

LONDON CURLING CLUB

BOARD OF DIRECTORS MEETING MINUTES

COMMITTEE:	Board of Directors	MEETING DATE:	December 13, 2022
COMMITTEE CHAIR:	Steve Hobbs	TIME/LOCATION:	7:00 via Zoom
ATTENDEES:	Steve Hobbs Gary Peters, Kevin MacDonald Jeanette Walker Fay Weiler Stacey Farley, Lisa Flesher Tony Francolini Melissa Neeb, Bruce Thom, Mark Flynn, Head Ice Tech.	REGRETS: Richard Rodgers Greg Lewis, Manager	

Item	Summary	Action
1.0 Call To Order	Steve called the meeting to order at 7:05.	
2.0 Agenda	Motion to accept the Agenda as circulated; moved Kevin; 2 nd Melissa; Carried	
3.0 Minutes October 11th meeting	Correction: Attendees – Stacey Farley was in attendance– Motion to accept minutes as corrected : Fay, 2 nd Jeanette Carried	
4.0 Reports 4.a) President Steve Hobbs	4.a.i Re the mural on the outside wall, this will be a spring project. Steve will seek suggestions from the membership re its content. 4.a.ii Re expenses – purchase of a freezer table is possible. Greg will seek more info.	Steve Greg
4.b) Vice President Gary Peters	4.a.iii Michael Bryson, communications Director, for personal reasons, has submitted his resignation from the Board. Board members were asked to give to Steve names they might have as recommended replacement. 4.b.i Re the 175yr bonspiel – It will be on Sat.Feb.11 th . Gary has begun to form the organizing committee. They will meet in the next couple of weeks. He will submit it for the Ontario curling website.	Gary
4.c) Manager Greg Lewis	<ul style="list-style-type: none"> • The Junior Champion banner is being framed along with a photo of the team to go with it. This will hopefully be hung upstairs by Christmas. The total cost is going to be around \$550 (Black Friday framing discounts at Michaels saved over \$400) • I've gone ahead and increased the price that we charge for an engraved handle from \$100 to \$150 including tax. Our last handle cost \$74.00 plus tax = \$83.63 • We were offered a reduced price from Anderson so we are able to sell their cans of beer at a lower price while still making the same profit. The price for Anderson cans was reduced to \$5.75 from \$6.25. It is also hoped that this will increase sales of Anderson, one of our sponsors. • I've hired another bartender, Megan Robb. • We have a possible Sunday Rental starting in January. Forest City Sports and Social Club rents ice from us twice each year. They also run a mixed league at the Highland. 	

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<p>Promotion</p>	<p>They feel there is enough interest to run another league here. I've offered them 4 sheets from 2:30 to 5:30 in order to hold 2 6-end draws with 16 teams maximum. They have registration open now and will let me know the results after the holidays. They may not require all sheets or both draws.</p> <ul style="list-style-type: none"> A new City-wide Promotions Committee has been formed with members from both LCC and HCCC. The first meeting took place on Sunday, Dec. 11. The objective is to "promote curling in London and raise awareness of our two organizations and the programs that we offer". Specific goals will be to bring new curlers to the sport, increase membership and make London residents, and City Council, aware of our organizations, history, programs and concerns. <p>Short term plans will take advantage of the Brier coming to London, brainstorming ideas that can take place before, during and after the Brier. It was also noted that we need some way to reconnect with interested people again in September when we want them to sign up.</p> <p>The committee has asked that each club consider approving an initial budget of \$2000 that could be used for creation of marketing materials (video, printed etc.) and implementation of strategic ideas.</p> <p>The LCC representatives are Cheryl McMurray, Brenda Rouse and Dan Neeb. I may attend as well.</p> <p>Re. Promotion- Tony recommended that we should take advantage of the Brier being in London by running a spiel at that time or offer a curling opportunity for newer curlers and request that the Brier organizers advertise it.</p> <p>Mark suggested that we give an information promotional handout to the school curlers to take to their parents. Kevin will pursue this.</p>	<p>Kevin</p>																																
<p>4.d Head Ice technician Mark Flynn</p>	<p>Mark indicated that ice conditions are good. There was a concern presented by Lisa about there being too much delay in starting the games, curlers are taking too much time to begin and that there should be a way to move it along. The clock could be used to assure there is 2 hours for the game and still stay within the time schedule.</p>																																	
<p>4.e Treasurer Jeanette Walker</p>	<p style="text-align: center;">London Curling Club Treasurer's Report December 13th, 2022</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%;">Operating Bank Balance November 30 2022</td> <td style="width: 5%; text-align: center;">-</td> <td style="width: 10%;"></td> <td style="width: 25%; text-align: right;">\$ 403,571.64</td> </tr> <tr> <td>Capital Savings Balance November 30 2022</td> <td style="text-align: center;">-</td> <td></td> <td style="text-align: right;">\$ 11,207.61</td> </tr> <tr> <td>Term Deposits Balance November 30 2022</td> <td style="text-align: center;">-</td> <td></td> <td></td> </tr> <tr> <td style="padding-left: 40px;">Operating acct GIC (Jan 20/23)</td> <td></td> <td></td> <td style="text-align: right;">\$ 154,334.57</td> </tr> <tr> <td style="padding-left: 40px;">Capital Savings GIC (Jan 27/23)</td> <td></td> <td></td> <td style="text-align: right;">\$ <u>385,381.81</u></td> </tr> <tr> <td></td> <td></td> <td style="text-align: right;">Total</td> <td style="text-align: right;">\$</td> </tr> <tr> <td></td> <td></td> <td></td> <td style="text-align: right;"><u>954,495.63</u></td> </tr> <tr> <td>CEBA loan – \$40K due December 31st, 2023</td> <td></td> <td></td> <td style="text-align: right;">\$ 60,000.00</td> </tr> </table> <p>(Note: balance as of April 30th, 2022 - \$840,027.85)</p> <p><u>Comments:</u> N/A</p>	Operating Bank Balance November 30 2022	-		\$ 403,571.64	Capital Savings Balance November 30 2022	-		\$ 11,207.61	Term Deposits Balance November 30 2022	-			Operating acct GIC (Jan 20/23)			\$ 154,334.57	Capital Savings GIC (Jan 27/23)			\$ <u>385,381.81</u>			Total	\$				<u>954,495.63</u>	CEBA loan – \$40K due December 31 st , 2023			\$ 60,000.00	
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<u>4. DIRECTORS' REPORTS</u>																				
4.f Communication, Promotion Michael Bryson	No report. Michael has resigned																			
4.i Leagues Bruce Thom	No report																			
4.k OCA Tony Francolini	<p data-bbox="511 1129 787 1161">Junior Program Notes</p> <p data-bbox="511 1161 836 1192">Tony Francolini Dec 13, 2022</p> <p data-bbox="885 1192 1096 1224" style="text-align: center;">Oct & Nov Jitneys</p> <p data-bbox="511 1224 1453 1276">We had curlers come from four clubs to our Jitneys. They were of various skills set. Their coaches also attended.</p> <p data-bbox="511 1276 844 1308">We ran drills and 6-end games.</p> <p data-bbox="511 1308 722 1339">They were fed well.</p> <p data-bbox="511 1339 1461 1413">By all accounts everyone felt they were a great experience. Visiting curlers and coaches liked sharing alternate opinions about what to look for and work on with junior curlers. Our curlers loved seeing other curlers; a few player exchanged emails for future events.</p> <p data-bbox="511 1413 1218 1444">The Jitneys also interested our curlers to enter upcoming funspiels.</p> <p data-bbox="820 1465 1161 1497" style="text-align: center;">Registrations for U15 2nd Half</p> <p data-bbox="511 1497 1404 1549">Greg has been asked to confirm how existing curlers can add the registration for the second half of the season to their profile.</p> <p data-bbox="771 1581 1201 1623" style="text-align: center;">Email Authorizations</p> <p data-bbox="511 1623 1469 1686">I believe convenors should be able to send emails through the system. At present I cannot send emails to their junior except for offline.</p> <p data-bbox="641 1738 1339 1780" style="text-align: center;">OCC Junior Development Seminar</p> <p data-bbox="511 1780 1429 1864">On Wed Dec 14, Ontario Curling Council is hosting a seminar on how to boost junior curling. LCC is one of three clubs that have been given a few minutes to talk about our approach before the group enters into a general discussion. My talk will focus on</p> <ul data-bbox="560 1864 1453 1959" style="list-style-type: none"> • identifying the different types of junior programs – U12/U15/U18 developmental, U18 competitive, U21 competitive, elementary school LTC, high school leagues, and juniors in leagues 																			

Item	Summary	Action
	<ul style="list-style-type: none"> detailing how the resources required of each are not necessarily complimentary identifying that each program has diverse benefits – and not all aimed at increasing curling membership. <p style="text-align: center;">As always ... thanks to our volunteers</p>	
4.h Property Maintenance Kevin MacDonald	<p>Director of Maintenance Report</p> <ul style="list-style-type: none"> Did general repairs around the club. Replaced the filters on the roof furnace. Went through the Essential Services Manual for information to use in the development of an equipment maintenance schedule and projection of future capital replacement costs. In progress. The roof furnace has not been serviced in over two years. New Health and Safety regulations prevent service people from going up over 13 feet without a fixed ladder system attached to the building. I have received quotes from two contactors so far. Orzeck Heating and Cooling presented a quote that meets current building code requirements. This includes a roof hatch, ladders, and Roofguard railings. The quote was \$25,637.44. FWC Welding Ltd. quoted the two exterior fixed ladders a) fixed cage walk through ladders @ \$10,729.35 and b) ladders without the cage at \$8,011.70. I will pursue further quotes. 	
4.j Member Services Richard Rodgers	No report.	
4.i Skills & Development Melissa Neeb	<p>Our first Brooms and Brews event to run this year was held on Saturday, December 3. There were 40 participants and 12 volunteer instructors. It was a fun night with a few participants looking to either join our Learn to Curl Program or bring more friends out to another one of our events. Feedback from participants was very positive towards our instructors and the set up of the event. I would like to personally thank all our volunteers that help make the event such a success.</p> <p>The next Brooms and Brews event is on Saturday, January 14. I will work with Greg to get registration up very shortly as there are people looking to register.</p>	
4.g sponsorship/Advertising Lisa Flesher	No report	
5.8 Member at Large Stacey Farley	No report	
Acceptance of reports	At next meeting	Steve
6.0 NEXT MEETING		
	The next Board meeting will be Tues. February 21 - at 7:00 p.m. via Zoom.	
7.0 ADJOURNMENT		
	Motion to adjourn – Lisa ; 2 nd Melissa, Carried	
Appendix		

<u>Revenue</u>	<u>Nov 2022</u>	<u>Nov 2021</u>	<u>Change</u>	<u>YR BUDGET</u>	<u>2021/2022</u>	<u>BUDGET ET</u>	<u>Change</u>
Membership Dues	236,285	226,040	5	230,962	234,617	217,648	1
Capital Fees & Fundraising	23,595	21,771	8	20,625	24,543	18,500	-4
OCA/OLCA Dues	7,956	8,491	-6	7,470	8,527	7,380	1

Item	Summary							Action
Bar Sales	29,863	19,806	51	71,970	59,455	75,000	-50	
Pro Shop Sales	8,458	6,858	23	14,394	12,456	20,000	-32	
			#DIV/0				#DIV/0	
Bonspiels	5,032		!	15,000		0	!	
Club Events+Ladies section	840	1,205	-30	2,000	3,944	500	-79	
Ice Rental	3,576	5,344	-33	12,000	7,514	10,000	-52	
Advertising Income	8,240	4,530	82	8,500	8,040	8,000	2	
Locker Rental	7,075	6,775	4	5,938	6,800	5,875	4	
Interest Earned		20	-100	9,900	1,621	2,000	-100	
Government Grants - CEWS	8,975	53,729	-83	28,000	110,991	60,000	-92	
Donations		225	-100	1,500	3,358	0	-100	
Misc.Income	129	944	-86	600	500	600	-74	
50/50 Revenue (Net)		-120	-100	2,000	1,986	5,000	-100	
						430,50		
Total	340,024	355,618	-4	430,858	484,352	3	-30	
Expenses								
Utilities	11,872	9,590	24	47,172	42,884	50,000	-72	
General Supplies	1,138	983	16	2,500	2,269	7,200	-50	
Ice Maintenance & Repairs	8,557	11,396	-25	15,000	10,889	21,800	-21	
Maintenance & Repairs (Non-Ice)	7,842	14,951	-48	20,000	16,879	20,000	-54	
Ice Tech/Cleaning Wages	41,686	41,349	1	82,356	81,866	81,174	-49	
Housekeeping Wages	2,868	2,131	35	8,046	7,709	6,750	-63	
Office Wages	32,354	33,265	-3	59,967	56,609	59,275	-43	
Wages & Payroll Expenses-Other	5,686	5,389	6	11,600	11,639	11,600	-51	
Workplace Safety Insurance	1,193	1,185	1	2,800	2,383	2,800	-50	
Bar Wages	6,137	5,541	11	18,981	19,322	30,600	-68	
Bar Other Purchases	3,612	3,002	20	9,000	11,195	6,900	-68	
Bar Equipment & Supplies		391	-100	2,500	495	1,000	-100	
Bar Liq. & Beer Purchased	12,228	7,119	72	25,189	16,473	35,000	-26	
Pro Shop Purchases	6,877	4,653	48	10,076	8,600	20,000	-20	
			#DIV/0				#DIV/0	
Member Services/Communications			!	2,000	0	2,000	!	
			#DIV/0				#DIV/0	
Promotions Expense	787		!	0		0	!	
Advertising Expense	594	676	-12	3,500	1,016	500	-42	
			#DIV/0				#DIV/0	
Bonspiels Expenses	2,239		!	15,000		0	!	
Club Events+ junior+ladies+little rocks	1,795		!	2,000	3,053	500	-41	
			#DIV/0				#DIV/0	
OCA/OLCA Remittances	275		!	7,470	7,140	7,380	-96	
			#DIV/0				#DIV/0	
Covid Expenses			!	0		0	!	
Telephone & Internet	928	822	13	2,000	1,641	2,000	-43	
Office Expenses	2,127	2,191	-3	8,000	3,926	8,000	-46	
Bank Charges & C/C Fees	343	6,980	-95	11,600	9,145	11,600	-96	
Insurance	13,820	13,080	6	25,800	19,978	16,900	-31	
			#DIV/0				#DIV/0	
Depreciation			!	34,000	34,208	31,000	-100	
Property Taxes	8,070	7,929	2	13,700	13,380	13,300	-40	
			#DIV/0				#DIV/0	
Skills and development			!	1,000		0	!	
Misc Expenses	7,934	2,209	259	2,000	818	2,000	870	
Professional & Consul Fees	12,750	13,335	-4	16,000	14,335	12,000	-11	

Item	Summary							Action
Capital Expenses		#DIV/0 !		0		0	#DIV/0 !	
Income Tax Expense		#DIV/0 !		3,950		0	#DIV/0 !	
<u>Total Expense</u>	193,710	188,166	3	463,208	397,853	461,279	-51	
<u>Net Profit</u>	146,315	167,452	-13	-32,349	86,500	30,776	69	