

COMMITTEE REPORT – October 18, 2022

DPAC:

Next meeting to be determined

BCSTA-Provincial Council

-next meeting is in October – the alternate should consider attending

BCPSEA:

-receiving updates about the bargaining

-the Symposium is scheduled for November 7 – the current alternate should consider attending as I will no longer be on the Board

**Respectfully submitted,
Lora Lee Brekke, Trustee**

Trustee Report to Board, October 18, 2022

The LESS PAC: AGM and regular meeting October 11/22. Minutes attached. Highlights:

- AGM - board of directors: Theresa Tremaine, chair; Eva Hicks, vice-chair/secretary; Jason Clarke, treasurer; DPAC rep, Katrina Sumrall
- Regular meeting - bouldering wall materials arrived. Planning a celebration. fundraising ideas discussed. PAC sponsored parenting workshops discussed.

SDCC – nothing to report

Respectfully submitted,

Rhonda Farrell
Eastern Zone, trustee

Lucerne School
Parent Advisory Council Meeting
MINUTES
6:30pm, September 8, 2022
Lucerne School

Present: LESS Principal Nick Graves, Vice Principal Justin Bisson, Robert, Theresa, Amanda, Marija, Mark, Jason, Eva

Chair Robert called the meeting to order at 6:35 p.m.

1. Adoption of the Agenda

MOVED by Theresa and seconded that the agenda for the September 8, 2022 LESS PAC meeting be adopted as presented. CARRIED

2. Minutes of the Previous Meeting

MOVED by Amanda and seconded that the minutes of the June 22, 2022 LESS PAC meeting be adopted as presented. CARRIED

3. Reports

Principal's Report- Good start to the year. Staff committee formed last year planned theme days for the first week back at school. First day of classes for high school is Friday September 9. New staff welcomed. Intake meetings for parents to come meet with teachers will be happening. September 28 is orange shirt day. September 29 is harvest fest. September 23 is a pro-d day.

Financial Report- gaming 928.52, general 4179.47

MOTION to write a cheque for 1470.00 to the school for the bouldering wall. MOVED by Amanda and seconded. CARRIED.

School District Report- see attached.

DPAC Report- nothing to report.

4. Old Business

Bouldering wall update- expecting package to come September 13 or 14. More Core Drilling donated \$6000.00 towards the project. PAC will have to figure out what to do with any extra funds. Theresa will make a thank you ad for all the donations from local businesses.

5. New Business

Fundraising ideas-Future things might be swimming lessons possibly in the spring and then starting the 6-8 week program in September 2023 again, hopefully. Winter gear for

students to access winter sports and outdoor ed programs. Canoe raffle possibly in spring around may days.

Baseball- Starting September 13. Running through PAC allows for liability insurance. Request for funds form- effective immediately fund request forms will need to be filled out when asking for money from PAC.

AGM- Tuesday October 11 at 6:00 pm. Advertising with posters and school Facebook page.

6. Next Meeting

The next meeting will be October 11, 2022 after the 6:00 pm AGM.

7. Adjournment

The meeting was adjourned at 7: 25 p.m.



**Serving the
Columbia
Basin**



**Build A
Sales
Funnel For
Your
Business &
Products**



**Learn The
Difference
Between
Marketing &
Sales**

**The Three
Major
Components
Of A
Plan For
Rising Rates**



**How To
Build A
Simple
Sales
Strategy**



**The
Connection
Between
Rising
Interest Rates
& Inflation**



**BASIN BUSINESS
ADVISORS PROGRAM**

A PROGRAM OF
**Columbia
Basin trust**

ADMINISTERED & MANAGED BY
KOOTENAY PEAKS ADVISORY
BUSINESS ADVISORY SERVICES FOR OWNERS

**NEW
WORKSHOPS**

Upcoming Scheduled Workshops (via Zoom)

Be Rate Ready: Rising Interest and Inflation Rates in the Basin

React to Rising Rates in your Business. The combination of rising interest rates and high inflation is affecting every business in the Basin. Business owners must understand how these external forces are impacting their balance sheet and income statements and build a plan to know when they need to act and adapt to changing rates.

6:00 pm - 7:30 pm PST / 7:00 pm - 8:30 pm MST

Session 1: The Basics of Rising Rates & Your Business

Monday, Sept 19

Learn the basics of interest and inflation rates and then understand the sensitivity that your operating margins and profitability have to these rate changes.

Session 2: Building a Plan to Adapt your Supply Chain to Rising Rates

Monday, Sept 26

Once you understand the impact rising rates will have on your business, it's important to build a plan to react and build resilience in your business.

Lean Into Your Sales Process And Build A Plan

Successful sales and selling techniques are driven by repeatable sales processes and thoughtful plans. Learn how to turn marketing into sales through **Planning for Sales in the Basin**. Learn how to use a sales process and a sales strategy tailored for businesses in the Kootenays.

11:00 am - 12:30 pm PST / 12:00 pm - 1:30 pm MST

Session 1: The Marketing Mix – Defining Marketing and Sales for your Business

Thursday, Sept 22

It's easy to confuse marketing and sales in your business. However, marketing and sales are not the same things.

Session 2: The Sales Cycle – from Leads to Sales to Referrals

Thursday, Sept 29

Every sales process has seven key steps that should be defined for your customers and your business.

Session 3: Sales Operations and Measuring Progress in the Basin

Thursday, Oct 13

Successful salespeople use data to track conversions and measure the success of the sales process and marketing tactics.

Session 4: Pulling it all Together: Deliver Results with a Sales Strategy

Thursday, Oct 20

Once you have your marketing strategy, sales tactics, sales process, and conversion measurements in place, you can build your sales strategy to deliver the desired results while planning for sales in the Basin.

Cost: Just Your Time (but pre-registration is required). These workshops are available to residents of the Columbia Basin. To register visit www.bbaprogram.ca/workshops/ click "Read More" to learn about each workshop and to register!