

Sovereign Lake Nordic Club Board Meeting

Tuesday May 25, 2021

7:00 to 9:00 p.m.

via Go-To-Meeting

Agenda

Name	Present	Name	Present	Name	Present
Sandra Ecclestone	Yes	Troy Hudson	Yes	Jeff Ward	Yes
Cyndy Flores	Yes	Rob Oxenham	Yes	Bill Miller	Yes
Tara Fulop	Yes	Hugh Seaton	Yes		

Item	Purpose	Lead
1. New Business	Identify New Agenda Items	Jeff
2. Approval of Agenda	Approval	Jeff
3. Minutes of April 27, 2021 Meeting (attached)	Approval	Cynthia
4. General Manager's Report	Information	Troy
5. Treasurer's Report	Information	Hugh
6. Year End Financial Motions	Discussion/Decision	Hugh
7. Draft 2021/2022 Operations Budget	Discussion	Hugh/Troy
8. Pricing Structure	Discussion/Decision	Hugh/Troy
9. Proposed Discontinuation of Dual Area Upgrade Pass	Discussion/Decision	Hugh/Troy
10. Setting Date for 2021 AGM	Discussion/Decision	Jeff
11. Terms of Reference for Committees	Review/Decision	Jeff
12. In Camera	Move to IC	Jeff

Call to Order: 7:01

1. New Business –
 - a. Pat Pearce board resignation March 30, 2021
 - b. Cor Smit board resignation May 12, 2021
2. Approval of Agenda Approved
3. Approval of Minutes Approved

4. General Manager's Report – See written report
 - a. SuperCamp registration already coming in
 - b. First Programs committee meeting scheduled for June
 - c. No applicants for Master's HP coach
 - i. In discussion how Master's HP program will be structured
 - d. Programs Admin position interviews will be next week – 2 applicants
 - e. New positions filled
 - i. SDP Lead– Andrew Casey
 - ii. Biathlon coach - Chris
5. Treasurer's Report – See written report
 - a. Balance Sheet is showing better than last year
 - b. On track with the 75% COVID budgeting
 - c. Combination of season pass and day tickets on par with last season
 - d. R&M \$180K less than last year
 - e. Projection for the end of season - \$160-\$170 net profit
6. Year end financial motions

Motion: To transfer \$100,000 from 2020-21 year-end operating profit into the SLNC Capital Fund.
Approved

Motion: To approve up to \$20,200 for 2021-22 capital expenditures consisting of \$3,000 for WiFi to the Biathlon building and \$17,200 for parking lot lighting upgrades
Approved

Motion: To allocate \$10,000 of our Capital Fund as seed money for the New Lodge Project
Approved

Motion: To retain Romei Plummer LLP to prepare 2020-21 year end notice to reader financial statements

Approved

7. Draft 2021/2022 Operations Budget
 - a. Budget preparations often begins in January each year
 - b. With return to normal after COVID we do expect increased Day Ticket sales due to early snow conditions and competitions
 - c. Realistically we expect to keep 60% - 70% of last years season ticket sales
 - d. Conservative approach for season ticket sales
 - e. Will be adding S'Kool back in = \$20K in revenue
 - f. Events will be returning
 - g. SuperCamps returning and tracking 9% higher than 2 years ago and may be a good indicator of people traveling
 - h. Will be returning to more marketing
 - i. There will be some website upgrades to accommodate Entebeni
 - j. Programs/Competition is a balanced separate budget
 - k. Health & Safety – installing safety system for roof shoveling

- i. Investing in a new AED if unable to get through a grant
 - ii. Replacing some railing, stairs and lighting
 - l. \$10K extra moved to equipment R&M
 - m. Trail R&M: Will be doing some light replacements, cable and lighting on the trail and culvert repair of Lars Taylor and mowing contract
- 8. Pricing structure
 - a. Increased Adult and Senior pass rates by 1%
 - b. Across the board there is a 3% - 7% increase in prices. Some of ticket prices have been frozen for 2+ years
 - c. New: Super Senior rate (81+ years)
 - i. About half of Senior rate
 - ii. Super early bird pricing
 - d. All registration will go through Entebeni (Programs and Season tickets)
 - e. Will revisit punch pass process in the future
- 9. Proposed Discontinuation of Dual Area Upgrade Pass
 - a. Was cancelled for COVID season due to parking issues
 - b. Our service delivered is superior and does not need to be discounted
 - c. Can still do a \$12 daily upgrade available for SilverStar pass holders
 - d. There are other benefits we can offer for SilverStar pass holders
 - e. SilverStar will have reciprocal day pass upgrades

Motion: Approves the pricing structure as presented in the v4 March 17 2021 budget which includes the discontinuation of the Dual Area Upgrade Pass **Approved**

- 10. Setting Date for 2021 AGM
 - a. There was discussion to move the AGM to late September allowing the new BOD to meet before ski season starts. Typically it is mid Oct (moved last year due to BC election). Should we consider having it coincide with the ski swab, Oct. 2nd. Could do many "events" during this time, like demo's, have coaches and Programs people out, etc. Some feedback from members in the past, specifically from parents they didn't want a Sept meeting as it is too busy of time and they do not want the meeting during that time.

Action: Executive Committee will discuss sending a survey to the members for feedback

- 11. Terms of Reference for Committees

Motion: The BOD approve Competitions, Volunteers, HR, finance, programs TORs **Approved**

- 12. In Camera

Meeting Adjourned at: 9:25pm