

Bobsleigh CANADA Skeleton
Board of Directors Meeting 411, Minutes
Wednesday April 19 2011 18:00-20:00
Bob Niven Training Centre, Boardroom

Our Mission: Bobsleigh Canada Skeleton develops Olympic and World Champions.

Call to Order – 18:05

Present: Reid Morrison, Louis Poirier, Lee Genier, Astrid Wolf, Lisa Szabon
Regrets: Bernie Asbell
Absent: Brent Berezowski,
Staff: Don Wilson, Dwayne Dreher

1. Review and approval of agenda.

Motion 311 1:Wolf/Poirier
To approve the agenda as presented.

CARRIED

2. Review and approval of March 16, 2011 BCS BOD 311 Minutes.

Motion 411 2: Szabon/Genier
To approve the 311 BCS BOD Minutes as presented.

CARRIED

3. Business arising from minutes:

3.1 111.6.1 Youth Olympic Games

No new information.

PENDING

4. General Operations Update.

4.1 CEO Report: 411, April 19, 2011

1. General:

- a. I was able to meet with VISA Canada and was able negotiate a sunset agreement with them for partial unrestricted operational funding for the 2011-2012 year.
- b. BCS has prepared our year-end submission and funding request to OTP. The meeting is scheduled for April 20th. Nathan, Matt, Tom, Duff and myself ill present. Final funding commitment will be known by the end of April, which will be the foundation for developing the 2011-2012 BCS budget.
- c. BCS, CLA and Winsport are in discussion about of few joint ventures to maximize personnel efficiencies and potential cost savings.
- d. The sliding sports have submitted their final ice time requests to Winsport and we are waiting for final costing based upon the submission.
- e. The Athletes' Council is reviewing the Athletes' Agreement and I am anticipating feedback in short order to try and resolve any issues by the May 15th deadline.
- f. I have completed the analysis matrix for the Government of Alberta on the 2010 Calgary World Cup. I have been in communication with both the Alberta and BC sport branches attempting to confirm support for the 2012 World Cups. At this time they are unable to commit funds. I will be receiving the Alberta request for hosting support by month's end. Dwayne has prepared a significant submission to Sport Canada for hosting support for both competitions. Because we have asked for a larger level of support the application process was more extensive and was required in a year in advance. Because of the situation with our sponsors, they were receptive to the submission a little late.
- g. Nathan represented BCS at a Winter Sport Caucus meeting. The World Junior hockey tournament will be in Calgary at Christmas time and all winter sports are being asked to join in to take advantage of the persons here for the hockey at the Park. The sliding sports are looking to highlight promotional opportunities and a possible NHL alumnus rides program.

2. Marketing and Sponsorship Report:

- a. Chris has had meeting with the natural gas company, but no decision has been forth coming. He has also met with a European car manufacturer and two governmental travel departments exploring tourism exposure dollars.
- b. Chris also met with VISA Canada to ensure a strong relationship as we move towards the sunset agreement as well as keeping in touch with them in reference to the Team VISA athlete program, to ensure we have the best possible opportunity to have our athletes selected, when the winter athletes are reviewed.
- c. Corporate Partnership Progress**
- d. A new package has been developed which reflects the assets now available that were previously held by VISA. An estimated value has been associated with four different levels of corporate partnership.

- e. Wherever possible, we request that I have the chance to interview a key contact within the company before we submit any proposal. Each partnership proposal is customized based on information we gather from the potential partner.
- f. A new target list of companies that we feel are potentially good fits for BCS has been created.
- g. This list is dominated by companies that we feel can benefit from the tremendous exposure available overseas through advertising on our sleds/uniforms.
- h. We will also approach Canadian and local companies where we have a personal connection. Lee Genier and Bernie Asbell are both currently helping in this regard. We need your help too! (See next section).
- i. Discussions with a company in the Natural Gas sector are continuing. Timing has been slowed by their decision to undergo a company-wide sponsorship audit.
- j. Existing BCS partners have been approached with the opportunity to increase their level of engagement with BCS.
- k. Discussions with a number of Tourism outlets from across Canada have been started. These groups have expressed interest in advertising on our sleds.
- l. **New Partnership Leads**
- m. Our number one issue is getting medium to high-level introductions with potential BCS partners. We have reached out to some BCS Board members, athletes for feedback on connections they may have. *We need to widen this net.*
- n. We have a strong partnership product to sell. We have great athletes to act as ambassadors for our product; we have valuable information from VISA on the value and level of exposure our key partners receive. Once we get face to face with a potential partner we can make a compelling case. What we need to do is expand our network of contacts that can get us into various boardrooms

4.2 Finance

Dwayne is working on updating the estimated finances to the end of the year and is working with Deloitte to ensure all information is ready for the AGM.

4.3 Marketing/Development:

Previously reported under the CEO report.

5. Athletes' Business

- The Athletes' Council is soliciting new members for the executive in areas where there is now vacancies
- The Athlete's Agreement is being reviewed

6. New Business

Nothing to report

7. Adjournment

- Meeting adjourned 20:00

**Tuesday May 24, 2011
BOB NIVEN TRAINING CENTRE – ROOM TBD
18:00-20:00**

ATTACHMENT 1

BCS Revenue Statement as February 2011

Description	Actual Period	Actual Date	OS Invoices	Total Cost	ETC	EFC	Budget	Variance	2009-10
Sport Canada	-	468,591	-	468,591	-	468,591	484,433	15,842	443,000
OTP	-	1,301,813	95,000	1,396,813	-	1,396,813	1,277,642	(119,171)	1,658,163
OLCF	-	54,286	-	54,286	-	54,286	48,875	(5,411)	48,875
CAC	-	-	-	-	-	-	4,000	4,000	-
COC Advance	-	300,000	-	300,000	-	300,000	-	(300,000)	-
Total Grants	-	2,124,690	95,000	2,219,690	-	2,219,690	1,814,950	(404,740)	2,150,038
Total Sponsorships	408,501	408,501	408,501	408,501	71,860	480,361	468,100	(12,261)	541,866
FIBT Event Contributions	-	-	-	-	64,000	64,000	64,000	-	-
FIBT Prize Monies	-	-	-	-	43,000	43,000	43,000	-	-
Total FIBT	-	-	-	-	107,000	107,000	107,000	-	-
Bank Interest	-	-	-	-	-	-	-	-	-
Investment Interest	-	-	-	-	-	-	-	-	-
Total Interest	-	-	-	-	-	-	-	-	-
Events	291,150	291,150	-	291,150	48,000	339,150	310,000	(29,150)	84,000
Memberships/Natl Team Fees	-	20,720	-	20,720	-	20,720	27,585	6,865	1,230
Pacific Sport	-	-	-	-	-	-	57,000	57,000	25,810
Skeleton Athlete Fees	8,000	8,000	-	8,000	9,000	17,000	9,000	(8,000)	13,800
Bobsleigh Athlete Fees	-	77,000	-	77,000	-	77,000	86,000	9,000	78,000
Total Athlete Fees	8,000	85,000	-	85,000	9,000	94,000	95,000	1,000	91,800
GST/VAT Rebates	-	29,000	1,200	30,200	15,000	45,200	30,000	(15,200)	19,538
Travel rebates, etc./donations	-	3,427	12,533	15,960	-	15,960	-	(15,960)	-
Total Rebates	-	32,427	13,733	46,160	15,000	61,160	30,000	(31,160)	19,538
Skeleton Equipment Sales	-	200	-	200	-	200	-	(200)	2,750
Bobsleigh Equipment Sales	7,000	7,000	-	7,000	-	7,000	-	(7,000)	25,000
Miscellaneous Sales	-	-	-	-	-	-	-	-	200
Total Equipment Sales	7,000	7,200	-	7,200	-	7,200	-	(7,200)	27,750
MIC Skeleton/OTP Matrix	-	6,000	147,000	153,000	-	-	225,630	225,630	110,000
Canadian Sport Centre	-	180,000	-	180,000	569,813	749,813	573,000	(176,813)	58,819
Sled Auction	-	32,000	-	32,000	-	32,000	-	-	21,600
Totals	714,651	3,187,688	664,234	3,443,421	820,673	4,111,094	3,708,265	(370,829)	3,132,451

BCS Expense Statement for February 28, 2011

Description	Actual This Period	Actual To Date	OS Invoices	Total Cost	ETC	EFC	Budget	Variance	2009/10
National Team Bobsleigh	63,000	336,500	44,250	380,750	-	380,750	388,350	7,600	346,000
National Team Skeleton	44,038	234,000	3,000	237,000	-	237,000	243,772	6,772	227,100
Development Bobsleigh	68,082	310,549	55,000	365,549	-	365,549	371,425	5,876	62,000
Development Skeleton	7,180	95,000	40,000	135,000	-	135,000	191,512	56,512	36,500
Recruitment/Sport part Starts and Strength	-	23,000	-	23,000	8,000	31,000	33,790	2,790	2,741
Performance Services (IST)	1,680	9,245	-	9,245	569,813	579,058	573,000	(6,058)	76,000
Sled Auction	-	24,367	-	24,367	-	24,367	-	(24,367)	-
Coaching and Staffing	-	868,800	80,000	948,800	-	948,800	948,675	(125)	850,000
Administration	7,850	92,809	2,500	95,309	-	95,309	74,210	(21,099)	52,000
Insurance	-	57,103	-	57,103	-	57,103	61,800	4,697	45,900
Equipment	-	160,500	-	160,500	67,500	228,000	225,630	(2,370)	167,300
Workshop	-	5,600	-	5,600	2,100	7,700	15,000	7,300	22,840
Marketing/Communications	-	49,333	-	49,333	5,000	54,333	30,000	(24,333)	29,600
Officials Program	-	8,000	-	8,000	-	8,000	12,125	4,125	1,850
Meetings/Represent	-	10,092	-	10,092	6,000	16,092	16,300	208	8,800
Athlete Programs (FIBT)	-	11,500	-	11,500	43,000	54,500	43,000	(11,500)	-
Official Languages	-	6,917	-	6,917	-	6,917	6,000	(917)	3,300
Long Term Ath Dev (LTAD)	-	-	-	-	5,000	5,000	5,000	-	3,750
MIC Skeleton/OTP Matrix	-	6,000	147,000	153,000	-	153,000	-	(153,000)	78,350
Debt repayment (net asset)	-	-	-	-	-	-	-	-	-
VIK	-	-	-	-	80,000	80,000	80,000	-	-
Events	-	267,468	-	267,468	-	267,468	250,000	(17,468)	31,300
COC Repayment	-	301,818	-	301,818	-	301,818	-	(301,818)	-
Pacific Sport	-	-	-	-	-	-	57,000	57,000	
Total Expenses	191,830	2,960,601	371,750	3,332,351	786,413	4,118,764	3,709,209	(409,555)	2,072,431