

# 30-Up Club GENERAL MEETING

April 27<sup>th</sup>, 2019



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Founded in 1951  
Incorporated 1964

# 30 UP CLUB GENERAL MEETING

April 27<sup>th</sup>, 2019 5:30 p.m.  
22 Dorchester Ave. Etobicoke

## AGENDA

- 5:30 pm. 1. **Call to order.** Marjorie  
*Please Turn Off Cell Phones*  
A reminder that this meeting is being recorded
2. **Roll call of Officers.** Michelle
- 5:35 3. **Adoption of Agenda**
4. **Draft Minutes:** April 28<sup>th</sup>, 2018 General Meeting.
- 5:40 5. **Auditor's Reports:** Chaplin & Co.  
Receipt/approval of Year-end Financial Statements  
**Appointment of Auditors for 2019.**
- 6:00 6. **Directors' Reports**
- |     |                    |                   |
|-----|--------------------|-------------------|
| (a) | Treasurer          | Carol Dimillo     |
| (b) | Vice Treasurer     | Joanne Pritchard  |
| (c) | Membership         | Peter van Tol     |
| (d) | Web & Marketing    | Tom Berend        |
| (e) | Entertainment      | Justin White      |
| (f) | Social Host        | Vivianne Schinkel |
| (g) | Editor             | Peter Lee         |
| (h) | Secretary          | Michelle Strom    |
| (i) | Vice President     | John Primeau      |
| (j) | President/Goodwill | Marjorie White    |
- 6:10 7. **Standing Committee Report:**  
Pat Sclocco and Ruth Dyson
- 6:20 8. **Elections – Chair of the Elections Committee,**
- 6:30 9. **New Business**
- 7:45 10. **Adjournment**

## 30-Up Club

### Minutes of General Meeting

held at 22 Dorchester Avenue, Etobicoke  
April 28<sup>th</sup>, 2018

- 6:03 pm. 1. **Marjorie White, Presiding**  
**Call to order.** Marjorie  
*42 Members recorded and a quorum declared present  
Marjorie welcomed all attending the meeting and  
named and personally thanked the many volunteers  
who work hard to make the club successful.*
2. **Roll call of Officers.** Marjorie introduced the Board  
Board Members in attendance were:
- |                   |                   |
|-------------------|-------------------|
| President         | Marjorie White    |
| Vice President    | John Primeau      |
| Secretary         | Michelle Strom    |
| Treasurer         | Dimillo           |
| Vice Treasurer    | Joanne Pritchard  |
| Newsletter Editor | Peter Lee         |
| Membership        | Peter van Tol     |
| Web & Marketing   | Tom Berend        |
| Entertainment     | Justin White      |
| Social Host       | Vivianne Schinkel |
- Standing Committee Members in attendance were: Pat Sclocco  
& Ruth Dyson.

### 3 Agenda

Motion That the Agenda be adopted as presented.  
Moved by Ron Amyotte; Seconded by Vassa van Tol. Carried.

### 4 Minutes of Last Meeting

Motion: That the minutes of the April 29<sup>th</sup>, 2017 meeting be accepted  
Moved by Carol Dimillo; Seconded by Vivianne Schinkel. Carried.

### 5. Auditor's Report

With permission, no representative of the Auditors was present at the meeting, however, Gail Bergman was available by phone. There were no questions to put to the Board or Auditors on the Financial Statements. A Motion to accept the Financial Statements was made by Joanne Pritchard; Seconded by Peter Lee. Carried.

**Reappointment of Auditors Motions:** That Chaplin & Co be reappointed Auditors for the upcoming year. Moved: Vassa van Tol; Seconded by Ed Starling. Carried.

### 6. and 7. Reports

Motion: that the written Directors' reports and the Standing Committee reports be accepted as distributed.  
Moved by Elaine Amyotte; Seconded by Peter Lee. Carried

### 8. Election of Officers

All members of the current board and standing committee agreed to stand for reelection. There were no further nominations from the floor. The board and committee were acclaimed and the oath of office was administered.

### 9. New Business: None

### 10. Questions and Answers and discussions

Linda Francescutti thanked the Board and Standing Committee for their efforts. This was supported by all present.

Roy Chen suggested an "anniversary" dance, where previous President's (and spouses) could be invited to attend. This was further expanded by Haida's suggestion as an invitation to all former board members. Barb Wilson suggested this could be an Alumni Night or Fall Homecoming. The board thanked those present for these suggestions and will discuss feasibility and desirability at a future date.

### 11. Motion to Adjourn

Moved: Pat Sclocco; Seconded: Alex Rivas. Carried.

**THE MEETING ADJOURNED AT 6:18 p.m.**

## DIRECTOR'S REPORTS for the April 27<sup>th</sup>, 2019 GM.

**6a. Treasurer Report** See Financial Report Message  
Carol Dimillo  
Treasurer

**6b. Vice-Treasurer's Report** See Financial Report Message  
Joanne Pritchard  
Vice-Treasurer

**Financial Report** – Michelle Strom, Carol Dimillo, Joanne Pritchard  
The handling of the finances of the Club is a co-operative effort as there is work required each dance day/night as well as banking, bookkeeping, budgeting, reporting and other tasks.

We aim to operate the Club on a break-even basis, so little changes can mean a lot to our financial health. For the year ended October 31, 2018, we had effectively a break-even year (loss of \$339) compared to a profit of \$7,448 the prior year. This is a difference in the order of 2% of revenues.

We had anticipated higher costs in 2018 and accordingly increased entrance prices in January. As such, our dance revenues increased, as did our hall rental revenues, but our costs were 10% higher than last year. Our new lease, which commenced July 1, 2017, increased our costs for the second half of 2017 but had a higher impact on our bottom-line for 2018. Food and staffing costs increased as well. And there were repairs and refreshes to the Club which were costly.

We currently have sufficient cash reserves to operate the Club and will continue to operate the Club in a financially prudent manner.

### 6c. Membership Report

Previous AGM report - April 28, 2018	352
Members who didn't renew	(63)
New members	68
<hr/>	
Current Total as of March 29, 2019	357

Peter van Tol  
Membership Director

### 6d. Website and Marketing

We are extending our reach and attracting a new generation of ballroom dancers. Our website is updated every week. Our weekly email blast goes to about 750 addresses, with new adds every week. Our Facebook page reaches about 200 people, thanks to Carol Laimer's efforts. Social media depends on people telling each other about our club. Help us out – forward our emails to friends, click 'Like' on Facebook, and most importantly, BRING YOUR FRIENDS TO THE CLUB.

Tom Berend  
Web & Marketing

### 6e. Entertainment

We have had another successful year, with special events such as the New Year's Eve Dance being well attended and as far as I can tell, thoroughly enjoyed. Our theme nights seem well received, which is the result of strong advertising and gorgeous decorating by Peter and Yorkie, those e-blasts from Tom wherever in the world he may be, great work and ideas from the rest of the Executive, production of theme music by the DJs, and dedication by Teresa and the kitchen staff. Our regular dances aren't so shabby, either!

It is impossible to measure "Atmosphere", but there is an almost tangible joy at the club, created from the moment people are greeted by Frances or Valentyna at the front desk or served at the bar by Ann, and by our ever-friendly Members. Together, we occasionally do make of the moment something perfect.

Justin  
Entertainment

### 6f. Social Host

I have met so many caring members of the club and love welcoming our

new members. I look forward to greeting everyone and get quite a thrill when members come up to me to say "I didn't receive my hug today". Our Dance Host program is a continuing success with up to 20 - 25 ladies signing up to dance with our dashing dance hosts. This has encouraged single ladies to attend Friday and Saturday night dances knowing that they will not be just sitting and watching other ladies dance. On special nights when we have dance groups, we hire 2 and sometimes 3 dance hosts, of various talents, to whirl all the single ladies; to keep them all very busy. We also are trying out a Dance host at the Tuesday Tea Dances. The hosts are enjoying themselves as well by encouraging new dancers with their steps and making them feel more comfortable on the floor, which in turn entices them to return. Dance Hosts try to make sure that each lady enjoys 3 dances. It's a good thing our Dance Hosts really enjoy a lot of dancing.

Vivianne Schinkel  
Social Host

### 6g. Editor

Volunteers as a team makes our 30-Up club socially rewarding and the most danceable club in the GTA. We cover each others portfolios to make our positions practical. My portfolio includes writing articles and creating artwork and Graphics, for the Newsletter, Christmas and New-years tickets, posters and ads for the Club. I also reach out with graphics to support our teachers. Yorkie and I, also decorate the hall to help the Entertainment Director. Over Reaching further, I emerged as the club volunteer Photographer. I volunteer as a Tea Dance DJ going into year 8, to support and keep the 30-Up Tuesday afternoon Tea Dance alive. I play more interesting new and old music with interesting sound textures beyond the regular top 40 of ballroom, because music feeds the heart and soul of the dance and when we fuse music and movement, we create joy for our dancers at our afternoon Tuesday Tea Dance.

Peter Lee  
Editor

### 6h. Secretary's Report

See Financial report  
Michelle Strom  
Secretary

### 6i. Vice President Report

I want to thank the Board Members, the kitchen and bar workers and most of all the Members for their support.

John Primeau  
Vice President

### 6j. PRESIDENT'S REPORT

It is dangerous to list people who make contributions to the Club, as it is all too easy to leave someone out. Last year, I did try to list everyone, but this year I will be brief, with a bow to our wonderful Executive group who seem like the Ever-Ready bunny. (They keep on going!) One of the reasons that our club is so successful is that we have a large strong, creative group who fulfill a governance role as well as all spending many hours providing their special skills to the club at no charge.

I do have to say a special word about John Primeau, who is retiring after more than 10 years (far more!) in various positions on the Board in the service of the Club. I shall continue to seek and value his wise counsel and support.

We also recognize the wonderful work by our DJs, the backbone of the Club. The DJs all contribute in their own way, with Haida drawing in groups from all over the dance world and playing lively music as soon as he walks

in the door, Alex with his broad base of loyal groups and gratis Line Dance lessons, Larry with his theme music and complimentary Dance lessons, and Orlando with his Line dance music from 7.00 onwards. Of course, we can't forget Pat with his magnificent collection of music. And, many thanks to Peter Lee for volunteering to DJ at our tea dances.

This was a breakeven year financially, which given an increase of \$30,000 in expenses for the year to October 2018, and the large profits the last two years, I consider pretty good. Our finances seem stable this year, with no planned (!) major new expenses. With rising costs we will, however, be raising the admission price for our Tea Dance, starting July 1: at \$12 for members and \$14 for guests, a rate at which we will still be highly competitive. I also expect that at some point we will have to raise rates by a small amount such as a dollar on Friday and Saturday nights. However, there is no rush... We hate raising rates as we are trying to control our Members' costs. However, I feel strongly that we should build -rather than cut back on- our services, such as the quality of our meals and dance environment

We do continue to expand our services, with the highly successful Dance Host program in full gear at all our dances, and the introduction of Tea Dances on all Holiday Mondays in addition to our regular Tuesday Tea Dances. We are always interested in new ideas, so please keep the suggestions rolling in...

Marjorie White  
President

#### **6k. Standing Committee Members**

After the Club was redecorated in 2013 and we replaced out the dated printed wipeable oilcloths on the tables, we change 15 - 20 pieces of laundry per week and now have increased to over 40. To keep the Kitchen running in the normal efficient way that it does, I purchase supplies that are needed such as cutlery, mugs and the usual dishwasher detergent and rinse agent. In a busy place like the 30 UP Club, there are always repairs in progress.

Ruth Dyson  
Standing Committee Member

I have continued to offer valued advice and help organize decorations, linen and maintain our storage needs available to us at the 30-Up Club.

Pat Sclocco  
Standing Committee Member

		October 31	
	Notes	2018	2017
<b>Assets</b>			
Current			
Cash		\$ 44,503	\$ 60,935
Accrued interest receivable		1,465	481
Accounts receivable		10,899	7,059
Inventory		1,585	1,281
Prepaid expenses and rent deposit		5,221	5,221
		<u>63,673</u>	<u>74,977</u>
Long-term investments	2	116,195	116,195
Capital assets	3	14,072	10,907
		<u>\$ 193,940</u>	<u>\$ 202,079</u>
<b>Liabilities</b>			
Current			
Accounts payable and accrued liabilities		\$ 5,745	\$ 16,644
Sales tax payable		6,721	5,688
Customer deposits		3,615	1,549
		<u>16,081</u>	<u>23,881</u>
<b>Members' equity</b>			
Net assets		177,859	178,198
		<u>\$ 193,940</u>	<u>\$ 202,079</u>

See accompanying notes

Approved on behalf of the board of  
30 Up Club Inc.:

\_\_\_\_\_  
Marjorie White, President

\_\_\_\_\_  
Michelle Strom, Secretary

	Year ended October 31	
	2018	2017
Revenue		
Door attendance	\$ 188,151	\$ 177,775
Rent - hall	89,046	76,857
Memberships	14,558	15,580
Bar service	13,496	13,062
New Year's party	9,894	9,195
Interest	985	1,690
Miscellaneous	45	198
	<u>316,175</u>	<u>294,357</u>
Expenses		
Amortization	3,109	3,727
Beer, liquor permits and licenses	9,752	9,429
Cleaning	16,880	14,991
Disc jockey and entertainment	51,746	49,707
Floor workers	40,524	36,602
Food and catering	63,903	57,915
Insurance	4,741	4,575
Miscellaneous	74	264
New Year's party	6,290	6,961
Office and general	1,867	1,646
Professional fees	5,600	5,000
Realty taxes	22,077	20,118
Rent	57,920	54,300
Repairs and maintenance	12,752	4,103
Security system	730	709
Soft drinks	269	265
Telephone	592	573
Travel	634	632
Utilities	17,054	15,392
	<u>316,514</u>	<u>286,909</u>
Excess of (expenses over revenue) revenue over expenses	(339)	7,448
Net assets, beginning of year	<u>178,198</u>	<u>170,750</u>
Net assets, end of year	<u>\$ 177,859</u>	<u>\$ 178,198</u>

See accompanying notes