



# **SQUASH BC Meeting**

**Squash BC and SportyHQ Amended Agreement**

Feb 10, 2019

## 1. Background

- ✓ Squash BC and SportyHQ have been working together to create an amendment to the existing agreement that provides Squash BC and its members an enhanced package of benefits.
- ✓ Together we have found a “win-win” arrangement for our two organizations and our member clubs and facilities that provides significant cost savings.
- ✓ SportyHQ will support Squash BC’s commitment to providing data to Squash Canada’s national ranking system.

## 2. New Benefits

- ✓ Squash BC Facility/Club Members will receive SHQ's **Performance Module at no cost**. A **savings of \$240 Cdn per year** per member club/facility.
- ✓ Member Clubs/facilities, leagues and Squash BC will only pay a **2% transaction fee** on all Squash BC **sanctioned tournaments, leagues and event transactions** processed through SportyHQ. Current transaction fees varying between \$2 per player up to 9% per player. Estimated as a **savings of approx. \$3500** for all clubs organizing tournaments in an average year.
- ✓ Squash BC will only pay a **2% transaction fee on all memberships** versus the current 9%.
- ✓ Sporty HQ will be **enhancing their support** to member clubs as well as producing online educational/training tools.

*Note: Payment gateway fees e.g. credit card fees (currently processed through Stripe) will be passed on to Squash BC at SportyHQ's cost price. Currently these rates are 2.9% +\$.30 per transaction. A reduction from 3%.*

# What Member Clubs/Facilities get

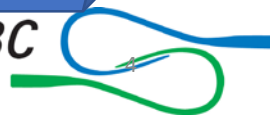
- ✓ Squash BC Facility/Club Members will receive SHQ's **Performance Module** at no cost plus some key features of the **Facility Module**:

## Performance Module

- ✓ Box leagues with opt-in-out functionality
- ✓ Unlimited tournaments
- ✓ Unlimited Team Leagues
- ✓ Unlimited Solo Leagues
- ✓ Unlimited Ladders
- ✓ Unlimited Ranking Lists
- ✓ Recorded club match result

## Facility Module

- ✓ Bulk emails to members
- ✓ Create news articles that show on member dashboards
- ✓ Membership statistics
- ✓ Membership records



# When does it start

- ✓ The terms of the new agreement become effective as of April 1<sup>st</sup>, 2019.
- ✓ For Squash BC member clubs currently using the Performance Module, the new arrangement will start at the end of your current contract.
- ✓ Squash BC's amended agreement with SportyHQ is in effect until August 25, 2020 with the option for renewal.

Please direct your questions to the Squash BC office at [office@squashbc.com](mailto:office@squashbc.com) or call at 604 737-3084



Squash BC thanks SportyHQ for working with our organization and our members to find this “win-win” arrangement.

Nancy Thompson  
Executive Director, Squash BC