Agenda SPLBC Board of Directors Meeting Monday, December 13, 2021 (09:30 am) Clubhouse

- 1. Call to Order:
- 2. Regrets: Claus Braovac
- 3. Approval of Agenda:
- 4. **Approval of Minutes:** November 8, 2021 (Attached).

5. Carry Forward:

- 5.1. Should we charge extra for membership renewal by credit card? Should we remove the option to renew by credit card payment?
- 5.2. Action item: Director of Infrastructure and Greens Committee to address the plinth boards and sprinkler system issues. The money is already reserved in the budget but are there other repairs that are higher priority?
- 5.3. Action item: review who is responsible for end of season BBQ clean up.
- 5.4. Action item: create a bowls sign out policy (daily only until outdoor season ends? Charge a fee?)

6. Decision/Action/Follow-up:

- 6.1. Use of @splbc.com email addresses for club business Chris.
- 6.2. CPR/AED training (Attached) Eva.
- 6.3. Revised Membership Team Leader job description (Attached) Eva.
- 6.4. Corporate sponsorship policy (Attached).
- 6.5. Misting station.
- 6.6. Club uniforms.
- 6.7. Local school involvement.
- 6.8. Promoting rules of lawn bowling.

7. Information:

- 7.1. President's Report (Attached) Lois.
- 7.2. Past President's Report (Attached) Eva.
- 7.3. Director at Large Infrastructure (Attached) Darrell.
- 7.4. Director at Large Bowling Report (Attached) Claus.
- 7.5. Treasurer's Report (Attached) Rick.
- 7.6. Director at Large Social Report (Attached) Pat.
- 7.7. Vice-President's Report (Attached) Chris.
- 7.8. Newsletter items.
- 8. **Next Meeting:** Monday, January 10, 2022 9:30 am Clubhouse

Minutes SPLBC Board of Directors Meeting Monday, December 13, 2021 (09:30 am) Clubhouse

Attendance: Lois Goodeve (Chair), Chris Chapman, Eva Murray, Rick McInerney, Pat Furlong, Darrell Becker, Judy Lawson (Minutes)

- 9. Call to Order: The meeting was called to order at 09:34 am
- 10. Regrets: Claus Braovac
- **11. Approval of Agenda:** MOVED: Judy, SECONDED: Darrell that the Agenda be approved. CARRIED.
- 12. **Approval of Minutes:** November 8, 2021 (Attached).

MOVED: Eva, SECONDED: Pat that the minutes of November 8, 2021 be approved. 4 in favor, 3 abstained. CARRIED.

13. Carry Forward:

- 13.1. Should we charge extra for membership renewal by credit card? Should we remove the option to renew by credit card payment?

 -agreed to carry forward to the January meeting.
- 13.2. Action item: Director of Infrastructure and Greens Committee to address the plinth boards and sprinkler system issues. The money is already reserved in the budget but are there other repairs that are higher priority?
 - -plinth boards are going ahead and we hope the sprinkler system issues will be addressed with an NHSP grant.
- 13.3. Action item: review who is responsible for end of season BBQ clean up.

 -it was agreed that this is not the responsibility of the greens team. Responsibility could be clarified through a review of the club's job descriptions which Eva has begun.
- 13.4. Action item: create a bowls sign out policy (daily only until outdoor season ends? Charge a

fee?

- -agreed to defer discussion on policy for now.
- -Action Item: Claus to take the lead on drafting a policy for the board to review.
- -A MOTION was made by Chris, SECONDED by Eva that effective immediately, there will be a \$25 fee for borrowing club bowls for the winter session. All bowls must be returned by May 1, 2022. CARRIED. Payment can be made by cheque or etransfer to treasurer@splbc.com. Claus will monitor bowl rentals.

14. Decision/Action/Follow-up:

- 14.1. Use of @splbc.com email addresses for club business.
 - -it was agreed that using these type of email addresses for club business would be best practice for directors and leaders.
 - -Action Item: Chris will make a list of requested email addresses and follow up with Mike Smolnicki.
- 14.2. CPR/AED training (Attached).
 - -the 2 options were discussed and it was generally agreed that Option 1 was preferable.
 - -the club will fund 50% of each individual's cost (approx \$30)
 - -it was agreed that March would be a good time to attend the training since it was closer to the bowling season.
 - -Action Item: Eva to post a notice of this opportunity in the next newsletter, hopefully there will be some interest from club members.

14.3. Revised Membership Team Leader job description (Attached).

-since the Job Descriptions (JDs) were drawn up three years ago, it was agreed that this would be a good time to review them and make any necessary revisions.

-Action Item: Rick to work with Linda Duncan on the Bookkeeper Job Description.

-Action Item: Eva offered to continue on with revising the remaining JDs.

14.4. Corporate sponsorship policy.

-Currently, the club has no finalized sponsorship policy.

Action Item: since this topic has such a large scope, Chris will form a committee to shape recommendations for a club sponsorship policy.

-until a policy is formulated, there will be no sponsorship at the club.

14.5. Misting station.

-a suggestion was made at the AGM that the club install a misting station.

-Action Item: Darrell to investigate having a combination water fountain/bottle filler/misting station unit installed. Follow up with Dave Fleming for information on the water fountain.

14.6. Club uniforms.

-a request was made at the AGM for a club uniform.

-Action Item: Judy to follow up with Graham and others and come up with design, style, cost and supplier options for review.

-the goal is to have shirts for sale by May.

14.7. Local school involvement.

-a request was made at the AGM to encourage local school involvement in lawn bowling.

-Action Item: Judy to approach Ken Dierrsen to take the lead on this issue, see if there is member interest and, if so, draft a proposal for the Board to consider.

14.8. Promoting rules of lawn bowling.

-a request was made at the AGM for better promotion of the rules and etiquette of lawn bowls. The Crystal Mark Laws of the Sport of Bowls is now posted on the website and a link was sent out in the newsletter.

-Action Item: Claus to follow up with Dave Griffiths about establishing a "Coaches Corner" type of regular item in the newsletter dealing with tips and guestions.

15. Information:

15.1. President's Report (Attached).

-work still continues on resolving the phone line issues.

15.2. Past President's Report (Attached).

-discussion around having a shorter coaching window than occurred last year.

-discussion about charging for lessons to new members, the Board recommends we continue with 2 free lessons, followed by 2 more lessons once new bowlers join the club.

-coaching and membership teams will work together to ensure a smooth process.

-Action Item: Eva to review the recommendations around coaching and new memberships with Claus, Dave Griffiths and Sharyn Collis.

-the Membership team meeting will be changed from January 10, 2022 so it does not conflict with the next board meeting.

15.3. Director at Large – Infrastructure (Attached).

-discussion around locker usage and availability. Current policy is for members to apply for a locker only if they have their own bowls. Some lockers are used for admin purposes.

-Action Item: Darrell to follow up with Claus re waitlists and usage of lockers and to look into the purchase and placement of more lockers, if required.

-weather issues have delayed the application of lime on the greens.

-still looking for a replacement cleaning service for the clubhouse.

15.4. Director at Large – Bowling Report (Attached).

-The Evelyn & John Bell and the Andy Craig tournaments are usually held a week after a long weekend however the V&D has proposed they fall on long weekends in 2022.

-Action Item: Claus to follow up with V & D regarding long weekend dates for events at Stanley Park.

15.5. Treasurer's Report (Attached).

- Financial Statements to November 30, 2021 (Attached).

 MOVED: Rick, SECONDED: Darrell to accept the Financials as presented. CARRIED.
- -The Capital Priorities Committee has found a 3rd model of mower that may be a better option than those presented in the attachment.

15.6. Director at Large - Social Report (Attached).

- -discussion around food suppliers. It was agreed that BBQ food supplies should continue to go through IGA.
- -a cost analysis of food for the BBQs should be done.

15.7. Vice-President's Report (Attached).

-Possibly remove the requirement that corporate groups take away their own garbage depending on if there are charges for additional garbage and recycling pick ups. Recycling bins could be moved into a more visible area during corporate events and clients will be encouraged to use them.

15.8. Newsletter items.

16. Next Meeting: Monday, January 10, 2022 9:30 am - Clubhouse

The meeting adjourned at 12:05 pm.

MINUTES APPROVED BY BOARD OF DIRECTORS ON Jan 10, 2022.

| Lois Goodeve | Judy Lawson | | |
|--|-------------|--|--|
| President | Secretary | | |
| ////////////////////////////////////// | | | |

SPLBC Board Dec 13, 2021 President's Report

Member Feedback:

Received some positive comments about the AGM and I was pleased with the turnout, considering the weather. Have received many good reviews of the return of Euchre and Bridge.

Continuing challenges:

Phone line is still not working. Telus came and identified the problem as the line coming from the Park Board office. I have filed the case with the city (311) but no action as yet. Have called three times so far. It has not been given a priority. Will continue to follow up.

Discussion with Bowls Canada:

George and I had a conference call with Bowls Canada about clubs across the country on municipal land. Bottom line is government has to justify use of the land (resources) with usage. We need to find a way to count visits. I am including George's notes with this report. There are a few interesting concepts that we need to look at long term.

Minor Points:

When the Park Board confirmed a corporate donation of \$1,000. I sent a thank you card. Chris brought up a good point about email addresses. Let's compile a wish list for Mike Smolnicki. I know it will require some changes to your own email provider.

For your information, I am receiving the newsletters and announcements from the BC Alliance of Beverage Servers. It is no cost and it has had a lot of good information during the past two years, from a bar and social perspective.

SPLBC Report to Board Past President December 2021

CPR Training

I was to look into providing CPR/AED training sometime in March, prior to the bowling season. St. John's Ambulance is the provider and since COVID, they now do most of their training at their site on Cambie Street. We need to indicate a number - up to 12 or up to 18. That will determine the room size. They need 4-6 weeks in advance to

confirm a day, a space and a time. The cost of the training has increased substantially. The last two times, we split the cost with the participants, \$10 each.

Here are two 4-hr options:

(1) At 6111 Cambie Street

\$45 per person

\$14.55 for a mask, which they provide.

(2) Having the training done at our clubhouse would incur additional cost and work and I do not recommend it.

 $$45 ext{ per person}$ and $$14.55 ext{ for a mask}$

Charged for a minimum 8 people

Room must meet their safety protocols

We provide all audio-visual equipment

\$200 delivery fee

Payment for instructor travel time \$15 per hr, mileage \$.54 per km, parking, travel tickets if required, and one meal \$42.50.

Decisions needed this month:

- 1. Do we proceed?
- 2. If so, do we share the cost with the participants? How?

On December 2nd, Sharyn Collis, Len Gallant and I met for a handover meeting with the purpose of agreeing to:

- · the teams' responsibilities,
- · who will do what, and
- when things need to be done.

The **Team** will be led by Sharyn Collis with Judy McInerney taking over the database tasks. Len will stay on to coach Judy and be available to answer questions, provide support and take on other occasional volunteer duties. The key **outcome** of the meeting was that membership procedures will be revised next year. We have had...

• one year off with no new memberships,

- · an informal year this past summer, and
- new technology in almost all aspects of recruitment and enrollment.

This time for reflection has resulted in what will become more modern and efficient procedures.

There will be an **Open House** if health and safety regulations allow it. Membership renewals will ideally be done online prior to the Open House. Volunteers will enroll new members on laptops or they can be encouraged to do it electronically at home. There will be demonstration lessons and an opportunity to try out bowling. Once newcomers have enrolled and paid the fee, coaching will be arranged with the Coaching Team.

Full membership will now include three lessons and a name badge. Full memberships will close on June 15th, at which point lists with email and phone numbers will be made available to the Board, Team Leaders, and the club members. Any requests to join after that will have to be negotiated with the Coaching Team. Name badges will be ordered on the third week of May and by mid-June.

The review and assessment led to a slight revision of the Membership Team Leader **job description**, which is available. Revisions are minor: some language clarification, a few changes due to technology, ie fee payment.

The Team needs agreement from the Board for the *Information Package*:

- 1. Clarification of the Locker Policy. Can first year bowlers with their own bowls be assigned a locker if available? Or, does locker allocation happen in year 2?
- 2. Can we also clarify that new members can get a FOB as soon as they pay for it?
- 3. How strict are we with new bowlers vis-à-vis the bar and name badges? We need flexibility until they are ordered. Must new members wear paper name tags? Must all members wear name tags at all times, again, if ordering drinks?

To Do List:

- Update the Membership Form.
- Update the membership information on the website in consultation with Communication.
- Handover training for data entry and maintenance.
- Prepare a checklist of information needed by new members. Start compiling that information.
- Meet again on January 10th at 11am

SPLBC Board Meeting December 2021 Director of Infrastructure Darrell Becker

Greens: (Gavin Clifford)

Aeration and Topdressing was completed during a small weather window in September with a crew of volunteers. Our own sand spreader was used and other than a minor mechanical issue (loose belt) the jobs went relatively smoothly. Weather has been an issue since bowling ended in September. Over seeding was done following the coring and then after topdressing with visible results showing a couple weeks later. Fertilizer was also applied in early October. The seeding and fertilizer has shown to be effective in "filling in" some of the dead grass patches that formed following the "heat dome"and extreme summer heat experienced in August.

Record rain in November resulted in significant flooding on the west green. Parks Board water crew cleared the drain pipes out side our gate last year which helped with our drainage but obviously more needs to be done. We will follow up with Parks for access to the drains and will either try using a plumber's snake to clear potential blockages within club property or will hire a plumber to look into it. Water does eventually drain as is and the grass on both greens look like they've coped with swamp conditions fairly well.

I've met with Scott, our hired greenskeeper on a regular basis. He's been treating small area's of diseased grass as well as completing the regular maintenance, cutting fertilizing. Some verticutting has been done but unfortunately weather has interfered somewhat with that and with getting lime applied as is needed according to a recent soil analysis.

Repairs to the centre garden retaining walls has been put on hold for dryer weather. Wood for the project has been purchased and is being stored in the games room as are 10 umbrellas that are temporarily stored pending a wash and dry before

A small group of dedicated greens crew continues to meet most Wednesday mornings. Periodically new volunteers are welcomed.

House: (Wayne Hawrysh)

Company by the name of QMC, which perform integrated sub-metering installations, contracted by the City of Vancouver, are installing sub-meters (for water, electricity and gas) on the mornings of Dec 7 and Dec 16. This is to help them bill for usage more accurately.

There are no other items to report.

DIRECTOR AT LARGE - BOWLING REPORT DECEMBER 13TH

Games Report

In 2022, inter-club events are scheduled to return to the V&D and Provincial bowling calendar. The dates for the four SPLBC V&D events are:

Saturday June 25 - Dale Hoadley Women's Triples

Sunday July 2 - Andy Craig Mixed Fours

Saturday August 6 - English Bay Men's Triples

Saturday Sept 3 - Evelyn & John Bell Memorial Australian Pairs

The entry fee for 2020 V&D events is going to increase from \$20 to \$25 per person.

We also offered to host the 2022 V&D Men and Womens Novice Singles scheduled for Tuesday through Thursday Aug 2-4. We were originally scheduled to host that event in 2020. Confirmation is pending.

TREASURER'S REPORT

DECEMBER 13, 2021

FINANCIAL STATEMENTS

On the balance sheet, the cash on Nov. 30th was at \$72,677, which is about \$11,300 above November 2020. The current balance (Dec. 10th) in our Operating Account is \$50,069. We have not (yet) received the anticipated \$7,900 provincial Community Gaming grant.

The Income Statement shows a deficit for the two months to November 30th of \$8,454 compared with a budgeted surplus of \$856. This negative result is largely due to the above-noted delay in receiving grant money.

CAPITAL PRIORITIES COMMITTEE

We received notice of a Call for Proposals from the federal New Horizons for Seniors Program (NHSP) on Nov. 25th. The deadline for submission of a proposal is Dec. 21st.

The committee has met twice since then. The first decision was that we *will* submit a proposal this year. Recall that we successfully received \$25,000 in 2019 but were rejected last year.

The proposal chosen and currently being developed for submission is for capital assistance on a 3-part project:

- 1. Replacement of the irrigation system on the greens, i.e. new sprinkler heads. After extensive research, Brad Marchant has recommended Toro TS120 heads, which will allow much finer control of irrigation with reduced wastage of water. The quoted cost is \$15.1k, including \$2.k for a pressure reducer that the City may be persuaded to do for us.
- 2. Purchase a new battery electric lawnmower to replace one of our 3 aging gasoline-powered mowers. Brad also did the research on this. While a Toro Greenmaster e1021 model would be ideal because it has the battery capacity to mow both of our greens on a single charge, its price of \$26k is excessive. The decision was taken to go for a Swardman Electra 55 with a price of about \$6k. While its battery only holds enough charge to do one green, it comes with a "verticutter" attachment that would save us from replacing our existing gas-powered one that is wearing out.
- 3. Purchase 8 portable benches for the south side of the greens. This is to take maximum advantage of the \$25k grant money available.

2:24 PM 2021-12-09 Accrual Basis

Stanley Park Lawn Bowling Club Balance Sheet Prev Year Comparison As of 30 November 2021

| | 30 Nov 21 | 30 Nov 20 | \$ Change | % Change |
|---|--------------------------------------|----------------------------------|---|--------------------------------|
| ASSETS Current Assets Chequing/Savings | | | | |
| 1052 · Vancity Operating Account 1055 · Gaming Accoubnt - Vancity | 51,132 6 | 19,514 0 | 31,618 6 | 162% 100% |
| 1080 · Vancity Term Deposit | 21,539 | 41,857 | (20,318) | (49)% |
| Total Chequing/Savings | 72,677 | 61,371 | 11,306 | 18% |
| Accounts Receivable 1210 · Sundry Accounts Receivable | 830 | 614 | 216 | 35% |
| Total Accounts Receivable | 830 | 614 | 216 | 35% |
| Other Current Assets 12100 · Inventory Asset 1405 · Cash Floats | 1,389 400 | 960 400 | 429 | 45% |
| Total Other Current Assets | 1,789 | 1,360 | 429 | 32% |
| Total Current Assets | 75,296 | 63,345 | 11,951 | 19% |
| TOTAL ASSETS | 75,296 | 63,345 | 11,951 | 19% |
| LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable 2100 · Accounts Payable | 1,295 | (170) | 1,465 | 864% |
| Total Accounts Payable | 1,295 | (170) | 1,465 | 864% |
| Other Current Liabilities 2112 · BC Bowls Memberships 2114 · Deferred Revenues 25500 · GST/HST Payable 25550 · PST Payable (BC) | 60 6,840 2,260 26 | 0 13,078 (3,421) 0 | 60 (6,238) 5,681 26 | 100% (48)% 166% 100% |
| Total Other Current Liabilities | 9,186 | 9,657 | (472) | (5)% |
| Total Current Liabilities | 10,481 | 9,488 | 993 | 11% |
| Total Liabilities | 10,481 | 9,488 | 993 | 11% |
| Equity 30000 · Opening Balance Equity 30500 · Designated Reserve 32000 · Retained Earnings Net Income | 8,146 22,657 42,465 (8,453) | 30,803 0 27,117 (4,063) | (22,657) 22,657 15,348 (4,390) | (74)% 100% 57% (108)% |
| Total Equity | 64,815 | 53,857 | 10,958 | 20% |
| TOTAL LIABILITIES & EQUITY | 75,296 | 63,345 | 11,951 | 19% |

Stanley Park Lawn Bowling Club Profit & Loss Fiscal Year-to-Date Nov./21

| | ACTUAL | BUDGET | VARIANCE |
|--------------------------------------|---------|--|---|
| CORE ACTIVITIES | | | |
| CORE REVENUE | | | |
| Membership Fees | 286 | _ _ | 286 |
| Visiting Groups (Corporate) | 0 | - | _ |
| Donations - Allocated | 2,500 | | 2,500 |
| Donations - Unallocated | 1,350 | - | 1,350 |
| Government Grants | - | 7,900 | (7,900) |
| Other Revenue | 1,097 | 350 | 747 |
| | | | |
| TOTAL CORE REVENUE | 5,232 | 8,250 | (3,018) |
| | | | |
| | | | *************************************** |
| CORE EXPENSES | | | |
| Greens Expenses | 6,131 | 5,550 | (581) |
| Facilities | 2,608 | 1,652 | (956) |
| General Administration | 125 | 192 | 67 |
| Kitchen, Garden, Etc. | 193 | 0 | (193) |
| TOTAL CORE EXPENSES | 9,057 | 7,394 | (1,663) |
| | | | |
| CORE ACTIVITIES SURPLUS/(DEFICIT) | (3,824) | 856 | (4,680) |
| | | | |
| BOWLING | | | |
| | | | |
| 4030 · Games - Club Events | 0 | 0 | - |
| 4032 · Games - Miscellaneous Revenue | 0 | 0 | - |
| TOTAL BOWLING REVENUE | - | The state of the s | - |
| | | | |
| 5030 · Games Expenses | 0 | - | - |
| | | | 2 |
| | | | |
| SURPLUS/(DEFICIT) | ₩ | | - |
| COACHING | | | |
| | 0 | | |
| 4026 · Membership - Coaching Lessons | U | - | - |
| 5060 · Coaching Expenses | 0 | - | |
| SURPLUS/(DEFICIT) | - | - | |

Stanley Park Lawn Bowling Club Profit & Loss Fiscal Year-to-Date Nov./21

| | ACTUAL | BUDGET | VARIANCE |
|----------------------------------|---------|--|----------|
| SOCIAL | | | |
| 4110 · Social Events | 0 | - | - |
| 4220 · Other Club Activities | 0 | | - |
| TOTAL SOCIAL REVENUE | ~ | - | - |
| E040 - Social Evpoposo | 0 | _ | _ |
| 5040 · Social Expenses | Ü | | |
| SURPLUS/(DEFICIT) | - | Ak ay maga ang tangkang kanandan kang pilimanang kata pangkan tay ang kasanasan ng Asianasan ng Asianasan kang Langkang kang pangkang kang pangkang pangkang pangkang pangkang pangkang pangkang pangkang pangkang pangkang p | |
| BBQ | | | |
| | 0 | | |
| 4100 · BBQ Sales | O | | |
| 5120 · BBQ Expenses | 0 | _ | - |
| | | | |
| SURPLUS/(DEFICIT) | | ** | - |
| BAR SALES | | | |
| 4120 · Bar Sales | 351 | 0 | 351 |
| | | | |
| TOTAL BAR REVENUE | 351 | A98 | 351 |
| | | | |
| | 0 | | |
| 5070 ·Liquor Purchases | O. | _ | - |
| 5682 - Liquor Licence Expenses | - | - | _ |
| SURPLUS/(DEFICIT) | 351 | estimatika ilikushen kepipatimati injata diapantimbiny sahusita mendudim nendasum minusum besain ************************************ | 351 |
| | | | |
| MERCHANDISE | | | |
| 4240 · Merchandise Sales | 0 | • | - |
| 4024 · Name Tags & Fobs | 27 | - | 27 |
| | 27 | - | 27 |
| | | | |
| 5130 · Merchandise Purchases | 0 | 0 | - |
| SURPLUS/(DEFICIT) | 27 | | 27 |
| JOHN EUS/(DEFICIT) | 5 / | | |
| FUNDS AVAILABLE FOR IMPROVEMENTS | | | |
| TOTAL | (3,446) | 856 | (4,302) |
| | | | |
| 5720 · Club Improvements | 5,007 | 0 | (5,007) |
| | | | |
| NET INCOME | (8,454) | 856 | (9,310) |
| | | 4 | |

Director at Large - Social

Dec 13, 2021 Board Meeting

- > Dec. 16 is the date for a get together at the Sylvia 30 people have reserved.
- > I'll be looking for a new person to take over the kitchen, as Marianne has stepped down.
- > Looking to planning for the upcoming year I'd like to discuss whether we will be going forward with IGA.

December VP Report to the SPLBC Board of Directors

Date: December 08, 2021 Prepared by: Chris Chapman

Corporate Rentals

Meeting of team leaders was held November 20th to get feed back on the 2021 season – overall the feed back was positive. It has been suggested that new team leads work with an experienced team lead for one or two events prior to leading a team on their own.

There was a concern raised about some of our volunteers being too strict with their groups and the need for our leaders to watch for this in the future and talk to anyone they feel needs to change their approach.

To help group participants understand the sport and basic delivery it has been suggested that the corporate contacts be given the following links to send to their participants prior to them arriving at the club. This is just a suggestion and not something they have to do. The feeling is that once the contacts watch the videos they will most will likely share them with their participants to get them excited about their day on the greens.

Bowls - It's Just Brilliant

https://www.youtube.com/watch?v=OfunziBZoIo

Bowls Technical Excellence Series - The Delivery https://www.youtube.com/watch?v=t5FskMtmHDw

We are currently looking into ordering a new white board to be used for score keeping at corporate events. The existing board is in rough shape and needs to be replaced.

Garbage - We currently ask our corporate groups to remove their own garbage. The issue was raised that our bags are too flimsy and tend to leak making it a messy job. I will be following up with Wayne and Darrel on this issue and hope to have a recommendation on this issue in the near future.

2022 Planning Meeting between myself, Keith Bespflug and Ann Berridge was held on November 22nd

Pricing – Chris raised his concerns about our pricing being high and the need to monitor this as we move into the 2022 season. It was decided we would remove the pricing from our website so that we get inquiries that will allow us to communicate with potential clients. Through this communication we are hoping to understand how our pricing influences their decision to book our greens for their event.

It was decided we would go back to offering a 2 part price structure - \$40 /person for 2 hours of bowling plus an additional \$10/person to add on a 2 hour social.

Because some past groups may have been put off with our aggressive pricing last season it was decided we would send an email to 15 of our larger groups (50+ participants) right away. This email was sent out on December 2nd. The email lets them know of the price drop and gives them an opportunity to book their dates and times prior to us opening up bookings to all others. Bookings for these groups will be accepted from January 3 thru the 15th at which point we will email all other groups that have booked with us in the past and allow them to start booking. In the early spring we will also follow up directly with any regular groups that have not contacted us to book their space.

Because we are unsure what effect Covid has had on our corporate clients we must keep a close eye on how the bookings are coming in and be prepared to make changes to our policies on the fly if necessary. We are hoping our proactive approach will be successful but at the same time we are prepared to change our approach if the need arises.

House Keeping – We had Mike change the title on our website from Bookings to Corporate Bookings and fixed the links that were not working.

Current Bookings: Anne has accepted a booking from BOSA for 55 people in July. As of today, no other inquiries have come in but she is confident things will start to happen early in the new year.

Agenda Item Request – Discussion on the policy regarding directors using @splbc.com email addresses.