

Minutes of the Nanaimo Club Executive and Board of Directors

Thursday, November 8th, 2018

Meeting Protocol:

Present: Mark Duffell, Brian McRory, Vic Brice, George Duffell, Andrea Trepanier, Mark Blackell, Chris Vanzandwyk, April Gale-Seixeiro, Fred Rumo, Andrea Parry, Mary-Ellen Konyer

Regrets: none

Mark Duffell called the meeting to order at 6:57 pm.

Minutes: of October 11th, 2018 meeting by Mark Duffell.

Motion: (Vic/Fred) to adopt the minutes of the regular October 11th, 2018 meeting. Carried.

Correspondence: Mark Blackell – none.

President's Report: Mark Duffell – See written report.

Treasurer's Report: Fred Rumo – Fred referred to his visual aids and noted that the budget is alright. 2017/18 is not represented in the comparison as it was an unusual year.

Team Reports:

- a) **Vice President & Newsletter:** Mary Ellen Konyer – see written report. She asked for suggestions on the newsletter – a write-up on the paint-night was suggested as was something on the learn-to-curl program and a list of solidified bonspiels. It was suggested later in the meeting that we include a note about how starting curling should start *right after*, but not before, the old score-board numbers are down. We commented on the stats via MailChimp being useful.
- b) **Marketing:** Andrea Parry – We made \$930 plus all the revenue for the bar at paint-night; we grossed \$1700 on that Friday night versus a usual \$800. The restaurant was also busy. There was good feedback from the participants of paint-night.
- c) **Fundraising/Curl BC:** Vic Brice – see written report. Vision 2020 is a BC Curl anniversary of sorts and there will be some presentations made when we host it. We do not have to use curling IO. We considered having a curling academy for high school students (Duncan has one). We would need someone working out of a high school to run it. This is a potential long-time consideration. We spoke about using Reverse Osmosis (RO) technology for the water for the ice for savings. Some clubs are doing this. We are not going to do the fundraising calendar with monthly prizes this year. Andrea T. mentioned the travel voucher idea for fundraising (\$20 ticket for \$3500 voucher), although reservations were raised.
- d) **Membership and Communications:** April Gale-Seixeiro – See written report.

- e) Bonspiels:** Chris Vanzandwyk – We are not drawing the numbers for the upcoming Bonspiel. Fred noted that we have 12 teams now; if we get to 14 we will break even (and there is one team that has yet to sign up and some individuals that could be combined into a team). We will do a push to get two more teams and not extend the deadline nor cancel. We wondered if we should use this date for a men's club bonspiel; however, we discussed the idea that the open events are more popular and the restricted ones are less so.
- f) Facilities:** George Duffell – 1) George repaired a locker (there was a story here...); 2) there are 8 wooden bars in the rafters in the bar and we will put beads on them with lights shining on them; 3) on Saturday, Mark D. and George will mount the surveillance cameras.
- g) Curling:** Brian McRory received a letter from the Wednesday Senior Mixed rep looking for spares. The rep is looking to remove the extra fees for spares who come more than three times. Andrea T. noted that our current policy is that the spares who spare more than three times must pay the club capital fund fee of \$40/person/year, plus the spare fee of \$10 to the league *if* the league asks it of their spares. They also have to pay the Curl BC fee if they are not affiliated with another club. We affirmed this current policy and Brian will recommend that this particular rep reach out to the men's league for spares to help address their need.
- We discussed the use of the ice by non-club teams. *The board agreed that those teams who wish to use available practice ice but not be in a league may do so for (a) a rate of \$80 (plus tax) for two hours per sheet without coaching, or (b) unlimited practice ice, during scheduled times, for an annual flat fee of \$302.50/person (this latter price includes taxes and the capital reserve fee). Neither of these options include affiliation with the club for competition.*
- There was a discussion of buzzer problems; some leagues' buzzer time is going off too late. This creates problems for Darren. We discussed the need to get teams beginning on time. We discussed the need to let the members know that they should not start curling until the numbers are down.
- h) Nominations:** Vic Brice – Mary-Ellen will be put forth for President next year; we need new people for the following positions: Treasurer, Vice President, Marketing, Bonspiels.
- i) Strategic Planning:** Mark Duffell – nothing to report.

Manager's Report:

See written report. Steven and both Lucases are reducing their hours. We need to advertise for next season for another ticketed person. We discussed the need to hire someone to do the safety consulting. The Board was asked to attend the Chamber of Commerce event at NCC on Thursday November 22nd, 5-7 PM. Andrea T. will present on the facilities and rentals. Calais Spas will sponsor us and asked for our Christmas wish list for upstairs. We suggested darts, a

real scoreboard, new pool table and shuffleboard supplies, servicing of the pool table and cues, popcorn.

Old Business: none.

New Business: none.

Adjournment: (Vic/Fred) The meeting adjourned at 8:32 pm.

Round Table.

The next meeting will be on Thursday, December 13th at 7 PM.

Reports

President's Report – November, 2018

Last weekend was decorating day for the upstairs lounge. We have many upcoming bookings for Christmas parties, so we needed to get a jump on the decorating. Thank you to everyone that was able to come out and donate some time getting the upstairs so festive.

The club hosted a Paint Nite event last weekend. Despite being a challenging painting, there was definitely some talent on display with some very creative works of art. Thank you to Andrea Parry for ensuring the event was a success and lots of fun.

A new popcorn machine was installed in the upstairs lounge. Members are welcome to enjoy some popcorn after their curling. So far this has proven to be a very popular addition to the after-curling experience.

Security cameras are being installed on the main lobby floor of the NCC. We host many evening events throughout the season and a safety concern was raised as bar staff had no means of observing who was coming and going from the building during these events, nor what was happening on the lobby level. The video feeds will be viewable on a monitor behind the bar and will allow whoever is working to observe what's happening downstairs. We also hope to start using the existing electronic lock on the outside doors during these events, as we'll be able to observe who enters when the door is remotely unlocked by the bar staff.

Respectfully submitted,

Mark Duffell

VP and Newsletter Report – Mary Ellen

The Newsletter was sent Oct 21. Of the 794 recipients 487 opened the newsletter. 42 recipients clicked on links in the newsletter, 30 of which were to the SuperSpeil Bonspiel link, 9 to Facebook, 9 to the Doubles league, and 1 PaintNite.

The next newsletter will be the first week of December. If you have anything to include please email details as soon as possible and not later than Nov 26th.

Calendar Fundraiser has been put on hold for this season. Profits may not prove worthwhile when considering energy and cost outlay.

The 4 week Fun Curl and Novice Learn to Curl have been very successful. The 4 week program is finished and 9 of these curlers wish to switch to the Novice Learn to Curl. Another 4 week program is being offered as well.

Fundraising/Curl BC – Vic

Curl BC Regional Meeting Oct 21,2018:

- Vision 2020 is a priority for Curl BC. Expect club level presentation at some point in the future.
- There may be issues with curlers paying more than one affiliation fee if they curl at more than one club.
- There is a Nov 30 deadline for clubs to pay CBC (soft enforcement)
- There are currently 8 clubs using curling io system for online registration. There is no timeline to make it mandatory.
- BC Club Challenge new rule: 1 member of the team can have gone to Provincials in the last year.
- There may be a lot of teams entering this year.
- This is an election year for Teri P.
- Club initiatives: Qualicum skills improvement clinic, offering curling in high school PE classes.

Duncan: curling academy in junior high.

Parksville: switch to reverse osmosis water treatment (not Jet Ice)

Vic's report to BC Curl: Nanaimo Curling Club October 2018:

Our new club Manager, Andrea Trepanier has been hard at work since starting this spring, getting up to speed on all of the club issues, challenges, and opportunities.

Lots of new technology has been adopted:

The schedule is now displayed in real time on several large tv's around the building.

Registration is now available on-line for both league play and bonspiel entry.

The bar is now fully computerized for inventory control and the system supports credit cards and debit and you can now run a tab.

The pro shop is now computerized.

The club has now jumped through all of the hoops and is fully safety certified with Technical Safety BC. This was hugely expensive.

Membership is down slightly this year but it is too soon to get final numbers as quite a few people were still travelling in September:

Monday night ladies league folded and has been replaced with a doubles league and a fun curl novice league (4 weeks).

Tuesday night men's late draw is down to 3 sheets.

Friday night mixed is not full.

Hangover (rental) is not full this year and has decided not to hold their annual

bonspiel in November. The club will be hosting a cash spiel in it's place (Super Spiel \$2000 prizes)

28 people signed up for the "fun curl" league.

17 in the novice program.

The trend continues for closed leagues to shrink and for open leagues to

thrive. Monday and Wednesday open leagues are at capacity.

We will be hosting several events this year: Provincial Masters Mar 5-10

PCMCA zones Feb 7-9

BC Club Challenge Island Playdown Feb 8-10.

The building is fully booked for Christmas functions.

Membership and communication report – November 2018 -- April

- MailChimp engagement remains good at about 55% for most campaigns.
- Still looking to build Facebook community. Will put a note about it in the next newsletter, encouraging members to like our page and follow it for more news.
- Facebook posts seem to be well-received.
- Still need to work on Twitter presence and get us on Instagram.

I want to continue to focus on telling whole stories when we communicate with our members on email or social media (or any other way, really) so that all our members can get the full information on any item and feel fully engaged with the topic and the club – and not feel like there's something they "should have known". That only causes frustration.

Masters

- Working on sponsorship with Andrea and Muir Meredith
- Working on getting a local officiating chair
- Working on forming other committees

Sponsorship is the #1 priority right now.

Nanaimo Curling Club - Managers Report

November 8, 2018

Facility

- New brine tank is here waiting to be installed – Dave Perpeluk brought in material, just waiting for an opportunity to complete while Cimco is on site.
- Compressor 1 magneto failed last week and will be replaced – Compressor 2 brought online to keep refrigeration stable. This is an expiring component that needs to be replaced periodically (5 to 10 years life). Will coordinate brine tank replacement on same date as magneto replacement.
- There is a glycol leak in compressor two which is covered by warranty from Fraser Refrigeration and will be repaired.
- Two ice scraping blades need to be replaced – awaiting estimate (approx. < \$1,000)
- Ice maintenance underway this weekend to do needed repairs.

Coffee Shop

- Prime Rib dinner was a big hit – Thank you to April for posting ads and doing table tent cards.
- Compressor coil in cooling table has failed – expecting quote for repair from Martell Refrigeration

Bar

- Popcorn machine is installed and is very popular.
- Gross sales to date \$27,439 – Gross Profit \$12,725 Net Profit \$6,671
- New event sponsor, Longwood Brewery, now has a beer tap and will be doing tasting at Superspiel.
- Video monitor is installed and power has been facilitated for the cameras. Install of cameras scheduled for this weekend.

Pro Shop

- Gross sales to date \$29,321 with gross margin of 39% (\$11,507 total profit)
- Inventory taken at October 31st - \$34,843 on hand at cost

Staffing

- Stephen Bedard is heading back to school in January so will be limited in availability. Lucas F and Lucas C are both getting more hours at their respective jobs outside of the curling club. We will be posting an advertisement for ice techs/power eng. refrigeration endorsement to start hiring for next year.
- Kellie does not want to continue as the safety coordinator so we have a few options:
 - o Hire a consultant
 - o Form a Safety Committee to oversee the program
 - o Incorporate this function into another employee position (ice tech or head engineer)

Building Usage

- We are hosting the Greater Nanaimo Chamber of Commerce Business After Business event on Thursday, November 22nd from 5 pm to 7 pm. Sleeman will be doing a beer tasting and Live

Wire Catering will be featured for the hors d'ouvres. I will be making a presentation on our rental facility, curling and sponsorship and advertising opportunities. It would be good to have our board members attend to schmooze the crowd.

- Christmas decorating was headed up by Isabel Albrecht once again and she and her volunteers did a fabulous job this past weekend. There is still one component that we are awaiting an order of crystal strings to complete. George Duffell has provided the frames for dangling crystals and Mark Duffell is installing indirect lights to shine on them.

Advertising, Sponsorship and Grants

- Lanson's Drywall is considering Presenting Sponsorship for the BC Masters for \$5,000. Will know next week.
- Calais Spa would like a Christmas Wish List from the board for pool and darts to complete a deal for sponsorship and advertising.

Respectfully submitted,
Andrea Trepanier