

SLNC Board of Directors Meeting

February 26, 2025

Attendees: C. Flores, D. Embleton, A. Klein, T. Klascha, D. Dennier, T. Connor, B. Miller, L. Bot, W. Shannon

Absent: L. Lennie

Meeting called to order at 6:31pm

- **Approval of January Minutes:** Cyndy discussed the approval of the January meeting minutes, noting minor corrections and housekeeping edits. The minutes were approved without objections.
- **AGM Minutes Correction:** Cyndy and Dave discussed a correction to the AGM minutes regarding the competitions committee's achievements. The corrected version will be posted by Wendy.
- **Possible Board Member Introduction:** Cyndy introduced Carolyn, who expressed her interest in joining the board. Carolyn shared her background and passion for supporting the club.
- **Board Member Appointment:** The board discussed and approved the appointment of Carolyn O'Connor as a board member, with her term ending at the 2026 AGM.
 - **Follow-up:** Cyndy will send Carolyn a message to confirm her appointment and arrange for her to meet with other board members to discuss their areas and responsibilities.
- **Finance Committee Report:** Alex presented the Finance Committee report, highlighting the operating surplus, day ticket sales, and the full-year financial forecast. He also discussed cash flow and capital investments.
 - **Operating Surplus:** Alex reported an operating surplus of \$235,000 for the first eight months of the fiscal year, which is \$78,000 above budget and \$126,000 above last year's results. Day ticket sales were a significant contributor, being \$50,000 above budget and 36% higher than last year.
 - **Full-Year Forecast:** The full-year financial forecast projects an operating surplus of just under \$49,000, driven by robust day ticket sales and well-managed operating expenses. Alex emphasized the importance of meeting or exceeding revenue targets and keeping expenses below budget to achieve this projection.
 - **Cash Flow:** Alex discussed the cash flow, noting that the club started the year with \$550,000 and now has \$1.2 million in the bank, with \$700,000 of that being restricted cash. He highlighted the importance of managing cash flow carefully, as operating expenses will exceed revenues in the next four months.
 - **Capital Investments:** The club spent \$87,000 on capital investments this year, with \$20,000 allocated to Lodge renewal and \$66,000 on various other items. Alex noted

that the spending is on track with the budget, thanks to grants received for rental equipment purchases.

- **Programs Budget and Strategy Plan:** Cyndy and the Governance Committee discussed the need for a strategic recruiting plan and a balanced budget for programs. Wendy provided insights into the coach-to-athlete ratio and the challenges faced by programs.
 - **Strategic Plan:** Cyndy emphasized the need for a strategic recruiting plan and a balanced budget for programs, highlighting the financial challenges and the importance of ensuring the club's long-term sustainability.
 - **Coach-to-Athlete Ratio:** Wendy provided insights into the appropriate coach-to-athlete ratios for various programs, noting that the goal is to have a maximum of 88 athletes across different programs, with a focus on maintaining quality coaching and volunteer support.
 - **Recruiting Plan:** The board requested a three-year recruiting plan that includes the necessary infrastructure to support the growth of athlete numbers, ensuring that the club can meet its financial and operational goals.
 - **Budget Goals:** The board set a target for programs to achieve at least a break-even budget for the 2025-2026 season, with realistic registration numbers and no reliance on notional contributions from season pass sales.
- **Head Biathlon Coach's Achievement:** Wendy announced that Eric Schryer, the head biathlon coach, is coaching with Biathlon Canada at the Youth World Junior's Biathlon in Sweden, along with three of their athletes.
- **Academy Recruiting Night:** Wendy shared the success of the Academy recruiting night, which attracted new interested families and potential new athletes for the Academy programs.
 - **Recruiting Event:** The Academy recruiting night, attended by Glen Stevens and Darren, successfully attracted new families and potential athletes, with at least three new confirmations for the Academy programs.
 - **Family Engagement:** Wendy highlighted the engagement of a family with nine children, several of whom are now interested in joining the club's programs, demonstrating the event's effectiveness in recruiting new members.
- **Volunteer Appreciation Night:** Wendy reminded the board about the upcoming volunteer appreciation night and encouraged attendance.
- **Membership Survey Timing:** The board agreed to send out the membership survey by mid-March, with the programs survey following in early April.
- **Next Board Meeting:** The board discussed the possibility of having an in-person meeting for the next board meeting.

Meeting adjourned at 8:24pm

