

OREGON 2010 - 2011

8 & Under Membership Report

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This report focuses on the foundation of USA Hockey's membership – the 8 & under age category. Analysis of USA Hockey's membership data has shown that growth in this age category will positively impact the larger 9 to 14 age group for years to come.

After three seasons of concentrated efforts to grow youth hockey participation in the 4 to 8 year old age category, there have been positive results. The age segment has seen a 17% increase in membership since the 2007-08 season, including a 10% increase in the 2010-11 season (see chart below). USA Hockey also surpassed 100,000 registered players in the 8 & under membership category for the first-time ever in the 2010-11 season.

The analysis contained in this report examines the membership in the 8 & under age category. On the National and Affiliate levels we are providing a summary for the past five seasons (2006-07 through 2010-11) and analysis for the past three seasons (2008-09 through 2010-11) on the local association level. This is done to help all levels of USA Hockey's structure understand their past performance in membership in this age category and to create reasonable growth goals for the 2011-12 season.

To continue to increase participation and membership, USA Hockey must remain focused on the following two key initiatives:

- Attracting new players each season in the key 4 to 8 year old age category
- Retaining participants from one season to the next in local youth hockey programs

Putting growth initiatives into action requires a coordinated effort between USA Hockey national staff and youth hockey volunteers at the grassroots level. USA Hockey provides resources for local associations to use in both the acquisition and retention of 4 to 8 year olds.

The 2 & 2 Challenge, explained in greater detail in this report, defines membership goals by asking youth associations to grow by acquiring two more players and retaining two more players than last season.

Combining growth of the game at the youngest age levels with USA Hockey's American Development Model (ADM) will ensure the future health of the game in the U.S.

HOW TO READ THE DATA CHARTS IN THIS REPORT

Number of players acquired - Number of players retained -

Number of players that left youth hockey

| BOYS & GIRL | .S_8U | | | | | 2 AND 2 CHALLENGE | | | |
|------------------------|-------|-------|-------|-------|--------|-------------------------------|----------|------------|-------------|
| | 06-07 | 07-08 | 08-09 | 09-10 | 10-11 | 10-11 GOAL | VS. GOAL | VS. ACTUAL | 11-12 GOAL* |
| TOTAL | 89956 | 89423 | 91622 | 95775 | 105394 | 101103 | 4291 | 9619 | 110902 |
| | N/A | -0.6% | 2.5% | 4.5% | 10.0% | | | | |
| NEW | 38943 | 38013 | 39580 | 41967 | 48254 | 44631 | 3623 | 6287 | 51008 |
| | N/A | -2.4% | 4.1% | 6.0% | 15.0% | | | | |
| RET | 51013 | 51410 | 52042 | 53808 | 57140 | 56472 | 668 | 3332 | 59894 |
| | N/A | 0.8% | 1.2% | 3.4% | 6.2% | | | | |
| LOST | 14752 | 15899 | 15305 | 15184 | 15620 | # OF ASSOCIATIONS | | 1377 | |
| | N/A | 7.8% | -3.7% | -0.8% | 2.9% | AVERAGE # PLAYERS/ASSOCIATION | | 76.5 | |
| | | | | | | | | | |

National 2 & 2 Challenge Goal for 2011-12. See page 5 for more information.



2010-11 KEY TAKEAWAYS—NATIONAL

Total

- The total number of children ages 8 & under registered in 2010-11 increased by 9,619 (10.0%) to 105,394.
- The 2010-11 season represents the third consecutive year of growth in the 8 & under age category and the largest-ever membership in this age group for USA Hockey.

Acquisition

- New players increased by 6,287 (15.0%) from 2010-11 to 48,254.
- Third consecutive year of growth for new players.

Retention

- Retained players increased by 3,332 (6.2%) to 57,140.
- The 2010-11 retention increase was the largest in the past five years and the fourth consecutive year of growth.

| BOYS & GIRLS_8U | | | | | | | |
|-----------------|-------|-------|-------|-------|--------|--|--|
| | 06-07 | 07-08 | 08-09 | 09-10 | 10-11 | | |
| TOTAL | 89956 | 89423 | 91622 | 95775 | 105394 | | |
| | N/A | -0.6% | 2.5% | 4.5% | 10.0% | | |
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| LOST | 14752 | 15899 | 15305 | 15184 | 15620 | | |
| | N/A | 7.8% | -3.7% | -0.8% | 2.9% | | |

| BOYS_8U | | | | | | | |
|---------|-------|-------|-------|-------|-------|--|--|
| | 06-07 | 07-08 | 08-09 | 09-10 | 10-11 | | |
| TOTAL | 77755 | 77128 | 78782 | 81978 | 89907 | | |
| | N/A | -0.8% | 2.1% | 4.1% | 9.7% | | |
| NEW | 32487 | 31733 | 33013 | 34819 | 40058 | | |
| | N/A | -2.3% | 4.0% | 5.5% | 15.0% | | |
| RET | 45268 | 45395 | 45769 | 47159 | 49849 | | |
| | N/A | 0.3% | 0.8% | 3.0% | 5.7% | | |
| LOST | 11881 | 12672 | 12161 | 11932 | 12350 | | |
| | N/A | 6.7% | -4.0% | -1.9% | 3.5% | | |
| RR | 58.2% | 58.9% | 58.1% | 57.5% | 55.4% | | |

| GIRLS 8U | | | | | |
|----------|-------|-------|-------|-------|-------|
| | 06-07 | 07-08 | 08-09 | 09-10 | 10-11 |
| TOTAL | 12203 | 12295 | 12876 | 13798 | 15487 |
| | N/A | 0.8% | 4.7% | 7.2% | 12.2% |
| NEW | 6461 | 6285 | 6604 | 7149 | 8197 |
| | N/A | -2.7% | 5.1% | 8.3% | 14.7% |
| RET | 5742 | 6010 | 6272 | 6649 | 7290 |
| | N/A | 4.7% | 4.4% | 6.0% | 9.6% |
| LOST | 2875 | 3234 | 3145 | 3253 | 3272 |
| | N/A | 12.5% | -2.8% | 3.4% | 0.6% |
| RR | 47.1% | 48.9% | 48.7% | 48.2% | 47.1% |



2010-11 KEY TAKEAWAYS—OREGON

Total

- The total number of children ages 8 & under registered in Oregon increased by 36 (30.3%) to 155.
- With 155 children playing during the 2010-11 season, it was the peak for the past five years.
- Oregon has posted TWO consecutive years of overall growth, including a peak in boys at 143 (25.4%) and girls at 12 (140.0%) over the past five years.

Acquisition – Two consecutive years of growth

- New players increased by 26 (41.3%) from 2009-10 to 89.
- The 2010-11 season marked the highest amount of new players, both boys and girls, entering the game over the past five years.

Retention - Four consecutive years of growth

- Retained players increased by 10 (17.9%) from 2009-10 to 66.
- Oregon posted a peak of 63 boys returning to play over the past five years.

| BOYS & GIRLS_8 & UNDER_ SUMMARY | | | | | | | |
|---------------------------------|-------|--------|--------|--------|--------|--|--|
| | 06-07 | 07-08 | 08-09 | 09-10 | 10-11 | | |
| TOTAL | 86 | 106 | 103 | 119 | 155 | | |
| | N/A | 23.3% | -2.8% | 15.5% | 30.3% | | |
| NEW | 48 | 58 | 47 | 63 | 89 | | |
| | N/A | 20.8% | -19.0% | 34.0% | 41.3% | | |
| RETAINED | 38 | 48 | 56 | 56 | 66 | | |
| | N/A | 26.3% | 16.7% | 0.0% | 17.9% | | |
| LOST | 11 | 9 | 15 | 13 | 9 | | |
| | N/A | -18.2% | 66.7% | -13.3% | -30.8% | | |

| BOYS_8 & UNDER_ SUMMARY | | | | | | | |
|-------------------------|-------|--------|--------|-------|--------|--|--|
| | 06-07 | 07-08 | 08-09 | 09-10 | 10-11 | | |
| TOTAL | 77 | 99 | 101 | 114 | 143 | | |
| | N/A | 28.6% | 2.0% | 12.9% | 25.4% | | |
| NEW | 43 | 52 | 46 | 60 | 80 | | |
| | N/A | 20.9% | -11.5% | 30.4% | 33.3% | | |
| RETAINED | 34 | 47 | 55 | 54 | 63 | | |
| | N/A | 38.2% | 17.0% | -1.8% | 16.7% | | |
| LOST | 11 | 9 | 11 | 13 | 8 | | |
| | N/A | -18.2% | 22.2% | 18.2% | -38.5% | | |

| GIRLS_8 & UNDER_SUMMARY | | | | | | | |
|-------------------------|-------|--------|--------|--------|--------|--|--|
| | 06-07 | 07-08 | 08-09 | 09-10 | 10-11 | | |
| TOTAL | 9 | 7 | 2 | 5 | 12 | | |
| | N/A | -22.2% | -71.4% | 150.0% | 140.0% | | |
| NEW | 5 | 6 | 1 | 3 | 9 | | |
| | N/A | 20.0% | -83.3% | 200.0% | 200.0% | | |
| RETAINED | 4 | 1 | 1 | 2 | 3 | | |
| | N/A | -75.0% | 0.0% | 100.0% | 50.0% | | |
| LOST | 0 | 0 | 4 | 0 | 1 | | |
| | N/A | 0.0% | 0.0% | 100.0% | 0.0% | | |



RETENTION INCREASES WITH AGE

The older a player gets and/or the more seasons a player plays, the more likely that player will stick with youth hockey. So while retention rates are high from Squirts on up, the overall growth of hockey relies on acquiring more 4 to 8 year olds.

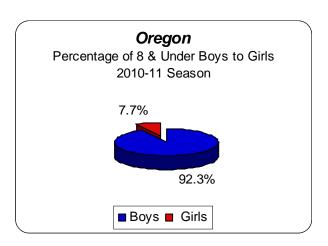
Oregon's retention results for 2010-11 by age segment:

- 10.0% of all 4 Year Olds returned as 5 Year Olds National Average 34.3%
- 33.3% of all 5 Year Olds returned as 6 Year Olds National Average 52.3%
- 43.5% of all 6 Year Olds returned as 7 Year Olds National Average 67.0%
- **76.1% of all 7 Year Olds returned as 8 Year Olds** National Average 74.9%
- **80.0% of all Squirts returned in 2010-11** National Average 83.9%
- 80.2% of all Pee Wees returned in 2010-11 National Average 90.5%
- 87.4% of all Bantams returned in 2010-11 National Average 94.0%

RATIO OF BOYS TO GIRLS - 8 & Under

Boys represented 92.3% of all 8 & unders in Oregon in 2010-11 while girls represented 7.7%.

Nationally, boys represented 85.2% of all 8 & unders in 2010-11 while girls represented 14.8%.





2 & 2 CHALLENGE

The 2 & 2 Challenge is a call to action for local associations. It is designed to provide an attainable goal for growth at the 4 to 8 age group, regardless of the size of the local youth association.

Example:

Each association acquires two more players than last year.

2010-11: if your association added 22 new players, your 2011-12 goal is to acquire:
22 players + 2 more = 24 new players

Each association retains two more players than last year.

2010-11: if your association retained 30 players, your 2011-12 goal is to retain:
30 players + 2 more = 32 retained players

RESULTS: Meeting this challenge could help this association grow by 7.7% and contribute to the overall growth of the game.

NATIONAL 2 & 2 CHALLENGE

2010-11: RESULTS

- Surpassed 10-11 goal by 4,291 players
 - o Surpassed acquisition goal by 3,623
 - o Surpassed retention goal by 668

2011-12: GOALS

- Based on 1,377 associations
 - o 2,754 players acquired (2 per association)
 - o 2,754 players retained (2 per association)
- 2011-12 goal is 110,902 (5.2% increase) total 4 to 8 year olds

| | 2010-11 | 2010-11 | 2011-12 |
|----------|---------|---------|---------|
| NATIONAL | GOAL | ACTUAL | GOAL |
| TOTAL | 101,103 | 105,394 | 110,902 |
| NEW | 44,631 | 48,254 | 51,008 |
| RETAINED | 56,472 | 57,140 | 59,894 |

AFFILIATE 2 & 2 CHALLENGE: OREGON

2010-11: RESULTS

- Achieved overall growth and met the 2 & 2 Challenge
 - Surpassed acquisition goal by 20
 - Surpassed retention goal by 4

2011-12: GOALS

- Based on 3 associations that registered 5 players or more in the age group
 - o 6 kids acquired (2 per association)
 - o 6 kids retained (2 per association)
- 2011-12 goal is 167 (7.7% increase) total 4 to 8 year old players

| | 2010-11 | 2010-11 | 2011-12 | | |
|----------|---------|---------|---------|--|--|
| OREGON | GOAL | ACTUAL | GOAL | | |
| TOTAL | 131 | 155 | 167 | | |
| NEW | 69 | 89 | 95 | | |
| RETAINED | 62 | 66 | 72 | | |



ASSOCIATIONS ACCOMPLISHING THE 2 & 2 CHALLENGE

Congratulations to Lane Amateur Hockey Association and Portland Junior Hawks (highlighted in yellow below) for successfully meeting the 2 & 2 Challenge! Oregon had a successful growth year and met the 2 & 2 Challenge! Two of the three associations were able to successfully meet all requirements of the 2 & 2 Challenge.

OREGON'S 2010-11 ASSOCIATION PERFORMANCE

| <u>Association</u> | <u>Net Growth</u> |
|------------------------------------|-------------------|
| 1. Lane Amateur Hockey Association | +20 |
| 2. Portland Junior Hawks | +18 |
| 3. Klamath Ice Sports | +6 |

OREGON ASSOCIATIONS

ORH0009 KLAMATH ICE SPORTS, INC.

| BOYS & GIRLS_8 & UNDER | | | 2 AND 2 CHALLENGE | | | | |
|------------------------|-------|-------|-------------------|------------|----------|------------|------------|
| | 08-09 | 09-10 | 10-11 | 10-11 GOAL | VS. GOAL | VS. ACTUAL | 11-12 GOAL |
| TOTAL | 1 | 1 | 7 | 5 | 2 | 6 | 11 |
| NEW | 1 | 1 | 6 | 3 | 3 | 5 | 8 |
| RETAINED | 0 | 0 | 1 | 2 | (1) | 1 | 3 |
| LOST | 0 | 0 | 0 | | | | |

| BOYS_8 & UNDER | | | | GIRLS_8 & UNDER | | | | |
|---------------------|-------|-------|-------|-----------------|-------|-------|-------|--|
| | 08-09 | 09-10 | 10-11 | | 08-09 | 09-10 | 10-11 | |
| TOTAL | 1 | 1 | 5 | TOTAL | 0 | 0 | 2 | |
| NEW | 1 | 1 | 4 | NEW | 0 | 0 | 2 | |
| RETAINED | 0 | 0 | 1 | RETAINED | 0 | 0 | 0 | |
| LOST | 0 | 0 | 0 | LOST | 0 | 0 | 0 | |
| RATIO BOYS TO GIRLS | | | 71.4% | | | | 28.6% | |

ORH0002 LANE AMATEUR HOCKEY ASSOCIATION

| BOYS & GIRLS_8 & UNDER | | | 2 AND 2 CHALLENGE | | | | |
|------------------------|-------|-------|-------------------|------------|----------|------------|------------|
| | 08-09 | 09-10 | 10-11 | 10-11 GOAL | VS. GOAL | VS. ACTUAL | 11-12 GOAL |
| TOTAL | 12 | 27 | 47 | 31 | 16 | 20 | 51 |
| NEW | 8 | 17 | 31 | 19 | 12 | 14 | 33 |
| RETAINED | 4 | 10 | 16 | 12 | 4 | 6 | 18 |
| LOST | 5 | 1 | 3 | | | | |

| BOYS_8 & UNDER | | | | GIRLS_8 & UNDER | | | | |
|---------------------|-------|-------|-------|-----------------|-------|-------|-------|--|
| | 08-09 | 09-10 | 10-11 | | 08-09 | 09-10 | 10-11 | |
| TOTAL | 12 | 27 | 43 | TOTAL | 0 | 0 | 4 | |
| NEW | 8 | 17 | 27 | NEW | 0 | 0 | 4 | |
| RETAINED | 4 | 10 | 16 | RETAINED | 0 | 0 | 0 | |
| LOST | 5 | 1 | 3 | LOST | 0 | 0 | 0 | |
| RATIO BOYS TO GIRLS | | | 91.5% | | | | 8.5% | |

ORH0077 PORTLAND JUNIOR HAWKS

| BOYS & GIRLS_8 & UNDER | | | | 2 AND 2 CHALLENGE | | | |
|------------------------|-------|-------|-------|-------------------|----------|------------|------------|
| | 08-09 | 09-10 | 10-11 | 10-11 GOAL | VS. GOAL | VS. ACTUAL | 11-12 GOAL |
| TOTAL | 79 | 72 | 90 | 76 | 14 | 18 | 94 |
| NEW | 32 | 36 | 50 | 38 | 12 | 14 | 52 |
| 33.0% | 47 | 36 | 40 | 38 | 2 | 4 | 42 |
| LOST | 5 | 9 | 3 | | | | |

| BOYS_8 & UNDER | | | | GIRLS_8 & UNDER | | | | |
|---------------------|-------|-------|-------|-----------------|-------|-------|-------|--|
| | 08-09 | 09-10 | 10-11 | | 08-09 | 09-10 | 10-11 | |
| TOTAL | 78 | 68 | 84 | TOTAL | 1 | 4 | 6 | |
| NEW | 32 | 33 | 46 | NEW | 0 | 3 | 4 | |
| RETAINED | 46 | 35 | 38 | RETAINED | 1 | 1 | 2 | |
| LOST | 2 | 9 | 2 | LOST | 3 | 0 | 1 | |
| RATIO BOYS TO GIRLS | | | 93.3% | | | | 6.7% | |