

**Call to Order:** Tom Cook call the meeting to order at 6:05 pm.

**Conflicts of Interest:** None

**New Business:** No items to add to the agenda.

**Motion:** *To approve the minutes of the 2018 Annual General Meeting.*

*Moved by: Dave Minden*

*Seconded by: Jennifer Upton*

*Passed*

A moment of silence was observed to remember past club member, Mary Vossbotn, who passed away this year.

Tom present the highlights from the past season:

- Unexpected rental revenue from a TV series being filmed in North Bay.
- The progression of the development team.
- It was our second year hosting the Ontario Youth Championship.
- The completion of the deck.
- Incredible weather and snow allowed for a great season of skiing.
- Hosted NOSSA

The Volunteer of the Year, also known as the "Busy Beaver Award", was awarded to Jennifer Upton and Otto Bedard. For the past two seasons, Jennifer had helped recruit and coordinate the Ontario Youth Championship volunteers. Otto has been an ambassador with our Annual Fun Day and the Wednesday night ski group.

The following board reports were presented:

### **Trails**

Andrew Rees was very happy with the past season and the condition of the trails. He acknowledged the brushing and grooming crews. Andrew is very happy with the volunteer contribution to the club. A special mention was made to Kelly O'Grady and Bruce McIvor who volunteered their time to repair the pisten bully.

For our races, we had good conditions on the trails.

This year, we deferred some of the bridge work as we were waiting on permit approval. This year, Andrew is not anticipating any problems with permits. The crossover trail is being reviewed by Ontario Parks. By the end of this summer, the hope is to complete the work on the main bridge. In addition, the stadium/instruction area will see improvements along with some work to the parking area. (The city is doing work close to the clubhouse so we have applied to be a dump site.) Andrew hopes to have more Trail Committee meetings to make future plans for the trail system.

For future plans, the Board has discussed when to replace the groomer - two to five years. The Board plans to search for grant money such as Trillium to replace the pisten bully.

### **Adopt a Trail**

We have a great group of club supporters for this program. Our equipment inventory to maintain the trails is improving. For next year, the red trail will have three sections instead of two.

*Comment: It was suggested that all trail brushers remove the small saplings as they overhang on the trails when there is heavy snow.*

### **Programs**

It was a great year for Jack/Bunny Rabbit program. The hiring a new program coordinator helped improving the program and in return, positive feedback was received from the parents via a year-end survey. The program is capped at about 100 participants with a ratio of less than 10 skiers per coach. .

Mike Ward who is the Jack/Bunny Rabbit program coordinator, had a staff training day before the start of the program. With little information from past years, Mike acknowledge that many people assisted with getting the program going. Through Mike's year-end survey, one of the common comments was the start date of the program. The new Board will need to discuss.

The junior ski team continues to grow. It was identified that there was a gap between the junior program and the development team so the age limit was lower. This has helped to grow the program. We are always looking for additional coaches to help with the junior development team.

*Question: Do we have a junior development team? The team and the program has evolved over the past few years. There were a few different teams, but there was a decision to combined the teams. Skiers as young as nine are now allowed to race so having a young age limit makes sense. Our junior development team is young with the age of the skiers being between nine to 13. There are no racers competing at O-Cup events.*

Mike and Otto will take over the Wednesday night adult program. It is about developing your skills along with a social aspect. The goal is to find a place for everyone.

### **Races**

The club held four races: Chocolate Races which is a fun event, Blue Sky Loppet which had good attendance, Ontario Youth Championships (OYC) and a low key O-Cup which had 40 to 50 skiers. Once again, the OYC had good registration numbers and the committee receive positive feedback.

For the upcoming year, the Chocolate Races and Blue Sky Loppet will be combined to help reduce volunteer time commitment and the amount of time trails are not available to the membership. Also, the club will host the Ontario Masters in late February.

Andrew acknowledged our staff person Tracy for her help during NOSSA.

### **Snowshoe**

The income from snowshoe passes/rental in good and growing. It was a very successful season. Some bridges and signs were replaced. Due to snow conditions, outer trails were not maintained but still open for use.

### **Building and Property**

This year, new cabinets were installed in the kitchen, and replaced doors in the wax hut and downstairs. A new cash register was purchased. We have serious water issues, and we are exploring solutions. The water issue will be a priority for the new Board as a solution is necessary.

For our staff, Heather is retiring, and Tracey is leaving as she found a new job. The new Board will need to post the position.

*Question: It was asked if the Board thought about using natural gas or another heating source. If natural gas comes to this area, it will be considered.*

### **Membership**

This past season, our membership grew to 719. This last time our membership was over 700 was 2012.

In the past few years, there have been issues with collecting membership fees from certain members. For next year, the only accepted method of payment for memberships will be credit card through Zone 4. The Board is looking into allowing a "one day cash only" payment for membership. This year, it took to March to collect all payments.

### **Social**

For the past few seasons, Mike Johnson has held the position and brought new ideas. This season's Open House was well attended along with the snowshoe/hot dog event. Unfortunately, the night ski events have not done well. The annual end of the season fun day was well attended. We are looking for a new volunteer to take on this role.

### **Financial Report**

Overall, it was a great year with a good cash balance leaving the organization in a solid financial position. The trails were open from the last week of November to mid-April. We lost six to seven days due to weather, and "School Bus Cancellations" caused a loss of 14 days for school programs.

The total revenue was \$178,614 which was due to the increase in membership along with success of OYC. Also, the O-Cup race in April has generated revenue for the club. Our snack bar revenue does well when we host races and during the school program.

The expenses were \$140, 219. The hydro costs were lower, however, there were unexpected building and pisten bully repairs along with higher fuel costs due to the length of the season. We experienced some water/filtration issues. It is known that some culverts will need to be replaced, and the Board took advantage of an opportunity to purchase culverts at about a 50% discount. There was assistance offered to skiers to help with race registration fees.

In the end, the net profit was \$38,395. It is important to note that some of the major projects did not occur because of waiting for permit approval.

On the balance sheet, there is deferred revenue which is to build a ramp to make the clubhouse more accessible.

*Question: Is cash earning interest? At this time, we are budgeting for bridges and we are uncertain about the costs to solve our water issue. So there is no plan to invest.*

**Motion:** *To accept the 2018-2019 financial statements.*

*Moved by: Kelly O'Grady*

*Seconded by: Michele Chartrand*

*Passed*

Gary Jodouin presented the budget for 2019-2020. The main highlights are:

- A 2% increase in membership fees, but no increase to program fees.
- Local races budget was reduced as we are not hosting the OYC. The same applies to race expenses.
- The purchase of 150 bibs. A sponsor has agreed to cover 50% of the costs. This will add to the bib inventory.
- Projecting status quo for the school program. (Bus fees are affecting the number of schools participating in the program.)
- We are selling signage space at trail junctions.
- The club will provide financial assistance in the training of leaders for the Jack Rabbit program which allows for properly qualified leaders.
- There are plans for a veranda over the basement door, and the installation of low flush toilets to assist with water/septic issues.
- Purchase of wood splitter and Fischer skis and boots to replace ski rental fleet.
- Require a new refrigerator for kitchen.
- Replacement of a few lights on the trails.
- The Board needs to develop a plan to address our water issue before we can present a budget figure. This is a priority.
- Projected trail work includes improvements to field/stadium, main bridge replacement and yellow bridge work pending permit approval.
- Trying to replace one brusher per year.
- Making an annual contribution to the trail maintenance equipment fund.
- Projecting a net loss of \$37,810 but utilizing building and trail maintenance funds.

**Motion:** *To approve the 2019-2020 budget as presented.*

*Moved by: Brian Wall*

*Seconded by: Mike Ward*

*Passed*

### **Nomination Committee**

At this time, we are searching for Social and Building/Property Director. Jennifer Upton and Otto Bedard agreed to take on the role of Social Director. The slate of nominees are as follows:

Jennifer Upton/Otto Bedard

Mike McDonough

Michelle Ross

Andrew Rees

Rod Sinclair

Gary Jodouin

Mark Thomas

Tom Cook

**Motion:** *To approve the slate of nominations as presented.*

*Moved by: Dave Minden*

*Seconded by: David Weiskopf*

*Passed*

**Discussion:**

- There is an existing Grooming Policy. The priority of trails is Yellow, Gold, Purple, Blue X, Green, Red, Blue then Brown. On very cold days, the inner Blue and Brown may get dropped. The reason for the order is the Purple Trail is well used followed by Blue x, Green and Red. There have been questions about the reason for two tracks on the Brown Trail. This allows there to be one trail were classic skiers could ski side by side. Better communication with the groomers has helped. The groomers try to accommodate the Wednesday night group, but the groomers need to know what trails are being skied so that they can work around the group's plan.
- All the sponsors signs are past due, and Tom will work to sell sponsorship signage near the clubhouse and throughout the trails.
- Larry Tougas, North Bay Sports Tourism Coordinator joined the meeting. He indicated that North Bay hotels have been charging a fee to fund capital projects for groups. When organizations host events in North Bay, there is an economic impact on the city businesses. Larry Tougas explained how organizations will be able to that the access the funding. The Board will need a business plan showing our accomplishments and our future plans to generate an economic impact on the city. Starting January 2020, funds will be made available to groups.

***Motion:*** *To adjourn the meeting.*

*Moved by: John Wipprecht*

*Seconded by: Dave Minden*