

FRASER SQUADRON MINUTES

Date: Mon Feb 8/21	Time: 7:00pm	Location: virtual meeting via zoom
Minutes: KV		Chair: Cleve Pryde

Attendees: Cleve Pryde, Anne-Marie Vermeer Pryde, Byron and Donnie Buie, Dave Mellis, Meredith Williamson, Peter Lefroy, Les and Jan Muller, Kathleen and Paul Vanderwood

Regrets: Vidas Vitkus, Bob Everson, Jack Tang, Bob Juulsen

Guests:

Chair: Cleve Pryde

Minutes: Kathleen Vanderwood

Call to order – 1900 hours

1) **Roll Call** – Welcome to Bridge members ... 7:10pm

2) **Previous Minutes – Motion to Accept** Meredith Williamson; **Seconded by:** Les Muller

3) **Officer Reports**

a) **Commander's report – (Cleve Pryde)**

Fraser Squadron

Commander's Report 2021-02-08

Let's hope we don't have to repeat the last year but its clear we are not out of the woods yet. It's still near impossible to get together so there is nothing planned from the point of view of "normal" activities. I'm sure missing getting together as a group.

Speaking of normal activities, we did take a crack at a Flare Recovery day with Steveston Hardware. Once again, both Vancouver and Fraser approached the store. In the end, the store was only interested in an Apr time; we thought June would be better, so the whole thing was put on the back burner. (so planning on June, if it's possible)

The Virtual Boat Show is coming up and PMD is recruiting volunteers to man the booth so to speak. There is no sign-up sheet yet but let me know if you are interested. (free to attend online)

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PMD had a meeting on Monday past. Yves Dauphinais presented the new CPS-ECP Business Plan. Of course it was in my mind a bit of a rescue plan to cut costs and focus on what the executive feels is important to move ahead in this horrendously bad economic situation for the organization.

I believe the plan is to issue a copy but I'll try and hit some of the highlights from my scribbling.

- The originally planned dues increase was not accepted
- Now looking at a formula where a member will receive discounts if signing up for a multi year membership; the offer will be increased every year by a control like cpi
- As a part of this, National is looking at reducing Squadron and District contributions given there is an expectation that Squadron and District costs will reduce as National plays a bigger role in handling training administration
- Expenses for the Scarborough building related costs are being limited to \$50k
- In the throes of reducing National expenses by 20% in 2021
- Also considering: co-op students, outsourcing, hybrid working, work sharing and more expense analysis
- National is seriously considering a one-time contribution from Squadrons; the number on the table is 20% of a Squadrons' assets as long as the Squadron can afford it; a smaller amount for smaller squadrons
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From a membership point of view, the decline continues so a membership recovery project has been undertaken. I believe the first result of that was the Membership Renewal Live Event that was held on Feb 2. I tried to link into it but could not get the link to work. Paul was more successful!!! Yves did make the comment that the membership benefits no longer seem to be attractive to potential members. The idea of re-branding is still on the back burner; I'm of two minds about that.

Microsite development is underway with National reaching out to squadrons to aid in this development. However, I don't believe Fraser has been approached yet. National is aware of who our webmaster is. There is a link to the Fraser Squadron site; however, I am seeing some content re squadrons directly in the microsites. This might be something to jump on as the National site evolves into the 'goto' site for training.

To continue, the Business Plan suggests that course administration will be pretty much administered by National. That is the finances, material distribution to students, exam fees. So from a remuneration point of view, National will receive 75% and Squadrons will receive 25% of course revenues. Not sure if the squadrons have had a chance to comment on this yet. The 4% surcharge on credit card orders will no longer be applied. Any year end surplus with regards to courses will be distributed to the Squadrons proportionally based on participation. The intent is to try this structure for a year and then re-evaluate.

This is interesting as National believes it is losing money on several courses; although after saying that, I did not understand how they were determining the cost of each course. Accordingly, National feels it is making money on B2/3 but losing money on ROC.

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National is convinced the future is with on-line training; the classroom is dying. In fact re PCOC training, 94% is being done on-line. The classroom is 3%. Not sure what happened to the other 3 % 😊 I suspect the Covid environment may be skewing these numbers.

CPS-ECP market share of PCOC training is tiny. Boaterexam.com has 63% of the market, Boatsmart has 28% while CPS-ECP has 9%.

There is a consideration to re-think the District / Squadron structure. The current thought is to divide the country up into 5 zones, each zone being overseen by a National Board Member. This is just at the discussion level at this point.

PY rate increase has been approved in principle; \$10.00 >>> \$14.00

Merit Mark system is near ready to receive data; bit more testing

365 and TEAMS access is increasing.

I did not submit a report at the last PMD meeting; I did submit a report at the Dec meeting. The theme of that report was essentially a cry for help regarding the on-line training issues that Peter and Paul were struggling through: that is, losing data, losing students, course unavailability on course night, difficulty finding support for specific problems that they were incurring. I can only hope it received some attention as we did not have a chance to present the reports. I did get to talk to it at a high level and my comments seemed to be acknowledged.

Respectfully submitted
Cleve

b) Executive Officer –

c) Membership Officer – Paul Vanderwood

1. Membership Numbers:

We show **179** members on the 'directory' report from the IT system as of **2021 02 07**.

Membership Numbers:

<i>Active Members</i>
Associate = 3
Lady Associate = 5
Regular = 156
Regular Life = 15
<i>Total = 179</i>

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The total represents a decrease of 44 members since approximately one year ago.

Paul also added that we have lost approximately 40 members out of 225, this could include a large number of seniors who may no longer be in boating. National is going to check back in their file base to 2019 to check with members who may have 'dropped off', possibly being unable to re-subscribe with the new system.

It is interesting to note that the Canada wide membership is currently 10,000 (down from 40,000)

Respectfully submitted:

Paul Vanderwood

Membership

d) Education Officers – Peter Lefroy Assistant Education Officer – Byron Buie

First I would like to thank Paul and Kathleen Vanderwood and Byron Buie for all the work they have done since the last Squadron Bridge Meeting. Without them the Education Department would not function. They have all put in untold hours of work and if the Merit Marks ever come back they deserve double the hours of credit for what they have done.

To say that the past year has been difficult would be an under statement. Covid 19 caused CPS to cancel any and all classroom classes and go to only an online class system. The system they were using was not easy to say the least with the control of it being held by only a few. We did however manage to get through but lost half our students as they did not like the new format. For that I do not blame them as our strength has always been the back and forth between instructors and students. This is what really made our group successful. Anyway we got through.

Then over December a decision was made to transition to a different server and we were told that it was going to be much better. Well needless to say after many online meetings we held our first class last week, Wednesday, February 4th and it is much the same as before. Control is being held in the hands of a few and it is difficult to add any local input which would add value to the experience of our students. Paul however has found a way around this. Anyway we have moved on and have five students signed up for the Online Boating 2/3 Course. Last year at this time we had twelve. (As of the writing of these minutes, we now have 7 students).

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Byron Buie chose a different route. He decided to buck the system and is basically operating outside CPS. What a smart thing he did. He tested four students last week, has two new students signed up and six students left to write the exam. Again it looks like the VHF Course will be the star of the show in 2021.

At this time I would like to officially ask for a raise in pay for all of us from zero dollars to twice that amount. My heart and mind cannot take the stress.

Mostly respectfully submitted
Peter Lefroy

e) Treasurer – Meredith Williamson

Current balance of account: \$25,179.04

I am still unable to log onto my CPS account and after advice from Don Griffin, which also didn't work, I have completely given up. I can therefore only pay invoices that are forwarded to me. I have received a few invoices from Peter for class materials, however was hoping that I'd be able to get access to the account and take care of the entire outstanding balance on one cheque, but that's not going to happen.

Very few transactions on the account this past year, except for a few class refunds and course material purchases as authorized by Peter Lefroy.

I haven't received the usual notifications from PMD with regard to Pacific Yachting invoices, or anything else so am unsure what is going on there.

I did receive an email from Barb Blake yesterday, Feb 5th, that notes the following:

"National has been sending out invoices for the ROCM Cards sent to students. However they should not be sending them for the ONLINE courses. That is supposed to be included in the fee collected. We only see \$30 of that fee.

So if you suspect you have been charged for ONLINE students, you will have to get National to reverse that invoice. I have seen 2 such invoices so far: One for Coquitlam and one for Quesnel. I suspect there are more.

Today I learned that they are now netting what they owe us with what you owe them. So we need to be vigilant on what they are billing us.

Barb Blake

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Treasurer PMD”

However, as mentioned, I cannot check anything, as I can't sign on to review the Fraser account.

Respectfully submitted,

Meredith Williamson

f) Secretary – Kathleen Vanderwood

Thank you as always for the reports that are emailed to me prior to the meeting.

g) Public Relations – Jan Muller

no report

h) Cruise Master – Dave Mellis

no report regarding cruises at this time

i) Environmental Officer – Les Muller

The Point Roberts Marina is capable of mooring 1000 boats; with the departure of boats due to the border closure with Covid, there are now 200 boats at Point Roberts Marina.

Les also advised that the Marina is for sale for \$25million ...

j) Webmaster – Bob Everson

absent

k) Fairlead Editors – Vidas Vitkus, Gouri Chinnappa

As of the writing of these minutes, Vidas has sent out a Fairlead test email and he is asking for feedback (additions, deletions).

l) Multicultural Officer– Jack Tang

absent

m) Admin Officer – Anne Marie Vermeer Pryde

no report

n) Port Captain

o) Regalia Officer – Donalda Buie

Please advise Donnie if you wish to purchase any regalia that she has in stock; she has lots of items for sale.

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p) Historian – Bob Juulsen

absent

Paul Vanderwood ‘moved’ and Peter Lefroy ;seconded’ that the officer reports be accepted as presented. All in favour.

4) Business arising from previous minutes

Re Membership: National has hired a full time staff person whose job is now to follow up with memberships that have expired.

Re Microsoft 365: Bridge members now have a Microsoft 365 account.

5) New Business

It was noted that the anchor kit is currently kept in the Vanderwood’s garage.

Paul V ‘moved’ and Jan M ‘seconded’ that the Squadron purchase a new laptop for the Education Officer, Peter L. Cleve will contact Bob Everson to ask him to make this happen. All in favour.

For information: Regarding the new training/education environment, National sets the pricing for the courses (in the past, each Squadron could suggest a price for their particular course).

Regarding officer positions for the next fiscal year, Cleve will send a message to the membership to see if anyone is interested in taking on the role of Commander, and he’ll also check with other Bridge members, to see if they are interested in keeping their current position or would like to make a change.

6) Adjournment

- **Time:** 2108 (9:08pm)

- **Motion by:** Anne-Marie ‘moved’ and Peter Lefroy ‘seconded’ that the Bridge meeting be adjourned.

We all commented that it was very nice to connect once again; we shared a few laughs and good comments with our meeting.