



Judo BC Board of Directors Conference Call Summary Monday, April 16, 2012

In Attendance:

- Sandy Kent
- Al Hadvick
- Sandra Hewson
- Bruce Fingarson
- Sean Hall
- Diane St-Denis

1. 2011-12 final budget as of March 31, 2012 (Appendix A)

The Executive Director presented the budget as of March 31, 2012 which was provided to the Auditors to prepare the audited statements.

2. Approval of the 2012 - 13 budget (Appendix B)

The Executive Director presented the proposed budget for 2012-13.

Highlights:

- Increase on coaching development income and expenditures are due to the coaching conference schedule for October 26-28, 2012.
- Increase in the athlete development area reflects the projected expenditures and income versus simply the investment made by Judo BC.
- Judo BC has reached an agreement with Steveston which will see the budget for the 2012 Pacific International moved to Judo BC. A budget for 2012 along with a profit sharing formula will be developed over the next few months.
- A separate revised budget for the 2013 nationals will developed and presented to the board for approval in the next few months.

Moved by Bruce Fingarson, seconded by Al Hadvick to approve the 2012-13 budget has presented.

CARRIED

3. Fall Coaching Conference

Sandy Kent provided an overview of the conference proposed for the fall:

- Ad Hoc Committee composed of the Provincial Coach, President and Executive Director have been working on the planning aspect of the event. The dates will be Oct 26 to 28
- Venues considered: Harrison Hot Springs Resort and Spa, Hilton Whistler Resort and Spa, Executive Airport Plaza Conference Centre and the Executive Suites Garibaldi Springs Resort. The Committee eliminated Richmond in favor of a more “seclude located”. Harrison was eliminated due additional costs and time required to coordinate ground transportation from YVR.
- Committee is recommending the Executive Suites Garibaldi Springs Resort location for the following reasons:
 - Limited risk to Judo BC - we do not have to guarantee a minimum number of room bookings or meal plan purchases.
 - The room rental is \$20 less per night with free parking and internet services. Overall savings to participants is \$150.
 - The hotel is providing us with a 10% commission on all room bookings and 1 free room for everyone 20 sold.

Move by Bruce Fingarson, second by Sean Hall to proceed with the conference at the Squamish location. CARRIED

4. Chair of Ad Hoc Committee on Membership Data to give quick overview of Saturday's session.

Sean Hall provided a summary of the online-presentation the ad hoc committee received on Saturday, April 14th.

- Both service providers have products that could meet our requirements at comparable rates.
- Strongly recommend Judo Canada request a similar presentation in order to compare these services to their current service provider.

Next Steps:

- Diane St-Denis to contact Cycling BC who is using 2Mevents to secure their feedback, as well as Sask Curling and Athletics Nova Scotia who are using PointStreak.
- Diane St-Denis to contact Athletics BC to see who they are using in order to secure a proposal from them. We will also request a proposal from their provider.
- Diane St-Denis to contact EZ Facilities which was identified by Lorna Nakajima as a possible service provider.
- The Ad Hoc Committee will review any new proposals received, and determine if an online presentation is worthwhile. Following any new presentations, the Ad Hoc Committee will provide a recommendation to the Board with regards to entering into an agreement with one service provider.

5. Technical Committee

This item was table to a later call.

Diane St-Denis to forward meeting summary and items requiring board approval.

6. List of Club yet to register a rep for AGM

Al Hadvick volunteered to contact the clubs. Al Hadvick to consult with Diane St-Denis regarding call script and updated list of clubs not yet registered.

7. Surrey Judo Club

Sandy Kent confirmed that a letter had been sent to the Surrey Judo Club by email and registered mail confirming that a lack of response to the concerns expressed by the Board would lead to their removal from membership (no longer in good standing).

The Board directed the Executive Director to send an email to all Judo BC clubs and Judo Canada notifying them that the Surrey Judo Club is no longer in good standing with Judo BC and that they will remain as such until they take action on the concerns identified by Judo BC. The purpose of the notification is to ensure clubs do not allow members of the Surrey Judo Club to participate in any judo activities with their clubs. Notification is to be sent to the Surrey Club members as well.

8. AGM Schedule (Appendix C)

Move by Sandra Hewson, second by Sean Hall to approve the amended scheduled.

CARRIED

2011-12 BUDGET AS OF MARCH 31, 2012

Summary

INCOME	2010-11	2011-12	2011-12	
		Proposed	YTD	
Athlete Development	61,545	0	65,911	increase income attribute to having received payment from parents for their portion of flight and hotel costs
Athlete Services		0	3,238	secure donation
BC Winter Games (2012 - Vernon)		23,100	12,750	
Canada Winter Games (2015 - PG)	31,267	0	0	CWG take place every 4 years. Last event in 2011.
Coaching Development	17,210	8,000	9,447	decrease in paid participants. We subsidized several participants in order to meet BCWG certification requirements
General	3,236	200	2,780	
Grading	22,700	11,000	9,798	Deducted Judo Canada portion of grading fees from income as IT IS NOT income for Judo BC. (straight in and out)
Grants	123,000	133,000	175,836	\$15,000 increase in gaming, \$31,936 increase from Province and \$5,900 for special projects.
Memberships	137,810	150,000	111,157	Deducted Judo Canada portion of membership fees from income as IT IS NOT income for Judo BC. (straight in and out)
Referee Development	13,876	14,500	12,648	
Sponsorship		0	8,790	Secured sponsorship funds
Western Canada Games (2015 - Alberta)		0	0	
Carry Forward		18,000	0	
TOTAL	410,644	357,800	412,355	

EXPENDITURES		2011-12	2011-12	
		Proposed	YTD	
Administration	6,873	7,000	5,548	
Athlete Development	124,411	65,000	128,108	increase in transportation and hotel cost due to inclusion of parents in group bookings
Athlete Services		5,000	16,887	new policy in place to support athletes who participate in international events

2011-12 BUDGET AS OF MARCH 31, 2012

Summary

BC Winter Games (2012 - Vernon)	148	23,100	16,088	BCWG were held in Feb 2012
Canada Winter Games (2015 - PG)	34,267	0	480	CWG take place every 4 years. Last event in 2011.
Coaching Development	13,450	15,375	16,864	Increase cost due to Facilitator and Evaluation training
Contractors and Staff	60,853	87,100	86,727	increase in contact costs (accounting, web and auditors), increase in Executive Director Salary
General	13,176	0	7,594	HST rebate attributed against payable HST
Grading	19,034	9,500	5,967	Judo Canada grading fee deducted income revenue as they are not income for us. Also now tracking national championships judge cost in this line item.
Hosting	6,210	5,000	14,957	increase contribution proportional to sponsorship income
Membership Services	37,290	36,700	34,124	
Membership Committee		30,000	3,318	
Membership Fees	32,480	39,450	890	Judo Canada membership fee deducted income revenue as they are not income for us.
Organizational Development	7,529	10,500	13,992	Disciplinary Appeal costs, increase general meeting and board costs.
Promotions	1,963	7,450	8,989	Website redesign
Publications	3,094	1,030	1,059	
Referee Development	14,558	17,474	20,728	Now tracking national championships referee costs in this line item.
Technical Committee	259	600	199	
Western Canada Games (2015 - Alberta)		0	0	
Reconciliation Discrepancies		0	-66	
Prepaid Items for 2012-13		0	14,041	
Contingency		0		
TOTAL	375,595	360,279	396,493	

Profit (Loss)	35,049	(2,479)	15,861
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2011-12 BUDGET AS OF MARCH 31, 2012

INCOME

AREA	BUDGETED	ACTUALS	ITEM
Administration	-	-	
Total Administration	-	-	
Athlete Development		34,050	Junior Nationals
		2,723	Kata Nationals
		5,151	Masters Nationals
		8,719	Senior Nationals
		3,643	Quebec Open
		3,500	Ontario Youth International
		2,000	Sask Open
		2,075	Fall Camp
		1,425	Winter Camp
		2,625	Uniforms
Athlete Dev.	-	65,911	
Athlete Services			National Sport Trust Fund
		3,238	Donation (unclaimed bank account)
Total Athlete Serv.	-	3,238	
BCWG	23,100	12,750	Participation Fee
Total BCWG	23,100	12,750	
CWG		-	
Total CWG	-	-	
Coaching Development	4,500	4,189	Dojo Assistant
	3,500	3,883	Dojo Instructors
		536	Evaluations
		839	Other
Total Coaching Dev.	8,000	9,447	
General		115	Interested Deposits
		2,005	Misc - Reward program
	200	297	Tournament Sanction Fee
		362	Fines / Sanctions
Total General	200	2,780	
Grading	1,500	9,815	Grading - Examination - Steveston - June
	2,500	3,325	Grading - Misc.
	1,000	1,680	Kata Clinics - Steveston - Weekend - April
	1,000	1,340	Kata Clinics - Kamloops - Weekend - May
	1,000	720	Kata Clinics - Creston - Weekend - Oct
	1,500	1,650	Kata Clinics - Steveston - Mondays
	1,000	900	Kata Clinics - Steveston - Weekend - Oct
	1,500	9,100	Grading - Examination - Steveston - Dec
		(2,975)	Refunds
		(15,758)	Judo Canada Grading Fees - deducted from rev.
Total Grading	11,000	9,798	
Grants	93,000	93,000	Legacies Now - Participation Base Funding
	10,000	10,000	Legacies Now - Performance Base Funding
		6,640	Legacies Now - Athlete Assistance Program
		3,750	Legacies Now - Sport On The Move

2011-12 BUDGET AS OF MARCH 31, 2012

INCOME

		11,546	BC Sport Agency - Canada Winter Games Prep
		2,400	Sport BC - Membership database funding
		1,500	Coaching Association of Canada
		2,000	Coaches BC
	30,000	40,000	Gaming - Provincial Team
		5,000	Gaming - Centralization
Total Grants	133,000	175,836	
Memberships	5,000	5,100	Club fees
	145,000	144,007	Individual fees
		(37,950)	Judo Canada fee - deducted from revenue
Total Membership	150,000	111,157	
Referee Development	3,000	746	Clinic
		397	Evaluaitons
	3,500	1,500	Judo Canada
	8,000	10,006	Tournament Participant Fee
Total Referee Dev.	14,500	12,648	
Sponsorship		3,478	Pacific International - Executive Hotel
		5,312	Sport Hosting
Total Sponsorship	-	8,790	
Total WCSG	-	-	
Total Carry Forward	18,000	-	
	357,800	412,355	

2011-12 BUDGET AS OF MARCH 31, 2012

EXPENSES

AREA	BUDGETED	ACTUALS	
Administration	500	800	Computer software
	600	551	Internet
		155	Office Equipment
	2,400	1,626	Office Supplies
	500		Photocopy/Printing
	1,500	547	Postage / Postal Box
	1,500	1,869	Telephone/Fax
Total Administration	7,000	5,548	
Athlete Development	35,000	50,107	Junior Nationals - Athletes
		13,543	Junior Nationals - Coaches/Chaperones
		2,207	Junior Nationals - Other
		3,174	Kata Nationals - Athletes
		3,631	Masters Nationals - Athletes
	10,000	13,231	Senior Nationals - Athletes
		3,761	Senior Nationals - Coaches/Chaperones
		1,233	Senior Nationals - Other
	4,000	8,208	Quebec Open - Athletes
		1,429	Quebec Open - Coaches/Chaperones
	4,000	7,873	Ontario Youth International - Athletes
		1,564	Ontario Youth International - Coaches/Chaperones
	4,000	3,862	Sask Open - Athlete
		1,459	Sask Open - Coaches
		50	Ontario Open - Athletes
		1,255	Fall Camp (includes coach travel)
		3,414	Winter Camp - (includes coach travel)
	5,000	1,831	Inter-provincial Camp
	3,000	3,383	Head Coach - Selection Tournament
		2,891	Jackets
Total Athlete Dev.	65,000	128,108	
Athlete Services		6,640	Athlete Assistance Programs
		750	Athlete Support Funding - Germany World Cups (1)
	5,000	4,349	Athlete Support Funding - U17 Worlds (2)
		1,500	Athlete Support Funding - Jr Worlds (1)
		3,648	Sport On the Move Program (hst report under HST)
Total Athlete Dev.	5,000	16,887	
BCWG	19,800	12,321	Participant Fee
		95	Equipment
	3,000	3,014	Judo BC Hoodies
	300	610	Meetings

2011-12 BUDGET AS OF MARCH 31, 2012

EXPENSES

		48	Team Plaque
Total BCWG	23,100	16,088	
CWG		480	Games Preparation
Total CWG	0	480	
Coaching Development		845	Clinics/Workshops
	6,625	6,174	Dojo Assistant
	6,450	5,690	Dojo Instructor
		500	Evaluation Fees
		2,171	Facilitor Training
	2,000	1,484	BCWG funding
	300	0	Meetings
Total Coaching Dev.	15,375	16,864	
Staff & Contract Labour	52,000	33,981	Payroll Expenses - Executive Director
		19,674	Administrative Services - Contractor
	16,800	15,000	Coaching Services - Contractor
	3,000	1,941	Legal - Contractor
	1,800	2,900	Website & Graphics - Contractor
	5,000	6,840	Auditors - Contractor
	8,500	6,017	Accounting - Contractor
		374	WBC
Total Contractors	87,100	86,727	
General	0	1,968	GST Expenses
	0	5,504	HST Expenses
		121	Interest Penalty
Total General	0	7,594	
Grading	1,000	224	Judo Canada
	700	516	Grading - Examination - Steveston - Dec
	600		Grading - Examination - outside of lowermainland
	600	1,007	Kata - Steveston - Weekend - April
	1,000	1,250	Kata - Creston
	1,500	555	Kata - Steveston - Mondays
	1,000	317	Kata - Steveston - Weekend - Oct
	2,100	2,047	Kata Nationals
	1,000	51	Meetings
Total Grading	9,500	5,967	
Hosting	5,000	3,792	Celebration of Judo
		59	2012 Youth Provincials
		11,106	Pacific International

2011-12 BUDGET AS OF MARCH 31, 2012

EXPENSES

Total Hosting	5,000	14,957	
Membership Services		305	Recognition & Awards
	19,200	15,343	AGM
	17,500	18,455	Insurance
		21	membership cards
			Database
Total Membership Services	36,700	34,124	
Membership Committee	30,000	3,318	Clinics/Seminar
		0	New Programming
Total Grass Roots Dev.	30,000	3,318	
Membership Fees	38,500	0	Judo Canada
	950	890	Sport BC Fees
Total Membership Fees	39,450	890	
Organizational Development		2,214	Discipline and Appeals
	500	233	Bank Services
	4,000	6,534	Board Meetings
	5,000	4,160	General Meetings/Travel
		750	Networking
	500		Professional Dev.
	500	60	Societies Act
		41	Other
Total Organizational Dev.	10,500	13,992	
Promotions	6,950	7,640	Website
	500	1,349	Advertising
Total Promotions	7,450	8,989	
Publications	280	438	Black Belt Directory
	750	620	Digest - spring edition (last one)
Total Publications	1,030	1,059	
Referee Development	5,000	1,905	In Province Competition
	2,000	1,815	Referee Clinic
	6,987	8,226	Referee - Jr Nationals
	300	794	Out of Province Competitions
		1,062	Promotion/Evaluations
	3,187	3,795	Referee - Sr Nationals
		3,130	BC Winter Games / Western Canada Games
Total Referee Development	17,474	20,728	
Technical Committee	600	199	Committee Meetings

2011-12 BUDGET AS OF MARCH 31, 2012

EXPENSES

Total Technical Committee	600	199	
WCSG	0	0	Meetings
Total WCSG	0	0	
Reconciliation discrepancies		-66	
Contingency			
Subtotal	360,279	382,453	

2012-13 PROPOSED BUDGET

Summary

INCOME	2011-12	2012-13
	March	Proposed
Athlete Development	65,911	162,252
Athlete Services	3,238	0
BC Winter Games (2012 - Vernon)	12,750	0
Canada Winter Games (2015 - PG)	0	0
Coaching Development	9,447	42,911
General	2,780	2,400
Grading	9,798	12,000
Grants	175,836	172,354
Memberships	111,157	110,000
Referee Development	12,648	13,700
Sponsorship	8,790	18,000
Western Canada Games (2015 - Alberta)	0	0
Carry Forward		
TOTAL	412,355	533,617

EXPENDITURES		
Administration	5,548	9,550
Athlete Development	128,107	229,277
Athlete Services	16,887	9,640
BC Winter Games (2012 - Vernon)	16,088	2,500
Canada Winter Games (2015 - PG)	480	12,064
Coaching Development	16,864	35,060
General	7,594	8,000
Grading	5,967	22,200
Hosting	14,957	18,500
Membership Services	34,124	41,900
Membership Committee	3,318	10,000
Membership Fees	890	900
Organizational Development	13,992	17,000
Promotions	8,989	0
Publications	1,059	0
Referee Development	20,728	23,000
Staff and Contractors	86,727	91,700
Technical Committee	199	350
Western Canada Games (2015 - Alberta)	0	350
Reconciliation Discrepancies	-66	0
TOTAL	382,451	531,991

Profit (Loss)

29,904

1,626

2012-13 PROPOSED BUDGET

INCOME

AREA	2011-12	2012-13	ITEM
	with projections	Proposed	
Athlete Development	0	7,352	Ontario Open
		9,000	Inter-provincial Camp
		26,000	Summer Camp
	42,769	71,400	Nationals
	2,723	10,000	Kata National
	5,151	20,000	Masters Nationals
	3,643	3,500	Quebec Open
		4,000	Continental Crown
	3,500	0	Ontario Youth International
	2,000	4,000	Sask Open
	2,075	2,000	Fall Camp
	1,425	2,000	Winter Camp
	2,625	3,000	Uniforms
Athlete Dev.	65,911	162,252	
Athlete Services		0	National Sport Trust Fund
	3,238	0	Donation (unclaimed bank account)
Total Athlete Serv.	3,238	0	
BCWG	12,750	0	Participation Fee
Total BCWG	12,750	0	
CWG	0	0	
Total CWG	0	0	
Coaching Development		1,500	Clinics/Workshops
		21,750	Coaching Conference
	4,189	6,600	Dojo Assistant
	3,883	6,150	Dojo Instructors
	536	750	Evaluations
	839	6,161	Other
Total Coaching Dev.	9,447	42,911	
General	115	100	Interested Deposits
	2,005	2,000	Visa Card Reward Program
	297	300	Tournament Sanction Fee
	362	0	Fines / Sanctions
Total General	2,780	2,400	
Grading	1,680	1,100	Kata Clinics - Steveston - Weekend - April
	1,340	1,100	Kata Clinics - Kamloops - Weekend - May
	9,815	7,000	Grading - Examination - Steveston - June
	1,650	1,300	Kata Clinics - Steveston - Mondays
	900	1,000	Kata Clinics - Steveston - Weekend - Oct
	9,100	7,000	Grading - Examination - Steveston - Dec
	720	1,000	Kata / Referee / Coaching Seminar
	3,325		Grading Misc
		2,500	Judo Canada Kata Clinic
	(2,975)		Refunds
	(15,758)	(10,000)	Judo Canada Grading Fees - deducted from rev.
Total Grading	9,798	12,000	

2012-13 PROPOSED BUDGET

INCOME

Grants	93,000	93,000	BC Sport Agency - Participation Base Funding
	10,000	10,000	BC Sport Agency - Performance Base Funding
	6,640	6,640	BC Sport Agency - Athlete Asssitance Program
	3,750	3,750	BC Sport Agency - Sport On The Move
	11,546	11,564	BC Sport Agency - Canada Winter Games (\$826/athlete)
	40,000	40,000	Gaming - Provincial Team
	5,000	5,000	Gaming - Centralization
	5,900	2,400	Project specific funding (Sport BC Carryover)
Total Grants	175,836	172,354	
Memberships	5,100	5,000	Club fees
	144,007	140,000	Individual fees
	(37,950)	(35,000)	Judo Canada fee - deducted from revenue
Total Membership	111,157	110,000	
Referee Development	746	3,000	Clinic
	397	200	Examination Fees
	1,500	1,500	Judo Canada
	10,006	9,000	Tournament Participant Fee
Total Referee Dev.	12,648	13,700	
Sponsorship	8,790	8,000	Pacific International
		10,000	Nationals
Total Sponsorship	8,790	18,000	
Total WCSG	0	0	
Total Carry Forward		0	
	412,355	533,617	

2012-13 PROPOSED BUDGET

EXPENSES

AREA	2011-12	2012-13	PROJECTION
	with projections	Proposed	
Administration	800	300	Computer software
	551	750	Internet
	155	2,500	Office Equipment
	1,626	2,000	Office Supplies
		500	Photocopy/Printing
	547	1,000	Postage / Postal Box
	1,869	2,500	Telephone/Fax
Total Administration	5,548	9,550	
Athlete Development	50	7,585	Ontario Open - Athletes
		3,866	Ontario Open - Coaches/Chaperones
	1,831	16,317	Inter-provincial Camp (See CWG)
	63,338	108,103	Nationals - Athletes
	17,304	11,899	Nationals - Coaches/Chaperones
	3,440	0	Nationals - Other
	3,174	10,000	Nationals (Kata) - Athletes
	3,631	20,000	Nationals (Masters) - Athletes
	8,208	7,500	Quebec Open - Athletes
	1,429	1,500	Quebec Open - Coaches/Chaperones
		5,000	Continental Crown - Athletes
		1,000	Continental Crown - Coaches/Chaperone
	7,873	0	Ontario Youth Open - Athletes
	1,564	0	Ontario Youth Open - Coaches/Chaperones
	3,862	0	Sask Open - Athlete (See CWG)
	1,459	0	Sask Open - Coaches (See CWG)
	1,255	1,500	Fall Camp
	3,414	3,020	Winter Camp (See CWG)
		25,487	Summer Camp
	3,383	3,500	Head Coach Travel
	2,891	3,000	Jackets
Total Athlete Dev.	128,107	229,277	
Athlete Services	6,640	6,640	Athlete Assistance Programs
	4,349	3,000	Athlete Support Funding - U17 /U20
	1,500	0	Athlete Support Funding - Jr Worlds
	750	0	Athlete Support Funding - World Cups
	3,648	0	Sport On the Move Program
Total Athlete Dev.	16,887	9,640	
BCWG	12,321	0	Participant Fee
	95	0	Equipment
	3,014	0	Judo BC Hoodies
	610	1,000	Meetings
		1,500	Debrief meeting
	48	0	Team Plaque
Total BCWG	16,088	2,500	
CWG	480	500	Games Preparation
		8,500	Pre-Games Preparation (Sask Open)
		3,064	Pre-Games Preparation (Inter-provincial Camp)
Total CWG	480	12,064	
Coaching Development	845	1,500	Clinics/Workshops

2012-13 PROPOSED BUDGET

EXPENSES

		20,360	Coaching conference
	6,174	6,850	Dojo Assistant
	5,690	5,650	Dojo Instructor
	500	700	Evaluation Fees
	2,171		Facilitor Training
	1,484		BCWG funding
	-		Meetings
Total Coaching Dev.	16,864	35,060	
General			
	1,968	2,000	GST Expenses
	5,504	6,000	HST Expenses
	121		Interest Penalty
Total General	7,594	8,000	
Grading	1,007	550	Kata Clinics - Steveston - Weekend - April
	-	800	Kata Clinics - Kamloops - Weekend - May
	-	6,000	Grading - Examination - Steveston - June
	555	2,000	Kata Clinics - Steveston - Mondays
	317	600	Kata Clinics - Steveston - Weekend - Oct
	516	550	Grading - Examination - Steveston - Dec
	1,250	6,000	Kata / Referee / Coaching Seminar
		1,200	Judo Canada Kata Clinic
		2,000	Judo Canada meeting
	51		Meetings
	224		Judo Canada
	2,047	2,500	Kata Nationals
Total Grading	5,967	22,200	
Hosting	3,792		Celebration of Judo
	59	500	Youth Provincials
	11,106	8,000	Pacific International
		10,000	Nationals (\$10,000 in 2012-13 / \$15,000 in 2013-14)
Total Hosting	14,957	18,500	
Membership Services	305	500	Recognition & Awards
	15,343	19,000	AGM
	18,455	20,000	Insurance
	21	0	membership cards
		2,400	Database
Total Membership Services	34,124	41,900	
Membership Committee	3,318	0	Clinics/Seminar
		10,000	New Programming
Total Grass Roots Dev.	3,318	10,000	
Membership Fees	890	900	Sport BC Fees
Total Membership Fees	890	900	
Organizational Development	2,214	2,500	Discipline and Appeals
	233	350	Bank Services
	6,534	6,500	Board Meetings
	4,160	2,000	General Meetings/Travel
	750	5,000	Networking

2012-13 PROPOSED BUDGET

EXPENSES

		500	Professional Development
	60	150	Societies Act
	41	0	Other
Total Organizational Dev.	13,992	17,000	
Promotions	7,640	0	Website
	1,349	0	Advertising
Total Promotions	8,989	0	
Publications	438	0	Black Belt Directory
	620	0	Digest - spring edition (last one)
Total Publications	1,059	0	
Referee Development		1,500	International Examinations
	1,062	1,000	National Examination
	12,021	11,000	National Championships
	795	1,000	Out of Province Tournament
	1,905	3,500	In Province Tournament
	1,815	3,000	Seminar/ Clinics
		2,000	Committee Expense
	3,130		BC Winter Games / Western Canada Games
Total Referee Development	20,728	23,000	
Staff & Contract Labour	33,981	60,000	Payroll Expenses - Executive Director
	19,674	1,000	Administrative Services - Contractor
	15,000	18,000	Coaching Services - Contractor
	1,941	2,500	Legal - Contractor
	2,900	1,200	Website & Graphics - Contractor
	6,840	5,500	Auditors - Contractor
	6,017	3,000	Accounting - Contractor
	374	500	WBC
Total Staff & Contract Labour	86,727	91,700	
Technical Committee	199	350	Committee Meetings
Total Technical Committee	199	350	
WCSG	-	350	Committee Meetings
Total WCSG	-	350	
Reconciliation discrepancies	(66)		
Subtotal	382,451	531,991	

APPENDIX C
AGM SCHEDULE

Friday June 15th

6:00pm Board Meeting

7:00pm Technical Committee Meeting

Boardroom C

Saturday, June 16th

7:45am **Registration & Continental Breakfast**

Westminster Ballroom

Note: Proxies must be submitted to the Secretary (Sean Hall) no later than 8:00 am

8:45am **Workshop #1**

Westminster Ballroom

Concussion Management – Club Responsibility

Guest Speaker: Seb Hartell Coordinator, SportMed Safety for SportMedBC

The workshop will focus on sharing the latest medical and scientific information about brain injury, sport risk factors, prevention techniques, and concussion management guidelines. We will also highlight the responsibility for coaches, officials, parents and the athletes when it comes to on mat assessment and return-to-play decisions.

10:15 Break

10:30 **Workshop #2**

Westminster Ballroom

Canadian Sport for Life

Guest Speaker: Drew Mitchell: Manager, Sport Technical & Performance Services, BC Sport Agency, and Bruce Kamstra, Provincial Head Coach for BC and Judo Canada's Regional Technical Support Officer for BC/Yukon.

The workshop will provide delegates with an overview of the Canadian Sport for Life Model (CS4L) and its relationship to the Long Term Athlete Development Model (LTAD). The CS4L and LTAD are quickly becoming the foundation for most national and provincial partnership programs and funding programs.

12:00pm **Lunch**

1:30pm **Annual General Meeting**

There will be an informal get together following the AGM. Location to be announced at a later date.

Sunday, June 17th

8:00am Grading and Kata Board Meeting

Steveston Judo Club

9:30am Kata Exam

Steveston Judo Club