



## Annual General Meeting Minutes

**Saturday, November 25, 2017**  
**Delta Hotels by Marriott, Toronto Airport & Conference Centre**  
**655 Dixon Road, Toronto, ON**

Meeting called to order @ 8:57 am.

Mark Searle, President

Mark Searle welcomed everyone to the meeting.  
Mark introduced Sail Canada President / Ontario Sailing Past President – Todd Irving

Mark Searle, President

Mark Searle asked for a Motion to approve the Minutes of the AGM of January 29, 2017.

Motion: Alan Redfern  
Second: Peter Bradley  
**Carried**

Report of the President and Executive Director

Glenn Lethbridge,  
Executive Director

- Glenn presented a pictorial video
- Glenn wanted everyone to think about “What is your Ontario Sailing doing for the Clubs?” and “What is your Club doing for sailing in Ontario?”
- How do we put into words everything that Ontario Sailing is and does ... all the activities and events that they are involved in? Everything from the Georgian Bay Regatta to the Canada Summer Games – top province again for the second Games in a row which is a fabulous achievement! Two trailers of boats heading to Florida. Clara Gravely heading to Youth Worlds with Coach Chris Hewson ... to represent Canada when there’s only a small team selected and to have representation from Ontario is outstanding! Lauren, the skiff coach at RCYC is in Florida right now training and is heading to Youth Worlds to coach the 29er team. 66% of the coaches are from Ontario and 50% of the team is from Ontario ... this shows the success of our sport and it’s about youth.
- My first challenge to Clubs is to include youth in some way ... whether it’s on your Board or during activities or by having a great youth program (and investing in it and continuing to invest in it), etc.
- This AGM / Conference is a new format for us. We welcome feedback. It’s unique in the sports world to have two sports together. Hopefully everyone will take advantage of some of the sessions that are running.

## Report of the Treasurer

Tom Bolland, Treasurer

- Tom once again reported that Ontario Sailing received an Unqualified Report on the financial statements prepared by management and approved by the Board.
- The audited financial statements for March 31, 2017 are on the Ontario Sailing website along with statements dating back to 2006.
- During 2017, total revenues grew. Our budget was 1.2 million dollars, up \$42,000.
- Our primary increase was due to participation in courses and programs.
- Government funding remains unchanged ... it's been the same funding for the past several years. However, it does continue to subsidize key components in a major way ... components around leadership development and the athlete development program.
- There was a small decline in revenue attributed to Get Out On The Water. It has been government funded in prior years. That funding has exhausted and ROWONTARIO and Ontario Sailing are now funding this program and has now morphed into COAST.
- The COAST program saw Lisa Roddie join the staff and she has become an incredible Club resource for advice and assistance. Tom indicated that he has used her for marketing and governance. If your Club is not phoning Ontario Sailing as your go-to first call, Tom recommends that you do so.
- Ontario Sailing's expenses are carefully monitored by management and the Board to ensure that the organization delivers valued services within its budgets.
- Unlike for-profit entities, the additional revenue raised by Ontario Sailing provides additional services ... we don't profit. As a not-for-profit, we're here to serve. However, like any not-for-profit, we are challenged finding additional sources of funding and this is the limiting factor when we're supplying additional services and supports.
- Over the last several years since I took over as Treasurer, Ontario Sailing has grown its net assets from just under \$400,000.00 to \$600,000.00 today. While the net assets available are modest, they are healthy enough to manage the organizational cash flows, deliver reliable programs and develop new programs.
- Ontario Sailing's Restricted Funds have also grown in the past year. In December 2016, Ontario Sailing hosted a special evening in support of the Hans Fogh Fund. The Hans Fogh Fund supports the development of youth sailing in their journey to compete at the world level and it raised almost \$30,000.00. Also this year, management accepted the responsibility of managing and administrating the Council of Commodores. This partnership resulted in a \$19,812 increase in the restricted funds as the accounts of the Council of Commodores were merged into this year's financial statements for the first time.
- Tom indicated that it has been his privilege and pleasure to report on the operations of Ontario Sailing as Treasurer since 2012 and as a Board Member since 2011. He is grateful to all the staff ... Glenn, Krystal, Lisa, Margaret, Melanie, Cam, Chris Hewson, Chris Cowan, and Thomas Fogh.

- Tom asked for a Motion to accept the Auditor’s Report of March 31, 2017.  
Motion: Michael Hart  
Second: Peter Bradley  
**All in Favour - Carried**
  
- Tom asked for a Motion to appoint the Auditing Firm of Hilborn LLP as Auditors at a fee to be set by the Board of Directors for 2017/2018.  
Motion: Carolyn Weckesser  
Second: Diane Reid  
**All in Favour - Carried**
  
- Tom asked for a Motion to approve the actions of the Board of Directors.
  - Be it resolved that all Acts, Contracts, By-laws, Proceedings, Appointments, Elections, and Payments enacted, made, done and taken by Directors and Officers of the corporation on its behalf since the last Annual General Meeting, as the same are set out, or referred to in the Minutes of the Meetings of the Directors, or the Officers, or the Financial Statements be approved, ratified and confirmed.”  
Motion: Diane Reid  
Second: Bryant Adlam  
**All in Favour - Carried**

#### Nominating Committee Report

Ron Kobrick, Nominating Committee Chair

- Ron recognized the retiring members of the Board of Directors and thanked them for their contribution to Ontario Sailing ... Mark Searle, Tom Bolland, and Lisa Marr.
- The Nominating Committee’s recommendation for the 2018 Board of Directors is: Peter Bradley, Rob Cheevers, Michael Hart, Emily Hill, Steve Jay, Jay Kirkpatrick, Daina Morgan, Ron Owston, Alan Redfern, Gregory Scott, Carolyn Weckesser, and David Zeni.
- Ron Kobrick put the above members forward as a unanimous decision. There was no objection.

#### Thank you to the Retiring Board of Directors:

Glenn Lethbridge, Executive Director

- 1) Mark Searle: Mark has been on the Board of Directors for 11 years, the last 5 years as President. Glenn had the honour of working with him closely. Mark has an undying commitment to the sport as a Race Officer, as our President ... he has been tremendous. Mark was recognized this year at our Celebration of Sailing in September with the Doug Creelman Volunteer of the Year Award. Mark was presented with a departing gift from Ontario Sailing.
- 2) Lisa Marr: Lisa has been on our Board for a short time and is from Port Dover Yacht Club. PDYC is one of those success stories of our BOOM program. BOOM is a mobile school run by Ontario Sailing. PDYC is one of those success stories and Lisa Marr was instrumental in making that happen. PDYC now runs their own successful sailing school and is now active on the racing side. Lisa was presented with a departing gift from Ontario Sailing.
- 3) Tom Bolland: Tom has been on the Board of Directors for 6 years, the last 5 years as Treasurer. Our success goes back to Tom and his leadership on finance. With all the rules and regulations around restricted funds and just how finance is handled in general, Tom always has time for our bookkeeper and Glenn. He has been a most active participant on our board and will be greatly missed. He is going to stay on as a member of our Finance Committee. Tom was presented with a departing gift from Ontario Sailing.

Greeting from Sail Canada

Todd Irving, President,  
Sail Canada

- Todd thanked Mark, Glenn and the Board of Directors for having him at the AGM to share a few words.
- Todd recognized the Sail Canada board members that were in attendance: Bob Greenhalgh and Alicia Damley.
- Sail Canada has been going through a lot of changes. They hired Don Adams as the new CEO back in January. He has been busy talking with stakeholders across the country as they continue to grow, transform and strengthen Sail Canada as an organization.
- Todd indicated that they've built on their Strategic Plan and tasked their staff and their board with executing on it and living it. Ontario Sailing does this day in and day out very, very well ... they live and breathe their own Strategic Plan.
- Todd believes that we are all Sail Canada and believes that to the core. It is everyone's job and passion to promote sailing in Canada and this can be done in many ways.
- Our goal from an organizational perspective at Sail Canada can be categorized into three different strategic pillars:
  1. Participation ... our goal is to grow participation in the sport.
  2. Development ... is incumbent on Sail Canada to make sure that they have strong developmental pathways across all the different streams of training and development that they are a part of (Learn-to-Sail, Learn-to-Race, Learn-to-Cruise, Instructors, Coaches, Officials, etc.). Their core business is to develop sailors and sailing in Canada to a world standard. Todd invited everyone to read Sail Canada's Vision and Mission statement. It is about growing the sport ... making sure that people have positive experiences and know where that next step is ... they are working diligently to really drive this. From a numbers perspective, we are 10 provincial organizations; 300+ member clubs, schools, camps, and class associations; 1500+ instructors and coaches; 500+ officials across the county; and over tens of thousands of sailors. Ontario Sailing makes up half of that and is a key partner of Sail Canada. They appreciate the support, interaction, partnership, and collaboration that they get from Ontario Sailing. They are on the cusp of strengthening the brand and part of that is creating a high-performance pathway but also the activities around training and certification ... to make sure that all the pathways have quality programming and are delivered by the clubs and the schools and facilitated, from an instructor perspective, by the province in terms of training those instructors and making sure that there is consistency of delivery of the programming. The better Sail Canada does at creating and developing skilled sailors across the country, the further they'll go ... the more likely they'll buy a boat, the more likely they'll join a club, the more likely they'll give back to the sport.
  3. High Performance ... there's been a big focus on developing a high-performance pathway.

- The other thing that Sail Canada is involved in is World Sailing. One of the most important things going on right now is getting parasailing back into the Paralympic Games. This is an important aspect of the sport... there is active conversation right now that is being championed by World Sailing. This is a big development for our sport because Canada is an integral part and has had a lot of great success in Paralympic Sailing.
- Sail Canada is actively engaged with Transport Canada, the Canadian Olympic Committee, Own the Podium, Sport Canada, etc. They act on behalf of all the provinces and member clubs, etc. to interact with these organizations to make sure that sailing continues to get strong funding and has the opportunity for more funding. The better a job we do at developing sailors, the more funding there will be – and the more funding there will be, the better we can develop the programs and the better we can strengthen the brand. That is the work that is being done by the volunteers and staff across Canada. Todd thanked everyone for their contribution.
- Todd encouraged everyone to reach out to him at [president@sailing.ca](mailto:president@sailing.ca) or 416-625-3396 with any questions.

Thank you to the attendees

- Glenn challenged the clubs to do something different this year. For example, open your doors to the community and get some of the great people at your club to mingle with your visitors. This could result in more members. Glenn also encouraged the clubs not to have a waiting list for potential members. Potential members will find another club to join. They won't wait. Change your by-laws ... change your direction. Do something different!
- Glenn reminded everyone to support Ontario Sailing's Partners & Sponsors listed on the back of the Annual Report and on the Ontario Sailing website. Glenn thanked Morten Fogh of Fogh Marine who is great supporter of sailing and Ontario Sailing. Glenn thanked the Ontario government who still the number one financial supporter of Ontario Sailing. The Ministry contributes about \$243,000.00. Glenn thanked the Coaches Association of Ontario ... coaches and instructors are the breath of vitality of our sport. Glenn thanked Port Credit Yacht Club ... we partnered with them to hire Thomas Fogh as a full-time coach in Ontario.
- Feel free to include Ontario Sailing content in your newsletters. Include a link in your newsletter to our ENewsletter sign up page at <https://ontariosailing.ca/> . We would like the members of the clubs to see what Ontario Sailing is doing for them.

Glenn Lethbridge,  
Executive Director

2017 Ontario Sailing Awards were announced and presented.  
The winners were as follows:

<b>AWARD</b>	<b>WINNER</b>	<b>ACCEPTING</b>	<b>PRESENTING</b>
Ontario Sailing LORC Championship	Kevin Brown	Kevin Brown	Graham Dougall
Ontario Sailing's PHRF Offshore Provincial Championship	Peter Smith	Graham Dougall	Graham Dougall
Ontario Sailing's IRC Offshore Provincial Championship	Jonathan Bamberger	Graham Dougall	Graham Dougall
Gill North America Sailor of the Year	Rossi Milev	Rossi Milev	Thomas Fogh
Hans Fogh Developing Sailor of the Year	William Bonin & Samuel Bonin	Daina Morgan, RCYC	Morten Fogh & Thomas Fogh
Women Sailors' Association Award: Female Junior Sailor of the Year	Clara Gravely	Clara Gravely	Sarah Douglas
Fogh Marine Youth Sailor of the Year	Ian Doell	Ian Doell	Morten Fogh
Joanne Abbott Female Sailor of the Year	Sarah Douglas	Sarah Douglas	Emily Hill
Angus 'Bud' Roulstone Leadership Award	Lauren Laventure	Daina Morgan, RCYC	Cam Lymburner
Ontario Sailing Regatta of the Year	J24 World Championships @ Port Credit Yacht Club	Carol Trupke & Pat Lymburner	Mark Searle & Thomas Fogh
GAM on Yachting Award of Excellence	Tom Bolland	Tom Bolland	Mark Searle & Glenn Lethbridge

Other Business

- Mark thanked all the volunteers. Sailing is one of the best sports ... it's a life-long sport. You can do it alone, you can do it with a crew, you can do it with family, you can do it for your whole life. It's important to support our youth, support ourselves, and support the future for the sport of sailing.
- Mark thanked the Board members. They were tremendous to work with.
- Mark thanked the staff starting with Glenn Lethbridge who is truly passionate about the sport of sailing.

Mark Searle, President

Motion to adjourn a 10:19 a.m.

Motion: Peter Bradley  
Second: Michael Hart  
**Carried**