



# MEMO

**To:** CEIHF Talons Team Members  
**From:** CEIHF Board of Directors and Coaching Staff  
**CC:** Constantine Arnest, Conditioning & Strength Training Coach  
**Date:** 2009-10-26  
**Re:** 2009 and 2010 Talons Team Practice, Travel and Tournament Expenses

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Enclosed are the 2009 and 2010 Team Talons fiscal year (September – April) program player dues schedule and expenses. Our initial costs to players are based on the start-up investment necessary to carry out the team's first year participation in the AIHL (American Inline Hockey League), Strength Training, and Practices to name a few.

Also enclosed is the team 2009/2010 revenue and expense report that represents the team's fiscal year annual expenses and revenue. You will notice that until we are able to solicit adequate advertising, sponsorships and donation drive, the program will have to be supported by out-of-pocket player dues.

We are hopeful that through the **Skate for the CURE** fundraiser, and our annual **Elite League Inline Hockey Tour Festival** fundraiser (March 2010), game ticket, and merchandise sales we will be able to not only off-set our costs, but realistically create a FREE-TO-PLAY environment for our teams and their families.

So, let's band together and put in the effort to make this a successful year of learning and achievement with a high standard of team work and respect. **GO TALONS!**

Respectfully,

Eddie Delgado  
CEIHF President  
720.257.3813

Coach Drapal: 303.589.4908  
Coach Magera: 303.5898987



## TEAM PLAYER PAYMENT SCHEDULE

### PLAYER DUES - October through December 2009

Due Date	Team Dues	Practice Dues	Total 2009 Installment
Saturday, October 31, 2009	\$167.00	\$50	\$217
Monday, November 16, 2009	\$167.00	\$50	\$217
Tuesday, December 15, 2009	\$167.00	\$50	\$217

**TOTAL PLAYER DUES FOR 2009** **\$651.00**

### PLAYER TRAVEL EXPENSES CONTRIBUTION – January through April 2010

*Travel expenses include van rental transportation, hotel accommodations, and food per each player.*

Friday, January 1, 2010	\$90.00	AIHL Away Schedule – El Paso, TX
Monday, February 1, 2010	\$90.00	AIHL Away Schedule – Las Vegas, NV
Monday, March 1, 2010	\$90.00	AIHL Away Schedule – Phoenix, AZ

**TOTAL TRAVEL EXPENSE FOR 2010** **\$270.00**

### PLAYER DUES - January through April 2010

Due Date	Team Dues	Practice Dues	Total 2009 Installment
Friday, January 1, 2010	\$00.00	\$37	\$37
Monday, February 1 16, 2010	\$00.00	\$37	\$37
Monday, March 1, 2010	\$00.00	\$37	\$37
Thursday, April 1, 2010	\$00.00	\$37	\$37

**TOTAL PLAYER DUES FOR 2009** **\$148.00**

### NARCh Championships' Schedule and Expenses

Winter Nationals – TBD	\$00.00
Summer Nationals – TBD	\$00.00

**TOTAL NARCh TRAVEL EXPENSE FOR 2010** **\$00.00**

### AAU Nationals / TOURS Pro Division Championships Schedule and Expenses

Summer Nationals – TBD	\$00.00
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**TOTAL AAU / TOURS TRAVEL EXPENSE FOR 2010** **\$00.00**

**IMPORTANT NOTE:** Team Talons annual expenses reflect the current out-of-pocket for all members. The overall participation of each team member toward our fundraising and sponsorship collaboration and execution will determine the success and cost reduction for team members. Everyone MUST play a roll in all our efforts to ensure that everyone receives the benefit of lower to NO cost for membership to the CEIHF.

National exposure and program success will drive our opportunities for success in soliciting sponsorships and much needed residual revenue. Each month everyone will receive a Balance Sheet of CEIHF expenses and revenue. All financials will be transparent and available upon request.

**When we work as a TEAM we succeed as a TEAM!**



# CEIHF Team Expenses

## Estimated CEIHL Team Revenue/Costs

<i>Franchise / Operational Expenses</i>	COST	QTY	COST	
Non-Profit Filing <i>(optional)</i>	\$320.00	0	\$0.00	
Non-Profit Recording Fee <i>(yearly)</i>	\$0.00	0	\$0.00	
Franchise Commitment Deposit	\$500.00	1	\$500.00	
Franchise Cost (Balance) – Major Team	\$2,000.00	1	\$2,000.00	
Franchise Cost (additional) – Minor Team	\$750.00	1	\$750.00	
Franchise Web Site	\$500.00	0	\$0.00	
Franchise Marketing Kit	\$ 375.00	0	\$0.00	
Franchise Insurance	COST	QTY		
Player	\$12.00	30	\$360.00	
Owner/Manager/Coach	\$399.00	0	\$0.00	
Organization Member	\$16.00	0	\$0.00	<b>\$3,610.00</b>

<i>Promotional Expenses</i>	COST	QTY		
Owner /GM Business Cards	\$40.00	0	\$0.00	
Staff Business Cards	\$40.00	0	\$0.00	
Letter Head	\$150.00	0	\$0.00	
Thank You Notes	\$150.00	0	\$0.00	
PO Box	\$300.00	0	\$0.00	
Posters / Banners			\$0.00	
Team Programs	\$0.00	0	\$0.00	
Team Schedule Posters / Cards			\$0.00	
Team Season Tickets			\$0.00	
Print Ad Budget	\$0.00		\$0.00	
Team Merchandise	\$0.00	0	\$0.00	<b>\$0.00</b>

<i>Uniform Expense</i>	COST	QTY		
Home Jersey	\$45.00	17	\$765.00	
Away Jersey	\$45.00	17	\$765.00	
AIHL Jersey Patch	\$3.00	0	\$0.00	
Goalie Shells	\$55.00	2	\$110.00	
Pants	\$34.99	17	\$594.83	
Alt Pants	\$70.00	0	\$0.00	
Warm Ups	\$70.00	0	\$0.00	
Franchise Apparel Kit –Player	\$40.00	0	\$0.00	
Franchise Apparel Kit –Staff	\$40.00	0	\$0.00	
Helmet Stickers	\$10.00	0	\$0.00	<b>\$2,234.83</b>

<i>Gear Expense</i>	COST	QTY		
Helmet	\$40.00	0	\$0.00	
Gloves	\$90.00	0	\$0.00	
Skates	\$400.00	0	\$0.00	
Wheels	\$40.00	0	\$0.00	
Bearings	\$20.00	0	\$0.00	
Game Pucks	\$4.00	20	\$80.00	
Practice Pucks	\$4.00	20	\$80.00	
Water Bottles	\$35.00	0	\$0.00	<b>\$160.00</b>

<i>Tryout Expense</i>	COST	QTY		
Rink Time – Prospect Camp Session	\$76.50	8	\$612.00	
Rink Time – Prospect Camp Scrimmage	\$76.50	2	\$153.00	
Tryout Package/Ad Printing	\$100.00	0	\$0.00	
Tryout – Candidate T-Shirt (league)	\$6.00	0	\$0.00	
Practice Jerseys	\$10.08	60	\$604.95	<b>\$1,369.95</b>



# CEIHF Team Expenses

## Regular Season Expenses

	COST	HRS	QTY	
Rink Time - Practice	\$76.50	1	10	\$765.00
Gym Time - Strength Trainng	\$27.00	1	16	\$432.00
Strength Coach - Strength Training	\$70.00	1	16	\$1,120.00
Rink Time - Practice	\$76.50	1	15	\$1,147.50
Gym Time - Strength Trainng	\$27.00	1	15	\$405.00
Strength Coach - Strength Training	\$40.00	0.5	16	\$320.00
Rink Time - Games	\$76.50	1	40	\$3,060.00
Staff - Game Nite Referees (Majors)	\$35.00	2	32	\$2,240.00
Staff - Game Nite Referees (Minors)	\$25.00	2	32	\$1,600.00
Staff - Game Nite Scorekeepers	\$10.00	1	32	\$320.00
Travel Expenses	\$2,200.00	3		\$6,600.00

Oct - Dec  
Oct - Dec  
Oct - Dec  
Jan - Apr  
Jan - Apr  
Jan - Apr  
Jan - Apr

**\$18,009.50**

## Regular Season Staffing

	COST	QTY	
Mascot Costume	\$0.00	1	\$0.00
Photographer	\$0.00	8	\$0.00
Videographer	\$0.00	8	\$0.00
DJ / Announcer	\$0.00	8	\$0.00
Writer / Reporter	\$0.00	8	\$0.00
Statistician	\$0.00	8	\$0.00
Equipment Manager	\$0.00	8	\$0.00
Game Day Admissions	\$0.00	8	\$0.00
Game Day Promo Sales Team	\$0.00	8	\$0.00
Game Day Ops Manager	\$0.00	8	\$0.00

**\$0.00**

Total Expenses

**\$25,384.28**

## Player Income

Prospect Camp TryOut Fee	\$25.00	23	\$575.00	
Prospect Camp TryOut Fee - Returning	\$25.00	0	\$0.00	
Prospect Camp TryOut Fee - NEW	\$50.00	2	\$100.00	
Player Travel Expenses Share	\$90.00	3	17	\$4,590.00
Player Strenght Training Share	\$50.00	3	17	\$2,550.00
Player Dues	\$500.00	17	\$8,500.00	

Total Player Income

**\$16,315.00**

## Projected Additional Income

Website Advertising Sales	\$250.00	0	\$0.00	
Sponsorships	\$2,500.00	0	\$0.00	
Fundraising Donations	\$500.00	0	\$0.00	
Merchandising Sales - T-shirts	\$15.00	0	\$0.00	
Ticket Sales	\$8.00	0	50	\$0.00
Owner/Investor	\$0.00	0	\$0.00	
Other	\$0.00	0	\$0.00	

Total Additional Income

**\$0.00**

Total Estimated Income

**\$16,315.00**

Total Estimated Expenses

**\$25,384.28**

Balance

**\$9,069.28**



# MEMO

**To:** CEIHF Talons Team Members  
**From:** CEIHF Board of Directors and Coaching Staff  
**CC:** Constantine Arnest, Conditioning & Strength Training Coach  
**Date:** 2009-10-26  
**Re:** 2009 Talons Team Practice and Conditioning Schedule

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Enclosed is the proposed 2009 Talons team practice schedule. The times and dates are per the current availability of rink time available for us by the Parker Fieldhouse.

Although it may not be perfect, or the most ideal times, it is conducive to a typical elite team skating and conditioning regiment. We are making an enormous financial and time investment for our players, and we expect you to equally contribute by your cooperation and participation to the practice sessions.

The schedule will be rigorous; however, if we are to compete at the highest level and succeed as Colorado's most Elite representatives for inline hockey, it will require all of us to focus on the ultimate PRIZE and the necessary physical and mental requirements to reach our goals.

If for any reason you find that you can not participate at any of the practice sessions, you **must** inform either myself or Coach Drapal, or Coach Magera with an alternate opportunity to make up for the lost time and conditioning opportunity.

We are all very serious about our chances for success, and we need your complete and honest cooperation to make it happen. We will inform you in advance of any schedule changes that may occur.

Respectfully,

Eddie Delgado  
CEIHF President  
720.257.3813

Coach Drapal: 303.589.4908  
Coach Magera: 303.5898987



### PRACTICE SCHEDULE – Parker Fieldhouse

Saturday, October 17, 2009	5:00 PM to 6:00 PM	Gym
Sunday, October 18, 2009	7:00 PM to 8:00 PM	Rink
Tuesday, October 20, 2009	10:00 PM to 11:00 PM	Gym
Thursday, October 22, 2009	9:00 PM to 10:00 PM	Gym
Tuesday, October 27, 2009	9:00 PM to 10:00 PM	Rink
Thursday, October 29, 2009	9:00 PM to 10:00 PM	Gym
Sunday, November 1, 2009	7:00 PM to 8:00 PM	Rink
Tuesday, November 3, 2009	10:00 PM to 11:00 PM	Gym
Thursday, November 5, 2009	9:30 PM to 10:30 PM	Gym
Sunday, November 8, 2009	7:00 PM to 8:00 PM	Rink
Tuesday, November 10, 2009	10:00 PM to 11:00 PM	Gym
Thursday, November 12, 2009	9:30 PM to 10:30 PM	Gym
Tuesday, November 17, 2009	10:00 PM to 11:00 PM	Rink
Thursday, November 19, 2009	9:30 PM to 10:30 PM	Gym
Sunday, November 22, 2009	7:00 PM to 8:00 PM	Rink
Tuesday, November 24, 2009	10:00 PM to 11:00 PM	Gym
Sunday, November 29, 2009	7:00 PM to 8:00 PM	Rink
Tuesday, December 1, 2009	10:00 PM to 11:00 PM	Gym
Thursday, December 3, 2009	9:30 PM to 10:30 PM	Gym
Sunday, December 6, 2009	7:00 PM to 9:00 PM	Rink
Tuesday, December 8, 2009	10:00 PM to 11:00 PM	Gym
Thursday, December 10, 2009	9:30 PM to 10:30 PM	Gym
Tuesday, December 15, 2009	10:00 PM to 11:00 PM	Rink
Thursday, December 17, 2009	9:30 PM to 10:30 PM	Gym

Weather permitting; we will hold field or rink workouts at a later disclosed location.

**IMPORTANT NOTE:** All practice sessions are MANDATORY for all team members. To build a winning program involves the participation of all team members. Do not let your teammate down.