

Bobsleigh CANADA Skeleton
Board of Directors Meeting 111, Minutes
Tuesday, January 11, 2011 18:00-20:00
Bob Niven Training Centre, First Floor Boardroom

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

Call to Order – 18:05

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

1. Review and approval of agenda.

Motion 111 1: Wolf/Berezowski
To approve the agenda as amended.

CARRIED

2. Review and approval of November 23, 2010 BCS BOD Minutes.

Motion 111 2: Asbell/Berezowski
To approve the 1110 BCS BOD Minutes as presented.

CARRIED

3. Business arising from minutes:

- No business arising from the minutes.

4. General Operations Update.

4.1 CEO Report: 111, January 11, 2011, 2010

1. General:
 - a. Successful World Cups were held in Whistler and Calgary. A total of 7 medals counting the team event in Calgary, were achieved. It was very evident that the German's were prepared for the competitions. Race Reviews and final accounting will be forth coming.

- b. Brad Kane represented VISA at both events and he was pleased with both.
- c. Reid and I met with representative of the four tracks, Ivo Ferriani and Christian Reich of the FIBT to open discussions around a three-year schedule. It has been determined that North America will get three World Cups per year, with a rotation through the 4 tracks. Lake Placid will host the World Championships in 2012, so in that year only two other NA World Cups will be hosted. We are proposing a Whistler/Park City/Calgary rotation for the next three years, with Lake Placid receiving one in both year 3 and 4, because of an FIBT commitment to the track for moving their World Championship to 2012. The proposed rotation is: 2011-2012 W/C/LP, 2012-2013 W/PC/LP and 2013-2014 LP/PC/C.
- d. BCS, organized by Dwayne, hosted a successful 20th Anniversary of Women's Bobsleigh during the World Cup in Calgary. The event featured Melanie Doane, Canadian Juno winner, and writer of a song for women's bobsleigh. Notable guests were Ursula Hiltibrand from Switzerland and Bob Storey. The event was well received by those that attended and should be an event that could be continued annually in an effort to stay in touch with our BCS female alumni.
- e. Reid and I met with Bob Storey and discussed the future involvement of BCS and our people into the international circuit of the FIBT.
- f. An addendum to the Athletes' Agreement was accepted and put in place for this season. I have committed to continuing the discussion around the development of a new agreement for the 2011-2012 season. We will bring it to the table at the March 2011 meeting, with draft provided for the April meeting and acceptance by the May meeting.
- g. Matt Hindle has submitted his resignation effective May 1, 2011. He is planning to return to school and pursue different interests, professionally and personally.

2. Marketing and Sponsorship:

- a. Presentations have been made to two auditing and Management companies. One is interested in sponsorship of events and the team and the other is working with a Technology and Knowledge Strategy Plan. We anticipate a decision by March 31.
- b. With the acceptance of the Athletes' Agreement Addendum, an athlete invoked his right to wear a different speed suit. Upon notification of this decision adidas notified BCS of their withdrawal from sponsorship and a request to pay for all goods received to date. Subsequently, the athlete agreed to wear adidas product for the greater good of the team and an "Obligation" letter was signed by all World Cup athletes. Adidas has agreed to continue their sponsorship of BCS for the remainder of the season and I will be discussion the situation with representatives in Koenigssee at the World Championships.
- c. Chris Wilson has been working with VISA in the initial phases of resigning them for an additional 5 years. We are anticipating confirmation or denial by late March.
- d. Chris has made several presentations to an International pipeline company and has further meeting slated for the end of the month.

4.2 Finance

Don presented the November 30, 2010 financials. Attachment 1

4.3 Marketing/Development:

Included in the CEO's report.

5. Athletes' Business

- The athletes have asked for an athletescouncil domain name. Don has requested that opportunity through the winsport IT.
- The athletes asked why they were being put up in the Four Points as opposed given per diems and staying at friends.
- There were questions as to the number of Canadian teams entered in Canadian World Cups, not filling quotas.
- At present Kripps, Ciochetti and Patterson have been identified to participate in the World Junior Championships for bobsleigh in Park City, late February. Coach Stepenko will make a determination as to other participants, if any.

6. New Business

6.1 Youth Olympic Games

The YOG is a program directed through the provincial associations: ABA and ASA. The event itself is a sport and cultural festival and is not meant to be a high performance directive. This philosophical issue has caused confusion in many NSO's. The program just getting started and BCS will provide program support information as necessary. We will continue this item, as updates are available.

PENDING

6.2 Committee Structure

Don distributed a list of Committees, Standing and Ad hoc, from other associations. It was determined that Terms of Reference would be drawn up for four committees, to be presented at the next meeting: Finance and Audit Committee (DSW), Events Committee (BA/LG), Marketing&Sponsorship Committee (LG/BA), Alumni Affairs/Community (BB/LS) and International Affairs (RM)

PENDING

6.3 Vision 20/20 Strategic Plan

Don distributed the updated operational plan He asked the Board to review the plan as presented, specifically the KPI's and provide written feedback by the next meeting, so that the Plan may be adopted and endorsed by the Board. When a Board member provides feedback to the Plan, Reid asked that all Board members be cc'd so that all would be aware of changes.

PENDING

6.4 Whistler Legacy Society

Bernie is a member of the Sliding Sport Committee of the Whistler Legacy Society and reported on the first meeting. They will meet 4 times a year and the society is to review how to run the business and maintain sustainability of the facility. They will be relying on the Legacy funds and public

usage as primary sources of funding. They discussed the Coronor's Report and the Safety Audit so that the outcome will be that they manage the athlete's safety. WLS is looking for track requirements. They have received their amusement license for skeleton and the bobsleigh license is expected soon. They are anticipating tourist runs in February.

CLOSED

7. Adjournment

- Meeting adjourned 20:00

Tuesday February 15, 2011
BOB NIVEN TRAINING CENTRE – ROOM TBD
18:00-20:00

BCS Revenue Statement as of November 30, 2011

ATTACHMENT 1

Description	Actual This Period	Actual To Date	OS Invoices	Total Cost	ETC	EFC	Budget	Variance	2009/10
Sport Canada	-	468,591	-	468,591	-	468,591	468,591	-	297,903
OTP	1,118,813	1,118,813	118,000	1,236,813	226,250	1,463,063	1,377,000	(86,063)	1,299,648
OLCF	-	-	54,286	54,286	-	54,286	54,286	-	48,875
CAC	-	-	-	-	4,000	4,000	4,000	-	-
COC Advance	-	300,000	-	300,000	-	300,000	300,000	-	-
Total Grants	1,118,813	1,887,404	172,286	2,059,690	230,250	2,289,940	2,203,877	(86,063)	1,646,426
Total Sponsorships	182,500	226,001	182,500	408,501	71,860	480,361	468,100	(12,261)	359,166
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	-	-	-	-	100	100	100	-	-
Investment Interest	-	-	-	-	2,000	2,000	2,000	-	-
Total Interest	-	-	-	-	2,100	2,100	2,100	-	-
Events	10,000	20,000	346,150	366,150	63,150	429,300	310,000	(119,300)	19,040
Memberships/Natl Team Fees	-	1,275	20,720	21,995	-	21,995	27,585	5,590	1,230
Donations	-	2,500	-	2,500	-	2,500	-	(2,500)	25,810
Skeleton Athlete Fees	-	-	-	-	9,000	9,000	9,000	-	13,800
Bobsleigh Athlete Fees	-	-	64,500	64,500	-	64,500	86,000	21,500	78,000
Total Athlete Fees	-	-	64,500	64,500	9,000	73,500	95,000	21,500	91,800
GST/VAT Rebates	-	29,000	1,200	30,200	15,000	45,200	30,000	(15,200)	19,538
Travel rebates, etc.	-	1,427	12,533	13,960	-	13,960	-	(13,960)	-
Total Rebates	-	30,427	13,733	44,160	15,000	59,160	30,000	(29,160)	19,538
Skeleton Equipment Sales	-	200	-	200	-	200	-	(200)	2,750
Bobsleigh Equipment Sales	-	-	15,000	15,000	-	15,000	-	(15,000)	-
Miscellaneous Sales	-	-	-	-	-	-	-	-	200
Total Equipment Sales	-	200	15,000	15,200	-	15,200	-	(15,200)	2,750
OTP/Top Secret	-	-	6,000	6,000	-	6,000	-	(6,000)	54,000
Canadian Sport Centre	-	3,187	-	3,187	569,813	573,000	573,000	-	58,819
2010 Olympic Tickets	-	1,040	-	1,040	-	1,040	-	-	21,600
Totals	1,311,313	2,172,033	820,889	2,992,922	1,068,173	4,061,096	3,816,662	(243,394)	2,300,179

BCS Expense Statement as of November 30, 2011

Description	Actual This Period	Actual To Date	OS Invoices	Total Cost	ETC	EFC	Budget	Variance	2009/10
National Team Bobsleigh	-	102,678	63,837	166,515	200,000	366,515	388,350	21,835	278,000
National Team Skeleton	8,000	98,000	53,855	151,855	90,000	241,855	243,772	1,917	203,125
Development Bobsleigh	24,531	103,450	4,791	108,241	128,000	236,241	236,425	184	33,400
Development Skeleton	4,187	49,675	18,595	68,270	68,000	136,270	136,512	242	36,500
Recruitment/Sport part	-	2,800	-	2,800	31,000	33,800	33,790	(10)	2,741
Starts and Strength	2,185	45,460	-	45,460	36,000	81,460	82,620	1,160	27,100
Performance Services (IST)	-	4,200	-	4,200	569,813	574,013	573,000	(1,013)	67,800
Sled Auction	-	24,367	-	24,367	-	24,367	-	(24,367)	-
Coaching and Staffing	80,000	640,000	-	640,000	320,000	960,000	948,675	(11,325)	764,760
Administration	-	31,720	-	31,720	31,027	62,747	74,210	11,463	36,250
Insurance	-	57,150	3,000	60,150	-	60,150	61,800	1,650	45,900
Equipment	-	81,960	69,000	150,960	35,000	185,960	185,455	(505)	152,000
Workshop	-	5,200	-	5,200	8,000	13,200	15,000	1,800	22,840
Marketing/Communications	1,158	42,000	-	42,000	10,000	52,000	30,000	(22,000)	29,600
Officials Program	-	4,600	-	4,600	8,000	12,600	12,125	(475)	1,850
Meetings/Represent	-	8,700	-	8,700	8,000	16,700	16,300	(400)	8,800
Athlete Programs (FIBT)	-	-	-	-	43,000	43,000	43,000	-	-
Official Languages	-	9,900	3,000	12,900	-	12,900	6,000	(6,900)	2,030
Long Term Ath Dev (LTAD)	-	-	-	-	5,000	5,000	5,000	-	3,750
OTP Top Secret	-	6,000	-	6,000	-	6,000	-	(6,000)	68,000
Debt repayment (net asset)	-	-	-	-	72,380	72,380	72,380	-	-
VIK	-	-	-	-	80,000	80,000	80,000	-	-
Events	-	105,584	-	105,584	145,000	250,584	250,000	(584)	29,100
COC Repayment	-	301,818	-	301,818	-	301,818	301,875	57	-
Total Expenses	120,062	1,725,262	216,078	1,941,340	1,888,220	3,829,560	3,796,289	(33,271)	1,813,546