



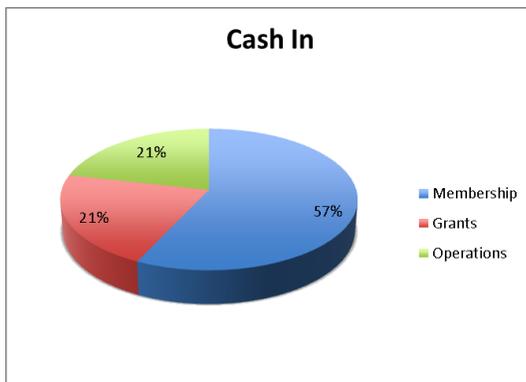
## IMPORTANT MESSAGE JUDO ONTARIO MEMBERSHIP FEES 2011-12



As a new fiscal year starts for Judo Ontario, there will be some increases in fees that members will be asked to pay for the year 2011 / 2012. Judo Ontario has an obligation to use these funds in a way that benefits the sport of Judo and those who practice it. As a result, this report will outline the sources of funding and where those funds are spent. Based upon this information, the membership will then have a better understanding of where Judo Ontario receives its funding and more importantly where these funds are allocated and why.

As a not-for-profit organization that is controlled and operated by elected and non-elected volunteer judokas who practice in clubs across Ontario, Judo Ontario is also governed by Judo Canada and strongly influenced by the Ministry of Health Promotions and Sport. Financially Judo Ontario must stand on its own and cannot operate with deficit budgets. This also goes to say that if expenses rise then a choice between 2 options must be made: 1) increase funding or 2) do less with what is collected.

The sources of funds that Judo Ontario obtains come from 3 primary sources as indicated below.



1) Collecting membership dues constitutes the largest part of Judo Ontario (JO) funding. These are the most uncertain, variable and largest source of funds JO has. If we do not collect enough here, we will run into a deficit position.

2) Judo Ontario (JO) also relies on grants offered through the Ministry of Health Promotions and Sport and other organizations such as the Sport Alliance of Ontario and Coaches Association of Ontario. This includes regular grants based upon membership levels

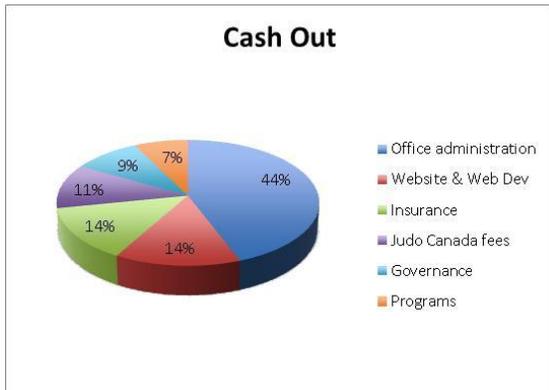
and funding grants based upon JO implementing and operating certain activities like athlete development and/or certain clinics in support of athletes. In order to gain access to these grants on a regular basis JO must report back to the granting organizations the membership levels and activities that JO had undertaken during the previous year. If we fail to report or undertake the activities as we indicated we would, then we risk losing these grants.

3) JO also receives monies from operating Provincial Tournaments such as The Ontario International Open, Ontario Youth International and Junior Olympics to name a few. (These tournaments usually operate at a loss) This category also includes proceeds from the Nevada lottery, which has been in operation for some time. The monies received from these events are considered Operations as they support the ongoing development and practice of Judo in Ontario. Regarding Nevada, we are restricted to using these monies for youth programs only.

JO has a number of areas for which it must cover expenses for the operations and program management of activities for its members.

1) Office Administration covers expenses for 2 full time employees, rent, banking fees and other services such as legal and consulting. These are expenses that support the day-to-day operations of Judo Ontario.

2) Website and Web Development represents the hosting of our current website, the



development and publication of the newsletters, maintaining the membership drive. Based upon membership feedback these amounts include the activities to support improvements in the services to support Judokas and Dojoshu's across Ontario.

3) Insurance are the fees we pay for coverage of (but not limited to) individual judokas, clubs, clinics and tournaments.

4) Judo Canada fees are those funds which Judo Ontario, as a member of Judo Canada remits to Judo

Canada. These fees are directly factored into and collected with your membership fees.

4) Governance covers the costs for the AGM, executive meetings and funding for the regions. We are obligated to hold an AGM once per year and this represents about 50% of our governance costs. The other 50% represent executive and regional funding which we could cut in the event we don't bring in enough cash through membership.

5) Program costs in support of athletic development, clinics for referees, grading board and the activities we indicated to the Ontario Government to support the grant money received.

If a balanced budget is not achieved, then the need to borrow, or cut down on activities elsewhere is forced upon JO. This is normal business practice. The problem with cutting activities is two-fold. a) It lessens the value that JO provides to its membership and b) that it could jeopardize the grants JO receive since it is not meeting the requirements set forth in the granting of funds. The other option for JO to explore in achieving a balanced budget is an increase in fees.

Beyond the financial and operating obligations to run Judo Ontario, there are many benefits accrued to JO membership. JO operates as a system to improve the practice and knowledge of Judo in Ontario. Gaining and transfer of knowledge and organizing and running activities create opportunities for all judoka's.

Club sensei's that receive training and benefits from Judo Ontario sanctioned and organized tournaments and clinics. More junior judokas gain access to practice with black-belts members who have gone through extensive training through tournaments and clinics and have received their grading through a Judo Ontario sanctioned grading board. Judokas also gain access to practice with full members who have gone through extensive training through tournaments and clinics sanctioned and organized by Judo Ontario.

Ontario has amongst its ranks, (at least) 12 Olympians and 28 High Dans (defined as 6<sup>th</sup> Dan or higher) driving and supporting the development of Judo. Also among our teaching elite are competitors, although not on the Olympic team, have competed successfully in National, Continental and World Championships. In addition there are many currently practicing athletes who attend tournaments around the world. One day these athletes will occupy the Olympian and High Dan's list mentioned above. These individuals provide significant value in the growth of Judo through transfer of knowledge and techniques for all members to learn. As active members of JO they help with the development of high performance athletes, referees, tournaments, kata and special needs to the benefit of all judokas. These same individuals would not have achieved these great levels of achievement without the support of their Provincial and Canadian Judo Associations.

As you go to your club to practice, you will learn new throwing techniques, new grappling techniques, and techniques on how to apply judo principles in various scenarios. These techniques are often tested and proven to work in tournaments and practice sessions that are organized, coached by and refereed by people trained and tested to various levels of competencies. As mentioned above, Olympic caliber coaches, referees and players conduct many clinics as to what other judokas are performing worldwide. These techniques are passed onto your coaches, instructors and fellow club judokas who are full members. By creating this continuous learning and teaching environment judo becomes better, safer and more fun to learn. This can only happen if networks of activities ranging from basic clinics to high performance training sessions to sponsoring judokas to attend international tournaments such as the Olympics are allowed to operate. These sessions will only operate if all members who will eventually receive their benefits fund them.

Without increased membership levels, costs are allocated over fewer members. Likewise, with increased membership, fees could also decrease as we spread the costs over more members. This is why it is so important to get all practicing members to become members of Judo Ontario. Dojoshu's have a big role to play in ensuring their student become members. JO will be empowering the Dojoshu's with more tools and better access to information to ensure they can meet their obligations.

If after reading this report, there are any questions or concerns, please contact your regional representative and/or board member and these issues will be addressed. It is Judo Ontario's policy to operate with full clarity and disclosure as its board members are also practicing judokas and Dojoshu's just like you. Together we can continue to make Judo in Ontario great.