



Directors Meeting

Date:	Monday, January 4th, 2021
Time:	7:00 pm
Place:	Zoom Meeting

Directors Present: Joan Bernard, Tim Cole, Mike Duck, Vesta Giles, Luc Guilherme, Rich McCleary, Dillon Stuart, Alan Vyse, Maureen Light, Kailee Mortimer

Staff Attendees: Chelsea Francis

Regrets: Wallace Huston, Dana Manhard, Lynda Ritchie

Meeting called to order at 7:09 PM.

President's Report

Secretary

Welcoming Kailee Mortimer, new recording secretary. Introductions from all board members attending meeting.

Prizes

We need to figure out what to do with the prizes we won through the club membership contest. The weekend at Josie Hotel in Rossland needs to be used by November 30th, 2021, and COVID restrictions may make it difficult for the prize to be used. The Supercamp weekend needs to be booked early in the year as well, though there isn't a deadline that has been received. A silent auction could be held for the prizes, the value of the prize would be reached easily.

Hotel in Rossland could be emailed to see how strict they are on the November 30th deadline. May be better to defer this topic until January 8th, when COVID restrictions are lifted. Will be topic for discussion at the next meeting.

Chaos

Thank you to all staff and volunteers for managing the chaos and large numbers of people on the trails lately. We have received good comments on social media, people are thrilled.

Annual General Meeting (AGM)

The AGM is taking place on March 1st. Wallace won't be continuing on the board as he would like to concentrate on coaching. One, potentially two other people outside of the board are interested in participating. For existing board members, please let me know by next meeting if you plan on continuing next year.

The AGM will have to be hosted over Zoom. We can put together a PowerPoint presentation to lead people along, with one person as the main presenter. From experience attending other Zoom AGMs, it would be best for a moderator to answer questions in the text box as it would be difficult for the presenter to lead the meeting and answer questions.

Each member could give their own short presentation on reports or ongoing business. The slides for different presentations should be together in one large presentation, Vesta may just need to flip through the slides as everyone presents. Less clunky than switching PowerPoints through the meeting. The election could be held using the vote feature in Zoom. Voting could be held at the end of the presentation.

Luc will work to figure out and set up the Zoom AGM meeting. Vesta will lead the AGM. Dillon will moderate the AGM by answering questions in the text box. Constructing the PowerPoint template and slides for the AGM will be further discussed in the February meeting.

Trail Names

Received email concern regarding the Sitting Bull trail. We should change to something simple in the future, such as a generic local plant name. The name change would require lots of changes on the maps, though taping over the name on maps may be possible.

Maps have life of about 5 years, depending on which direction they are facing. South facing maps would have a lower life than those facing north. The maps were just replaced, might be a bit before they need to be replaced again. Updates to names could be made when new snowshoe trails and Off piece trails are being added to the map.

Regardless of the trail name concern, we do not acknowledge First Nations anywhere. The traditional territories of First Nations in the area should be acknowledged, this could be included in maps moving forward.

Tim has some connections with colleagues who may be able to provide more insight on the issue. He will informally reach out to them to gather feedback on the trail name and First Nations territorial acknowledgement, then determine how best to proceed.

Registrar's Report

New Members

1,490 people are now registered as members, 589 are new members as of this year. We should consider how to retain these new members next year – how do we keep them coming back? An early bird rate could encourage people to come back again next season. This year, COVID was likely the reason for so many people. Next year, we should put efforts on programs and activities for newcomers.

Volunteers

Many people indicated that they are interested in volunteering with the club on their registration. As it's a weird year with COVID, it's difficult to have opportunities for new volunteers to become involved with the club. Though it's great that they offered their time, we should acknowledge and thank them for their volunteer offer but decline due to COVID restrictions. There will likely be many more opportunities for them to volunteer next year. Vesta will send an email to those who showed an interest in volunteering.

Converting Punch Cards to Passes

So far, about 10 people with punch cards have converted to a pass. Zone 4 makes it easy to give people wanting to convert to a pass a discount code. They make the switch themselves online. Later on in the season, maybe this is something that should be advertised?

Publicity Report

Newsletter

Great feedback on how the newsletter looked, everyone was happy with it.

Transferring the MailChimp email list was odd, the cyber impact code should be moved onto the website but it's difficult to figure out how. Approximately 500 people are registered for the newsletters through the website, it's a separate list of people. Luc will send Ryan (web developer) an email regarding getting the cyber impact code onto the website.

Tourism Kamloops

Tourism Kamloops would like us to have an additional staff person working on the 21st when the video is being shot. They are planning on shooting from 2-7pm, would like to capture the sunset from the lookout. Tourism Kamloops would like a younger, intermediate ability couple skiing in the video. The previous video had over 900 views and we received great feedback.

Chelsea will schedule additional staff members on the 21st. Mike knows a potential couple for the video, he will provide Vesta with their contact information.

Gaming Grant

Unfortunately, we didn't receive the BC Gaming grant for 2 reasons. One – all financial reports were not included, such as balance sheet, and revenue / expense report. Two – no report was completed in 2015. This was brought up as a reason that we didn't get the grant this year. No organizations received the grant this year. Maureen will send Mike the rejection letter, will try to resubmit application with financial reports if possible.

Another available grant is due on the 15th, Maureen has a letter prepared. Maureen will send Dillon and Mike the letter to review prior to submission.

TNRD has a grant available which may support more lighting money. The project costs for this are almost ready. The TNRD rep needs a letter sent to them explaining why we need more money for lighting. We can cite the fact that our membership has almost doubled. Bronco and Outlaw are schedule for the next lighting project, but the budgets for this lighting need to be re-done.

Treasurer Report

Financial Position

We are in a great position financially, showing retained earnings of \$100,000 as of December 30th. This is mainly due

to a huge increase in membership revenue. We should watch the building R&M, it's at 300% of budgeted costs. This isn't a true depiction of costs. This financial position is a lagging metric. Wages, source deductions, CPP, EI, etc. are on track, but the season going past February would make us go over what we've budgeted.

The groomer budget and the rental fleet are both looking good. Leftover money could be pushed toward a snowcat, but it might be better to sit on the money, spend carefully and wait. There's still 2/3 of the year left.

Expense Reports

Expense reports need to be sent to board designated to be approved before being sent to Mike. Information on expense reports should be added to the website, could make it easier for volunteers to find. A list of board members could be included on the expense reports along with instructions for approval, so that volunteers know exactly how to get the reports approved. Would save Mike some time and effort if the expense reports are already approved by board designate before being sent to him.

Mike will add instructions to the expense report form by next Monday and send the updated form to the whole board. Chelsea will add the updated expense report form to the website for volunteers.

Trails Report

Third Roller

Track setting crews would like to have a 3rd roller. We have looked into purchasing another, would cost close to \$5,000. Klaus has made a proposal to manufacture one in town using the existing Yellowstone design with modifications. We would be doing the fabrication and everything for the roller. The cost is estimated to be \$2,500 to \$3,000.

Motion from Alan to spend up to \$3,500 on a third roller. Seconded by Mike. Carried.

Confirmed that we have 3 sleds to pull the rollers. The roller could be used to freshen up the trails, we wouldn't have to deal with the Ginsu and cutters. This would be more effective as a grooming tool; we wouldn't have to use the cutters. The larger numbers of skiers make the snow get harder quicker, more grooming and upkeep is required to keep the trails in good condition.

Ski League Report

91 kids have signed up for the ski league this year, record numbers. Coaches are a limiting factor, there are 30ish coaches on the roster. Training is a limiting factor to getting more coaches, training courses can't be run right now. It's important to consider how to retain juniors for next year. Will discuss further at the next meeting.

The COVID plan is in place and seems to be working well. Traffic is being waved through the gate quickly and smoothly, great count of people coming through. Will continue to implement as it worked smoothly.

Jackets

We would like to outfit new coaches with jackets, would cost approximately \$1,800. Dillon will get a quote for the jackets. The jackets are a recognition gift to the coaches, not a big deal if we don't get them back at the end of the year.

Motion from Mike to buy coaches jackets for up to \$1,800. Seconded by Maureen. Carried.

Other volunteers should be recognized in some way. Coaches are given something, but something else should be given to track setters and other volunteers. Not so much a matter of money, but matter of what's fair to all volunteers. We could buy jackets for different committees of people to make it fair for all, maybe puffy jackets for the track setters? Will be discussed further at the next meeting.

New Business

Discussion about emails regarding out-of-town visitors on the trails. It's not up to staff or volunteers to police the trails or kick people off. We should capture email discussions of Rich suggesting that people stay home and follow health orders of the provincial health officer.

An email was received about wearing masks on the trails. This doesn't seem like something to worry about as transmission isn't a huge concern outside.

Department heads need to keep track of volunteer hours.

Motion from Joan to accept the December meeting minutes. Seconded by Luc. Carried.

Meeting adjourned at 9:20 PM.
Minutes recorded by Kailee Mortimer.

Action List:

Figure out and set up Zoom AGM, including meeting voting function.	Luc
Begin developing PowerPoint for AGM	Vesta
Gather feedback on Sitting Bull trail name and First Nations territorial acknowledgement	Tim
Send email thanking new members who showed an interest in volunteering	Vesta
Send email to Ryan (web developer) regarding getting cyber impact code on website	Luc
Schedule additional staff members on the 21st to help with Tourism Kamloops video	Chelsea
Email contact information for potential video couple to Vesta	Mike
Send BC Gaming grant rejection letter to Mike	Maureen
Send letter for grant due on January 15th to Dillon and Mike for review	Maureen
Add volunteer instructions to expense report form by Monday, January 11th. Send updated form to the Board	Mike
Add updated expense report form to the website	Chelsea
Purchase new roller	Chelsea / Alan
Purchase new coaches jackets	Dillon

Next Scheduled Meeting Dates (Held via Zoom):

February 1st, 2021

March 1st, 2021 (AGM)

April 5th, 2021

January reports

President's Report:

Secretary

I'd like to welcome Kailee Mortimer as our new secretary. She will be attending the meeting on Monday night and will be taking the minutes. I'm doing the agenda. Raegan has done a fantastic job and we will miss her and look forward to how she contributes to the club in the future.

Prizes

We need to figure out what to do with the prizes we won through the club membership contest. The weekend at the Josie Hotel in Rossland needs to be redeemed before November 30, 2021 and the Supercamp weekend needs to be booked early in the year as well. I haven't received a date on that one. I suggested that the kids programs put together a silent auction to raise money for skis for the bunnies. I recommend not doing a raffle again.

Chaos

Huge thanks to the staff and volunteers who worked so hard under stressful situations during the holidays. I think we came out of it with some very happy skiers and snowshoers.

AGM

The AGM is coming up on March 1st. As much as I was hoping we wouldn't have to, I think we're going to need to do it via zoom. I haven't attended a zoom AGM but I know KBRA did one in the fall. Did anyone attend that? I was thinking of contacting them for tips but I wanted to know if any of us had attended one via Zoom first.

Also, please let me know if you plan to continue next year. I've already heard from a few people who are interested in joining and I will put it out to the membership soon.

Thoughts and tips are greatly appreciated around this.

Trail names

The names of trails, particularly Sitting Bull, has come up again through an email from a long-time member suggesting that they are uncomfortable with it and the bull carving at the trail. The other trail I would suggest needs changing is Geronimo. One thought I had about Sitting Bull that would make it easier is to just quietly change it to something like The Bull. I would rather us take an early stand on this rather than have a complaint from a local indigenous group and need to be reactive.

Registrar's Report:

UNBELIEVABLE !!!

But true.....

As of 2 pm Sunday we have 1489 people registered as OSC members.(quite likely to break 1500 before the end of the month!)

This includes:

- 1433 people with season trail passes (adults/seniors/juniors/children) plus another 6 child memberships (for ski development lessons) which include a trail pass as they are under 9 yrs old)

Memberships only:

- 2 Junior memberships only (for ski development lessons)
- 15 adults/seniors with memberships only
- 2 adults registered for memberships only, in process of correcting to season passes
- 6 staff members
- 6 family memberships only (purchased to support the club)

Snowshoe Memberships

- 28 Snowshoe memberships (12 seniors, 14 adults, 2 juniors)

New this year: we (registrar and trails manager) decided to allow people with 6 day passes to apply the pass cost to the purchase of a season pass online, using the appropriate discount code provided to each individual by Joan after confirmation with Chelsea or Paul. (so no accounting headaches for our treasurer!)

- 10 people so far have converted to season passes and are included in the above total, with at least 2 more in process.
- 589 people indicated they are new members this year.

Publicity Report:

Newsletter

The first newsletter on the new server went out and seems to have worked. I haven't heard any feedback about any problems.

Website

The Website is looking a bit dated and way too cluttered. We've had feedback about how cluttered it is and I agree. This is more of a heads up and something we will do in the off season.

Tourism Kamloops

Tourism Kamloops is hoping to shoot another video – this time in the evening, on January 21st. They are looking for a younger couple who are intermediate level classic skiers. They are hoping to be up at the lookout for the sunset and will need a sled and staff person to ferry people to the site. I said I would ask around. I only heard today that they wanted to make it a night shoot so that was a surprise to me.

Video

Our beginner video is out and has been very well received. Lots of great comments and in the first two days it's been viewed over 700 times between facebook and youtube. Huge thanks to Chelsea and Naomi who made it so much fun and to Dillon who made great suggestions in the edits – all of which we incorporated in the final product.

Financial Report:

Thanks to an early start and a huge increase in membership, trails, membership and rental revenue is up this year. The club is showing a strong financial position, already showing great potential for retained earnings this year after beginning of season expenses. Accounts to watch will be wages, and source deductions(CPP, EI, Tax), which 1 month in to an early season are approx 33% of budget. Fuel is another one to watch depending on how many grooming days and how long the season lasts. Building R&M has accrued a lot of pre season expenses, which in my opinion may need to be reallocated, but are true expenses for the club. An exciting outlook from a financial position, however this year is unique, and we need to appreciate the benefits, and focus on careful spending and saving for prosperity. The club has no debts, and has seen retained earnings for at least the past 3 years. This is a strong foundation for growth, and should the club stay the course, the club will achieve their strategic planning goals ahead of schedule.

Attached is the latest income statement vs. the approved budget for our internal review.

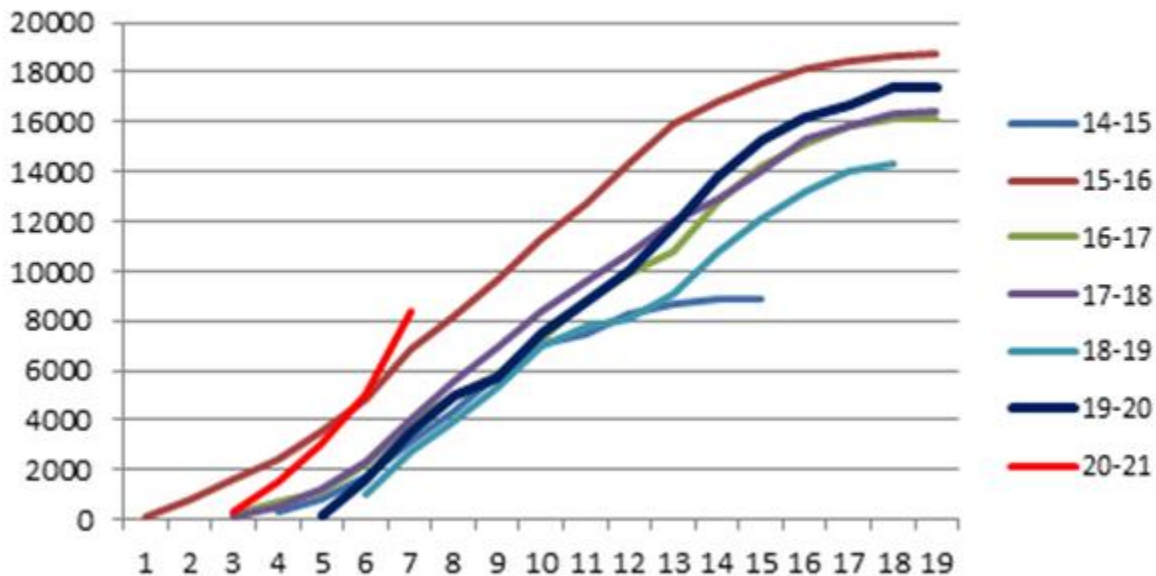
Overlander Ski Club
Proposed 2020 - 2021 Covid Budget
 2019 Budget - Approved Oct 2020

		Revenue to Dec 30	% of Budget
REVENUE			
OVERLANDER TRAILS REVENUE			
4020 Trail Revenue	130,000\$	119,490.48	92%
4025 Snow Shoe Rentals	3,000\$	0.00	0%
4030 Snow Shoe Revenue	4,000\$	0.00	0%
4040 Ski Equipment Rental (HST)	15,000\$	150.00	1%
4050 Equipment Maint -= Volunteers			
4060 Trail Setting - Volunteers			
4070 Trail Maint. - Volunteers			
4071 Volunteer - Rev (estimated)		0.00	
TOTAL OVERLANDER TRIALS REVENUE	152,000\$	119,640.48	79%
OVERLANDER SKI CLUB REVENUE			
4120 Memberships Revenue	20,000\$	32,512.37	163%
4200 Adult & Other Lessons		2,589.86	
4220 Jackrabbits	4,500\$	6,804.77	151%
4240 Junior Development	500\$	761.91	152%
4270 Ski School Package		0.00	
4300 Bank Interest Earnings	600\$	4.15	1%
4301 B of M Interest - Gaming		0.00	
4305 Coach Grant	5,000\$	4,761.90	95%
CCBC/Pacific Sport			
4309 Merchandise Sales	1,000\$	0.00	0%
4600 Misc Income	3,000\$	593.33	20%
4605 JD Fundraising		0.00	
4610 Grants - Capital		5,190.08	
4620 Grants - Youth Programs Grant		0.00	
4621 Grants - Adult Programs Grant		0.00	
4840 Donations - General		200.00	
4850 Zone 4 Race Revenue		111.42	
4855 Ski Swap		0.00	
4860 Masters		0.00	
4865 Volunteers (estimated)		0.00	
4996 Amort of deferred capital cont		0.00	
TOTAL OVERLANDER SKI CLUB REVENUE	34,600\$	53,529.79	155%
TOTAL REVENUE	186,600\$	173,170.27	93%

Trails Report

- Wow! What a start to our 30th season of operations! Our numbers are little short of staggering. We set a daily record of 618 skiers on Dec 27th and a weekly record of 3408 skiers for the week Dec 27th to Jan 2nd Nearly 500 skiers a day! Our total number of skiers since the season opened officially is 8408 and at this point we are well above the previous best season. Snowshoe numbers are not quite as impressive but we set a weekly record of 442 this past week.

Skiers at trails by week



- On the financial side, the dollar numbers for the month of December are also impressive. Total sales amount to \$55,642.
- We rented 451 sets of adult skis and 268 sets of youth skis over the month. The rental shop has been busy and we have run out of rentals on at least two days.
- Paul has asked to reduce his days on duty and we are in the process of hiring another part-time staff member.
- The Covid mitigation plan seems to be working well. There have been a few reluctant maskers. So far so good!
- The trails are in excellent shape and the machines have all performed well. Our old workhorse snowcat dropped a shoe (or maybe a paw?) last week and it took an amazing effort by Chris and his crew to get a replacement and the machine up and running.
- Nights started January 1st with a good turn-out of 60 skiers.
- Food Bank donation day on Saturday December 12th and there was another generous response from our Overlander family.
- We had free snowshoe day on December 20th sponsored by Play Kamloops who paid for the passes. There were 37 shoers that day. There will be another free day on January 23rd
- Ski lessons have started. 18 Lessons were taught by Serena and 2 by Roy Davidson, all with rave reviews. Lisa Palechuk will teach occasional lessons on a private basis.
- The parking lot was very unsatisfactory after the first two snowfalls because the new snow removal contractor had some difficulties. We now have a second contractor.
- Ski School will start in January 4th.
- The stuffie trail for skiing was set up by Klaus Mey in time for Christmas
- New trail signs have been ordered to help newbies find their way back to the parking lot by the quickest route, and they will be installed in January.

- Two lights are out on Lasso. We can't fix them until the summer and at that time we propose to switch all of the lights on the Lasso loop to LED. We would also like direction on moving forward with the proposal to light Outlaw and Bronco.
- We have one equipment expenditure proposal to put forward. The tracksetting group has discussed purchasing a third roller to speed up operations at the beginning of the season and when we get heavy snowfalls mid-season. The cost of a roller from Yellowstone Track Systems in the US would be approximately US\$2700 plus customs and brokerage fees. Klaus Voss has offered to build a better roller at about half this price.

Chelsea Francis and Alan Vyse

Ski League Report

A few items from Ski league:

- * All lesson levels underway as of Saturday
- * 93 kids signed up, roughly 20 more than last year
- * 30 coaches on the roster (including subs, and eager tag alongs)
- * Covid safety plan in place
- * We are using staggered meeting locations to space out participants
- * Limited class sizes due to Covid - we can't take on any more
- * In the future we would like to support a bridge program (a level for older kids who come into the sport later)
- * We need to purchase an additional 8 or 9 coaching jackets (~\$1600-1800) to support the new coaches.
- * Traditionally we have asked for the Jackets back, but would like to gift the jackets to the coaches who stay on with us as a form of recognition
- * Piloted using a parent volunteer to help manage the booth line up between [9:45-10:30 on Saturday](#). It worked well. No massive line ups.
- * Further in person coach training from CCBC tentative and unlikely this year
- * We should host, at the very least, one Community Coaching course next year (this training allows coaches to coach up to the 10 year old level or so)

Feedback from parents, for the most part, has been very positive this year. Many excited that we have been out on the snow quite early with the older groups. Coaches have been finding innovative ways to challenge their athletes in these weird times (virtual races, Holiday challenge, no touch games aka snowball fight vs the coaches).

Development of the covid plan and implementing has put a considerable toll on those involved. We hope that the hard work put into planning in the fall allows for smooth sailing this winter. The board should consider some sort of recognition for the coaches and coordinators.