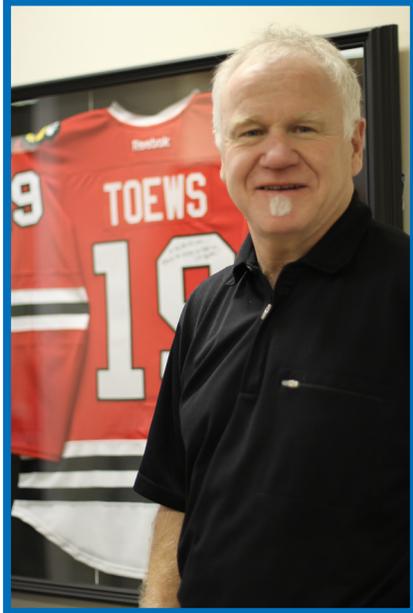


MEMBER PROFILE



Grant Skinner, CPA, CA Founder, President & Chief Executive Officer Pro Ice Management

While Grant Skinner, CA can't boast that he's won a Stanley Cup, he can say he's been on the ice celebrating with friends, clients and other agents in its presence. As a professional accountant and close friend to some of the NHL's biggest stars, Grant truly has every hockey-loving accountant's dream job.

"I played a lot of hockey," Grant explains. "I was actually offered a contract to be a free agent for the Jets in their very first year as a team, but I was smart enough to know I wasn't that good," he laughs. "I've always had a love for hockey and I played junior in Canada, but I chose to pursue my education instead."

Grant graduated from the University of Manitoba with a B. Comm (Hons). While his major was in finance, he had also taken a handful of accounting classes. After graduation, Grant set his sights on pursuing the CA designation. "That's when I joined Clarkson Gordon – or EY, as it's known today," Grant says. He attained his CA designation in 1982, and started his own practice afterwards.

"I was still playing hockey at that time. I met up-and-coming players from the Jets named Jim Kyte and Dave Ellett. Once they learned what I did outside of hockey, I started working locally for the guys as their tax accountant."

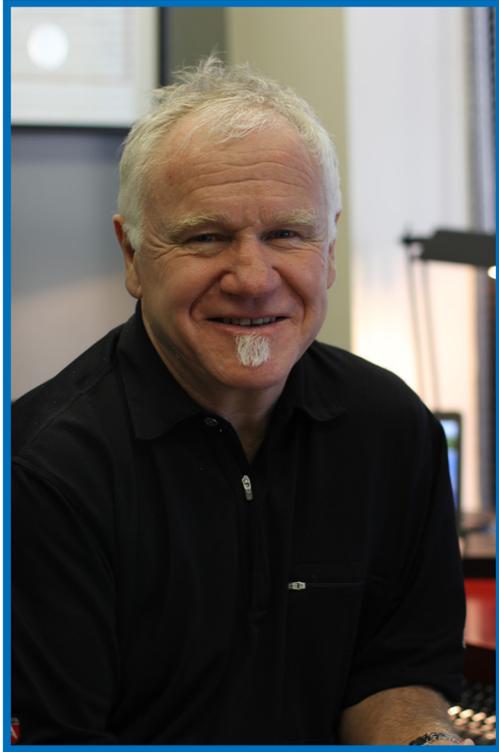
Grant slowly built his tax platform for athletes and joined the National Hockey League Players' Association as a registered agent in 1991. "I differentiated myself from the other agents in the NHL by working the business side of the sport. No one wanted to take that route," says Grant. "Since I wasn't competing with them, agents were coming to me and asking for help with their tax work. Business really took off from there."

After the NHL strike in 1994, players were making more money and clients were asking Grant to start doing more than just their tax work. At the same time, Grant's name was being elevated by players such as Doug Gilmour and Pavel Bure. In 1996, with the growth of the hockey industry, Grant started Pro Ice Management and introduced his unique financial management brand to NHL families.

"We don't sell financial products, we just help manage everything going on in the lives of the players. Taxes, finance, budgeting, investments, buying a home, endorsements, whatever they need for wherever they are in life," says Grant. "My only interest is working for the family and making sure that everything is taken care of, independently and objectively."

However, as is the nature of the NHL, players get traded. Grant found himself facing a giant obstacle when the players who relied on him were traded to US teams but insisted on remaining a part of his client base.

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"I don't specialize in US tax. My solution was to expand the Pro Ice Management office by forming a joint venture partnership," explains Grant. "In the early 90's I opened an office in LA – I have a business partner down there. Now whether clients are in the US or Canada, we can manage it."

Pro Ice Management works with players who range from having retired their jerseys to young athletes who are just making it to the big leagues. Jonathan Toews, for example, has been with Grant and Pro Ice since getting drafted into the NHL.

"Now that I've been working with NHL players for almost three decades, you begin to realize how young these guys are," Grant says. "The players today are so different. They make a lot more money and recognize that they can be set for life if they play it right."

Grant has managed to build a successful career that combines his love for the game of hockey and his passion for education, the profession, and most importantly, family. He has passed along these values

to his son Tyler, who has also achieved his CA designation and is continuing to grow the company while preparing to follow in his father's footsteps.

"I encouraged my son to become a professional accountant because the training is a phenomenal grounding point. Not only is the training extremely significant, but you also have the opportunity to work for different organizations, giving you a real breadth of experience," says Grant.

"One of the best things about becoming a professional accountant is the opportunities it creates. Once you have that training, you can go anywhere with it. We're more than guys that just sit at a desk – that's the real strength of our profession."

Learn more about Grant, his team and Pro Ice Management by [visiting their website](#).