



Minutes – AGM November 5th, 2011

Saturday, Deer Lake Motel

- Meeting called to order @ 9:05am by Gloria. In attendance were as follows: Clarence Sweetapple, Ron Smith, Dave Acreman, Tony Geange, Gloria Knowlton, Terry Simms, Terry Smith, Paul Gale and Donnie O’Keefe. Missing from the existing BOD’s was Bruce Nicholl.
 - See Attached File: *11-05-11 MinutesAGM2011Attendance*
- Brian Kinsman (BSGSA) made a motion amend the “Agenda” to have our guest speaker moved from 1:15 to 3:15. Discussion was made, a 2nder was motioned.....hands were shown, and motion was defeated.
- Ed Brown motioned to move Dave Acremans presentation – Hands were shown, motion defeated
 - Motion to adopt the Agenda as show made by Joe Callahan, 2nd by John Alteen
- Gloria began to go through the minutes of our previous AGM, dated September 25th, 2010.
 - Motion made by Justin Boyd, 2nd by John Alteen to accept the minutes as read.
- Financials – Discussion. Bruce Sparkes (Gander & Area) asked to speak and wondered why the Financials were not more readily available. Brian Kinsman (Bay St. George) questioned and supported Mr. Sparkes concerns as well.
 - Motion made by Brian Kinsman to make the “Audited Financials 2010-2011” public access, motion 2nd by Bruce Sparkes and all in favor.
- Gloria briefly summarized our audit process whereby Mr. Keith Penney spends upwards of two weeks in our office going through everything. She then went through various parts of the audited financials which were presented to all. We ended the year with a \$57k loss, net position at the end of the year was \$202k. Income of 699k in trail passes in 2011, whereas in 2010 we had 722k in trail passes. Jeff MacDonald questioned the “Merchant Fee’s/POS”. Donnie went into explaining our on-line costs, and some vendors not charging the \$4 vendor fee which government approved. Some vendors did not charge, continued to simply write down a person’s CC on the form, send the forms to NLSF, then, the NLSF would have to input that information, incur the charges and there was a lot of issues with this. He also noted rumors that there was money left at vendors when we terminated grooming.....he informed all, there was monies, but we knew this and we knew the amounts, as Shelley had called all vendors to get that information prior to us shutting down, we knew what was out there and used this in our calculations in shutting down grooming.
 - Questions were asked about our knowledge of our financial position heading into the “Closing of or termination of Grooming”. We tried to groom, provide the product so people would buy, but they just did not buy but yet we had still incurred the expenses. Add, Hurricane Igor and the lack of sales Grand Falls & East due to this. Brian Kinsman just suggested more information out to the public/clubs prior to the termination.
 - Donnie spoke of history.....2009-2010 we budgeted for 14,000 trail passes, we seen a winter like no other and we saw a decline in our trail pass sales to 11,500. 2010-2011 we saw a 2nd decline in trail pass sales to around 9-9,500...again, a loss of our only source of revenue. We spent a lot of money the past two years, groomers, parts, groomers in bogs, trying to groom with a continued loss of revenue, hence this is in part of where we are today.

- We are asset rich, cash poor. We cannot control morther nature or the trail pass buyer. Thus, it puts us in a difficult position.
- [Motion by Vance Belbin to accept the financials as presented, 2nd by Justin Boyd](#)
- By-Laws Discussion. Summary was provided by Gloria on the history..on 2007-2008 under a governance review we reduced the board from 20+ down to 9. The new board with the help of Linda Bartlett and Alex Twills, they were reviewed by both of them....they were then signed of by the BOD's. Under the direction of Alex Twills, these were then sent out to the clubs via Priority Post and the clubs were given a time frame to reply with any issues or disagreements with the new by-laws. If a club did not reply, then they were accepted as having no issues with them. 0 clubs responded and thus they were done, accepted and adopted.
 - Bill Abbott (BSGSA) questioned "No Comment" sent in, as he does recall sending in a list of questions, but he, did not receive a reply. Donnie does not recall the e-mail but he and Bill will look for it. Gloria stated, even with one club questioning the by-laws, the majority did not and the by-laws would have passed.
- John Alteen questioned the availability of "Daily Passes" this year. Donnie said he feels there will be more of them available at the vendors. It is a BOD's decision. Donnie then spoke of the "Pre-Early Bird" trail passes @ \$60.00. We sold almost 6,000 of them. We were asked by Government to come up with something to try and get people to buy-in. We also wanted to give back to those that purchased last year and thus, they were our target audience in an e-mail campaign. The "One Day" pass is no more. We will be retailing a 3-7 day pass, the 3 day will be \$35 and the 7 day will be \$50. The regular early bird is now available until and up to and including December 15th @ a price of \$80. After that we do not yet know the regular season price, that will be given to us in the coming weeks once approved by government. Department of Tourism has agreed and will be doing some ads for us regarding the NLSF, Early Bird Trail Pass, etc.
- Some introductions were carried out....the BOD's, Dwight Ball-Liberal MHA, Rick O'Brien-BRP, Jeff MacDonald-BRP, Peter Bull-Dep of Tourism.
- Donnie spoke on the relationship developed with Government the past two months. Communication has been very good and he recently was in St. John's to discuss the advertising piece and we/NLSF are scheduled to meet with them again after this AGM. We really need Governments help, support and commitment.
- 11am BREAK
- 11:20am Resume
- Gloria called the meeting back to order.
- Donnie spoke briefly about infrastructure. We have spent in excess of \$700,000 in the past 3 years and all of this infrastructure is being used by a multitude of users. If we had that money back, we would not have to suspend grooming last year. Donnie noted that we are done with infrastructure, we are unable to keep this up and maintain and buy \$100k bridges. There are some outstanding issues, Black Brook Bridge (Baie Verte Pen/Springdale Link). Corner Brook Link around the hospital is still an outstanding issue. We should be able to use the existing trail for now, and maybe again next year. We, myself and Bruce have GPS and marked a new route. Various issues in Central, several up north with respect to a bridge in Flowers Cove, plant in Anchor Pt. Safety is a huge issue, we have not been out to inspect, repair, or fix our trails over the summer, we have been financially unable to do

this. We need the help of Government. We have almost 4,000 kms of trail, some of this trail may and will have to be cut. We cannot keep up this up, financially or safely.

- Ed Brown spoke up about their plight (Peninsula Snow Drifters) on the East Port Peninsula. As well as people showing their support as snowmobilers for the town of Charlottetown. He also spoke of their request to the NLSF for support, and to invite people down and into East Port to experience their trail and the area.
- Bruce Sparkes (GAS) requested some clarification on where the \$700k came from. Gloria explained it was 100% trail pass money collected over the years.
- Dave spoke briefly on Groomers/Grooming. Last year was a hard year with bogs (4 in total ended in bogs). One groomer is down (Northern Drifters), the motor is out, but will be put back in asap. We will be seeking operators, Dave will be dealing with this in the coming weeks. Much discussion was made about repairs, maintenance, BR's and Lamtrac, etc. Moving forward, the NLSF would like to change the fleet that we have and move more towards "Farm Type" equipment as is used in a lot of other provinces. We spent a lot of money in maintenance, parts and the same with respect to parts eventually needs to be replaced at the office. Overall, our maintenance cost is down due to "Paid Operators" and regular maintenance.
 - There are issues with volunteers on groomers. Occupational Health & Safety, 1st aid, the volunteer coming back and not doing the maintenance and leaving it to the "Paid" operator to do, etc.
 - Justin Boyd spoke to the "Safety Course". He felt it was well received and he learned a lot from the course himself.
- Terry Smith talked Safety for a bit. About any fatalities within the province last year. He indicated that we do Newfoundland only and not Labrador. We provide safety material to all clubs that wish to have it and utilize it. All clubs are required to have a "Safety Coordinator" which Terry can contact or vice-versa. 16 forms went out last year, but none came back. Terry would like to have those back to create a file on each and every club and safety officer. Terry will be sending out another kit this winter to all clubs and club contacts.
 - 2010-2011, there were 5 snowmobile related fatalities, none of which happened on the groomed trail.
- Break for lunch
- Return 1:30 pm
- Glenda Bateman from the wildlife department, presentation regarding the Pine Marten Snag Program
- Dave Acreman gave out a couple of presentations/thank you!
 - He spoke of the huge amount of phone calls last year due to IGOR which was of no fault of ours. However, the two ladies in the office took a huge amount of abuse and phone calls. He presented flowers and a "Thank You" to both Muriel Vaters and Shelley Butler.
 - Presented a "Thank You" to Gloria Knowlton, NLSF Chair for all her work and efforts.
 - Presented a "Thank You" to Roger Beck for "Groomer Services" and volunteer hours.
- Rendezvous – Dave spoke of the "Great Success" and work put forth by the North West Trackers (NWT). Last year it was held in Hawkes Bay and we had an amazing time as was expected.

THANK YOU!

 - Went around the room for suggestions for this years Rendezvous "Fund Raising" choice of charity. Janeway, Childrens Wish, Ride For Dad, Shriners, Ronald McDonald House. We



did a show of hands and **“JANEWAY” was the majority and will be the charity of choice for 2012.**

- Jeff MacDonald requested a review of the up and coming budget which was overlooked earlier in the morning.
 - Highlights – Trail Pass Revenue-\$850,000 (12,000 trail passes estimated). Govt. Contribution-\$225,000 (Assumption per year for the next 3 years to recover the money we have spent on Infrastructure), \$227,000 for a Trail Project that we have already received, but will be spent on the Lethbridge Trail. \$35,000 outstanding club monies owed to the NLSF.
 - Jeff had some questions about “Insurance Charges” and how they were applied to the budget and the history of that amount, being that it was noted early that the policy was \$30k less. As well as some other fees. Discussion was made on various line items.
 - It was suggested in the future to have our “Auditor” attend the AGM to answer any questions regarding the audit.
 - There will be more “Controlled” Grooming this year. We will start with “Primary Trails” 1st and foremost, this will be determined between the NLSF & Local Clubs. This will help control costs, if people don’t buy in a certain area, then grooming will be very limited.
- Break 15 minutes
- Resume
- **Elections** - Peter Bull will help conduct the Elections:
 - Chairperson – Submission (E-Mail) from Kevin Sweetland. Donnie spoke briefly about Kevin as well as Brian Kinsman spoke about Kevin. Donnie nominated Kevin. Dave Acreman nominated Gloria Knowlton. Gloria spoke to the audience on her own behalf. Voting required.
 - **Gloria Knowlton accepted nomination and was awarded Chair as per vote**
 - Director/Groomer Chair – Dave Acreman nominated. Submission received by e-mail from Justin House...Donnie read this out. While reading, Roger Hulan (BSGSA) noted that Justin would like to withdraw his name for consideration.
 - **Dave Acreman Accepted and was awarded position of Groomer Chair**
 - Director/Trails/Grooming – Tony Geange nominated by John Alteen. Donnie read out and nominated Paul Rose (E-Mail Submission). Nomination from the floor by Roger Hulan for Jeff MacDonald. Clarence Sweetapple was also nominated by Ron Smith. Tony spoke to the audience. Clarence spoke as well as Jeff. Gloria spoke on behalf of Paul Rose.
 - **Tony Geange was awarded the position.**
 - Clarence, Jeff and Paul were once again nominated.
 - **Clarence Sweetapple was awarded the position**
 - Jeff & Paul were once again nominated
 - **Jeff MacDonald was awarded the position**
- [Motion made by Gerry Parrott and 2nd by Roger Hulan to have the ballots destroyed.](#)
- John Alteen (WSR) asked if there were any major changes to the NLSF plan for the 2012 that might be different than last year. Gloria spoke that one thing we will be doing is meeting with clubs and putting a priority on “Primary” trail, and this is what our focus will be on. Once we pass a certain number of trail passes, we will extend those grooming areas. We will also keep a closer eye on passes sold in each area which will also determine the amount of grooming. We will also know more once we meet with government and see what support they will be providing to us if any.

- John also requested more/better communication with the NLSF & Clubs. Terry Simms spoke up and said he is the person the clubs should field their issues to.
- Gerry Parrott (GAS) questioned the status of their “Club Application”. Donnie and Gloria both indicated he/they would have an answer by Monday.
- Justin Boyd would like to have a “Club Application” sent to him with respect to setting up a club in Main Brook Area again.
- Roger Beck (WSR) asked about “Outstanding Club Monies”. Gloria indicated that we are at fault for not proceeding as quickly as needed, but we have had a lot on our plate. Some cases it’s an issue with the club, other times its us and timing. But all will be concluded this year.
- Rick O’Brien (BRP) asked about the use of “Modified Exhausts” aka “CANS”. Donnie spoke of Provincial issues especially in Gros Morne and the fact that people are being ticketed and those using cans are jeopardizing everyone’s rights by carrying out this practice. In Quebec, grooming and snowmobiling is banned between the hours of 12am and 6am (Or close to it) due to people taking things such as cans for granted.
- Donnie told the audience that he does have a requested in for an “Economic Impact Study”. He is still awaiting this. FYI – The province of NL outsells the provinces of Nova Scotia, New Brunswick and PEI combined. We have over 100,000 sleds in the database of NL. Donnie feels that we have an active 40,000 on the snow....going back 7-9 years of new sled sales gives him that number.
- NLSF hoping to do two meetings, one West and one Central. Bring in the clubs in those areas covered and have one meeting between a couple of Exec of a given board and an operator in that clubs area. Hoping to do this after the meeting with Government and before Christmas.
- [Motion made by Joe Callahan to Adjourn](#)

Meeting adjourned @ 4:55pm

