



ANNUAL GENERAL MEETING MINUTES

October 16, 2019

Location: Schubert Centre, Vernon BC

Meeting Called to Order: 7:05 pm.

In Attendance: Board of Directors, General Manager, staff plus approximately 43 club members.

1. Minutes of Last AGM

- Motion by Tom Siefert to approve Minutes of Oct 17, 2018 Annual General Meeting • Carried

2. Report of the Chair (Pat Pearce)

- Review of the 2018-19 Season highlights.
- Very successful season: record revenues, record day ticket sales, record membership numbers.
- Lots of competitions in the new season. Sovereign is an ever growing and thriving club.

3. Report of the General Manager (Troy Hudson)

- Significant milestones accomplished- passed 2,000 membership and broke the 1 million dollar revenue mark.
- Won bid to host Nationals 2020.
- 1700 kids in S'Cool Ski program with funding from Jess4Kids to help financially. Serviced 3 school districts.
- Remediation to day lodge due to water damage completed.
- Biathlon range upgrades looking great.
- Upgrades in wax room- replaced roof and energy efficient lighting.
- Successful campaign for SnowCat- to be delivered next week.
- Programs- keeps growing in participants and much appreciation to volunteers.
- Discount to seasonal memberships- on merchandise and events.
- Bear proof bins installed outside of lodge and partnership for composting.
- Check out website for updated events and information.
- BC Winter Games 2022 – Sovereign is looking for a Sports Chair for the Nordic Events

4. Treasurers Report (Sandra Ecclestone)

- 2019 Year End Financial Reports prepared by Romei Plummer CA, as circulated.
- Finance Committee team made up of Mike Pennock, CGA, Brian Wills, Guy Morazain, Troy Hudson and Sandra Ecclestone.
- Achievements this past fiscal year:
 - Purchasing a new groomer PB400 for the value of \$466K. This was made possible from the generous donations of our membership (\$52K), Regional District NO (\$25K) and BC Gaming Capital Projects (\$230K).

- The Balance, required from the Club of \$161k is partially in the form of a loan of \$75K and \$86K cash from our Capital Fund account.
- Securing the Customer Automated Fund Transfer (CAFT) is complete and providing a more efficient and accurate system.
- Greatest revenue variable is snow and weather.
- Largest expense variable seems to be the repairs & maintenance in buildings, trails and equipment
- Since 2015- Revenue up 60; Expenses up \$30%; Excess repair/maintenance varies- 2 break even years and 3 very good \$108-174K years.
- As a result, able to move \$150K from Operating (cash) account to the Capital Fund account.
- Successful season due to:
 - Long season that started in early November and ended with a Spring Fling in May with record attendees.
 - Record number of memberships sold totaling 2,136 (+285).
 - Day ticket sales broke previous records for the months of Nov, Dec, Jan. Numbers were down for Feb (cool) and Mar (warm) compared to 2018.
- Top 3 Revenues (62%)- \$1023K in 2019
 1. Day Tickets- \$350K, 34% of total revenue in 2019
 2. Season Tickets- \$229K, 22% of total revenue in 2019
 3. Supercamps- \$47K, 5% in 2019
- Top 3 Expenses (80%)- \$676K in 2019
 1. Wages and Salaries- \$369K (up \$45K), 54% of total expenses
 2. Repairs & Maintenance of Trails, Buildings/Equipment- \$144K, (up \$60K), 21% of total expenses.
 3. Fuel for Grooming and other equipment- \$39K, (down \$10K), 6% of total expenses.
- Additional comments:
 - Balance Sheet is very strong with \$1,168K in Assets
 - Total Revenue for 2019 is \$1,023K and Expenses are \$676K
 - Excess of Revenues over Expenses is \$169K, down slightly from 2018
 - Wages and salaries increase by \$45K to \$369K. This reflects a new position, Program Director for a full year and some increases in staff wages.
- Club continues to grow quickly and this is reflected in revenue increases year over year.
- Expenditure up mostly in repair/maintenance and wages. Had a number of equipment breakdowns that added to expenses. The purchase of a new groomer should reduce repair/maintenance costs.
- Revenues have increased substantially over the past 5 years and we expect that to continue as Sovereign has great ski conditions, a long season, large race events, and good partnership with Silver Star Mountain Resort.
- Will continue to monitor early season revenue and manage expenses to insure successful outcomes in future years.

4. Director of Programs (Eric De Nys)

- 2020 Nationals- expecting 800 racers. Call for volunteers. Great opportunity for SLNC to capitalize on this event as host.
- 20% growth increase across all programs except for Bunnies.
- S'Cool Ski presentation to 14 schools in the district.
- As programs grow, Club is in need of coaches and other volunteer roles.
- Marketing in the Vernon Leisure Guide.
- Update on XC and Biathlon athlete achievements both on provincial and national development teams
- Update on Masters XC and HP Programs.
- Post-Secondary HP Program started this year to allow athletes to train full time and to access the local college and UBCO. Currently 5 biathletes with new inquiries for next season. 1 FT XC athlete will be joining this month.
- Winterfit programming for athletes not into racing but would like to continue in Nordic sports

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
 - 2017 price tag \$4.2 M
 - Apparent that this is unlikely to be funded by BC Parks at that level. SLNC moved to “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.
 - Determined that this is feasible if cost-shared with BC Parks along with Fundraising initiated by SLNC
- BC Parks advised that they have 1.4 million earmarked for lodge expansion. Expectation is that SLNC will fundraise for the project.
- Park Use Permit- discussion of 20 year lease but until issues are resolved with SSMR and Band, the agreement will be written up as 5 year lease.

6. Strategic Plan Review Update (Guy Morazain)

- Continue to work on strategic plan

8. Nationals 2020 Report (Pat Pearce)

- Lots of competitions in the new season. With more competitions, will need more qualified officials.
- Nationals- March 25th to Apr 2nd. Currently at 85% of budget to cover Nationals and will continue to reach out to sponsors.

9. Recognition & Thank You

- Thank you to Jeff and Alison Basset for their efforts over the years to grow the Jess4Kids Fund to give opportunities to those that may not otherwise be able to have outdoor Nordic experiences. As Jeff and Alison takes less of an active role, SLNC will continue to oversee the program and is looking for a champion to be part of the Jess4Kids Committee.
- Greg Sadesky gives tribute to thank Peter Algra for his contribution and dedication to Biathlon and SLNC Club. His willingness to give of his time and expertise to conceive, design, build, and coach is inspiring and will leave a lasting impact at SLNC and the sport of biathlon.

7. Election of Directors (Kim Taylor)

- Elections Committee Kim Taylor, Doug Geller, Randy Savoie
- Recognition of Retiring Directors: Guy Morazain, Greg Sadesky, Mark Nichiporuk
- 4 Directors continuing for 2nd year of 2-year term
 - Lynn Algra, Pat Pearce, Brent Ree, and Brian Wills
- 5 new Directors appointed by acclimation for a 2 year term starting Oct 16th.
 - Marcus Boyle, Sandra Ecclestone, Tara Fulop Connor, Anja Lee, and Hugh Seaton
- As a result there are 9 Directors with 1 vacant position. Thank you to all returning Board members and those who have stepped up to fill vacancies

Meeting Adjourned 8:10 pm