### **Springwater Sports Heritage**

**Township Administration Centre** November 24, 2015 7:00-9:00

**ATTENDEES** 

**Directors** Larry Simpson, Chairperson

> Frank Archer Barbara Fralick Paul Priest Darrin Robertson

Denise Ritchie-McLean Mike Townes Jennifer Coughlin, Council

Ex Offico Lou Belcourt, Inductee

**Recording Secretary** Faye Stone

Ron Belcourt, Township Resource Regrets

> Brenda Quinlan **Brad MacDonald**

PREP ITEMS	<b>DISCRIPTION/VERSION</b>	<b>COMMENT</b>
Minutes	2015,4,15 Board Minutes	Distributed
Minutes	2015,5,6 Induction Committee Minutes	Distributed
Minutes	2015,7,8 Director of Finance Meeting	Distributed
Policies	SSH Financial Policies & Procedures Approved 2014,23,9	Distributed
Report	June Financial Summary	Distributed
Agenda	Township Finance & Audit Committee Agenda 2015,6,3	Distributed
Report	Township Reserve Report	Distributed
Report	Township 2014 Consolidated Audited Financial Statements	Distributed
Document	2016 Budget	<b>Email Approval</b>
	2016 Induction Documents	
Document	<ul> <li>2016 Induction Guidelines</li> </ul>	Email Approval
Document	<ul> <li>2016 Nomination Form</li> </ul>	Email Approval
	<ul> <li>2016 Nomination Supporting Material</li> </ul>	
Document	2014,12,21 Organizational Structure	Distributed
Document	2015,11,24 PRIMARY Objectives Working Update	Distributed

#### 1. Confirmation of a Quorum and Call to Order

Moved by: **Denise Ritchie McLean** Seconded by: **Darrin Robertson** 

THAT the meeting of the Springwater Sports Heritage Board of November 24, 2015 has a quorum present and will come to order at 7:00 pm **Carried** 

#### 2. Opening Remarks

- Business Cards were distributed and feedback requested
- Video from 2015 CASH Conference in Nova Scotia shown
- The main focus of the meeting was introduced as Introspective Considerations of SSH

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#### 3. 2015,4,15 Board Minutes

#### 3.1. Approval as distributed

Moved by: Paul Priest

Seconded by: Jennifer Coughlin

THAT the Board minutes of April 15, 2015 be approved as distributed

**Carried** 

#### 4. SSH Introspective Considerations

The creation of a vision and the design and development of a supportive infrastructure were noted as impressive achievements of this Board. However, after two and one half years, Larry outlined the need to learn lessons from these initial steps, to reassess, to redesign where needed and recommit the Board's efforts.

To that end and using a power point presentation, Larry led the Board through a review/consideration of the following key fundamentals of SSH.

#### Purpose

- To digitally chronicle, preserve and provide internet access to Springwater's sports heritage.
- To ceremoniously acknowledge and exhibit the awards of exceptional sporting contributions and achievements of Springwater's Athletes, Builders and Teams.

All present felt these elements continued to capture the principal purposes of SSH. The wording "provide internet access" was seen by some as confusing and may be replaced by a reference to 'media' 'website'.

The addition of a third element in reference to "Active Achievers" "Active Elite" was discussed as connecting the past to the present.

<u>Action</u>: Larry will compose a revision to be presented at the next Board Meeting

#### Organizational Structure

Using the visual graphic "2014,12,21, Organizational Structure" (see APPENDIX A) the following was reviewed

#### **Board**

The affairs of the Springwater Sports Heritage are administered by a Board. The Board provides leadership, governance, succession planning, operational &

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strategic accountability. The Board consists of nine Directors & two Ex Officio members supported by five Standing Committees.

A discussion took place re the terms of office of Ex-Offico Board members. Jennifer reported that the Township Council member's term would follow the election cycle. Lou expressed concern that the Inductee member's term might follow the induction cycle to give current and recent input to the Board. Retired Ex-Offico members would be welcome to continue as valued standing committee members.

## <u>Action</u>: Larry and Lou will compose a revision to be presented at the next Board Meeting

A review of each Standing Committee's Primary Objectives was held:

#### Facilities & Displays

Investigate Hall designs, locations, display opportunities, presentation awards & memorabilia possibilities

#### Financial Planning

Oversee financial administration; safeguard assets, data, personal information; mitigate financial risks, fraud and theft; prepare funding strategies

#### **Induction**

Maintain & manage a biennial inductee nomination & selection process that culminates with an induction ceremony

#### **Promotion**

Prepare & execute communication strategies with individuals, Sport Associations, Media & Governments

#### **Sports Heritage**

Digitally facilitate procurement, organization, preservation, promotion & dissemination of Springwater's sports heritage

<u>Action</u>: There was a consensus that the stated primary objectives of the Standing Committees reflected their goals and responsibilities at this time.

#### Communications

A discussion re using emails was reviewed and confirmed as a necessary and effective means of communication.

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Larry noted that he would attempt to monitor appropriateness and number of attachments. He also noted that it is essential that all members attempt to ensure that-

- o Emails are read in a timely manner
- They are responded to where appropriate
- Disapproval feedback is offered where needed

#### Succession

#### Constitution, Section C: 4. Term of Office

Directors serve a three-year (3) term and additional terms if prepared to do so and if duly elected. The inaugural Board will have Directors' terms set to replace three (3) Directors each year to help provide consistency. When possible, to help provide stability and consistency, the Board will endeavour to minimize the number of Directors being replaced at any one time. Ex Officio Members' "Term of Office" is the responsibility of the group they represent.

Three Year Succession Plan									
Amended February 4, 2015									
2015, 2016, 2017 2015, 2016 2015									
Mike Townes	Larry Simpson	Frank Archer							
Darrin Robertson	Denise Ritchie McLean	Brad MacDonald							
Barb Fralick	Brenda Quinlan	Paul Priest							

A discussion re the succession model as amended Feb. 4, 2015 was held. Most felt that this format was an effective means of maintaining continuity and stability as well as bringing new points of view to SSH. Some points were stressed

- Board members may be excused from their role at any time if and when the need arises.
- As outlined in the constitution, Directors may serve additional terms if prepared to do so and if duly elected. It was stressed that past Board members would be welcomed back to serve as valued Standing Committee members.

A review of the 2015 "End of Term" time -frame for three SSH Directors was discussed. Their plans were shared with the Board and/or the chair. It was shared that two of the three are considering retiring their positions. The third is prepared to continue in his positions if numbers warrant.

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<u>Action:</u> Notice of the vacancies to the SSH Board will be added to the Springwater Link as well as the in Mike's Springwater News weekly article. Larry encouraged all members to share Potential candidate names with him. Contact will be made with various local Sports Associations to advise them of these vacancies.

#### Meetings

A review of various meeting elements was undertaken and agreed to

#### <u>Frequency</u>

Board meetings will be held at least three times per year: AGM, Spring and Fall. It's expected that Standing Committees will carry the majority of the workload.

#### Duration

Will continue to try not to exceed 2 hours

#### Location

To be Township Administration Building

#### **Minutes**

The Board expressed their gratitude to Faye for her well documented and timely minutes

#### Annual Report and Annual Meeting

"An email notice of the AGM to the Board Members and a declaration of the date, time and location of the AGM on the SSH website must occur a minimum of four (4) weeks' before the AGM takes place."

Moved by: **Barb Fralick** Seconded by: **Mike Townes** 

THAT the AGM of the SSH be scheduled for Thurs. Jan. 14, 2016 at 7:00 pm at the Township Administration Centre

#### Carried

<u>Action</u>: Jennifer to book a room at Township Administration Centre, Larry to add a notice to website and send required emails, Standing Committee chairs to be prepared to make brief presentations

#### 5. Standing Committees' Reports and Business

#### 5.1. Facilities & Displays

#### 5.1.1. Chairperson's Report

Paul noted that he continues to investigate storage facilities and structures. A large, glasses cabinet in Administration basement was viewed as an appropriate

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structure to move to the foyer area for display of SSH artifacts/signage. Paul will encourage Arena staff to assist community members in sorting and distributing Fall Fair material from the cabinet area. He will attempt to reclaim a portion of display area for SSH.

A discussion was held re the possibility of using a portion of the Arena display cabinets as a secure area for housing the TV.

<u>Action</u>: Paul and Larry will contact Ron Belcourt to assist in investigating the implementation of the above suggestions.

#### 5.1.2. Plaqued Poster given to three of the five 2014 Induction Sponsors

- Diamond Head Sprinklers, Powell Jones and Sexton's each given a plaqued poster of the 2014 Inductees.
- Marshall Insurance have been in the midst of moving and have not advised members of their wishes. Currie's has declined.

#### 5.1.3. Banner Usage Schedule

Banner usage continued to be encouraged

#### 5.1.4. Artifacts and Memorabilia

5.1.4.1. Arena Cabinet: See agenda item 5.1.1.

#### 5.1.4.2. Storage and Display at Springwater Administration Centre

- Reference April 15, 2015 Board Minutes
- See Agenda item 5.1.1. above

A discussion took place re seeking the use of the upstairs of the Arena as a locale for a larger and more permanent display area for the SSH. This area is presently deemed a Hall and used as such with rental fees. Its access is not open to the public for rink viewing nor for tournament teams. Many felt that it has wall space on the east wall for display. Barb recommended that the Board look into a Pilot Project of renting the room on the occasion of large assemblies such as tournaments/ Maple Syrup...This might help address the significant rest/assembly /viewing area needs of the Arena as well as displaying SSH material. SSH/volunteer supervision would be needed.

<u>Action:</u> Further discussion and investigation is essential and will require an awareness of the pending Township renovation plans.

#### 5.1.5. Elmvale Community Arena Renovation

- Jennifer noted that the Draft (note DRAFT) six year capital plan shows an addition to the Elmvale Arena that includes new accessible washroom and space for the Hall of Fame in 2017.
- The next meeting will be held on Dec. 14, 2015.

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 The Master Recreation Plan for the Township is also completed and the Township is beginning to set moneys aside in anticipation of those potential needs.

<u>Action</u>: Jennifer to continue to represent and speak to the needs of SSH whenever/wherever possible.

#### 5.2. Financial Planning

#### 5.2.1. Chairperson's Report

 In Brad's absence, Larry presented a SSH updated financial report (see Appendix B) and current Township Trial balance (see Appendix C)

## 5.2.2. Review July 8, 2015 Township Director of Finance Meeting Minutes 5.2.2.1. 2014 Audit Confirmed Completed

• Jeff Schmidt, Township Director of Finance, confirmed the completion of the Township 2014 Audit and that SSH's financial activity and reporting was appropriate and satisfactory.

#### 5.2.2.2. Township Reserve Fund Statement & Practice

 Larry reported that his meetings with the financial staff of the Township assured him that the reserve funds of the SSH are in place and can be transferred to the SSH Acct. as needed. The Township Trial Balance page showing the transfer to reserve of \$19,533.59 is attached (see APPENDIX D).

#### 5.2.2.3. Online Payment Availability/Options/Process

 Various options to assist those purchasing Induction Ceremony tickets were discussed. Options ranged from using a third party to submitting an online form with related details including credit card information.
 It's possible that a Township account could be used directly for deposit

<u>Action</u>: This will require further investigation as the Township options are changing and there still remains approximately seven months before the Induction Ceremony tickets will be made available for purchase.

#### 5.2.3. Confirmation of email approval request for 2016 Budget

Moved by: **Denise Ritchie-McLean** Seconded by: **Darrin Robertson** 

THAT the 2016 Budget be approved

**Carried** 

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#### 5.2.4. Development of a SSH Sponsorship Plan

<u>Action</u>: The current preliminary development will be further worked on by the Standing Committee and brought back to the Board for consideration.

#### 5.3. Induction

#### 5.3.1. Chairperson's Report

Darrin reported that the date for the 2016 induction ceremony is scheduled for Friday Sept. 30th. He advised that the Barrie Country Club has been booked. The cost will be in the same range as the 2014 ceremony.

<u>Action</u>: Darrin will forward a request to Denise Ritchie- McLean to make a deposit payment in the sum of \$800.00 to the Barrie County Club. Denise will forward this to Township staff

5.3.2. Approval of the 2016 Induction Committee Minutes of May 6, 2015

Moved by: Barb Fralick Seconded by: Denise Ritchie-McLean

THAT the 2016 Induction Committee Minutes of May 6, 2015 be approved as distributed

**Carried** 

5.3.3. Confirmation of email approval request for 2016 Induction Guidelines, 2016
Nomination Form and 2016 Nomination Supporting Material

Moved by: Mike Townes Seconded by: Barb Fralick

THAT the 2016 Induction Guidelines, 2016 Nomination Form and 2016 Nomination Supporting Material be approved

**Carried** 

#### 5.3.4. Approval of Critical Path and Venue

CRITICAL PATH									
2016 INDUCTION									
	2015								
Sept (early)	Board to review/amend/approve critical path & recommended action								
Sept	Confirm Venue with Barrie Country Club								
Oct (mid)	Nomination Forms available								
Oct	Contact Previous Unsuccessful Nominations								

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Nov-Apr	Monitor nomination process								
2016									
April	Confirm Sponsors								
May 2	Deadline for Nominations								
May (end of)	Board Nomination Evaluation								
June (wk 2)	Inductee Election								
June (end)	Inform Inductees/Delegates/Nominators								
July (early)	Inductee Announcement Press Release								
July (mid)	Inductee/Delegate Communiqué								
July (mid)	Tickets available for Inductees/Delegates & Sponsors								
Aug (wk 1)	Tickets available to public								
Aug (mid+)	Inductee/Delegate Communiqué								
Sept 30th	Ceremony								

Moved by: **Denise Ritchie-McLean** Seconded by: **Jennifer Coughlin** 

THAT the 2016 Induction Critical Path and Venue be approved

#### Carried

#### 5.4. Promotion

#### 5.4.1. Chairperson's Report

<u>Action</u>: Mike indicated that he would promote the appeal for person interested in becoming Directors of the SSH Board in both the Township Link and Springwater News. Continued reference to the upcoming Nomination process will also be a focus of his attention.

**5.4.2.** Sport Associations Developments

<u>Action</u>: Plans to get together with various local sports Association representatives are ongoing.

#### 5.5. Sports Heritage

5.5.1. Approval of May 5, 2015, June 15, 2015 and November 3, 2015 Sports Heritage Committee Minutes

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Moved by: **Darrin Robertson** 

Seconded by: Lou Belcourt

THAT the Sports Heritage Committee Minutes of May 5, 2015, June 15, 2015 and November 3, 2015 be approved as distributed

**Carried** 

#### 5.5.2. Follow-up of Minutes

#### 5.5.2.1. Appointment of a Sports Heritage Committee Chairperson

 As was noted in the last Heritage Committee minutes, Barb is staying on as a member of the committee but relinquishing her Chair duties.
 Members of the Board were asked if anyone would be interested in assuming the Chair duties. Interested members should contact Larry/Barb

<u>Action</u>: Larry will act as Chair of the Heritage Committee until a replacement is found.

#### 5.5.2.2. Bereavement/In Memory Protocol

- This item, as outlined in the June 15, 2015 Heritage Committee
   Minutes, was brought forward to the Board for review and discussion.
   The emphasis seemed to be on ensuring that SSH notification should be in an after "common knowledge" time frame.
- Discussion took place about the possibility of having a
   "Commemorative" heading, where appropriate, for Inductees that
   pass away. The Committee consensus was that it would be positive
   and add to the historical usefulness of the website and the Inductees'
   information.

<u>Action:</u> Add a "Commemorative" heading to the website for Inductees that pass away. It was recommended that ....If/when an Inductee passes a link may be included that could send the viewer to the Inductee's obituary, eulogy, summary thoughts, newspaper articles etc.

#### **5.5.2.3.** Inductee Profiles Update

- Larry reported that these profiles are being updated to the website as they are completed.
- Mike Patchell has been successful in locating descendants of Lloyd Turner. Follow-up is underway to have them established as a delegate and provide additional content should it be available.

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#### **5.5.3.** Website

#### **5.5.3.1.** Data Report

 Larry displayed a chart (see APPENDIX E) prepared by Brenda Stanley that indicated various usage statistics with respect to the SSH website.
 Unique visitors, Number of Visits, Pages Displayed etc.

The committee will continue to monitor usage.

#### 5.5.3.2. Development Plans

 Larry shared a working site map (see APPENDIX F) outlining the present and proposed navigation menu elements and their sub categories.

Two new menu elements called **Heritage** and **Active Elite** are presently not up and running but do indicate the focus of the Heritage Committee's effort. As content is sourced, gathered and written these elements will be fleshed out. Frank shared his **Input Request Form** which he has handed out. It requests family members to recall an **Elder Elite** in 100 words and add any pictures or documentation. Hopefully this might add to the SSH repository of the many significant athletes and builders from our Township. Some of these may even go on to become candidates for Induction in the SSH Hall of Fame.

#### 5.5.4. Social Media

• Trish Campbell is continuing to expand the Active Elite inventory. She has developed a Q & A form that may be used as a template for interviews.

#### 5.5.5. Projects

Larry indicated that the three main projects underway by the Sports Heritage
 Committee include

#### 5.5.5.1. Active Elite

- Name: This project has been referred to by a collection of potential names. The current popular title is "Active Elite".
- Criteria for Inclusion: The Committee is currently using the following criteria to determine if the Individual or Team qualifies. "An amateur or professional Township of Springwater individual or team participating in a recognized sport at a regional level or higher."
- Relationship between the Blog and website is being explored to ensure minimum effort will produce significant results. By using the Blog and/or other Social Media the "Active Elite" on the website should be able to receive the content automatically.

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#### 5.5.5.2. Figure Skating

• In the short-term the Figure Skating working group will upload George Allen's Sports material related to Figure Skating and then expand and fine-tune as more content is located/developed.

#### 5.5.5.3. School Sports Heritage

Jennifer continues to explore this option

#### 6. Elmvale Community Arena TV

As noted in the Heritage Committee Minutes, the original TV supplied by Don Stoddart
was damaged. It was replaced. The replacement is now set up in the arena.
Originally, it was suggested that the use of a protective glass be sourced and obtained.
Members of the Board suggested that it may be possible to place this TV directly in the
trophy cabinet which would make it even more secure.

#### Action: Larry and Paul will investigate this option

 Plans for the TV continue to include –Announcements, Active Elite, Inductees and Advertisements

#### 7. Next Meeting

Moved by: **Denise Ritchie-Mclean** Seconded by: **Barb Fralick** 

THAT the next Springwater Sports Heritage Board Meeting will be the AGM at 7:00 p.m. on Jan. 14, 2016 at the Township Administration Center. The spring meeting will be held in April at the call of the chair.

Carried

#### 8. Adjournment

Moved by: **Darrin Robertson** Seconded by: **Jennifer Coughlin** 

THAT the Springwater Sports Heritage Board Meeting adjourn at 9:30 p.m.

Carried

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#### APPENDIX A

# ORGANIZATIONAL STRUCTURE Board & Standing Committees

### Induction

Maintain & manage a biennial inductee nomination & selection process that culminates with an induction ceremony

### Board

The affairs of the Springwater Sports Heritage are administered by a Board. The Board provides leadership, governance, succession planning, operational & strategic accountability. The Board consists of nine Directors & two Ex Officio members supported by five Standing Committees.

#### **Sports Heritage**

Digitally facilitate procurement, organization, preservation, promotion & dissemination of Springwater's sports heritage

#### **Financial Planning**

Oversee financial administration; safeguard assets, data, personal information; mitigate financial risks, fraud and theft; prepare funding strategies

### Facilities & Displays

Investigate Hall designs, locations, display opportunities, presentation awards & memorabelia possibilities

#### **Promotion**

Prepare & execute communication stategies with individuals, Sport Associations, Media & Governments

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#### **APPENDIX B**

#### **FINANCIAL STATEMENT**

Springwater Sports Heritage 2015 Fiscal Year as of November 24, 2015

RESERVE ACCOUNT	Beginning Balance		19,533.59		
	Transfers In/Out	_	0.00		
	Current Balance		19,533.59		
		INCOME	EXPENSE	AR/AP	NET
<b>GENERAL INCOME/EXPE</b>	NSE				
Donations					
Elmva	le District Maple Syrup	500.00			
General Exper	nditures				
3 Post	ters Plaqued		193.24		
1 Post	ter Plaqued		59.00		
Busine	ess cards		203.52		
CASH	2015 Membership		50.00		
2 Post	ters Plaqued		122.07		
Totals		500.00	627.83	0.00	-127.83
ARENA TV					
TV Purchase 8	k Instalation				
Don S	toddart, Key Mortgage Partners	1,231.07			
The H	eart of Business		1,108.62		
Sponsors					
TBD					
<b>Content Devel</b>	lopment & Maintenance				
TBD					
Totals		1,231.07	1,108.62	0.00	122.45
WEBSITE					
Donations					
TBD					
Development					
Phase	II Version 1		1,841.86		
Maintenance					
TBD			183.16		
Totals		0.00	2,025.02	0.00	-2,025.02
GRAND TOTALS		1,731.07	3,761.47	0.00	-2,030.40
Balance as per Township	o November 24, 2015				-2,030.40
	,			=	,

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#### **APPENDIX C**

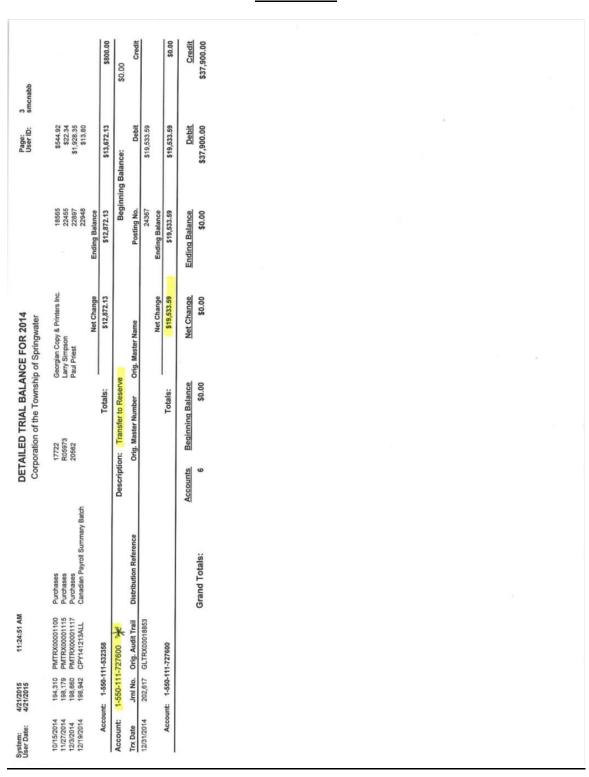
	APPENDIX C									וט																		
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	Include: Posting, Unit	Beginning Balance:	Posting No.	1769	Ending Balance	-\$1,731.07	Beginning Balance:	Posting No.	1865	9626		Rage 8314	10069	Ending Balance	\$627.83	Beginning Balance:	Posting No.	1702	Ending Balance	\$1,108.62	Beginning Balance:	Posting No.	21369	20060	Ending Balance	\$2,025.02	Ending Balance	\$2,030.40
NCE FOR 2015 p of Springwater	No Subtocais Fund	Heritage	Orig. Master Name	February 2, 2015 Courter Depos June 10, 2015 Courter Deposit	Net Change	-\$1,731.07	s - Sports Heritage	Orig. Master Name	Lerry Simpson	Larry Simpson	Georgian Copy & Printers Inc.	Canadian Association for Sports Heritage	Larry Simpson	Net Change	\$627.83	Heritage	Orig. Master Name	The Heart of Business	Net Change	\$1,108.62	Maintenance - Website - Sports Heritage	Orig. Master Name	#68	The Heart of Business	Net Change	\$2,025.02	Net Change	\$2,030.40
DETAILED TRIAL BALANCE FOR 2015 Corporation of the Township of Springwater Geografi advance	Subtotal By:	Description: Donations - Sports Heritage	Orig. Master Number			Totals:	Description: Materials & Supplies - Sports Heritage	Orig. Master Number	JAN 2015	03250	19200		ROSSSS		Totals:	Description: Advertising - Sports Heritage	Orig. Master Number	l		Totals:	Description: Maintenance - Web	Orig. Master Number		HOBOSSE		Totals:	Accounts Beginning Balance	4 \$0.00
	To: 2016-12-31 1-650-111-332515	ě	Distribution Reference	Key Mortgage Partners Emvale & District Maple Syrup			Dec	Distribution Reference	Purchases	Purchases	Purchases	Purchases	Purchases			De	Distribution Reference	Purchases			Dec	Distribution Reference		Purchases			Acco	Grand Totals:
12:59:11 P.M	1481126	1-550-031-481126	Orio. Audit Trail			031-481126	1-550-111-532201	Orig. Audit Trail	•		PMTRX00001179		PATTRX00001187		111-532201	1-550-111-532234	Jent No. Onlo. Audit Trail	PMTRX00001138		111-532234	1-550-111-532282	Orig. Audit Trail				111-532282		
2015-11-24	From: 2015-01-01 1-550-031-481126	1-550-03	Juni No.	201,979		Account: 1-550-031-481126	1-550-11	Jrml No.	202 084	206,853	208,414	208,504	210,286		Account: 1-550-111-532201	1-550-11	Ind No.	201.635		Account: 1-550-111-532234	1-550-11	Jul No.	222.617	221,007		Account: 1-550-111-532282		
System: User Date:	Ranges: Date: Account	Account:	Tox Date	2015-02-02		Accol	Account:	Trx Date	2015-01-29	2015-04-22	2015-04-28	2015-04-28	2015-05-21		Accol	Account	Tex Date	2015-01-39		Accol	Account:	Trx Date	2015-10-30	2015-11-03		Accor		

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#### **APPENDIX D**



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#### **APPENDIX E**

Month	Unique visitors	Number of visits	Pages	Hits
Jan 2015	198	309	3,368	22,015
Feb 2015	259	369	3,376	22,612
Mar 2015	302	440	1,725	11,809
Apr 2015	363	553	3,223	18,709
May 2015	307	482	3,553	24,808
Jun 2015	486	799	12,776	44,152
Jul 2015	301	604	3,183	16,773
Aug 2015	294	554	1,544	12,207
Sep 2015	304	462	1,051	7,494
Oct 2015	367	628	2,327	12,353
Nov 2015	282	494	3,933	23,218
Dec 2015	0	0	0	0
Total	3,463	5,694	40,059	216,150

### **Unique Visitors**

The number different days a visitor visited the website.

#### **Number of Visits**

The number different times visitors visited the website

#### <u>Pages</u>

The number different pages visitors visited while on the website ....

#### <u>Hits</u>

The number different actions visitors engaged in while on the website

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#### **APPENDIX F**

