

EventsReg Fees as of January 1, 2019

This document describes the fees imposed by EventsReg in support of its clients.

The general philosophy is to follow the modern, de-facto “fee standards”, where:

- a) Buyers pay a convenience or processing fee on a per ticket basis.
- b) Sellers pay a commission for the sale of merchandise. (Buyers pay taxes and S&H.)
- c) Sellers are responsible for credit card related processing fees.

A secondary philosophy is to avoid creating fees where consumers are not charged for the base activity.

Item Description	Amount or Rate	Assessed To
Credit Card Processing	3.3% + \$0. ³⁵ per transaction	Seller, e.g., Tournament Promoter or Storefront. Amount is distributed when multiple sellers.
Split Transactions	+\$0. ¹⁰	Per party split surcharge, not to exceed the \$0. ³⁵ per transaction for a given participant
Tournament participant	\$5. ⁰⁰	Add-on to participant fee. Includes competitors and coaches, when entry fees are assessed.
Each additional event	\$1. ⁰⁰	Add-on to participant fee. When additional events do not carry a cost, EventsReg will usually waive this.
Spectator	\$1. ⁰⁰	Add-on to spectator fee.
Specialty spectator	\$1. ⁰⁰ per \$50. ⁰⁰ or part thereof	Add-on to participant fee. Specialty tickets examples: reserved seating, ringside finals, VIP tickets, etc.
Tournament Price Caps	Negotiable	Limits how much an active competitor pays. Does not apply to separate merchandise or activities.
Membership registration	\$5. ⁰⁰	Usually, add-on to registration fee when one-time payment. May be seller paid. Usually seller paid for recurring payments (due to system limits.)
Class registration	\$5. ⁰⁰ + \$1. ⁰⁰ monthly billing	Usually, \$5.00 add-on to registration fee and \$1.00 per month seller paid per monthly recurring bill (or \$5.00 if annual billing).
Merchandise <ul style="list-style-type: none"> • Taxes • Shipping & Handling 	10% By location By item & amt	Seller paid. Taxes assessed to buyer (see ‘Taxes’ below). Shipping and handling assessed to buyer (see ‘Shipping & Handling’ below).
Seminars	\$5. ⁰⁰ or 10%	Add-on to participant fee or seller paid (unless requested to be paid from promoter part).
Awards Banquets	\$5. ⁰⁰ or 10%	Add-on to participant fee or seller paid (unless requested to be paid from promoter part).

Other events	\$5. ⁰⁰ or 10%	Add-on to participant fee or seller paid (unless requested to be paid from promoter part).
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The USD \$ symbol is used above. However, event location currency may be used when appropriate.

Descriptions:

Tournament participant fees are for all active participants in a tournament for whom fees are charged. This typically includes competitors and coaches.

Each additional event fees are to support the additional management effort associated with competitors engaged in multiple events. When the tournament promoter does not charge for extra events, EventsReg attempts to follow suit. E.g., entry fee covers 3 events and then \$\$ per extra event, then EventsReg usually only adds the additional event fee to the 4th and beyond events.

Spectator convenience fees are equivalent to a ‘Fandango’ online charge for facilitating the process of purchasing a spectator ticket. These fees support the additional management effort associated with processing and preparing for will-call for spectators. Additionally, spectators place an additional drain on EventsReg resources when viewing dynamic content associated with the tournament.

Specialty spectator convenience fees address “high-end” spectator tickets, for such items as reserved seating, VIP receptions, award dinners, etc., that are added on to a primary event.

Membership fees are applicable when registering persons into a club, association, or other organization.

Class fees are applicable when registering persons for recurring classes.

Merchandise fees are required to support the setup and management of pre-selling merchandise to tournament participants and spectators. Usually merchandise is available at will-call or check-in. Taxes and shipping or taxes are assessed at time of purchase. Shipping & handling may be waived on setup by the tournament promoter.

Seminar fees are applicable when registering persons into an event which is a seminar.

Awards banquet fees are applicable when registering persons into an event which is a seminar.

Other event fees are applicable when registering persons into other events, e.g., camps.

Taxes

Taxes are assessed according to current regulations. All taxable amounts are collected and paid to the government by EventsReg. As of this writing, only taxes for sales to residents in the state of Colorado in the United States are assessed. As the taxation landscape evolves, EventsReg will comply as required.

Shipping & Handling

Shipping and Handling is collected by EventsReg because the seller may not be the order fulfiller. The EventsReg store federates items from multiple providers, but itself is a zero-inventory store. Order fulfillment comes from a third party, usually the one that introduced the item into the store.

- Two-thirds of the amount collected is allocated to the order fulfiller.
- One-third of the amount collected is allocated to EventsReg as for effort and as reserve.

- On a quarterly basis, accounts are reconciled, including returns, CC disputes, etc., and the amounts paid out accordingly. Although those who earned the money are responsible for the reconciliation, that is not always possible. In those cases, the EventsReg reserve is used to cover part of the reconciliation as necessary.

Example Tournament Charge

Stripe is the service used for the credit-card processing. As a CC processor, they fall under specific regulations, which in turn, control the way sales are charged and fees are assessed, which in turn affects the appearance of sales to you. This may initially feel awkward. Below is an example to help understand the money flow.

Tournament promoter (e.g., you), declares the event fee to competitors to be \$65 and then an extra \$25 per event thereafter.

Competitor registers for four events. Thus $\$65 + (3 \times \$25) = \$140$.

EventsReg charges the competitor and **not the tournament promoter**, per the above fee schedule, the amount $\$5 + (3 \times \$1) = \$8$

The total charge to the competitor then is $\$140 + \$8 = \$148$.

The processing fees (always rounded up) amount to \$5.24

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Although Stripe can “split the fees” (and, technically they do), in order to track everything for the government, the full amounts are shown as paid to the tournament promoter and then the EventsReg fees and the processing fees are deducted (and paid to EventsReg, and then the processing fees are assessed against EventsReg). If we had it our way, you would never have to see the EventsReg fees (paid by the participant), but due to regulations, you do. And it looks like this:

Amount: \$148.00 USD (or whatever the currency used for the tournament)

Fee: \$13.24 (the processing fees and EventsReg fees get lumped together)

Thus, net to the tournament promoter is \$134.76 which is the competitor fees minus the processing fees. You just can't live these days without credit card processing.

We wish there were a better way with Stripe to allow you to never have to deal with or see the EventsReg management fees. Then you would only see the competitor fees you would expect plus the processing fees. But the good news is that the final result is the same.

The only fee truly paid by you for the service is the credit card processing component.

The online registration / convenience fee is paid by the user.

Store Sales & Example

The white labeled EventsReg collaborative store, allows you to sell products offered by other martial artists without having to carry inventory yourself. For this, the store promoter earns 20%, EventsReg earns 10%, and the distributor earns 70%. All fractional cents are rounded down and paid into the processing fees. Typically, the distributor is also responsible for delivery. The processing fees are distributed according to topline earnings.

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Split Transactions	+\$0. ¹⁰	Per party split surcharge, not to exceed the \$0. ³⁵ per transaction for a given participant

Example Store Sale

Buyer purchases one (1) REK Suit at \$100 and one (1) Who's Who Book at \$50. Buyer pays \$150 plus taxes (if appropriate) plus shipping and handling. Of the \$150 sale, it is distributed as follows:

Store Promoter:	$20\% * (\$150 - 3.3\% - \$0.35) - \$0.10 =$	\$28.84
EventsReg:	$10\% * (\$150 - 3.3\% - \$0.35) - \$0.10 =$	\$14.37
REK Suit distributor:	$70\% * (\$100 - 3.3\% - \$0.35) - \$0.10 =$	\$67.42
Who's Who distributor:	$70\% * (\$50 - 3.3\% - \$0.35) - \$0.10 =$	\$33.66
Processing Fees:	$\$150 * 3.3\% + 0.35 + 4 * 0.10 + 0.01 =$	\$5.70
Total		\$150.00