



Canadian Baton Twirling Federation

La Fédération Canadienne de Baton Sportif

2023 Canadian IBTF NC/WC Qualifier Report

The 2023 CBTF Qualifier for the IBTF Nations Cup/World Championship was initially intended to be held jointly with CBTF and CNBTA, but those plans did not bear fruit.

The competition was large for a single weekend – the preliminary round for the group events was held Friday evening following the Opening Ceremony. Saturday and Sunday were two very full days of competition.

The competition engaged 10 judges, with 84 athletes participating from five provinces.

The 2023 Qualifier Organizing Committee consisted of:

- Competition Director: Jeff Johnson
- Entry Processor: Dana Peteleski
- Lead Tabulator: Cindy Dietrich
- Athlete Rep: Shawna Spencer
- Host Province Coordinator: Jen Olson

It was appointed by the CBTF Board at the 2022 Fall Conference.

The purpose of this report is to document how the 2023 Qualifier event was organized and run, and to make recommendations for the benefit of future competitions and CBTF.

Financial results have been provided by the CBTF Treasurer and are attached to this report. The competition will report a loss of \$13,764.

Summary of Action Items & Other Recommendations

- 1) Update the CBTF Roles & Responsibilities document appendices with the 2023 metrics.
- 2) Award National Event hosting responsibilities using a competitive bid process, involving at least 2 potential Local Organizing Committees. This selection process should occur 3-4 years in advance of the competition itself.
- 3) Engage a professional accommodations coordinator, to maximize the benefits of the Stay to Play policy. In the alternative, for competitions that will not benefit from invoking the Stay to Play policy, Gym Fees should be increased significantly (100% - 150%) to fill the revenue gap.
- 4) Establish/revise travel reimbursement policies & practices, specifically regarding air travel.

Recent Metrics

Recent matches

	2015	2017	2019	2023				
Location	Winnipeg, MB	Saskatoon, SK	Winnipeg, MB	Oshawa, ON				
Venue	University of Manitoba	University of Saskatchewan	University of Manitoba	Durham College				
Date	May 16 – May 17	May 20 – May 21	May 18 – May 19	May 18 – May 22				
Competition Format	IC Qualifier only	IC Qualifier only	IC Qualifier only	NC/WC Qualifier only				
# Athletes	NB	16	NB	7	NB	2	NB	10
	NS	5	NS	1	NS	2	NS	0
	QC	0	QC	0	QC	0	QC	0
	ON	33	ON	16	ON	20	ON	25
	MB	14	MB	9	MB	11	MB	5
	SK	50	SK	32	SK	28	SK	21
	AB	21	AB	21	AB	24	AB	23
	BC	0	BC	0	BC	0	BC	0
	Total	139	Total	86	Total	87	Total	84
Profit (Loss)	5,445	9,525	(4,573)	(13,764)				

Organizing Committee

The 2022 Qualifier was initially conceived as a competition that would be held jointly with CNBTA to select the Canadian Contingents to the IBTF Nations Cup and IBTF World Championship competitions in Liverpool, England. That would be a single unified competition that would select the best athletes to represent Canada, without regard to their affiliated organization (CBTF or CNBTA). Early in 2023, the plan for a joint Qualifier was abandoned.

CBTF appointed its members to the organizing committee at the 2022 Fall Conference, with the expectation that it would be a joint organizing committee and that CNBTA would appoint its own members in corresponding positions. A budget for the competition was presented in January 2023, after the joint qualifier approach was abandoned.

As recommended in previous competition reports, organizing committee appointments should be made 18-24 months before the competition itself, and a complete budget should be submitted at the same time for review and approval by the CBTF Board of Directors.

Financials

The financial result of the competition is extremely disappointing. The competition ran at a deficit of \$13,764.

A loss had been expected - the first budget for the competition was presented in January 2023 and it had projected a significant loss (\$8,756).

The major factors contributing to the additional \$5,008 loss:

- Revenue was 1,505 under budget
 - o Entry Fees and Gym fees were \$1,614 lower than expected
 - o Other revenue items were, in fact, near or slightly-above the budget plan
- Expenses were 4,003 over budget. The three largest variances were:
 - o Catering (judges and officials): 1,835 higher-than-expected
 - o Flights (judges and officials): 2,277 higher-than-expected
 - o Judges wages: 1,775 higher-than-expected
 - o Other expense items were near or below the budget plan
- The competition initially planned to use 9 judges. Due to many overlapping judging conflicts, the competition had to hire an additional judge very late in the process. This primarily impacted the travel, wages, and catering, and travel.

- The competition was initially scheduled to run over two days. Due to the size, an additional evening of competition was also required. This primarily impacted the wages and catering expenses.

The 'Stay to Play' policy was in effect for this competition, and the competition did receive 2 complimentary rooms at one of the accommodation properties. The competition received no tourism grants and no accommodation room-night rebates.

The competition did not receive any revenue from the room-nights we generated for either of the two host properties. This had a direct impact on the competition's bottom line. Even with a rebate of only \$10/night, 100 rooms over 3 nights would have generated \$3000 in revenue. To generate the equivalent amount of revenue using the Gym Fee, the Qualifier Gym Fee would have to be \$80/athlete.

Air travel costs are, essentially, uncontrolled. There is no CBTF policy or guideline regarding:

- Travel dates
- Carrier or flight selection
- Fare class
- Seat selection fees
- Luggage fees

There is no effective or enforceable CBTF policy that allows organizers to manage or control overall air travel costs. This is not a problem that can be solved simply by 'booking earlier'. CBTF should have policies in place that help organizers control the cost of air travel associated with the competition.

Tabulation

Within the tabulation department, everything ran quite smoothly. A special 'Thank You' goes out to Cindy Dietrich, Raquel Whitwell, and Jennifer Johnson for their work in Tabulation throughout the competition.

The IBTF introduced a new set of tabulation software for the Nations Cup and World Championship competitions. Because of our close relationship with members of the IBTF Executive, we were able to obtain an 'early release' version of that software and use it at our competition. Cindy was able to work with this software in early May – this pre-competition experience was very educational, and that extra work helped make the competition weekend itself run smoothly.

Respectfully submitted,
Jeff Johnson, 2023 CBTF NC/WC Qualifier Competition Director

2023 NC/WC Qualifier - Oshawa			
Statement of Operation			
at Sept 03, 2023			
INCOME	Actual	April Estimate	Variance
Advertising	590.00	825.00	(235.00)
Entry Fees	16,683.00	18,072.00	(1,389.00)
Fundraising	290.00	400.00	(110.00)
Grants	-	-	-
Gym Fees	3,735.00	3,960.00	(225.00)
Gym Rental	4,350.00	4,000.00	350.00
Merchandise Commission	743.80	800.00	(56.20)
Program Sales	260.00	100.00	160.00
Sponsorship	500.00	-	500.00
Vendor Tables	-	-	-
Miscellaneous	-	-	-
Total	27,151.80	28,157.00	(1,005.20)
EXPENSES			
Accomodations	5,087.20	4,800.00	287.20
Airport transfers, parking	645.78	1,500.59	(854.81)
Awards	2,385.14	2,000.00	385.14
Bank Fees	51.49	200.00	(148.51)
Decorations	208.91	500.00	(291.09)
Facility Rental	8,834.54	9,604.61	(770.07)
First Aid	-	100.00	(100.00)
Flights	8,977.49	6,648.16	2,329.33
Food	4,385.25	2,550.00	1,835.25
Gifts (Committee)	141.37	150.00	(8.63)
Judges Wages	7,450.00	6,690.00	760.00
Mileage	1,030.42	1,174.80	(144.38)
Miscellaneous	117.95	100.00	17.95
Office Supplies	243.04	150.00	93.04
Programs	602.82	695.00	(92.18)
Rentals (Curtains)	754.06	1,000.00	(245.94)
		-	-
Total	40,915.46	37,863.16	3,052.30
Profit/Loss	(13,763.66)	(9,706.16)	(4,057.50)