



Annual General Meeting Minutes

Saturday, December 1, 2018
Delta Hotels by Marriott, Toronto Airport & Conference Centre
655 Dixon Road, Toronto, ON

Meeting called to order @ 4:08 pm.

Peter Bradley, President

Peter Bradley welcomed everyone to the meeting.
Peter introduced Don Adams, CEO, Sail Canada and Mike Milner, High Performance Director, Sail Canada.

Peter Bradley, President

Peter Bradley asked for a Motion to approve the Minutes of the AGM of November 25, 2017.

Motion: Alan Redfern
Second: Michael Hart
All in Favour; Carried

Report of the President and Executive Director

Glenn Lethbridge,
Executive Director

- “What is Ontario Sailing doing for the Clubs today?”
- Introduced Tom Ramshaw (Finn sailor who has already qualified Canada for the Olympic Games in 2020).
 - One thing that is important as a sailor is knowing that you can lean on Ontario Sailing and Sail Canada for support. He stated that although he worked very hard, learned a lot and felt that he was becoming a better sailor, he wasn't getting the results that he wanted. It wasn't until he leaned on Ontario Sailing and Sail Canada that he realized how many people in the sailing community had his back. He was able to refocus and relax a bit and realize that this wasn't an individual sport. This resulted in him achieving his best-ever finish of 5th at the Worlds. He is now remotivated and working closer with Ontario Sailing and Sail Canada.
- Last year, Glenn challenged the clubs to do something different at their clubs. Ontario Sailing has signed a new agreement with Sail Canada and The Royal Canadian Yacht Club for the training of our athletes and higher-level coaches. Glenn again encourages all clubs to think outside the box and do something different at their clubs to encourage participation in sailing.
- We encourage the clubs to designate an ambassador at their club to work with Ontario Sailing. The problem with sailing is trying to communicate with the proper people and this would streamline communication.

Tom Ramshaw

Glenn Lethbridge
Executive Director

- There will be no price increases to Ontario Sailing services in the upcoming year. This includes membership, Checklick fees, instructor courses, official courses, etc.
- Our BOOM program is already booked for 14 of 18 weeks which is ahead of last year. If your club doesn't have a learn-to-sail program and your club is looking at this as a way of revitalizing your club through youth involvement, give Julie a call in the office to explore the possibilities.
- Unfortunately, Canada is out of the Para Olympics. Our board has challenged us to do more for disabled sailing in Ontario. We've reinvested in our Accessible BOOM program through grants and now have four new Access 303 Wides (specially-made boats from Australia) and a new coach boat. Therefore, if your club is looking at doing something different and would like to host Access BOOM, give Julie a call at the office.
- Ontario Sailing wants clubs to know that they should be reaching out to Ontario Sailing to make sure that all their coaches and instructors are current in their certifications and have paid their instructor dues to Sail Canada for the upcoming year. This is important so that the coaches and instructors are insured. This is also important so that clubs know that their instructors and coaches are qualified and that all their prerequisites are up to date.
- One change this year in regards to instructor certification is that all instructors will be required to have a police record check.
- A way to make sailing more inexpensive for becoming an instructor and a coach ... once you support a coach at your club, they can apply to Coaches Association for a bursary once they pass one of their levels to help offset some of the costs.
- If you are challenged with anything or you just want some ideas, please reach out to Ontario Sailing staff ... we work for you.

Report on COAST

- COAST is a fundamental part of what Ontario Sailing does for its member clubs around operations, governance, policies, bylaw revisions, strategic planning, staffing, programming, etc. Through COAST, we support the business and operational side of your organizations.
- COAST is a service that you already pay for ... it works for you.
- There are several online tools that you have access to. Please reach out to Lisa and take advantage of the service ... lisa@ontariosailing.ca or call the office.
- COAST will make sure that your club has the resources it needs to support operations and governance.

Lisa Roddie, Program
Manager

Report of the Treasurer

Jay Kirkpatrick, Treasurer

- Ontario Sailing had a very strong financial year.
- The audited financial statements for March 31, 2018 are on the Ontario Sailing website along with statements dating back to 2006.
- We had a revenue of 1.2 million dollars, just slightly better than our expenses ... approximately \$16,000 net for the year. When it comes to a not-for-profit organization, that's about where we want to be.
- Our largest contributor continues to be our federal and provincial funding ... about \$250,000 a year ... just slightly more than what our members are paying for all the services that we provide.
- Our expenses and revenue were slightly down year over year due to the number of large regattas that we were operating (e.g. Ontario Games, Canada Summer Games, support funding for coaching and other activities that we used for running those events). Because we didn't host these events last year, we didn't see the funding or the expenses that were attributed to these regattas.
- When the Huntsville Sailing Club closed their doors due to a lack of volunteers, they took the funds that were left and gave them to Ontario Sailing to develop The Huntsville Fund. Using that fund, Ontario Sailing identified 16 different clubs over the past four years to receive funding ... supporting and benefitting grass roots initiatives in their clubs and communities and around Ontario. Although most clubs are enjoying a very strong club culture, perhaps this is a good time for each club board to discuss what happens if their club winds down ... how to make sure that the remaining funds go towards enhancing sailing in Ontario and Canada. It's an opportunity to expand the legacy of clubs.
- Lastly, thanks to management and staff for a very successful year. Thanks to Margaret Mummery who retired this year after 22 years as Ontario Sailing's bookkeeper ... quite a legacy. She has now handed the reigns over to Laura Robson. Thanks to both for making Jay's year as Treasurer a very good year.

- Jay asked for a Motion to accept the Auditor's Report of March 31, 2018.
- Jay 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 2018/2019.
- Jay 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: Steve Jay
Second: Ron Kobrick
All in Favour - Carried

Motion: Tom Bolland
Second: Alan Redfern
All in Favour - Carried

Motion: Tom Bolland
Second: Bob Greenhalgh
All in Favour - Carried

Nominating Committee Report

Ron Kobrick, Nominating
Committee Chair

- The Nominating Committee’s recommendation for the 2019 Board of Directors is:
 - Returning: Peter Bradley, Rob Cheevers, Emily Hill, Daina Morgan, Ron Owston, Alan Redfern, and David Zeni.
 - Incoming: Tony Bowman and Jeff Dejean
- Ron Kobrick stated that there were no other names put forward.
- Ron Kobrick put forward a single motion to approve.

Second: Steve Jay
All in Favour - Carried

Thank you to the Retiring Board of Directors:

Peter Bradley, President

- Michael Hart, Steve Jay, Jay Kirkpatrick, Carolyn Weckesser, and Greg Scott
- Ontario Sailing could not succeed without a strong Board and you have been integral in making that happen! Thank You!!

2018 Ontario Sailing Awards were announced and presented.

The winners were as follows:

AWARD	WINNER	ACCEPTING	PRESENTING
Ontario Sailing’s PHRF Offshore Provincial Championship	Brian Sims (unable to attend)	Presented at Championship	
Ontario Sailing’s IRC Offshore Provincial Championship	Gilles Bisnaire (unable to attend)	Presented at Championship	
Salus Sailor of the Year	Tom Ramshaw	Tom Ramshaw	Steve Wagner from Salus Glenn Lethbridge
Salus Sailor of the Year	Sarah Douglas (unable to attend)	Jeff Dejean	Steve Wagner from Salus Glenn Lethbridge
Hans Fogh Developing Sailor of the Year	Clara Gravely (unable to attend)	Parents Marie Faughnan and Charles Gravely	Morten Fogh Thomas Fogh Cam Lymburner
Women Sailors’ Association Award: Female Junior Sailor of the Year	Hunter Dejean	Hunter Dejean	Daina Morgan Cam Lymburner
Fogh Marine Youth Sailor of the Year	Galen Richardson & Jake Adair	Galen Richardson & Jake Adair	Morten Fogh Lauren Laventure
Joanne Abbott Female Sailor of the Year	Sarah Douglas (unable to attend)	Jeff Dejean	Glenn Lethbridge Steve Jay
Angus ‘Bud’ Roulstone Leadership Award	Max Robinson	Max Robinson	David Zeni
Ontario Sailing Regatta of the Year	2018 Canadian Youth Championships – Royal Canadian Yacht Club	Felicity Rodness	Cam Lymburner
Award of Excellence	Jay McKinnell	Jay McKinnell	David Zeni Glenn Lethbridge
Award of Excellence	Andree Gauthier (unable to attend)	Jay McKinnell	David Zeni Glenn Lethbridge

Greeting from Sail Canada

Don Adams (CEO), Sail
Canada

- Don indicated that Bob Greenhalgh from their Board was present.
- Clubs are the backbone of Sail Canada. Ontario Sailing is a very important partner within the Sail Canada organization.
- Sail Canada has gone through a restructuring over the past couple of years ... they have separated out the role of the board from a governing perspective and the role of staff and volunteers on the operational committees in terms of making sure that the operational side is happening.
- The board is focussing on the audit, finance, governance, fundraising, etc. whereas the staff and these various committees are performing the day-to-day operations.
- Their core vision is working with their partners to develop the sport of sailing.
- Their overall vision is to make sure that sailing is a life-long recreational and competitive sport.
- Sail Canada tries to focus on 3 key pillars ... Participation, Development, and High Performance.
- One of the things that Sail Canada has been trying to do is to figure out the status of the sport ... the health of the sport. They are trying to get better at collecting data for analysis. They tried this year to get some accurate numbers ... how many people are sailing and is our sport growing? They worked with the provinces across Canada to gather membership numbers. This is the only way they are going to be able to make business decisions about what needs to be done.
- Sail Canada is working with Ontario Sailing and their Get Out on the Water program to see if they can make it more of a national program to help the clubs grow their membership.
- When they look at program participants, there are increases year over year. They can actively track this because of the reporting done by the clubs and sailing schools within the Checklick system.
- When they look at the CANSail program, they can see close to 8,000 youth participants in CANSail 1. Unfortunately, there is drastic drop-off in the next CANSail levels. They are trying to address how to transition more young sailors into CANSail 2, 3, 4, and 5 programs. As well, they're looking at how to better transition CANSail 6 participants into the competitive program.
- On the cruising side, they see a similar dynamic. Sailors that take Basic Cruising are not necessarily transitioning into the higher levels.
- Looking at instructors, they've seen a decrease in terms of overall registered cruising and power navigation instructors as well as CANSail instructors. This is something they are trying to respond to because they're hearing from clubs that finding instructors to run their programs has become a challenge.
- When looking at participation by province, Ontario is a key member of Sail Canada. The numbers far outnumber any other province.
- We've seen a decrease in the number of officials and judges. This is an area that they are trying to get people engaged in.
- Sail Canada is trying to get better at communicating and getting the information out there. Please sign up for their ENewsletter and Social Media platforms.
- Sail Canada's financial statements are on their website.
- Sail Canada is trying to bring more revenue into the organization and make sure that they are financially healthy.

- Regarding High Performance, Sail Canada has met with their athletes and coaches and laid out clear expectations of performance and culture and their desire to succeed.
- Sail Canada realizes that everything is about performance and that they need to provide their athletes and coaches with the tools and the resources to allow this to happen.
- The major goal was to bring the athletes and coaches together to create a team atmosphere where they can all work together to succeed.
- Right now, we are developing our sailors to succeed at the 2020 Olympic Games.
- Sail Canada has hired an Atlantic world-class, 2-time Olympian Hub coach.
- They are working with BC and Ontario on Regional Hub Programs.
- Two athletes have already qualified for the Olympics (Sarah Douglas and Tom Ramshaw) and Ali ten Hove and Mariah Millen made the Gold Feet at their first Worlds in the 49er FX.
- They are working on analytics and data through Performance Results Tracking, Gold Medal Profiling, and the implementation of Skills Matrices for athlete tracking, development and progression.
- It is important for Sail Canada to find a way to transition youth sailors into Olympic programs.

Mike Milner (High Performance Director)
Sail Canada

Thank you to our partners and our sponsors ... Ministry of Tourism, Culture and Sport, Coaches Association of Ontario, Canadian Sport Institute, Sail Canada, Fogh Marine, Royal Canadian Yacht Club, Highway H2O, The St. Lawrence Seaway Management Corporation, CO2 Inflatables, Toronto International Boat Show, Salus Marine Wear, Port Credit Yacht Club, Skipper's Plan Insurance, ROWONTARIO, Checklick, Class Afloat, CORK.

Peter Bradley, President

Thank you to the staff of Ontario Sailing ... Glenn Lethbridge, Krystal Smith, Laura Robson, Cam Lymburner, Julie Statler, and Lisa Roddie.

Peter Bradley, President

Welcome to our two new Board Members ... Jeff Dejean and Anthony Bowman.

Peter Bradley, President

Peter Bradley asked for a motion to adjourn the meeting at 5:26pm.

Motion: Alan Redfern
Second: Carolyn Weckesser
Carried