



# HOCKEY NIGHT IN RICHMOND

HNIR Members,

There seems to be confusion regarding how HNIR Memberships are set up for customers. The HNIR Membership is a way to offer our year-round players an option to play in both our winter and summer leagues at a discount over registering for those seasons individually.

By accepting that discounted rate you committed to a full, 12-month term per the HNIR Registration page and the HNIR Membership registration program. The HNIR Membership is not a pay-as-you-go monthly option like a gym membership, for example. The fact that you are billed monthly is merely transactional. It does not provide you with access to the HNIR for that particular month.

When you registered you also had the option to select a single season commitment, and either pay in full or pay a deposit and with four equal installments. These are season-long commitments, not 12-month commitments.

Many adult leagues operate by requiring fully paid team fees at the beginning of the season, putting the financial burden and risks directly on the team captains to collect from teammates. We offer the different individual options directly to the participants and extend the payments to as many as 12 months to make participation more affordable and shift the burden from the captains.

As we stated last week, we fully intend to deliver the 2019-20 HNIR Winter season, as well as a 2020 HNIR Summer season. To date we have delivered approximately 23 out of 26 games for most teams in the 2019-20 HNIR Winter season.

Regardless of the specific number of games your team has played, someone who is on a HNIR Membership plan has not yet paid the equivalent of the HNIR Winter season fee. Allow the tables on Page Two of this document to show the exact difference between the HNIR Membership and the HNIR single season installment plans.

A league structure cannot offer a system where players pay according to how often they feel they can show up, which is why we don't offer partial Memberships or partial season registration options. A league like HNIR can only drop the puck on Game One after it has solidified its fully rostered teams, scheduled games and planned out the season in its entirety.

This is all set up according to budget which is driven almost entirely by how customers select to pay for the service. Anyone who joined the league after the season began either registered as a new, 12-month member or a pro-rated season fee that was slightly higher than the single-season installment plan below.

For additional comparison among the options we offer, the full cost for a HNIR One-Team Membership is \$990. The full cost for a HNIR Two-Team Membership, prior to January 2020, is \$1470. After January 2020, new HNIR Two-Team Members are committing \$1710.

<b>HNIR Fee Comparison</b>	<b>Early Bird August</b>	<b>Regular Sept</b>	<b>Regular Two-Team</b>
Down Payment	\$375.00	\$375.00	\$713.00
Insurance	30	30	30
Payment Plan	\$100.00	\$125.00	\$125.00
# of Monthly Payments	4	4	4
	\$400.00	\$500.00	\$500.00
<b>Total</b>	<b>\$805.00</b>	<b>\$905.00</b>	<b>\$1,243.00</b>
Membership	\$82.50	\$82.50	\$122.50
Months	7	6	7
Paid to Date	\$577.50	\$495.00	\$857.50
<b>Winter Season Balance Due</b>	<b>\$227.50</b>	<b>\$410.00</b>	<b>\$385.50</b>