

TUC AGM October 28 2020

Wednesday, October 28, 2020

7:26 PM

Registration to Vote – Performed electronically ahead of time.

1. Call AGM to Order: 7.32 PM
 - a. Board present:
 - i. Lindsay Earle
 - ii. Juliet O'Farrell
 - iii. Chelsea Jackson
 - iv. Andrew Hunter
 - v. Colin Mattison
 - vi. Patrick Russell
 - b. Land acknowledgement
 - c. Welcome Members and Introduce Board of Directors
 - d. Read Notice / Waive Notice
 - i. Motion: [Juliet O'Farrell] Second: [Tom] Vote Result: [Passed]
 - e. Presentation: Voting and ground rules of meeting
2. Confirmation of quorum (.5% of Membership)
 - a. Total members: [157]
Members Present: [19]; James Maynard arrived. -> 20 People
 - b. Required for Quorum: [6]
 - c. 10 persons required to carry a motion. -> 11 persons when our group was 20 persons.
 - d. Appoint scrutineers: 2 or 3 Persons [Jamie Millage, Matt Kishi & Jo Malisani]
 - i. Motion: [Wesley Gardiner] Second: [Diane Pendlebury]
Vote Result: [Pass]
3. Approval of Agenda:
 - a. Motion: [Colin Mattison] Second: [Andrew Hunter] Vote Result: [Passes]
4. Approval of Minutes of previous AGM
 - a.

Motion: [Juliet O'Farrell] Second: [Tom] [] Vote Result: [Passes]
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 - b. Business arising from Past Minutes?
 - i. -none
5. Board of Directors Report:
 - a. Thank you to all the staff who made the AGM possible.
 - b. Thank you members for attended this AGM when there are limited opportunities to play
 - c. How COVID changed our plan:
 - i. Previous discussions were based on growth, the implementation of the 5 year plan. We have pivoted. Thanks

- to the staff we were able to provide limited playing opportunities; providing Gov't updates almost as fast as they came out.
- ii. The board has worked hard to keep TUC, our vision, and mission alive through the pandemic. It was challenged by ever changing information.
 - i. We were helped by the staff tremendously.
 - iii. Layoffs - We unfortunately are seeing two staff persons leave the organization.
 - i. Matt - Thanks for being the go-to guy. Members really appreciate your work ethic and have expressed their gratitude to the Board
 - ii. Jamie - Thank you for building our junior and adult pipelines in the what they are today.
 - iii. Jo - The BOD expresses it constant thanks and TUC was well run due to the staff and the ED over the last year.
 - iv. The BOD looks to keep the membership engaged to move back into a playing component in the 2020/2021 year. COVID will remain a serious challenge to all sports organizations
 - v. Surveys which went out to the membership indicated a higher proportion of players willing to play through COVID but did not materialize when play was permitted to resume.

6. Presentation Approval of Audited Financial

a. Yuri - Presenting Audited Report

- i. Year end is March 31
- ii. Qualified Opinion for Not-For-Profit.
 - i. Everything looks fine 'BUT'
 - ii. For a non-profit, it is often difficult to verify the revenue which is why a qualified opinion is accepted as an audit report.
- iii. Going 'Concern' - Means 'Business'; can we continue the business until the Next year end (march 31 2021)?
- iv. Cash Position: The position in March 31 2020 TUC had a strong cash position. This report reflects the position of the Club at March 31 2020; Just before COVID.
- v. TUC loaned Razor (RMI) funds to build a new venue.
- vi. Deferred revenue decreased as no person would pay for a tournament that was not going to happen (COVID).
- vii. Income Statement: League fees were consistent with the prior year. Interest went up due to loan to Razor.
- viii. Decreases in tournament fees - TUC would have paid for fields into April/Spring 2020 which were subsequently cancelled due to COVID. The refunds would be applied in the next fiscal year (if applicable).
- ix. Revenue is in excess of expenditures.

- x. Wage Subsidy shows as 'Cost Reduction' as opposed to a separate line item.
- xi. Loan Receivable Note - Post year end the agreement was amended with RMI due to COVID considerations. The principal payments were delayed to November 2020; not a real impact to TUC b/c we have a strong cash position. Interest Income would increase.
 - i. No flags raised to auditor by RMI's repayments as they have paid all interest payments to date, on time.
- xii. Field Commitments: TUC has committed to certain amount of field rentals. Worst case scenario (COVID, No tournaments, no revenue, no refunds); TUC owes 152k in 2021 but can weather this payment if required. This is the worst case scenario.
- xiii. Credit Risk on loan receivable - TUC has reduced risk by amending the terms of the RMI loan.

b. Question:

- i. Why is 2022 field commitment 2x that of 2021 & 2023?

A: 2022 is double because the license expires in October 2023. We have reduced fees associated with fields currently with RMI.

We also have a large portion of the field funds paid by the gov't

c. Motion to Approve Audited Financial Statements:

- i. Motion: [Juliet] Second: [Andrew Hunter] Vote Result: [Passes]

7. Executive Director Report:

a. KPIs for the Year:

- i. Member retention; 3% growth; develop and improve Social Media; Increase development for coaches and players; Create partnerships that add value to the organization and membership

b. 2019-2020 - Expected a 70k loss; actual -76k

- i. TUC looked at various ways to decrease this loss. The loan to RMI's interest was to offset the -76k from the previous year; TUC increased fees to lower the break-ever point

c. Current year: We are down 84% in terms of membership. We did not expect this large a drop due to the surveys put out by TUC. We expected ~ 50% of the membership to return to play in the summer.

d. BOD streamlined the membership Start/End dates to one single time.

e. Looking ahead to 2021 - We are advised to anticipate similar capacity rates to current 2020 COVID

f. Summer 2020 - TUC was not able to create any summer leagues; TUC pivoted to 'Pick-up' bubbles.

- i. TUC was not charged for fields we were unable to use.

g. Fall indoor - Expanded the Tuesday indoor league; League numbers dropped due to folding of MLS Monday night.

h. Winter 2020 - Tuesday remains a popular night but decrease overall numbers. Beach Blast was a smaller tournament due to venue location.

- i. Junior Programming - Summer 2019 program did not run at a loss. Increased membership and introduced jerseys. Our programs were revenue neutral until we were forced to shut down.
 - i. 2021 - We will continue to offer juniors. They want to play. Most sports orgs are thriving with their youth programming.
 - j. TUC focused on strengthening relationships with Ultimate Canada, Ontario Ultimate and others.
 - k. Strategic Plan - This was turned on its head due to COVID.
 - i. TUC Successfully increased Social Engagement & a membership feedback mailbox.
 - ii. We worked to implement a Long-term Athlete Development model.
 - iii. We began to put an RFX to redo our website however that was tabled due to COVID.
 - iv. We now report, track concussions with a safe return to play model as required by law.
 - l. Athlete Development
 - i. Ran 15th version of a popular high school tournament
 - ii. The tournament was run on the last day of in-person school in March 2020.
 - iii. COVID- Off Field Outreach
 - i. We started various engagement, TUC Trivia, streaming, however over time the participation numbers dropped off.
 - iv. July 2020 - We had 13 distance events. Low intensity / Medium Intensity tune-ups with modified scrimmage.
 - i. These programs were without defense.
8. Questions/Statement from the Floor:
- a. Outlying regions Vaughan, Richmond Hill now have their own clubs which are cheaper than TUC.
 - i. A lot of people who played in various leagues outside TUC also continued to play inside TUC. Board has investigated why people move and the various models offered by other clubs. We looked at opportunities to make TUC more valuable (Clinics, Scrim 101). Toronto fields will continue to be more expensive. This issue is on the radar.
 - ii. Andrew Hunter: We are struggling to attract new members. Part of this problem to a new captain is the cost of entry. We need to focus on what TUC offers and focus on what keep bringing people back.
 - b. Mississauga Ultimate has no paid staff
- a. Where in the west end did RMI build the new venue?
- i. Near the High Park Area is where they would like to build. This project will be delayed.
9. Ratification of Business conducted by the Toronto Ultimate Club in the past year
- a. Policy Updates:

- a. Inclusivity Policy
- b. Concussion Policy
- c. Volunteer Screening
- d. Junior Code of Conduct
- e. Discipline Policy
- f. Bad Weather Policy

b. Motion: [Colin Mattison] Second: [Kaity Williams] Vote Result: [Passes]

10. Ratification of Bylaw Changes

Bylaw Section 4.2

Current Language:

4.2 Unless otherwise determined by the Board, the membership year of the Corporation will be May 1 to April 30 OR September 1 to August 31 OR January 1 to December 31 based on when the membership was purchased, and whether it is a Junior membership or not.

Proposed Language:

<p><i>Unless otherwise determined by the Board, the membership year of the Corporation will be April 1 to March 31.</i></p>	<p>a. Motion: [Andrew Hunter] Second: [Diane Pendlebury] Vote Result: [Passes]</p>
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11.

<p>Election of new board members:</p>	<p>Re-running: Chelsea Jackson, Patrick Russell, Juliet O'Farrell Interested Persons: Sanjay Parker, Kaity Williams</p>
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- a. Vote Result / Confirm: [Chelsea Jackson]
- b. Vote Result / Confirm: [Patrick Russell]
- c. Vote Result / Confirm: [Juliet O'Farrell]
- d. Vote Result / Confirm: [Sanjay Parker]
- e. Vote Result / Confirm: [Kaity Williams]

12. New business:

- a. None

13. Next AGM – Scheduled for end of September 2021

- a. Meeting Adjournment 9:29 PM [Diane Pendlebury] Second: [James Maynard] Vote Result: [Passes]

