



EOSARDA Board Meeting

Sunday, 20 March 2022

1:30

Via Zoom

Draft Minutes

In attendance:	Barbara Englehart	Lamar Mason	Wendy VanderMeulen
	Jacques Chenais	Gavin Currie	Geoff Clarke
	Ron Gardner	Gerry Johnson	Bob Pitruniak
	Dave Western		

Not in attendance (regrets not received – understandably): Arlo Speer

1. Opening Remarks Dave Western
Attached as **Appendix A**

2. Minutes of February 20, 2022 Meeting Dave Western
Attached as a separate document.

Motion: To accept the minutes as distributed.

Moved: Wendy; **Seconded:** Barb; **CARRIED**

3. Committee Reports

3.1 Operations Committee

3.1.1 2021-2022 Financial Statements NIL Report

3.1.2 Registrar’s ReportNIL Report

3.2 Dance Committee

3.2.1 Swing into Spring..... Wendy VanderMeulen

Wendy reported that after the cancellation of SiS 2022 and after sending refunds to those pre-registered dancers who did not wish to have their registration fees carried over to 2023, there is still \$1,905 in pre-registrations in the bank.

Also, the Committee is looking for a new member to replace Wendy as Registration and Treasurer. This can be one person or two. Wendy will continue as “cheque writer and financial report provider” (as the cheques and bank information are at her address) but not as a committee member.

3.3 Publicity Committee..... Lamar Mason

Lamar’s written report is attached as **Appendix B**.

Lamar shared a screen showing the proposed change to the www.eodance.ca website, highlighting the addition of a link specifically for non-dancers looking for more

information on square, round, and line dancing. Currently, the link – highlighted in a hard-to-miss bright yellow – reads “Interested in Dancing? Click here to find out more.” The PC is afraid that is not clear enough in indicating it is for NON-dancers. Suggestions for a change in text were provided, which Lamar will take back to the committee for a decision.

On behalf of the Board, Dave thanked the committee for their hard work. Kudos!!!

3.3.1 International Plowing Match.....Lamar Mason

From Lamar’s email of March 19: *As background, a 10 x 10 ft exhibitor space for the 5 days of the IPM would cost \$695 plus tax. Additional expenses would be incurred for day passes for people manning the booth between 8 am and 10 pm each day (total likely around \$1000). It is a major commitment but offers high visibility and is our only opportunity to distribute flyers for EOSARDA clubs and engage the public at the IPM, unless we are approved for entertainment. Given the high cost, Publicity is seeking input from Board members.*

The Board discussed in some detail, including the note that a request would be made to the Ontario Federation for financial assistance, as this event does draw people from a huge area, and the PC does plan to advertise dancing in all of Ontario.

Motion: That EOSARDA support the application for a booth at the International Plowing Match in September 2022 and related expenses up to a maximum of \$1,5000.

Moved: Lamar; **Seconded:** Barb; **CARRIED**

3.4 Club Liaison Committee NIL Report

3.4.1 COVID Related Expenses Subsidy for 2022-2023 Geoff Clarke

Geoff suggested and the Board agreed, that the COVID subsidy, as discussed previously, expires at the end of June 2022 and does not need to be continued for 2022-2023. See budget discussions (item 5.4)

3.5 Technology Committee NIL Report

4 Update on SOCAN/Re:Sound Negotiations Dave Western

Attached as **Appendix C.**

5 Council of Dancers Meeting Dave Western

5.1 Confirm date of Sunday, May 15
Confirmed.

5.2 Confirm who, of current Board, will return to the Board for 2022-2023
All current Board members agreed to return to the Board for 2022-2023.

5.3 Confirm Meeting agenda
Attached as **Appendix D.**

5.4 Confirm draft budget to present to Council

Bob's draft budget is attached as **Appendix E**.

After considerable discussion, the following changes were approved to bring forward to the Council:

- Under Publicity, add a line item "International Plowing Match" for \$1,500 (see item 3.3.1, above)

Under Club Liaison:

See attached **Appendix F**.

- Increase New Dancer Recruiting Subsidy from \$2,000 to \$4,500
Motion: To change New Dancer Recruitment from \$2,000 to \$4,500 for the fiscal year 2022-2023 which includes full reimbursement of eligible expenses to a maximum of \$300 per club.
Moved: Geoff; **Seconded:** Jacques; **CARRIED**
- Increase Dancer Leader Training from \$200 to \$1,200 – the number of leaders is drastically low, and an extra effort must be put into building up our leader numbers.
- Eliminate CSRDS pins – there are sufficient in stock
- Reduce New Dancer Celebrations from \$700 to \$300 – historically, very few claims for reimbursement of expenses are received.
- Increase Square Time Printing/Postage from \$400 to \$700 – anticipating higher printing costs, post-COVID.
- Increase Recognition and Awards from \$0 to \$100 – some expenses are expected.

This results in a difference to the bottom line of \$2,900 or a net Loss of \$8,428. The revised budget, as will be submitted to Council of Dancers, is attached as **Appendix G**.

6 Other Business

Jacques asked that requests for EOSARDA subsidies be processed more quickly than has been done in the past.

7 Date of Next Meeting

Sunday, May 15, 11:00 AM, prior to the Council of Dancers meeting on May 15 at 1:30 PM.

8 Adjournment

Meeting adjourned at 3:45 pm.

Appendix A – Opening Remarks

Are we there yet? Is it over? Can we finally put the pandemic behind us?

For some the answer seems to be “Yes”. Rates of death and serious infection are on a downward curve and the rules are finally relaxing . For most venues, capacity restrictions and vaccine passports are little more than unpleasant memories and, with some exceptions, wearing a mask is about to become optional.

But for others, it’s either “We’re not sure” or “Not yet”. People are still getting sick, some are ending up in the ICU and, while the death rate from the disease may be down, its not yet zero. To complicate matters further, there is a new, more infectious, Omicron variant loose in the land. So, no, for many people its not yet over.

Last April, I forecast that “the resumption of dancing [in autumn 2021] is becoming more and more problematic. A start date of January 2022 seems more likely, but even this may prove optimistic.” Not a bad guess as it turned out!

A few clubs have indeed started dancing, albeit with various restrictions and conditions in place . Hopefully they can keep going without further interruption. And some larger events such as Veer North and Kingston Magic seem likely to go ahead barring any unforeseen circumstances. But many clubs have indicated that they will wait until September before resuming operations.

Today’s challenge is to put together a meaningful agenda for the up-coming AGM at which a new Board of Directors will be elected. The challenges that the next Board of Directors will face will likely be very different from the ones we have faced over the past two years. But the knowledge and experience of each one of you is going to be needed more than ever before as we strive to recover from two years of darkened and silent dance halls. Together we have made a strong team. I would like nothing more than to continue our working relationship in the year ahead.

Dave Western

Appendix B – Publicity Report

The Publicity Committee sees this year as critical in terms of attracting new participants. We are working on or looking into the following activities:

1. International Plowing Match, September 20-24, 2022
 - We have submitted an application to provide entertainment/demos at this event. We are waiting to hear if we have been accepted
2. Possible demonstration in Kingston – August 2022
 - Publicity is going to reconnect with Kingston to see about restarting the original demonstration planned for August 2020.
3. EOSARDA Facebook page
 - Not much uptake by existing members in terms of joining
 - We will look at ways to increase the effectiveness of the FB by encouraging Clubs to create events and share with their local area groups and friends
 - How to do this will be shared on a Zoom publicity meeting with Clubs later in the year (June-ish)
4. Information for people visiting the eodance.ca site
 - Publicity Committee has finalized the pages it wishes to publish for people interested in finding out about dancing
 - We are trying to find a balance on the eodance.ca website Home page between information for current dancers and information for potential dancers. High visibility is needed for the information for potential dancers if we are to attract new people. Social media is the information source of younger generations: we need to respond to that. Our current website does not welcome newcomers --- it supports existing dancers. **Publicity needs to know recruitment efforts on the website are supported by the Board.**

I must also advise the Board that Carole Lauzon has stepped down from the Publicity Committee to focus on other activities. I would like to thank Carole for her amazing contribution over the past 4 years. She is a passionate supporter of square dancing in Eastern Ontario and her efforts on all our behalfs will be missed.

Submitted by
Lamar Mason
Chair, Publicity Committee

Appendix C – Entandem Project Report

Since we last reported to this BOARD in February, there has been a great deal of work on our part on the proposed SOCAN and Re:Sound agreements with the CSRDS, but not much progress.

Re:Sound

Over a month ago, the project team submitted to Entandem a draft CSRDS/Re:Sound Memorandum of Understanding that embodied all of the points to which Entandem’s representative had previously agreed, along with suggested wording intended to clear up the many misunderstandings about the application of Re:Sound’s tariffs to our members.

In particular we were seeking confirmation from Re:Sound that for the purposes of calculating Re:Sound licensing fees

- **“Room”** means the total area of any facility rented by a Licensee for the purpose of dancing.
- **“Room Capacity”** means the number of people attending the event.
- **“Class”** means a single session with a start and end time on a single day. For example, a dance workshop being held over 3 days would be 3 “classes”.
- **“Dance Class”** means a lesson in dance including but not limited to: regular weekly dance lessons, the review of material previously taught, and special dance workshops.
- **“Dance Event”** means a dance with a start and end time on a single day, at which no dance instruction takes place.

We were also seeking assurance that:

Re:Sound Licence fees for dance *classes* conducted by a Licensee will be calculated on the basis of Re:Sound Tariff 6b (Appendix A below);

and

Re:Sound Licence fees for dance *events* conducted by a Licensee will be calculated on the basis of Re:Sound Tariff 5b (Appendix B attached).

To date we have had no reply from either Entandem or Re:Sound to our proposed text.

SOCAN

A little over 2 weeks ago we received from Entandem a revised draft of a CSRDS/SOCAN agreement that was a significant improvement over the first draft they had submitted earlier this year. The proposed text included all of the licensing features that we have been seeking (unlimited portable licence at a flat annual fee with no reporting). Within 3 days of receipt of the new draft, we advised Entandem/SOCAN that we were in general agreement with most of the provisions in the revised draft.

However, the new draft also included a provision requiring Society, on an annual basis, to identify and provide full contact information on all CSRDS members requiring SOCAN licences. We had to advise Entandem/SOCAN that Society would be unable to comply with this requirement since it does not possess this information. In its place we offered to provide CSRDS members seeking a licence under the new agreement with proof of membership in CSRDS.

To date we have had no response to our suggestion.

In the meantime, Entandem has begun issuing invoices for 2022 licensing fees. In most cases, these invoices are not consistent with what has been agreed to orally during the course of our negotiations with Entandem, a fact that is causing some consternation among CSRDS members seeking to renew their licences for this year.

We have drawn our concerns to Entandem's attention but have nothing further to report at this time.

Dave Western
on behalf of the Project Entandem Team

Appendix a Tariff 6B (Dance and Fitness)

This licence covers the use of recorded music to accompany fitness and dance classes, skating, and other fitness activities. "Class" is defined as a single instance within a session or program of courses, with a start and end time, on a single day.

Licence Period

This is an annual licence that covers the use of music for the previous year's dance classes

How the Licence Fee is Calculated

For establishments that hold dance classes, the 2022 **fee per class (plus tax) is: \$ 0.467**

Example: In 2022, Capital City Square Dance Club used recorded music during 60 dance classes (2 classes per week, 30 weeks per year): $60 \text{ classes} \times \$0.467 = \$28.02$ (plus tax) licence fee.

Payment Due Date

Reporting and payment for each year is no later than January 31st of the year following the dance instruction.

**Appendix b
Tariff 5B (Live Events)**

This licence covers the use of recorded music at live events including, but not limited to, receptions such as wedding receptions, conventions, assemblies, fashion shows, and other similar live events.

Licence Period

This is an annual license that is based upon the number of events held during the year.

How the Licence Fee is Calculated

Licence fees are based upon the number of events, the capacity* of the room, and whether or not dancing took place at the event. The rates are as follows:

Room Capacity (Number of Attendees)	Fee per Event Without Dancing	Fee per Event With Dancing
1 to 100	\$9.25	\$18.51
101 to 300	\$13.30	\$26.63
301 to 500	\$27.76	\$55.52
Over 500	\$39.33	\$78.66

\$ Example: In 2022, Capital City Square Dance Club used recorded music at their usual venue for 4 events with dancing in a room with 150 people in attendance at each event. The 2022 Re:Sound license fee is \$106.52 (4 events x \$26.63) plus tax.

\$ A Square Dance club may hold special events at venues that charge Re:Sound/SOCAN fees as part of the facility rental charges in which case no addition fee is payable to Re:Sound

Payment Due Date

Reporting and payment for each year is due no later than January 31st of the following year.

**See suggested definition of Room Capacity on page 1.*

Appendix D – Draft Council of Dancers Agenda

1:30 Sunday 15 May 2022

- 1. Call to Order**
 - 1.1. Opening Remarks David Western
 - 1.2. Confirmation of Quorum Barbara Englehart
- 2. Acceptance of Agenda** David Western
- 3. Minutes of November 2021 Meeting** Arlo Speer
- 4. Reports**
 - 4.1. Operations Committee
 - 4.1.1. 2021-2022 Financial Statements Bob Pitruniak
 - 4.1.2. Registrar’s Report Barbara Englehart
 - 4.2. Dance Committee
 - 4.2.1. Possible Open Dances Wendy VanderMeulen
 - 4.2.2. Swing into Spring Arlo Speer
 - 4.3. Publicity Committee Lamar Mason
 - 4.4. Club Liaison Committee Geoff Clarke
 - 4.4.1. New Dancer Recruitment Subsidy
 - 4.4.2. Dance Leader Training Subsidy
 - 4.4.3. New Dancer Celebrations
 - 4.4.4. Dance Dangle Program
 - 4.4.5. Square Time
 - 4.4.6. Recognition & Awards
 - 4.5. Ottawa Area Callers’ Association Ron Gardner
 - 4.6. Seaway Valley Square and Round Dance Association Gerald Casselman
 - 4.7. Ontario Square and Round Dance Federation tbd
- 5. Old Business**

None
- 6. New Business**
 - 6.1. Financial Assistance
 - 6.1.1. New Dancer Recruitment Subsidy Program Jacques Chenais
 - 6.1.2. Dance Leader Training Bursary Program Geoff Clarke
 - 6.2. Upcoming Promotional Opportunities
 - 6.2.1. EOSARDA at the International Plowing Match Lamar Mason
 - 6.3. Budget 2022-2023
 - 6.4. Non-Board Volunteers for Publicity and Club Liaison Mason/Clarke
 - 6.5. Election of EOSARDA Board of Directors for 2022-2023 David Western
- 7. Roundtable Discussion**

Clubs’ Plans to Return to Dancing Club Delegates
- 8. Next Council of Dancers Meeting**

20 November 2022 at 1:30?

Appendix E – Financial Documents

Budget Assumptions

for budget dated 2022-03-21

1 General

Dancing will resume in September 2022. As a starting estimate, we will have 70% of 2019 dancers returning and paying fees.

Society paid for insurance fees for EXISTING DANCERS for calendar 2022. EOSARDA will collect insurance fees for all dancers for calendar 2023.

2 Revenue

EOSARDA Dues: EOSARDA will collect fees this dance year.

Dance revenue: There will be an EOSARDA winter dance this year.

SquareTime: There will be “normal” income here.

3 Expenses

OSRDF Dues: There will be fees to remit to OSRDF.

Board meetings: We pay for Zoom again for EOSARDA Board and Council of Dancers meetings. In case we decide to have one or more in-person meetings there is a small amount added to cover hall rental.

Publicity: Publicity will promote the 2022/23 dance year. EOSARDA will have a booth at the International Plowing Match to be held in the Kemptville area in September 2022.

Website/hosting: A fixed cost unrelated to the number of dancers.

Repairs etc: Carry forward of past amount.

Leader training: We will budget for a leader training initiative sometime in calendar 2023.

SquareTime: We will print hard copies beginning in fall 2022.

Dance expenses: There will be an EOSARDA winter dance in 2023.

NOTE: Additional information has been omitted from the on-line version but is available upon request to secretary@eosarda.ca .

Appendix F – Club Liaison

CLUB LIAISON POINTS FOR EOSARDA BOARD MEETING OF 20 MARCH 2022

Agenda Item 3.4.1 – COVID Related Expense Subsidy for 2022-2023

- Current program expires on June 30, 2022
- **DO WE REALLY need it for 2022-23** when only ONE club has made a claim under the current program & it wasn't the club that asked for "assistance" in the first place?!!
- IF the Board feels we should continue it, then we need to review the amounts - \$2,000 is way too much; & \$100 per club seems very low.
- Clubs 'active' (4) now include – Crazy A's; Glengarry Tartans; Lockits; & Meri Squares. Only Meri Squares have made application. To honest, the amount of \$\$ spent on "COVID Related" expenses so far at Lockits has been <\$100, so no big deal!
- Of the remaining 16 SD Clubs; 2 RD Clubs & 2 Line Clubs – Even though all will become active in the Fall, will there be a NEED for COVID related expenses as the "protocols" are being relaxed now and very likely there will be NONE in place come September? We think not!

• **OPEN FOR DISCUSSION.....**

RE: DRAFT BUDGET FOR 2022-23

- There was no "call for budget" to the Committees so far this year for 2022-23, but CLUB LIAISON has been reviewing the figures presented by Bob and have the following suggested 'adjustments'
 - **COVID Related Expenses Subsidy** – reduce the amount or eliminate it entirely following Board discussion of this item first.
 - **New Dancer Recruiting Subsidy** – consider **increasing from \$2,000 to \$3,000** to help the clubs even further as we 'rebuild' this activity. Perhaps taking the \$\$\$ from the COVID funding?
 - **Dance Leader Training Subsidy** – we are in DIRE STRAITS for both Cuers & Callers as we have NO active Cuers other than John C & NONE on the radar? Similarly with Callers, due to death & retirement previously along with the health & aging of our current active Callers, we MUST find a way to recruit new! NOT SURE HOW, but again suggest we fund it **by adding \$1,000 to the current \$200 draft figure**. Again, taking it perhaps from the COVID funding?
 - **CSRDS Pins** – no funding is needed as we have 60 on hand, so **change the \$100 to \$0**
 - **Visiting Dangles** – **leave that amount** in for now, but I think we need to 'revisit' that program given that we're going to have to 'rebuild' our activity.
 - **New Dancer Celebrations** – anticipating that all clubs will need to 'recruit' this coming year, we do anticipate some 'celebrations' taking place. However the \$700 figure is probably high & **we suggest \$300** - \$50 postage + ~\$250 for travel, although that may be too high – but a start point.
 - ***** WE HAVE A VACANCY IN 2022-23 FOR THIS ROLE****
 - **Square Time Printing/Postage** – as Gerry has already identified, he anticipates needing **\$700** for this item.
 - **Recognition & Awards** - \$0 showing in the draft budget but, as identified back in 2019, it is felt that **\$100** is an appropriate amount for this activity now that we're heading back to the dance floors!