

CLOVERDALE CURLING CLUB
ANNUAL GENERAL MEETING

October 16, 2022 2:00 – 4:00 PM
Club Lounge

AGENDA

President: Call to Order
President Comments

Secretary: Minutes of the April 3, 2022 Semi-Annual General Meeting

Manager: Judy MacKinnon, Club Manager

Reports of the Standing Committees

 Curl Team
 Club Team
 Business Team

Report of the Curl BC Representatives

Treasurer's Report

Unfinished Business

Suggestions for the Good and Welfare of the Club

Closing Comments

Adjournment

CLOVERDALE CURLING CLUB
MEETING MINUTES OF THE SEMI-ANNUAL GENERAL MEETING
April 3, 2022

PRESENT: 24 members/curlers

Chair: Joe Strain

Minutes recorded by: Dawna Benedict

CALL TO ORDER

Chair Joe Strain opened the meeting at 2:04 PM

ADOPTION OF AGENDA

Motion: To accept as presented by Catherine Kruger and Barry Benedict. AIF

SECRETARY'S MINUTES

Draft Minutes of the October 24, 2021 Annual General Meeting

Motion: To accept as presented by Gwen Clark, seconded by Barry Benedict. AIF

COMMITTEE REPORTS

CHAIR REPORT (attached)

Joe Strain reviewed items from the combined President/Business Team report. He offered thanks to the Club staff, Board members and volunteers over the course of the season. To increase the number curlers at the Club, the Club plans to develop a marketing strategy with the assistance of a marketing student.

Motion: To accept as presented by Warren Quan, seconded by Rob Kruger. AIF

MANAGER'S REPORT (attached)

Judy MacKinnon advised that school student participation was down this year due to Covid regulations.

Motion: To accept as presented by Catherine Kruger, seconded by Tony Wheeler. AIF

CURL TEAM

Jeremy McNulty made note that the Curl Team is asking for ideas from membership re fund raising during the year.

Motion: To accept as presented by Rob Kruger, seconded by Kris Gibson. AIF

CLUB TEAM (attached)

Motion: To accept as presented by Warren Quan, seconded by Tony Wheeler. AIF

BUSINESS TEAM

Approved under the Chair's Section of these Minutes.

CURL BC Rep – The Club does not have a Curl BC Rep. Joe Strain attended a Curl BC meeting in Fall and advised that no other meetings were held.

TREASURER'S REPORT (attached)

Bruce Chin provided detail relating to his report and the financials presented. He advised that \$40,000 of the CEBA loan received needs to be paid back by December 31, 2022.

Budget: Assumes that curling numbers will increase by 70 curlers. Expenses are expected to increase next year. Included in the expenses is an additional \$6,000 for marketing expenditures and a website overhaul.

Motion: To accept as presented by Catherine Kruger, seconded by Lorri Iverson. AIF

NEW BUSINESS

Elections: Directors with 1 year remaining in their term are: Joe Strain, Bruce Chin, Dawna Benedict, Colleen Donato and Nico Beuk. The Directors noted below were elected into 2-year terms.

2 Year Term
Kris Gibson
Lorri Iverson
Laureen Hull
Jeremy McNulty
Catherine Kruger
Warren Quan

The Board of Directors elected the following into the Executive:

President	Joe
Vice-President	Laureen
Treasurer	Bruce
Secretary	Dawna

SUGGESTIONS FOR THE GOOD AND WELFARE OF THE CLUB

- Make use of empty sheet during playoffs by holding consolation rounds, rental of sheets or use for new curler instruction.
- Use advertising to encourage curlers to come watch the playoffs.
- Clearly display playoff rules which have been based on pre-determined standards. Send them out ahead of the playoffs themselves and post next to the draw sheets.

- Refresh of the score board area (missing nails and faded numbers). Judy MacKinnon advised that plans are in place to order new numbers for next year. The fading of numbers was the result of sanitizing procedures being following due to Covid.

OTHER SUGGESTIONS AND QUESTIONS

Adjournment: 3:00 PM

AGM October 16/2022

President's Report

Welcome back for the 2022/2023 curling season. First, let me add a special welcome to those teams and individuals new to our club.

It appears that COVID 19 is behind us and I can't say I am not glad to see the back of it. It has changed our lives in countless ways, and sometimes, not in a positive way. But let's look to the future and hope for greater things to come.

You will notice that we still have hand sanitizers in the lobby for you to use. If you feel you want to wear a mask, please do so but the club has no rules around the mandatory use of face masks, we merely ask that if you are ill, stay home.

So how do you like the new way to register and pay for curling? Pretty slick I'd say. We will be using the same system for all of our spiels in future. Just makes life so much simpler, well once we get all the kinks out. And while I am on the new and improved, how about our new website? Thanks to Wash for literally hours of work getting the content on the site.

You will notice that there are a few extra spots on the ice. We attempted to have a doubles league but due to a lack of curlers had to cancel it but by then the ice was in with the doubles markings.

When the budget was set the Board had a target of 2019/2020 levels of curler participation. We are not quite there but close. We ran a series of introduction sessions for those that were interested but had never tried it. We were able to offer these sessions due to agreeing to the City of Surrey's request to put the ice in earlier this year to make sure that there were no significant brine leaks. As in most cases, when you prepare for things to go wrong, they don't. All good.

We are happy to report that Connie's Cucina continues to be our tenant. We will be using her services for the majority of food service we require this season. It is a good business arrangement for all parties.

The club will be hosting a couple of spiels this season, the Workingmen's and the Open. Both of these spiels are scheduled for February. Along with the Club spiels, the Senior Ladies will be hosting the Candy Cane Spiel in early December. I would ask that you come out and support the spiels, either via way of volunteering, competing in them or just come out to cheer on your favourite team.

As we start this season, I would like to thank Judy, Wash, Rhett, Mike and his team for all the work they are going to be doing. I have said it before but it bears repeating, clubs run on their volunteers, without them not much gets done. Please share your time and talents with us, we appreciate it.

Have a great season

Joe Strain, President

Laureen Hull, Vice-President

Manager's Report AGM – October 16, 2022

1. Registered League Teams

- Sunday Morning – 6 teams
- Sunday evening – 12
- Monday Evening Open – 11
- Tuesday Morning Ladies – 12
- Tuesday evening men – 15
- Wednesday Evening Open – 13
- Thursday Evening Men – 13
- Friday Evening Open – 24
- Seniors – Thursday Men – 36 people
- Senior Mixed Friday - 36 people
- Little Rocker – 8 kids
- Junior – 24 kids

2. Last season we had 504 curlers registered. This season we have 543 registered curlers to date.

3. We had a very successful Learn to Curl on September 24 with 33 participants.

4. Due to many inquiries we have scheduled another Learn to Curl Session on October 22 at 10am.

5. Social Media campaign in the month of September has generated a lot of interest in our sport.

6. Future Upgrades for the Club by the City

- City of Surrey has funding to replace the cement slab, brine lines & insulation at a cost of over 2 million. Now Council has to approve the project. No cost to the club.

AGM Curl Team

October 16/2022

Just to recap, the Curl Team is responsible for the cold side of the glass and all that starts there. They look at the programs offered, overseeing the draws, new rules and regulations for game play, host spiels and look after all things associated with those spiels to name a few items.

When we were in the planning stages for this season (2022/23) we had hoped we could post numbers equal to the 2019/20 season. Right now, we are falling a little short of that mark but with some marketing, expect to improve those numbers in the second half of the season.

This year we have attempted to make a few little changes to the game play which came out of the survey sent to our curlers. Some of the changes will be good for the game but the jury is still out on others. In an attempt to keep the play moving along, time limits have been introduced of 1 hour and 50 minutes. When the buzzer goes complete the end you are on and shake hands. Time limits will work well for those leagues with two draws but might not work as well when we only have one draw.

The Curl Team will be hosting the Workingmen's and the Open spiels in February 2023. Get your teams together, registered, and participate in some mighty fine curling or come out and cheer your team on. Our magic number for the workingmen's is 24 teams and I would like to see that number for the Open as well.

This year we have a new way to register and pay for curling. On line through Curling Canada. It is a pretty slick operation; most clubs are using this process so it will quickly become the norm. Please keep in mind that although you register on line you can still drop by, catch up, and have a visit. We don't want to lose our people time; you are the most important ingredient in the mix.

Here's to a good season of great curling or a great season of good curling, whichever you prefer.

Curl Chair

Laureen Hull

AGM Club Team

October 16/2022

The Club team is responsible:

- To oversee and facilitate communication to members, curlers, and media.
- To review, develop, and maintain innovative ways of providing information within the Cloverdale Curling Club.
- To develop strategies and implement communications to attract new curlers, ensuring the continued future growth of the club.
- To plan, develop and initiate a marketing strategy that will ensure the continued success, ongoing growth and future potential of the Cloverdale Curling Club.

The Club team has been focusing on supporting the events leading up to curling season start, including helping run the fun spiel (see next page), supporting registration nights, and driving awareness for the club. This team also conducted an off season survey to understand our membership better for improved engagement with the members.

In addition, this team works closely with the KPU marketing student in implementing some social media campaigns, primarily focused on driving new curlers to learn to curl events and the novice league. Based on comments in the managers report, there has been increased activity via social media and learn to curl that can likely be attributed partly to the efforts of the marketing intern.

The club team will continue looking at engaging events for the membership and new curlers to continue the off ice fun and experiences to keep our community connected before, after, and between games.

Thanks
Kris

Fun Spiel Sept 24, 2022

32 players at \$15 each

Format:

- 2 x 6 end games starting at 1300-1500 & 1530-1730. Winning team of each end awarded a certificate for a jug of beer or a bottle of house wine.
- Dinner at 1800. Catered by Connie's Cucina, consisting of Lasagna, salad, bun, cookie and brownie at \$15 per plate.

After curling games played:

Toonie toss. Winner awarded the pot. \$38. 2nd place a box of chocolates

Curling trivia game. Winner's table called to the buffet.

Never have I ever. Winner box of chocolates and a \$25 gift certificate for the pro shop

Heads and Tails. Winner box of chocolates and a \$25 gift certificate for the pro shop.

Income		Expenses	
Entry fees (32)	\$480	Dinner (33)	\$519.76
		Gift certificates	\$50
		Prizes/Chocolates	\$54.36
		Beer/Wine	\$132 approx.
Total income	\$480	Total expenses	\$756.12
		Total cost of event	\$276.12

Lessons Learned:

Difficulty getting enrollment and volunteers for the even due to good weather. I recommend next year holding the event after the start of curling maybe in mid October.

It was a successful event in that the participants reported it was good value for the money. Due to catering costs I would recommend increasing the entry fee to at least \$20 to cover that cost.

Keep the time between games as short as possible to keep the participants occupied and on the main level unless the bar is open between games. Possibly have coffee or tea available for this break time.

Random draw for teams- many people came together and wanted to play as a team. We did a mixed random and team format. Because of this some of the teams were more heavily waited. The rules per end helped level out the skill level.

[illegible]

	Prior Year Actual: June 1, 2020 to May 31, 2021		Original Budget: June 1, 2021 to May 31, 2022		Actual Fiscal Year-ended: June 1, 2021 to May 31, 2022		Budget June 1, 2022 to May 31, 2023	
REVENUE:								
Curling Fees		38,446		122,600		121,799		131,000
Bonspiels, net						(266)		-
Ice Rentals		150		8,000		4,361		8,200
Rentals (Hall/Lockers/Concession)		1,452		17,200		15,776		18,000
Bar								
Revenue, Rentals	-		-		-			
Revenue, Curling	8,051		52,000		40,960		52,000	
Bar, License	(825)		(1,400)		(500)		(800)	
Bar, Wages	(3,675)		(15,100)		(11,340)		(15,000)	
Bar, expenses and purchases	(7,062)	(3,511)	(26,300)	9,200	(21,821)	7,299	(27,800)	8,400
Fundraising/Advertising/Social Fees/Clinics		10,223		2,000		9,370		2,000
Pro Shop								
Sales	3,922		15,000		14,329		15,000	
Purchases	(3,963)	(41)	(13,500)	1,500	13,730	599	(13,500)	1,500
Gain on CEBA Loan Forgiveness				20,000		-		20,000
Canadian Wage Subsidy		45,096		-		4,441		-
Gaming Grant		46,230		46,230		46,230		46,230
City of Surrey Grant		70,358		71,764		71,765		71,765
Total Revenue		208,403		298,494		281,373		307,095
EXPENSES:								
Social Events				5,000		1,398		3,000
Affiliation Fees		3,120		7,000		7,035		
Ice and Equipment Plant (including wages)		39,276		63,700		53,247		74,200
Awards		309		6,000		1,691		6,300
Programs and Services		-		10,000		171		10,500
Building Supplies, Repairs & Maintenance		15,060		29,000		33,857		24,700
Insurance		8,178		8,300		8,416		8,800
Utilities - Hydro/Garbage/Water		30,431		45,800		44,912		48,100
Telephone and internet		1,870		2,100		1,267		2,200
Security and monitoring		501		2,400		701		2,500
Wages (Manager/Office/Assistant Ice Techs)		79,985		99,100		84,704		103,000
Employee Benefits and WCB		6,403		6,500		6,811		6,800
Administrative and office expense		12,512		18,200		14,278		10,800
Advertising, Marketing & Website						4,565		6,000
Building Renovations		4,297		-		15		
Gaming Grant Expenditures		24,510		-		17,632		
Total Expenses		226,451		303,100		280,700		306,900
Net Income For The Period		(18,048)		(4,606)		673		195

CLOVERDALE CURLING CLUB
Compiled Financial Information
Year Ended May 31, 2022



HWG, Chartered Professional Accountants

COMPILATION ENGAGEMENT REPORT

To the Members of Cloverdale Curling Club

On the basis of information provided by management, we have compiled the balance sheet of Cloverdale Curling Club as at May 31, 2022, and the statement of income and retained earnings for the year then ended, and Note 1, which describes the basis of accounting applied in the preparation of the compiled financial information ("financial information").

Management is responsible for the accompanying financial information, including the accuracy and completeness of the underlying information used to compile it and the selection of the basis of accounting.

We performed this engagement in accordance with Canadian Standard on Related Services (CSRS) 4200, *Compilation Engagements*, which requires us to comply with relevant ethical requirements. Our responsibility is to assist management in the preparation of the financial information.

We did not perform an audit engagement or a review engagement, nor were we required to perform procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an audit opinion or a review conclusion, or provide any form of assurance on the financial information.

Readers are cautioned that the financial information may not be appropriate for their purposes.

HWG

Surrey, BC
October 7, 2022

CHARTERED PROFESSIONAL ACCOUNTANTS

A Partnership of Incorporated Professionals

Suite 101-17565 58th Ave., Surrey, BC, V3S 4E3
Web Site: www.hwgca.com



Phone: 604-576-9121 Fax: 604-576-2890
E-mail: hwgca@hwgca.com

CLOVERDALE CURLING CLUB**Balance Sheet****May 31, 2022**

	2022	2021
ASSETS		
CURRENT		
Cash	\$ 61,443	\$ 121,952
Term deposits	141,120	140,000
Accounts receivable	(292)	(35,390)
Inventory	25,042	38,067
Goods and services tax recoverable	172	334
Prepaid expenses	4,961	8,700
	\$ 232,446	\$ 273,663
LIABILITIES		
CURRENT		
Accounts payable	\$ 13,283	\$ 6,645
Wages payable	-	2,817
Provincial sales tax payable	19	-
Deposits received	333	667
Deferred income	8,876	54,272
Bank loan - CEBA	60,000	60,000
	82,511	124,401
MEMBERS' EQUITY		
SHARE CAPITAL	78,183	78,183
CONTRIBUTED SURPLUS	28,103	28,103
RETAINED EARNINGS	43,649	42,976
	149,935	149,262
	\$ 232,446	\$ 273,663

APPROVED BY_____
*Director*_____
Director

See note to financial information

CLOVERDALE CURLING CLUB
Statement of Income and Retained Earnings
Year Ended May 31, 2022

	2022	2021
RECEIPTS		
Curling fees	\$ 121,799	\$ 38,446
Lounge	40,960	8,051
Rental and concession	20,137	1,602
Pro shop	14,329	3,922
Bonspeils	12,456	-
Social events and sundry	9,012	10,152
Advertising	333	71
	<u>219,026</u>	<u>62,244</u>
EXPENSES <i>(Schedule 1)</i>	<u>336,348</u>	<u>196,880</u>
LOSS FROM OPERATIONS	<u>(117,322)</u>	<u>(134,636)</u>
OTHER ITEMS		
Municipal grant	71,765	70,358
Gaming grant	46,230	46,230
	<u>117,995</u>	<u>116,588</u>
NET INCOME (LOSS)	673	(18,048)
RETAINED EARNINGS - BEGINNING OF YEAR	<u>42,976</u>	<u>61,024</u>
RETAINED EARNINGS - END OF YEAR	<u>\$ 43,649</u>	<u>\$ 42,976</u>

CLOVERDALE CURLING CLUB
Note to Compiled Financial Information
Year Ended May 31, 2022

1. BASIS OF ACCOUNTING

The basis of accounting applied in the preparation of the balance sheet of Cloverdale Curling Club as at May 31, 2022, and the statement of income and retained earnings for the year then ended is on the historical cost basis and reflects cash transactions with the addition of:

- accounts receivable
 - inventory valued at cost
 - accounts payable and accrued liabilities
-

CLOVERDALE CURLING CLUB**Expenses****(Schedule 1)****Year Ended May 31, 2022**

	2022	2021
Advertising and promotion	\$ 4,898	\$ -
Awards	1,691	309
Bad debts	618	150
Bonspeils	12,722	-
Insurance	8,416	8,178
Interest and bank charges	3,810	3,723
Licences, memberships and dues	12,311	5,158
Lounge	20,538	6,102
Miscellaneous	11,393	5,275
Office	2,566	5,256
Pro shop	13,730	3,963
Professional fees	1,650	1,540
Programs	171	-
Repairs and maintenance	42,229	40,407
Salaries and wages	102,855	90,062
Social events	1,398	-
Sub-contracts	48,000	30,000
Supplies	4,913	9,051
Telephone	1,267	1,870
Utilities	45,613	30,932
Canada emergency wage subsidy	(4,441)	(45,096)
	\$ 336,348	\$ 196,880

TREASURER'S REPORT
AGM – October 16, 2022

Current Fiscal Period Year Ended May 31, 2022 Comments:

- At the April 3rd SAGM I had reported I was confident in my fiscal year-end forecast the Cloverdale Curling Club would at least break even for the fiscal year, which we did achieve with a net \$673 positive outcome.
- Also at the April/22 SAGM I had reported we would not need to realize the \$20,000 gain from the CEBA loan repayment that was originally planned to be realized in the fiscal year completed. I had further added we would need to realize this \$20,000 gain in the following fiscal year in order to make our budgeted break-even Net Income number, and that is still the case.

2022-23 Budget Comments:

- Even though curling registration numbers for this season improved over last season's numbers, registration still did not reach the desired target we hoped for which was that of the 2019-2020 season prior to the Covid19 outbreak.
- With the current rate of inflation and cost of living rising up to around 5%, the assumption has been made that our operating expenses will increase accordingly, and a 5% increase in expenses has been recognized in our budgeted expenses for the 2022-23 fiscal year.
- \$6,000 has been budgeted for marketing and advertising where the goal will be to attract new curlers to our club. This will be the start of an ongoing long-term goal which will be to successfully grow curling enrollment in the community and go against the tide of declining enrollment that we're currently experiencing. Part of the marketing package also will be to upgrade our club website to have it more attractive, current and informative with online registration available.
- We will need to realize the \$20,000 gain on the repayment of the CEBA loan, which will be needed to make our budgeted break-even Net Income number.

Bruce Chin
Treasurer
Cloverdale Curling Club