

# Foothills Swim Club / UCSC

2018 Spring General Meeting

May 30, 2018 - 5:30 - 7:00

KNB 126 – U of C

## In Attendance:

### UCSC Members (33)

Jon Rule	Sheila Rule	Rob Corson	Stephanie Wigginton
Lisa Yerex	Paul McCloy	Christa McKegney	Juan Castillo
Theresa Yang	Trevor Nicholson	Dave Bennett	Jonathan McLeod
Sue McKenzie	Jane Albers	Jamie Luykenaar	Sue Kennedy
Tatiana Noskova	Harvey Katterhagen	Oscar Perez	Shawna Chicilo
Jeff Scott	Carol Malec	Barb Duncan	Danny MacLean
Fiona Costello	Kris Norman	Michelle Stewart	Michele Tingley
Marnie Rogers	Jen Fedderson	June Verjee	Sergei Noskov
Allan Dennett			

### UCSC Staff

Mike Blondal	Carl Simonson	Annabel Stevens
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1. President calls the Fall General Meeting to order
2. Appointment of Secretary for the Spring General Meeting
  - a. Carol Makes motion to approve Dave Bennett as the Secretary of the Spring General Meeting
  - b. Harvey Katterhagen seconded the motion
  - c. All in favour, the motion is carried
3. Approval of Agenda
  - a. Trevor Nicholson makes a motion to approve the agenda as presented
  - b. Christa McKegey seconded the motion
  - c. All in favour, the motion is carried
4. Approval of Minutes from November 8, 2017 Fall General Meeting
  - a. Danny MacLean makes a motion to approve the minutes from the Fall General Meeting
  - b. Harvey Katterhagen seconded the motion
  - c. All in favour, the motion is carried
5. Election of Board members - motion to elect the following:
  - a. Sheila Rule - Director at Large
    - i. Vote on Sheila
    - ii. Clear majority declared elected 2018-2019
  - b. Kris Norman - Director at Large
    - i. Vote on Kris
    - ii. Clear majority declared elected 2018-2019
  - c. Barb Duncan - Director at Large
    - i. Vote on Barb
    - ii. Clear majority declared elected 2018-2019
  - d. Jeff Scott for - Director of Finance
    - i. Vote on Jeff
    - ii. Clear majority declared elected 2018-2019
  - e. Stephanie Wigginton - Director of Communications
    - i. Vote on Stephanie
    - ii. Clear majority declared elected 2018-2019
  - f. Harvey Katterhagen - Director of Programs
    - i. Vote on Harvey
    - ii. Clear majority declared elected 2018-2020
  - g. Dave Bennett - Secretary
    - i. Vote on Dave
    - ii. Clear majority declared elected 2018-2019
6. Presentation of 2018-19 UCSC Budget – Sheila Rule
  - a. Current Year
    - i. Policy Changes
      1. Posted on the web site

2. Committing to full fundraising commitment - still responsible for fundraising if swimmer quits
  3. Bingo buyout increasing to \$125
  4. Bingo fines increased to \$200 from \$150
  5. Pre-registration open June 1st this year and April 1st next year
    - a. Guarantee the spot
    - b. Helps with estimating revenue and numbers
    - c. Club is near capacity so being accurate is important
    - d. New YMCA pool space is available but very expensive
    - e. Help reduce risk with budgeting
- ii. Swim Fit
1. Need to plan and advertise for a non-competitive program at the new pool
- iii. Bingo allocations are subject to final registration numbers
- iv. Currently running a deficit
- v. Estimation of swimmers is out quite a bit which impacted raffles
- vi. Have ran a surplus the last couple of years so we do not need to dip into reserves to cover deficit
- vii. Current cash balance is ~240k
- viii. Meets for next year
- ix. Swim fit ran almost break even
- x. Gaming revenue lower due to bingo
- xi. High performance revenue came in higher
- xii. Coaching payroll increased after approved budget last year due to coaches added for T-REX
- xiii. Did not get grant for lane ropes this year
- xiv. Bingo allocations are currently the same but subject to change based on registration
- b. Next Year
- i. Fundraising increasing next year
    1. Required Balzac Meats
    2. Introduced to offset lost revenue on bingos
  - ii. Budgeting for fewer bingos next year
  - iii. Fees are increasing 5.5% to cover increased pool fees and assistant coaches impacted by minimum wage
  - iv. Other income will be lower because of more away meets
  - v. Actively looking for sponsorship
  - vi. G&A is going up next year due to part time bookkeeper
  - vii. Looking to get long course lane ropes next year
  - viii. Multiple swimmer discount will be the same for all additional swimmers - 15%
  - ix. Expecting to be balanced budget for next year
- c. Questions

- i. How are bingos allocated to the club?
  1. Fixed number and then variable
- ii. Sponsorships are low can it be increased?
- iii. Is there a marginal profit opportunity if swim club kids ran camps? We could run these in August.
  1. Has been discussed a little
  2. University runs camps too
  3. It requires a lot of organization, insurance, police checks. Would be good to team up with the university.
- iv. The swim fit program is break-even will it be profitable?
  1. Will be profitable next year
  2. 11 or 12 to break even
- v. How many swimmers in the swim-fit?
  1. Started at 9 people
  2. Got to 15 people
  3. Mixed juniors and adults for now
- vi. Why is the cost double for swim-fit?
  1. YMCA pool costs are more expensive
  2. Need to keep the pool space or we will never get it back
- vii. Why is the bingo fee going from 75 to 125?
  1. 125 is roughly the amount of profit the club makes per member per bingo
- viii. Why did we pick Balzac Meats?
  1. Balzac offers 20% back
- ix. What do we get from Speedo?
  1. 20k worth of product
  2. Banners
  3. Speedo bought tickets to the Making Waves
  4. Giveaways
- x. When was the last time the Speedo contract revisited?
  1. Revisited every year
  2. Not believed that Arena will give us the same amount of product as Speedo
  3. Speedo is being re-organized currently; Tara Van Bielen has taken owner
  4. Cost of changing the club over to Arena is expensive to all of the families
- xi. Why is fundraising increased so much?
  1. Blazac Meats
- xii. What about raffling off a vacation property?
- xiii. Will the increase in fees hurt membership?
  1. Fees are still cheaper than other clubs
  2. Club has continually grown

3. Some may leave but all spots get filled
  - xiv. Have you ever done grocery cards?
    1. It was done two years ago, we have had very few families participate
  - xv. Can we add another fundraiser on top of Balzac Meats next year?
    1. Yes, we can look at it
  - xvi. If there was more pool space would we continue to grow?
    1. Yes
  - xvii. Does the 250 deposit for Balzac Meats come off fees once recouped?
    1. Yes
7. Approve the 2018-19 Budget, swim fees, bingo allocation and raffle allocation
  - a. Carol makes a motion to approve the budget as presented, the swim fees bingo allocation and raffle allocation
  - b. Christa McKegney seconded the motion
  - c. All in favour the motion is carried
8. Other Business
  - a. Coaches presentation
  - b. Board departures
    - i. Juan Castillo
    - ii. Carol Malec
    - iii. Jonathan McLeod
9. Adjournment
  - a. Rob declares the meeting adjourned