



Minutes – AGM

Saturday, September 25th, 2010

Mamateek Inn, Corner Brook

- Meeting called to order @ 9:10 am
 - Gloria Knowlton – Chair NLSF
 - Ron Smith – Co Chair NLSF
 - Clarence Sweetapple – Director NLSF (Signs)
 - Dave Acreman – Director NLSF (Groomer)
 - Glenn Green – Director NLSF (Safety)
 - Tony Geange – Director NLSF (Trails/Groomers)
 - Terry Simms – Director NLSF (Club Services)
 - Bruce Nicholl – Director NLSF (Trails)
 - Donnie O’Keefe – Executive Director NLSF
 - Wian Lotter – Dorset
 - Jason Derry – Dorset
 - Earl Roddick – TNT
 - Roy Folkes – ESA
 - Dave Noel – ESA
 - Paul Gale – The Rivers
 - Terry Beaton – BSGSA
 - John Alteen – WSR
 - Joe Callahan – WSR
 - Jamie Beach – ECSA
 - Todd Baker – ECSA
 - Tony Kean – KSA
 - Rick Kean – KSA
 - Cyril Simmonds – NDSC
 - Maitland Squires – NDSC
 - Wayne Hynes – NDSC
 - Reg Parsons – Tablelands
 - Vance Belbin – (HWL-Dissolved)
 - Walt Greeley – NDSA
 - Yvette Greeley – NDSA
 - Kevin Sweetland – CCSO President
 - Peter Bull – NL Tourism
 - Shelley Butler – NLSF
 - Muriel Vaters - NLSF
- Gloria gave a brief summary of the voting process to follow later in the day and then looked for a motion to accept the agenda as presented.
 - **Motion by Vance Belbin and 2nd by John Alteen.**
- Gloria did a quick review of the minutes (Appendix A). Notice was made of an item in red indicating a motion which was not noted in the previous minutes:



- Motion by Reg Parsons to accept as presented and 2nd by Vance Belbin
- 9:21 am – Gloria began to go over our current financial statements. Noting that the NLSF statements shown are the audited financials, year-end May, 2010. For the 1st time in NLSF history we were able to have these done within 90days of our year end. Keith Penney actually came to our office the 1st week of August and spent two weeks going through everything within the NLSF. Minutes, trail passes, By-Laws, everything within our organization. We were out only 9 trail passes, whereas in the past, we have been out by as many as 400-800 trail passes (When on a club level). Our on-line system worked exceptionally well and helped in this process.
 - Before we started the year, we had cash in the bank (Little of 300k), our cash has gone down, and our receivables have gone up. We have over 96k in inventory, and 48k in prepaid expenses, the prepaid expense is mostly made up of insurance. Inventory consists of mostly groomer parts and signage. This was fully audited. Accounts payable are high; they reflect the NTC projects which all went through the NLSF in order to capitalize on these projects.
 - Income statement shows what it costs us to operate. Our trail pass sales were down (9,600 compared to 14-16,000) in the past. With the lack of snow, the extension of the early bird, were all factors in our sales. As in the past, lack of enforcement in some areas was also a contributing factor. \$722,000 income shown plus other misc, total revenue with \$731,000. Expenses were Wages, Office, groomer operators, West/East reps, groomer operations, repairs, maintenance, fuel (We don't anticipate as much on the groomer side in 2011), meetings, seminars, marketing (Sledworthy), insurance (biggest expense, Groomer, Liability, property, D&O insurance), safety, heat & light (Operating loss of \$175,000). Note 10 identify contributions from clubs...who returned trail pass monies. Still 4 clubs to be dealt with, 2 clubs have gone legal. Gloria has done over 32 tax returns helping clubs "Zero" themselves out. It has been a long struggle in dealing with some clubs!!! Some clubs yet to be concluded! The NLSF is on the hook for everything that a club is or does as they are only arms of the NLSF. It is vital to get every club straighten out. At the end of the year, we had an \$113,000 loss. Considering what was done by the NLSF, the lack of snow, low trail pass sales, the work that was still carried out and groomers purchased, it's not as bad as it shows.
 - 2010 Budget was presented, based on 14,000 trail passes. Gloria noted expenses shown on this budget, total administrative expenses which are fixed costs must be obtained, i.e.: Salary, insurance, mortgage, these are fixed – We need to sell "X" amount of passes to secure these cost before we even begin to groom. 85% of our trails passes are sold at our early bird rate. Going back 5 years, this gives us that number. It costs us roughly \$85/hr to groom and we need to manage our grooming hrs with the amount of trail passes we sell.
- Enforcement was discussed in detail. NLSF will be looking at trail monitoring on our own, to determine the number of sleds riding without a trail pass! As well as try and communicate with government for either our own enforcement or greater enforcement. We would like to be selling 20,000 trail passes!!! Donnie discussed briefly that there are other organizations out there enforcing the trails themselves, i.e.: PEI, Ontario. We had areas of the island with good and bad enforcement. People taking advantage of the trail pass, i.e.: family pass, dailies, etc.
- 10:15 am Break
- 10:36 am Back
- Members were advised that we have gone to government for an increase in our regular season rates with no change in the early bird. However, we believe that our request will be declined.
- Donnie discussed trails and the NTC. Its successes and failures and the NLSF's involvement with the CCSO (Canadian Council of Snowmobile Organizations). There is a 10% holdback on all funds until



all audits are completed nationally. We still owe some contactors and company's monies until these funds are released. Without our membership with the CCSO, this and other programs would not be available to us. Donnie discussed a spreadsheet that he has listing all trails provincially and the issues that need to be resolved. The focus of the NLSF is the primary trail, West to East, and South to North! Northern Pen involves a bridge over the water supply of the town of Flower's Cove and a re-routing of trail in the Anchor Pt. area due to a plant. East to West – Completion of the trail connecting the east coast (52 kms of trail to be built). Springdale area (Dawe's Pd./South Waters) needs to be opened up (16 kms) needs to be done this year. Black Brook Bridge (Baie Verte Jct.) big issue, set to be removed by CB Pulp&Paper. Steady Brook Bridge is permanently closed until replacement; primary trail is now closed and must be replaced in order to open the trail. Re-routing trail around Corner Brook due to the new hospital, another major project.

- Donnie noted there are several bridges on the Northern Pen that have never been utilized or groomed over. We have all intentions of removing these in the coming year so we can place them in areas needing them.
- There is a form required by the NLSF that a club must use when requesting work to be done on a trail.....this form includes GPS coordinates, photos, estimated cost. This form is available from the NLSF.
- There are clubs with 400 kms of trail and clubs with less than 100 kms. There needs to be some realignment and it will take place.
- Hurricane Igor came up, discussion about the railbed and how any damage there will be covered of by "Parks & Natural Area" as this is a Provincial Park. We will not be using any trail pass monies to repair this work as the Province will do this. (Just does not make sense for us to proceed on this.)
- Gloria noted, **all request for trail work must come through the NLSF 1st** for provincial approval. As far as Government is concerned, we are the Provincial "Trail Managers" and they only recognized applications/requests submitted through the NLSF.
- Table handed over to Dave to briefly discuss Groomers.
 - Dave gave a brief summary of all the work he did last year with respect to going around to each and every groomer to overhaul them, PM-Preventive Maintenance was the majority of the work carried out, costing quite a bit of money, but it had to be done so save future breakdowns on the trail. This work including Mark Walli coming to the island in the winter to go around and do some adjustments on the BR's as well. Dave provided a breakdown of each club and the monies spent in each area (Groomer) (Northern Drifters - \$18,662, North Eastern - \$1,700, Long Range Rider, NWT - \$1,367, HWL - \$5,799, JCT - \$3,000, WSRNS - \$30,473, WSRSS - \$9,834, BSG - \$17,481, ECSA - \$4,400, ESA - \$7,000, NotreDame - \$859, GreenBay - \$4,471, Dorset - \$900, Gander - \$4,589, Kittiwake - \$3,736, ETR - \$13,120, TNT - \$12,301, Federation Spare - \$20,179, Fed Spare that we purchased - \$3,700. Total of \$177k spent on repairs, with a total of 3,503 hrs of grooming done.
 - We also purchased two groomers and a drag throughout the winter!
 - For next year we are 95% ready to go, two groomers need their pumps looked at. Most are ready to turn the key and go.
 - Dave also noted that we spent over 12k last year moving groomers around trying to groom where there was snow!
 - We are sitting with about 90k in parts at the NLSF office.
 - Donnie talked about moving groomers, only when needed to be moved. Major breakdowns groomers would be moved. But we are not about to park groomers by a door if only one



could move at a time. There is a financial reasonability to manage this to all users the best that we can.

- Glenn Green discussed Safety. (4 fatalities on the island this past winter, none were on the trails!)
 - Discussed the success of our Safety Training! (Trained Rangers, Plus others)
 - Earl Roddick has taken on the role of doing the majority of training and Glenn noted he has been doing an excellent job! CONA now uses our program.
 - He is stepping down this year as a director, but will stay in contact with the NLSF and assist when and where he can if time permits.
 - At 11:50am Earl put of a small presentation on the possibility of doing up a NL video for schools on safety. All were in favor of supporting this endeavor and it was requested by Earl that the Federation supply a LAPTOP to him in the help of the development of such a video. Kevin Sweetland offered up his help to put Earl in touch with ISMA and any other sources of help with respect to this work.
 - Brief discussion was noted on how we approach safety and separating the “Trail Rider” and the “Mountain Rider”? Discussion was made how manufactures display the sled and how it’s in the air, and not on the trail, which is what we promote.

Break For Lunch @ 12:15pm

Return @ 1:30pm

- Presentation of some awards:
 - Earl Roddick – Thank You Certificate (Safety Efforts)
 - Exploits Snowmobile Club – Thank You Certificate
 - Jerry Byrne – Thank You Certificate (Northern Drifters)
 - Nobles Lumber Yard – Thank You Certificate
 - BRP (Ski-Doo) – Thank You Certificate (1,000,000 Club Support Program)
 - Glenn Green – Thank You (Director Of NLSF Resigning)
 - Roger Beck – Thank You (Presented By Dave Acreman)
 - Gloria Knowlton – Thank You (Presented By Dave Acreman)
- Brief discussion was made about the “Club Membership Agreement” drafted up by the board. This BOD’s are responsible to Government for every club as the clubs are “Arms” of the NLSF. The agreement is for existing clubs and anyone new that might want to join. All clubs will get a copy of this and will be expected to review, sign and send back. Gloria and Donnie explained what our responsibilities are as a club and our legal responsibilities are under legislation.
 - Kevin Sweetland asked the question if there has been a breakdown of the ATV/Snowmobile Act. Glenn Green commented on this, saying it is something we have been asking for, but yet has not been done. We, the NLSF are trying to revitalize the “Interdepartmental Government Committee” which did exist and helped in the “registration of trails”, etc.
 - Much discussion was made about trail passes and the users that are using these trails (Multi-season) that pay nothing to use a trail system that ultimately only the Snowmobiler is paying for. Plus out of province...all without Government support.
- Rendezvous - Dave made brief discussion about this. Clarendville is not possible. Last year could not be done due to lack of snow although an amazing effort was made by those in the area to try and pull it off. Request for hosting will go out to all clubs! We are asking that all clubs reply asap. Much discussion was made about the Northern Pen and maybe Northwest Trackers. **Janeway** was



noted and will be kept as the charity of choice as they were chosen the year before and the event did not happen.

- Election of Officers:
 - Summary of responsibilities was given by Gloria, we are a working (volunteer) board!
 - **Director of Safety – (E-mail from Terry Smith formally putting his name forth for this position). Terry Smith – Director of Safety (Ballot provided by Glenn Green)**
 - **Vice Chairperson – Ron Smith (Nominated by Jamie Beach) Ron Accepted**
 - **Paul Gale (Nominated by Vance Belbin) Paul Accepted**
 - **Voting took place and Ron Smith (22-5) voted in as Vice Chairperson**
 - **Director(s) (Replacing Dave McKelvie & Terry Simms) Seeking strong marketing skills**
 - **Terry Simms – Accept (Director Accepted)**
 - **John Alteen - Decline**
 - **Tony Kane - Decline**
 - **Dave Noel - Decline**
 - **Roger Beck – Decline**
 - **Paul Gale spoke up and showed interest and was nominated by Kevin Sweetland.**
 - **Paul Gale - Director**
- Donnie presented an award to Dr. Wian Lotter for the completion of the “La Scie Trail” accepted by Dave Acreman on his behalf.
 - Donnie noted that the Dorset club put a large amount of their own monies into this!
 - Donnie thanked Justin House for his efforts in the NTC, as well as Wilf Mouland and his assistance in the grooming and help he provided to the groomer operator up there during the past season. (Hawkes Bay Area-NWT)
- Around the table – Open Discussion
 - Walt Greeley – Lewisporte area spoke on the issue of the trail that has been pretty much taken over by cabin owners, being ploughed and is preventing us from grooming it during the winter. This is an issue being dealt with by Tony Geange and we have not been getting very much support from Government on this issue. It will continue to be dealt with. This should be taken to the ADM in St. John’s in charge of Crown Lands.....suggested that this may be taken legal as well?
 - Vance Belbin commented that everything was exactly where it should have been years ago and that he has heard nothing but positive with respect to Humber Winter Land area.
 - Cyril Simmonds commented on the conditions of some of their trails, de-stumping is needed greatly in a lot of their areas including some culvert work. A floor and some insulation is needed for the groomer shed. Cyril noted that the club would and could possibly help out in some of these areas if the NLSF would work with them to complete these. Gloria noted that a club that offers such a proposal is favored over one that is not.
 - Rick Kean (Kittiwake) noted that he appreciated that Dave came down last year and helped greatly with the groomer and he did learn some things. He does like the direction, but noted he has some concerns of the trails and their existing shape (Alders, recent hurricane damage, etc.) He also had a huge concern for lack of enforcement and feels that trail pass sales are decreasing in his area because of the lack of enforcement. Roy Folkes commented on this and feels that in his area, 4 – 1 without passes (Grand Falls/Windsor). Gloria and Donnie noted that if we don’t get better support from Government, then we will be forced to seek our own



enforcement. Like “River Wardens”, we need our own enforcement. PEI for example has this. Rick feels that enforcement is a priority!!! We/NLSF are losing! Dave Noel also expressed similar concern! He also felt that some of the enforcement officers out there don’t care and don’t support it, and thus, do not go out to do this enforcement.

- Gloria asked if we could form some sort of committee to create and form and to find out what we need to implement our own “Trail Monitor/Enforcement” team. Dave Noel, Rick Kean, Donnie O’Keefe, Terry Smith, Glenn Greene will form this sub-committee to try and get this done. Again, Donnie asked all to check out PEI’s enforcement program. The CCSO is looking hard at working on this to spread it out throughout other provinces. We need to get the legislation changed to include the NLSF Enforcement Team as those able to write tickets for this.
- Donnie noted that there are over 90k registered sleds in the province of NL, if we even said the correct number was half of that (45k), we, the NLSF are only getting 10-15k, we are missing a huge amount of potential trail pass buyers!
- John Alteen (WSR) loved what has gone on, but wishes for more communication between clubs and the NLSF and the public.
- Terry Beaton (BSGSA) discussed some trail/community issue (Gallants in particular) similar to Lewisporte. Donnie asked Terry about an issue with the town of Kippens, Terry said he would follow up on this.
 - Terry also brought up “Twin Ponds” trail and would like to see the work completed sometime soon on this trail. Would like to see the two clubs along with NLSF to get this done. Bruce noted, we have some of the bridging, but it won’t happen this year due to financial restrictions. Permits have been obtained for this trail. 99% of the footwork is done.
- Gloria briefed everyone about trails within towns and who carry’s the insurance within those towns and what we may do in the future within towns and who will carry/cover the insurance within Municipal trails.
- Roger Beck brought up the issue of outstanding monies owed by clubs as per the agreement from last year’s AGM. WSR, including most other clubs have returned “Trail Pass Monies” to the NLSF, others have not. He wanted to know who those clubs were. Public monies need to come back to the NLSF: Long Range Riders-Plum Pt. (LRR), ETR (St. John’s), KSA (Kittiwake-Working with them)), GBSA – Green Bay. 3 of the 4 clubs have gone to legal. Gloria gave a brief history of what she has gone through over the summer with all clubs including these.
- Dave Noel spoke briefly that he liked the direction. Talked about brush cutting using operators if possible in the future. Talked about Career Education’s Course available through the schools. Alder clearing with respect to the railbed?
- Huge discussion was made once again about enforcement/or should we say the lack of such. Every area has a problem with this, some more than others.

- Motion Made by Glenn Greene to Adjourn the meeting, 2nd by Cyril Simmonds.

