



Biathlon BC Board of Directors

Meeting Agenda

Directors: Alan Firth, Chris Halldorson, Evan Girard, Kara Simons, Tasha Carmichael

General Manager: Roddy Ward

Administrator: Iva Rozek

Head Coach/Technical Director: Jessica Blenkarn

Date: September 4, 2024 at 7:45 pm

1. Call to order – 7:52pm
2. Approval of agenda – **Approved by consensus**
3. Approval of minutes – Monthly Board Meeting June 26, 2024 – **Approved by consensus**
4. Ratification of Motions Passed Electronically. - **None**
5. Review of Reports provided
 - 5.1. Treasurer – **See report on Slack**
 - 5.2. General Manager – **See report on Slack**
 - 5.3. Operations Manager – **See report on Slack** – Newsletter to be sent out mid-September. Please send Iva any information you would like included.
 - 5.4. Head Coach/Technical Director – **See report on Slack** - Clarification of LOU agreement with Canada Sport Institute, Whistler Sport Legacies and BiBC which is posted on Slack.
 - 5.5. Athlete Development Committee - **See report on Slack**
 - 5.6. Competition Committee - **See report on Slack**
 - 5.7. Coach Development Committee - **See report on Slack**
 - 5.8. Officials Development Committee - **See report on Slack**
 - 5.9. Sport Committee - **See report on Slack**
 - 5.10. Marketing Committee - **See report on Slack**
6. Strategic Planning
 - 6.1. Annual Budget Review – **See budget and additional financial documents on Slack.**

Highlights include an increase in grant funding to support new projects with our Indigenous and Para strategies, including coach and official development. An increase in team fees to cover some increased costs. Continued focus on Ecoaims to increase participants in biathlon and grow the sport. Budget has deficit that will be covered by viaSport grant as planned. Goal is to increase sponsorship funding over the next 3



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years to cover this budget deficit moving forward. Odlum Brown sponsorship is in its final year. Discussed budget as presented. **Approval motioned by Alan, seconded by Kara. Approved by consensus.**

6.2. Hosting Policy – The proposed BiBC Hosting Policy is almost complete. It aligns with BiCAN and Alberta Biathlon and increases the accessibility and inclusion of our races. The OCs for this year's BC Cups/U13 Champs (Sovereign, Vancouver Island, Sea2Sky and Telemark) have all reviewed the new hosting policy and are aware of changes. A townhall was held on May 22, 2024 to share changes and solicit feedback. **Action – To share new hosting policy with Caledonia and Quesnel (possible future BC Cup hosts) for them to review. Then board to review any changes and complete approval via Slack. Education session to be provided to all clubs/athletes once new hosting policy is approved to share changes.**

7. Blue Sky Brainstorming

7.1. Sponsorship/funding opportunities – Goal for funding is approximately 40,000 annually. Brainstorming strategies and ideas to achieve this goal:

7.1.1. Corporate events to court funding (i.e. EcoAims events) – Lower Mainland, Okanagan and North – Possible IBU-similar sponsors, Resource company. We will need to designate someone to organize these corporate events if we move forward with this.

7.1.2. Highlight 'Grown in BC' Athletes that will attend 2026 Olympics with corporate sponsors.

7.1.3. Develop a clear offer sheet of what we are asking for, cost and the value they will receive for their donations/sponsorship. This could include tiers of sponsorship. Main areas of sponsorship would be Events, Teams/Provincial Program, Bears and Sport Development. This was developed previously by Marketing Committee.

7.1.4. Ensure we are looking for provincial-wide sponsor to not impact sponsorship opportunities for local clubs.

7.1.5. Invest some time with Odlum Brown to try and grow their current sponsorship.

7.1.6. Explore using a videographer with high performance athletes to promote – on social media

7.1.6.1. Actions:



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7.1.6.1.1. Alan, Jess, Evan, Roddy and possibly Clark to meet with John Irvine to develop marketing strategy. Determine what is existing, what needs to be developed and then to present next steps (including solid strategy) at board meeting

7.1.6.1.2. Advertise for grant writer in September newsletter

8. In Camera session regarding staff salaries

8.1. Proposal – Increase GM salary by \$7000 annually. Increase Administrator salary to \$23/hour. Increase Head Coach/TD salary by 3% and reimburse ½ of the cost of coaching leadership course (\$3500). **Motioned by Kara. Seconded by Evan.**

Approved by consensus.

8.2. Jess requested to travel with Biathlon Canada to be the co-lead coach for IBU Cup Tour 2 from Jan 24-February 9. No compensation provided by Biathlon Canada. **Approved by consensus.**

9. Next Board meeting **Wednesday, October 23, 2024 at 7:45pm.**

10. Adjournment **9:41pm.**