

AGENDA

Lunenburg County Multi-Purpose Centre Corporation

January 18, 2024 5:30 pm

Held in the meeting 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 2023**
5. **Business Arising from Minutes & Unfinished Business**
 - 5.1 Sound System
6. **Correspondence**
7. **New Business**
8. **Information/Updates**
 - 8.1 General Manager's Monthly Report attachment
 - 8.2 Aged Receivable attachment
 - 8.3 Financial Statements attachment
9. **In Camera**
10. **Next Meeting – Thursday, February 22, 2024 at 5:30 pm**
11. **Adjournment**

LCMPCC Operating

Financial Package

For the period ending Oct. 31, 2023

LCMPCC Operating

Financial Package

For the period ending Nov. 30, 2023

LCMPCC Operating Variance Report For the period ending Nov. 30, 2023

	Actual	Budget	Variance
Gross Revenues			
Municipal Operating Grants *	105,834	105,833	1
Arena	40,928	36,400	4,528
Aquatic Centre	12,271	10,918	1,353
Active Living / Room Rentals	6,083	6,009	74
Memberships	13,920	13,500	420
Library Rent	8,443	8,543	(101)
Concessions Rent	-	-	-
Café Rent	825	800	25
ATM and Vending	868	1,297	(428)
Advertising / Sponsorships	1,800	-	1,800
Miscellaneous	-	-	-
Outdoor Pool and Lakes	-	-	-
Total Revenue	190,972	183,300	7,672
Expenses			
Advertising and Promotion	508	1,000	492
Professional Fees	3,479	2,271	(1,208)
Interest and other fees	630	1,391	761
Concessions Expense	182	100	(82)
Facility Repairs & Maintenance	17,157	14,996	(2,161)
Insurance	9,425	9,058	(367)
Housekeeping	2,943	1,550	(1,393)
IT Licensing / Fees / Support	6,160	3,274	(2,886)
Miscellaneous	29	150	121
Office	577	1,177	600
Pool Chemicals / Supplies	2,160	1,500	(660)
Programming	170	85	(85)
Staff Training / Courses	1,585	500	(1,085)
Communications	681	855	174
Travel	650	150	(500)
Uniforms	719	400	(319)
Utilities	45,207	35,020	(10,186)
Vending Expense	1,452	1,079	(373)
Wages and Benefits	126,321	108,749	(17,572)
Outdoor Pool and Lakes	-	-	-
Total Expenses	220,033	183,304	(36,728)
Surplus (Deficit) B4 Café & Events	(29,061)	(4)	(29,056)
Centre Ice Café Operations	(3,512)	600	(4,112)
Surplus (Deficit) B4 Special Events	(32,572)	596	(33,168)
Special Events Revenue	10,563	-	10,563
Special Events Expenses	14,081	-	(14,081)
Surplus (Deficit) Special Events	-3,518	0	-3,518
Net Operating Surplus (Deficit)	(36,090)	596	(36,686)
Transfer to Reserve	-	-	-
Special Events Subsidized Expenses	-	-	-
Capital Projects - Net	3,750	-	(3,750)
MFC Debenture Interest	(42,256)	(60,769)	(18,513)
TOB Transfer from Special Purposes T:	42,256	60,769	18,513
Total Non-Operating Expenses	3,750	-	(3,750)
Net Surplus (Deficit)	(39,840)	596	(40,436)

**LCMPCC Operating
Income Statement - Projected Forecast
For year ending March 31, 2024**

Run: 17-Jan-24
Prepared By: Lunenburg County Lifestyle Center

	Actual/Budget												Total	Original Budget	% of Org Budget	Actual 2022/2023	Actual 2020/2021	Actual 2019 / 2020	Actual 2018 / 2019
	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar							
Gross Revenues																			
Municipal Operating Grants *	121,040	120,884	122,672	117,680	118,124	105,834	103,734	105,834	108,833	105,833	101,870	110,883	1,343,221	1,343,215	100%	1,054,926	768,823	840,000	880,000
Arena	23,419	23,147	8,238	3,284	25,520	25,677	38,566	40,928	37,638	36,522	37,329	36,937	337,205	327,316	103%	287,832	225,980	320,000	303,641
Aquatic Centre	25,432	17,263	16,015	5,354	41,108	14,936	7,514	12,271	28,748	19,286	10,753	28,235	226,916	208,791	109%	270,402	134,418	212,185	232,009
Active Living / Room Rentals	3,148	39,926	21,829	3,039	1,592	3,659	3,909	6,083	9,745	8,009	8,009	9,745	118,694	119,883	99%	98,591	39,147	87,000	90,439
Memberships	10,216	14,502	14,252	13,606	15,446	19,327	18,285	13,920	13,025	13,500	13,500	13,500	173,078	159,891	108%	160,624	76,908	153,000	150,696
Library Rent	11,980	8,140	8,443	8,443	8,443	8,443	8,443	8,443	8,543	8,543	8,543	8,543	104,948	108,623	97%	99,667	93,416	89,135	90,187
Concessions Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	-	-	13,200	13,200
Café Rent	850	825	825	825	825	825	825	825	800	800	800	800	9,825	9,600	102%	9,600	1	-	-
ATM and Vending	2,939	1,784	652	2,311	2,057	773	2,059	868	1,090	1,002	1,833	2,731	20,099	18,029	111%	22,213	4,194	15,000	15,444
Advertising / Sponsorships	630	-	636	-	0	15,545	6,738	1,800	0	2,000	0	3,500	30,849	5,500	561%	9,639	900	24,000	35,513
Miscellaneous	9	9	0	10,000	0	6,989	2,029	0	0	561	596	527	20,719	8,417	246%	27,979	6,120	32,000	47,310
Outdoor Pool and Lakes	-	-	-	29,308	26,173	0	0	0	0	0	0	0	55,481	69,789	-	-	-	-	-
Total Revenue	199,663	226,481	193,562	193,849	239,287	202,006	192,102	190,972	208,422	196,057	183,233	215,401	2,441,037	2,379,054	103%	2,041,473	1,349,908	1,785,520	1,858,439
Expenses																			
Advertising and Promotion	508	2,856	1,474	528	976	2,570	485	508	2,951	1,594	1,073	2,967	18,490	18,784	164%	40,112	4,953	15,000	7,178
Professional Fees	1,748	1,270	2,787	1,836	1,645	5,117	3,152	3,479	2,271	2,271	2,271	2,971	30,817	26,754	72%	28,121	32,456	140,000	17,050
Bank, Interest, Credit Card and Other F	2,447	3,413	3,032	144	832	1,869	206	630	1,717	2,004	1,531	1,350	19,175	17,349	3%	17,351	9,336	18,000	18,439
Concessions Expense	-	-	-	-	-	-	20	182	100	100	100	100	602	1,200	19200%	1,949	241	1,500	3,022
Facility Maintenance and Repairs	(21,078)	29,009	53,363	26,400	23,305	12,964	25,362	17,157	15,594	16,666	16,262	15,401	230,406	178,692	56%	344,292	236,871	182,000	194,356
Insurance	7,877	7,877	7,877	7,877	7,877	7,877	7,877	9,425	9,058	9,058	9,058	9,058	100,796	101,610	-	-	-	-	-
Housekeeping	2,242	4,023	1,698	2,449	2,637	1,387	1,882	2,943	1,198	1,195	1,243	1,028	23,925	14,859	561%	29,434	15,858	20,000	20,137
IT Licensing, Fees and Support	8,764	1,585	3,913	7,762	5,443	15,175	16,265	6,160	3,944	3,579	5,156	5,650	83,396	55,031	0%	77,058	26,405	40,400	27,147
Miscellaneous	-	619	234	361	315	(2,045)	166	29	220	100	100	100	197	1,824	635%	15,119	2,829	2,000	9,418
Office	610	1,124	1,280	535	1,154	1,276	726	577	1,413	1,020	729	1,145	11,589	12,111	157%	12,305	8,697	10,600	10,278
Pool Chemicals and Supplies	9,151	(5,991)	804	1,665	2,074	1,220	1,905	2,160	1,500	1,500	1,500	1,500	18,987	18,537	60%	16,197	19,573	22,000	28,403
Programming	713	901	647	1,275	1,008	677	919	170	1,200	1,200	1,200	1,200	11,109	11,581	95%	14,603	10,866	16,500	10,372
Staff Training and Courses	650	-	545	3,769	350	560	1,585	1,585	500	500	500	500	11,044	14,149	62%	3,613	4,132	6,000	0
Telecommunications	634	1,644	658	635	679	654	675	681	610	610	632	632	8,743	7,829	28%	7,837	8,143	10,000	8,180
Travel - Management Conferences	-	-	-	-	-	-	277	650	150	150	150	800	2,177	4,180	165%	-	727	1,800	0
Uniforms	937	-	4,066	304	373	118	-	719	-	200	-	200	6,916	5,500	8795%	3,555	508	2,900	1,789
Utilities	36,909	48,251	40,348	41,724	45,323	50,017	40,616	45,207	32,154	32,106	34,907	36,154	483,716	417,154	3%	437,489	353,433	410,000	401,465
Vending Expense	1,434	1,395	-	1,984	1,008	2,112	1,637	1,452	-	977	931	1,346	14,276	14,732	9651%	22,327	2,882	8,000	7,694
Wages and Benefits	118,377	127,900	123,504	116,209	154,359	100,969	121,391	126,321	106,686	108,052	108,059	109,908	1,421,735	1,351,592	4%	1,280,297	754,583	905,695	987,710
Outdoor Pool and Lakes	-	-	-	29,308	26,173	-	-	-	-	-	-	-	55,481	53,598	-	-	-	-	-
Total Expenses	171,925	225,876	246,228	244,765	275,531	202,516	225,147	220,033	181,265	182,882	185,402	192,009	2,553,577	2,327,065	-105%	2,351,660	1,492,493	1,812,395	1,752,638
Surplus (Deficit) B4 Café & Events	27,739	605	(52,666)	(50,915)	(36,243)	(510)	(33,045)	(29,061)	27,158	13,175	(2,169)	23,392	-112,540	51,989	-108%	(310,187)	(142,586)	(26,875)	105,801
Centre Ice Café Operations	(1,253)	(515)	(99)	-	(194)	175	(923)	(3,512)	600	600	600	600	-3,921	4,700	-2578%	10,570	(16,592)	-	-
Surplus (Deficit) B4 Special Events	26,486	90	(52,765)	(50,915)	(36,437)	(335)	(33,968)	(32,572)	27,758	13,775	(1,569)	23,992	-116,461	56,689	102%	(299,617)	(159,177)	(26,875)	105,801
Special Events Revenue	7,824	300	7,060	180	580	3,360	5,156	10,563	-	6,000	12,000	5,000	58,023	63,500	135%	199,426	-	86,875	79,573
Special Events Expenses	1,145	2,105	10,261	16,818	14,091	1,061	8,296	14,081	-	5,000	10,000	3,000	85,857	50,400	-155%	167,524	10	60,000	52,860
Surplus (Deficit) Special Events	6,679	-1,805	-3,201	-16,638	-13,511	2,300	-3,140	-3,518	0	1,000	2,000	2,000	-27,834	13,100	-1201%	31,902	-10	26,875	26,713
Net Operating Surplus (Deficit)	33,164	(1,715)	(55,966)	(67,553)	(49,948)	1,965	(37,108)	(36,090)	27,758	14,775	431	25,992	-144,295	69,789	0%	(267,715)	(159,187)	-	132,514
Transfer to Reserve	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0%	-	-	-	-
Special Events Subsidized Expenses	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0%	-	-	-	-
Capital Projects - Net	81,547	11,852	8,022	66,837	201,637	48,198	21,836	3,750	-	-	-	-	443,679	-	0%	716,181	(678,600)	-	42,813
MFC Debenture Interest	-	42,256	-	-	-	-	-	42,256	-	-	-	-	84,513	121,538	-170%	94,914	113,497	121,538	128,670
TOB Transfer from Special Purposes T	-	(42,256)	-	-	-	-	-	(42,256)	-	-	-	-	-84,513	(121,538)	465%	(94,914)	(56,748)	(121,538)	(128,670)
Total Non-Operating Expenses	81,547	11,852	8,022	66,837	201,637	48,198	21,836	3,750	-	-	-	-	443,679	-	0%	716,181	(621,852)	-	42,813
Net Surplus (Deficit)	(48,382)	(13,568)	(63,988)	(134,391)	(251,585)	(46,234)	(58,944)	(39,840)	27,758	14,775	431	25,992	-587,974	69,789	0%	(983,896)	462,665	-	89,701
Net Surplus (Deficit) - YTD	-48,382	-61,950	-125,938	-260,328	-511,913	-558,147	-617,091	-656,931	-629,173	-614,398	-613,967	-587,974							

**LCMPCC Operating
Income Statement
For the period ending Nov. 30, 2023**

	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 *	105,834	105,833	100%	68,834	154%	915,802	915,796	100%	641,306	143%
Arena	40,928	36,400	112%	24,891	164%	188,779	178,890	106%	128,064	147%
Aquatic Centre	12,271	10,918	112%	39,162	31%	139,794	121,769	115%	171,610	81%
Active Living / Room Rentals	6,083	6,009	101%	5,393	113%	83,186	84,375	99%	88,669	94%
Memberships	13,920	13,500	103%	15,932	87%	119,552	106,366	112%	105,298	114%
Library Rent	8,443	8,543	99%	8,035	105%	70,776	74,451	95%	64,277	110%
Concessions Rent	-	-	0%	-	0%	-	-	0%	-	0%
Café Rent	825	800	103%	800	103%	6,625	6,400	104%	6,400	104%
ATM and Vending	868	1,297	67%	3,789	23%	13,443	11,372	118%	13,325	101%
Advertising / Sponsorships	1,800	-	0%	-	0%	25,349	-	0%	3,051	831%
Miscellaneous	-	-	0%	(700)	0%	19,035	6,733	283%	2,306	825%
Outdoor Pool and Lakes	-	-	0%	-	0%	55,581	69,789	80%	-	0%
Total Revenue	190,972	183,300	104%	166,136	115%	1,637,923	1,575,940	104%	1,224,307	134%
Expenses										
Advertising and Promotion	508	1,000	51%	1,185	43%	9,905	10,199	97%	37,767	26%
Professional Fees	3,479	2,271	153%	5,330	65%	21,033	16,971	124%	21,325	99%
Interest and other fees	630	1,391	45%	1,954	32%	12,573	10,747	117%	11,462	110%
Concessions Expense	182	100	182%	443	41%	202	800	25%	1,949	10%
Facility Repairs & Maintenance	17,157	14,996	114%	20,214	85%	164,160	114,770	143%	233,773	70%
Insurance	9,425	9,058	104%	-	0%	64,564	65,378	99%	-	0%
Housekeeping	2,943	1,550	190%	574	513%	19,261	10,195	189%	18,425	105%
IT Licensing / Fees / Support	6,160	3,274	188%	3,699	167%	64,825	36,702	177%	55,227	117%
Miscellaneous	29	150	19%	1,735	2%	(323)	1,304	-125%	2,611	-112%
Office	577	1,177	49%	2,386	24%	7,283	7,804	93%	9,672	75%
Pool Chemicals / Supplies	2,160	1,500	144%	1,339	161%	12,987	12,537	104%	5,969	218%
Programming	170	85	199%	616	28%	6,309	6,781	93%	10,368	61%
Staff Training / Courses	1,585	500	317%	-	0%	9,044	12,149	74%	3,218	281%
Communications	681	855	80%	641	106%	6,260	5,345	117%	5,457	115%
Travel	650	150	433%	-	0%	927	2,930	32%	-	0%
Uniforms	719	400	180%	1,159	62%	6,516	5,100	128%	3,538	184%
Utilities	45,207	35,020	129%	43,320	104%	348,395	281,832	124%	282,025	124%
Vending Expense	1,452	1,079	135%	1,067	136%	11,022	11,478	96%	14,418	76%
Wages and Benefits	126,321	108,749	116%	103,564	122%	991,495	918,887	108%	864,480	115%
Outdoor Pool and Lakes	-	-	0%	-	0%	55,581	53,598	104%	-	0%
Total Expenses	220,033	183,304	120%	189,227	116%	1,812,020	1,585,507	114%	1,581,686	115%
Surplus (Deficit) B4 Café & Events	(29,061)	(4)	665583%	(23,091)	126%	(174,097)	(9,567)	1820%	(357,379)	49%
Centre Ice Café Operations	(3,512)	600	-685%	-	0%	(6,320)	2,300	-375%	-	0%
Surplus (Deficit) B4 Special Events	(32,572)	596	-5569%	(23,091)	141%	(180,418)	(7,267)	2483%	(357,379)	50%
Special Events Revenue	10,563	-	0%	19,908	53%	35,023	40,500	86%	118,574	30%
Special Events Expenses	14,081	-	0%	29,136	48%	67,857	32,400	209%	153,074	44%
Surplus (Deficit) Special Events	-3,518	0	0%	-9,228	0%	-32,834	8,100	-505%	-34,500	0%
Net Operating Surplus (Deficit)	(36,090)	596	-6159%	(32,320)	0%	(213,251)	833	-25706%	(391,880)	0%
Transfer to Reserve	-	-	0%	-	0%	-	-	0%	-	0%
Special Events Subsidized Expenses	-	-	0%	-	0%	-	-	0%	-	0%
Capital Projects - Net	3,750	-	0%	612,181	0%	443,679	-	0%	1,120,822	0%
MFC Debenture Interest	42,256	60,769	70%	-	0%	84,513	121,538	70%	94,914	0%
TOB Transfer from Special Purposes Tax	(42,256)	(60,769)	70%	-	0%	(84,513)	(121,538)	70%	(94,914)	100%
Total Non-Operating Expenses	3,750	-	0%	612,181	0%	443,679	-	0%	1,120,822	0%
Net Surplus (Deficit)	(39,840)	596	-6789%	(644,501)	0%	(656,931)	833	-78979%	(1,512,702)	0%

**LCMPCC Operating
Balance Sheet
As at Nov. 30, 2023**

	<u>Nov 23</u>	<u>Mar 23</u>
Assets		
Current Assets		
Cash	38,393	863,499
Accounts Receivable	138,372	74,590
Prepaid Expenses	19,112	67,524
Concessions Inventory	4,150	3,754
Total Current Assets	<u>200,028</u>	<u>1,009,366</u>
Capital Assets	-	-
Total Assets	<u>200,028</u>	<u>1,009,366</u>
Liabilities		
Current Liabilities		
Accounts Payable	318,735	470,258
Due to / from Capital Reserve	1,407,681	1,407,681
Deferred Revenue-Memberships/Passes	109,929	110,853
Deferred Revenue-Grants	-	-
Total Liabilities	<u>1,836,344</u>	<u>1,988,792</u>
Equity		
Retained Earnings	(979,386)	(172)
Current Year Earnings	(656,931)	(979,253)
Total Equity	<u>(1,636,316)</u>	<u>(979,426)</u>
Total Liability and Equity	<u>200,028</u>	<u>1,009,366</u>
	0	-

LCMPCC Operating Variance Report For the period ending Oct. 31, 2023

	Actual	Budget	Variance
Gross Revenues			
Municipal Operating Grants *	103,734	103,733	1
Arena	38,566	35,668	2,898
Aquatic Centre	7,514	10,030	(2,516)
Active Living / Room Rentals	3,909	8,400	(4,491)
Memberships	18,285	13,500	4,785
Library Rent	8,443	8,543	(101)
Concessions Rent	-	-	-
Café Rent	825	800	25
ATM and Vending	2,059	1,643	416
Advertising / Sponsorships	6,738	-	6,738
Miscellaneous	2,029	6,000	(3,971)
Outdoor Pool and Lakes	-	-	-
Total Revenue	192,102	188,317	3,785
Expenses			
Advertising and Promotion	485	1,021	535
Professional Fees	3,152	2,100	(1,052)
Interest and other fees	206	1,326	1,120
Concessions Expense	20	100	80
Facility Repairs & Maintenance	25,362	12,517	(12,845)
Insurance	7,877	9,058	1,181
Housekeeping	1,882	1,107	(775)
IT Licensing / Fees / Support	16,265	4,206	(12,060)
Miscellaneous	166	122	(44)
Office	726	952	226
Pool Chemicals / Supplies	1,905	1,500	(405)
Programming	919	85	(834)
Staff Training / Courses	1,585	23	(1,562)
Communications	675	651	(24)
Travel	277	830	553
Uniforms	-	-	-
Utilities	40,616	40,735	118
Vending Expense	1,637	2,632	996
Wages and Benefits	121,391	111,425	(9,966)
Outdoor Pool and Lakes	-	-	-
Total Expenses	225,147	190,390	(34,757)
Surplus (Deficit) B4 Café & Events	(33,045)	(2,073)	(30,973)
Centre Ice Café Operations	(923)	600	(1,523)
Surplus (Deficit) B4 Special Events	(33,968)	(1,473)	(32,496)
Special Events Revenue	5,156	-	5,156
Special Events Expenses	8,296	-	(8,296)
Surplus (Deficit) Special Events	-3,140	0	-3,140
Net Operating Surplus (Deficit)	(37,108)	(1,473)	(35,635)
Transfer to Reserve	-	-	-
Special Events Subsidized Expenses	-	-	-
Capital Projects - Net	21,836	-	(21,836)
MFC Debenture Interest	-	-	-
TOB Transfer from Special Purposes T:	-	-	-
Total Non-Operating Expenses	21,836	-	(21,836)
Net Surplus (Deficit)	(58,944)	(1,473)	(57,471)

**LCMPCC Operating
Income Statement - Projected Forecast
For year ending March 31, 2024**

Run: 17-Jan-24
Prepared By: Lunenburg County Lifestyle Center

	Actual/Budget												Total	Original Budget	% of Org Budget	Actual 2022/2023	Actual 2020/2021	Actual 2019 / 2020	Actual 2018 / 2019
	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar							
Gross Revenues																			
Municipal Operating Grants *	121,040	120,884	122,672	117,680	118,124	105,834	103,734	105,833	108,833	105,833	101,870	110,883	1,343,220	1,343,215	100%	1,054,926	768,823	840,000	880,000
Arena	23,419	23,147	8,238	3,284	25,520	25,677	38,566	36,400	37,638	36,522	37,329	36,937	332,678	327,316	102%	287,832	225,980	320,000	303,641
Aquatic Centre	25,432	17,263	16,015	5,354	41,108	14,936	7,514	10,918	28,748	19,286	10,753	28,235	225,563	208,791	108%	270,402	134,418	212,185	232,009
Active Living / Room Rentals	3,148	39,926	21,829	3,039	1,592	3,659	3,909	6,009	9,745	8,009	8,009	9,745	118,620	119,883	99%	98,591	39,147	87,000	90,439
Memberships	10,216	14,502	14,252	13,606	15,446	19,327	18,285	13,500	13,025	13,500	13,500	13,500	172,658	159,891	108%	160,624	76,908	153,000	150,696
Library Rent	11,980	8,140	8,443	8,443	8,443	8,443	8,443	8,543	8,543	8,543	8,543	8,543	105,049	108,623	97%	99,667	93,416	89,135	90,187
Concessions Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	-	-	13,200	13,200
Café Rent	850	825	825	825	825	825	825	800	800	800	800	800	9,800	9,600	102%	9,600	1	-	-
ATM and Vending	2,939	1,784	652	2,311	2,057	773	2,059	1,297	1,090	1,002	1,833	2,731	20,528	18,029	114%	22,213	4,194	15,000	15,444
Advertising / Sponsorships	630	-	636	-	0	15,545	6,738	0	0	2,000	0	3,500	29,049	5,500	528%	9,639	900	24,000	35,513
Miscellaneous	9	9	0	10,000	0	6,989	2,029	0	0	561	596	527	20,719	8,417	246%	27,979	6,120	32,000	47,310
Outdoor Pool and Lakes	-	-	-	29,308	26,173	0	0	-	-	-	-	-	55,481	69,789	-	-	-	-	-
Total Revenue	199,663	226,481	193,562	193,849	239,287	202,006	192,102	183,300	208,422	196,057	183,233	215,401	2,433,365	2,379,054	102%	2,041,473	1,349,908	1,785,520	1,858,439
Expenses																			
Advertising and Promotion	508	2,856	1,474	528	976	2,570	485	1,000	2,951	1,594	1,073	2,967	18,982	18,784	158%	40,112	4,953	15,000	7,178
Professional Fees	1,748	1,270	2,787	1,836	1,645	5,117	3,152	2,271	2,271	2,271	2,271	2,971	29,608	26,754	75%	28,121	32,456	140,000	17,050
Bank, Interest, Credit Card and Other F	2,447	3,413	3,032	144	832	1,869	206	1,391	1,717	2,004	1,531	1,350	19,936	17,349	3%	17,351	9,336	18,000	18,439
Concessions Expense	-	-	-	-	-	-	20	100	100	100	100	100	520	1,200	19020%	1,949	241	1,500	3,022
Facility Maintenance and Repairs	(21,078)	29,009	53,363	26,400	23,305	12,964	25,362	14,996	15,594	16,666	16,262	15,401	228,244	178,692	56%	344,292	236,871	182,000	194,356
Insurance	7,877	7,877	7,877	7,877	7,877	7,877	7,877	9,058	9,058	9,058	9,058	9,058	100,429	101,610	-	-	-	-	-
Housekeeping	2,242	4,023	1,698	2,449	2,637	1,387	1,882	1,550	1,198	1,195	1,243	1,028	22,532	14,859	542%	29,434	15,858	20,000	20,137
IT Licensing, Fees and Support	8,764	1,585	3,913	7,762	5,443	15,175	16,265	3,274	3,944	3,579	5,156	5,650	80,510	55,031	1%	77,058	26,405	40,400	27,147
Miscellaneous	-	619	234	361	315	(2,045)	166	150	220	100	100	100	319	1,824	668%	15,119	2,829	2,000	9,418
Office	610	1,124	1,280	535	1,154	1,276	726	1,177	1,413	1,020	729	1,145	12,189	12,111	151%	12,305	8,697	10,600	10,278
Pool Chemicals and Supplies	9,151	(5,991)	804	1,665	2,074	1,220	1,905	1,500	1,500	1,500	1,500	1,500	18,328	18,537	59%	16,197	19,573	22,000	28,403
Programming	713	901	647	1,275	1,008	677	919	85	1,200	1,200	1,200	1,200	11,025	11,581	86%	14,603	10,866	16,500	10,372
Staff Training and Courses	650	-	545	3,769	350	560	1,585	500	500	500	500	500	9,959	14,149	63%	3,613	4,132	6,000	0
Telecommunications	634	1,644	658	635	679	654	675	855	610	610	632	632	8,917	7,829	21%	7,837	8,143	10,000	8,180
Travel - Management Conferences	-	-	-	-	-	-	277	150	150	150	150	800	1,677	4,180	158%	-	727	1,800	0
Uniforms	937	-	4,066	304	373	118	-	400	-	200	-	200	6,598	5,500	8610%	3,555	508	2,900	1,789
Utilities	36,909	48,251	40,348	41,724	45,323	50,017	40,616	35,020	32,154	32,106	34,907	36,154	473,530	417,154	3%	437,489	353,433	410,000	401,465
Vending Expense	1,434	1,395	-	1,984	1,008	2,112	1,637	1,079	-	977	931	1,346	13,904	14,732	9532%	22,327	2,882	8,000	7,694
Wages and Benefits	118,377	127,900	123,504	116,209	154,359	100,969	121,391	108,749	106,686	108,052	108,059	109,908	1,404,163	1,351,592	4%	1,280,297	754,583	905,695	987,710
Outdoor Pool and Lakes	-	-	-	29,308	26,173	-	-	-	-	-	-	-	55,481	53,598	-	-	-	-	-
Total Expenses	171,925	225,876	246,228	244,765	275,531	202,516	225,147	183,304	181,265	182,882	185,402	192,009	2,516,849	2,327,065	-104%	2,351,660	1,492,493	1,812,395	1,752,638
Surplus (Deficit) B4 Café & Events	27,739	605	(52,666)	(50,915)	(36,243)	(510)	(33,045)	(4)	27,158	13,175	(2,169)	23,392	-83,484	51,989	0%	(310,187)	(142,586)	(26,875)	105,801
Centre Ice Café Operations	(1,253)	(515)	(99)	-	(194)	175	(923)	600	600	600	600	600	191	4,700	-1872%	10,570	(16,592)	-	-
Surplus (Deficit) B4 Special Events	26,486	90	(52,765)	(50,915)	(36,437)	(335)	(33,968)	596	27,758	13,775	(1,569)	23,992	-83,293	56,689	84%	(299,617)	(159,177)	(26,875)	105,801
Special Events Revenue	7,824	300	7,060	180	580	3,360	5,156	-	-	6,000	12,000	5,000	47,460	63,500	113%	199,426	-	86,875	79,573
Special Events Expenses	1,145	2,105	10,261	16,818	14,091	1,061	8,296	-	-	5,000	10,000	3,000	71,776	50,400	-148%	167,524	10	60,000	52,860
Surplus (Deficit) Special Events	6,679	-1,805	-3,201	-16,638	-13,511	2,300	-3,140	0	0	1,000	2,000	2,000	-24,316	13,100	-921%	31,902	-10	26,875	26,713
Net Operating Surplus (Deficit)	33,164	(1,715)	(55,966)	(67,553)	(49,948)	1,965	(37,108)	596	27,758	14,775	431	25,992	-107,609	69,789	0%	(267,715)	(159,187)	-	132,514
Transfer to Reserve	-	-	-	-	-	-	-	-	-	-	-	-	0	-	0%	-	-	-	-
Special Events Subsidized Expenses	-	-	-	-	-	-	-	-	-	-	-	-	0	-	0%	-	-	-	-
Capital Projects - Net	81,547	11,852	8,022	66,837	201,637	48,198	21,836	-	-	-	-	-	439,929	-	0%	716,181	(678,600)	-	42,813
MFC Debenture Interest	-	42,256	-	-	-	-	-	60,769	-	-	-	-	103,025	121,538	-185%	94,914	113,497	121,538	128,670
TOB Transfer from Special Purposes T	-	(42,256)	-	-	-	-	-	(60,769)	-	-	-	-	-103,025	(121,538)	462%	(94,914)	(56,748)	(121,538)	(128,670)
Total Non-Operating Expenses	81,547	11,852	8,022	66,837	201,637	48,198	21,836	-	-	-	-	-	439,929	-	0%	716,181	(621,852)	-	42,813
Net Surplus (Deficit)	(48,382)	(13,568)	(63,988)	(134,391)	(251,585)	(46,234)	(58,944)	596	27,758	14,775	431	25,992	-547,539	69,789	0%	(983,896)	462,665	-	89,701
Net Surplus (Deficit) - YTD	-48,382	-61,950	-125,938	-260,328	-511,913	-558,147	-617,091	-616,495	-588,737	-573,962	-573,531	-547,539							

**LCMPCC Operating
Income Statement
For the period ending Oct. 31, 2023**

	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 *	103,734	103,733	100%	72,884	142%	809,968	809,963	100%	572,472	141%
Arena	38,566	35,668	108%	30,215	128%	147,851	142,490	104%	103,173	143%
Aquatic Centre	7,514	10,030	75%	8,314	90%	127,522	110,851	115%	132,448	96%
Active Living / Room Rentals	3,909	8,400	47%	7,974	49%	77,104	78,366	98%	83,276	93%
Memberships	18,285	13,500	135%	13,846	132%	105,632	92,866	114%	89,366	118%
Library Rent	8,443	8,543	99%	8,035	105%	62,333	65,908	95%	56,242	111%
Concessions Rent	-	-	0%	-	0%	-	-	0%	-	0%
Café Rent	825	800	103%	800	103%	5,800	5,600	104%	5,600	104%
ATM and Vending	2,059	1,643	125%	1,079	191%	12,575	10,076	125%	9,536	132%
Advertising / Sponsorships	6,738	-	0%	900	749%	23,549	-	0%	3,051	772%
Miscellaneous	2,029	6,000	34%	9	23318%	19,035	6,733	283%	3,006	633%
Outdoor Pool and Lakes	-	-	0%	-	0%	55,581	69,789	80%	-	0%
Total Revenue	192,102	188,317	102%	144,055	133%	1,446,951	1,392,640	104%	1,058,171	137%
Expenses										
Advertising and Promotion	485	1,021	48%	263	184%	9,397	9,199	102%	36,582	26%
Professional Fees	3,152	2,100	150%	2,315	136%	17,554	14,700	119%	15,995	110%
Interest and other fees	206	1,326	16%	1,719	12%	11,943	9,356	128%	9,509	126%
Concessions Expense	20	100	20%	795	3%	20	700	3%	1,506	1%
Facility Repairs & Maintenance	25,362	12,517	203%	24,722	103%	147,003	99,774	147%	213,559	69%
Insurance	7,877	9,058	87%	-	0%	55,139	56,320	98%	-	0%
Housekeeping	1,882	1,107	170%	2,665	71%	16,318	8,645	189%	17,852	91%
IT Licensing / Fees / Support	16,265	4,206	387%	7,207	226%	58,665	33,428	175%	51,527	114%
Miscellaneous	166	122	136%	-	0%	(351)	1,154	-130%	875	-140%
Office	726	952	76%	541	134%	6,706	6,628	101%	7,286	92%
Pool Chemicals / Supplies	1,905	1,500	127%	1,101	173%	10,828	11,037	98%	4,630	234%
Programming	919	85	1081%	843	109%	6,140	6,696	92%	9,752	63%
Staff Training / Courses	1,585	23	6891%	69	2297%	7,459	11,649	64%	3,218	232%
Communications	675	651	104%	666	101%	5,579	4,491	124%	4,816	116%
Travel	277	830	33%	-	0%	277	2,780	10%	-	0%
Uniforms	-	-	0%	868	0%	5,798	4,700	123%	2,379	244%
Utilities	40,616	40,735	100%	41,940	97%	303,188	246,812	123%	238,704	127%
Vending Expense	1,637	2,632	62%	3,758	44%	9,571	10,399	92%	13,351	72%
Wages and Benefits	121,391	111,425	109%	105,263	115%	865,174	810,138	107%	760,917	114%
Outdoor Pool and Lakes	-	-	0%	-	0%	55,581	53,598	104%	-	0%
Total Expenses	225,147	190,390	118%	194,735	116%	1,591,987	1,402,203	114%	1,392,459	114%
Surplus (Deficit) B4 Café & Events	(33,045)	(2,073)	1594%	(50,680)	65%	(145,036)	(9,563)	1517%	(334,288)	43%
Centre Ice Café Operations	(923)	600	-254%	-	0%	(2,809)	1,700	-265%	-	0%
Surplus (Deficit) B4 Special Events	(33,968)	(1,473)	2307%	(50,680)	67%	(147,845)	(7,863)	1880%	(334,288)	44%
Special Events Revenue	5,156	-	0%	25,253	20%	24,460	40,500	60%	98,666	25%
Special Events Expenses	8,296	-	0%	53,401	16%	53,776	32,400	166%	123,938	43%
Surplus (Deficit) Special Events	-3,140	0	0%	-28,148	0%	-29,316	8,100	-462%	-25,272	0%
Net Operating Surplus (Deficit)	(37,108)	(1,473)	2520%	(78,828)	100%	(177,162)	237	-74790%	(359,560)	0%
Transfer to Reserve	-	-	0%	-	0%	-	-	0%	-	0%
Special Events Subsidized Expenses	-	-	0%	-	0%	-	-	0%	-	0%
Capital Projects - Net	21,836	-	0%	119,876	0%	439,929	-	0%	508,641	0%
MFC Debenture Interest	-	-	0%	47,457	0%	42,256	60,769	70%	94,914	0%
TOB Transfer from Special Purposes Tax	-	-	0%	(47,457)	0%	(42,256)	(60,769)	70%	(94,914)	100%
Total Non-Operating Expenses	21,836	-	0%	119,876	0%	439,929	-	0%	508,641	0%
Net Surplus (Deficit)	(58,944)	(1,473)	4003%	(198,704)	100%	(617,091)	237	-260262%	(868,201)	0%

**LCMPCC Operating
Balance Sheet
As at Oct. 31, 2023**

	<u>Oct 23</u>	<u>Mar 23</u>
Assets		
Current Assets		
Cash	(42,501)	863,499
Accounts Receivable	236,044	74,590
Prepaid Expenses	23,854	67,524
Concessions Inventory	4,022	3,754
Total Current Assets	<u>221,420</u>	<u>1,009,366</u>
Capital Assets	-	-
Total Assets	<u>221,420</u>	<u>1,009,366</u>
Liabilities		
Current Liabilities		
Accounts Payable	306,202	470,258
Due to / from Capital Reserve	1,407,681	1,407,681
Deferred Revenue-Memberships/Passes	104,013	110,853
Deferred Revenue-Grants	-	-
Total Liabilities	<u>1,817,896</u>	<u>1,988,792</u>
Equity		
Retained Earnings	(979,386)	(172)
Current Year Earnings	(617,091)	(979,253)
Total Equity	<u>(1,596,477)</u>	<u>(979,426)</u>
Total Liability and Equity	<u>221,420</u>	<u>1,009,366</u>
	(0)	-

Gross Revenues	Gross Revenues	Gross Revenues
	Public Revenue	Public Revenue
Municipal Operating Grants *	MODL and TOB operating	MODL and TOB operating
	Employment Grants	Employment Grants
	Program Grants	Program Grants
	Other Grants	Other Grants
	Earned Revenue	Earned Revenue
Arena	Arena (drop in, tenets, ice rental, floor rental?)	Admissions (aquatics, skating)
Aquatic Centre	Aquatics (drop in, Lessons, rental)	Programs (lessons and camps)
Active Living / Room Rentals	Facility Rental (arena floor rental)	Rentals (facility, ice, pool)
Memberships	Membership	Membership
Library Rent	Tenant Rent (Library, Café)	Tenant Rental (Library, café)
Concessions Rent		
Café Rent		
ATM and Vending		
Advertising / Sponsorships	Advertising, sponsorships move to Private Revenue	Advertising, sponsorships move to Private Revenue
Miscellaneous	Miscellaneous	Miscellaneous
Outdoor Pool and Lakes	Outdoor Pool and Lakes	Outdoor Pool and Lakes
	Private Revenue	Private Revenue
	Sponsorships	Sponsorships
	Donations	Donations
Total Revenue		
Expenses	Expenses	Expenses
	Programs	Programs
Programming	Programming (camps, swim lessons)	Programming (camps, swim lessons)
	Wages and Benefits (aquatic, active living and camp staff including manager and supervisor)	Wages and Benefits (aquatic, active living and camp staff including manager and supervisor)
	Facilities	Facilities
Facility Maintenance and Repairs	Facility Maintenance and Repairs	Facility Maintenance and Repairs
Housekeeping	Housekeeping	Housekeeping
Pool Chemicals and Supplies	Pool Chemicals and Supplies	Pool Chemicals and Supplies
Utilities	Utilities	Utilities
	Wages and Benefits (operators and custodians including facility manager)	Wages and Benefits (operators and custodians including facility manager)
	Admin	Admin
Advertising and Promotion	Advertising and Promotion	Advertising and Promotion
Professional Fees	Professional Fees	Professional Fees
Bank, Interest, Credit Card and Other	Bank, Interest, Credit Card and Other Fees	Bank, Interest, Credit Card and Other Fees
Insurance	Insurance	Insurance
IT Licensing, Fees and Support	IT Licensing, Fees and Support	IT Licensing, Fees and Support
Miscellaneous	Miscellaneous	Miscellaneous
Office	Office	Office
Telecommunications	Telecommunications	Telecommunications
Travel - Management Conferences	Travel - Management Conferences	Travel - Management Conferences
Staff Training and Courses	Staff Training and Courses	Staff Training and Courses
Uniforms	Uniforms	Uniforms
Wages and Benefits	Wages and Benefits (management, admin and visitor services)	Wages and Benefits (management, admin and visitor services)
Concessions Expense	move to concessions	move to concessions
Vending Expense	move to concessions	move to concessions
Outdoor Pool and Lakes		
Total Expenses		
Surplus (Deficit) B4 Café & Events		
Centre Ice Café Operations		
Surplus (Deficit) B4 Special Events		
Special Events Revenue		
Special Events Expenses		
Surplus (Deficit) Special Events		

Accounts Receivable Aging Balance Report

Parameters

Aging Balance as of: January 16, 2024

ID	Name	Invoice	Date/Time	Current	1-30 Days	31-60 Days	61-90 Days	90+ Days	Balance
M-23791	Bella Dental	I-83115	12-31-2023	\$0.00	\$945.00	\$0.00	\$0.00	\$0.00	\$945.00
M-24708	Belliveau Veinotte Gentlemen's Hockey	I-83162	12-31-2023	\$0.00	\$1,260.00	\$0.00	\$0.00	\$0.00	\$1,260.00
5235921	Sherrene Conrad	I-77631	10-23-2023	\$0.00	\$0.00	\$0.00	\$115.00	\$0.00	\$115.00
12786	Amanda Corkum	I-83204	12-31-2023	\$0.00	\$115.00	\$0.00	\$0.00	\$0.00	\$115.00
M-28755	Department of Surgery	I-83185	12-31-2023	\$0.00	\$384.01	\$0.00	\$0.00	\$0.00	\$384.01
M-24709	Dominion Securities	I-83123	12-31-2023	\$0.00	\$756.00	\$0.00	\$0.00	\$0.00	\$756.00
12697	Troy Dorey	I-84324	1-12-2024	\$0.00	\$62.10	\$0.00	\$0.00	\$0.00	\$62.10
M-23747	LaHave River Salmon Association	I-84728	1-16-2024	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$69.00
M-24654	Laura Stewart Cupe 4919	I-83795	1-5-2024	\$0.00	\$46.00	\$0.00	\$0.00	\$0.00	\$46.00
494	Liz McCurdy	I-83904	1-7-2024	\$0.00	\$51.75	\$0.00	\$0.00	\$0.00	\$51.75
M-31425	Metro Community Living	I-72389	8-24-2023	\$0.00	\$0.00	\$0.00	\$0.00	\$172.50	\$172.50
M-32302	Money Wisdom Inc.	I-84730	1-16-2024	\$46.00	\$0.00	\$0.00	\$0.00	\$0.00	\$46.00
M-32437	Municipality of the District of Lunenburg	I-83198	12-31-2023	\$0.00	\$575.00	\$0.00	\$0.00	\$0.00	\$575.00
M-28859	Nova Scotia Health - Public Health	I-66963	6-22-2023	\$0.00	\$0.00	\$0.00	\$0.00	\$34.50	\$34.50
M-23489	NSHA Health Promotion	I-73914	9-5-2023	\$0.00	\$0.00	\$0.00	\$0.00	\$92.00	\$92.00
M-23595	Parkview Education Centre	I-83094	12-31-2023	\$0.00	\$1,815.25	\$0.00	\$0.00	\$0.00	\$1,815.25
M-23595	Parkview Education Centre	I-83145	12-31-2023	\$0.00	\$591.75	\$0.00	\$0.00	\$0.00	\$591.75
M-29300	Petite Riviere Elementary	I-83167	12-31-2023	\$0.00	\$180.00	\$0.00	\$0.00	\$0.00	\$180.00

M-22478	Vanessa Quigley	I-65781	6-5-2023	\$0.00	\$0.00	\$0.00	\$0.00	\$465.75	\$465.75
M-27589	J.C. Reddy	I-83138	12-31-2023	\$0.00	\$1,260.00	\$0.00	\$0.00	\$0.00	\$1,260.00
M-32148	Rusty Blades	I-83122	12-31-2023	\$0.00	\$588.00	\$0.00	\$0.00	\$0.00	\$588.00
12094	Bayview School	I-83166	12-31-2023	\$0.00	\$180.00	\$0.00	\$0.00	\$0.00	\$180.00
9777	Mindy Schrader	I-83193	12-31-2023	\$0.00	\$57.50	\$0.00	\$0.00	\$0.00	\$57.50
1533	Andrew Selig	I-83174	12-31-2023	\$0.00	\$294.00	\$0.00	\$0.00	\$0.00	\$294.00
M-13954	Community Services	I-64581	5-26-2023	\$0.00	\$0.00	\$0.00	\$0.00	\$60.38	\$60.38
M-28874	South Shore Labour Council	I-83967	1-8-2024	\$0.00	\$17.25	\$0.00	\$0.00	\$0.00	\$17.25
M-23652	South Shore Minor Hockey Association	I-83188	12-31-2023	\$0.00	\$980.00	\$0.00	\$0.00	\$0.00	\$980.00
M-23652	South Shore Minor Hockey Association	I-83190	12-31-2023	\$0.00	\$1,567.99	\$0.00	\$0.00	\$0.00	\$1,567.99
M-23178	South Shore Regional Centre for Education	I-80477	11-30-2023	\$0.00	\$0.00	\$115.00	\$0.00	\$0.00	\$115.00
M-32846	Bry-Enna Surette-Robar	I-82590	12-27-2023	\$0.00	\$69.00	\$0.00	\$0.00	\$0.00	\$69.00
1317	Janice Tanner Ernst	I-80822	12-4-2023	\$0.00	\$0.00	\$86.25	\$0.00	\$0.00	\$86.25
2472	Ann Wentzell	I-83197	12-31-2023	\$0.00	\$483.00	\$0.00	\$0.00	\$0.00	\$483.00
M-32149	Western Hurricanes	I-80395	11-29-2023	\$0.00	\$0.00	\$392.00	\$0.00	\$0.00	\$392.00
				\$115.00	\$12,278.60	\$593.25	\$115.00	\$825.13	\$13,926.98



General Manager Report

Facility

The solar project is now online.

We had two delayed openings due to weather conditions, one on December 4th, and the second on January 8th.

We had one early closure on January 10th due to a power failure.

Programming

We offered five days of Winter Day Camps over the holidays; all five camps were full.

We are in our second week of winter swimming lessons. The winter session is at 85% capacity. We have a high demand for our Preschool 2, 3, 4, and Swimmer 2, 3, 4 and private lessons, and have waitlists for each.

New Program : Aquatic Form and Distance lead by the Bridgewater Triathlon club started in January on Sundays (7:30-8:30am) and Tuesday .

New Program : Rainbow Family Swim starting January 27 6:00-7:00pm, offered every second Saturday until June 15, sponsored by the LCLC and MODL.

New Program : Rainbow Skate starting February 2 3:00-4:15pm, offered every second Friday until June 15, sponsored by the LCLC and MODL.

Continuing Program : Women's Only Swim will continue on Saturday's from 5:00-6:00.

November & December Events:

November 18th **Tide Kite Land Sailing Trial**

This event was held in partnership with Tide Kite, a local company specializing in Blokarts. The event was a drop-in trial for members of the community in our back parking lot.

Public Attendees: They had no attendees but were able to capture some content of the Blokarts for future.

Impact: A unique collaboration for the LCLC that allows us to better utilize the property we have available to us. There are plans to trial the event in the future with more promotion and utilizing the captured content.

November 24th **Zach Brown & Alabama Tribute Show**

Ticket Sales: 426 (includes comps)

Attendance: 370

Impact: Public feedback was fantastic for this show – common threads showed a great time was had, the music was at an appropriate level and it was a welcome show to the facility.

Opportunities:

- Communication regarding seating for this event could have been clearer and more concise
- We will not hold shows without arena seating as an option for families and those with accessibility concerns
- This was a 19+ event, feedback received indicated that patrons wanted to bring their under 19 family members and were not able to
- Opportunity to focus on smaller scale shows like this in the future and improve our music offerings.

November 25th

South Shore Public Libraries Author Event

In collaboration with the Margaret Henningar Public Library, 13 local authors had booths in the Galleria and participated in readings in the library.

Impact: A different style of event for the LCLC and a further collaboration with the SSPL which is something we aim to do more of.

December 8th

Hello Holidays at the LCLC

Attendance: 150+

Impact: This event was a great gathering for families, many stayed past the event time to chat and gather within the galleria. We partnered with the Margaret Hennigar Library and Fancy Pants Express for this event which both boosted the excitement and was an excellent way to celebrate the holidays as an entire facility.

Opportunities: Finding a sponsor for this event would elevate it in the future. We could also make use of the Multi-Purpose Room and Active Living Studio in future events.

December

Fill the Net Campaign for Second Story Women's Centre

The LCLC held our annual Fill the Net Campaign throughout December. In consultation with the staff, we chose to donate to Second Story Women's Centre in Lunenburg. We nearly filled the entire net with hygiene products, snacks, and more. This campaign was shared on social media and we collaborated with Second Story Women's Centre on info pieces regarding their mission.

Social Media**Campaign: Elsie the LCLC Elf**

What: We shared photos of an elf stuffed toy through December. The elf was found throughout the facility in informative locations but also in funny situations.

When: 1 post per day on Instagram & Facebook December 7 – 24, 2023

Goals:

- To engage our followers as well as to gain new ones.
- To have some fun on our social media.
- To have more facility photos on our feed and less designed images.

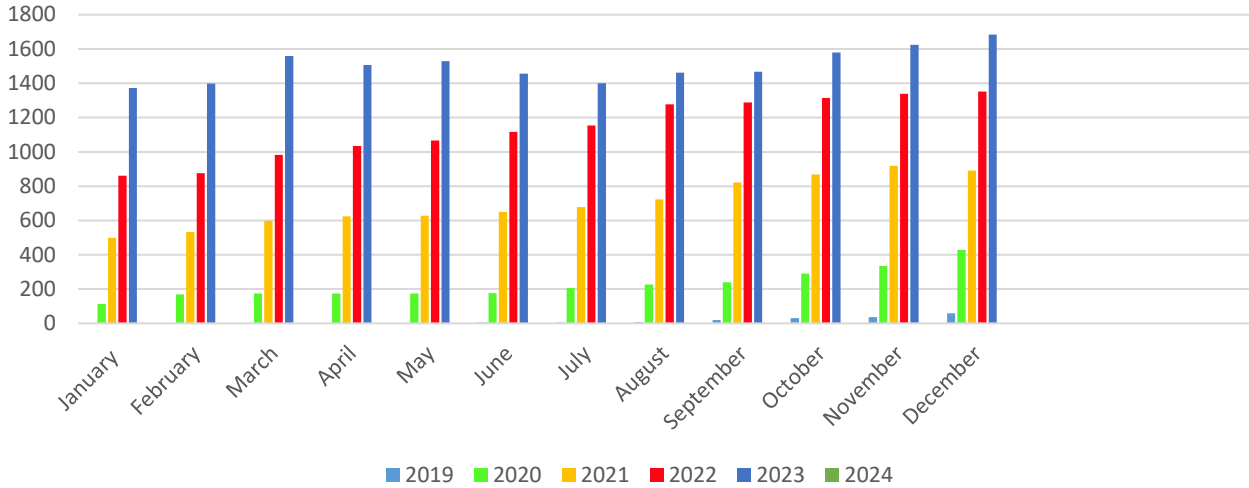
Outcomes:

Impressions: 36,864

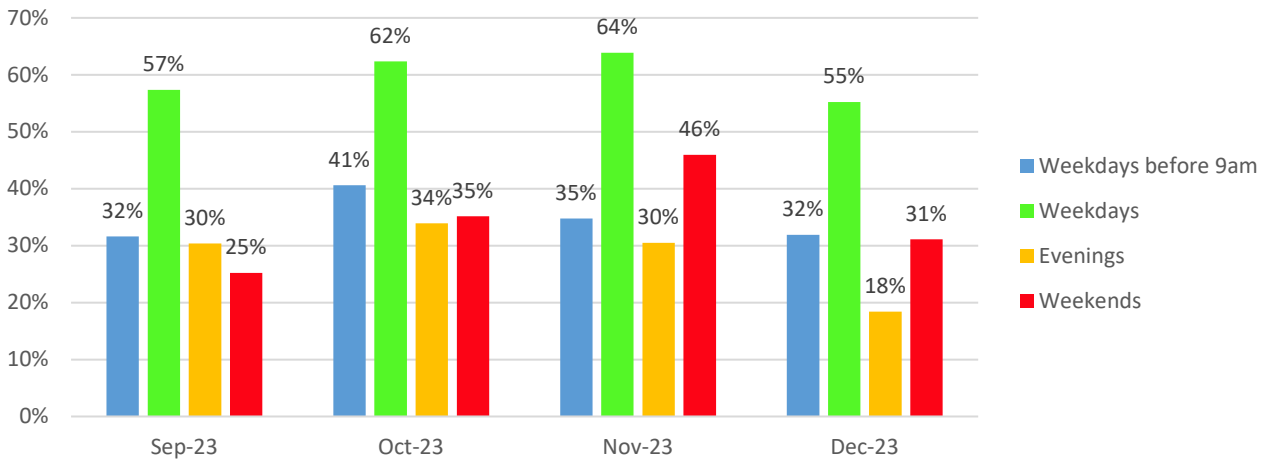
Accounts Reached: 35,782

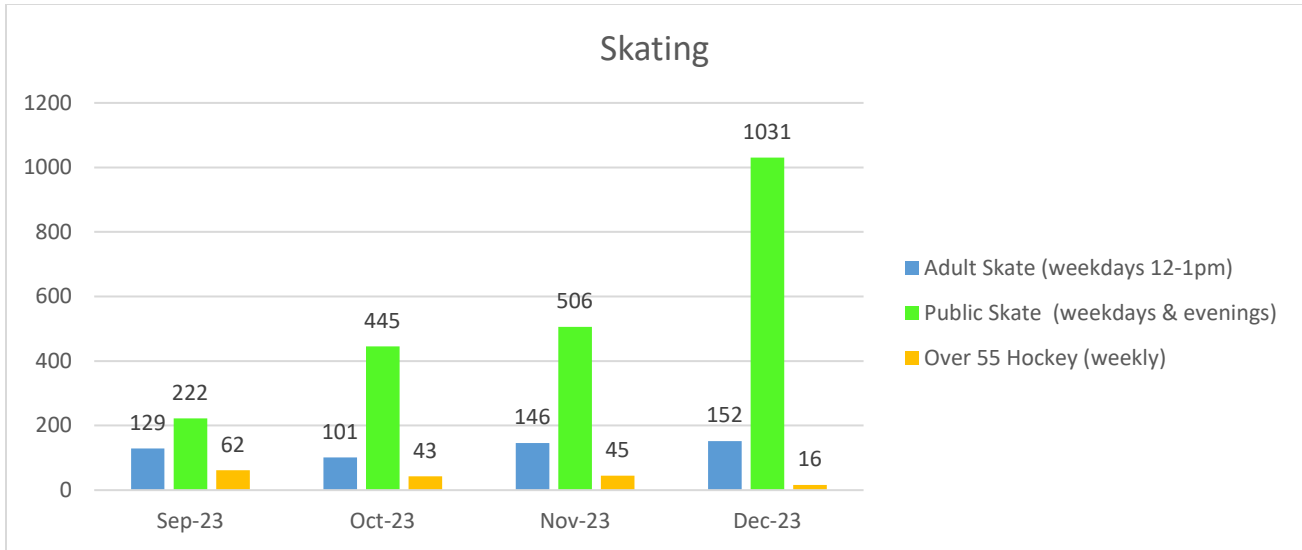
Engagements (Likes, Shares, Clicks): 1,775

Memberships



Active Living Program Capacity





Upcoming Dates:

- | | |
|--|---|
| February 5 th | March Break Day Camp Registration Opens |
| February 10 th | LCLC Valentine Market |
| | TOB Frost Fair |
| February 17 th | TOB Frost Fair |
| February 19 th | Heritage Day – Open regular hours |
| March 11 th -15 th | Gary L. Wentzell Tournament |
| | March Break Camps |
| March 18 th | Spring Members Registration Opens |
| March 20 th | Spring Public Registration Opens |
| March 28 th | SSRCE Science Fair |