



Board Meeting Minutes
ATB Centre
November 21st, 2019

Lethbridge Curling Club Mission/Vision

The Lethbridge Curling Club provides the best possible curling and social experience in the region.

PRESENT:

Trish Jackson, Val McHugh, Elaine Miller, Kiana Lawson, Mike Mulroy, Nick Nicolacopoulos, Kirk Mearns, Bob Kurina, Pete Heck

ABSENT:






Rick Buck

GUESTS:

1. Call to order at 5:37pm
2. Approval of Agenda -approved by Elaine and Val.
3. Approval of Minutes from October 24, 2019 – approved by Kiana/Nick.
4. **Correspondence**
 - a. Curling Canada - 2019 Volunteer of the year award – Trish to organize.
 - b. Feb 22, 2020 - Curling Day Canada - members can submit stories/videos etc. Kirk to send out plan by next board meeting.

5. Manager's Report –

a. Food and Beverage

-  Trending report - YMCA daycare is going to be down; numbers are in the 30's
-  Overall food services are good, moving forward, hockey is getting busier, tournaments keeping people in the building.
-  Putting pressure on wages because of the need for services, but the margins should hold
-  Other revenue - overall 22-23k under, gains to be made on the expense side
-  Budget was to make \$19k, right now we're looking at 30k



- 🏒 Margins down at 10% due to inventory control, due to a F&B manager issue
- 🏒 Reports being done every 2 weeks, by end of November inventory will be bang on. Adjustment to the books to be made at end of November.
- 🏒 Lounge is very well managed, 57% margins. Specific changes to bring margin up, prices have been constant, sourcing has improved, better at monitoring pours etc. Controls have improved,
- 🏒 Pro shop margins down 5%
- 🏒 Looking for a new head chef - line cooks have been hired and one may rise to the position.
- 🏒 Hurry Hard Beer - Promo beer out of Ontario - Will be promoting at the Mixed.
- 🏒

b. Membership

- 🏒 Down 6 teams - 20% attrition - no industry standard to compare to, Curling Alberta does not have any data.
- 🏒 Club is up 50 curlers individual registrations.
- 🏒 50+ curlers are down, but the revenue is way down, looking into the GL. Could be something to do with Curling IO
- 🏒 \$7000 behind in membership revenue overall
- 🏒 All the exact numbers should be finalized by December
- 🏒 Total members 623, 12 below budget, seniors still to join. Still could hit 635.
- 🏒 ALL LEAGUES - 718 curlers registered

c. Bonspiels

- 🏒 Ladies bonspiel was a great success. Back on the calendar for next year.
- 🏒 Shirtsleeve – toying with a committee run bonspiel versus an office-based bonspiel. Thinking of taking it down teams to 32 with a waiting list, unless the waiting list has 8 teams on it, and then they can reconsider.
- 🏒 Sturling - looking at 20 teams for sellout
- 🏒 Fun spiel moved up a weekend for parents to be present
- 🏒 November UofL bonspiel has cancelled.
- 🏒 Title sponsors needed - \$2k for the Shirtsleeve \$1.5k for Mixed



- d. Coaching clinic - club to pay for training.
- e. Practice ice dilemma - Working with the ice crew to come up with policy.
- f. Kirk will be away on vacation Dec 9 - 12

6. Treasurer's Report

- a. GST issue looking into regards to rent for Dec 2019
- b. Other revenues negative for refunds for Russ Howard clinic
- c. Bank charges high due to credit card processing fees

7. Committee Reports

a. Management Committee



Capital Improvements Working Group



Policy Working Group

- a. Bob and Kirk, Pete - just starting up, will have an update Dec 2019 - Kirk to lead

b. Membership Engagement Working Group



Kiana and Val - no update. Getting clarity, Trish to connect with group

c. Community Engagement Working Group



Rick, Pete and Elaine – no update right now. Elaine will reach out the group

d. Alberta Mixed Doubles Championship Committee - Feb 21-24, 2020



Looking for individuals to coordinate ticketing and 50/50 draw, as well as a hospitality coordinator. If you are interested, please contact Rick or Stephanie.

8. New Business

a. a. Alberta Curling Federation (ACF) Presentation – Jodi Meli







Curling Alberta was made an official entity in July. It consists of a board of 9 people and is structured by zones, but still represents Alberta. Jill Richards is the executive director




Strategic plan review Nov 30 weekend, making sure it's meeting the needs of Alberta. ACF is trying to communicate more with the curling clubs. Sport material, policies (aligning with Curling Canada)




-  Priority is for curling in Alberta to be financially viable. Funding has been cut back tremendously, but looking at sponsorships
-  At Alberta Curling the Managers meeting happens 2 times per year. Opportunities to send a board member to attend.
-  ACF is sending out a club survey for data - reported back to Sport Development to understand the sport in Alberta.
-  Lethbridge had the most successful World Championship ever, so what's next? If we want the Brier, we need to start talking now. Need to put together a bid committee, work with city, tourism etc. Potentially we would need to speak with Kelowna bid committee to find out how they accomplished it.




9. Old Business


a. New Point of Sale (POS) System – Kirk

-  Our old point of sale system was developed at the old club with a big risk if it goes down. The new system will run both the restaurant/lounge and pro shop/membership. Robust reporting system. The raining approx. 2-3 weeks. Goal is to have it up and running by end of December

 **Moved by Trish, and seconded by Mike, that we adopt a new POS system. CARRIED.**

b. Klutch Curling - Jeff




-  Proposal for 5 sheets - Jeff to pay half. Cost outlay \$3,700
-  PIA for Kirk, ice maintenance
-  Need a full adoption plan - training, tools, usage.

 **Moved by Jeff, seconded by Kiana, that the LCC install the Klutch Curling system for cost of \$4,900 + GST, UofL will put forward \$1,200. CARRIED.**

10. Next Meetings

a. Board Meeting– Thursday December 19th at 5:00pm

b. Committees

-  Management Committee – TBA
-  Membership Engagement Working Group – December 4th, 2019 at 7:30pm at LCC.
-  Community Engagement Working Group – TBA, Elaine to contact Rick and Pete.



11. Roundtable

12. Meeting Adjourned at 8:25PM

Minutes approved – December 19th, 2019

Patricia Jackson
Patricia Jackson, President

R M Buck
Rick Buck, Secretary