



Halifax Hawks AGM 2024/2025 Season Finance Update

Items for decision:

- Review and approve 2024/2025 financial statements
- Review and approve the proposed fee changes for the 2025/2026 fiscal year

Items for discussion:

- Overview of timeline to develop 2025/2026 FY budget

1. Review and approve 2024/2025 financial statements

For the fiscal year 2024/2025 we finished the year with a operating surplus of ~\$5K. This is the product of revenues of \$768K and overall expenses (including depreciation) of \$763K.

The association remains in strong financial health overall. We have robust policies in place, an operating model that leverages external support to maintain controls and support consistent bookkeeping, interest bearing low risk investments and committed staff and volunteers. We also maintain a reserve fund so that the association continues to have the financial flexibility to make targeted investments.

We have been notified that certain costs (eg. Ice and officials) will increase for the 2025/2026 season and, while we have a small surplus this year, we recommend that the association include a modest fee increase for the upcoming season in order to be able to offset these increases to our operating fund. Note that tax filings for the association are underway and will be finalized once CRA completes the assessment. As a not for profit, the association pays no income tax.

The proposed fee increases as outlined in Decision item #2: Recommended fee changes for F25/26.

Table: Financial Results Overview 2024-2025



Halifax Hawks Minor Hockey Association Overview


For 2024 - 2025 Season

2024/2025 Fiscal Year Results

Key season statistics	Actuals 2024/2025	2023/2024	Variance
Membership	631	624	7.00
Season registration \$	671,213 \$	581,245 \$	89,967.79
Other revenue \$	96,991 \$	140,161 \$	(43,170.01)
Operational expenses \$	(135,522) \$	(139,930) \$	4,407.91
Divisional expenses \$	(521,332) \$	(518,869) \$	(2,463.00)
General and administration expenses \$	(89,598) \$	(82,484) \$	(7,114.00)
Depreciation \$	(16,932) \$	(21,782) \$	4,850.00
Excess revenues over expenses \$	4,819.69 \$	(41,659) \$	46,478.69

Total revenues increased just under \$47K this year. This is due to three main factors: a) Registration and fee increases which the board approved in advance of the start of the current fiscal year and b) a partially offsetting reduction in fundraising revenues and c) a slight increase in registrations over the 2023/2024 fiscal year. While fundraising was down this year, efforts have gone in to planning for the first Halifax Hawks Golf Tournament which will occur early in the 2025/2026 fiscal year. Given the confirmed cost increases in a couple of material cost elements which have been confirmed heading into the new fiscal year, and expected modest rises in other cost elements, the association should consider modest fee increase to make sure the association can cover expenses and sustain it's overall financial health and flexibility to make the game more affordable and to maintain the member and player experience.

Table: Statement of Fund Activities 2024-2025

	Halifax Hawks Minor Hockey Association Statement of Fund Activities					
	For the seasons year ended May 31st, 2025			2024/25 Actuals	2023/2024 Season	Change Y/Y
	General Fund	Capital Fund	Reserve Fund	Total	Total	\$
Revenues						
Season & Tryout registration	671,213			671,213	615,304	55,909
Development revenue	86,089			86,089	77,835	8,254
Interest revenue	2,152			2,152	1,222	930
Fundraising and donations	8,750			8,750	24,000	(15,250)
Total revenues	768,204	-	-	768,204	718,361	49,843
Expenses						
Operational expenses (see schedule)	135,522			135,522	141,727	6,205
Divisional expenses (see schedule)	521,332			521,332	518,869	(2,463)
General and administration (see schedule)	89,598			89,598	85,692	(3,906)
Depreciation		16,932		16,932	16,932	-
Total operational expenses	746,452	16,932	-	763,384	763,220	(164)
Excess revenues over expenses	21,752	(16,932)	-	4,820	10,872	49,679
Fund balances, beginning of season	30,000	13,072	184,319	227,391	227,391	-
Excess revenues over expenses	21,752	(16,932)	-	4,820	10,872	(6,052)
Interfund transfers	-	10,000	(10,000)	-	-	-
Fund balances, end of season	51,752	6,140	174,319	232,211	238,263	(6,052)

Operational & Divisional Expenses

Modest increases for operational and divisional expenses due to increased costs for ice, officials, insurance and HNS fees. Of note this year were several changes in ice allocations to the association which resulted in some less desirable / usable ice times provided through HRM and other ice provides. While significant diligence was undertaken to manage this important resource for the association, the cost of ice purchased by the association that went unused by our teams and was not able to be resold to other associations was \$18,200 for the fiscal year. This is up slightly from last year. The Director of Ice has developed recommendations that should be taken into consideration in the purchase and management of ice for next year. This remains our most "unproductive" expense as an association as there are a

significant number of kids that could be funded in the sport or other investments in the association (development, training, infrastructure, community engagement etc) could be made if the association is able to sustainably reduce this cost. Ice has been and will continue to be our highest expense element in the association.


General and Administrative Expenses

General and administration costs in line with expectations costs, as we continue to use discipline in managing the association's resources. Note that in 2020, the association took advantage of a CEBA loan for \$40,000 which was used in part to offset in-year pressures. \$30,000 of the loan was repaid in the 2023/2024 season as it was expected per Government of Canada policy that 25% of the loans would be forgiven. During the current fiscal year ISED / CRA changed it's policy and many recipients of the CEBA loans, including the Halifax Hawks, were informed that the 25% loan forgiveness would not apply. As a result, we have repaid the CEBA loan this year in full. We will continue to leverage our finance partner, Cambridge Financial, to support financial management activities and have a modest increase in costs otherwise that are in line with inflation. We are continuing to invest in low risk financial products to secure a reasonable rate of return on our cash on hand and investments. The most recent investment was a GIC product (\$70,000 CAD) through Scotiabank which matures in February 2026. All other costs came in very close to the forecast figures developed in December 2024.

Depreciation

In 2024/2025 depreciation had reduced to just over \$16,000 as a large percentage of our capital assets, most notably jerseys, have been substantially depreciated. As part of the budget development process for the 2025/2026 season, consideration should be given on the extent of need to replace our jersey stock or otherwise revisit the approach to managing jerseys (e.g. some associations do not own jerseys, families buy them directly through the associations and often use them for multiple seasons).

Table: Schedule of Expenses 2024-2025

<div>  <div> Halifax Hawks Minor Hockey Association Schedule of Expenses </div> </div>			
For the season that ends on May 30, 2025			
	24/25 Actuals	2023/2024 Actuals	Difference
	Total	Total	\$
Operational expenses			
Clinic and certification	7,944	12,801	4,857
Development and facilitation	39,415	36,768	(2,647)
Equipment and supplies	12,355	17,774	5,419
Meals and entertainment	1,573	2,769	1,196
Salaries (includnig profit share)	73,500	70,913	(2,587)
Travel	735	702	(33)
Total operational expenses	135,522	141,727	6,205
Divisional expenses			
Ice rental, net	363,144	398,930	35,786
Officials	44,213	42,424	(1,789)
League fees	5,783	6,140	357
Development and facilitation	39,415	8,400	(31,015)
Equipment and supplies	5,920	5,820	(100)
Insurance	62,857	57,155	(5,702)
Total divisional expenses	521,332	518,869	(2,463)
General and administration			
Advertising	304	213	(91)
Bank fees	905	898	(8)
Communications	4,150	8,218	4,068
External audit and legal fees	7,500	6,428	(1,072)
Office equipment and supplies	12,556	8,077	(4,480)
Meals and entertainment	676	2,102	1,426
Non-income taxes	8,500	7,131	(1,369)
Payroll related expenses	55,000	44,050	(10,950)
Transaction fees	6	8,576	8,570
Total general and administration	89,598	85,692	(3,906)

2. Review and approve final registration fees for the F25/26 season

We are proposing to increase registration fees by 3% on average across all members for the 2025/2026 season. This is to account for the inflationary cost pressures on the association which have been confirmed for two of our largest cost elements (ice and officials) and are expected to impact other cost elements per prior years generally in line with inflation. At the beginning of the 2024/2025 season the

board approved a 10% increase on fees after keeping registration, try out and competitive fees largely consistent through the post covid period when we experienced inflationary pressures more than double the typical rate of 2%-3%. This adjustment brought membership fees in closer alignment with the CMHA average, which we were below in most divisions prior to the current fiscal year.

As we have done throughout and will continue to do, one of the important functions of the board is to support decisions that make hockey available to as many as we can. This means having the financial capacity to invest through the player assistance fund. I am proud to report that 100% of those families who requested financial support with a valid case have received support from the PAF.

We should continue to focus on driving efficiencies to support this and minimize fee increases to members. For F25/26, the two areas that could be the most impactful minimizing the need for fee increases are a) unused / unsold ice and b) fundraising efforts.



Halifax Hawks
Fee Analysis - 2024/2025

Impact Summary

	U7	U9	U11	U13	U15	U18	Reg Fee Change Impact
Target Value							\$ 16,145
Revenue Impact	\$ 1,665	\$ 2,425	\$ 3,270	\$ 3,720	\$ 2,940	\$ 2,125	\$ 16,145
Increase PP (Proposed)	\$ 15	\$ 25	\$ 30	\$ 30	\$ 30	\$ 25	
Registration Fee (Proposed)	\$ 600	\$ 735	\$ 950	\$ 950	\$ 950	\$ 825	
Registration Fee (Current)	\$ 585	\$ 710	\$ 920	\$ 920	\$ 920	\$ 800	

2025 / 2026 Budget Progress and Update

- Finance Committee will begin work on the 2025/2026 budget, with preliminary input from the strategy refresh underway
- The budget will be brought forward at the September 2025 meeting for approval prior to the commencement of season

It has been a pleasure to work alongside such committed staff and volunteers for the past three years.

Andrew Gannon will be an excellent VP Finance and we are lucky to have him step into the role.

Thank you and Go Hawks Go!

Finance Committee – Halifax Hawks
Steven P. Maynard, VP Finance
Halifax Hawks Minor Hockey Association

