid for uniforms that we may not be able to use – will T Litzen give us a refund?

A: Refunds regarding orders for uniforms or other Jr Gaels items are up to T Litzen, who has not provided any indication of providing refunds at this point.

Q: Nike uniforms are supposed to change every two years with next season being a new uniform. Next season, can we just keep our uniform from this year in order to reduce costs?

A: Yes, we think that is a possible solution to help families and we will do what we can to keep the same uniform for next year.

Q: With the amount of money the club currently has, how long can we sustain operations?

A: If we do not have any revenue coming in, and we give out some form of refunds, and pay suppliers, we can operate with the wage and rent subsidy until around September.

If you have further questions or would like more clarification, please email gm@clippersoccer.com or president@clippersoccer.com