

AGENDA

Lunenburg County Multi-Purpose Centre Corporation
Thursday, January 19, 2023 | 5:30 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: November, 2022**
5. **Business Arising from Minutes & Unfinished Business**
 - 5.1 Committee report on Long Term Strategic Priorities
6. **Correspondence**
7. **New Business**
 - 7.1 Proposed Board meeting schedule
 - 7.2 GM Annual Review
 - 7.3 Operational Budget attachment
 - 7.4 Passes for Physicians.
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, February 16, 2022 at 5:30 pm**
11. **Adjournment**



GM Report January

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

Para Hockey Cup was a success we were able to bring in approximately 1400 students to the two afternoon games and has just over 3000 tickets redeemed for the tournament in total. Our volunteers were wonderful ambassadors for the region and the facility and we received an abundance of praise from players, coaches and those in attendance.

Shortly after the Para Cup finished we hosted team Czechia for their practices in the lead up to the world Jr's in Halifax. We were unable to host a game given how spread out the teams were throughout NS, they played their pre competition games in Halifax.

We had a cheerleading event scheduled for Jan 28th that was canceled and we have pivoted quite quickly to host a Family Fun Day.

**LCMPCC Operating
Variance Report
For the period ending Oct. 31, 2021**

	Actual	Budget	Variance
Gross Revenues			
Municipal Operating Grants *	70,834	70,833	1
Arena	23,716	31,579	(7,863)
Aquatic Centre	4,595	10,030	(5,435)
Active Living / Room Rentals	4,574	5,685	(1,111)
Memberships	3,278	11,245	(7,967)
Library Rent	7,763	7,859	(96)
Concessions Rent	-	-	-
ATM and Vending	1,011	745	266
Advertising / Sponsorships	-	864	(864)
Miscellaneous	(12,486)	34	(12,520)
Total Revenue	103,286	138,874	(35,588)
Expenses			
Advertising and Promotion	-	1,021	1,021
Professional Fees	2,019	1,596	(423)
Interest and other fees	3,052	638	(2,414)
Concessions Expense	376	842	466
Facility Repairs & Maintenance	20,990	12,517	(8,473)
Housekeeping	815	1,003	188
IT Licensing / Fees / Support	(646)	1,961	2,607
Miscellaneous	185	22	(163)
Office	1,501	752	(749)
Pool Chemicals / Supplies	3,138	1,697	(1,441)
Programming	496	85	(411)
Staff Training / Courses	-	23	23
Communications	745	654	(92)
Travel	-	830	830
Uniforms	1,486	591	(895)
Utilities	43,035	35,207	(7,828)
Vending Expense	877	673	(204)
Wages and Benefits	97,876	80,198	(17,678)
Total Expenses	175,946	140,310	(35,636)
Surplus (Deficit) B4 Café & Events	(72,660)	(1,436)	(71,224)
Centre Ice Café Operations	(2,266)	1,200	(3,466)
Surplus (Deficit) B4 Special Events	(74,926)	(236)	(74,690)
Special Events Revenue	-	-	-
Special Events Expenses	-	-	-
Surplus (Deficit) Special Events	0	0	0
Net Operating Surplus (Deficit)	(74,926)	(236)	(74,690)
Transfer to Reserve	-	-	-
Special Events Subsidized Expenses	-	-	-
Capital Projects - Net	(100,950)	-	100,950
MFC Debenture Interest	-	-	-
TOB Transfer from Special Purposes Tr	-	-	-
Total Non-Operating Expenses	(100,950)	-	100,950
Net Surplus (Deficit)	26,024	(236)	26,260

**LCMPCC Operating
Balance Sheet
As at Oct. 31, 2021**

	<u>Octt 21</u>	<u>Sept 21</u>
Assets		
Current Assets		
Cash	1,561,364	1,509,373
Accounts Receivable	58,856	137,145
Prepaid Expenses	10,498	17,596
Concessions Inventory	5,775	4,409
Total Current Assets	<u>1,636,493</u>	<u>1,668,523</u>
Capital Assets	-	-
Total Assets	<u>1,636,493</u>	<u>1,668,523</u>
Liabilities		
Current Liabilities		
Accounts Payable	207,082	265,901
Due to / from Capital Reserve	791,000	791,000
Deferred Revenue-Memberships/Passes	84,005	83,241
Deferred Revenue-Grants	150,000	150,000
Total Liabilities	<u>1,232,088</u>	<u>1,290,142</u>
Equity		
Retained Earnings	1	1
Current Year Earnings	404,404	378,380
Total Equity	<u>404,405</u>	<u>378,381</u>
Total Liability and Equity	<u>1,636,493</u>	<u>1,668,523</u>

LCMPCC Operating

Financial Package

For the period ending Nov. 30, 2022

LCMPCC Operating Variance Report For the period ending Nov. 30, 2022

	Actual	Budget	Variance
Gross Revenues			
Municipal Operating Grants *	72,884	72,883	1
Arena	30,215	31,400	(1,185)
Aquatic Centre	8,314	10,918	(2,604)
Active Living / Room Rentals	7,974	6,009	1,965
Memberships	13,846	10,267	3,579
Library Rent	8,035	8,191	(156)
Concessions Rent	-	-	-
Café Rent	800	800	-
ATM and Vending	1,079	1,297	(218)
Advertising / Sponsorships	900	1,000	(100)
Miscellaneous	9	2,063	(2,054)
Total Revenue	<u>144,055</u>	<u>144,828</u>	<u>(772)</u>
Expenses			
Advertising and Promotion	263	1,000	737
Professional Fees	2,315	2,017	(298)
Interest and other fees	1,100	696	(405)
Concessions Expense	795	100	(695)
Facility Repairs & Maintenance	24,722	18,429	(6,294)
Housekeeping	2,665	1,550	(1,115)
IT Licensing / Fees / Support	7,207	7,274	67
Miscellaneous	-	150	150
Office	541	1,077	536
Pool Chemicals / Supplies	1,101	1,500	399
Programming	843	85	(758)
Staff Training / Courses	69	500	431
Communications	461	847	385
Travel	-	150	150
Uniforms	868	83	(785)
Utilities	41,940	30,020	(11,919)
Vending Expense	3,758	879	(2,879)
Wages and Benefits	105,883	98,195	(7,688)
Total Expenses	<u>194,531</u>	<u>164,551</u>	<u>(29,980)</u>
Surplus (Deficit) B4 Café & Events	<u>(50,476)</u>	<u>(19,724)</u>	<u>(30,752)</u>
Centre Ice Café Operations	4,849	1,200	3,649
Surplus (Deficit) B4 Special Events	<u>(45,626)</u>	<u>(18,524)</u>	<u>(27,103)</u>
Special Events Revenue	25,253	-	25,253
Special Events Expenses	53,401	-	(53,401)
Surplus (Deficit) Special Events	<u>-28,148</u>	<u>0</u>	<u>-28,148</u>
Net Operating Surplus (Deficit)	<u>(73,774)</u>	<u>(18,524)</u>	<u>(55,251)</u>
Transfer to Reserve	-	-	-
Special Events Subsidized Expenses	-	-	-
Capital Projects - Net	119,876	-	(119,876)
MFC Debenture Interest	(47,457)	(60,769)	(13,312)
TOB Transfer from Special Purposes T:	47,457	60,769	13,312
Total Non-Operating Expenses	<u>119,876</u>	<u>-</u>	<u>(119,876)</u>
Net Surplus (Deficit)	<u>(193,651)</u>	<u>(18,524)</u>	<u>(175,127)</u>

Outstanding Rev. Para	
ACOA	\$45,000
Province of NS	\$15,000
Hockey Canada	\$22,000
ticket sales	\$21,438
50/50	\$3,222

**LCMPCC Operating
Balance Sheet
As at Nov. 30, 2022**

	<u>Nov 22</u>	<u>Oct 22</u>
Assets		
Current Assets		
Cash	412,966	1,246,191
Accounts Receivable	447,581	67,616
Prepaid Expenses	106,870	114,934
Concessions Inventory	4,226	4,895
Total Current Assets	<u>971,644</u>	<u>1,433,636</u>
Capital Assets	-	-
Total Assets	<u>971,644</u>	<u>1,433,636</u>
Liabilities		
Current Liabilities		
Accounts Payable	207,866	306,269
Due to / from Capital Reserve	1,407,681	1,407,681
Deferred Revenue-Memberships/Passes	105,606	125,544
Deferred Revenue-Grants	-	150,000
Total Liabilities	<u>1,721,153</u>	<u>1,989,494</u>
Equity		
Retained Earnings	(172)	(172)
Current Year Earnings	<u>(749,336)</u>	<u>(555,685)</u>
Total Equity	<u>(749,508)</u>	<u>(555,858)</u>
Total Liability and Equity	<u>971,644</u>	<u>1,433,636</u>