

2021 AGM MINUTES

2021 Tennis BC Annual General Meeting
September 25, 2021
11:00 am to 1:00 pm
WEBINAR Via ZOOM

10:00 am **Member Registration** Rosemary Erb (extra time for online registration)
11:00 am **AGM**

11:00 am 1. Welcome and Introductions Mark Braidwood, President

- Mark Braidwood welcomed all voting members and guests.
- Mark updated members and guests that this is our second zoom not in person AGM and asked for feedback from our clubs as to their preference for keeping these meetings virtual or returning to the in-person format. Mark advised that we are keeping to the formalities of the AGM but we do have a guest speaker this year. Awards will be celebrated when in person recognition is possible.
- Normal bylaws of in-person meeting cannot be followed and voting procedures need to change due to zoom format. As such, motions will be revised and we will be asking for any opposition to a motion. Hearing none, it will be assumed that all are in favour. Should there be any in opposition, we will poll to see if there are any others in opposition. This is the same process we used at last years AGM.
- With regard to questions, Mark asked that all questions be typed into the “chat” platform. The questions will then be read out loud and addressed. There will be 5 minutes given for questions for each motions and 15 minutes allotted for questions at the end of the meeting. All questions will be answered; if we run out of time, they will be answered off-line before end of the month.

11:05 am – **Guest Speaker – Grant Connell**

11:15 am 2. President’s Remarks & Formalities Mark Braidwood, President

- The meeting was called to order at 11:15
- It was declared that this is the Annual General Meeting of Members of Tennis BC. Mark Braidwood, as President of Tennis BC will act as Chair. Mark reminded everyone that this meeting is actually for the period from April 2020 to March 31, 2021.
- Introduction of Directors in attendance: Denise Wong, Karen Clarke, Chris Thompson, Kira Draliuk, Gary Davidson and Raymond To. Marvin Storrow & Kavie Toor send their regrets. Paul Crawford introduced as the newest board member & Rick Hastings, past president is in attendance.
- Rosemary Erb appointed as recording secretary
- Karl Vukobrat and Sandra Hong appointed as Scrutineers
- Past-President, Rick Hastings appointed as Parliamentarian

11:18 am 3. Registration and Proxies Mark Braidwood, President

- Confirmed that everyone has now registered with the scrutineers.
- Confirmed that all the proxies been deposited.
- Reminder that: Voting will be verbal by all authorized representative of voting clubs (also known as Gold or Silver Member Club), and only authorized voting Members of Tennis BC may present

motions. We will be asking for opposition to the motions. Rosemary Erb will maintain the roster of authorized voting member representatives

11:20 am 4. Notice of Meeting Mark Braidwood, President

- Confirmed that the documents required pertaining to last years (2020) AGM were circulated as per the Societys Act regulations.

11:21 am 5. Scrutineers' Report Mark Braidwood, President

- Mark asked the scrutineers to please submit their report on attendance to determine if there is a quorum.
- Karl Vukobrat declared that a quorum was present.
- Mark declared that the notice having been mailed in accordance with the by-laws and a quorum being present, I declare that this meeting is duly constituted for the transaction of business.

11:22 am 6. Minutes of Last Meeting Mark Braidwood, President

- The minutes of the last meeting of members held on September 26, 2020 were pre-circulated to all voting Members. The Auditor's Report and Financial Statements for 2020/21 were provided as information to the Members as well.

MOTION 1: "That the Minutes of the last AGM held on September 26, 2020 be approved, as amended"

- *Motion by Heather Nivison of Vancouver Lawn. No discussion on the motion. None opposed. Motion is Carried.*

11:23 am 7. Reports

- **11:23 am President's Report** Mark Braidwood, President
 - Second AGM during the pandemic. It's been a long 18 months, but our organization is surviving well. Our house is in good shape with the tight cost management implemented, we are operating with a surplus of capital. Our hubs are also doing well allowing us to diversify our funding going forward which is one of our strategic goals. We are cautiously optimistic and keeping a close eye on funding sources.
 - We are finally able to host tournaments and are doing everything we can to get in as many as we can.
 - The board is working well together. We have a strong Tennis BC staff and we also continue to work strongly with Tennis Canada.
 - Sarah Kadi decided to step away from Tennis BC to pursue other interests and we wish her well. Charlie McLean has stepped into the role and is assisted by another new person, Max Korkh.
 - From your expressions at the last AGM, we have set up a pickleball/tennis committee and there is some excellent work being done.
 - We are looking forward to having even better and deeper connections with our members and if we're able to, we are also looking ahead to having some sort of Hall of Fame endeavor in the near future.

Motion 2: "That the President's Report be accepted"

- *Mark asked for any questions or discussion on the President's report. Hearing none he asked for any opposition to the report. Hearing none, Mark declared the President's report accepted.*

• **11:28 am CEO's Report** Mark Roberts, CEO

- Mark Roberts welcomed everyone to the 101st AGM.
- Mark spoke of the last 18 months and how it has affected many, and how lucky tennis has really been during the pandemic. Social play and court time demand is way up, but our competitive side has been greatly affected. Until recently we have not been able to run any

kind of tournaments at all. Through Tennis Canada, we have information from the ITF that there has been a 50% increase in tennis played throughout the world.

- Juniors have lost 2 years of Nationals. We have started really quickly again this year as soon as we were allowed and our juniors have done an amazing job so far! We should be proud of what our juniors have accomplished so far, and they've been working very hard.
- We have strong financial results, in a large part due to government support through a variety of programs.
- We were able to continue most of our strategic initiatives.
- Mark sent a very big thank you to all of the clubs, players, staff, board members and club managers! Having to adjust and follow guidelines that were set out by the government and viaSport has been a huge job. Everyone has done really well and stepping up to follow the guidelines as presented. Mark also thanked his staff for everything they've done during these trying, yet busy times.
- Mark spoke on the financial impact of Covid, and went through some of the funding received and that we are still being cautious as we don't know what will happen in the future with some of these funds.
- Tennis Canada is slowly recovering from their great losses last year. They were able to run the National Bank Open this summer and allow some fans in. This has enabled them to at least break even and actually make a bit of money this year. Some of our funding will come back from Tennis Canada.
- Thanks to our sponsors as they all stayed with us even when we weren't able to host our events that we usually do.
- Mark reminded everyone of the Ed Siemens Fund. It is a fund that is held at the Vancouver Foundation and has roughly \$60,000 in it. This year we were able to give out \$850 to 3 individuals for their tennis development. All 3 of the recipients this year actually played in the Nationals.
- Mark spoke on other ways that we are trying to raise funds/obtain grants in order to subsidize and help youth in a variety of ways.
- Strategic highlights: we realize that the public court player is not represented well in tennis and we are trying to work that into our strategies. We are hoping to take this nationally but already with the Hubs it is incredible so far. We are working with a number of communities around the province now to try to develop tennis on public courts. We are hoping to work on facilities development, protection of courts and renewal of public courts to keep them in better condition. If we can get an inter provincial representation in this, we can get a true picture of the significance tennis has and the number of players we really have across the country, not only the number from our clubs. Tennis BC is leading this initiative. Manitoba has now opened their first Hub operation after we were able to share all our information with them. It is our hope that one day, people can travel across the country and know there are public courts they can access, just as they could do as a member of a private club.
- Safesport is a big piece of what we're doing with Tennis Canada, as Mark Braidwood said. A huge thank you to all our coaches and tennis professionals across the province for doing their part to fulfil the requirements of the TPA now. viaSport is now putting some requirements into this Safesport initiative also, which we will pass on to you. This is such an important initiative in order to keep our kids and our players and coaches safe throughout the country and we 100% buy into it and we hope you do too.
- Jeannie Rohr has been leading the coaching modules and convinced and assisted Tennis Canada in setting up the Community Tennis Facilitator program. Our coaching classes are sold out as soon as we get them posted, with huge waiting lists. We realize that many of our clubs are still short on tennis pro's even though all our classes are full. We are re-evaluating how we admit people into the certification classes, to ensure when they graduate that they do want to teach tennis and are available for hire to our clubs. We will keep you updated on our evaluations.
- Mark touched on the Pickleball committee again and thanked everyone involved so far for their hard work. Again, the rest of Canada seems to be looking to us as the lead in handling this issue as their struggle continues also.

- One of our key strategic initiatives is to increase the capacity of indoor tennis facilities. This remains an ongoing issue. All our courts are full, which is great but also a huge issue in that it limits our junior and adult tournament capability as well as league and programs. If we can't run tournaments, we won't have any junior development moving forward. We need to be able to host tournaments. We will be reaching out to all our clubs to assess your support and ability to host tournaments. At the Richmond Hub, we are planning on 52 tournaments – giving up all our court time on the weekends in order to run tournaments. But we need our clubs support and participation also. It is better for our players to play in different places, on different surfaces, etc. We would like to ask our clubs for one or two weekends a year to host events/tournaments at all levels.
- The Tennis Centre just opened a new indoor centre at Langley. It's a beautiful centre and a great addition to the community of Langley. Congratulations to Larry for getting that centre open. Also congratulations to Winston Pain up in Salmon Arm for getting that centre opened up.
- Lots of action happening around the province for new indoor facilities. Whistler also is really trying to get something happening. Tennis BC will help wherever we can.
- Charlie McLean and Max Korkh have joined us, as Mark Braidwood mentioned. We are getting our focus back on track for U12. Although all player development is key, our focus along with Tennis Canada is U12.
- Open & Senior player events we'll try to get back on track
- School tennis program was limited during covid but we are getting these back on track as schools allow.
- Targeted program for girls is moving forward and a few programs have been run with great success.
- Big thank you to our key sponsors: Leith Wheeler who stepped up this year as we ran the LWSPPO over 7 weeks. Max did a fantastic job running this and we had a lot of great feedback. Penn and Head are substantial supporters also. For those who don't know, when you buy Penn Marathon balls, \$0.30 per can comes back to Tennis BC to help support tennis in our province. Stanley Park Brewing joined us this year as the official beer of Tennis BC.
- Thanks also the City of Vancouver & the park board as they were a big help to us in allowing us to run the LWSPPO.
- Lastly thanks to the province, viaSport and our gaming grants. We appreciate all their continuing support.
- A final thanks to our wonderful Tennis BC team.

Heather Nivison commented, appreciated the fact that we are addressing the coach shortage as it is an ongoing issue. Heather also thanked Tennis BC for everything we're doing and for all the communication we provide on a timely fashion.

MOTION 3: "That the CEO's Report be accepted"

- *Motion by David Price from Richmond TC No one opposed. Motion is Carried.*

- **11:52 am Membership Report**

Mark Roberts, CEO

- 80 clubs across the province
- 3 new clubs this year: The Tennis Centre in Langley, Fernie Tennis Co and Summer Smash Tennis. Welcome to all new clubs
- Thanks to Rosemary who has done a great job throughout this. Rosemary also does the newsletter. It is our primary source of communication so please send in any information or ideas you have. If you'd like any help with anything, please let us know so we can try to assist.
- 7 clubs in the province are now using the Club Spark system. Tennis Canada is working with Club Spark also to have more and more things go through CS, such as tournament software, league software, etc.
- Thank you to all our member clubs for your support. Please don't hesitate to reach out with any questions.

MOTION 4: "That the Membership Report be accepted"

- Motion by Heather Nivison of Van Lawn. No discussion. None opposed. Motion is Carried.

11:57 am 8. Financial Statements/Treasurers Report

Chris Thompson, Treasurer

- Explanation by Chris of the finance and audit committee. Committee is led by Chris; there are 3 or 4 people on the committee, including Chris, and other board members. They meet at least once every 2 or 3 months and the treasurer & the F&A committee reports to the board to review and approve monthly, quarterly and then the yearly financial statements.
 - We have been using Tompkins Wozney LLP for the last number of years. They are appointed now for the next year. They begin their review in the Spring and report back to the F&A committee their findings.
 - The F&A committee then presents that to the Board for final approval
 - Audited financial papers are then submitted to you in the package you received for the AGM
- Fiscal Year 2021: Financial Highlights
 - Our fiscal is from April 1st to March 31st
 - Tennis BC has very predictable seasonal financial operations.
- Chris went through financial highlights for FY2021 advising that revenues were down 17% but \$219,000 in excess of expenses, which is considerable higher than previous years due to tight cost management given the covid uncertainties.
- Working capital dropped slightly in 2021 but cash (including term deposits) increased.
- Financial Position Year Over Year:
 - New for FY21 – restricted funds held for capital fund and Canada Emergency Business Loan payable in December 2022
 - Deferred revenues increased due to prepayment for lesson programs at Stanley Park and Richmond Hubs
 - Working capital of \$269,000 down slightly from \$321,000 in 2020, but cash is up \$89,000
- Financial Conclusions:
 - Continued budgeting aligning with strategic objectives
 - 30-50% of revenue sources from grants
 - Risk to revenue difficult to mitigate
 - Monies matches with delivery programs
 - Exciting Times for Tennis
 - Will tennis success and media exposure translate into funding, municipality support and additional capacity?
 - 4 new Indoor courts in Richmond and 6 seasonal courts at Stanley Park
 - Normally Predictable & Seasonal, but impacted by Covid 19 in 2020/21
 - FY22 budget \$1.7 million. Revenues & Expenses up 50% from FY21 with a small budgeted surplus for the year
 - Better than expected results so far with Working Capital improving to \$281,000 by the end of August 31, up \$12,000 from last year end.

Larry Jurovitch asked Chris to show where the Lease fee was shown. Chris brought up the appropriate slide to answer his question.

MOTION 5: "That the Treasurer's Report be accepted"

- Motion by Dave Pentland of SCLTC No further discussion. None opposed. Motion is Carried.
- Chris presents the 2020/2021 Audited Financial Statements

MOTION 6: "That the 2020/21 Audited Financial Statements be approved as presented"

- Motion by Dave Pentland of SCLTC No further discussion. None opposed. Motion is Carried.

- **2022 Membership Proposed Fees** Chris Thompson, Treasurer
Chris advised there are no fee changes proposed.

MOTION 7: "That the membership proposed fees be accepted"

- *Motion by David Price of Richmond Tennis Club. No further discussion. None opposed. Motion is Carried.*

- **12:09 pm 9. Auditors** Chris Thompson, Treasurer

Chris asked that we appoint Tompkins Wozny LLP Chartered Accountants once again as we have been using them for a number of years and have been very happy with their service.

MOTION 8: "That Tompkins Wozny LLP Chartered Accountants be appointed auditors for the 2021/2022 Fiscal year"

- *Motion by Heather Nivison from Van Lawn. No further discussion. None opposed. Motion is Carried.*

- 12:10 pm 10. Nominating Committee Report** Mark Braidwood, President

Mark Braidwood is the chair of this committee although it's normally done by the Past President. Due to the fact that Rick Hastings has run again for the board, it is a conflict of interest for Rick, so Mark has assumed responsibility since his term as President is ending. Each year 3 members of the board have their terms expire. The committee itself is made up of the past president, and all the directors whose term is not up for renewal. In February the Expression of Interest was circulated to everyone, after which interviews were conducted. Criteria important to being chosen for the board was a business background, background in finance, board experience and a passion for tennis. This year there was more emphasis on the background in business given that we have the Hub operations now.

- 12:13 pm 11. Election of Directors** Mark Braidwood, President

- The next item of business is the election of Directors. Pursuant to the by-laws, the Nominating Committee nominates candidates to stand for election to the Board at the AGM. By notice to the Society given 45 days prior to the annual general meeting, any voting member may nominate candidates for the positions of Director. No voting member club has put forward another proposed candidate; therefore, the Directors are approved by acclamation.
- There are three (3) three-year terms to be filled as a result of the normal rotation of Directors as clarified in our by-laws.
- The three individuals recommended by the Nominating Committee are: Marvin Storrow, Rick Hastings and Paul Crawford.
- Mark asked for Marvin, Rick and Paul to briefly introduce themselves, however Marvin was unable to attend the meeting today and sent his regrets.
 - Rick Hastings thanks the nominating committee for selecting him. He spoke of his passion for tennis and his enjoyment working with the people involved in the sport. Rick is looking forward to volunteering and working with everyone for the next 3 years.
 - Paul Crawford introduced himself, originally from England and has always been a keen sportsman, playing rugby, soccer, field hockey, and cricket. Paul is also a keen skier and spent 3 winters in the French Alps. He has been in BC since 1986. Paul has a sales and marketing background, working with King Marketing. Paul also has a

small distribution company and small start up company. He has 2 daughters, one of whom works with the Vancouver Whitecaps and the other just completed her degree at McGill. Paul coached both of the girls' soccer teams, taking one of them to the BC Provincials a couple times. Paul has played tennis for years, growing up on grass courts. He is a current member at Shaughnessy and plays 3 or 4 times per week. Paul is really looking forward to working with the board and everyone involved.

- Mark confirmed that the By-laws state that an election may be by acclamation, and declared each Director elected by acclamation. He welcomed everyone and thanked everyone who put their hat in the ring.
- Karen Clarke spoke to acknowledge all of the hard work and time given by Mark Braidwood, as President of the Board. Mark has made many many contributions to our organization, including:
 - A complete overhaul of our governance manual. The result of completing this huge task is that Tennis BC now has a solid governance foundation on which to operate.
 - Mark was instrumental in overhauling the Discipline Appeals Process manual.
 - Through his leadership, we have been able to establish two Hubs in the province. This has allowed our organization to be less dependent on outside funding sources, which as we've seen can make us vulnerable. Thanks to Marks leadership in this regard, we are in excellent shape financially.

On a personal note, it's been a great privilege to work with Mark. He has brought a very high level of integrity and equanimity to everything he does for the board and for our membership. Thank you Mark, for all the work you've done. Thank you from everyone on the Board.

There will be a more formal presentation at a later time.

12:20 pm 12. Questions for the board

Mark Braidwood, Chris Thompson, Mark Roberts

- Larry Jurovich – commented on coaching shortage, wondering about trying to limit outdoor public court coaching. Mark Roberts commented on Tennis BC thoughts & efforts with regard to this.
- Lakeview Heights has offered to host a tournament in the new year.
- Bruce from Maple Ridge TC asked about efforts to get Tennis back into the BC Summer Games? Mark Roberts spoke to the question.
- Carole Hickey asked if there will be organized League again next year. Mark Roberts advised that we support it and hope that it will be allowed to be run next year. Mark asked Carole to send an email and we will connect her with the League captains so she can approach them directly.

12:34 pm 13. Conclusion

Mark Braidwood, President

Chair entertains a motion to conclude. Thanks to everyone attending.

Motion 9 “That the 2021 AGM be concluded”

- *Motion by Marina Alexander from West Vancouver Tennis Club. No further discussion. None opposed. Motion is Carried.*