

Bobsleigh CANADA Skeleton
Board of Directors Meeting 610, Minutes
Tuesday June 18, 2010 18:00-19:30
Bob Niven Training Centre, First Floor Boardroom

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

Call to Order – 18:10

Present: Reid Morrison, Brent Berezowski, Justin Wilkinsen, Amy Gough, Bernie Asbell, Astrid Wolf (Conference Call)

Regrets: Andrea Kotyk, Louis Poirier

Staff: Don Wilson, Dwayne Dreher

1. Review and approval of agenda.

Motion 610 1: Berezowski/Asbell
To approve the agenda as amended.

CARRIED

2. Review and approval of June 18, 2010 510 BCS BOD Minutes.

Motion 610 2: Asbell/Berezowski
To approve the 510 BCS BOD Minutes.

CARRIED

3. Business arising from minutes.

3.1 (1209) BCS Policy Review

Justin will distribute to the Athletes' Council for their review.

PENDING

3.2 (310) World Cup Funding

There has been no further confirmation from either government as to the actual dollar values associated with the pledge of support to the two World Cups, although he has received communiqué that they are still committed. Further updates will be provided as information is brought forward.

PENDING

3.3 (310) FIBT Calendar

No new details. Don is meeting with Whistler Sliding Centre to start discussing the organization of the event.

PENDING

4. General Operations Update.

4.1 CEO Report: 610 June 18, 2010

1. General:
 - a. Received resignation from the Board of Directors by Mike Kwiatkowski;
 - b. At the request of the Athletes' Council, the monthly financials are posted with the minutes;
 - c. OTP presentation is June 10th with the Program Operational Development plans prepared by Matt and Nathan. Will report on the outcome of the meeting at the Board meeting. The anticipated decision regarding OTP funding is anticipated for late June early July;

- d. Ken Read has been named OTP, Director of Winter Sports;
 - e. We had 10 applications for Head Coach bobsleigh. The Committee: Lyndon Rush, Dennis Marineau, Astrid Wolf, Matt Hindle, Stephen Norris and myself are still involved in initial interviews of short listed candidates;
 - f. Skeleton has hired WC Head Coach, ICC Head Coach and Starts and Strength Coach after lengthy negotiations. Europa Cup Development coach is committed;
 - g. FIBT is still deliberating on the Medical Support requirements for Calgary, but the AHS have provided a comprehensive response document which makes a strong case for immediate response for major injuries at COP (statistics 12 months);
 - h. Successful recruiting camps driven by Amanda Stepenko (Bobsleigh development Coordinator) and Ontario Bobsleigh led by Max Storey: Halifax, Toronto, Ottawa, Windsor. Continuing;
 - i. Signed new Line of Credit agreement with RBC that should greatly reduce cash flow issues that have been continual this year due to late receipt of Sport Canada funding. We have spoken with our advisor, Patrick Healy, and we are working on a better system within the constraints of government policies and procedures;
 - j. Athletes' Code of Conduct and Dispute Policy have been coordinated and reviewed by Bernie and the Athletes' Council. Hoping for approval before AGM;
 - k. Athlete rebates have been finally completed after significant delay due to the amount, accurate accounting and inability to pay due to cash flow issues.
2. Marketing and Sponsorship:
- a. RFP for the sponsorship opportunity has been distributed with a closing date of June 22. I have received mixed reviews on the compensation offered, enlisting opinions from MRU professor, Winsport find raising professionals and a consultant from Ottawa;
 - b. Sponsorship Review Committee: Jayson Krause (Athletes' Council), Bernie Asbell, Chris Dornan and myself;
 - c. Contacted several sports: Alpine Canada, Freestyle Canada, Speed Skating Canada and Diving Canada inquiring about athlete sponsor properties in an effort to prepare for a review of our present property distribution.

4.2 Finance

The 2009-2010 unaudited Financial Statement was provided and discussed. They have been sent to the auditors for preparation for the 2010 AGM.

Motion 610.2 Wolf/Berezowski

To accept the proposed 2010-2011 BCS budget as presented. Attachment #1

CARRIED

4.3 Marketing/Development:

Included in the CEO's report

5. Athletes' Business

- Amy Gough was appointed National team Skeleton female Rep. Andrea Koktyk has resigned as Retired female bobsleigh rep due to family and work commitments
- The athletes are asking that the YTP be out earlier so that athletes can better plan their summers knowing when camps are required. April is a desirable period.
- Justin discussed the personnel and the development of the program.

6. New Business

6.1 Resignation

Reid noted that he had received and accepted a letter of resignation from Mike Kwiatkowski.

CLOSED

7. Adjournment

- Meeting adjourned 20:00

**TUESDAY JULY 20, 2010
FOUR POINTS SHERATON HOTEL
17:30-18:00**

Attachment #1

Bobsleigh CANADA Skeleton
DRAFT 2010-11 BUDGET
VERSION JUNE 9, 2010

<u>REVENUES</u>	Budgeted	Actual	Variance	Budget
	2009-10	2009-10	2009-10	2010-11
Canadian Sport Centre	427,000	430,692	3,692	573,000
Sport Canada	456,750	456,750	-	484,433
OTP	1,377,421	1,377,421	-	1,277,642
OTP Top Secret (OTP Equipment)	125,000	157,000	32,000	225,630
COC Excellence	459,140	459,140	-	-
OLCF	48,875	48,875	-	48,875
CAC	6,700	2,700	(4,000)	4,000
Pacific Sport	57,000	57,000	-	57,000
Total Grants	2,957,886	2,989,578	31,692	2,670,580
Total Sponsorships	491,640	541,666	50,026	468,100
FIBT Event Contributions	64,000	46,147	(17,853)	64,000
FIBT Prize Monies	43,000	46,950	3,950	43,000
Total FIBT	107,000	93,097	(13,903)	107,000
Bank Interest	100	-	(100)	-
Investment Interest	2,000	-	(2,000)	-
Total Interest	2,100	-	(2,100)	-
Total Events	123,300	115,995	(7,305)	310,000
Members Fee	-	-	-	4,000
National Team Fee	-	-	-	23,585

Total Membership Fees	1,500	1,230	(270)	27,585
Skeleton Athlete Fees	18,000	13,800	(4,200)	9,000
Bobsleigh Athlete Fees	144,000	124,000	(20,000)	86,000
Total Athlete Fees	162,000	137,800	(24,200)	95,000
Rebates (Donation, Travel, GST, VAT)	30,000	79,538	49,538	30,000
Skeleton Equipment Sales	-	2,750	2,750	-
Bobsleigh Equipment Sales	-	25,200	25,200	-
Total Equipment Sales	-	27,950	27,950	-
Total 2010 Olympic Ticket Sales	36,802	28,500	(8,302)	-
Total Revenue	3,912,228	4,015,354	103,126	3,708,265

<u>EXPENDITURES</u>	Budgeted 2009-10	Actual 2009-10	Variance 2009-10	Budget 2010-11
National Team Bobsleigh	615,545	608,221	(7,324)	388,350
National Team Skeleton	447,177	431,084	(16,093)	243,772
Development Bobsleigh	215,265	215,265	-	371,425
Development Skeleton	58,814	52,783	(6,031)	191,512
Recruitment/Sport Participation	10,000	2,741	(7,259)	33,790
Starts and Strength	94,650	88,300	(6,350)	82,620
Performance Services (IST)	458,000	511,691	53,691	573,000
Pacific Sport	24,443	57,000	32,557	57,000
BCS Program Staff and Coaches	895,122	768,902	(126,220)	640,600
BCS Administration Staff	316,645	287,891	(28,754)	308,075
Administration	75,675	89,761	14,086	74,210
Insurance	57,244	60,900	3,656	61,800
Equipment	184,875	260,300	75,425	225,630
Workshop	30,000	23,500	(6,500)	15,000
Marketing/Communications	35,560	42,940	7,380	30,000
Officials Programs	5,000	1,850	(3,150)	12,125
Meetings/Representation	21,250	8,800	(12,450)	16,300
Athlete Programs (FIBT prize monies)	43,000	46,950	3,950	43,000
Official Languages	7,500	7,500	-	6,000
Long Term Athlete Development	11,500	11,500	-	5,000
OTP Top Secret	125,000	155,350	30,350	-

Performance Technology	-	12,500	12,500	-
Events	119,895	82,885	(37,010)	250,000
Depreciation	-		-	-
2010 Olympic Tickets/Hotels	55,990	45,909	(10,081)	-
Coaching/Staff Pro Development	6,700	5,205	(1,495)	-
VIK (Schenker, adidas)			-	80,000
Total Expenses	3,914,850	3,879,728	(35,122)	3,709,209
Net Gain/Loss	(2,622)	135,626	138,248	(944)