



December 24, 2019 - Ottawa

Dear IGR community :

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**RE /OBJET:** Registration Launch for Bingham Cup Ottawa 2020 – Final Report

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What a week it has been! As we prepare for the new year ahead, the Bingham Cup Ottawa 2020 organising committee wishes to extend its best wishes of health and prosperity to the member clubs of IGR, their leadership teams and loved ones.

We thank you for your input, patience, cooperation and understanding as we worked through the issues we initially encountered during the first day of registration. The words of encouragement and understanding received from so many of you as we resolved the technical problems with the registration portal confirmed that we are indeed one great rugby family. Despite the technical difficulties encountered, our contingency plan allowed us to ensure that everyone who attempted to register was able to take advantage of our below-cost pricing structure. We can't thank you enough for your respect and patience during the contingency process and return to service. Please know that we will continue to work to make the participant experience at the tournament the best we possibly can!

### **Bingham Cup Ottawa 2020 – Shattering More Records**

The IGR family has been expanding at an incredible pace since we put our initial bid together and thanks to you, Bingham Cup Ottawa 2020 is on track for record attendance.

As of 2100 EST on Monday December 23rd, 450 registration packages of various kinds have been purchased. We also have 527 registration packages which have been claimed but not yet paid for. This is a result of the server backlog created on Sunday December 15th.

Yes, you read that right: that's **977** registered participants already!

### **System Back Online and Working Well**

The registration system is live and we've successfully processed a significant number of registrations in the "second wave".

## **Recovering Queued Registration Records**

Since December 17, 2019, all individual registrants or clubs managers who had pending records in the registration systems have been contacted via email by DESystems directly. The registrants were invited back to the registration portal to complete their transactions. In all cases, the appropriate discounted fees were verified by timestamp and where necessary, fees were adjusted downwards to reflect the continued availability of early-bird slots. Furthermore, cleaning up the registration queues moved 45 individuals in less expensive dues categories. All 45 will be issued a refund in the coming days.

It is crucial for all who have received an email to complete their transactions by January 17, 2020. If the registration is not completed and the payment not received by that date, the registrations will be put back on sale. We will send a reminder to individuals and club managers which fall into that category after the turn of the year.

## **Bingham Cup Ottawa 2020 – Delivering on its Affordability Promise**

The Bingham Cup Ottawa 2020 organising Committee is committed to making our tournament as affordable as possible while delivering on our promise of a unique and memorable experience for all participants.

Over the past two weeks, a number of passionate individuals have raised concerns regarding the pricing structure, increase in fees from the bid-book, as well as made requests that we modify the registration process. A recurring request was to make an unlimited number of discounted registrations available until a fixed date. Some have suggested that this would be more in the spirit of fairness to financially disadvantaged players and clubs. Unfortunately, some have suggested that our pricing structure is a ‘money grab for the Wolves.’ In fact, nothing could be further from the truth. IGR rules prohibit the bid-winning club from profiting on the tournament in any way. To ensure this rule is strictly enforced, the Ottawa 2020 host organisation is a non-profit corporation wholly separate and at arms length from the Ottawa Wolves.

In order to support individuals and clubs with limited means, we offered two significantly discounted price points of \$150CAD and \$245CAD. These below-cost discounts are directly supported by our sponsors. In this way, we share the fundraising burden with you. It is our sincere hope that those who benefitted from these incredible discounts will ensure that the savings benefit those within their clubs that are most in need. This is the spirit of community and inclusivity central to the IGR movement.

Affordability also means doing everything we can to keep costs in check. Based on our current attendance projections of 2100 participants, the per-person cost of the Bingham Cup in 2020 will be approximately \$290CAD (we are talking actual cost, not registration fee). While it is approximately 6% lower than the per-person cost of the previous Bingham Cup, we aim to exceed the expectations of those who enjoyed that amazing experience.

In terms of affordability, our price points remain some of the most competitive of the past Bingham Cups. The table below confirms that despite offering a much more expansive tournament in terms of activities, conferences and tournament experience, our two first below-cost registration categories remain below those of previous Bingham Cups:

HISTORICAL DATA REGARDING BINGHAM CUP REGISTRATION COSTS				Rate Categories
Tournament	Registration Fees	Conversion	Value in USD	
2010 – Minneapolis (USD)	165	1.00000	<b>\$165.00</b>	Early Bird
	200	1.00000	<b>\$200.00</b>	Regular
	250	1.00000	<b>\$250.00</b>	Late
2012 – Manchester (GBP)	110	1.55365	<b>\$170.90</b>	Early Bird
	145	1.59517	<b>\$231.30</b>	Regular
2014 – Sydney Australia (AUD)	250	0.89279	<b>\$223.20</b>	Early Bird
	300	0.89371	<b>\$268.11</b>	Regular
	350	0.92971	<b>\$325.40</b>	Late
2016 – Nashville (USD)	170	1.00000	<b>\$170.00</b>	Early Bird
	195	1.00000	<b>\$195.00</b>	Regular
	220	1.00000	<b>\$220.00</b>	Late
2018 – Amsterdam (EUR)	145	1.20210	<b>\$174.30</b>	Early Bird
	165	1.22112	<b>\$201.49</b>	Regular
	180	1.16749	<b>\$210.15</b>	Late
2020 – Ottawa (CAD)	150	0.75175	<b>\$112.76</b>	Pre-Sale
	245	0.75175	<b>\$184.18</b>	Early Bird
	290	0.75175	<b>\$218.01</b>	Regular
	350	0.75175	<b>\$263.11</b>	Late

Everyone appreciates all-in pricing, but that doesn't mean we can avoid our obligations to remit the harmonized sales tax (HST) to the Canadian and Ontario governments. Please be aware when you arrive in Canada that it is customary that taxes are charged on top of the published price for goods and services. The HST is 13%. We are proud that our published registration fees include the HST and that the cost of that tax is built into our pricing structure. This means that everyone who has registered (and those who will register soon!) for the Bingham Cup in Ottawa in 2020 benefit from a built-in 13% discount on the registration price.

We hope this sharing of information will not be overwhelming and will assist everyone's understanding of the realities of hosting such a large international event, and will also assist IGR, clubs and our community at large as they turn their minds to future editions of our unique and amazing tournament.

With you,

Organizing Committee  
Bingham Cup Ottawa 2020