



2021 AGM Reports

President – Kendra Fiddler

Thank you to our board, staff, volunteers, players and supporters for your time, effort and patience this past year as we continue to navigate the ongoing pandemic. We have a small but mighty group who have ensured our facility can remain open, viable and safe for members and guests.

St. Albert continues to be actively involved with rugby administration and governance beyond our club. Juliette Bradley, Chris Cooke, Paul Looker, Drake Ottacher and Janna Slevinsky are in various roles with the Edmonton Rugby Union, Alberta Junior Rugby Association and Rugby Alberta.

2020-21 Highlights:

- Reopening of club and agility of our staff with all of the covid protocols and restrictions
- Financial support received from government programs for non-profits impacted by the pandemic
- Rescheduled casino and various fundraisers ranging from chocolate sales to the massive success of the spring yard clean up
- Return to play rugby programs and games for all junior age grades and our senior teams
- Hosting the Edmonton International 7's tournament
- Successful recruitment of our new manager with staff who stepped up to assist with the vacancy and transition

2020-21 Challenges:

- Initiation of a strategic plan
- Continued dependency on a few individuals volunteering for the club like it's a full-time job

One of my goals in the next year is to increase awareness of all of the volunteer opportunities in our organization. I enjoy providing guidance to our board and look forward to what we will be able to achieve in 2022.

2021-22 Commitments:

- Identify a tournament coordinator before pursuing another large event
- Provide input and support for Edmonton Rugby Union activities related to the potential sale of Ellerslie Rugby Park
- Kick off two committees:
 - Strategic Planning to define a club vision and 5 or 10 year plan to guide our decision making
 - Facility Enhancement to focus on prioritizing repairs and renovations in alignment with grant funding cycles



Vice President – Mark Button

With the pandemic restrictions in full swing for most of 2020 and the early half of 2021, most of my job was taken up with ensuring we would be ready to resume rugby and club operations as soon as able. Thankfully the house director and grounds staff were more than up to the task and very capable of handling the always changing rules and we were able to meet every challenge. I'm very grateful to every single volunteer, player, and club member for their patience and commitment to getting this club through a very trying time. With your help we managed to not just return to rugby but also host a great tournament here at SARFC. Moving forward I expect the 2022 season to face similar challenges, hopefully we will not just rise to the occasion again but with the experience we gathered in 2021 do even better.

Unfortunately, I have realized that with my job, I'm not able to give this position the time and effort it deserves. I look forward to helping the new VP.



Treasurer – Chris Cooke

2020 Financial Review

As I'm sure everyone can imagine, 2020 was a challenging year for the club as it was for many sectors of the economy. Over the course of the calendar year, the club was closed for a total of 4 months from mid-March to late June and then for most of the month of December. Even when the club re-opened though, our operations were severely impacted by what was going on from a pandemic perspective – capacity limits, case counts, and people's efforts to stem the impact of the pandemic all led to significantly reduced revenue for the club throughout the year. Revenue was down significantly across all categories simply because we had no rugby activities going on, and limited use of the club for the majority of the year.

To combat this, the Board and club staff took deliberate action throughout the year to try and reduce overall expenses as much as possible. We made the difficult decision to provide temporary layoff notices to the vast majority of our staff while the club was closed, and limited as many other expenses as possible. However, there are lots of expenses from a club operations perspective that cannot be stopped – utilities, insurance, etc. all continue to be required, even without incoming revenue, so our primary concern was to ensure we had the necessary cash flow to meet our commitments. We took advantage of the Canada Emergency Business Account (CEBA) provided by the federal government, which is a \$40,000 loan that is interest-free through December 31, 2022. If 75% of the loan is paid back by that date, then the remaining 25% of the loan is forgiven. This loan is the main change in the club's balance sheet as of December 31, 2020, because you will now see a long-term liability of \$40,000. These funds though were critical to us maintaining our operations over the course of the year.

We also leveraged the Canada Emergency Wage Subsidy (CEWS) program to offset as much of our salary expenses as we possibly could and received over \$30,000 through this program in 2020. We also received \$20,000 in grants from the provincial government as part of their pandemic response program. These programs, and the support of club members when the club did re-open, were critical to us maintaining a level of cash & investments at the end of 2020 that was similar to where we ended 2019. However, even with our expense reductions and the support programs we tapped into, we have recognized a loss of approximately \$50,000 in 2020.



Treasurer cont'd

2021 Interim Review

While 2021 has continued to be a challenge, we did see some return to normalcy and use of the club has picked up at various points of the year. We had some rugby this past summer and, while it was nowhere near a normal Super Saturday with 3 teams playing and the deck packed with people, every little bit has helped us recover and essentially break even through the end of August 2021.

The federal government expanded the CEBA program early in 2021 and provided an additional \$20,000 to eligible organizations, which the club took advantage of. This means our long-term liability will increase to \$60,000 as of the end of 2021 but it also means we only have to pay back \$40,000 of the total loan by the end of December 2022. We continued to leverage the CEWS throughout 2021 as well, which has brought in an additional \$30,000 through the end of August. This program officially ended on October 26, 2021, but the federal government recently announced that a hospitality-specific wage subsidy program is planned to continue, and we should be eligible for that program (details still need to be confirmed on that).

In 2021, we also benefited from a casino, which was held in late calendar 2020, and brought in just over \$21,000 of revenue for the club. Thank you to all of the volunteers that helped with that casino – while the funds we receive from the casino are restricted (i.e., there are certain 'use of funds' categories approved by AGLC), they have been very important in offsetting some club operating expenses throughout the year.

Even with everything that has gone on over the last two years, the club continues to be in a stable financial position (as of today) with approximately \$40,000 of cash in the bank and \$30,000 of investments that can be leveraged if needed. The primary focus for 2022 from a financial perspective will be to ensure we are in a position to payback the required portion of our CEBA loans by the end of the year, which I am confident we can do, based on our current financial position and hopes that 2022 will continue to be more like a typical year.



Treasurer cont'd

St. Albert Rugby Football Club
Balance Sheet
 As of December 31, 2020

	2020	2019
ASSETS		
Current		
Cash	28,723	29,861
Accounts Receivable	4,291	1,172
Inventory	876	7,269
Security/Tender Deposits	570	1,024
	34,460	39,326
Property, Plant and Equipment	54,032	86,015
Long Term Investments	29,289	28,893
	\$ 117,780	\$ 154,234
 LIABILITIES AND NET ASSETS		
Current		
Accounts Payable	1,177	5,486
Goods and Services Tax Payable	284	1,292
Wages Payable	0	2,585
	1,461	9,363
Long Term Debt	46,200	6,200
Deferred Contributions	11,729	71,271
Committee Funds Held Within SARFC	379	2,145
	59,769	88,979
 Net Assets		
Unrestricted	58,011	65,255
	\$ 117,780	\$ 154,234



Treasurer cont'd

St. Albert Rugby Football Club
Statement of Revenues and Expenditures
 Year Ended December 31, 2020

	<u>2020</u>	<u>2019</u>
REVENUES		
Lounge	\$ 74,739	\$ 271,980
Membership	12,389	86,342
Rent	-	41,075
Fundraising & sponsorship	743	20,839
Functions	3,337	10,370
Event Tickets	-	6,325
Merchandise	10,026	2,677
Casino	-	8,189
Grants (CEWS & Provincial Grants)	50,334	-
Interest	396	-
	151,963	447,797
Cost of Sales		
Lounge Cost of Sales	29,170	108,477
Merchandise	9,747	1,782
Lounge Salaries & Benefits	51,226	88,774
	90,143	199,033
GROSS PROFIT	61,820	248,764



Treasurer cont'd

EXPENSES

Insurance	21,282	16,658
Management Salaries	21,185	27,840
Clubhouse Supplies	16,458	10,180
Utilities	15,696	31,537
Repairs and maintenance	9,823	20,498
Rugby	6,822	66,008
Grounds Supplies	6,513	8,984
Grounds Labour	4,053	11,081
Office	3,684	3,040
Credit Card Charges	2,309	4,587
Grounds Water	1,903	3,011
Interest and Bank Charges	1,844	1,851
Advertising and promotion	831	366
Club Social Events	786	43
Business Taxes, licenses and memberships	685	-
Coaching	493	19,590
Professional Fees	422	1,752
Tournament and festivals	-	698
Security	-	418
Sub Contracts	-	996
	114,790	229,138
Excess (deficiency) of revenues over expenses	-\$ 52,970	\$ 19,626



House Director – Ian Ferguson

Continuing from the challenges of 2020 and all that Covid brought, 2021 was awkward due to the starts and stops, as governed by the province and the City.

Notwithstanding, we persevered. Thanks to Brenda and her staff, including contributions from Phyllis Chaloner and our new and improved Sandee Jones, the House Manager, we have managed to keep our head above water.

Chris Cooke's abilities as treasurer were significant as well.

The house has continued to provide a place of spirited discussion, comfort and comradeship. I would like to thank those in attendance at this AGM and being involved. For some of you, this will be nothing new, as there a good number of us here today that are consistent in support of the club.

Although we have a goodly number of registered members, be they social, non-playing and players, I note that far too many that do not fully get behind the club. A number of players do not use the club to socialize and enjoy a refreshment. There are a number of players using the gym facilities that have not paid their dues. Those people should be embarrassed. Frankly, the club needs money. Other establishments don't need fuel for tractors that are needed to maintain some of the best fields in North America.

I have been here since 2007. Back then, I frequently heard that this was a club and a half. I haven't heard that in quite some time. There are far too many self-entitled younger members that want the best facility with the least amount of effort, input and contribution. This has to change.

I want to thank the members of the board for their very good work. I also want to thank all the consistent old boys that keep us afloat. Our fiscal picture, although not rosy, was bright enough that I was able to go out and buy a new toilet brush.



Membership Director – Julliette

Members registered through Sportlomo (players)

Notes:

totals don't represent number of individuals registered, as a significant percentage of U11 and U13-U18 players registered in both temporary 12-week program and full-year contact.

Members registered through the Club

- Life 80 *79 in 2020; 78 in 2019*
- Social 54 *56 in 2020; 65 in 2019*
- Full non-playing 14 *35 in 2020; 13 in 2019*

Total fees generated from all memberships = c. \$19k.

Thank you as ever to Phyllis Chaloner for all her work re. Club memberships – for chasing folk down, and for keeping on top of payments and administration.

Membership Category	#
Non-contact 12 week	
U5 – U11	126
U13 – U18 boys	57
U13 – U18 girls	43
Subtotal	226
Contact - juniors	
U11 mixed	32
U13 boys	20
U13 girls	13
U15 boys	15
U15 girls	14
U17 boys	20
U17 girls	15
U19 boys	11
U19 girls	13
Subtotal	153
Contact - seniors	
Senior men	39
Senior women	27
Masters - men	13
Masters - women	1
Temporary (men & women)	6
Subtotal	86



Social Director – Shannon Button

With constantly changing restrictions, planning any big events and parties this year was difficult. We did manage to have a few senior team parties, the Will Ferrell themed one was a particular success, I think. We also had a small Beer Olympics and the balloon artist was a hit for the kids (and a few adults, looking at you Craig Kerswell) who came down on Canada Day. A couple birthday parties also rounded out the events. A huge thank you to Kiwi, Brenda and Sandee who were very willing to hold my hand and help me with anything I needed.

I'm planning on stepping back, but I hope football and crib nights continue, maybe plan a few more things to get people to come in. All in all, a reasonable success for the way things were this year. People still wanted to come to the club despite COVID.

Director of Junior Rugby – Paul Looker

Despite COVID we managed to start the U13-U19 programs early in the year enabling players to have a long season ending Sept 5th at the Edmonton International 7s tournament.

Highlights

- Thanks to the Old Strathconians we were able to purchase lots of new equipment for the youth including tackle bags, pads, balls and tackle rings.
- Clubs amalgamated players to allow for 15s to be played which allowed clubs, coaches and players to bond and get to know each other better.
- Had 2 players selected for the U18 Rugby Canada ID camp Josh Looker for the second year and Nathan Holmes
- Won the U16 and U18boys tournament at the Edmonton international 7s, saw both U18 Girls teams make the semifinals and one of the U16G teams make their semifinal. Overall, we entered 7 teams, 77 athletes from multiple clubs.
- Numbers were good and plans for 2022 are underway
- Held a 2022 meeting already to start preparations



Director of Senior Rugby – Kendall DeWitt

A few main highlights that were completed during the 2021 senior rugby season. SARFC took a front seat in helping plan the junior and senior seasons of rugby, which to me is a huge triumph in pushing momentum for our club. The senior women began training in June and kick started the season with their first 15s game on July 16 against Leduc. After that there was “Game on Rugby” games for both men and women on July 24. This consisted of 2 40 min games which everyone was happy to play.

Additionally, SARFC had the most registered women’s players and never had to use players from other squads to field a team. Highlight from the men is the work on a player ran season to promote togetherness.

SARFC hosted two super Saturdays one on August 7 and one on Sept 11.

Senior rugby was harder to plan this year with the absence of a VP of Senior Rugby for the ERU- thanks Drake Ottacher from SARFC for stepping up. Overall happy to have had a season with about 5 league games apiece.

Further work on’s for the 2022 season:

- Solidify coaches earlier on, push senior involvement in volunteering, new kit for the women, training variations based on specific divisions to push competition and continue to integrate juniors into senior training sessions.

Men’s Club Captain – Duncan Maguire

With no rugby played in 2020 due to Covid-19, the men's team was happy to get out and play some organized rugby this past season! The 2021 season was mainly player-coached and led, with the assistance of Clint Dewitt. There was not much appetite to participate in pre-season training, however once the ready to play format was introduced in June/July, we had enough interest to carry one team. The team consisted of a mix of abilities and skills, with first division players playing with second and third division caliber players. The goal for our team was to encourage player participation, which will hopefully carry momentum into the 2022 season. Unfortunately, we were unable to win a game in 2021, but there was an opportunity for several players (new and experienced) to gain experience and much needed game time.

I am fearful of the slow decline of senior men memberships, and attendance at games and trainings. Although there were a few young men playing this past season, we struggle to bridge the continuation of players playing rugby from junior to senior men. The majority of our experienced players are in their 30's and have other commitments. Next season, we may need to look at moving our premiere team down to the second division.

For next season, it would be great to focus on finding ways to encourage younger players to become more involved in the men's rugby program.



Women's Club Captain – Emily DeWitt

The women's team had a very successful season. We started with fall training in August- October 2020; we maintained interest into the fall/winter and early spring by social media inclusion and workout challenges. In regard to the physical season. We did outdoor training with the ready to play format from June to July. Our turnouts were 20+ girls at the start! We played our first game in July and went until September. I would assume we came in second. Interest was maintained throughout the season. A few people dwindled throughout the season, but we were the only team who consistently fielded a full roster. There were great interactions between the junior girls and senior women's team. Two of our players coached the U17, U19 girls. We included them in practices. This is crucial to ensure young girls feel included and continue playing this amazing sport.

There are some things I'd want to focus on for the upcoming season. I want to enhance people's team involvement. I'd see this through more enthusiasm with volunteering and more people taking a leadership role. Overall, a very successful season.

Director(s) at Large – Johnny Maloney

Role of Quartermaster:

- Liaises with coaches, junior director and senior director in regard to gear requirements as well as training equipment.
- Source quality vendors and negotiate best possible deals/prices for the club.
- Manage and determine what is required for the club merchandise shop.
- Report to the board with new or unique ideas and get approval for ordering.
- Take responsibility for using club money for purchasing.

2021 has been a relatively successful year for merchandise. With the opening up of the province, which allowed us to play rugby, meant we could set up a merchandise shop on Friday evenings before and after junior rugby. My goal was to sell old merchandise that had been sitting in storage for over the past two years. There is great potential for the club to make a decent revenue through the sales of club gear. My hope is to continue to build club culture through merchandise by having consistent branding and items throughout all of our programs. Please see the attached report.



Director(s) at Large cont'd

	Item	Quantities Purchased	Cost + GST	Net Sales	Quantity Remaining	\$ Inventory	Estimated Profit
	HOODIES - \$55		\$3,346.88	4950		\$4,400	\$1,385.63
	YS	10 (20)*		330	14	770	
	YM	20 (40)*		275	35	1925	
	YL	20 (40)*		605	29	1595	
	S	5 (10)*		550	0	0	
	M	10 (20)*		1100	0	0	
	L	10 (20)*		1100	0	0	
	xL	5 (10)*		495	1	55	
	xxL	5 (10)*		495	1	55	
	SWEATPANTS - \$40		\$1,177.05	1040		\$480	
	YM	5		40	4	160	
	YL	5		0	5	200	
	S	5		200	0	0	
	M	10		280	3	120	
	L	5		200	0	0	
	xL	5		200	0	0	
	xxL	3		120	0	0	
	LONG SLEEVE T'S - \$40		\$656.25	760		\$240	
	S	5		200	0	0	
	M	5		200	0	0	
	L	5		200	0	0	
	xL	5		40	4	160	
	xxL	5		120	2	80	
	RED SHORTS - \$35		\$946.75	875		\$175	
	S	5		105	2	70	
	M	10		350	0	0	
	L	10		245	3	105	
	xL	5		175	0	0	
	BLUE SA T-SHIRTS - \$20		\$1,004.06	720		\$780	
	S	20		200	10	200	
	M	25		280	11	220	
	L	25		200	15	300	
	xxL	5		40	3	60	
	POLO - \$40		\$1,050	1200		\$400	
	S	5		40	4	160	
	M	5		200	0	0	
	L	15		400	5	200	
	xL	10		360	1	40	
	xxL	5		200	0	0	
	RAIN JACKETS - \$65		\$1,047.38	1365		\$0	
	S	3		195	0	0	
	M	5		325	0	0	
	L	5		325	0	0	
	xL	5		325	0	0	
	xxL	3		195	0	0	
				Total Cost + GST	\$9,228.37	Quantity Remaining	\$6,475
				Total Shipping	\$296		
				Total Net Sales	\$10,910		
* Head hole too small on hoodies, Lionheart remade the whole order for free = \$3,346.88							
Shipping Costs							
Order 1	197.78						
Order 2	63.36						
Order 3	35						
Total	\$296.14						