

Sail Nova Scotia 2017 ANNUAL REPORT



Sail Nova Scotia

5516 SPRING GARDEN ROAD ~ 4TH FLOOR

HALIFAX, NS B3J 1G6

Tel: (902) 425-5450 ext 312 Fax: (902) 425-5606

office@sailnovascotia.ca

www.sailnovascotia.ca

Sport makes a Difference

TABLE OF CONTENTS

| | |
|-----------------------------|----|
| Membership List | 4 |
| Board of Directors & Staff | 5 |
| 2017 AGM Agenda | 7 |
| 2016 AGM Minutes | 8 |
| 2017 Financial Report | 11 |
| 2017 Membership Report | 21 |
| President's Report | 25 |
| Nominating Committee Report | 27 |

MEMBER YACHT CLUBS, SAILING SCHOOLS & CLASS ASSOCIATIONS - 2017

Yacht Clubs

Antigonish Boat Club
Armdale Yacht Club
Barrachois Harbour Yacht Club
Bedford Basin Yacht Club
Ben Eoin Yacht Club
Bras d'Or Yacht Club
Chester Yacht Club
Dartmouth Yacht Club
Dobson Yacht Club
Grand Lake Yacht Club
Hubbards Sailing Club
Indian Point Yacht Club
Isle Madame Boat Club
LaHave River Yacht Club
Lunenburg Yacht Club
Mabou Sailing & Boating Club
Northern Yacht Club
Petpeswick Yacht Club
Pictou Yacht Club
Queen's Recreational Boating Association
Royal Nova Scotia Yacht Squadron
Royal Western Nova Scotia Yacht Club
Sail Able Association of Nova Scotia
Shearwater Yacht Club
Shelburne Harbour Yacht Club
St. Margaret Sailing Club
Waegwoltic Club
Wallace MacAskill Yacht Club

Sailing Schools

Canadian Coast Guard College
Discovery Sailing
East Coast Sailing
In Slocum's Wake Yacht Training
Sail All
Sail Mahone Bay
Simard Boating & First Aid

Class Association

Nova Scotia Ice Yacht Club

2017 BOARD OF DIRECTORS & STAFF

Executive

| | |
|---------------------------|----------------|
| President | Sean Kelly |
| 1st Vice President | Jeff Nelson |
| 2nd Vice President | Dana Archibald |
| Treasurer | Mike Klassen |
| Secretary | Erin Norwood |

Directors at Large

John Astephen
Dan Conrod
Andre Corkum
Eric Hill
Mike Morris
Henry Pedro
Mark Surette
Brendan Wilton
Peter Woodford

Staff

| | |
|---------------------------------|-------------|
| Executive Director | Frank Denis |
| Provincial Sailing Coach | Lisa Ross |

AGENDA 2017 ANNUAL GENERAL MEETING

1:00 pm
Saturday, February 10, 2018
Halifax Boat Show
Halifax Exhibition Centre

AGENDA

- I APPROVAL OF AGENDA
- II APPROVAL OF THE 2016 ANNUAL
GENERAL MEETING MINUTES
- III BUSINESS ARISING
- IV 2017 FINANCIAL REPORT
- V PRESIDENT'S REPORT
- VI EXECUTIVE DIRECTOR'S REPORT
2017 in Review
- VII NOMINATING COMMITTEE REPORT
- VIII NEW BUSINESS
- IX ADJOURNMENT

Sail Nova Scotia 2016 Annual General Meeting Meeting Minutes

February 11, 2017
Halifax Exhibition Centre (Boat Show)

Members Present: Armdale Yacht Club (Sarah-Jane Raine), Ben Eoin Yacht Club (Bryan MacDougall), Chester Yacht Club (John Curry), Pictou Yacht Club (Bill Stright), Shearwater Yacht Club (Rodney Miller), Shelburne Harbour Yacht Club (Henry Pedro), St. Margaret Sailing Club (Sarah Kirby), Discovery Sailing (Dave DeWolfe), Simard Boating & First Aid (Marcel Simard), Sean Kelly – Sail NS Officer and Meeting Chair.

Observers: Frank Denis (Recording Secretary), Don Adams, Erin Norwood, Mike Morris, Andre Corkum, Peter Woodford, Hector Sauinier, Brian Blakeney, Janet MacMillan, Rochelle Pickles, Shaun MacDonald, Mary MacInnis CPA via tele-conference for Financial Report.

Prior to the meeting Don Adams Sail Canada CEO brought greetings from the Board and introduced himself.

Frank presented a thank you sponsor gift to Henry Pedro from Boxing Rock Brewing.

1 – Approval of Agenda

Motion: To approve the agenda as circulated.
Moved: Henry Pedro, Seconded: Marcel Simard. Carried.

2 – Approval of 2015 AGM Minutes

Motion: To approve the 2015 AGM Minutes as circulated.
Moved: Sarah Kirby, Seconded: John Curry. Carried.

3 – Business Arising

There was no business arising.

4 – Financial Report

Mary MacInnis joined the meeting via tele-conference to present her compilation of Sail NS Financial Report.

There were a few questions that were answered by Mary and Frank.

Motion: To approve the Financial Report as circulated.
Moved: Stephen Whitefield, Seconded: Henry Pedro.
Carried.

5 – President's Report

Sean referred to his report in the AGM Booklet.

6 – Executive Director Report

Frank spoke on two issues; Collection of Participant data which is an on-going issue and the benefits on why club members should support Sail Canada and Sail Nova Scotia.

7 – Nominating Committee Report

Sean asked if there were any nominations from the floor. There were none.

Motion: To approve the following to a two year term on the Sail Nova Scotia Board: Peter Woodford, John Astephen, Jeff Nelson, Mark Surette.

Moved: Rodney Miller, Seconded: Dave DeWolfe.
Carried.

8 – New Business

By-Law amendments:

Motion: To change By-Law 6 to read
Every Member Club which is a member of the Association in good standing shall have the following number of votes;

10 -100 Members: 1 vote

101 – 200 Members: 2 votes

201 – 299 Members: 3 votes

For each additional 100 members, 1 additional vote.

Paid membership means that for which dues have been paid for the Association. Class Associations and Sailing Schools in good standing each shall have one vote. In addition, the Officers of the Association shall each have one vote.

Moved: Henry Pedro, Seconded: Stephen Whitefield.
Carried

Motion: To add by-law 7.6

Directors and Officers shall serve without remuneration and shall not receive any profit from their positions.

However a director or officer may be paid reasonable expenses incurred in the performance of his/her duties.

Moved: Sarah Kirby, Seconded: Rodney Miller. Carried.

Motion: To change By-Law 9.1 to read

At least two months before the Annual General Meeting of the Association, the President with the advice and consent of the Board of Directors, shall appoint 3 to 5 members to the Nominating Committee to bring forth a slate of candidates in good standing for the Board of Directors in the following year. The Nominating Committee shall ensure that nominees are members of a Sail Nova Scotia member organization. No member of the nominating committee can be part of the slate of nominees.

Moved: Stephen Whitefield, Seconded: Henry Pedro.
Carried.

Motion: To change By-Law 9.2 to read
Nominations for President and Directors at Large shall be received and circulated at least one month before the Annual General Meeting of the Association. The Nominating Committee shall ascertain that the nominees are eligible and prepared to stand as candidates. The list of candidates submitted by the Nominating Committee shall be distributed with the notice calling the Annual General Meeting.

Moved: Sarah-Jane Raine, Seconded: Sarah Kirby.
Carried.

Motion: To change By-Law 9.3 to read
In addition to the power of nomination granted to the Nominating Committee, any two members of a member club in good standing may nominate any member of a member club in good standing for election by a letter addressed to the Sail NS Secretary, provided that the member so nominated must endorse his or her consent to nomination upon the said letter. All such nominations must be filed with the Sail NS Secretary not less than 10 days before the Annual General Meeting and circulated to member organizations.

Moved: Rodney Miller, Seconded: Stephen Whitefield.
Carried.

Motion: To change By-Law 12.1 to read
The Board of Directors shall establish committees, which may or may not be supported by a sub-committee. The number and structure of committees may vary from time to time, but include the following as a minimum:

- (1) Executive Committee
- (2) Sail Training
- (3) Racing
- (4) Handicap Assignment
- (5) Communications & Fundraising
- (6) Recreational Boating

Moved: Dave DeWolfe, Seconded: Marcel Simard.
Carried.

Motion: To change By-Law 13 to read
The Board of Directors shall have a CPA compile and present to the annual general meeting financials for the preceding year. A copy of these financial statements shall be filed with the Registrar within fourteen days after the annual general meeting.

Moved: Henry Pedro, Seconded: Stephen Whitefield.
Carried.

9 – Adjournment

Motion: To adjourn the meeting.

Moved: Sarah-Jane Raine. Carried.

SAIL NOVA SCOTIA
FINANCIAL STATEMENTS
October 31, 2017

SAIL NOVA SCOTIA ASSOCIATION

FINANCIAL STATEMENTS
(Unaudited - See Notice to Reader)

OCTOBER 31, 2017

SAIL NOVA SCOTIA ASSOCIATION

CONTENTS

| | <u>Page</u> |
|------------------------------------|-------------|
| NOTICE TO READER | 1 |
| FINANCIAL STATEMENTS | |
| Statement of Financial Position | 2 |
| Statement of Revenue | 3 |
| Statement of Expenditures | 4 |
| Statement of Changes in Net Assets | 5 |
| Notes to Financial Statements | 6 - 7 |

Mary MacInnis, CPA, CGA

Suite 103
54 Queen Street
P.O. Box 633
Chester, Nova Scotia, B0J 1J0
Tel: 902-275-3466
Fax: 902-275-1475
email: accountant@tallships.ca
www.chesteraccountant.ca

NOTICE TO READER

I have compiled the statement of financial position of Sail Nova Scotia Association as at October 31, 2017 and the statements of revenue, expenditures and changes in net assets for the year then ended from information provided by management.

I have not performed an audit or review in respect of these financial statements and, accordingly, I express no assurance thereon.

Readers are cautioned that these statements may not be appropriate for their purposes.

Mary MacInnis

Chartered Professional Accountant

December 20, 2017

SAIL NOVA SCOTIA ASSOCIATION

STATEMENT OF FINANCIAL POSITION
(Unaudited - See Notice to Reader)
OCTOBER 31, 2017

| | Operating | Fixed Asset | Legacy | WOW | 2017 | 2016 |
|--|------------|-------------|-----------|-----------|------------|------------|
| CURRENT ASSETS | | | | | | |
| Cash | \$ 90,589 | \$ - | \$ 1,943 | \$ 6,170 | \$ 98,702 | \$ 89,382 |
| Term deposits | 44,565 | - | - | - | 44,565 | 43,970 |
| Marketable securities | - | - | 52,352 | 14,151 | 66,503 | 67,378 |
| Accounts receivable | 14,610 | - | - | - | 14,610 | 15,627 |
| Interest receivable | 138 | - | - | - | 138 | 163 |
| Inventory | 1,331 | - | - | - | 1,331 | 996 |
| Sales tax recoverable | 2,948 | - | - | - | 2,948 | 4,129 |
| Prepaid expenses | 5,190 | - | - | - | 5,190 | 5,813 |
| | 159,371 | - | 54,295 | 20,321 | 233,987 | 227,458 |
| CAPITAL ASSETS (Notes 2, 3 & 4) | - | 37,408 | - | - | 37,408 | 56,615 |
| | 159,371 | 37,408 | 54,295 | 20,321 | 271,395 | 284,073 |
| CURRENT LIABILITIES | | | | | | |
| Accounts payable and accrued liabilities | \$ 13,488 | \$ - | \$ - | \$ - | \$ 13,488 | \$ 16,517 |
| Deferred income | 37,241 | - | - | - | 37,241 | 40,959 |
| Due to Sail Canada | 5,483 | - | - | - | 5,483 | 1,318 |
| Long term debt payable in one year | 5,349 | - | - | - | 5,349 | 4,719 |
| | 61,561 | - | - | - | 61,561 | 63,513 |
| LONG TERM LIABILITIES | | | | | | |
| Long term debt (Note 5) | 7,174 | - | - | - | 7,174 | 12,523 |
| NET ASSETS | | | | | | |
| Net assets | 90,636 | 37,408 | 54,295 | 20,321 | 202,660 | 208,037 |
| | \$ 159,371 | \$ 37,408 | \$ 54,295 | \$ 20,321 | \$ 271,395 | \$ 284,073 |

APPROVED ON BEHALF OF THE BOARD:

Director

Director

The accompanying notes are an integral part of these statements.

SAIL NOVA SCOTIA ASSOCIATION

STATEMENT OF REVENUE
(Unaudited - See Notice to Reader)
FOR THE YEAR ENDED OCTOBER 31, 2017

| | Operating | Fixed Asset | Legacy | WOW | 2017 | 2016 |
|----------------------------|------------|-------------|--------|--------|------------|------------|
| REVENUE | | | | | | |
| Membership dues | \$ 40,752 | \$ - | \$ - | \$ - | \$ 40,752 | \$ 32,168 |
| Merchandise | 1,158 | - | - | - | 1,158 | 1,374 |
| Government funding | 173,260 | - | - | - | 173,260 | 146,743 |
| Other | 6,358 | - | - | - | 6,358 | 5,000 |
| Programs | 51,491 | - | - | - | 51,491 | 95,182 |
| Donations | 6,664 | - | - | 280 | 6,944 | - |
| Gain on disposal of assets | - | - | 23 | - | 23 | 10,800 |
| Investment income | 571 | - | 467 | 135 | 1,173 | 2,110 |
| | 280,254 | - | 490 | 415 | 281,159 | 293,377 |
| COST OF SALES | (336) | - | - | - | (336) | 184 |
| | \$ 280,590 | \$ - | \$ 490 | \$ 415 | \$ 281,495 | \$ 293,193 |

The accompanying notes are an integral part of these statements.

SAIL NOVA SCOTIA ASSOCIATION

STATEMENT OF EXPENDITURES
(Unaudited - See Notice to Reader)
FOR THE YEAR ENDED OCTOBER 31, 2016

| | Operating | Fixed Asset | Legacy | WOW | 2017 | 2016 |
|--|------------------|--------------------|-------------------|---------------|-------------------|-----------------|
| EXPENDITURES | | | | | | |
| Amortization | \$ - | \$ 19,207 | \$ - | \$ - | \$ 19,207 | \$ 17,329 |
| Bad debt | - | - | - | - | - | 400 |
| Boat fuel | 1,391 | - | - | - | 1,391 | 1,414 |
| Club and athlete funding | 27,525 | - | 1,500 | - | 29,025 | 7,061 |
| Contract services | 31,310 | - | - | - | 31,310 | 21,923 |
| Equipment rental and maintenance | 2,155 | - | - | - | 2,155 | 7,949 |
| Insurance | 7,299 | - | - | - | 7,299 | 7,477 |
| Interest on long term debt | 666 | - | - | - | 666 | 866 |
| Operating | 32,599 | - | - | - | 32,599 | 51,851 |
| Professional fees | 860 | - | - | - | 860 | 860 |
| Programs | 5,497 | - | - | - | 5,497 | 15,065 |
| Rental | 6,777 | - | - | - | 6,777 | 10,553 |
| Trailer registration | 607 | - | - | - | 607 | 304 |
| Truck operating | 6,739 | - | - | - | 6,739 | 5,708 |
| Wages | 142,740 | - | - | - | 142,740 | 134,998 |
| | 266,165 | 19,207 | 1,500 | - | 286,872 | 283,758 |
| Excess (deficiency) of revenues over expenses | \$ 14,425 | \$ (19,207) | \$ (1,010) | \$ 415 | \$ (5,377) | \$ 9,435 |

The accompanying notes are an integral part of these statements.

SAIL NOVA SCOTIA ASSOCIATION

STATEMENT OF CHANGES IN NET ASSETS
(Unaudited - See Notice to Reader)
FOR THE YEAR ENDED OCTOBER 31, 2017

| | Operating | Fixed Asset | Legacy | WOW | 2017 | 2016 |
|---|------------------|------------------|------------------|------------------|-------------------|-------------------|
| Fund balances, beginning of year | \$ 76,211 | \$ 56,615 | \$ 55,305 | \$ 19,906 | \$ 208,037 | \$ 198,602 |
| Excess (deficiency) of revenue over expenses | 14,425 | (19,207) | (1,010) | 415 | (5,377) | 9,435 |
| Interfund transfer | - | - | - | - | - | - |
| Fund balances, end of year | \$ 90,636 | \$ 37,408 | \$ 54,295 | \$ 20,321 | \$ 202,660 | \$ 208,037 |

The accompanying notes are an integral part of these statements.

SAIL NOVA SCOTIA ASSOCIATION

NOTES TO FINANCIAL STATEMENTS

1. PURPOSE OF THE ORGANIZATION

Sail Nova Scotia Association was incorporated under the Societies Act of Nova Scotia on June 23, 1976. The purpose of the organization is to encourage Nova Scotians to become more proficient in managing, handling, cruising, and racing sailing or powerboats through training in safety, sailing, navigation and seamanship.

2. EXTERNALLY RESTRICTED FUNDS

Legacy Fund

Sail Nova Scotia Association maintains a restricted investment account with National Bank Financial whose interest is used to fund athletes.

WOW! Women on Water Fund

Sail Nova Scotia Association maintains a restricted investment account with Assante Financial whose interest is used to fund eligible female sailors.

3. SPORT NOVA SCOTIA TRUST ACCOUNT

The Association has a trust account with Sport Nova Scotia Association to administer payroll.

4. CAPITAL ASSETS

| | Cost | Accumulated Amortization | Net 2017 | Net 2016 |
|---------------|------------|-----------------------------|-------------|-------------|
| Equipment | \$ 78,471 | \$ 55,932 | \$ 22,539 | \$ 34,036 |
| Motor vehicle | 34,153 | 19,635 | 14,518 | 21,825 |
| Website | 1,661 | 1,310 | 351 | 754 |
| | \$ 114,285 | \$ 76,877 | \$ 37,408 | \$ 56,615 |

SAIL NOVA SCOTIA ASSOCIATION

NOTES TO FINANCIAL STATEMENTS

5. LONG-TERM DEBT

| | 2017 | 2016 |
|--|-----------------|------------------|
| Long-term debt bearing interest at 4.35%, repayable in monthly blended payments of \$448.75, due April 2020 | \$ 12,523 | \$ 17,242 |
| Less long-term debt payable in one year | <u>5,349</u> | <u>4,719</u> |
| | \$ <u>7,174</u> | \$ <u>12,523</u> |

2017 CLUB MEMBERSHIP REPORT Number of declared members as of Oct. 31/17

| Club Name | 2017 | 2016 |
|---|-------------|-------------|
| Antigonish Boat Club | 11 | 8 |
| Armdale Yacht Club | 172 | 166 |
| Barrachois Harbour Yacht Club | 14 | 18 |
| Bedford Basin Yacht Club | 106 | 116 |
| Ben Eoin Yacht Club | 37 | 5 |
| Bras d'Or Yacht Club | 37 | 0 |
| Chester Yacht Club | 240 | 299 |
| Dartmouth Yacht Club | 420 | 382 |
| Dobson Yacht Club | 20 | 41 |
| Grand Lake Yacht Club | 5 | 10 |
| Hubbards Sailing Club | 28 | 8 |
| Indian Point Yacht Club | 37 | 38 |
| Isle Madame Boat Club | 5 | 5 |
| LaHave River Yacht Club | 124 | 123 |
| Lunenburg Yacht Club | 104 | 104 |
| Mabou Sailing & Boating Club | 3 | 5 |
| Northern Yacht Club | 22 | 22 |
| Petpeswick Yacht Club | 12 | 3 |
| Pictou Yacht Club | 22 | 24 |
| Queens Recreational Boating Association | 12 | 12 |
| Royal Nova Scotia Yacht Squadron | 680 | 643 |
| Royal Western Nova Scotia Yacht Club | 0 | 7 |
| Sail Able Association of Nova Scotia | 31 | 10 |
| Shearwater Yacht Club | 117 | 120 |
| Shelburne Harbour Yacht Club | 60 | 60 |
| St. Margaret Sailing Club | 85 | 95 |
| Waegwoltic Club | 77 | 60 |
| Wallace MacAskill Yacht Club | 14 | 14 |
| Total | 2495 | 2398 |

Note: Fee per declared member = \$30.00. Breakdown: \$16.00 to Sail NS, \$14.00 to Sail Canada



PRESIDENT'S REPORT

It has been a busy year on and off the water in Nova Scotia.

Nova Scotia clubs hosted 3 National Championships (Youths, Opti, and Women's Keelboat) and one world championship (Sonar) this summer. Each event was extremely well run with great support from volunteers. What was most impressive was the Legacy left behind following these events. For example the Lunenburg Yacht Club secured more than \$300,000 in funding for club infrastructure upgrades because they were hosting these two events. And they were only able to host events because they were a member of Sail Canada. Yet another major benefit of belonging to Sail Canada & Sail Nova Scotia!

Off the water Sail Nova Scotia supported 4 clubs host Open House days in the spring to bring more of their respective communities to their clubs to showcase their program offerings. All clubs reported good success with that initiative and will build on it next year.

Several of our clubs are experiencing declining or aging membership numbers. Much of it is attributable to out-migration in the rural communities, but all clubs are being encouraged and supported to attract more young people to their clubs through innovative means. Let the younger generation set the program and social calendar at the club, go after new Canadians and women who are under-represented in the sport, build relationships with other groups in their communities, etc. Changes must be made for the health of the sport.

On the water our youth athletes performed very well.

4 of the top 5 finishers in the Opti Canadians were from Nova Scotia, 3 medals at the Canada Games in Gimli, a number of national youth podium finishes, 5 athletes from Nova Scotia on the Youth Worlds team heading to China in December. Impressive results from a province with 1/36th of the Canadian population!

We like to think we do things well here in Nova Scotia given our population and limited funding. It all comes down to building healthy relationships and supporting all areas such that clubs, volunteers, staff, and athletes can achieve their very deserving success.

Respectfully submitted,

Sean Kelly
President

NOMINATING COMMITTEE REPORT

The Committee recommends the following slate of candidates for election to the Board at the Annual General Meeting. The Board can comprise of no more than 16 members.

Nomination for President

| | | |
|-------------|--------------------|-------------|
| Jeff Nelson | Armdale Yacht Club | 2017 - 2019 |
|-------------|--------------------|-------------|

Nominations for Board Members

| | | |
|----------------|------------------------------|--------------|
| Andre Corkum | Indian Point Yacht Club | 2017 – 2019* |
| Keith Davidson | Bedford Basin Yacht Club | 2017 – 2019 |
| Gordon Hart | Dartmouth Yacht Club | 2017 - 2019 |
| Eric Hill | Shearwater Yacht Club | 2017 – 2019* |
| Mike Klassen | Chester Yacht Club | 2017 - 2019* |
| Erin Norwood | Royal NS Yacht Squadron | 2017 - 2019* |
| Henry Pedro | Shelburne Harbour Yacht Club | 2017 - 2019* |
| David Wedlake | Royal NS Yacht Squadron | 2017 – 2019 |
| India White | Royal NS Yacht Squadron | 2017 – 2019 |

*Denotes 2nd term

Existing Term Board members

| | | |
|----------------|---|-----------|
| Dana Archibald | Royal NS Yacht Squadron | 2016-2018 |
| John Astephen | Northern Yacht Club | 2016-2018 |
| Daniel Conrod | Royal NS Yacht Squadron | 2016-2018 |
| Mark Surette | Royal NS Yacht Squadron | 2016-2018 |
| Brendan Wilton | Royal NS Yacht Squadron | 2016-2018 |
| Peter Woodford | Royal NS Yacht Squadron Bras d'Or Yacht Club | 2016-2018 |

Respectfully submitted,
Sean Kelly
Nominating Committee Chair

THANK YOU TO OUR SUPPORTERS

