



# Board of Directors Meeting

**Date:** March 30, 2020

**Location:** Conference Call , 7.00 pm to 8.35 pm

Name	Present	Name	Present	Name	Present	Name	Present
Lynn Algra	Yes	Sandra Ecclestone	Yes	Pat Pearce	Yes	Brian Wills	Yes
Marcus Boyle	Yes	Troy Hudson	Yes	Hugh Seaton	Yes		
Tara Fulop	Yes	Anya Lee	Yes	Cor Smit	Yes		

**1.0 Minutes March 21, 2020. Approved. CARRIED**

**2.0 Treasurers Report – Submitted**

- Total revenues to date (Feb) are \$6 K ahead of previous season at \$863 K.
- Season Pass sales are \$33 K higher than last year.
- Supercamp shows \$66 K in revenue over expenses for Sovereign.

Lodge Sales were very good by the end of Feb. Compared to the previous 2 seasons.

Lodge Sales	November	December	January	February	Totals (Nov-Feb)
2017-18	89,446	102,275	80,419	63,624	335,764
2018-19	92,314	141,105	95,776	56,542	385,737
2019-20	73,193	130,195	77,958	84,503	365,849

Expenses overall are up by \$71 K compared to last season with increases in Wages and Salaries, Repairs & Maintenance of Trails and Buildings and Fuel . Repairs and Maintenance of Equipment is down likely due to the new PB400.

Finance Committee is working on a Pricing Policy for Non-SLNC Vendors. **Anya and Lynn volunteered to work on a subcommittee to look at policy and pricing model.**

**3.0 Operations Report - Submitted**

- Operations for the season closed on March 20 due to COVID- 19.

- Nationals 2020 was cancelled, Spring Fling (May annual event) and Training sessions were also cancelled.
- Feb and March revenues were both ahead compared to last season before an early closure
- Expenses, due to closure, will reduce by about \$25 K with savings in fuel, staffing and grooming costs.
- Grooming positions for next season look positive with continuity of some current staff as well as new applicants requesting employment next season.
- Overall this season is our 2<sup>nd</sup> best season for revenue and very similar to 2018/19 season with Supercamps, season passes and programs all showing an increase in revenue.
- BC Gaming money is now been allocated for health services .

#### 4.0 Committee Reports

##### Competitions

- Both Best in Snow and Nationals 2020 cancelled due to COVID-19.

##### Parks/Lodge

- Brian is finalizing details with BC Parks Foundation. Funding will be difficult to obtain with the economic fallout from COVID-19.

#### 5.0 Committees Follow Up

#	Details	Follow-up
2.1	<u>Finance</u> . Hugh has confirmed that the second and final amount of \$ 7,725 is still in process and has not yet been received from Parks.	<b>Hugh</b>
2.3	<u>Advertising /Marketing</u> . Anya/Tara have a meeting scheduled on April 4 <sup>th</sup> .	<b>Anya</b>
2.7	<u>Parks/Lodge</u> . Brian confirmed that an agreement has been submitted and signed. The next step is to set up a Website.	<b>Brian</b>
3.4	<u>Secretary</u> . Sandra has agreed to act as the Secretary starting February 25, 2020.	

#### 6.0 New Business

**6.1 Nationals Cancellation and Refunds.** Pat/Hugh  
NordiQ Canada :

- Indicated that a postponement of Nationals 2020 was possible but they decided to grant next year's Nationals to Mount Saint-Anne.
- They were unwilling to accept our conditions of a cancellation date early next year and a Force Majeure clause.
- We would be able to bid for 2022.

Recommendations for Refunds have been developed by the Finance Committee :

- Grantors and Sponsors contributions are preserved and will not form part of the refund;
- Banquet and Trail Tickets will be refunded 100%;
- Registration fees (including Team and Individual events) will be refunded 18%;
- Combined refunds will provide between 18% and 46% depending on the combination of race fees, banquet and trail tickets with each refund and;
- The OC committee will communicate with the Grantors and Sponsors for an agreeable outcome and that SL will not lose any money due to cancellation.

**MOTION: To approve the Finance Committee calculations for the Nationals 2020 Reimbursement of Registrants Fees with refunds of 100% for both Banquet and Trail tickets and 18% for Race Fees.**

**CARRIED**

CCBC has suggested that Sovereign could host the BC Championships in February of 2021 to provide an opportunity for the club and the OC to host a large competition.

- The Competitions committee will be meeting March 31 and will discuss hosting and possible dates that would coincide with other events at Sovereign.
- If the Competitions committee agrees to host this event and can confirm a suitable date then this would be part of a Media Release combining the cancellation of the Nationals and the granting of the BC Championships.
- This would also provide a reason for grantors and sponsors to retain their financial commitment in place. It may also allow accommodation deposits for lodging to be honored by those who paid to attend Nationals 2020.

**Timeline:** (1) Competitions Committee Meeting March 31; (2) Media Release April 1; (3) Approach Grantors and Sponsors.

**MOTION: Proceed to investigate hosting the BC Championships subject to the Race Schedule dates, not holding the Sovereign Open and having a OC team in place. CARRIED**

## **6.2 COVID-19 Impacts/Operational Planning**

General discussion about the impact on our Operations:

- Program Director will be working with GM to do in depth planning prior to meeting with the Board at our next meeting on April 27. Need ways of reaching program participants and could include on-line training.
- Troy has already drafted several staffing scenarios : Full closure, Trails Open only, Social Distancing with Basic Lodge Functionality, Lean operations with Low Revenue (reduced services) and Full operations. We will also need to be very flexible and change our delivery of service very quickly depending on the health and economic constraints.
- We will serve our community and membership in the best way possible recognizing that we now have a different world. We have a strong club we need to adapt our expectations.
- We may have more demand in weak economy due to the higher relative costs of Alpine skiing.
- Adding an insurance option for Season passes could be considered (SSMR has \$25 insurance option).
- We may qualify for grants or government wage funding.

### **6.3 Parking Lot Expansion –Tabled**

Our main Parking Lot is overcrowded during club events/ races but is also inadequate during many regular weekend and week days.

We should investigate the Costs to expand the lower Parking Lot towards the Race office and the Tobogganing area. Despite the expected economic downturn, this ties in with the site plans for a new lodge.

**The Next Scheduled Board Meeting is on April 27, 2020**