
ANNUAL GENERAL MEETING MINUTES

Monday, October 19, 2015, 7pm

Lost Lake Passive Haus, Whistler, BC

1. Welcome (Call to Order) 7:17 PM

2. Motion to adopt the Agenda

Motioned by: Margot. Seconded by: Dave Kirk

3. Motion to approve the Minutes of the September 19, 2014 AGM

Motioned by: Cheryl Morningstar. Seconded by: Valerie Sicotte

4. Directors' Reports:

Brent Murdoch, President:

Thanks to everyone for coming out and the Executive for their support this past year. A special thank you to all the volunteers, coaches, officials, parents, and hot chocolate makers. The club really, really appreciates your support.... And a special thank you to our trusted clutch administrator Suki.

Tonight we will look back at our successes, review some of the struggles and update you on some new initiatives and objectives for this next year.

Over the last 5 years club membership has fluctuated. Programs boomed in numbers straight after the Olympics but seemed to have now settled. Our numbers within the club are down despite growth in the sport based on pass sales despite rather poor snow conditions over the last two years. The executive has been keenly aware of the shift and has made a conscious effort to adapt and adjust where we see appropriate to cut costs, with no net loss of programs, events and activities.

Whistler Nordics activities are broad based, spanning Youth Skill Development to Masters. The track attack and development race team continued to participate in local, regional and provincial races.

Big events in the Calendar last year:

- **The Chili social**, is the first event in the season and always a good chance to reconnect with club skiers. Thank you to Nina and Sarah for their early season efforts.
- **Ski Swap**, Craig M continues to lead the drive on this and deserves much thanks. The 2014 swap was jointly held with the S2SN. This allowed us an opportunity to see how other clubs run their swaps and helped crystalize what we needed to do going forward. We hosted this year's swap last weekend during the Turkey Sale and had some really good results, with many new visitors attending from Vancouver. We tend to get more buyers than equipment, so keep that in mind for next time. Thanks to all who helped at this fundraiser – not only do we raise money but it does provide a service to the Nordic community.

Jeanette Callahan Q: Will local stores who are holding downhill sales have similar staffing issues next year? Yes, possibly. We'd like to add more equipment by having city vendors

attend.

Susan Brown Q: Contact lower mainland shops to let them know how great the swap was, both now and at end of the ski season to keep the SWAP as a sales source on their radars.

- **Coast Cup** Was actually held Feb. 14, despite the utter lack of snow. We still had close to 200 racers participating. Not only does this event raise money for our club, but it allows both our youth and masters to try their hat at racing. We need to stress that Coast Cups are geared toward the recreational skier and are a great way at introducing our kids and masters to a life-long sport. I would again like to thank those that helped make this event happen. (Dave, Theresa, Margot, Cros, Gwendolyn, Tony, Andrea, Valerie, Rene, Suki, Martin and WOP staff).
- **Toonie races** came back with a solid level of support. It was encouraging to see the support from the restaurants, suppliers and skiers this last year. Look for us to continue with that program again this coming year. Suki took on all of the organizing of these events, but they have traditionally been run by volunteers. It would be great to find someone that had an interest in helping with Toonies??
- **Spring Creek Bread** event was vital to the club and particularly helpful to our fundraiser efforts. Thanks to Creek Bread, Scotia Bank, Kimiko, Sarah, Nina and all those that contributed gifts and services to us.
- **Payak** Sadly, the Payak race was cancelled due to lack of snow. BC Championships comes after Payak this spring.
- **Ironman** Club did miss out on this opportunity this summer and we are looking for someone who would be interested in leading the charge next summer as it is a good source of cash and can be lots of fun!

Whistler Nordics joined with WOP and other Sea to Sky Clubs this past year in an effort to consolidate some of our resources given our sharing of the WOP facilities and smallish club size. This allowed for better efficiencies in programming and coaching. While it wasn't perfect, it was a good start. We've learned a lot about the coaches' and athletes' needs. We are continuing to work with the local clubs and particularly with WOP management to align the club's needs with the long term goals of WOP, and athlete / coach development.

The club offered programs from Bunnies through to Masters at both at Lost Lake and Whistler Olympic Park (WOP) last year. Wednesday nights at WOP saw social activities and an expanded range of programs in collaboration with the local shops, clubs and WOP itself. We expect this to continue next year.

The club did not have a formal Head Coach last year as the number of racers was smaller and it was not quite in the budget. Simon Robert was engaged through WOP and was terrific at overseeing most of our programs. He will be missed this year. Camile Cheskey, Martin Schrama and particularly Etienne Letondeur have been coaching many of the older athletes since mid-summer and we have been very pleased with what they have been able to achieve.

Next year's roster, events and activities will remain very much in the same vein. The Club hopes to increase participation at our Coast Cup (Jan 30, Spud Valley Coast Cup Jan 31). We will also be looking for volunteers to assist with several other key events being held at WOP. The Payak Loppet, hosted by CVXC February 27/28, and the BC Championships hosted by Hollyburn March 4-6, 2016 (400 skiers plus families are expected to come, Whistler Nordics will try to provide volunteer).

The club wants to maintain our focus on building the social aspect of the club again with events such as;

- Chili social in mid-November
- Wax clinic / social.... Beer and wine will be offered
- Toonie races
- Creekbread social

The executive recognizes the size, structure and unique characteristics of our club and has been working on creating a new mission statement to lead us into the future. The last vision was set out prior to the 2010 Olympics and focused on building the club around a more proto-typical full service club, the objective although worthy was a little too aggressive and thus a need to develop one a more tailored to circumstance.

The WNSC is different from most other clubs as we don't own and manage our trails and clubhouse. We recognize that we can't offer everything, and thus the efforts on collaborating with other local clubs.

The club will continue to work with the WOP management to increase the number of new skiers, as well as to build family based activities to so that our membership continues to grow. To do this we need new folks to get involved and we need to hear what you want moving forward.

Tony Peiffer comment: The Club is also working with CCBC and CVTC for coaching and technical support.

WOP has made a big commitment in the reorganization of roles to assist in the development of Nordic jumping, XC and biathlon and we would like to applaud their efforts in working with us to promote the sport in the region.

Similarly we'd also like to recognize our long time partners the RMOW and xc country connection with their efforts to offer grooming, rentals and programming to compliment the activities and events promoted by the club.

Tonight we are losing a few of our long time volunteers and Board members. Craig Mackenzie has long been looking after the Swap. Sarah Sladen has taken on the club clothing, race administration for several years and organized some fabulous club socials, and was one of our early Jackrabbit coaches and Nina Cairns also a great organizer of social events and WN coach. We want to thank them for their time and dedication and hope they know how much we appreciate their contributions.

We are therefore looking for new board members:

- Director: fundraising;
- Director: social activities;
- Director: race teams;
- Director: Toonie races; And
- General members at large

Margot Murdoch: What can club do to attract young families to join the club and encourage their parents allow the current 'old guard' to retire.

Brent Murdoch: Toonie races are intended to do this, those we had were well attended.

Nina Cairns: Encourage purpose for Director, wear Whistler Nordics clothing to help raise awareness.

Tony Peiffer: Club has started to do this, Toonies and socials, club is focusing on growing membership.

Got to make cross country cool!

5. Presentation of the Financial Report and 2015/16 Budget

Treasurer: Bjorn Mikkelsen:

The Club made money last year which was not budgeted. Club netted \$14,000, savings mostly from payroll changes as there was no Head Coach and the club contracted coaches from WOP.

The jump in income was due to an increase in revenues, \$23,000 of funds were collected on behalf of other clubs as part of the collaboration but also paid back to those clubs.

There were big savings in expenses, the club did not have a SDP Coordinator, Assistant Coach, Head Coach.

The Club has secured a Gaming Grant which allows the club to invest in the future and enrich the program: SDP Coordinator will be added, tasks shared between Clubs and WOP.

Maria Lundgren Q: how will that position work?

Brent Murdoch A: Athlete and coach feedback indicated the Club needs to better coordinator coaches. Going forward the club expects to operate at a loss of approximately \$3,000 and use some of the retained earnings from previous years, e.g. Strategic planning exercise.

Cheryl Morningstar Q: Were there losses in programming due to the savings?

Brent Murdoch A: Anecdotal lack of continuity in coaching, communication, and club feel. Board recognized this and is responding this year by bringing back the SDP Coordinator.

Margot Murdoch: Suggestion to use Coast Cup to raise funds, historically they have. Use Toonies to grow club not make money.

New combined approach to programming makes a difference for parents, more choices in programming.

Jump in SDP costs and expenses was due to flow through of funds to other clubs.

6. Motion to accept the Financial Report and 2015/16 Budget as presented.

Motioned by: Lorraine Vollmer. Seconded by: Dave Kirk

7. Election or confirmation of Directors

Vote as follows:

Position	Current/Nominated	
President	Brent Murdoch	
Vice-President	Tony Peiffer	
Secretary	Dave Kirk	Nominated by: Margot Murdoch Seconded: Tony Peiffer
Treasurer	Bjorn Mikkelsen	
Director at Large (1)	Maria Lundgren	Nominated by: Tony Peiffer Seconded: Dave Kirk
Director at Large (2)	Valerie Sicotte	Nominated by: Suki Cheyne Seconded: Tony Peiffer
Director at Large (3)	Remains vacant	

Remaining Board Members remain by acclamation. Vote. All in favour.

Going forward, members are invited to recruit volunteers at club events and create sub-committees to assist with fundraising. The Club will continue to advertise vacant positions throughout the season. If we have volunteers wanting to join the Board they can be added at an SGM.

8. New Business

The Board will actively talk to members to find out why they are not joining the Board, volunteering, and what the club can do for them.

9. Adjourned : 8:09 PM

Whistler Nordics Ski Club Inc.
Income Statement 01 Apr, 2014 to 31 Mar, 2015

REVENUE

Sales Revenue		
Event Revenue - Coast Cup	3,225.70	
Event Revenue - Twoonies	467.63	
Event Revenue - Local Reg Ca...	7,537.50	
Net Event Revenue		11,230.83
Fundraising Revenue		6,032.96
Membership Revenue		6,202.20
Program Revenue - Masters	10,152.50	
Program Revenue - SDP	39,095.13	
Program Revenue - Devo	11,597.50	
Net Program Revenue		60,845.13
Retail Revenue		1,808.09
WOP Passes		2,278.75
Training Revenue - Coaches	920.00	
Training Revenue - Officials	-10.00	
Net Training Revenue		910.00
Total Sales Revenue		89,307.96
Sponsorship & Grant Revenue		
Grant - CCBC Head Coach	3,000.00	
Grant - Direct Access Gaming	14,600.00	
Grant - CEP RMOW	7,000.00	
Net Grant Revenue		24,600.00
Total Sponsorship & Grant Re...		24,600.00
TOTAL REVENUE		113,907.96

EXPENSE

Cost of Goods Sold		
Event Expense - Coast Cup	1,926.95	
Event Expense - Twoonies	95.53	
Event Expense - Local Reg Ca...	7,225.07	
Event Expense - Other	432.05	
Net Event Expense		9,679.60
Fundraising Expense		373.11
Program Expense - Masters	988.00	
Program Expense - SDP	40,206.32	
Program Exp - SDP Coach Trai...	1,757.71	
Program Expense - Devo	4,335.99	
Program Expense - Race Support	973.83	
Net Program Expense		48,261.85
Consumable Expense		1,010.68
Scholarship Expense		500.00
Total Cost of Goods Sold		59,825.24
Payroll Expenses		
Wages & Salaries		8,817.82
EI Expense		20.42
CPP Expense		30.93
WCB Expense		1,233.36
Administrator Salary		14,244.49
Total Payroll Expense		24,347.02
General & Administrative Expe...		
Accounting and Legal		1,800.00
Advertising		787.50
Board Expense		1,078.53
Zone 4 Charges		339.00
Dues / Memberships		5,454.00
Facility Rental - RMOW	1,260.00	
Net Facility Rental		1,260.00
Equipment & Minor Capital		2,557.61
Interest & Bank Charges		284.35
Office Supplies		85.78
Telephone / Internet		668.78
Travel		784.07
Utilities		315.00
Total General & Admin. Expen...		15,414.62
TOTAL EXPENSE		99,586.88
NET INCOME		14,321.08

Whistler Nordic Ski Club
Financial Statement YE 2015, Draft Budget YE 2016

	YE 2015	YE 2015	YE 2016
REVENUES	BUDGET	ACTUAL	BUDGET
Events			
Coast Cup	\$4,000.00	\$3,225.70	\$4,000.00
Loppet			
Twoonie	\$500.00	\$467.63	\$500.00
Local Regional Camps	\$5,000.00	\$7,537.50	\$7,500.00
Other			
Total Events	\$9,500.00	\$11,230.83	\$12,000.00
Programs			
Adult	\$5,000.00	\$10,152.50	\$10,000.00
Kids - Skill Development Program	\$20,000.00	\$39,095.13	\$40,000.00
Race Team	\$14,000.00	\$11,597.50	\$11,000.00
Training		\$910.00	\$500.00
Total Programs	\$39,000.00	\$61,755.13	\$61,500.00
Other (WOP passes etc)		\$2,278.75	\$2,250.00
Membership	\$4,000.00	\$6,202.20	\$6,000.00
Bank Interest	\$100.00		\$100.00
Retail	\$1,500.00	\$1,808.09	\$1,750.00
Sponsorship / Fund Raising			
Haywood			
Fundraising	\$6,000.00	\$6,032.96	\$6,000.00
Total Sponsorship / Fund Raising	\$6,000.00	\$6,032.96	\$6,000.00
Grants			
Direct Access - Gaming	\$14,600.00	\$14,600.00	\$13,125.00
CCBC Head Coach Grants	\$2,500.00	\$3,000.00	
NWSA			
Resort Municipality of Whistler CEP	\$7,000.00	\$7,000.00	\$4,500.00
Whistler Blackcomb Foundation Grant	\$3,000.00		
Whistler Youth Foundation			
Total Grants	\$27,100.00	\$24,600.00	\$17,625.00
NET REVENUE	\$87,200	\$113,908	\$107,225
NET REVENUE	\$87,200	\$113,908	\$107,225
TOTAL DISBURSEMENTS	\$89,825	\$99,587	\$109,832
NET INCOME / (LOSS)	\$(2,625)	\$14,321	\$(2,607)

	YE 2015	YE 2015	YE 2016
DISBURSEMENTS	BUDGET	ACTUAL	BUDGET
Events			
Coast Cup	\$4,000.00	\$1,926.95	\$4,000.00
Loppet			
Twoonie	\$500.00	\$95.53	\$200.00
Local Regional Camps	\$5,000.00	\$7,025.07	\$5,000.00
Other	\$2,500.00	\$632.05	
Total Events	\$12,000.00	\$9,679.60	\$9,200.00
Programs			
Adult	\$500.00	\$988.00	\$1,000.00
Kids - Skill Development Program	\$1,600.00	\$40,206.32	\$40,000.00
Race Team - Expenses	\$2,250.00	\$5,309.82	\$5,500.00
Total Programs	\$4,350.00	\$46,504.14	\$46,500.00
Other (WOP passes etc)		\$339.00	
Scholarship	\$1,000.00	\$500.00	\$1,000.00
Retail			
Fundraising / Sponsorship Expense	\$1,000.00	\$373.11	\$1,000.00
Accounting / Legal	\$1,800.00	\$1,800.00	\$1,800.00
Admin / Meeting / Office	\$500.00	\$754.56	\$2,000.00
Advertising	\$1,250.00	\$787.50	\$1,250.00
Bank Interest & Service Charges	\$125.00	\$284.35	\$125.00
Board Expense	\$600.00	\$1,078.53	\$600.00
Coach Honorariums	\$3,000.00		
Consumables	\$2,000.00	\$1,010.68	\$1,500.00
Dues / Memberships (CCBC etc)	\$3,500.00	\$5,454.00	\$5,500.00
Equipment	\$3,600.00	\$2,557.61	\$2,500.00
Facility rental - storage	\$1,200.00		\$1,232.00
Facility rental - Passive House	\$1,350.00	\$1,575.00	\$1,575.00
Insurance	\$50.00		\$50.00
Travel	\$500.00	\$784.07	\$500.00
Volunteer Appreciation	\$500.00		\$500.00
Total Admin	\$19,975.00	\$16,086.30	\$19,132.00
Payroll			
Administrator	\$17,500.00	\$14,244.49	\$17,500.00
SDP Coordinator	\$3,000.00		\$4,500.00
Assistant Coach / Masters	\$3,000.00		
Coach (club)	\$22,000.00	\$8,869.17	\$9,000.00
Burden			
WCB	\$2,000.00	\$1,233.36	
Total Payroll	\$47,500.00	\$24,347.02	\$31,000.00
Training			
Coaching	\$3,000.00	\$1,757.71	\$1,500.00
Volunteer Officials	\$1,000.00		\$500.00
Total Training	\$4,000.00	\$1,757.71	\$2,000.00
TOTAL DISBURSEMENTS	\$89,825	\$99,587	\$109,832

KEY FIGURES YE 2015

	BUDGET YE 2015	ACTUAL YE 2015	BUDGET YE 2106
NET REVENUE	\$87,200	\$113,908	\$107,225
TOTAL DISBURSEMENTS	\$89,825	\$99,587	\$109,832
NET INCOME / (LOSS)	\$(2,625)	\$14,321	\$(2,607)

	BUDGET YE 2015	ACTUAL YE 2015	IMPACT YE 2015
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REVENUES

Total Programs	\$39,000.00	\$61,755.13	+ \$22,755.13
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DISBURSEMENTS

Total Programs	\$4,350.00	\$46,504.14	- \$42,154.14
Total Events	\$12,000.00	\$9,679.60	+ \$2,320.40
Total Admin	\$19,975.00	\$16,086.30	+ \$3,888.70
Total Payroll	\$47,500.00	\$24,347.02	+ \$23,153.00

~ PAYROLL

SDP Coordinator	\$3,000.00		+ \$3,000.00
Assistant Coach / Masters	\$3,000.00		+ \$3,000.00
Coach (club)	\$22,000.00	\$8,869.17	+ \$13,130.83