

Ontario Sailing
Annual Meeting Minutes
October 5th, 2021
Virtual Meeting via Zoom

Meeting called to order at 7:03pm ET.

President of the Board of Directors, Jeff Dejean, welcomed everyone to the meeting and thanked them for coming.

Jeff Dejean called for a moment of silence to commemorate members of the sailing community who passed away in the recent year.

Jeff Dejean asked for a **Motion to approve the Agenda of the 2021 Ontario Sailing Annual Meeting** as Presented.

Motion: Mark Searle, Port Credit Yacht Club

Seconded: Michael Hoffman, Nepean Sailing Club

All in Favour - Carried

Jeff Dejean asked for a **Motion to Approve the Minutes of the 2020 Ontario Sailing Annual Meeting** as presented.

Motion: Paul Brennan, Ashbridges Bay Yacht Club

Seconded: Robert Crothers, Kingston Yacht Club

All in Favour – Carried

Report of the President, Jeff Dejean

- Reminder that tonight's Annual Meeting is related to Ontario Sailing's last fiscal year that ran from April 1st 2020 to March 31st 2021. The meeting is to address the corporation business and governance, if you have questions about operations that you did not have the opportunity to ask at the dockside chat session, please reach out to staff following the meeting.
- Would like to touch on some highlights of the past sailing season first, however. COVID continue to impact all our activities with regular changing Regulations and government mandates impacting us all. Knowing that this was continuing to be a factor we gathered a group for input and advice to help the staff team. Thanks to this group for their efforts during the spring and summer especially in helping maintain communications.
- Spring 2021 was plagued by another COVID shutdown that again impacted sailing. Big thanks to staff at Ontario Sailing to make expedient changes to hosting training and programs. We hosted 49 sessions, training 520 instructor candidates, which is critical to the Learn to Sail aspects of sailing in Ontario. This pipeline of instructors is necessary to keep Learn to Sail programs running.
- The Ontario Sailing Team, despite ongoing shutdowns, had a successful season 2 sailors, a male and female, won single-handed spots for Youth Worlds in Oman, despite great

competition from other provinces. We had an Ontario sailor on the Male 29er boat that qualified for Youth Worlds too. Ontario sailors made up a large portion of the Olympic team, grateful for lots of support from the Ontario sailing community as they prepared for competition in Tokyo

- Financially we manage by finding alternative sources of funding and extensive detail paid to expense management. A lot of extra effort from staff working remotely, outside normal hours, want to recognize this effort.
- Several new members joined the board, this year building a strong team. Development of a new Strategic Plan is well underway on the back of Sailing Canada's new Strategic Plan – thanks to those working on this piece so far. It is important to know what we are going to prioritize for the sport of sailing in an Ontario Sailing context in the next few years. I'm hopeful that people have taken advantage of the many ways to provide input on the content of the new plan
- Only one outgoing member of the board this year – Corey Glynn. I'd like to thank him for his contributions most recently as Treasurer, helping us navigate a tricky year with the pandemic.
- Really been a pleasure to work with this board and team at Ontario Sailing this year and looking forward to next year and promoting the sport in the province.

Report of the Executive Director, Glenn Lethbridge

- Thank you. The community has been through so much and as Commodores and board members of clubs, you have worked tirelessly. Staff at clubs and at Ontario Sailing also deserve a huge amount of praise and thanks.
- You're not alone. Ontario Sailing is an organization here to support you- hopefully we've done that in these past years. We have had to tell you things we don't want to say, and things you don't want to hear. The last thing I've wanted to tell people in 40 years of sailing is that we need to shut for the pandemic. We're stronger together rather than working alone. We encourage you to ask for help, we believe it is a sign of strength.
- Think outside the box. We have seen lots of growth at many clubs because of COVID, but the hardest club member to keep is a current member. Think of why people joined, how to keep them, and sometimes will have to think and act differently than previously.
- Check your values, mission and vision, and the direction of your club. It's time now to do the "gut check", look at where you are and where you're going. Ontario Sailing is doing so now also in creating a new strategic plan.
- Look after yourself. We see the long hours and hard work being put in. The day will come when we can be together again, but make sure that you are being kind to yourself and others in the process. Thank you to board members, and Commodores. People who are on boards know how hard board members work – it is even harder when they have never step foot in the building!

Report of the Treasurer, Corey Glynn

- This Treasurer's report is covering the 1st of April 2020 to March 31st 2021, our last fiscal year.
- We have received an unqualified audit report from our independent auditor firm, Hillborn LLP
- Audited financials are located on the Ontario Sailing website, and if you're interested, so are the previous years.
- 2020-2021 was a challenging year for all organizations. We saw a drop in membership payments from clubs, schools, and camps. We saw a drop in participation fees in Learn to Sail and all other programming. Fortunately, the staff reacted quickly in 2020 before I stepped into the role and created several scenarios for what may lay ahead, and that put us in a very good position.
- COVID-19 restrictions made events and programming almost impossible to host, and as a result, total revenues dropped about \$120 000 from the previous year to just over \$1 million. Notably, expenses dropped year over year by \$253,279 which is a mixed message. On one hand we are thankful that it is resolved, and we have healthy financials, while on the other hand, the restrictions held us back from several planned programs that we wanted to run but could not. So, we look forward to bringing those programs back in future years.
- Our financial picture would have been vastly different without COVID-19 related government assistance which for us, totaled just over \$216 000. Without supports, the organization would've experienced a loss of over \$75,000. We received just over \$164,000 in the Canadian Wage Subsidies Fund, and just over \$103,000 in support funds from the province of Ontario. We chose to take a prudent path to share the Ontario funds with Ontario clubs and schools, so we shared 50% of what received for a total of almost \$104,000 to help clubs and schools through the impact of COVID.
- On a related note, we are also grateful to support that our funding under the Ontario Amateur Sport Fund has remained the same as the 2020 levels, about \$243,500. Many thanks to Ministry of Heritage, Sport, Tourism, and Culture Industries for their continued support and of course the work on our staff's behalf to pursue it.
- As we look ahead, we still have some unanswerable questions surrounding the impacts of COVID-19 and what its restrictions will have on our sport. We're unsure that if the pace of government support change will match the need for sport support to recover, and we need to be very careful. We have to continue looking ahead and very closely monitor participation levels, to deliver valuable programming and support the sport while maintaining enough financial strength to weather any of the uncertainty that lies ahead.
- The Association has just over \$500,000 in unrestricted reserves for operations; we are optimistic that we will be able to continue funding the needs of the Association, and as it supports members sharing with coaches, athletes, officials, etc. through the coming year.
- In closing, my time on the board, I want to thank a remarkable staff for their incredible work. Jeff alluded to some of it, I'd like to call out our incredible Accounting Manager Laura Robson, for her excellent work. It has been a pleasure to serve with this group and I look forward to your continued success.

Jeff Dejean asked for a **Motion to Receive the Auditor's Report for April 1st 2020 - March 31st 2021.**

Motion: Jacqueline, Czernecki, Toronto Able Sail

Seconded: Stephen Brickell, Whitby Yacht Club

All in Favour – Carried

Jeff Dejean asked for a **Motion to Appoint Hillborn LLP Auditors for the 2021-2022 Fiscal Year.**

Motion: Stephen Brickell, Whitby Yacht Club

Seconded: Megan Hawkins, National Yacht Club

Discussion - How often is this tendered? It was tendered a few years ago, found Hillborn LLP, to be cost effective.

All in Favour – Carried

Nominating Committee Report, Peter Bradley, Nominating Committee Chair

- I had the pleasure of leading the Nominating Committee for this year and I was joined by Donna Scott, Past President and Tom Bolland, Past Treasurer. We have put forward a slate of candidates – all members of Board are returning, or willing to return, except Corey Glynn. We have recruited a new treasurer, Eric Kaveckas who is eager to join Ontario Sailing.
- Slate of candidates was circulated with the notice of the Annual Meeting, so at this time I would like to move that we accept the slate of Directors as presented by the Nominating Committee.

Motion to Elect the Slate of Directors as presented by the Nominating Committee.

Motion: Peter Bradley, Trident Yacht Club

Seconded: Robert Crothers, Kingston Yacht Club

All in Favour: Carried

Jeff Dejean congratulated all Directors who were been elected, or re-elected. He thanked everyone on the board for their support of the sport as well as everyone who has attended the Annual Meeting for their support as well.

Jeff Dejean asked for a **Motion to terminate the meeting at 7:34pm**

Motion: Mark Searle, PCYC

Second: Michael Hoffman, NSC

All in Favour: Carried