

# JCNA TROPHY PROGRAM

## 2025 Year Analysis

In 2025, 9 JCNA clubs ordered trophies. A total of 140 trophies were sold to clubs. This resulted in a profit of \$2,325.80 (excluding the shipping cost discrepancy between estimated shipping cost at the time of order and actual costs). Accounting for the shipping cost loss of \$384.45 results in an overall profit for the program of \$1,941,45.

It should be noted that one order was large (47 plates) - this being for a club building up inventory for multiple years.

At the end 2025 the plate inventory was a total of 272 plates. The value of this inventory based on the Metallum price to us is \$8,621.

## Metallum Payments in 2025

In Q1 we paid Metallum \$1,777.19 for trophy deliveries made in early 2025.

In Q3 we paid Metallum \$1487.50 and also paid Metallum \$2,337.50 in Q4, both of these payments being deposits for plates to be delivered in 2026.

## A CHANGE TO THE JCNA TROPHY PROGRAM

For those not familiar with the program, JCNA maintains an inventory of trophies that may be purchased by member clubs. These cover 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> place Champion and Driven class Concours plates. The program involves keeping an inventory that ties up several thousand dollars of JCNA funds.

Over the past few years, the number of clubs taking advantage of the Concours Trophy Program has dropped significantly. This has obviously translated into a drop in the number of trophies being bought. There are several factors that may be contributing to this fall in demand. First, the number of concours being held has dropped. Secondly, the cost of the trophies has steadily increased resulting in clubs finding it difficult to keep the entry level cost for a concours down. This has resulted in clubs finding alternate, cheaper, trophies.

As a result of the above, toward the end of 2025, the JCNA Board of Directors decided the time has come to eliminate the program. The IJF and yearly North American awards will be continued. The club concours awards will be available until the current inventory runs out.

**JCNA End of Year Trophies Sent out to Competition winners in 2025.**

A total of 88 end of year awards were sent out in 2025. The cost per plate in the table below is the blended cost for 2025 (The cost of plates in inventory from the end of 2024 plus the cost of plates ordered for 2025 divided by the total number of plates available). The total year cost of this program in 2025 was \$5,455.54.

It should be noted that in previous years the total number of plates shipped was about 30 plates more than the 88 shipped this year.

# Trophies shipped	88
Cost of one trophy (blended 2024/2025)	40.37
Cost of shipping from Metallum/plate	3.25
Cost of Name tag (+ Tax) /plate	2.14
<b>Total Cost of 1 Trophy</b>	<b>45.76</b>
Cost of all plates	4,026.88
Cost of shipping to winners	1,428.66
<b>Total Cost of EOY Trophy Program</b>	<b>5,455.54</b>

Ron Wallis

JCNA Trophy Program