

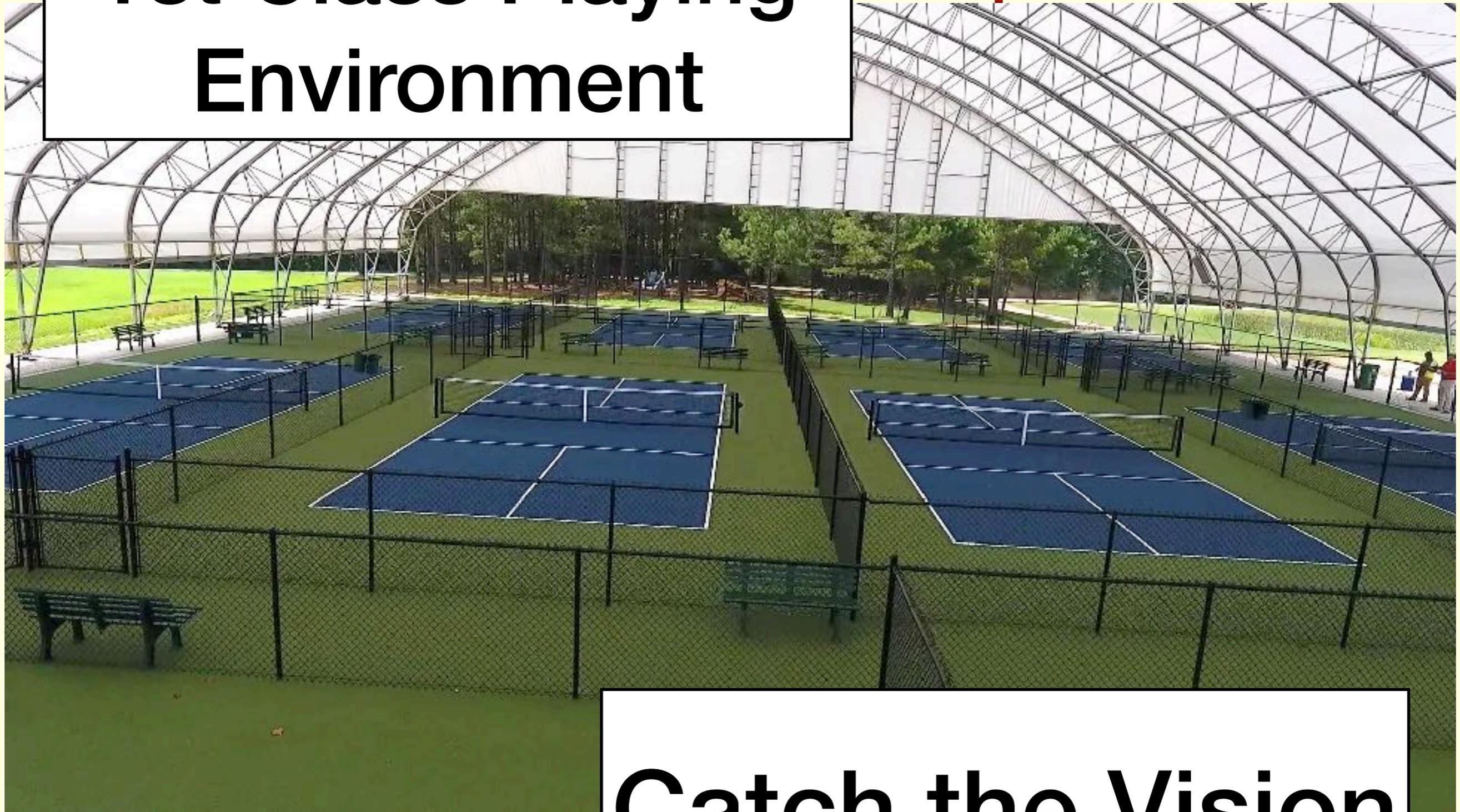


Batman & Robin have a Chat



It Takes A Community to Raise a Roof

1st Class Playing Environment



Catch the Vision

Amazing Progress



Robin: *Did you hear about the amazing opportunity to create a world class PB mecca in Vernon?*



Batman: *Bam! Pow! Yes just AMAZING Robin.*

*With over **\$725,000** raised in 2 weeks, it looks like VPA members are seeing the opportunity to turn this vision into reality. It is not about an obligation to contribute, it's all about seizing the opportunity to invest in their own PB futures.*

What Will It Take?

Robin: *What is it going to take to get to the finish line?*



Batman: *Good question Robin. It should be easy to get to the finish line. About 130 members have responded. That means we have 330 members who have yet to respond. Everyone can tailor their response to the opportunity. In their own way, everyone can invest in their own future health & fun loving PB lifestyle. Now the challenge is for the whole club to get engaged. When the others understand the opportunity and have their questions & concerns addressed, I am confident they will get on board the Opportunity Train before it leaves the station.*



What Will It Take?

Robin: *But what kind of response is it really going to take?*



Batman: *Well Robin, my super powers don't extend to Mind Reading - I wish they did. But let's just do some math. If a hundred members purchased just one debenture, we would add \$250,000 to the total - getting close to the finish line. And with the Credit Account being a "No Brainer" Opportunity, a number of members depositing 3 or 4 year's worth of playing fees would put the VPA Enclosure on the map. Remember this will likely be the largest indoor dedicated PB complex in North America, and perhaps beyond. Amazing right?*



What Will It Take?

Robin: *Do you think we also need a few responses with much larger amounts?*



Batman: *Robin I think you are right on the mark. We know that there are some members who truly don't have the financial freedom to participate in this opportunity. No doubt they wish they could. But with a **debenture paying 3%** and the **credit account paying 3%**, there are likely a few members maybe quite a few members who will want to play a much larger part in creating our PB Centre of Excellence. We already have members putting \$100,000, \$50,000 and \$25,000 into debentures.*

You know Robin, if the banks were offering 3%, people would line up around the block to get in!



Creative Opportunities



Robin: *What are some of the creative ways members are grabbing the opportunity?*



Batman: *Well Robin, there are quite a few great ideas members have taken action on.*

*One member decided that rather than pay playing fees out of pocket in the future, she would put **\$25,000** into debentures. Her annual interest (3%) of **\$750** will more than pay her Playing Fee of \$60 per month. She only plays 9 months a year so she will have enough interest to pay for 9 months @ \$60 and have enough left over each year for a new pair of PB shoes and perhaps a new paddle! The bank is paying her almost nothing on her money. **Its a win-win all round.** She has given the club a huge boost towards the ultimate goal. she has invested in her future health and enjoyment.*

Creative Opportunities

Robin: *Any other creative ways of using debentures to help the Enclosure vision?*



Batman: *A simple idea comes from a member on a limited fixed income. He has a line of credit which charges 3%, so he is going to use \$5,000 to get two debenture units. Since the debenture will pay him \$150 per year and the interest on his secure line of credit will also be about \$150, he won't be out of pocket.*

Robin: *Isn't that rather risky Batman?*

Batman: *There are no risk-free opportunities Robin. With the VPA in a very strong financial situation and a strong cash flow, the risk of the VPA defaulting on the debenture should be very low. VPA members will need to assess their own level of financial comfort with this idea. We are leaping over tall buildings here so that comes with some risk!*

Creative Opportunities

Robin: *My PB crazed Grandma is looking for ideas? I think she might love me more than PB but I am not really sure!*



Batman: *Here is an idea you can pass on to her Robin. She could use a lump of money that she has designated for her estate (and perhaps you?) to get debenture units. Effectively, you and your siblings could be the beneficiaries for the debentures. And Grannie gets to enjoy playing PB with her friends rain or shine. Another win-win situation I would say.*

Robin: *But Batman, the Debentures are pretty long term. Grandma only expects to be playing PB for 6 to 8 more years, maybe even less.*

Batman: *I can see your point Robin. Grandma can take comfort in the debenture provision that gives her **payout priority** if she leaves the VPA when she can't play PB any longer. So in effect the longer term debenture can have a much shorter time horizon. And remember Debentures are transferrable.*

Credit Account

Robin: *What about this Credit Account option? What is that all about Batman? Sounds confusing.*



Batman: *The **Credit Account** option might be considered a “no-brainer” Robin. If a player has some cash available, they can pre-pay their Playing Fees and get 3% annual interest paid in additional credits. That is a good deal. All money deposited in the Credit Account is money that will be used for their PB addiction anyway. Why not play, rain or shine, in a world class facility? You need to know Robin, this world class facility won’t be built if each and every members does not look for ways to grasp the opportunity within their own financial circumstances. It is always easier to look for a reason not to take ACTION. Remember, contributing is not a member obligation, but it is an **amazing opportunity**.*

Credit Account

Robin: *But Batman, I don't want to pay \$60 per month when I am travelling or I get injured!*



Batman: *The Unlimited Monthly Playing Fee is pretty flexible Robin. You can ask for **1 or 2 payment vacations per year**. So you can tailor your fees around your schedule. There will need to be at least 2 months of continuous playing fees between each payment vacation you request. And of course there will also be a **medical exemption provision**. When Grandpa gets his hip replacement, he will need his \$60 per month for extra beer while convalescing!!*

You won't be able to turn off your playing fees when you catch a cold or you are away for a week or two but for extended periods away from playing you won't be paying Playing Fees. That seem fair Robin?

Robin: *That's a slam dunk for me Batman. Bam!!!*

Get Onboard!



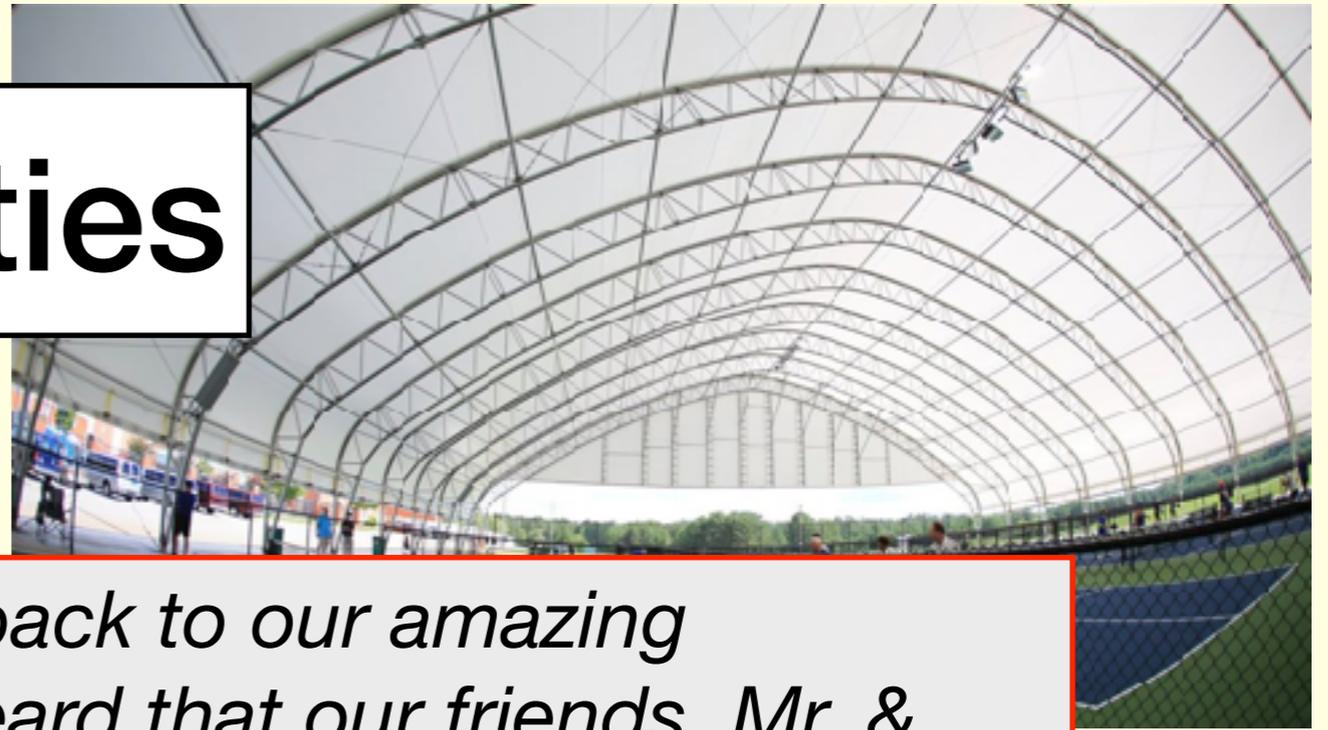
Robin: *My Uncle Jake is still pretty upset at the lack of City financial support and our expensive waterline to no where.*



Batman: *Robin, I can certainly understand Uncle Jake's feelings. Many of us were on that Frustration (and perhaps anger) train. That train has left the station and it's a train going no where! Fortunately we have a new train to get on board. It's called **the VPA Opportunity Train**, and it is going somewhere. I hope Uncle Jake can transfer trains soon before Opportunity Train leaves the station.*

Robin: *Right on Batman! I have transferred to the **Opportunity Train**.*

More Opportunities



Robin: *Getting back to our amazing opportunity; I heard that our friends, Mr. & Mrs OAS are planning on donating the extra \$300 each the Feds are doling out to seniors. Fortunately for Mr. & Mrs. OAS, they have been spending less during the Covid crisis, so they can afford to add a little “federal” help to the Raise the Roof pot.*

Batman: *Thats great Robin, your friends clearly have seen the opportunity and looked for a creative way to help **Raise the Roof.***



Fee Structure



Robin: *Batman, let's make sure I understand this fee structure correctly. The Annual membership fee does not change. We voted for the \$80 annual fee a couple of years ago. From that fee, \$50 will still go to rapidly pay down our City loan. After the Roof is Raised, perhaps as early as January, I will be paying a \$60 per month Playing Fee. For \$60 I will have the opportunity for unlimited play in a world class PB facility. Do I have it right Batman? Oh, and I can plan on 1 or 2 payment vacations per year too.*

Batman: *You have it 100% correct Robin. Slam! Bam! Don't forget you will be able to play rain or shine, day or dark, with no wind coming off the lake and no need for sun screen. Sounds like a deal compared to other indoor courts and other indoor sports. And BTW, there will be 10 x punch passes (\$80) for your months when you might only play occasionally. And Guest rates and Public player rates. From what I can see, it should be fair to all concerned.*



Why the Rush?



Robin: *Batman, the other day I heard someone say, why the rush, we have this Covid thing going. Is this the right time?*

Batman: *Another great question Robin. In some ways it is because of the Covid situation that we need to push ahead. This winter our traditional indoor PB will be severely hampered or perhaps non-existent. That is why the Enclosure team has set a Best Case timeline of Christmas for opening. Yes that is this Christmas! Additionally, the strong team is in place, the financial pump is primed and our members are not getting any younger! I know I don't want to contribute to a "never, never" plan. The club is growing daily; we need this facility now. This can be part of the Covid rebound. It will generate local business and create a wonderful community asset.*

We can do this if the whole clubs grabs on to the opportunity!





Any Questions or Concerns?

- If you have ANY questions or concerns, now would be a great time to talk about them
- Please Contact Myron Hocevar (VPA Secretary) or Rob Irving (VPA President) We always have time for your questions.
- Myron: mshocevar@shaw.ca or 250-550-7016
- Rob: robertairving@gmail.com or 250-307-0972