

MINUTES
LUNENBURG COUNTY MULTI-PURPOSE CENTRE CORPORATION (LCMPCC)
Thursday October 15, 2015

Minutes of a meeting of the Lunenburg County Multi-Purpose Centre Corporation held in the Multi-Purpose Room at the Lunenburg County Lifestyle Centre, 135 North Park Street, Bridgewater, Nova Scotia. Meeting called to order at 6:01 pm on October 15, 2015.

Chair: Andrew Tanner

Attending: Bill McInnis, John Vissers, Carolyn Boliver-Getson, Malcolm Pitman, Heather Fralic and Claudette Garland

Regrets (Voting): Wayne Foster

Attending (Non-Voting Reps): Alex Dumaresq, Deputy CAO, Municipality of the District of Lunenburg (MoDL)
Ken Smith, CAO, Town of Bridgewater (Town)

Also in Attendance (Resource): Kevin Benjamin, General Manager, LCLC

Guest in Attendance: Bernice Theriault, Consultant

Recording Secretary (Resource): Isobel Leslie

ADDITIONS/DELETIONS TO THE AGENDA

Under *Request for Decision / Direction*, add

- LCLC Doc. #15-044, Documentation from the Town of Bridgewater accepting MoDL's request for a Joint Council meeting and inviting representatives from the LCMPCC Board
- Library Lease discussion

2015-051 MOVED BY Carolyn Bolivar-Getson, SECONDED BY Heather Fralic, that the Agenda of the Lunenburg County Multi-Purpose Centre Corporation of October 15, 2015, be approved as amended. Motion Carried.

MINUTES

2015-052 MOVED BY Bill McInnis, SECONDED BY Carolyn Bolivar-Getson, that the Minutes of the Lunenburg County Multi-Purpose Centre Corporation of September 17, 2015 be approved as circulated. Motion Carried.

BUSINESS ARISING AND UNFINISHED BUSINESS

Request for Decision/Direction

Finance Committee Update

LCLC Doc. #15-043 Income Statement ending September 30, 2015, was circulated to the Board members for review and discussion.

It was noted that utilities were up as there was a warm August. Kevin reported that staff is always looking for ways that power consumption can be decreased and the building can run even more efficiently. Other than that, expenses were on track. With respect to revenue, it was noted that the ice rentals were not much different than last year and the Bridgewater Memorial Arena had closed. However, the upcoming months should show a difference. Next year, staff will look at raising the rental prices for the arena.

With respect to membership revenue, consultant Bernice Theriault was in attendance to report on her findings as she was out in the community talking up memberships to the LCLC. She reported that most people were pleased with the building, however the lack of a work-out gym in the LCLC stopped many from purchasing memberships. Bernice reported that in order to entice corporate membership, it was felt that the benefits of becoming a member would need to be enhanced.

After researching similar facilities, Kevin, Aquatic Manager Cheri Kelly, Bernice and Isobel met to review, reassess and revamp the membership perks and pricing. Many new perks would now be offered for annual members such as: 50% of swimming lessons, 15% off of café pricing, advance concert ticket purchase, discounts on room rental and private ice rental (subject to availability). Memberships would now be strictly all-inclusive or skating only. A big change was the definition of family. This would be changed from up to 4 members to up to two adults and all dependents under 18 under the same roof.

A separate membership idea was that current annual members of the YMCA or Osprey Ridge Golf Course would be able to purchase an adult membership of the LCLC at a reduced cost - \$50 less than the regular cost. A draft redraft of the LCLC membership pricing and perks was attached to the General Manager's report for review of the Board (LCLC Doc. 15-042B).

The Board discussed the possibility of partnering with the YMCA or if the YMCA would be interested in lowering their membership pricing to offer a combined membership with the LCLC. Ken would see that this issue was taken to the YMCA Board of Directors.

2015-053 MOVED BY Bill McInnis, SECONDED BY Carolyn Bolivar-Getson, that the Lunenburg County Multi-Purpose Centre Corporation instructs General Manager Kevin Benjamin, to proceed with a membership revamp, along with the YMCA and Osprey Ridge Members special member pricing, as was presented with minor changes, in LCLC Doc. #15-042B, Motion Carried.

2015-054 MOVED BY Bill McInnis, SECONDED BY Malcolm Pitman, that the Board of Directors of the Lunenburg County Multi-Purpose Centre Corporation accepts LCLC Doc. #15-043, *Income Statement ending September 30, 2015* as presented. Motion Carried.

The Municipality of the District of Lunenburg Council – Request for Statistical Information

MoDL's Council had formally requested that the LCLC provide them with a list of where the current members of the LCLC were from – each individual village or town in both the municipality and the town. The LCLC Board of Directors discussed what would be done with this information – how it would be used. MoDL's representative, Carolyn Bolivar-Getson, advised that the council wanted to see the breakdown as to which part of the municipality the members of the LCLC are from and perhaps to investigate why certain areas were not purchasing memberships. It was noted that this was not an easy report to generate from the LCLC's current software and therefore time consuming to generate on a regular basis.

2015-055 MOVED BY John Vissers, SECONDED BY Malcolm Pitman, that the Board of Directors of the Lunenburg County Multi-Purpose Centre Corporation direct General Manager Kevin Benjamin, to share the location information of members of the LCLC. Motion Carried.

Municipal Joint Services Board - Information Technology Shared Services Initiative

The Municipality of the District of Lunenburg had emailed and asked that the Board look into the matter of shared services. The Board and General Manager advised that they had not had a formal request from the Joint Services Board nor have they been given an offer or possible cost to the LCLC. Before the Board could do anything, they would wait for a formal request from the Joint Services Board.

Correspondence from the Town of Bridgewater regarding Joint Council Meeting

LCLC Doc. #15-044, Documentation from the Town of Bridgewater accepting MoDL's request for a Joint Council meeting was circulated to the Board. The Town suggested that the LCMPC Board of Directors be invited to the meeting as well and this meeting would be held on October 21, 2015 at Osprey Ridge Golf Course

Library Lease

The Town had sent a letter to and had asked that a facilitation take place between representatives of the town, library board, LCMPC board to discuss the differences of opinion in the proposed lease amongst the three parties. The lease had been back and forth for many months. The main issue of disagreement, Ken Smith noted, is the inequality around the cost of utilities and some of the wording in the lease. Chris McNeil has offered to be the facilitator of the three parties.

There was a discussion surrounding the lease. The library had been a tenant in the building for almost two years. It was imperative that this lease be taken care of as soon as possible. Any change in the draft lease would have an impact on the whole operating budget. Wayne, Malcolm and Kevin would meet and negotiate the lease with the Town and Library Board.

Ken was asked to try and get a date with the facilitator prior to the October 31st signing deadline and to communicate the date with all parties as soon as possible.

Information/Updates

General Manager Update

LCLC Doc. #15-042, General Manager Update, was circulated to the board for review and comments. Of note:

- Attached to his report, was document #15-042A, Expiring Members Log, wherein the Guest Services contact all LCLC members whose membership is due to expire and survey them as to why they were not renewing or if they were going to renew;
- 1700 in ticket sales for Kenny Rogers now. Very little left in the bowl and have sold 45 of the 51 VIP tickets. The board was reminded that they had to look at both revenues and expenses to get the correct figures. Also, it was known that summer concerts would probably not sell so it may be that the LCLC does one and not more than two concerts a year;
- World Sledge Hockey – the team from Russia will be one of the teams playing. As soon as all four teams are confirmed, tickets will go on sale;
- Revamping Memberships – as discussed earlier in the meeting;
- Dalhousie Strategy Project – 2 groups of Dalhousie Business Students will be working with the LCLC as part of their curriculum– and hopefully will be able to enhance the membership piece.

2015-056 MOVED BY Malcolm Pitman, SECONDED BY John Vissers, that the Lunenburg County Multi-Purpose Centre Corporation accepts LCLC Doc. #15-042, *General Manager Update dated October 15, 2015* as presented. Motion Carried.

Governance Committee Update / Fundraising Committee Update

Both Committees reported that they have not met recently.

Chair's Report

Nothing unique to discuss at this time.

2015-057 MOVED BY Carolyn Bolivar-Getson, SECONDED BY Wayne Foster, that the Lunenburg County Lifestyle Centre Board of Directors move to an In Camera format in accordance with Section 22 (2) (c) and (e) of the *Municipal Government Act*.

At 8:04 pm, the meeting moved to an In Camera Format to discuss the General Manager's Performance Review.

At approximately 8:05 pm, the regular meeting of the Lunenburg County Multi-Purpose Centre Corporation resumed.

General Manager Performance Review

After a discussion in Camera, the following motion was brought forward:

2015-058 MOVED BY Malcolm Pitman, SECONDED BY John Vissers, that the Lunenburg County Multi-Purpose Centre Corporation Board of Directors approves a pay raise for the General Manager in the amount of 1.5% retroactive to April 1, 2015. Motion Carried.

NEXT REGULAR MEETING

The next regular meeting of the LCMPPCC is scheduled for:

Date: November 19, 2015
Time: 6:00 pm
Location: Meeting Room, LCLC

ADJOURNMENT

By consensus, the Meeting of the Board of Directors of Lunenburg County Multi-Purpose Centre Corporation was adjourned at approximately 8:10 p.m.

Isobel Leslie, Recording Secretary

Andrew Tanner, Chair