



Berwick Curling Club



Annual Meeting

Date: April 9th, 2018

Time: 7:00pm

In Attendance: Andrew Willsey, Arlene MacArthur, Beth Easson, Bev Vaughan, Bryan Illsley, Carol Hampsey, Connie Milne, Curt Palmer, Dan Keddy, Danny Vaughan, Deb Hubbert, Donnie Smith, Dupie Milne, Faith Smith, George Boyd, Gloria Berezowski, Greg Hubbert, Hartley MacArthur, Jared West, Joy Gates, Joy Parker, Judy Griffith-Coulombe, Leta Totten, Linda Evans, Matt Redden, Michelle Larsen, Mike Larsen, Richard Rooseboom, Sandy MacDonald, Tammy West.

Mike Larsen called the meeting to order at 7pm.

- 1) **Approval of minutes of Annual Meeting:** The minutes of the Semi-Annual meeting of September 11th, 2017 were read. Michelle motioned to approve the minutes as read. Seconded by Greg Hubbert.
- 2) **Business Arising From The Minutes:**
 - A. Turkey Dinner Fundraiser – The Turkey Dinner Fundraiser realized a net profit of \$10,000 which will be applied to the purchase of the new rocks.
 - B. New Curling Rocks – There are 2 rocks left to sell and 2 more businesses to call upon for sponsorship. There will be more than enough funds to cover the cost of the rocks which are ready. Delivery will take place around Labour Day.
 - C. Sale of Club – The 9th and final meeting of the Town will take place tomorrow evening (April 10th). With the assistance of Eric Sturk, The Town Council and the Town Planning Committee as well as the Palmer's, a Development Agreement has been drafted. If the Town Councillors approve of the re-zoning of 136 Orchard Street, there will be a notice placed in the local paper after which time there is a 15 day appeal period. If no appeals, the Sale should be complete by May 1st.
- 3) **Committee Reports:**
 - A. **Scheduling** (Danny Vaughan) – Danny asked that if anyone has any ideas on scheduling to please let him know. He is open to suggestions. Andrew questioned whether the Wednesday night league could be changed to a win/loss format versus the current points total as it changes the format of play.
 - B. **Bookings / Rentals** (Curt Palmer) – There were 4-5 rentals during the Season bringing in about \$3-400.
 - C. **Bar** (Beth) – To prepare for the move to our new Club, there were many changes implemented in the bar this past Season with an increase in prices and a new procedure to track bar tabs, drink giveaways and over pouring. Near the end of the Season, the roster was set so that each night, the bartending was spread out over 2-3 people. The bar showed a profit margin of 49%. Four new curlers were added to the bartending schedule, and Beth thanked each member who helped with the bar. Thank-you to Mike Larsen who did a final clean-up and shut down of the bar for the year. Beth offered a thank-you to Tony Berezowski, "As we begin to look for a new bar manager for the new club, it is important that we recognize and thank Tony for all the time and effort that he has put into the bar over the last 10 years. He had poured many a pint, smiled and joked with everyone and now he more than earned time to sit, relax and enjoy a drink that he didn't have to drag into the building. Thank you for volunteering."

- D. **Building** (Hartley MacArthur) – There was a water pump failure, a broken water line and ongoing leaks in the kitchen. Many thanks to Dave Palmer and the volunteers who helped mop up the water. At the end of the year, the dishwasher broke, the draft machine was leaking and the stove decided it had worked long enough. As none of these items are going to the new facility, we can breathe a sigh of relief to know the old Club made it through to the end of its final year!
- E. **Ice** (Brad) – There were no breakdowns this year. Doug Bryant has experience with ice making and will assist Brad and Donnie next year. With his assistance this past season, they were able to try different scraping and pebbling patterns which resulting in some of the best ice the Club has had as noted by those in attendance. The rocks were sanded as well mid-season. Codiac Curling will attempt to sell our old rock handles on our behalf. There will still be handles on hand (for temporary use) in case one of the new ones should break.
- F. **Fundraising** (Bryan Illsley) – As previously discussed, there are 2 left to sell. The Wilson family has purchased a full set of rocks. A thank you to all who purchased rocks.
- G. **Social** (Tammy West) – There was a lot of fun this past year with lots to eat and drink. Tammy thanked Beth for all of her help. Those gathered thanked Tammy for all her efforts and gave a round of applause.
- H. **Junior** (Alice McNeil) – Alice submitted her report via email as she was unable to attend the meeting:

“We started the season off with 18 Juniors (ages 6-13) and 4 certified coaches, but as the season progressed we ended up with a total of 28 Juniors and 2 more volunteers. We unfortunately lost the Central Kings team this year (they couldn’t find a coach), but did gain a team from Berwick School.

Our 2 older Junior teams (U14’s) traveled to Liverpool for the ice breaker in mid-November, both teams played hard and won and few and lost a few. In December the same two teams played in Kentville for the U14 Invitational, In January we had 3 teams take part in the Earl McKinnon Classic, this year our club co- hosted with Kentville so it was awesome to see so many different teams from all over the province take part. (Nancy from Kentville, said it was a huge success that they would love to co-host again next year). February the Berwick Jr. Girls team took part in the School Regionals in Kentville, and in March we had our bring a friend evening, we ended up with about 38 kids on the ice. A few of our day curlers come out to help and we appreciated it very much. Its not an easy task getting 38 kids all geared up and safe, no one got really injured, I’m sure there was a few bruises the next day, as they soon realized it’s not as easy as the pro’s make it look. March 23-25 we hosted our own 2nd Annual Curl into Spring FUN-spiel, we had 4 teams from our own club, and we had Team Lockhart bring home the Silver for U12. We had 17 teams from all over the province take part, Saturday afternoon the place was full of eager parents, grandparents and coaches. Everyone had an awesome time, and ran pretty much on schedule all weekend. We had so many coaches and kids come to us, to say that this is their favorite spiel and can’t wait till next year. I would like to thank all the club members who baked yummy goodies, ran the canteen and of course to the awesome ice guys who kept us going all weekend. Huge Thank you Richard Lutz and Rick Rooseboom who logged as many if not more hours than me that weekend, between the 3 of us, we make an awesome team. The money raised along with some other money we have been fundraising for, will go to another set of light rocks for the new club.

We had a lot of fun this year, great memories made, and we certainly had an AWESOME GROUP of young kids, it’s amazing to see how excited and passionate these kids are about curling. These kids are the future of our club, and our job as coaches and parents is to instill that fire in them. My goal is to double our junior membership this coming season, so if I get my own way then that means we could have about 50ish kids in the program. If anyone is interested in helping us and taking their club coach youth course, we will pay for the course and just ask you give some of your time. Please contact me if interested. Thanks Alice”

- I. **Day Curling** (Connie Milne) – There were over 40 participating in Day Curling by the end of this Season with over 24 and up to 30 most days. They held two Home & Homes with Bridgetown and Middleton. They hope to add Wolfville next year. They had a trophy made up to celebrate their win over Middleton. They had two

fun spiels; one at Christmas and one at the end of the year. For the final spiel they curled and then enjoyed a meal at the Lions Hall with almost 50 people in attendance. Thank-you to Bev for arranging this event.

- J. **Stick Curling** (Deb Hubbert) – Stick curling was held Monday afternoons with 8 -16 people attending.
- K. **Publicity** (Arlene MacArthur) – Thank-you to Beth and Mike who did up a press release to notify the media of the Club Closing. We got coverage from The Valley Advertiser and the CBC, as well as further coverage by K-Rock.
- L. **Bonspiels** (Danny Vaughan) – The final ‘Pay The Pig’ closing spiel with sausages donated by Meadowbrook sold out quickly to 24 curlers and ‘Drop in Curling’ during the final week was well attended. This was great to see as last year they were cancelled due to lack of sign-up. The numbers were down on the Murray Spiel but the Edie Spiel was full as was the Apple Spiel. The prizes for the Apple Spiel were changed to an assortment of gift cards which seems to be well received.
- M. **Learn To Curl** (Claude LeBlanc) – Claude sent his report via email as he was unable to attend:

“We ran 2 Learn to Curl programs in the 2017-2018 season (program A & B).

In Program A which ran from Oct to Dec, we had 37 participants sign up.

This was a large group, probably larger than what we should have had, but it’s hard to refuse interest at the beginning of the season.

Of the 37 participants, 17 joined the club in January 2018 with several becoming actively involved in the club as volunteers.

We ran extra ice time for this group on Friday evenings due to the lack of interest in October for the Beginner League.

In Program B which ran from Jan to Mar, we had 25 participants sign up (3 of which were spouses of participants from program A).

We finished the program with 14 participants not including a couple who were travelling and unable to attend the last session.

We signed on 4 people (2 couples) after the second session following a successful drop in and try curling day in early Feb.

Three of the 4 people completed the program and are very interested in joining.

I see a potential of at least 10 participants from program B becoming members next season.

Potential retention ratio for the Learn to curl programs is nearly 50%.

We also ran the Beginner League on Friday evenings starting in January with an average of 18-24 members attending each Friday leading to the end of the season.

We had a Learn to Curl Fun Spiel on March 30th (Good Friday) and had 22 members from this season’s Learn to Curl programs as well as previous season’s programs and Regular Members/Day Curlers/Coaches in attendance. It was a great way to close the season and a good time was had by all.

We certified 7 new coaches this 2017-2018 season when we ran a Club Coach Workshop at the Berwick Club in January 2018.

This initiative has a high level of interest and is praised by many. It has managed to increase membership at the club which is important as a business continuity aspect going into our transition year into the Larsen Curling Centre for Season 2018-2019.

I would also like to express my gratitude to the coaches who assist with the program delivery during the season. The program could not be as successful without your commitment. Thank You. Claude”

N. **Corporate Rec League** (Michelle Larsen) –There was a 9th team added in December. There were 6 people in rotation to tend bar and two ice makers.

4) **Financial Report:** Beth reported a bank balance of \$51,952.77 as of April 3rd.

The closing auction raised funds of \$3516.00 and the bar had sales of \$797 that evening.

The Club had rentals bringing in \$480.

The bar giveaways are now allocated so that the costs are readily available.

The Turkey Dinner funds are still in the bank so the net income of \$26,773.38 will be reduced by \$10,000 once those funds are submitted to Codiac Curling for the new rocks.

With the use of Simply Accounting, Beth has all of the books up-to-date and can provide current income statements monthly; we no longer have to wait for the year end at the end of May for this information. Invoices and receipts can now be sent by email through Simply Accounting.

The Club had a good year and things went smoothly. The Club 200 had some issues but everything was accounted for in the end. There is still about \$2000 to come in for sign rentals. The ‘Pay the Pig” Socials are successful and worth holding as each brings in \$2-300 compared to a normal bar night of \$150-170.

5) **Presidents Report:** Three years ago Mike and Michelle took over the Presidency together. There has been a lot of work done by multiple people over these past three years. Membership numbers are up and continue to grow. There is a buzz of excitement around the Club; people want to curl. The Club is in great shape financially for the next step. A heartfelt thank-you to everyone who has volunteered over the years. It has been a tremendous group effort. It is great to see so many new faces helping to volunteer around the Club.

6) **Annual Dues:** Mike presented a recommendation from the Board for dues for the upcoming 2018-2019 season:

- First Year Single Adult \$200
- Second Year Single Adult \$300
- Returning Single Adult \$300
- Returning Couple \$520
- Youth (under 19) \$126.50
- Age Discount (age as of October 1st, 2018) – over 65, 15% off, over 75, 25% off, over 85, free. Applied only to the regular membership fee.
- Spare fee \$10 up to a maximum of 5 times for night leagues.
- Day Curling Drop-In Option \$10 (unlimited, no credit towards membership)
- Social Membership – TBD by Board

A new discount structure stems from the work of Connie Milne and Danny Vaughan with their Day Curling group. Based on the regular membership fee, anyone over the age of 65 would receive a 15% discount. Those over 75 would receive a 25% discount while those over 85 could curl for free. The age discounts apply to any member of the Club, whether they curl days or nights. As the first year, second year and couple fees are already discounted; the 15 and 25% discounts are not applicable to those rates. Each curler has the discretion to choose the best membership fee. For example, if a returning couple consisted of one person under 65 and the other over 65, the best rate would be returning couple {regular member \$300 + (\$300-15%) = \$555 so it would be cheaper to pay as a returning couple at \$520}. However if both were over 65, it would be cheaper for each to

pay as returning single adult with the over 65 15% discount {regular membership of \$300-15%= \$255 x 2 = \$510}.

For evening curling, the spare fee of \$10 up to a maximum of 5 times could be put towards membership fees, there is no need for consistency between this and the drop in fee of day curling.

Faith requested that a family rate be incorporated into the dues structure. This is definitely something the Club needs to look into.

Curt Palmer motioned to approve the dues structure recommendation of the Board as explained to the membership for the 2018-2019 season. Seconded by Joy Parker. Called to question. Motion carried.

Tammy will need to know how many members the Club has to obtain the lottery licence for Club 200.

7) Election of Officers and Board of Directors: The current elected officers have all offered to remain on the Board as the Club transitions into the new facility. Mike asked for a call of nominations for a position as an officer. After Mike's three unanswered calls to the floor for any nominations of new officers, Dan Keddy motioned to approve the current officers remain for the coming year. Seconded by Linda Evans. George called for question. Motion carried.

8) New Business:

a) Bylaw change re: Liquor Licence – The Club liquor licence requires non-members be signed in by Club members. Matt motioned that each member be allowed to sign in up to 6 people. Seconded by Michelle. George called to question. Motion carried.

b) KMCC Phase 2 Update – The new club is set to be finished in mid-July. The interior walls are going up and the floors are being poured. It will take approximately 3 weeks to pour the curling slab. The Building Committee will be meeting tomorrow, April 4th. The KMCC ice plant starts up August 1st so there is a possibility to start early.

c) Lobster Boil – June 16th- 260 lobsters have been ordered; 250 tickets will be sold. Gwen has talked to the ladies to help in the kitchen. RBC will once again be participating as one of their six local events where their staff assist the organization with the event as well as present a donation of \$1000. If anyone would like to help please call Gwen. Greg Hubbert had tickets ready and asked everyone to see him after the meeting to take their share. All remaining tickets will be available at Schurman's. A new poster will be needed.

d) Other - Dan Keddy has researched a new web engine which will greatly benefit the Club and it also has an App for mobile use!

- Bryan Illsley thanked Dan Keddy for all of the work he does not only the curling club website but also the website for the KMCC and the digital presentations for the KMCC dinner and auction each year. Bryan also thanked Mike Larsen, with Michelle's assistance for all that they have done as well as the Larsen family's additional contribution of \$50,000 towards the new facility.

- Michelle is welcoming all ideas for the opening of the new Club. One possibility is a Presidents Dinner for all past Presidents.

9) Adjournment: Tammy motioned to adjourn the meeting at 8:30 pm.

Minutes Submitted by Arlene MacArthur, Secretary.