



ANNUAL GENERAL MEETING

Oct 17, 2018

Location: Schubert Centre, Vernon BC

Meeting Called to Order: 7:05 pm.

In Attendance: Board of Directors, General manager, staff plus approximately 50 club members.

1. Minutes of Last AGM

- Motion by the Chair to approve Minutes of Oct 18, 2017 Annual General Meeting
- Carried

2. Report of the Chair (Brian Wills)

- review of the 2017-18 Season highlights.
- very successful season: record revenues, record day ticket sales, record membership numbers.
- noted that SLNC success is very weather dependent. Some years are above average some years average or below average.
- SLNC has high operating needs and is heavily capital dependent. SLNC requires strong revenues from above average years to meet our overall operating and capital planning needs

3. Report of the General Manager (Troy Hudson)

- SLNC has lots to be proud of for 2017-18
- success driven largely by our strong cadre of volunteers and excellence amongst our staff
- SLNC is now the largest Nordic Ski Club in North America
- record day ticket sales (over 26,000)
- largest masters Program in Canada (over 150 participants)
- 1700 kids in our S'kool Ski Program,
- strong participation and success in Competitiopns
- strong and growing Programs with new offerings for 2018

- highlighted New Initiatives for 2018
 - Family Snowshoe Pass -“gateway” to new memberships and new skiers.
 - new S'kool Slki base in refurbished Race Office building which will reduce congestion on weekdays.
 - New energies on biathlon
 - renewal of ski rental fleet with skin skis
 - award of host for 2020 Nationals by Cross Country Canada - will be a catalyst for revitalizing volunteerism and program registrations
 - strong competitions for 2018-19 including Dec Nor AM and February BC Winter Games/ Special Olympics
 - many more non-racing events forthcoming
 - special recognition to long-serving retiring staff Howard Maddox and Bill Pfiffer

4. Treasurers Report (Sandra Ecclestone)

- 2018 Year End Financial Reports prepared by Romei Plummer CA, to May 31, 2018 circulated
- recognition of Finance Committee: Troy Hudson, Brian Wills, Guy Morazain and Mike Pennock (Club Accountant)
- SLNC is modernizing business and financial systems
 - improvements in Zone 4 reporting
 - modernizing of accounting practices, streamlining payroll systems, generally tightening financial controls across the organization
- Season highlights
 - record membership numbers
 - strong and growing day ticket sales (\$52.0 - 73.0 K per month from Nov-Mar)
 - strong Supercamp Revenues - highly profitable and well managed
- 3 major revenue streams (Revenues have increase 30% in past 5 Years)
 1. Day Ticket Sales of \$305 K (34 % of total revenue)
 2. Season Passes of \$196 K (22% of total revenue)
 3. Supercamp of \$57 K revenue (6% of total revenue and up 500% since 2014)
- 3 major expense areas
 1. Wages & Salaries of \$324 K (56% of expenses)
 2. Repairs and Maintenance – Trails, Buildings and Equipment \$80 K (14% of expenses)
 3. Fuel for Grooming and other equipment of \$49 K (8% of total expenses)
- Additional comments
 - Balance Sheet is strong; \$48 K remaining on Long Term Debt for Piston Bully payable over the next 2.5 years
 - Total Revenue \$895 K and expenses \$583 K
 - Excess of Revenue over Expenses (after amortization) is \$174 K
 - \$100 K was moved to Capital Fund Account in May and \$40 K was moved in September. A total of \$140 K represents \$70 K for each 2017 and 2018 seasons.

- Summary
 - SLNC is a capital- intensive business. We require approximately \$70.0 K per year to be set aside for major equipment replacement such as Snow Groomers.
 - SLNC has established a Capital Budget which is on track and assisted by strong revenue years such as last season.

5. Lodge Project (Brent Ree)

- presentation on status of day lodge project
- started discussions with BC Parks in 2013
- 2014 - Concept Plan for New Day Lodge connected to Tech Building
 - 12,000 square feet, complete site redevelopment, new parking etc
 - 2013 price tag \$3.5 M
 - 2017 price tag \$4.2 M
 - now apparent that this is unlikely to be funded by BC Parks at that level
 - SLNC needs a “Plan B”

• Plan B -Renovation and Expansion of Existing Day Lodge

- 4000 square foot addition (2000 on each of 2 floors)
- complete renovation of existing lodge including structural, mechanical, as well as new reconfigured office, rental, retail space.
- Structural assessment of existing day lodge done in spring 2018. Determined that it is feasible to build off of existing infrastructure.
- Concept Plan Stage
 - \$2.9 M preliminary cost estimate
 - determined that this is feasible if cost-shared with BC Parks along with Fundraising initiated by SLNC
 - next steps to discuss concept and new funding scenarios with BC Parks.

6. Strategic Plan Review Update (Guy Morazain)

- member surveys and focus groups held in spring 2018
- Draft Plan Presented - available on website
- outlined Mission, Statement of Values
- outlined 5 Goal Areas and 11 Objectives

Building Facilities and Infrastructure

1. Develop site Plan
2. Build New Lodge

Growing Programs

3. Grow non-competitive skiing programs
4. Grow Skill Development Program

5. Grow Competitive Skiing Program

Addressing Climate Change

6. Build higher elevation trails

Enhancing Culture and Community

7. Generate more member involvement

8. Raise profile of Nordic skiing in Vernon

9. host more informal events to build community

Hosting Events

10. Build people capacity and expertise to host events

11. Host National Championships

Next Steps:

- flesh out strategies to meet outlined objectives
- report back to club on progress
- review progress on an annual basis

7. Election of Directors (Kim Taylor)

- Elections Committee Kim Taylor, Doug Geller, Randy Savoie
- recognition of Retiring Directors; Sharon Clarke, Bruce Sandilands
- 5 Directors continuing for 2nd year of 2-year term
 - Sandra Ecclestone, Sylvia Herchen, Mark Nichiporuk, Guy Morazain, Greg Sadesky
- 4 new Directors appointed by acclimation for a 2 year term
 - Lynn Algra, Pat Pearce, Brent Ree, Brian Wills
- Thank you to all returning Board members and those who have stepped up to fill vacancies

8. Club Award Recipients

- SLNC recognized the recipients of the 2017-18 Club Awards who were honoured at the April Final Day Celebration

Volunteer of the Year :	Dave Pearce
Volunteer Coach of the Year:	Avalon Richter
Skier(s) if the Year:	Kath and Jeff Ward
Above and Beyond Award;	George Hutchison
Lifetime Achievement Award:	Randy Shellenberg

Meeting Adjourned 8:10 pm