

AGENDA

Lunenburg County Multi-Purpose Centre Corporation Thursday,
October 20, 2022 | 6 pm
Held in the multi-purpose room, LCLC

- 1. Call to Order**
- 2. Information Sharing (Questions by board members and attending members of the public)**
- 3. Approval of Agenda**
- 4. Approval of Minutes:** September 15, 2022
- 5. Business Arising from Minutes & Unfinished Business**
- 6. Correspondence**
- 7. New Business**
 - 7.1 Mid Term Priorities Review
 - 7.2 Facility Use, Ice time allocation
- 8. Information/Updates**
 - 8.1 General Manager's Monthly Report attachment
 - 8.2 Aged Receivables attachment
 - 8.3 Financial Statements attachment
- 9. In Camera**
- 10. Next Meeting – Thursday, November 17th, 2022 at 6 pm**
- 11. Adjournment**



GM Report October

	Initiatives	Status	Target Quarter
Marketing	Marketing Strategy	Off-Track	Q2
	Annual Marketing Plan	Off-Track	Q2
	Website	On-Track	Q3
Events	Events Strategy	Complete	Q1
Facility Use	Integrate Spin Bike Classes	On-Track	Q4
	Evaluation criteria for fitness classes	On-track	Q4
Regional Collaboration	Design and launch mobile app	Complete	Q1
	Onboard new partners in Connect2Rec	On-Track	Q3
	Alternative to traditional Rec Guide	Complete	Q4
	Reciprocating benefits partnerships	Ongoing	Q4
Operational	Building Naming	Ongoing	Q3
	Generate Advertising Revenue	Off-Track	Q3
	Energy & Dehumidification Project	On-track	Q3
	Aquatic Systems Conversion	Complete	Q2
	Solar PV	On-Track	Q4
	Car Chargers	Ongoing	Q3
	CT Para Hockey Cup	On-Track	Q3
	Garry Wentzell Tournament	Ongoing	Q4

We are just over a year into connect2rec and have processed 6,685 online program registrations and 13,203 in person or over the phone.

LCLC Memberships are at 1298. We are making some real strides towards a joint membership offering with the YMCA, we have engaged Grant Thornton to advise on the HST implications of moving revenues back and forth between the two organizations, once that is clear we will fold that into a partnership agreement.

We had another very successful craft market over the thanksgiving weekend and will look to use the space similarly in the lead up to Christmas.

Preparations for the Para Hockey Cup are ongoing. Our funding through ACOA is moving through their application stream and there is every indication that we will receive support from them. At this point we are under budget on local level sponsorship, the negative press that Hockey Canada has been receiving hasn't helped us on that front. And Hockey Canada is being pulled in a number of directions with the world Jr.s approaching so we are a bit behind where we would like to be with some of the event elements that they control but have every confidence that we will land a successful event.

In discussion around the Canadian Tenors concert and in light of the trends with ticket sales the risk of a substantial seems too great to take that on, our break even on the event would be around 1200 tickets. There are a few promoters that may be interested in renting the arena space in February and/or April that would be a lower risk proposition and we will look to leverage those opportunities.

We are working with Darwin Event Group to resurrect the South Shore Expo in our facility, targeting the weekend of Aril 15th

We had more repair work done on the roof to address leaks in the Library and Arena, The electrical components that were damaged by a burst pipe in June 2021 were delivered and installed this month so we were able to finalize that insurance claim. The energy conservation project is nearing completion largely just integrating the building automation and adjusting setpoints. Aquatic lighting is scheduled to arrive mid October.

LCMPCC Operating

Financial Package

For the period ending Aug. 31, 2022

LCMPCC Operating Variance Report For the period ending Aug. 31, 2022

	Actual	Budget	Variance
Gross Revenues			
Municipal Operating Grants *	88,124	88,123	1
Arena	7,170	14,336	(7,166)
Aquatic Centre	34,647	36,500	(1,853)
Active Living / Room Rentals	3,560	3,274	286
Memberships	12,935	7,728	5,207
Library Rent	8,035	8,191	(156)
Concessions Rent	-	-	-
Café Rent	800	800	-
ATM and Vending	940	677	263
Advertising / Sponsorships	(1,500)	-	(1,500)
Miscellaneous	200	-	200
Total Revenue	154,911	159,629	(4,718)
Expenses			
Advertising and Promotion	31,074	1,400	(29,674)
Professional Fees	1,270	1,846	576
Interest and other fees	1,189	687	(502)
Concessions Expense	-	100	100
Facility Repairs & Maintenance	32,653	13,022	(19,632)
Housekeeping	5,859	1,100	(4,759)
IT Licensing / Fees / Support	4,113	8,160	4,048
Miscellaneous	50	100	50
Office	369	551	182
Pool Chemicals / Supplies	-	1,500	1,500
Programming	1,804	1,218	(586)
Staff Training / Courses	-	-	-
Communications	650	424	(226)
Travel	-	150	150
Uniforms	-	200	200
Utilities	38,608	28,655	(9,953)
Vending Expense	518	957	439
Wages and Benefits	120,589	115,465	(5,123)
Total Expenses	238,746	175,535	(63,211)
Surplus (Deficit) B4 Café & Events	(83,835)	(15,906)	(67,929)
Centre Ice Café Operations	(6,362)	-	(6,362)
Surplus (Deficit) B4 Special Events	(90,197)	(15,906)	(74,291)
Special Events Revenue	4,427	7,000	(2,573)
Special Events Expenses	(1,005)	5,000	6,005
Surplus (Deficit) Special Events	5,431	2,000	3,431
Net Operating Surplus (Deficit)	(84,765)	(13,906)	(70,859)
Transfer to Reserve	-	-	-
Special Events Subsidized Expenses	-	-	-
Capital Projects - Net	14,179	-	(14,179)
MFC Debenture Interest	-	-	-
TOB Transfer from Special Purposes Tax	-	-	-
Total Non-Operating Expenses	14,179	-	(14,179)
Net Surplus (Deficit)	(98,944)	(13,906)	(85,038)

**LCMPCC Operating
Income Statement
For the period ending Aug. 31, 2022**

	Current Month					Year to Date				
	Actual	Budget	% of Budget	Prior Yr	% of Prior Yr	Actual	Budget	% of Budget	Prior Yr	% of Prior Yr
Gross Revenues										
Municipal Operating Grants *	88,124	88,123	100%	71,134	124%	529,106	529,101	100%	450,622	117%
Arena	7,170	14,336	50%	16,984	42%	37,484	50,336	74%	51,611	73%
Aquatic Centre	34,647	36,500	95%	6,201	559%	89,373	98,944	90%	6,853	1304%
Active Living / Room Rentals	3,560	3,274	109%	2,527	141%	66,409	68,238	97%	65,326	102%
Memberships	12,935	7,728	167%	7,769	166%	59,501	35,948	166%	32,831	181%
Library Rent	8,035	8,191	98%	7,763	103%	43,425	40,953	106%	39,686	109%
Concessions Rent	-	-	0%	-	0%	-	-	0%	-	0%
Café Rent	800	800	100%	-	0%	4,000	3,450	116%	-	0%
ATM and Vending	940	677	139%	429	219%	7,091	4,581	155%	1,948	364%
Advertising / Sponsorships	(1,500)	-	0%	96	-1663%	633	328	193%	1,077	59%
Miscellaneous	200	-	0%	-	0%	2,211	733	302%	-	0%
Total Revenue	154,911	159,629	97%	112,905	137%	839,233	832,612	101%	649,954	129%
Expenses										
Advertising and Promotion	31,074	1,400	2220%	1,760	1765%	35,393	5,848	605%	3,838	922%
Professional Fees	1,270	1,846	69%	900	141%	10,670	10,629	100%	6,589	162%
Interest and other fees	1,189	687	173%	1,205	99%	6,677	2,961	226%	5,086	131%
Concessions Expense	-	100	0%	-	0%	411	500	82%	445	92%
Facility Repairs & Maintenance	32,653	13,022	251%	29,497	111%	121,219	84,618	143%	141,244	86%
Housekeeping	5,859	1,100	533%	2,460	238%	12,260	6,368	193%	4,353	282%
IT Licensing / Fees / Support	4,113	8,160	50%	4,809	86%	23,752	23,166	103%	24,103	99%
Miscellaneous	50	100	50%	714	7%	377	678	55%	2,182	17%
Office	369	551	67%	929	40%	4,824	3,102	156%	4,384	110%
Pool Chemicals / Supplies	-	1,500	0%	2,883	0%	1,632	8,837	18%	9,484	17%
Programming	1,804	1,218	148%	2,147	84%	4,495	5,436	83%	4,895	92%
Staff Training / Courses	-	-	0%	-	0%	1,057	3,626	29%	1,401	75%
Communications	650	424	153%	742	88%	3,379	2,058	164%	4,284	79%
Travel	-	150	0%	-	0%	-	750	0%	-	0%
Uniforms	-	200	0%	2,577	0%	1,511	5,621	27%	2,794	54%
Utilities	38,608	28,655	135%	36,508	106%	146,529	141,794	103%	164,385	89%
Vending Expense	518	957	54%	612	85%	6,252	2,648	236%	925	676%
Wages and Benefits	120,589	115,465	104%	89,609	135%	561,157	506,111	111%	379,159	148%
Total Expenses	238,746	175,535	136%	177,353	135%	941,594	814,752	116%	759,552	124%
Surplus (Deficit) B4 Café & Events	(83,835)	(15,906)	527%	(64,448)	130%	(102,361)	17,860	-673%	(109,598)	93%
Centre Ice Café Operations	(6,362)	-	0%	-	0%	1,383	2,500	55%	-	0%
Surplus (Deficit) B4 Special Events	(90,197)	(15,906)	567%	(64,448)	140%	(100,977)	20,360	-596%	(109,598)	92%
Special Events Revenue	4,427	7,000	63%	-	0%	49,435	63,000	78%	-	0%
Special Events Expenses	(1,005)	5,000	-120%	-	0%	63,203	54,000	117%	-	0%
Surplus (Deficit) Special Events	5,431	2,000	272%	0	0%	-13,769	9,000	-253%	0	0%
Net Operating Surplus (Deficit)	(84,765)	(13,906)	610%	(64,448)	100%	(114,746)	29,360	-491%	(109,598)	0%
Transfer to Reserve	-	-	0%	-	0%	-	30,000	0%	-	0%
Special Events Subsidized Expenses	-	-	0%	-	0%	-	30,000	0%	4,262	0%
Capital Projects - Net	14,179	-	0%	(102,980)	0%	715,223	-	0%	(439,152)	0%
MFC Debenture Interest	-	-	0%	-	0%	47,457	60,769	78%	52,305	0%
TOB Transfer from Special Purposes Tax	-	-	0%	-	0%	(47,457)	(60,769)	78%	(52,305)	100%
Total Non-Operating Expenses	14,179	-	0%	(102,980)	0%	715,223	60,000	1192%	(434,890)	100%
Net Surplus (Deficit)	(98,944)	(13,906)	712%	38,532	0%	(829,969)	(30,640)	2709%	325,292	0%

**LCMPCC Operating
Balance Sheet
As at Aug. 31, 2022**

	<u>Aug 22</u>	<u>July 22</u>
Assets		
Current Assets		
Cash	1,000,710	823,159
Accounts Receivable	(5,575)	403,068
Prepaid Expenses	24,778	65,034
Concessions Inventory	4,069	4,069
Total Current Assets	<u>1,023,982</u>	<u>1,295,331</u>
Capital Assets	-	-
Total Assets	<u>1,023,982</u>	<u>1,295,331</u>
Liabilities		
Current Liabilities		
Accounts Payable	147,414	333,488
Due to / from Capital Reserve	1,437,681	1,437,681
Deferred Revenue-Memberships/Passes	119,029	105,359
Deferred Revenue-Grants	150,000	150,000
Total Liabilities	<u>1,854,124</u>	<u>2,026,528</u>
Equity		
Retained Earnings	(172)	(172)
Current Year Earnings	(829,969)	(731,025)
Total Equity	<u>(830,141)</u>	<u>(731,198)</u>
Total Liability and Equity	<u>1,023,982</u>	<u>1,295,331</u>
	-	-