



## OSC Annual General Meeting Minutes

Date:	Monday, March 2, 2020
Time:	7:00 pm
Place:	Meeting Room B, Tournament Capital Centre

Meeting called to order at 7:05 pm. 41 people in attendance

### **Agenda Items:**

#### **1. President's Welcome and Address – Vesta Giles**

Tonight will be a night of amazing things!

We've had a fantastic year and our board, staff, and volunteers are rising to meet the challenges of a growing club with grace, humour, and an enormous amount of skill.

Tonight we are saying goodbye to John Grover who has been a board member for a few years. Thinking about this I am reminded again that our board of directors is filled with people who have skills and knowledge that reaches far beyond the world of sport and skiing. They bring those skills to our table and make us richer through their contributions and insight. John is no exception to this and I have relied on his advice many times. I know he is still available for me if I have questions and for that I am grateful.

This year also saw us starting to host some fun events like the Light Up the Lake event, Yoga and Ski, and our Snowshoe Fondue which Chelsea will tell you more about. I believe those kinds of events bring us closer together as a club and I look forward to many more of these events in the future.

The 2020 BC Midget Championships last weekend were fantastic and once again our volunteers did an outstanding job.

We never rest on our laurels, though. We still have things to accomplish on a governance level, updating how we lead and govern in the 21<sup>st</sup> century. How we connect with people, how we measure up in terms of climate change and even reconciliation.

As I've been thinking about starting a new year for the club I keep coming back to the volunteers. We are a volunteer organization and we are nothing without our volunteers. This includes the Board of Directors, coaches, groomers, committee members and anyone who pitches in when something needs to be done.

## 2. Reports

### 1. Treasurer – Michael Duck

#### Statement of Financial Position

1. Funds
  - a. Restricted Funds
    - i. Machinery replacement fund
      1. \$20,000 added to account this year: as of Sept 31, 2019 - \$100,480
      2. \$10,000 additional approved by board in 2019-2020 season.
    - ii. Term Deposits of \$10,502.65
    - iii. Gaming account balance \$1,365.40
  - b. Available Funds
    - i. Operating account balance \$85,191.23
  - c. Total Cash - \$197,539.28
2. Grants
  - a. Pacific Sport Contributed \$5,000 to support club coaching
  - b. TNRD Grant 17,000 – Used toward purchase of new Bearcat Snowmobile
  - c. TNRD Grant - Up to \$10,000 for lighting upgrade to LED – Reimbursement
  - d. Total Grant Funding Received 2019- \$32,000 in 2019

#### Long-Term Investments

1. Capital Investments
  - a. \$40,800 in rental equipment – higher quality skate and some classic rentals, complete inventory of boots. & expanded the number of snowshoes available
  - b. \$15,634 – Bearcat Snowmobile
  - c. \$9,361.65 - Light System Extension
2. Club is on track to achieve strategic planning goals 140,000 and total assets of \$600,000.00 by 2022.

#### Statement of Operations

1. Trailhead revenue was significant based on the short season starting around Christmas and concluding in March. Approximately \$25,000.00
2. Rental revenue was approximately \$15,000.00
3. Wages came in under budget and reflected the short season.
4. Fuel Expenses reflected the low snow year/ short season – Big thanks to the trails R&M volunteers to make things happen when we did get snow.
5. No major maintenance expenses for the equipment - Thanks to our building & equipment R&M volunteers
6. Volunteer contributions to OSC's program were re-estimated approximately \$22,000 – Expect this number to improve with the appointment of a member to track volunteer contributions
7. Revenues exceed expense (again)
  - a. To this point OSC has maintained positive cash flow (excluding depreciation, revenue exceeds expenses)
8. OSC reported a small net income after significant capital expenditures and a shorter snow season. ~\$2,000

### 3. Membership – Joan Bernard

#### REGISTRAR'S REPORT FOR AGM MARCH 2 2020

	<u>#'s as of AGM Mar 2/20</u>	<u>#'s as of AGM Mar 4/19</u> families: 153 members of 37 families
<b>summary:</b>		
adult season passes	390	433
senior season passes	124	128
135 family memb in 33 family season pass regs	135	153
junior season passes	18	13
student season passes	29	45
PARENT season passes (new in 16/17)	61	36
child memb/season passes	60	39
snowshoeing only-adult/sr	12	11
snowshoeing only-child/jr/student	0	5
<b>total season passes = 817 ski; 12 snowshoe</b>		
adult membership only	0	1
junior memb only	5	5
senior memb only	3	4
student memb only	1	0
family memb only (mainly for children's lessons)	0	0
staff adult memberships- Lee, Chelsea, Paul	3	4
duplicate reg (lessons etc) on zone4 not included - 9		
<b>Total memberships:</b>	<b>841</b>	<b>877</b>
zone4: 851 = 1 incomplete + 841 + 9 dupl ski dev reg		(5 refunds later due to injuries)
817	2 refunds later due to injuries	
<b>Ski Development 2019/20</b>		
JD	12	8
4-5 YR	20	15
6 YR	11	14
7 YR	11	10
8 YR	16	4
Track (9-12 yr)	15	19
		0
<b>Total ski development registrations:</b>	<b>85</b>	<b>70</b>
		(3 refunds later = kids not available)
Adult/other lessons: (Lisa Palechuk)	adult lessons offered by Lisa Palechuk - not as part of OSC	adult lessons offered by Lisa Palechuk - not as part of OSC
Volunteers (from registration checkboxes): (244 individuals, many registered for more than 1 category)	244	154
BC Punch Passes-multi ski area(CCBC -new in 2017/18)	26	22

### 3. Trails Committee Report – Alan Vyse

***“Best tracks we have been on this year!”***

***“You folks have fantastic trails”***

***“We love coming to Stake Lake. You always have well prepared trails and they are so much fun”***

*These remarks are far from unusual if you chat to visitors skiing on our trail system.*

After 29 seasons, and with over 330,000 trail users, I think we can reflect on the success of Stake Lake Trails.

Look how far we have come!

The year before Overlander took over the contract for running Stake Lake in 1991 there was a raw trail network with flaky cowboy names, occasional tracksetting, four outdoor toilets and a one person sentry box for a ticket booth manned by a shivering exchange student. At that point the club had about 230 members with an active junior program. Now we have 841 members, equipment and facilities worth over a million bucks, 6km of lit trails, 5km of dog trails, 12km of snowshoe trails, first class tracksetting, a well-used web page, a slick logo, a staff of six (none of them shivering), Christmas lights, video productions, school lessons, yoga on skis, a much expanded junior program, pancakes with poutine, likes on Facebook, warm toilet seats, an extensive rental fleet, stuffies, the green frog and the legacy from the 1991 years – 60 km of fantastic trails with flaky cowboy names. And no I don't want to change the names.

We couldn't have done this without the thousands of hours of volunteer work that have made the trails what they are today.

Take a bow OSC!

I want to acknowledge the work of the other members of the Trails Committee:

Tim Cole; Luc Guilherme; Chris Jones; Les Laithwaite; Klaus Mey; Lisa Palechuk; Garry Plant and Klaus Voss. Les Laithwaite retired from the Committee this year and we were joined by Tim Cole.

A copy of our Annual Trails report to Recreation Sites and Trails BC, which is required under the terms of our contract, can be found on the club web site or in the day lodge.

The prospects for our 28<sup>th</sup> ski season (18-19) looked grim in December 2018 with almost no snow until just before Christmas. Despite the slow start, numbers picked up rapidly and we ended up with 14,340 skier visits and 1144 snowshoe visits. Our season lasted 90 days, much shorter than the average of 104 days. Trails fees were kept at the same level for the 4<sup>th</sup> season in a row and despite this revenues were

high, with good season's pass and day pass sales. Equipment rental sales increased substantially, reflecting the increased size range and quality of equipment. Costs on the other hand were lower than normal because of the shorter season

This year, our 29<sup>th</sup> season, attendance has been excellent despite another late start in December. The number of customers has climbed week after week at record pace, despite the cold weather in January, proving that Overlander skiers are a hardy lot! Snowshoe numbers have also improved from last year. At the end of last week (Feb 29<sup>th</sup>), 15,241 skiers and 1218 snowshoers had passed by the ticket booth and we are well on our way to our second best season ever. Revenues have been outstanding. Although we haven't seen growth in our membership numbers, we have seen a big jump in day pass numbers. And we have also seen a 33% leap in rental revenues compared to last

Our fleet of snow machines and other equipment served us well once again. We are still contemplating replacement of the snowcat but the cost is high (I wrote this before the fund-raising news of tonight). This season we were able to groom what little early snow we had with snowmobiles and the grooming equipment. Our two newly purchased Bearcats made that job safer and more comfortable.

The work of maintaining the machines and setting the tracks sometimes seems never ending and we owe a huge vote of thanks to the crews. This year they included: Thomas Bennett; Tim Cole; Mike Fleury; Peter Findlay; Luc Guilherme; John Hutchings; Chris Jones; Denis Loewen; Dana Manhard; Keith McIntosh; Michel Peron; Garry Plant; Peter Prochotsky; Bill Rideout; Tomas Ruberg; Mike Scarff; Kerry Spear; Mike Stewart-Smith; Klaus Voss; Peter Voss; Gord Waterous. Some of these guys also work in the summer, whacking errant vegetation.

There is also the job of maintaining the trails in the summer. This involves lots of volunteers. Klaus Mey and Lisa Palechuk coordinated the work and Les Laithwaite and his crew and Tim Cole dealt with many fallen trees and debris on the snowshoe trails. Tim also organised drainage improvements on the ski trails and blocking ATV use at the south end of the trails. In addition he worked on reflagging the snowshoe trails. Wayne Richardson of Runner's Sole donated more snowshoe trail signs and he and Tim put them up. Klaus and Peter Voss completed the replacement of our old trail lights with LED units and we are working on fulfilling all the terms of a \$10,000 contract with TNRD under the Federal Gas Tax dollars.

Club coach Dana Manhard and a group of trails volunteers helped with redesigning the stadium and moving the buildings into a more efficient arrangement for races. The Tower of Babble was disassembled and the top half used to create the announcers hut (the shed of babble). Dana's humps and bumps are a big hit with the younger set and added to the thrills of the sprint races at the Midget Age-Class Championships. Painting the Overlander logo on the big green steel box added a welcome touch of colour and pizzazz to the stadium.

Building maintenance is another job that our volunteers take pride in accomplishing, and last fall the staff worked with volunteers reorganizing the upper floor of the day lodge to accommodate more customers. Karl and Klaus Mey repurposed the plywood from the outside wall benches and created small benches to add to the array of tables and chairs creating more room for visitors. Collecting, cutting and storing firewood is another task that staff and volunteers handle every year and a small crew dragged the lower half of the tower in the stadium to create a wood storage shed at Cartwheel and Ponderosa.

This year we have seen a big increase in “promotion” thanks to the efforts of Vesta, Chelsea and Tourism Kamloops. The Christmas lights, Ski and Yoga sessions, the Snowshoe Fondue party, and the second year of Chix on Stix have all resulted in new faces around the trails. Our Annual Family Day affair, this year with pancakes and instant lessons, enabled the club to make substantial donations of food and cash to the Kamloops Food Bank. We delivered 405 lbs of food and \$1850 cash.

Events such as the Snowshoe Race, put on by Phil and Grace of Dirty Feet, and the Midget Age-class races, help to boost public awareness of the trail system. Both events were very successful.

I want to thank our staff for their sustained efforts over the season and for representing us so well. Lee Card has worked as Trails Manager in two seasons now and does a great job for the club. Our water system would not be operating without him. Lee has been well supported by Chelsea Francis our lady of the lights and club event promoter. Paul DeVries, “Mr. Nights”, has seen a steady increase in trail use under the lights. Our new employees from Quebec, Maude Lantin and Cedrick Racicot have been a great help in the rental room through the season, and Cedrick found a new career as a 1<sup>st</sup> class pancake maker. Lisa Palechuk taught 2 sets of lessons with 18 students in the City’s Learn to Ski program. Thanks to Lee the Ski S’Kool program ran well last year with 1518 students in 34 sessions from 22 schools with Shelley Davidson and Mary Martin as instructors. This year is progressing just as well, with 1500+ student visits, 35 sessions and 19 schools despite a number of cancellations because of cold weather in January. Maude and Shelley Davidson are our instructors.

This season the executive renewed a cooperative agreement with Sun Peaks Corporation which allows our members to ski on the Sun Peaks Trails for a 25% discount and for their members to ski at Stake Lake. A similar arrangement has been made with the Caledonia Club in Prince George. 75 skiers from the other clubs took advantage of these agreements.

#### **4. Trails Staff – Lee : Ski School**

- Ski School very successful this year, students from SD#73 and Merritt now coming for 2 lessons (both include skiing and snowshoeing), which meets CCBC guidelines for possible future grant applications
- **Ski School numbers:** 32 school days so far; 19 schools in SD#73, lessons to 35 classes (970 students)
- **Thanks to Shelley Davidson:** for ski coaching this year (last year did snowshoe coaching) and to Maude for this year’s snowshoe coaching
- **Chelsea: No activities Report** (Chelsea away sick)

#### **5. Junior Development – Dana Manhard**

Yearly highlights. Ski League has grown with better trained coaches and a stronger coaching group in general than we have seen at Overlander. Thanks to a few new coaching parents as well as several individuals with a strong ski history sharing their skills. We had a good uptake of coaches advancing their NCCP coaching training as well as two coaches taking the advanced coaching update.

As a group we have had good success at the races this year and are gaining momentum in both results and overall growth.

I would like to thank the sponsors that have helped our ski league, club and event organizers this season so far. This includes Kal Tire for helping with the stadium playground features. This grant through CCBC is just waiting for the final steps to be completed. Also a thanks to cycle logic for working with us with the rentals which have really helped us connect with a much wider audience on the trails. A Big thank you to Blackwell Dairy Farm, MJB Lawyers, Runners Sole, Spoke n Motion, Booster juice, and Fischer for helping with prizes and support for the BC Midget Championships. I also can't thank all the Volunteers for all the help planning and carrying out this race.

As a note the stadium features have been so successful that I think we need to consider more of this type of addition in our trail system going forward as it appeals to our youth, and teen trail users in a big way.

BC Championships are coming up in Kelowna next weekend and in a few weeks Nationals are in Sovereign Lake to finish off the racing season.

See you on the trails.

## **6. Ski League – Lynda Ritchie**

**No report**

## **7. Publicity – Vesta Giles**

For publicity we have seen the benefits of the \$6,000 Tourism Kamloops has spent on a major ad campaign that has promoted cross country skiing and snowshoeing at Stake Lake as well as Sun Peaks and Harper Mountain. They have also done photo shoots on the trails, brought up influencers, and even brought their Luv in the Loops bus up for a day. All of these things have led to lots of new faces and lots of visitors on the trails.

If we look at Google Analytics we can see how much traffic our website is generating, and when we look at social media our accounts have shown an increase in likes and follows.

The value of our partnership with Tourism Kamloops cannot be understated. They are some of our biggest cheerleaders and they have a very powerful voice.

This year the board decided to produce two videos for promotion. One of these you will see tonight and one will be ready in a few weeks. The second video was shot at the 2020 Teck BC Midget Championships and Cross Country BC chipped in some money to help produce it. It's going to be about 3 minutes long, really fast paced and geared toward the age group of the athletes who were participating. This is an age where many drop out of skiing, and often sport in general. We wanted to create a music video-styled video that those kids will want to share and will make them want to show off what they do on the trails. It's fun, a bit goofy, and it will feature some fierce racing. So stay tuned for that one.

The video you will see tonight is a sort of companion to the video Tourism Kamloops created a couple of years ago and Tourism Kamloops contributed some funding toward it. While that original video is beautiful and really reflects some of the deepest joys we all find in Cross Country skiing, it doesn't actually reflect the club very well. It only has skate skiers and they are all exceptionally talented. What we wanted to create was a companion to that – one that actually talked about who we are as a club with the hopes that people who watch the video will see it and want to join us. I will be boosting this video starting tomorrow with a small amount of Facebook advertising and I will boost it again in the fall around registration time. Plus Tourism Kamloops will be embedding it on their website as well. The theme of this video is a day at the Stake Lake Ski Trails.

## **8. Ways and Means – Maureen**

It has been a great year for Ways and Means. We have successfully applied for a TNRD grant to upgrade our lighting, and a grant through CCBC to improve our stadium area.

We are on a quest for a new groomer. This has been a challenging process because you almost need to have money before you can apply for money, and we didn't know if we were applying for a new groomer, or a used one which are harder to come by. Inspired by the recent success of two other clubs in applying for funding to purchase new groomers we have decided to embark on that route.

A new groomer, with taxes and delivery, will be approximately \$500,000.

With a little over \$120,000 committed in our Machine fund, we need to be at approximately half the total amount, or \$250,000 to apply for matching funds through the Blazers and then through gaming.

Our current fundraising efforts include our donation campaign through Nordique Canada where we have raised \$2350 so far from our very generous members which has enabled us to access another \$800 in matching funds. We also have the raffle which can raise a maximum of \$5,000 if we sell out the tickets. Plus, each year the club also commits at least \$10,000 to the machine fund. In the past month we have been contacted by an anonymous donor. If you have been reading emails or facebook posts from CCBC you'll know that one club in BC has an anonymous donation coming in the amount of \$100,000. We can announce tonight that that club is us.

I believe that all of these donations are a result of our members having confidence and finding value in our operations and the experience we provide to members and visitors. I believe the responsibility for that rests firmly on the shoulders of our volunteers, our board, our amazing staff, and our members. We are a club. Even if we just use our trail pass to ski or snowshoe, we are part of a club that makes a difference and that shows.

This generous donation, and all of our donations and fundraising efforts, put us around the \$225,000 mark. This means we can apply for gaming grants and other grants to get us to the magic number of half a million dollars. Grants aren't guaranteed, however, and we need to keep fundraising. It is my hope that we see a new groomer on the trails some time next season.

## **4. Membership feedback and ideas on club programs, trail management and future directions**



Discussion and numerous comments, including friendly and welcoming staff, dog trails, appreciation of the great xmas lights, the need to improve parking (especially roadside) at events. Further suggestions can be emailed to the board or mentioned at the ticket booth.

#### **5. Election of Directors for 2020/21: Chaired by John Grover**

<b>Position</b>	<b>Director</b>
President	Vesta Giles
Vice-President	
Treasurer	Mike Duck
Secretary	Raegan Markel
Trails Committee Chair	Alan Vyse
Publicity Director	Vesta Giles
Ways and Means Director	Maureen Light
Ski League Coordinator	Lynda Ritchie
Membership/Registrar	Joan Bernard
Junior Development Coordinator	Dana Manhard
Social Coordinator	Chelsea Frances
Volunteer Coordinator	Sharlene Patko
Member At Large	Tim Cole
Member At Large	Luc Guilherme
Member At Large	Rich McCleary
Member At Large	Dillon Stuart
Member At Large	Wallace Huston

Slate of members was prepared by the board, with the addition of Wallace Huston, who volunteered at the meeting. Only one person ran for each position (all positions filled by acclamation).

#### **5. AGM resolution: confirm Board of Directors positions for 2020/21**

**Motion: To accept the nominations above for the 2020/21 OSC Board of Directors.** (Moved by John Grover, Seconded by Roy Davidson): Carried.

#### **6. Door Prizes were drawn; The 2020/21 season pass was won by Joan Bernard**

**Meeting adjourned at 8:20 pm**

Dates for upcoming Directors' meetings in 2020:

Monday, April 6

Monday May 4

Monday June 1