



WSRC AGM REPORT

June 8, 2020

Dwyer, Karen

*Many of us are more capable than some of us, but
none of us are as capable as all of us....Tom Landry*

THANK YOU TO OUR SPONSORS



Presidents Report

Karen Dwyer

This AGM marks the end of my two-year term as President of WSRC. It has truly been my privilege to serve the club and to work with the many amazing people who make this club happen. I look forward to moving into the Past President role as Bruce Young steps into the President role. I have the upmost confidence in Bruce's many capabilities to provide a guiding hand and continue to build upon our success with everyone's support.

For my parting report, I will focus on a few key areas; many of our other accomplishments are detailed in the various reports included in this AGM report.

RISK MANAGEMENT

This past year, your BoD has focused on club risk management. This has included the following completed tasks:

1. Detailed analysis of the club finances
2. Program fee review
3. Coach wage schedule review
4. Revisions to the coach hiring agreement, employment policy and job descriptions
5. Introduction of new human resource management policies
6. A gap analysis of the current club practices and policies and the Canadian Snowsport Association Risk Management Manual for Clubs
7. Revision to existing policies and introduction of a number of new policies to formalize how the club operates and provide greater transparency and accountability

SKI WENTWORTH

Our club enjoys a great working relationship with Ski Wentworth. Leslie Wilson and members of her staff are incredibly supportive. While dealing with managing an operational ski hill, these hardworking people bend over backwards to support our race and other events to ensure they are a success. We've been lent more things at the last minute than is practical to list and that is just this season alone. We are given lane space almost every day of programming. I am grateful for the positive working relationship with Leslie that has included emails and meetings as needed for the past two years. It is very true that without the support of Ski Wentworth, WSRC would not be a successful organization and this should not be taken for granted by any of us.

EXTERNAL LINKAGES

This year we've put more focus on external linkages. This includes ski patrol as well as the Ben Eoin and Martock Ski Race Clubs. Volunteer ski patrollers have long been taken for granted and are an essential part of safety for our athletes at race events. This year WSRC attended the Ski Patrol lodge day, gave a short presentation and made a small donation which was greatly appreciated. As President, I worked with Ben Eoin outgoing and incoming Presidents' last summer and fall to better understand and communicate about their event; and WSRC went from zero in 2019 to 33 participants in 2020. As we contemplate next season which may include COVID19, we are already in discussions with Martock about how to ensure the season will be fun and engaging in the event we need a plan B to the regular season schedule.

CAPITAL CAMPAIGN FOR NEW CLUBHOUSE

As you will read in the Financial Report, the loan for the Clubhouse has been paid off and our capital campaign has concluded at the end of season two instead of year five as planned. This is an incredible success. We need to be mindful of the people who made this Clubhouse possible, and especially the contributions of both Erika Jones and Maurice Cramm. We are lucky to include amongst our membership Erika Jones of Maple Leaf Homes. Maple Leaf Homes are incredibly supportive of WSRC and ski racing in Atlantic Canada. Maurice Cramm entrusted WSRC with a \$50,000.00 loan when no bank would ever do so to allow the clubhouse to be purchased prior to the funds being raised. Not only was this incredibly generous, but it was also strategically brilliant. (Yes, I just called my husband brilliant!). While the Club no longer owes a financial debt to Maurice, we do owe a debt of gratitude to him.

SUPPORTIVE & BENEFICIAL BEHAVIOUR

As a volunteer-run not-for-profit sport organization, WSRC is very well run. We have a strong legacy borne from the labors of previous generations of volunteer parents. We have strong governance and a stable financial structure. You do not have to look very far to be appreciative of this; stories such as what happened at the IWK remind us of this. I have a friend involved in another sport whose club was left bankrupted by a previous BoD. My family participates in another sport race team which has significant national and provincial standing and their communication with parents is not even 10% of WSRC's. I encourage parents to be mindful of what WSRC is, and to be grateful for what we have. In the words of Winston Churchill: "You will never reach your destination if you stop and throw stones at every dog that barks." WSRC has made incredible progress in the past five years and can continue to do so if we can foster a culture of supportive and beneficial behavior towards the club by all its members and staff.

VOLUNTEERING

Ask not what your club can do for you, but what can you do for your club!

Without volunteers, WSRC simply would not exist. The club, its programs and events are dependent upon hundreds and hundreds of volunteer hours every year. I expect the number of volunteer hours in a single year are in excess of 1,000. While WSRC members are great to lend a hand or donate an item, what we really need is more leaders. Lots of you are high functioning individuals with great leadership skills. Please bring some of that to WSRC. Pick your patch and own it for a few seasons. Examples are Greg Zwicker taking over the timing system, or Tim Hilton taking over the race tabulation effort. I am hoping the Luther's will be taking on the Aerobics Frist Twelve Hours of Wentworth this season (hint hint). If more folks could take on one initiative and look after it for a few seasons, well, you know the adage many hands make light work. Think about the number of years your kids will be enrolled in the program and the number of hours you have to yourself, and if you could donate a few of those hours back to the club. Without these donated hours, the club would not be.

My WSRC volunteering story...

In June of 2015, I received an out of the blue phone call asking if I was interested in being Club Treasurer. For some reason, I really have no idea why, I said yes. I have no accounting background. The former Treasurer had moved to the US and I was given a box. At that time, the role was both Treasurer and Registrar and everything was done manually. It was a journey of discovery if ever there was one and at the end of the 201516 season I was presented the "Definitely Not an Accountant" award.

Since then, we've made great strides restructuring the Board into more manageable volunteer chunks, introducing Goal Line and electronic banking, establishing a new clubhouse and many smaller things in between. I am very proud of all these accomplishments but none of this would have been possible without the support of the BoD, the staff and the membership. For this I thank all of you. But I also want to take this opportunity to let you know, that it is YOUR turn.

I have given five years (2 as Treasurer, 1 as Fundraising and 2 as President) to this Club. I fully intend to fulfill my duties as Past President for the next two years. I will continue to manage the Goal Line site and send newsletters for one more year. By June 2021, I will be resigning from this task. So please consider this my one-year notice. I believe that the Goal Line website, registration process and communication medium has been a great enhancement to our Club. It is my sincere hope that someone will step up to take it over to allow it to continue. I am available for the next twelve months to help with the transition.

THANK YOU

Thank you to my Board of Directors, both past and present, you are very special people to give up your free time to come together and deal with the less fun side of the club and make what are sometimes tough decisions. You are the backbone of the club.

Thank you to my family: Stephen, Rachael and Maurice who have put up with and supported the hours of our personal lives that I have donated to WSRC. (I do have a day job!)

Finally, thank you to Gregor Byrne. Gregor is a true diamond in the rough who is very passionate about what he does, takes absolute joy in the kids and puts in countless hours of extra time and effort towards WSRC. Gregor has put up with my emails, phone calls and year-round meetings for the better part of five years without complaint. We are very lucky to have him.

Financial Report

Matthew Healy

Revenue:

The 2019-20 season had a successful year with respect to the financials despite the season being cut short due to COVID 19. Overall, the club collected \$166,747.28 which is 26% more than budgeted for the season.

- Registration revenue totaled \$86,089.91 which was an increase compared to last season. The increase was primarily in the U8 and U12 age groups resulting in an additional \$5,469 compared to the budget.
- Fundraising Revenue totaled \$17,187 which exceeded budget, although fell short of the previous year's efforts. With the additional fundraising capital, the Clubhouse liability was paid in full.
- Race Revenue totaled \$24,022 which exceeded budget by \$1,022, even though the Byrne Memorial Cup was canceled. The Rolland Brunner was the largest contributor to the revenue with an additional \$2,952 increase over last year.
- Other Revenue totaled \$23,987.12 which was significantly higher than budget due to the COVID 19 Wage Subsidy. A 15% reduction in revenue in March 2020 compared to 2019 qualified the club for the 75% wage subsidy. The subsidy covered \$9,316 of coach's wages and is the primary reason for the additional revenue compared to budget.
- Other Program Revenue totaled \$15,460.50. This was hit the hardest by the COVID 19 closure. Revenue was down by \$6,252 compared to 2019 primarily due to the March Break camps being canceled.

Expenses:

Total expenses for the 2019-20 season were \$141,455.77. This exceeded the club's budget by 8.3%.

- Race Expenses totaled \$16,769.20 which were below the club's budget however they were higher compared to the 2018-19 season. This off-set much of the additional revenue generated by race registration. One of the contributing factors was the cost to open the T-bar early for the Brunner Camp and Race.
- Payroll costs totaled \$75,795.17 which exceeded budget by 9.9%. The increase in membership required more coaches therefore the program coaching costs were the largest contributing factor.

- General & Administrative Expenses totaled \$48,891.40 which also exceeded budget by 40.1%. Expenses that contributed to this overage were:
 - Registration refunds to the members due to the shortened season. \$5,130
 - Coaches Season Passes were a new expense. \$2,000
 - Repairs and Maintenance. \$851
 - Building Insurance. \$1,394.

Net Income:

Net Income before amortization is \$25,291 which has left the club in a comfortable position for the season. After amortization, the Club's Net Income is \$15,846 for the year, however, members should recognize that without the volunteer fundraising efforts that generated \$17,187 this year, the Club would be reporting a \$1,341 loss.

Thank you for all your support and help throughout the season and we look forward to another successful year in 2020-21.

**Wentworth Ski Racing Club
Balance Sheet As at 2020-04-30**

ASSETS

Current Assets

Cash - Royal Bank - 166-650-2	70,684.65	
PayPal Account	1,996.88	
RBC GIC	1,000.00	
Total Cash		73,681.53
Accounts Receivable	2,163.50	
Other Receivables	9,678.62	
Total Receivable		11,842.12
Prepaid Expenses		184.60
Total Current Assets	85,708.25	

Capital Assets

Race Starting Hut	4,006.79	
Amortization - Starting Hut	-923.57	
Timing Gear	5,295.31	
Amortization - Timing Gear	-2,855.23	
Gates	14,867.33	
Amortization - Gates	-4,477.96	
Fencing	4,463.80	
Amortization - Fencing	-3,789.82	
Building	98,698.82	
Amortization - Building	-8,282.60	
Equipment - Other	8,106.26	
Amortization - Equip Other	-4,002.88	
Brushes	4,393.10	
Amortization - Brushes	-3,097.52	
Total Capital Assets	112,401.83	

Other Non-Current Assets

Computer Equipment/Software	1,193.69	
Amortization - Computer Equip/Softw	-804.24	
Total Other Non-Current Assets	389.45	

TOTAL ASSETS 198,499.53

LIABILITIES

Current Liabilities

Accrued Liabilities	19,245.10
Due to Members - Acct Reconciliation	4,543.50
Total Current liabilities	23,788.60

TOTAL LIABILITIES 23,788.60

EQUITY

Net Assets

Net Assets	158,864.69
Current Net Assets	15,846.24
Total Net Assets	174,710.93

TOTAL EQUITY 174,710.93

LIABILITIES AND EQUITY 198,499.53

Wentworth Ski Racing Club Comparative Income Statement

	Actual 2019-05-01 to 2020-04-30	Actual 2018-05-01 to 2019-04-30	Budget 2019-05-01 to 2020-04-30
REVENUE			
Registration Revenue			
Registration Fees - U8	21,783.00	10,930.00	
Registration Fees - U10	15,070.81	13,280.00	
Registration Fees - U12	25,127.02	10,965.00	
Registration Fees - U14 to U21	23,114.08	20,391.50	
Registration Fees - U18 FIS	935.00	1,080.00	
Para Registration	0.00	185.00	
Other Registration	60.00	595.00	
Total Registration Revenue	86,089.91	57,426.50	80,620.00
Fundraising Revenue			
Fundraising - Other	1,941.50	1,669.20	5,000.00
WSRC Raffle Ticket Sales	0.00	7,100.00	0.00
Volunteer Commitment	0.00	2,280.00	0.00
Fundraising - Auction	7,579.25	16,718.00	0.00
12 Hours of Wentworth	4,067.00	7,747.00	0.00
Capital Campaign	3,600.00	18,880.00	0.00
Total Fundraising Revenue	17,187.75	54,394.20	5,000.00
Race Revenue			
Slingshot	5,230.00	4,650.00	
Rolland Brunner	14,122.00	11,170.00	
Rolland Brunner Camp	3,350.00	2,320.00	
Byrne Memorial Cup	0.00	1,010.00	
Team Atlantic Invitational	1,320.00	1,845.00	
Total Race Revenue	24,022.00	20,995.00	23,000.00
Other Revenue			
Corporate Sponsorships	1,455.00	1,430.00	0.00
Sport NS Funding (Radio Grant)	1,000.00	0.00	0.00
Wage Subsidy - from CRA	9,353.62	0.00	0.00
Late Fees Collected	540.00	810.00	0.00
Interest Revenue	0.00	93.88	0.00
WSRC Membership Fees	0.00	5,625.00	0.00
ASNS - Comp Cards	11,638.50	10,695.00	10,325.00
Total Other Revenue	23,987.12	18,653.88	10,325.00
Other Program Revenue			
PreSeason Training Camps	2,260.00	5,500.00	
Aw ay Training Camps	0.00	813.91	
Xmas Camps	9,316.00	8,634.00	
March Break Camp	0.00	3,792.50	
Additional Training	3,884.50	2,241.00	
Mental Training	0.00	731.00	
Total Other Program Revenue	15,460.50	21,712.41	12,500.00
TOTAL REVENUE	166,747.28	173,181.99	131,445.00

	Actual 2019-05-01 to 2020-04-30	Actual 2018-05-01 to 2019-04- 30	Budget 2019-05-01 to 2020-04- 30
EXPENSE			
WSRC Race Expenses			
Slingshot	3,680.85	3,658.23	0.00
Club Championship/Banquet	600.00	612.42	1,000.00
Team Atlantic Invitational	493.57	1,299.99	0.00
Byrne Memorial	0.00	820.00	0.00
Rolland Brunner	8,492.84	5,708.23	25,750.00
Rolland Brunner Camp	2,075.34	1,620.00	0.00
General Race Expenses	1,426.60	2,563.19	0.00
Total WSRC Race Expenses	16,769.20	16,282.06	26,750.00
Payroll			
Coaching - Program	43,275.26	39,402.15	47,700.00
Coaching - Home Camps	9,305.01	9,830.00	0.00
Coaching - Additional Training	3,145.00	2,220.00	0.00
EI Expense	1,800.36	1,685.53	6,250.00
CPP Expense	3,179.31	2,851.45	0.00
Payroll Burden - Aw ay Races	-825.50	0.00	0.00
Program Coordination	15,000.00	15,000.00	15,000.00
Workers Comp	915.73	930.41	0.00
Total Payroll Expense	75,795.17	71,919.54	68,950.00
General & Administrative Expenses			
Previous Year Expense	134.48	723.87	0.00
Accounting & Legal	663.65	301.15	650.00
Advertising & Promotions	906.48	532.25	500.00
ACA Comp Cards - Non-Athletes	1,730.00	570.00	2,500.00
Dryland Expense	0.00	455.00	0.00
Sprongo Subscription	0.00	135.14	0.00
ASNS - Insurance Fees	1,895.75	1,986.94	0.00
ACA Comp Cards - Athletes	11,638.50	10,695.00	10,325.00
ASNS Fees - Other	325.00	350.00	0.00
Bad Debt Write Off	0.00	191.00	0.00
Coach PD	495.00	0.00	0.00
Coach Course Upgrades	-1,968.18	0.00	0.00
Coach Season Passes	2,000.93	0.00	0.00
Credit Card Merchant Fees	67.98	243.57	0.00
Payroll Processing Fees	786.86	668.33	0.00
PayPal/Stack Pay Fees	3,969.54	4,495.57	5,000.00
GoFundMe Fees	0.00	82.50	0.00
IT Expense	1,297.27	1,177.39	0.00
Equipment Purchases	8,690.78	5,494.10	10,000.00
Clubhouse Expense	0.00	6,889.03	0.00
Fundraising Expenses	4,208.26	4,186.41	0.00
Interest & Bank Charges	1,036.83	810.33	0.00
Interest on Long Term Loan	-1,257.02	1,257.02	0.00
Miscellaneous Expenses	1,225.27	370.57	1,500.00
Registration Refunds for Cancelled Season	5,130.50	0.00	0.00
Supplies	280.26	65.53	0.00
Building Insurance	1,394.58	926.00	1,400.00
Repair & Maintenance	851.01	0.00	0.00
Alarm Monitoring	287.50	276.00	0.00
Property Taxes	331.01	299.23	0.00
Utilities/WiFi	2,769.16	2,343.91	3,000.00
Total General & Admin. Expenses	48,891.40	45,525.84	34,875.00
TOTAL EXPENSE	141,455.77	133,727.44	130,575.00
NET INCOME BEFORE AMORTIZATION	25,291.51	39,454.55	870.00
AMORTIZATION	9,445.27	8,507.60	
LOSS ON SALE OF ASSETS	0.00	24,033.99	
NET INCOME	15,846.24	6,912.96	

Registrars Report

Duncan Gillis

This year the club has continued to grow, we had 125 athletes registered for our program which represents an increase from the 116 registrants in the 2019 race season. This increase comes with its share of administrative headaches but overall good problems to have. We continued to use goalline system to facilitate the registration process for program, camp as well as all race activities. The burden on the registrar was again lessened this year through the amazing efforts of Susanne Townsend our Race administrator. Her tireless efforts ensured that WSRC was well organized at both home and away races.

Going into the 2021 race season I am going to commit to providing the parents of the club as much transparency as possible with both the administration and racing fees requested. I will work to streamline the process so that our use of the system can become user friendly. Early into the season I will provide a quick tutorial for new families, or anyone requiring a refresher, about how to use the goalline system and the importance for its use for all registration activities.

Should anyone have any concerns or other suggestions please send to me via email at registrar@wentworthracing.com.

By the Numbers:

2020 Registration #'s (2019)

U8/U10: 1 day – 32 (28)

U8/U10: 2 day – 37 (37)

Total U8/U10 - 69 (65)

U12: 1 day - 10 (2)

U12: 2 day - 21 (9)

U12: 3 day – n/a (8)

Total U12 – 31 (19)

U14-U18 1 day – n/a (4)

U14-U18 2 day – 26 (22)

U14-U18 3 day – n/a (6)

Total U14-U18 – 26 (32)

Total 125 athletes (116)

Officials Report

Greg Zwicker

The Officials Rep is responsible for filling key 'officials' positions at home and away races. In cooperation with the Volunteer Rep, we search out volunteers and fill positions at home and away races. The Officials positions mainly consist of timing crew, gatekeepers and some on hill assistance when needed around the start and finish line. At away races WSRC is expected to provide 5 -10 gatekeepers per day. Despite high WSRC attendance at away races, this proved tough to fill. Some clubs have started implemented morning and afternoon gatekeeper shifts so parents can be present to watch their athlete and still have an opportunity to volunteer. As exciting as the finish line is, I recommend to all parents, if you have a chance to get on the hill to gatekeep or work course crew, it's worth the opportunity. You will really appreciate the technical expertise of our athletes when standing along side the course. Please consider stepping up and helping out at away races during the upcoming season.

Officials Training

To act in an entry level gatekeeper role, there is a quick Level I course that typically happens just before a race. It's very simple and outlines our role at the race. After acting in the Level I role for a few races, the Level II course offers a deeper dive into the world of ski racing. Level II is required for more technical positions like timing crew. WSRC typically offers a Level II course early in the season to help fuel the volunteer pool with interested and trained officials. The Level II course is very interesting. You'll gain a better understanding of how and why things happen on the course. Not only will you be a trained official, but you'll also become a more educated parent. Watch for early season notices around Level II courses next season.

Brunner Race

This mid season race spans three days and requires our largest volunteer commitment. WSRC starts planning for this race in the fall through the Race Organizing Committee and meets frequently leading up to the event. The Officials requirements at this event are quite substantial as the race spans over three days with races in all three disciplines – Super G, GS and Slalom. Watch for a range of volunteer opportunities at this event. The Friday race is always tough to fill all required positions. If you are willing and able, this event needs your help.

Equipment Report

Shaun Stiles

We continue to invest in making sure the club has access to all the quality equipment and tools to ensure the best training opportunities for the Athletes and coaching staff. We continue to monitor closely our equipment inventory as well the life cycle of the current equipment and replacement needs.

Summarized below are the significant items from the season:

Gates & Training Equipment

We continue to purchase and add to the inventory training gates and stubby gates. These gates take a significant amount of wear and tear during the season and as such we continue to monitor and replace as needed. With the purchase of the additional gates, the club now has the ability to place a complete course from top to bottom.

Miscellaneous Tools and Equipment

The club is in the process of replacing two large Dye spray packs as well as purchasing some small tools and equipment such as drills, drill bits, first aid kits for the race shack and away races.

Technology

Some of the existing technology such as cameras and video cameras need to be replaced. The club purchased 2 video cameras and are in the process of purchasing 2 digital cameras. The need for video / camera review for coaches and athletes is a very important part of training and the club will continue to monitor the need for replacement and upgrades to technology.

Radios & Radio Replacement Program

The coaching team radios are another significant investment as a number of the current radios are nearing the end of their life cycle. The radios need to be reliable and in good working order not only for coaches communication but primarily Safety. In April 2019, the WSRC received a grant of \$1000 from Sport NS to help fund our radio replacement program. Currently we are replacing 6 radios and 6 microphones this year and will continue every year until all 20 radios are replaced.

Timing System Project

The club has begun the process of looking at the existing timing system and potential for upgrades to the system. The existing system was purchased in 2010 for the 2011 Canada Winter Games at Ski Wentworth and belongs to Alpine NS. The system requires fairly significant upgrades to the infrastructure as well as certain software and hardware (Computers, finish eyes etc). The club is working through the required upgrades and costs to the system and will be reviewing over the coming months.

Membership Development Report

Kate Lovett

62 Total responses to the member survey. Favourable responses regarding the quality and value of the program with great suggestions for improvement that will be discussed in the coming months.

Highlights of the seasons included the use of the clubhouse for "Saturday Night Series" where athletes U12 and below attended chocolate bar bingo, movie and snacks night, and board games night. The clubhouse was, once again, used for a successful, well attended Chili cook off and the 24 hours of Wentworth "hub". This was also the first season that ages U14 and above racers became a "Senior Team"- which helped with communication and a sense of team building among the age groups. Suggestions for next year include Age-Level Parent Reps as Parent on Duty at all away races and a focus on fostering relations between racers from WSRC and MSRC.

Survey Results (62 respondents):

- Over 95% of respondents view the Wentworth Ski Racing Program in a positive manner.
- Over 93% believe that child is receiving the benefits of the program that they expected.
- Over 91% believe that there are adequate recreational, competitive and social event opportunities.
- Over 88% believe that the program is well run.
- Over 93% believe that the coaching staff are well-trained and approachable.
- Over 93% would recommend WSRC program to a friend.