

**Minutes of a Meeting
Squash BC
Executive Committee
November 13, 2007**

Present: John Roche, Kevin Kydd, Bill Vipond, Mark Robinson, Jack Vereecken

1 Black Knight Offer

- Black Knight of Canada has put before the board a sponsorship deal which would see Squash BC endorsing the use of Black Knight squash balls in all sanctioned squash tournaments in the province, in return for a cash consideration, a supply of squash balls, and racquets for junior development.
- As he is personally sponsored by Black Knight, Mark Robinson did not participate in this discussion due to conflict of interest.
- There was some initial enthusiasm for this proposal, both as a revenue generator and as a way to spur some competition between manufacturers.
- Black Knight has offered a similar deal to the Atlantic Provinces and it is our understanding they have accepted.
- John has talked to Squash Canada, and they are in the final stages of accepting a national deal with Dunlop.
- There was some question as to the value of talking to some upper level players to see what they think.
- Kevin said that he has tested them and although there is a little bit of difference, this would probably be negligible to the average player. Victor Berg claims they are not bad, but not as good as the Dunlop.
- The Vancouver Squash League is sponsored by BK and encourages clubs to use BK balls. Use of BK balls is not mandatory.
- Bill wanted to know the total value of the Dunlop deal to Squash BC. Kevin calculates that on the retail cost of the balls that Dunlop supplies, (120 dozen soft balls and 18 dozen hard balls) the value is approximately \$5400. The total of the Black Knight deal is approximately \$5420.
- Bill wondered what the implications of accepting the deal would mean vis-a-vis the Squash Canada deal with Dunlop, and what would accepting the deal do to our relationship with the national body.
- Kevin noted that it costs Squash BC money to send out balls as a tournament package no matter who our sponsors are.
- As Black Knight would only supply us with 45 dozen balls, this number would not be enough to supply all the tournaments, so we would have to buy more balls from them, which basically nullifies the cash component of the deal.
- A final decision was deferred until the details of the Squash Canada agreement with Dunlop are known. Until then, it will be impossible to compare the national agreement with the Black Knight offer.

2 Squash BC Planning Session 2008-09

- The focus for the planning session is the 2008/09 budget year.
- The session is to be conducted over one evening and the following day. Current status of the committees and each zone will be discussed in the Friday evening session. Mark would like to hear brief zone summaries from the regional reps. Bill suggested that each of the reps be asked what two areas would they like Squash BC address in their zone.
- Saturday will consist of a session for each major committee. Committee chairs will each facilitate the session discussion for their area.
- Kevin suggested that we try and engage everyone in the committee chair dialogues.
- During the wrap-up at end of day, one item will be Kevin's walk-thru of his paper on how to promote squash at the club level.
- Bill asked that this document be circulated before the meeting, and that we make a concerted effort into encouraging the reps to take an active part in the discussions. This can be achieved by focussing on the agenda items that are of most concern to the zone reps such as leagues, coaching, tournaments etc.
- The only other agenda item that needs to be added is Other Business, which will be added at the end of the meeting.
- The dinner portion on Friday night will be lengthened, and the meeting after will start at 7:30.
- Spouses are invited, but Squash BC will not be responsible for any spousal costs.

3 Post Secondary Program

- It was noted that there is \$3000 in the current year's budget for the post-secondary squash program, and that we still have not found a successful candidate to fill this position.

4 Time and Date of Next Board Meeting

- Next board meeting has been scheduled for December 11, 2007 at 7:30 pm.