

Our Longterm Vision for Ninja Obstacle Sports Ontario

At the heart of NOSO is a commitment to sustainability. We aren't just building a league for this season; we are building a foundation that will provide a high-quality, professional, and exciting experience for athletes across Ontario for years to come.

To achieve this, we have carefully considered how we fund our operations. Below is an overview of how we manage our finances to ensure the league remains both affordable and viable for the long term.

Our Revenue and Funding Model

When designing our financial structure, we looked at several common models, including charging host gyms a fee for every athlete competing. Ultimately, we chose a different path to ensure the best outcome for both our host gyms and our athletes.

- **The Seasonal Athlete Membership:** Our primary source of funding is a one-time membership fee collected at the start of the season. This allows us to cover significant upfront costs such as medals for the season, deposits to secure the Ninja Mania venue, and equipment costs that must be paid months in advance. By securing funding at the start of the season, we have the necessary cashflow to deliver a seamless experience without waiting for revenue to "trickle in" throughout the season.
- **Supporting Our Host Gyms:** Unlike other leagues, we do not charge host gyms for hosting competitions. We believe that local gyms are the backbone of this sport; therefore, they keep 100% of the proceeds from their events. Furthermore, the league provides all necessary medals and Ninja Works at no cost to the host.
- **Ninja Mania Funding:** Our flagship event, Ninja Mania, is funded through a combination of our seasonal membership fees and registration costs.

Investing in the Future

To ensure the long-term affordability of Ninja Mania, we made the strategic decision to **purchase our own equipment** rather than renting it. While renting is convenient, costs are high and recur every single year.

By purchasing the trussing and carpet bonded foam for Ninja Mania, we are operating with a tighter budget, and even a deficit, during our first two seasons. However, this investment drastically reduces our costs starting in Season 3 and Season 4. This means that as we grow, the financial burden on both the league and our families will decrease, making the sport more accessible for everyone. Additionally, the NOSO trussing is being used for some incredible projects that are helping grow the sport of Ninja in Ontario when it's not in use at Ninja Mania.

Transparency and Commitment

We are incredibly grateful for the generosity of some board members, who provided an interest-free loan to bridge the gap during our startup phase. This support allowed us to hit the ground running while we built the league.

We truly believe that our current fee structure is highly competitive. By removing the need for host gyms to pass league-related fees onto you, we believe we have provided excellent value to our athletes and families. Thank you for being a part of this community and helping us build a lasting legacy for ninja sports in Ontario.

If you have any questions regarding these financial details or our long-term goals for the league please reach out!

Ninja Obstacle Sports Ontario

Season 1 - July 1 2025 to June 30th 2026

Income Statement

Revenues

Membership Dues C\$22,145.00

Fundraising

Athlete Fundraising C\$200.00

Community Fundraising C\$3,275.72

Merchandise C\$7,421.00

Sponsorships C\$5,000.00

Ninja Mania

Banners C\$1,090.16

Everyday Ninja C\$336.29

Registration C\$40,336.84

Spectators C\$3,966.65

Rental Income C\$2,500.00

Total Revenue **C\$86,271.66**

Expenses

Advertising & Promotion C\$127.13

Bank Service Charge C\$45.90

Competition Support

Competition Prizing C\$3,560.34

Ninjaworks C\$2,903.17

Cost of Goods Sold C\$4,488.50

Materials and Supplies C\$410.08

Ninja Mania

Athlete Giveaways C\$2,238.07

Facility Rental C\$6,500.00

FINA Fees C\$3,007.42

Print and Promo C\$371.00

Prizing C\$2,084.13

Transportation C\$1,827.60

Volunteer Hospitality C\$931.47

Payment Processing C\$320.39

Legal Fees C\$400.00

Member Giveaways C\$954.85

Small Tools & Equipment C\$7,588.02

Web Hosting C\$191.10

Total Expenses **C\$37,949.17**

Net income for Period: C\$48,322.49

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Balance Sheet

Assets

Equipment

Obstacles	C\$820.00
Padding	C\$13,287.55
Trussing	C\$56,975.60

Checking Account C\$4,252.45

Prepaid Expenses C\$4,758.50

Total Assets C\$80,094.10

Liabilities

HST Payable C\$(6,952.29)

Accounts Payable C\$38,337.68

Directors Payable C\$386.22

Total Liabilities C\$31,771.61

Retained Earnings C\$48,322.49

Total Liabilities & Equity C\$80,094.10