



1. Call to Order (Agenda)

When: Thursday, October 13, 2022

Time: 2:30 p.m. – 4 p.m.

Where: Hotel Saskatchewan, Regency Ballroom (2125 Victoria Avenue, Regina)

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| 2:30 – 2:40 p.m. | 1) Call to Order & Approval of Agenda
2) Approval of the 2021 IBAS Annual General Meeting Minutes |
| 2:40 – 3 p.m. | 3) Chair's Report
4) 2020-23 Strategic Plan Update
5) 2021-22 Financial Report
6) Appointment of Auditor
7) 2023 Membership Fees |
| 3 – 3:10 p.m. | 8) Insurance Brokers Association of Canada National Update |
| 3:10 – 3:35 p.m. | 9) SGI Issuer Negotiations Update
10) 2022 IBAS Brokerage Issues Survey Results |
| 3:35 – 3:55 p.m. | 11) Election of IBAS Board Directors
12) Election of General Insurance Council of Sask. Appointees |
| 3:55 – 4 p.m. | 13) New Business
14) Door Prize Draw & Adjournment |

2. Approval of the 2021 Annual General Meeting Minutes

When: Thursday, October 14, 2021

Where: Zoom Videoconference

1. Call to Order

IBAS Board Chair Dave Pettigrew asked for a moment of silence to pay respects to colleagues who passed away over the last 12 months. He then called the meeting to order at 1:35 p.m.

D. PETTIGREW confirmed that, as more than 50 members are present, quorum is established. As such, and as per association bylaws, he declared the meeting duly constituted for the transaction of business.

2. Review of Virtual Meeting Processes & Approval of Agenda

No further items brought forward for the agenda. IBAS President & CEO Derek Lothian then reviewed online voting procedures, as outlined in the AGM meeting package.

MOTION: Adopt the agenda as presented.

(Moved by Brent Loewen. Seconded by Donna Lehmann. CARRIED.)

3. Approval of the 2020 IBAS Annual General Meeting Minutes

MOTION: Adopt the minutes of the 2020 IBAS Annual General Meeting, held on October 29, 2020, as circulated.

(Moved by Jason Galon. Seconded by Yvonne Jones. CARRIED.)

4. Chair's Report

D. PETTIGREW referred to the Chair's Report previously circulated. He added that, despite the challenges of the pandemic, IBAS continues to move forward as an organization, including through the introduction of new programs and initiatives such as the #BrokersCare Campaign for Mental Health, IBAS Leaders Forum, and online CAIB Immersion. He thanked the IBAS staff for their dedication and service.

MOTION: Accept the Chair's Report as presented.

(Moved by Sarah Edwards. Seconded by Morgan Kolababa. CARRIED.)

5. 2020-23 Strategic Plan Update

D. LOTHIAN presented an overview of the progress achieved to date through the 2020-23 IBAS Strategic Plan. Key achievements and highlights included:

- 2020-21 marked the first full year under the plan, which was approved at the 2020 AGM.
- Led the introduction of provincial COVID-19 supports, including the Re-Open Saskatchewan Training Subsidy, which saved members an estimated \$250,000.
- Successfully advocated against short-term regulatory action on best terms pricing, despite such action being taken in B.C. and Alberta.
- Prevented the General Insurance Council of Saskatchewan from introducing new red tape related to broker advertising, as well as around the provision of claims support to brokerage customers.
- Negotiated a 'bridge' interpretation of rules regarding broker-billed policy cancellation.
- Championed the passing of federal Bill C-208.
- Successfully advocated SGI to take action to monitor and responsibly enforce issuer advertising rules, leading to increased fairness and transparency.
- Tangible steps forward taken around the promotion of broker-insurer connectivity, developing APIs for billing inquiry and claims inquiry.

- Coordinated two last-resort supports for hard-to-place commercial risks amidst the hard market.
- Successfully negotiated a draft framework to modernize the IBAS – SGI motor licence issuing relationship.
- 1,300 licensing exams written and a record 326 students enrolled in CAIB Immersion courses.
- 2,500 unique registrations for IBAS-led CE webinars, workshops, events, and programs — many of which were free or highly subsidized for IBAS members.
- Rolled out three new members-only programs: the IBAS Leaders Forum, the Readyng Your Team for Flight training program, and the Utensil.ca partnership.
- Began work to revitalize the Saskatchewan Insurance Workforce Development Coalition, bringing together 16 industry stakeholders.
- More than \$100,000 in donations and community sponsorships over the past 12 months, including more than \$44,000 through July as part of the #BrokersCare Campaign.
- Launched BetterThanBasic.ca — the largest consumer awareness campaign in IBAS history, garnering more than three million online impressions in just over two months.
- Reinvigorated our focus around consumer education, including through a special bulletin on aluminum wiring produced for the real estate industry.
- Presented the 2020 Community Leadership Award last October, and awarded \$6,500 through the Young Community Leader Bursary program.

6. 2020-21 Financial Report

D. PETTIGREW presented the 2020-21 Audited Financial Statements, as circulated. He noted this was the first year with MWC Chartered Professional Accountants LLP as the association’s auditor, and that the board was pleased with the quality of that process.

The association finished the year ending July 31, 2021, with a net operating surplus of \$218,140 — well ahead of our IBAS’s budgeted deficit of \$78,850. The were four contributing factors driving much of that success:

- Stronger-than-expected investment performance in the second half of the fiscal year;
- Historic uptake in CAIB programming;
- The eligibility of IBAS to receive government funding support to weather revenue declines in the first half of the fiscal year; and
- Unusually high net income incurred through several key IBAS service areas, such as the virtual 2020 IBAS Convention and IBAS member insurance program.

IBAS's three board-restricted funds, the Consumer Protection Bond Indemnity Fund, Legacy Fund, and Strategic Innovation Fund, which were approved at the 2019 AGM, remain fully capitalized, totalling \$825,000. The association now has an accumulated surplus of \$1,150,018.

D. PETTIGREW added that management expects a 'correction year' in 2021-22, which will require the association to incur a net operating loss. IBAS remains, however, very fiscally strong with sound operating fundamentals.

D. PETTIGREW then invited questions from the floor. None.

MOTION: Accept the 2020-21 Audited Financial Statements as presented.

(Moved by Teresa-Marie Mintenko. Seconded by Jason Galon. CARRIED.)

7. Appointment of Auditor

D. PETTIGREW reminded members that the general IBAS membership approves the appointment of the association's auditor. He notified members that the IBAS Finance & Audit Committee, with the support of the IBAS board of directors, has recommended the following motion:

Reappoint MWC Chartered Professional Accountants as IBAS's official auditor for the 2021-22 fiscal year, period ending July 31, 2022.

MOTION: Accept the recommendation of the IBAS Finance & Audit Committee as presented.

(Moved by Beth Lischynski. Seconded by Teresa-Marie Mintenko. CARRIED.)

8. 2022 Membership Fees

The IBAS Finance & Audit Committee, with the support of the IBAS board of directors, has recommended the following motion:

Maintain the 2021 IBAS membership fee structure for the 2022 calendar year.

MOTION: Accept the recommendation of the IBAS Finance & Audit Committee as presented.

(Moved by Brent Loewen. Seconded by Morgan Kolababa. CARRIED.)

9. Presentation of the 2021 IBAS Community Leadership Award

IBAS presented the third annual IBAS Community Leadership Award to long-time insurance broker Judy McCuskee.

Following the presentation, a short break commenced. D. LOTHIAN reconvened the meeting at 2:20 p.m.

10. SGI Issuer Negotiations Update

D. PETTIGREW referred members to the distributed listing of members that comprise the IBAS Issuer Advisory Committee. D. LOTHIAN then provided an update on progress made through the committee to date. He subsequently presented the following proposed workplan:

- At the 2021 AGM, extend the existing accord by six months, to April 30, 2021.
- Hold general consultations in February 2022.
- At the March 30/31 event in Saskatoon, vote to approve a new accord, along with an accord governance plan, as well as agreed upon short-term priority actions and longer-term priorities for exploration.
- Complete 'phase one' work by September 30, 2022, with a report back to the IBAS membership at the 2022 AGM.

The IBAS Issuer Advisory Committee, with the support of the IBAS board of directors, has recommended the following motion:

BE IT RESOLVED that IBAS members support the proposed IBAS – SGI Motor Licence Issuing Review Workplan as circulated.

MOTION: Accept the recommendation of the IBAS Issuer Advisory Committee as presented.

(Moved by Mark Stockford. Seconded by Teresa-Marie Mintenko. CARRIED.)

11. Election of the IBAS Board of Directors

D. PETTIGREW turned the agenda over to IBAS Vice Chair Dave Reidy. D. REIDY noted:

- There are currently seven directors serving on the IBAS board with one vacant position.
- The IBAS bylaws set the regular number of directors at eight, with the option of adding subsequent directors by way of ordinary resolution at the AGM.
- Terms are generally two years in length, although they may be shortened as deemed necessary for continuity and rotation purposes.
- Directors may serve a maximum of six consecutive years, unless extended by way of ordinary resolution at the AGM.

D. REIDY noted that IBAS has four returning directors in 2021-22 with term remaining in their appointments:

- Dave Reidy, Henderson Insurance;
- Jaycee Turtle, Lakeview Insurance Brokers;
- Nicole Korpusik, Norquay Agencies; and
- Sarah Edwards, Bora Insurance Brokers.

Keith Jordan of HUB International is completing his term. He has indicated his intention not to stand for re-election to prevent multiple representatives from the same brokerage serving simultaneously. On behalf of the IBAS board, D. REIDY thanked Keith for his immense contributions and service.

D. REIDY added that, through the summer, IBAS issued a call for expressions of interest to join the IBAS board and received significant interest. A Nominations Committee of the board reviewed the submissions with the deliberate attempt to achieve a balance of skills,

experience, and diversity. As a result, three individuals have allowed their names to stand for a two-year term:

- Jason Galon, HUB International;
- Sarah Johnston, Knight Archer Insurance Brokers; and
- Scott Frizzell of Long Lake Insurance.

Another director, Dave Pettigrew, of Harvard Western Insurance, has allowed his name to stand for a one-year appointment, as he has already served five consecutive years on the IBAS board.

(On behalf of the Nominations Committee, D. REIDY nominated these four individuals for election to the IBAS board of directors as outlined. Seconded by Beth Lischynski.)

D. REIDY asked if there are any additional nominations from the floor. None.

(D. REIDY declares nominations have ceased and that Dave Pettigrew, Jason Galon, Sarah Johnston, and Scott Frizzell hereby are elected by acclamation as IBAS directors, effective at the conclusion of this AGM.)

Through the Nominations Committee, the IBAS board of directors is also proposing an expansion in the number of directors to nine. One individual, Don Thompson of Westland Insurance, has allowed his name to stand for election to the IBAS board for a term of one year.

MOTION: BE IT RESOLVED that the number of director positions on the IBAS board be immediately expanded to nine.

(Moved by D. REIDY. Seconded by Teresa-Marie Mintenko. CARRIED.)

D. REIDY asked if there are any additional nominations from the floor. None.

(D. REIDY declares nominations have ceased and that Don Thompson is hereby elected by acclamation as an IBAS director, effective at the conclusion of this AGM.)

D. REIDY added that, in accordance with General Insurance Council of Saskatchewan (GICS) bylaws, IBAS nominates four individuals to serve as appointees to GICS. There are no expiring terms at this time, and therefore no election is required at the AGM. The returning appointees are:

- Brian Dusyk, Dusyk & Barlow Insurance Brokers;
- Cal Marin, Coronach Agencies;
- Dave Nussbaumer, Lakeview Insurance Brokers; and
- Donna Lehmann, Westland Insurance.

D. REIDY thanked them for their continued service.

12. New Business

None.

13. Door Prize Draw

D. LOTHIAN conducted a door prize draw. The recipient was Patricia Koch of Long Lake Insurance.

14. Final Remarks & Adjournment

D. PETTIGREW adjourned the meeting at 2:58 p.m.

3. Chair's Report

2021-22 was a transformational year for IBAS. It was marked by significant advancements in the association's strategic plan, an expansion in member services, a return to long-awaited in-person events, and a celebration of our 'platinum' anniversary — a rich, 70-year history of championing Saskatchewan insurance brokers and their customers. This progress would not have been possible without the outstanding contributions of our members and partners. On behalf of the board of directors and the entire IBAS team, thank you for your steadfast support — we are humbled to have, I believe, the best, most engaged member network of any brokers association in Canada.

The past 12 months, however, have not been without notable challenges. For example, ongoing consolidation has resulted in a 20 per cent year-over-year reduction in IBAS's brokerage membership, despite an increase in licensee count. This has created new operational dynamics and a growing impetus to balance very different member needs and priorities simultaneously. It is not an easy task, but I know our talented team is up to the challenge.

Perhaps the most encouraging news is that while our industry and organization have continued to evolve at an unprecedented pace, the foundation to our shared success has remained wholly intact. IBAS is now comprised of more than 97 per cent of all P&C insurance brokerages in Saskatchewan. That deep representation is only emboldened by our geographic reach. IBAS members employ 1,700-plus licensees who directly serve roughly 250 different cities, towns, villages, and hamlets across the province. Our collective economic and social impact in the communities in which we live and work is our strength. It is what has made Saskatchewan brokers the preferred insurance distribution channel for the past seven decades, and what drives our ability to advocate and shape policy — whether it be with government, carriers, or our public auto insurer.

When we come together, there are few sectors in Saskatchewan that have as powerful of a voice as insurance brokers. IBAS is the vehicle for that voice. It has never been more important for us as brokers to unite under that banner. Thank you once again for your time and commitment to our association — *your* association. I look forward to working alongside you to navigate change and uphold the broker value proposition in the years ahead!

Regards,

Dave Pettigrew

Chair, Insurance Brokers Association of Saskatchewan
President & CEO, Harvard Western Insurance

4. 2020-23 Strategic Plan Update

Our Mission

Protect Saskatchewan consumers, families, and businesses by nurturing world-class insurance brokerages.

Our Vision

A thriving, engaged community of trusted insurance brokerages delivering the best available advice and customer experience.

Mission Principles

1. Progress through partnerships: We have a bias towards collaboration and believe in the power of an engaged, collective voice.
2. Make every experience an 11: We go the extra mile to create first-class experiences for our members, partners, and staff.
3. Relentlessly pursue improvement: We embrace change and strive each day to better our members, their communities, the insurance industry, and ourselves.

Mission Priorities

We generate extraordinary value for our members by:

1. Influencing policy at all levels of government
 - a. Strengthen IBAS's reputation as a trusted, sought-after, and *proactive* advisor to governments and regulatory authorities on the issues that matter to members.
 - b. Ensure insurance brokers remain the primary distribution channel for government auto insurance in Saskatchewan, with a robust, 'service-forward' value proposition.
2. Championing member interests with insurer partners
 - a. Be the first point of consultation with senior insurance company executives on issues directly impacting Saskatchewan brokers.

- b. Fight for market competitiveness and choice for Saskatchewan consumers.
3. Developing next-generation brokerage leaders
- a. Create learning and networking opportunities focused on brokerage principals and emerging brokerage leaders.
 - b. Promote insurance as a modern, rewarding, first-choice career pathway.
 - c. Provide brokerage leaders affordable and accessible options to educate and licence their staff.
4. Empowering local communities
- a. Lead targeted initiatives to support important local causes while raising awareness of the vital role brokers play in the economic and social fabric of Saskatchewan communities.
 - b. Increase consumer confidence in the broker channel through public education around key insurance issues.

Annual Report

A summarized progress report on each of IBAS's four *mission priorities* can be found in the 2022 *IBAS Annual Report*, which is accompanying this meeting package.

5. 2021-22 Financial Report

The following financial report is for the 12-month period beginning August 1, 2021, and ending July 31, 2022. This represents the full 2021-22 fiscal year ("FY"). Consolidated financial statements are accompanying this meeting package for review.

Notes for Consideration

1. IBAS's audit process is overseen by the association's finance and audit committee and, ultimately, by the board of directors. The secretary-treasurer of the board serves as chair of the committee.
2. This is the second straight year IBAS's audit has been carried out by MWC Chartered Professional Accountants LLP (the "Auditor"). We are pleased the Auditor has provided IBAS with a clean report for 2021-22, with no significant issues.
3. IBAS concluded the FY with regular operating income of \$1,598,882 and expenses of \$1,586,634, for a regular operating surplus of \$12,248. The downturn in equity markets, however, resulted in a negative adjustment to the fair market value of IBAS's investment holdings of \$104,097. Combined with other income activity, the total net operating loss for 2021-22 was \$68,903.
4. It is important to note this is an "on-paper" operating loss only. IBAS's regular operations reported a surplus, and the association has no intentions of liquidating its investments at this time.
5. IBAS *did* anticipate a total net operating loss in 2021-22. We are pleased that, despite macroeconomic challenges impacting the investment climate, IBAS concluded the FY with a positive variance to budget of \$80,447.
6. Professional development ("PD") continues to be a key financial driver for the association, accounting for an operating profit of \$398,123 in 2021-22 — which, despite a 15.8% year-over-year ("YOY") decrease in PD revenue, only declined 2.7% compared to 2020-21.
7. IBAS continues to maintain three board-restricted funds totaling \$825,000 — all of which have remained fully capitalized since their creation at the 2019 AGM:
 - a. \$200,000 in the Consumer Protection Bond Indemnity Fund;

- b. \$500,000 in the Legacy Fund; and
 - c. \$125,000 in the Strategic Innovation Fund.
8. The IBAS board of directors and management share the belief that financial pressures will subsist through at least the first half of 2022-23, requiring the association to incur a subsequent operating loss.

General Opinion

IBAS remains in a sound and stable financial position. In the five-year period under the current management team, IBAS has benefitted from a cumulative net profit of \$181,886, which has resulted in a strong cash flow position with sizeable reserves, and an ability to both invest in strategic areas of member value and weather volatility with minimal disruption to service levels.

Sarah Edwards

Secretary-Treasurer, Insurance Brokers Association of Saskatchewan
Owner, Bora Insurance Brokers

6. Appointment of Auditor

As previously detailed, 2021-22 was IBAS's second fiscal year with MWC Chartered Professional Accountants LLP as auditor.

By way of vote, the general IBAS memberships appoints the association's auditor on an annual basis.

The IBAS board of directors — with the input of the finance and audit committee — recommends reappointing MWC Chartered Professional Accountants as the association's official auditor for the fiscal year ending July 31, 2023.

7. 2023 Membership Fees

The 2022 IBAS membership fee schedule was as follows:

- Base brokerage fee of \$525, plus:
 - \$225 per licencee for 1 – 10 brokers; and
 - \$150 per licencee for each broker in excess of 10.

Monthly payment plans were also made available, subject to a 10% service fee. One-time annual payments are strongly encouraged to assist with association cash flow and operational stability.

IBAS has not increased its fees since the revised fee structure was adopted at the 2019 AGM.

The IBAS board of directors — with the input of the finance and audit committee — recommends no change to the membership fee schedule for the 2023 calendar year.

8. IBAC National Update

COVID has changed the landscape for families, businesses, and the insurance industry, and there is no going back. As we move through the third pandemic year, it seems like our priorities and expectations are mutating as fast as the virus. In the face of this, what does IBAC's future look like?

I don't have a crystal ball, but from what I have observed, our superpower is resilience. A determination to carry on and turn challenges into opportunities. A commitment to protect consumers and advocate for a strong and competitive insurance marketplace. And a deep motivation to strengthen relationships, because if the past two years have taught us anything, it's the importance of communicating constructively and working together for a common purpose.

A positive development earlier this year was the return to in-person meetings and a resumption of the camaraderie and networking that is so valuable both personally and professionally. It is my fervent hope that the Zoom days are almost over!

Despite the challenges, IBAC continues to create value in each of our four pillars:

- Federal advocacy;
- The broker identity program;
- Professional development; and
- Technology.

And our raison d'être remains the same: to serve and support our member associations, such as IBAS. Through our program delivery and in collaboration with our members, our overarching objective is to strengthen the insurance broker profession and support insurance broker success. It may not always be smooth sailing, but I believe we have come a long way towards building trust and goodwill — the foundation of productive relationships — and that will serve all of us well going forward.

Regards,

Peter Braid

CEO, Insurance Brokers Association of Canada

IBAC Board of Directors

- **Chair:** Robyn Young (*Insurance Brokers Association of Alberta*)
- **President:** Linda Dolan (*Insurance Brokers Association of British Columbia*)
- **President-Elect:** Traci Boland (*Insurance Brokers Association of Ontario*)
- **Vice President:** Mathieu Brunet (*Regroupement des cabinets de courtage d'assurance du Québec*)
- **Vice President:** Brett McGregor (*Insurance Brokers Association of Manitoba*)
- Andrew Janzen (*Insurance Brokers Association of British Columbia*)
- Jody Lohr (*Insurance Brokers Association of Alberta*)
- Jaycee Turtle (*Insurance Brokers Association of Saskatchewan*)
- Susan Gilbert (*Insurance Brokers Association of Manitoba*)
- Joseph Carnevale (*Insurance Brokers Association of Ontario*)
- Deborah Laferriere (*Toronto Insurance Council*)
- Lucie Fréchette (*Regroupement des cabinets de courtage d'assurance du Québec*)
- Brandon McGee (*Insurance Brokers Association of New Brunswick*)
- Aneill MacCaull (*Insurance Brokers Association of Nova Scotia*)
- David Cooke (*Insurance Brokers Association of Prince Edward Island*)
- Jeremy Cheater (*Insurance Brokers Association of Newfoundland & Labrador*)

9. SGI Issuer Negotiations Update

On July 17, 2020, the IBAS board of directors approved the creation of the new IBAS Issuer Advisory Committee to guide the association's activities and positions relative to the insurance broker and SGI Auto Fund motor licence issuing relationship. Specifically, this committee has a three-part mandate:

1. Review and make recommendations to the board and IBAS president and CEO with respect to renegotiating and/or renewing the *IBAS/SGI Auto Fund Strategic Accord*, which is scheduled to expire on November 1, 2021.
2. Review and make recommendations to the board and IBAS president and CEO with respect to renegotiating and/or renewing the standard *SGI Issuer's Agreement, Issuer's Website Contract, and Remuneration Agreement*.
3. Support IBAS's member consultation, advocacy, and stakeholder relations activities to advance the committee's mandate as outlined in [#1 and #2].

The committee's structure and activities are guided by an official board-approved terms of reference, which is available upon request by contacting the IBAS office.

Committee Members

- **Dave Pettigrew**, Harvard Western Insurance (*Co-Chair*)
- **Tracy Archer**, Knight Archer Insurance Brokers (*Co-Chair*)
- **Brock Longworth**, Cornerstone Insurance
- **Cari Watson**, Westland Insurance
- **Clint Smith**, Andrew Agencies
- **Jason Galon**, HUB International
- **Jon Struthers**, Ogema Agencies
- **Justin Kozakevich**, Trustmark Insurance Brokers

- **Lyndon Block**, Block's Agencies
- **Robyn Cherry**, Cherry Insurance
- **Scott Frizzell**, Long Lake Insurance
- **Stephen Barlow**, Dusyk & Barlow Insurance Brokers
- **Trina Barber**, Carnduff Agencies
- **Jessica Williams**, HUB International (*Emerging Brokers Council Representative*)

The committee is also supported by Judy McCuskee, serving as a senior advisor to IBAS.

Recent Timeline

- The last accord was brought into force in 2016, and was set to expire in November 2021.
- The IBAS Issuer Advisory Committee was created in July 2020, and began work following ratification of mandate by members in November 2020.
- At the 2021 IBAS AGM, the current accord was extended by six months.
- A new draft accord and appendices were approved by the committee and board in March 2022.
- IBAS members voted unanimously to ratify the new accord on April 2, which included a governance framework and identified six shared priorities for further exploration through Joint Working Committees (JWCs).

Ratification & Next Steps

In April 2022, IBAS and SGI proudly announced agreement on a new *IBAS/SGI Auto Fund Strategic Accord*, enshrining insurance brokers as the primary distribution channel for motor licence issuing products and services until 2030 — a partnership expected to generate approximately \$400 million in issuer revenue. The accord also included appendices that established a governance framework and identified six shared priorities to advance discussions on in the months ahead:

1. Standards and service levels for accessing in-person services;

2. Issuer remuneration that reflects the evolution and customer uptake of online services, the rising costs incurred by issuers, as well as other changing business conditions;
3. Stronger customer protections in online issuing activities;
4. The introduction of a digital framework to connect Auto Fund transactions to the sale of competitive products more seamlessly;
5. Determining the role of issuing in ensuring consumers have adequate auto insurance protection and the appropriate advice to make informed auto insurance decisions; and
6. Mechanisms to provide easier data, information, and systems access for issuers, while protecting customer information and privacy.

10. 2022 Brokerage Issues Survey Results

The 2022 IBAS Brokerage Issues Survey was conducted between September 6 – 30, 2022 — the third iteration of this bi-annual data collection effort. In total, submissions were received from 62% of IBAS member brokerages, representing:

- 77% of IBAS member branch locations;
- 92% of licensed member brokers; and
- 1,714 total employees across Saskatchewan.

A summary of the preliminary survey findings will be presented at the 2022 IBAS AGM.

11. Election of IBAS Board Directors

There are currently nine directors serving on the IBAS board. Association bylaws set the regular number of directors at eight, with the option of adding (an) additional director position(s) by way of ordinary resolution of the IBAS membership.

Terms are ordinarily two years in length (although may be less as deemed necessary for continuity and rotation) up to a maximum of six consecutive years of service, unless otherwise determined by way of ordinary resolution at the AGM.

The board proactively strives to achieve a balance of skills, experience, as well as diversity (gender, age, geography, member size, ethnicity, etc.).

Returning Directors

IBAS has three returning directors in 2022-23 with term remaining in their appointments:

- Jason Galon, HUB International
- Sarah Johnston, Johnston Insurance Brokers
- Scott Frizzell, Long Lake Insurance

Thank You

Dave Reidy of Henderson Insurance has completed his term and has indicated his intention not to stand for re-election. We thank Dave for his contributions and service to the IBAS board and membership over the past four years.

2022-23 Nominations

Earlier this year, IBAS issued a call for expressions of interest to join the board. From that process, five individuals have agreed to allow their names to stand for a term of two years:

- Don Thompson, Westland Insurance (*Returning Director*)
- Jaycee Turtle, Lakeview Insurance Brokers (*Returning Director*)
- Morgan Kolababa, Hoffmann Kool Insurance

- Nicole Korpusik, Norquay Agencies (*Returning Director*)
- Sarah Edwards, Bora Insurance Brokers (*Returning Director*)

Expansion of the IBAS Board

The IBAS board — through the input of the nominations committee — is proposing an expansion in the number of directors to nine for 2022-23. It is also proposing that a one-year exception be made to allow directors to serve on the IBAS board for a maximum of seven consecutive years.

Pending approval of the resolution by the IBAS membership, one additional individual has agreed to allow his name to stand for a term of one year:

- Dave Pettigrew, Harvard Western Insurance (*Returning Director*)

Observer to the IBAS Board

The chair of the IBAS Emerging Brokers Council (EBC) serves as a non-voting observer on the IBAS board of directors. Nicole Crump of Westland Insurance will be completing her renewable, one-year term on December 31, 2022.

12. Election of GICS Appointees

In accordance with council bylaws, IBAS nominates four individuals to serve as appointees to the General Insurance Council of Saskatchewan (GICS). Appointees may serve up to two consecutive terms, each of which are three years in length. GICS appointments operate on the calendar year.

Returning Appointees

IBAS has two returning appointees in 2023 with term remaining in their appointments:

- Cal Martin, Coronach Agencies
- Dave Nussbaumer, Lakeview Insurance

Thank You

GICS Chair Brian Dusyk of Dusyk & Barlow Insurance Brokers will be completing his term at the end of the year. We thank Brian for his contributions and service to GICS and IBAS members over the past six years.

2023 Nominations

Two individuals have agreed to allow their names to stand for a term of three years:

- Donna Lehmann, Westland Insurance (*Returning Appointee*)
- Keith Izsak, Affinity Insurance

13. New Business

New business may be brought forward by any IBAS member for consideration during this portion of the AGM.

14. Door Prize Draw

All registered AGM attendees are automatically entered and are eligible for our door prize draw, sponsored by Red River Mutual.

15. Final Remarks & Adjournment

Please hold the following dates in your calendar:

- **2023 Saskatchewan Summit of Young Insurance Professionals**
Thursday, April 20, 2023 | Sheraton Cavalier Hotel, Saskatoon
- **2023 IBAS Golf Tournament**
Tuesday, June 13, 2023 | The Legends Golf Club, Warman

IBAS would also like to remind convention delegates that CAIB graduates will be recognized at a special breakfast beginning at 8:30 a.m. tomorrow (Friday, October 14). This will also feature a keynote presentation from Dr. Robyne Hanley-Dafoe and our convention major prize draw — but you must be present to win!

Additionally, 30-year Broker Service Award recipients as well as the winner of the 2022 IBAS Community Leadership Award will be honoured at the Chair's Banquet & Comedy Night, beginning at 6:30 p.m. later this evening (Thursday, October 13).