

Canadian Rugby Foundation



**CANADIAN RUGBY
FOUNDATION**

Jerry Marriott & Jeff Chan



**Annual General Meeting
April 23, 2023**

Who is the Canadian Rugby Foundation (CRF)?

“Investing in the Future of Canadian Rugby” for 20 Years

- Canadian Not-for-Profit Corporation and public foundation
- Tax receipts for donors
- Assets of \$18.9 million (Dec. 31, 2022)
- 2022 Donations of \$1.2 million, disbursements of \$529,000
- Arms-length, cooperative relationship with Rugby Canada



Role of the Canadian Rugby Foundation

- Building endowment funds with income used to develop rugby in Canada
- Aiding specific projects and organizations such as clubs, schools, universities, regions and award programs
- Growing Canadian talent pool of players, coaches and officials including Canada's National teams
- Overseen by independent volunteer Board of Directors drawn from the rugby community, with minimum overhead costs



68 CRF Funds, 22 in Ontario



Ontario-based Funds (22)

- | | | |
|---------------------------------|---|--|
| ON Aurora Barbarians Fund | ON Guelph Gryphons Women's Rugby Award Fund | ON Toronto Nomads Rugby Endowment Fund |
| ON Brampton RFC | ON Hamilton Hornets Rugby Fund | ON Toronto Saracens Legacy Fund |
| ON Brantford Harlequins RFC | ON Les Voyageurs Fund | ON Toronto Scottish FFL Fund |
| ON Burlington Centaurs RFC Fund | ON Liam Geddes Memorial Award | ON Toronto Scottish RFC Fund |
| ON Colette McAuley NSW Award | ON Markham Irish MICRC Legacy Fund | ON Western Mustangs Men's Rugby Fund |
| ON David Burnett Memorial Award | ON Niagara Old Boys RFC Fund | ON Women's Rugby Accelerated Pathway (WRAP) Fund |
| ON Fletcher's Patrons Fund | ON Rugby Ontario FFL Fund | |
| ON George Jones Award | ON Rugby Rumble Fund | |

68 Endowment, Awards, Capital, and Rugby Canada-related Funds

CLUB ENDOWMENT FUNDS

- Ancient Nor'Westers Endowment Fund
- Aurora Barbarians Fund
- BC Grassroots Rugby Fund
- Brampton RFC Fund
- Brantford Harlequins RFC Fund
- Capilano Rugby Club
- Castaway Wanderers RFC Fund
- Clansmen Legacy Fund
- Central Okanagan Rugby Enthusiasts
- Crimson Tide Junior Fund
- Deacy, Browne, Parfrey Fund
- Fletcher's Patrons Fund
- Friends of Manitoba Fund
- Green and Gold Legacy Fund
- Hamilton Hornets Rugby Fund
- LeadHerShip Fund
- Leprechaun Tiger RFC Legacy Fund
- Les Voyageurs Fund
- Loyalists Legends Legacy Fund
- Markham Irish MICRC Legacy Fund
- Meraloma Rugby Endowment Fund
- Montreal Irish Fund
- Ravens Ripper Fund
- Rugby Ontario FFL Fund
- Rugby Rumble Fund
- Thunder Indigenous Rugby Fund
- Toronto Nomads Rugby Endowment Fund

CLUB ENDOWMENT FUNDS

- Toronto Saracens Legacy Fund
- Toronto Scottish FFL Fund
- Toronto Scottish Rugby Football Club Fund
- University Rugby Supporters Fund
- Western Mustangs Men's Rugby Fund
- Westshore RFC Fund

AWARDS FUNDS

- Brampton RFC Fund
- Capilano Rugby Club Fund
- Colette McAuley NSWT Award Fund
- Courtenay Taaffe Award Fund
- David Burnett Memorial Award Fund
- David Robinson Memorial Award Fund
- Dennis Crawford Memorial Award Fund
- Don Whidden Memorial Award Fund
- Gerald McGavin Coaching Award
- Guelph Gryphons Women's Rugby Award Fund
- Jack Patrick & Nick Mathers & Tillman Briggs Family Awards Fund
- John Cannon Memorial Award Fund
- John Jones Memorial Award
- Judy Seddon Memorial Award
- Liam Geddes Memorial Award Fund
- Marina and Howard Gerwing Award
- Steven Batie Memorial Award Fund
- Thomas Family Award Fund

CAPITAL FUNDS

- Aurora Barbarian RFC Development Fund
- Bayside RFC Clubhouse Campaign Fund
- Burlington Centaurs Fund
- Montreal Irish Capital Fund
- Niagara Old Boys RFC Capital Fund
- Saint John Trojans RFC Fund
- Strathcona Druids RFC Fund
- Tillman Briggs Capital Fund
- VIRU- Creighton Capital Fund

RUGBY CANADA-RELATED FUNDS

- Captains' Fund
- Dick Ellis Memorial Fund
- Monty Heald Senior National Women's Fund
- Hong Kong and Olympic 7s Fund
- Pacific Pride Legacy Fund
- U20 Fund
- Women's Rugby Accelerated Pathway (WRAP) Fund

CRF UNRESTRICTED FUND



CANADIAN RUGBY
FOUNDATION

Fletcher's Fields Limited (FFL) and the CRF

- FFL's 6 equal shareholders comprise Rugby Ontario, plus 5 GTA clubs: Aurora Barbarians, Markham Irish, Toronto Nomads, Toronto Saracens, and Toronto Scottish
- Parties to the 2021 deal included the 6 FFL shareholders, Fletcher's Fields Limited, and the Canadian Rugby Foundation.



- The financial viability of FFL, requiring substantial capital investment, and the desire of the clubs to play closer to their player catchment area led the FFL Board to conclude a sale of the property with the Town of Markham
- The sale proceeds – \$21.5 million – represented a significant opportunity for reinvestment in rugby in the Toronto area
- The shareholders wished to invest some of the sale proceeds with the Canadian Rugby Foundation if satisfactory terms could be agreed upon.

FFL Shareholder Requirements



- ① Create 6 separate funds, under the FFL umbrella agreement, with commonality plus unique terms to fit individual shareholder needs
- ① Participate in the rewards/risk of the Foundation
Flexibility in capital withdrawals – for future rugby initiatives and field expenditures
- ① Maintain a conservative investment policy
- ① Avoid additional administrative and management duties
- ① Offer tax receipts to donors
- ① Make tax-free disbursements from the funds
- ① Implement quickly

Key Elements of FFL-CRF Agreement



1. Establish 6 separate new funds under an FFL-CRF umbrella agreement. Funds with minimum invested capital of \$1 million per fund receive preferential terms

2. Co-invest funds with the funds of the Foundation, utilizing the Foundation's investment manage



3. Provide FFL funds (>\$1 million) their pro-rata share of total return from the investment portfolio net of investment management fee and an administration fee paid to the CRF. Funds normally receive a payout of 3.5 - 5% for \$ million funds annually, deducted from the individual fund account



4. Greater flexibility on capital withdrawals (timing, frequency and maximum amount) based on plans described in MOA



5. Grant 3 CRF Board seats with Directors selected by the FFL

6. Establish Fletcher's Patrons Fund with CRF \$120,000 donation and annual contribution of 10% of administration fee

Fletcher's
Patrons Fund

7. Separate but still conservative Investment Policy Statement available to larger funds (> \$2 million collectively)

IPS



**CANADIAN RUGBY
FOUNDATION**

Benefits to CRF

- Establish new endowment funds
- Increase assets
- Increase capacity to grow and develop rugby

Benefits to Fund Sponsor

- Tax receipts for Fund donors
- 25% Matching on funds (maximum of \$20K)
- Endowed funds – capital invested in perpetuity
- 3.5-5.0% payouts annually (tax-free)
- Shared returns from investments
- Regular fund performance reporting
- Leading institutional fund manager with low fees
- Conservative (stable, secure) investment policy
- Reduced time spent on financial asset management
- Reduced reliance on annual fund-raising for operating expenses



Starting a New Fund

Discuss Objectives

1-2 Days

Potential Fund Sponsor (FS) develops preliminary idea for a new Fund and its goals.

FS contacts CRF Executive Director (ED)

FS and ED schedule and hold telephone or Zoom call to discuss scope, scale, and type of fund:

Draft MOA

1-2 Weeks

ED emails Draft 1 Memorandum of Agreement (MOA)

FS discusses with other Fund sponsors, club executives, and major donors; develops Draft 2 with Schedule A with unique terms of the Fund and 2 Fund Representatives identified.

FS and ED discuss and develop penultimate draft MOA.

Final MOA draft signed and sealed

Fund Setup


2-4 Days

New Fund set up on CRF books with Financial Administrator and Treasurer.

New Fund set up with Leith Wheeler, the CRF Investment Manager.

New Fund set up on CRF website and CanadaHelps.org to accommodate new donations

Website: <https://canadianrugbyfoundation.ca/>



"Investing in the future of Canadian Rugby"

CANADIAN RUGBY FOUNDATION

ABOUT US REPORTING FUNDS NEWS **DONATE**

The Canadian Rugby Foundation makes a unique contribution to rugby's growth and development in three ways:

1. Working with grassroots rugby clubs across Canada to: establish endowment funds that generate annual investment returns to support their activities; fund awards for rugby players, coaches, officials and volunteers pursuing postsecondary education; and raise funds for rugby-related capital projects;
2. Through its Unrestricted Fund, initiating, supporting, and sponsoring important rugby initiatives, many of a national scope, such as the Men's and Women's Canadian Rugby Club Championships, the University Men's Rugby Championship, and Thunder Indigenous Rugby; and
3. Collaborating with Rugby Canada to provide financial support to Canada's national rugby union senior and age-grade teams and programs.



SUPPORT A FUND

The health of the grassroots rugby system in Canada, and their endowment funds depends on your support. Please give generously – whether as a one-time donation or monthly donation subscription.

[SUPPORT](#)



START A FUND

We can help establish a new fund quickly and easily. Just reach out and we can talk you through the pros and cons and necessary steps once you have the preliminary Fund objectives in mind.

[START](#)



GROW A FUND

We can help you grow your Fund – whether it is a new or existing large fund – using a constantly expanding toolkit “Building Your Fund for Sustained Growth” and other resource materials.

[GROW](#)



Announcing the new Aurora Barbarians RFC Development Fund



8 University Men’s Rugby Coaches Now Selected for Advanced Coaching Courses in New Zealand and Wales



Announcing the Meraloma Rugby Endowment Fund



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