



1. 2023 Annual General Meeting Agenda

When: Thursday, October 12, 2023

Time: 2:30 – 5 p.m.

Where: Sheraton Cavalier Hotel
612 Spadina Crescent East, Saskatoon

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| 2:30 – 2:40 p.m. | 1) Call to Order & Approval of Agenda
2) Approval of the 2022 IBAS Annual General Meeting Minutes |
| 2:40 – 2:55 p.m. | 3) Chair's Report
4) IBAS – SGI Auto Fund Motor Licence Issuing Negotiations |
| 2:55 – 3:10 p.m. | 5) 2022-23 Financial Report
6) Appointment of the Auditor
7) Approval of the Revised By-law No. 1 & Articles of Incorporation
8) 2024 Membership Fees |
| 3:10 – 3:30 p.m. | 9) Election of the IBAS Board of Directors
10) Election of the General Insurance Council of Saskatchewan Appointees
11) New Business |
| 3:30 – 3:45 p.m. | 12) Coffee Break |
| 3:45 – 4:30 p.m. | 13) Presentation from Laura Twidle, President & CEO, CatIQ |

4:30 – 4:55 p.m. 14) Presentation from April Stadnek, Executive Director, Insurance Councils of Saskatchewan

4:55 – 5 p.m. 15) Door Prize Draw & Adjournment

Please note that members must be in attendance to receive continuing education credit hours. Attendance is also an eligibility requirement for the door prize draw, which is sponsored by Optiom. The presentation from Laura Twidle is generously sponsored by My Mutual Insurance.

3. Approval of the 2022 IBAS Annual General Meeting Minutes

When: Thursday, October 13, 2022

Where: Hotel Saskatchewan (Regency Ballroom), Regina

1. Call to Order & Approval of Agenda

IBAS Board Chair Dave Pettigrew asked for a moment of silence to pay respects to colleagues who passed away over the previous 12 months. He then called the meeting to order at 2:33 p.m.

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

MOTION: Adopt the agenda as presented.

(Moved by Nicole Korpusik. Seconded by Morgan Kolababa. CARRIED.)

2. Approval of the 2021 IBAS Annual General Meeting Minutes

MOTION: Adopt the minutes of the 2021 IBAS Annual General Meeting, held on October 14, 2021, as circulated.

(Moved by Brent Loewen. Seconded by Trina Barber. CARRIED.)

3. Chair's Report

D. PETTIGREW referred to the Chair's Report circulated on Page 10 of the meeting package. He added that this is his final meeting as chair of the IBAS board, but that the association remains in a strong, stable operating position, with sound leadership and an engaged board of directors.

MOTION: Accept the Chair's Report, as presented.

(Moved by Jason Galon. Seconded by Don Thompson. CARRIED.)

4. 2020-23 Strategic Plan Update

IBAS President & CEO Derek Lothian presented an overview of the progress achieved to date through the 2020-23 IBAS Strategic Plan. Key achievements and highlights included:

- Continued to champion regulatory fairness and predictability with provincial government, the Financial & Consumer Affairs Authority (“FCAA”), and the General Insurance Council of Saskatchewan (“GICS”);
- Prevented GICS from introducing a new requirement for brokers to carry an adjuster’s licence when supporting clients through the claims process;
- Advocated heavily to prevent FCAA from taking short-sighted regulatory action on best terms pricing that would have disrupted the Saskatchewan market;
- Through our membership with the Insurance Brokers Association of Canada (“IBAC”), continued to shape national regulations (*Bank Act*, national flood program, licensing harmonization, etc.);
- Successfully negotiated and ratified a new *IBAS/SGI Auto Fund Strategic Accord*, enshrining insurance brokers as the primary distribution channel for issuing products and services through December 2029. Further agreed to a governance framework and six priorities for additional exploration;
- Successfully advocated SGI to take two measures to increase capacity for hard-to-place commercial risks (Alternate Risk Unit, BTP non-lead subscription capacity);
- Continued to shape broker-carrier connectivity through IBAC and the Centre for Study of Insurance Operations;
- 1,335 licensing exams written (including ethics);
- Completed the pilot of the IBAS Leaders Forum, which will carry forward into 2022-23 with the launch of a third cohort;
- Rolled out our Commercial Broker Boot Camp, which has since been adopted by two other provincial brokers associations;
- Signed a new pilot initiative with Saskatchewan Polytechnic to fully fund Level 1 licence education for insurance program students;

- Concluded the 2021 #BrokersCare Campaign for Mental Health, contributing \$77,353 to 18 grassroots projects and organizations across Saskatchewan;
- Integrated the BetterThanBasic.ca consumer education campaign into all MySGI renewal e-mails and receipts;
- In celebration of IBAS's 70th anniversary, increased the value of the 2021 Young Community Leader Bursary to \$7,000; and
- Since 2020, IBAS has invested more than \$170,000 in community groups and programs, such as SGI Car Seat Clinics and WESK – Women Entrepreneurs of Saskatchewan.

5. 2021-22 Financial Report

As Secretary-Treasurer, Sarah Edwards presented the 2020-21 Audited Financial Statements, as circulated. She noted this was the second 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, 2022, 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 the association's investment holdings of \$104,097. Therefore, combined with all other income activity, the total net operating loss for 2021-22 was \$68,903. S. EDWARDS noted this was still an improvement over budget of \$80,447.

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.

MOTION: Accept the 2021-22 Audited Financial Statements, as presented.

(Moved by Scott Kohlenberg. Seconded by Donna Lehmann. CARRIED.)

6. Appointment of Auditor

S. EDWARDS reminded delegates that the general IBAS membership approves the appointment of the association's auditor. She 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 LLP as IBAS's official auditor for the 2022-23 fiscal year, period ending July 31, 2023.*

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

(Moved by Brent Loewen. Seconded by Lyndon Block. CARRIED.)

7. 2022 Membership Fees

S. EDWARDS reminded members that the IBAS membership fee structure was last updated at the 2019 Annual General Meeting. Considering IBAS's stable financial position, as well as the reality that many brokerages are experiencing acute financial pressures due to inflation, the IBAS Finance & Audit Committee, with the support of the IBAS board of directors, has recommended no change to the membership fee schedule for the 2023 calendar year.

Given, though, this will be the fourth straight year IBAS will have been operating under the same fee schedule, S. EDWARDS added that it will likely be something the association will need to revisit in 2024.

MOTION: Hold the IBAS membership fee structure unchanged for the 2023 calendar year.

(Moved by Scott Kohlenberg. Seconded by Arynne Miller. CARRIED.)

8. IBAC National Update

IBAC CEO Peter Braid provided a brief overview of IBAC activities over the past year, including successes related to broker connectivity and federal Bill C-208. No vote required.

9. SGI Issuer Negotiations Update

D. LOTHIAN delivered an update on motor licence issuing discussions with the SGI Auto Fund, outlining the six shared priorities agreed upon between IBAS and SGI, and enshrined in the new strategic accord (ratified April 2022). No vote required.

10. 2022 IBAS Brokerage Issues Survey Results

D. LOTHIAN provided a summary of the member data gathered through the 2022 IBAS Brokerage Issues Survey. No vote required.

11. Election of the IBAS Board of Directors

D. PETTIGREW turned the agenda over to IBAS Vice Chair Sarah Johnston. S. JOHNSTON noted:

- There are currently nine directors currently serving on the IBAS board;
- The IBAS by-laws 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; and
- Directors may serve a maximum of six consecutive years, unless extended by way of ordinary resolution at the AGM.

S. JOHNSTON noted IBAS has three returning directors in 2022-23 with term remaining in their appointments:

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

Dave Reidy of Henderson is completing his term. He has indicated his intention not to stand for re-election to prevent multiple representatives from the same brokerage structure serving simultaneously (Navacord). On behalf of the IBAS board, S. JOHNSTON thanked D. REIDY for his immense contributions and service.

S. JOHNSTON 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, five individuals have allowed their names to stand for a two-year term, including four returning directors:

- Don Thompson, Westland Insurance, a returning director;
- Jaycee Turtle, Lakeview Insurance Brokers, a returning director;
- Morgan Kolababa, Hoffmann Kool Insurance, a new director;
- Nicole Korpusik, Norquay Agencies, a returning director; and
- Sarah Edwards of Bora Insurance Brokers, also a returning director.

MOTION: On behalf of the nominations committee, nominate the following individuals to the IBAS board of directors for 2022-23, all for a term of two years: Don Thompson, Jaycee Turtle, Morgan Kolababa, Nicole Korpusik, and Sarah Edwards.

(Moved by S. JOHNSTON on behalf of the nominations committee. Seconded by Dave Reidy.)

S. JOHNSTON asked if there are any additional nominations from the floor. None.

(S. JOHNSTON declares nominations have ceased and that Don Thompson, Jaycee Turtle, Morgan Kolababa, Nicole Korpusik, and Sarah Edwards are hereby elected by acclamation as IBAS directors, effective at the conclusion of this AGM.)

The through input of the nominations committee, the IBAS board is also proposing an exception to be made to allow directors to serve on the board for a maximum of seven consecutive years. The purpose of this is to allow Dave Pettigrew to serve a one-year term as past chair.

MOTION: On behalf of the nominations committee, immediately expand the number of directors to nine, and approve a one-year exception to allow directors to serve on the IBAS board of directors for a maximum of seven consecutive years.

(Moved by S. JOHNSTON on behalf of the nominations committee. Seconded by Brock Longworth. CARRIED.)

MOTION: On behalf of the nominations committee, nominate Dave Pettigrew to the IBAS board of directors for 2022-23, for a term of one year.

(Moved by S. JOHNSTON on behalf of the nominations committee. Seconded by Dave Reidy.)

S. JOHNSTON asked if there are any additional nominations from the floor. None.

(S. JOHNSTON declares nominations have ceased and that Dave Pettigrew is hereby elected by acclamation as an IBAS director, effective at the conclusion of this AGM.)

12. Election of GICS Appointees

S. JOHNSTON added that, in accordance with General Insurance Council of Saskatchewan (GICS) by-laws, IBAS nominates four individuals to serve as appointees to GICS.

Terms are three years in length, running on the calendar year. Appointees may serve a maximum of two consecutive terms.

There are two appointees with term remaining who are returning in 2023:

- Cal Martin, Coronach Agencies; and
- Dave Nussbaumer, Lakeview Insurance Group.

There is also one individual completing his final term of eligibility: Brian Dusyk of Dusyk Insurance Brokers. S. JOHNSTON thanked Brian for his selfless commitment to volunteerism and industry development.

Finally, two individuals have agreed to allow their names to stand for appointment beginning in 2023:

- Donna Lehmann, Westland Insurance, returning; and
- Keith Izsak, Affinity Insurance.

MOTION: On behalf of the nominations committee, nominate Donna Lehmann and Keith Izsak to the General Insurance Council of Saskatchewan for a term of three years, effective January 2023.

(Moved by S. JOHNSTON on behalf of the nominations committee. Seconded by Nicole Crump.)

S. JOHNSTON asked if there are any additional nominations from the floor. None.

(S. JOHNSTON declares nominations have ceased and that Donna Lehmann and Keith Izsak are hereby appointed to the General Insurance Council of Saskatchewan, effective January 2023.)

13. New Business

None.

14. Door Prize Draw

D. LOTHIAN conducted a door prize draw, sponsored by Red River Mutual.

D. PETTIGREW adjourned the meeting at 4:06 p.m.

3. Chair's Report

Over the past three years, a lot has changed within the property and casualty (P&C) insurance industry. Record consolidation. A global pandemic. Shifting consumer behaviours. Emerging technologies. The list goes on.

Locally, that change has permeated as well, with an unprecedented turnover in the brokerage workforce, and growing capacity and market access challenges for many brokerage businesses within our province.

Through that time, however, I've grown a deep appreciation for the critical role of the Insurance Brokers Association of Saskatchewan (IBAS) and for how high the association punches above its weight class at home and on the national stage. IBAS is the smallest provincial brokers association west of the Maritimes, both in terms of revenue and staff size. Yet, we are consistently at the forefront of shaping policy, strengthening the broker channel, and delivering a first-class member and partner experience.

In fact, in the recent *2022 Brokerage Issues Survey*, member principals gave IBAS an average member value score of 4.4 out of five — an increase from 4.2 in 2020. Perhaps more impressively, none of the close to 110 brokerages that responded to the questionnaire provided a score below three out of five. We must be doing some things right already.

But that doesn't mean we can afford to be complacent or rest on our laurels. The sector is transforming at a torrid pace; and IBAS, too, must evolve to remain relevant to its stakeholders and investors — the more than 98% of P&C brokerages with a physical presence in Saskatchewan that comprise our membership.

That's why, earlier this year, the IBAS board of directors and management began the arduous work of reviewing and updating its strategic plan — the current iteration of which expired at the end of July 2023. You can find the outcome of that process — the blueprint for what we're calling *IBAS 4.0* — outlined in detail at www.ibas.ca.

You will note that it envisions some transformative changes to what the association prioritizes and how it operates. We have no illusions that this new, three-year plan will be easy to execute. Few 'big things' worth doing actually are. Yet, we are confident this approach is the right one for the association and for its 160-plus brokerage members that rely on IBAS to deliver meaningful value.

On behalf of the IBAS board of directors and senior leadership, thank you for your continued support.

This is *your* association and we could not make any progress without your engagement. We are all stronger together!

Regards,

Sarah Johnston

Chair of the Board of Directors, Insurance Brokers Association of Saskatchewan
President & CEO, Johnston Insurance Brokers

4. SGI Motor Licence Issuing Negotiations

One of the most critical duties for IBAS is to represent the interests of motor licence issuers — the overwhelming majority of which are IBAS member brokerages — in their relationship with the SGI Auto Fund and, by extension, the Government of Saskatchewan.

This mandate is enshrined in the *IBAS/SGI Auto Fund Strategic Accord*. The accord is a set of agreed-upon principles, ratified by the IBAS membership, that articulates how SGI, issuers, and IBAS will work together to deliver issuing products and services. Through this mechanism, IBAS speaks as 'one voice' on behalf of issuers on all issuing matters, including those related (but not limited) to: remuneration, processes and workflows; systems; customer satisfaction and engagement; training; and standards and service levels.

Governance

IBAS has implemented deliberate protocols to ensure reasonable steps are taken to consult stakeholders, consider diverse perspectives, and ensure its positions reflect the unique challenges, opportunities, and business realities of all issuers across Saskatchewan.

To support those priorities, in November 2020, IBAS established its Issuer Advisory Committee — a standing volunteer committee of members designed to guide the association's activities relative to the issuer and SGI Auto Fund relationship. As of the AGM, the current committee membership consists of:

- **Co-Chair:** Dave Pettigrew, Harvard Western Insurance;
- **Co-Chair:** Trina Barber, Carnduff Agencies;
- Brock Longworth, Cornerstone Insurance;
- Cari Watson, Westland Insurance;
- Clint Smith, Andrew Agencies;
- Fran Luchenski, Tom Agencies;
- Jason Galon, HUB International;
- Jonathan Struthers, Ogema Agencies;
- Lyndon Block, Block's Agencies;

- Reagan Foster, Norquay Agencies;
- Robyn Cherry, Cherry Insurance;
- Scott Frizzell, Long Lake Insurance;
- Sheldon Wasylenko, Rayner Agencies;
- Stephen Barlow, Dusyk & Barlow Insurance Brokers;
- Steve Demchuk, Knight Archer Insurance; and
- Jessica Eberle, HUB International (*Emerging Brokers Council Representative*).

The Issuer Advisory Committee, with the assistance of management, has the primary responsibility within IBAS for all related discussions and negotiations with the SGI Auto Fund. From there, decisions are ultimately made using the following process:

- **Step #1:** The Issuer Advisory Committee makes (a) recommendation(s) to the IBAS board of directors.
- **Step #2:** The IBAS board of directors can accept a recommendation, reject a recommendation, or send the discussion back to the committee for further deliberation.
- **Step #3:** Approved recommendations are brought forward to the Accord Steering Committee for consideration. This is a body comprised of senior representatives from both IBAS and SGI leadership. Further information can be found in *Appendix 1 – Commitment on Accord Governance* of the accord.
- **Step #4:** Any decision of the Accord Steering Committee — at the request of IBAS, SGI, or both — may be designated as 'pending the ratification by IBAS members.' This, for instance, would be the case in any substantive change to base issuer remuneration, and was the process undertaken to approve the new accord in April 2022.

5. 2022-23 Financial Report

The following financial report is for the 12-month period beginning August 1, 2022, and ending July 31, 2023. This represents the full 2021-22 fiscal year ("FY"). Consolidated financial statements are accompanying this meeting package for review.

Notes for Consideration

- A. 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.
- B. This is the third 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 2022-23, with no major or unanticipated issues.
- C. IBAS concluded the FY with regular operating income of \$1,826,412, expenses of \$2,040,526, and other net income of \$39,803, for an annual operating loss of \$174,311.
- D. This deficit was fully anticipated and was discussed at the 2021-22 Annual General Meeting. In fact, IBAS concluded 2022-23 \$3,539 ahead of the board-approved operating budget. By running this loss, IBAS was able to make strategic investments into operations, including the addition of temporary workforce capacity to allow management to focus on other priorities, such as SGI issuer negotiations.
- E. 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.

IBAS also has an undesignated surplus of \$81,804.

- F. In September 2023, the IBAS board of directors approved a realignment of the association's fiscal year, which will correspond to the calendar year, effective January 1, 2025. This will significantly simplify accounting processes. It will also, however, compel the timing of the association's Annual General Meeting to shift.

Although IBAS will continue to host a major member event in the fall (the IBAS Leaders Summit), beginning in 2025, our intention is to host an in-person AGM to coincide with the SGI CANADA Brokers' Convention each April.

- G. Finally, you will note that the 2023-26 Strategic Plan sets several financial targets for the association over the next three years. We are confident in those targets; however, they do not factor in another recent board motion to allocate up to \$100,000 from the Strategic Innovation Fund to support issuer remuneration negotiations over the next 12 months.

General Opinion

IBAS remains in a strong financial position. In the six-year period under the current management team, IBAS has benefitted from a cumulative net profit and diversified revenue streams, which have resulted in a positive cash flow and sizeable reserves. This enables the association to invest in strategic areas of member value and weather volatility with minimal disruption to service levels.

Jason Galon

Secretary-Treasurer, Insurance Brokers Association of Saskatchewan
Chief Operating Officer, HUB International Prairies

6. Appointment of the Auditor

As previously detailed, 2022-23 was IBAS's third fiscal year with MWC Chartered Professional Accountants LLP as auditor.

By way of vote, the general IBAS membership 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, 2024.

7. Approval of Revised By-law No. 1 & Articles

You will find accompanying this meeting package a draft copy of the revised *IBAS By-law No. 1*, as well as a draft copy of the revised *Articles of Incorporation*. The primary purpose of these changes is to:

- A. Reclassify membership to align with current practice and expectations of brokerages. Currently, both *brokerages* and individual *brokers* are recognized as members with distinct voting privileges;
- B. Clarify voting delegate authorities and processes;
- C. Allow the number of directors to range from 6 – 14, providing flexibility over and above the existing regimented eight (8); and
- D. Modify procedures to comply with the new *Not-for-Profit Corporations Act*, which was brought into force in 2022.

8. 2024 Membership Fees

One of the goals of the 2023-26 Strategic Plan was to include the establishment of a three-year membership dues framework to create predictability for both IBAS and its membership.

The last change to IBAS membership dues occurred in 2020, when the association passed a motion to consolidate its fee structure. This change resulted in a net increase of no more than \$188 for 96% of brokerage members.

Faster-than-expected consolidation has put additional pressure on the current fee regime. Unlike other, larger associations in provinces like Ontario and Alberta, Saskatchewan does not have the critical mass of licensees for IBAS to rely upon — vis-à-vis education services and events uptake — to wholly offset inflationary pressures and other new expenditures.

Three-Year Membership Dues Plan

Year	Flat Fee	1 – 10 Licensees	10+ Licensees	Forecasted Revenue	Forecasted YOY Chg.
2023 (Current)	\$ 525	\$ 225	\$ 150	\$ 391,800	N/A
2024	\$ 525	\$ 250	\$ 150	\$ 415,000	1.8 %
2025	\$ 625	\$ 250	\$ 150	\$ 430,000	3.6 %
2026	\$ 700	\$ 250	\$ 150	\$ 441,500	2.7 %
Three-Year Chg.	33.3%	11.1%	0.0 %	\$ 49,700	12.7 %
Average YOY Chg.	11.1 %	3.7 %	0.0 %	\$ 16,567	4.2 %

2024 Proposal

Despite the existence of a three-year plan, approved by the board of directors, it is the sole domain of members to approve membership dues each year at the AGM. Under the proposed framework, in 2024:

- A. For *Brokerage Members*, the per licensee fee would increase from \$225 to \$250 for the first 10 licensees only. All other fees would remain unchanged.

This slight adjustment would cap increases to \$250 for all members and \$100 for an estimated 56% of *Brokerage Members*.

With recently enacted and planned operational changes, it is the position of the board that these fee increases will be more than offset by increased member value. For example, next year, each *Brokerage Member* will receive one free registration to the 2024 IBAS AGM & Leaders Summit in October. Free Restricted Auto and By-laws exams (implemented June 1, 2023) also have the potential to save members up to \$650 per new licensee.

- B. For newly classified *Corporate Affiliate Members*, dues would be set at \$500 per annum, up from \$250 currently.
- C. For newly classified *Individual Affiliate Members*, dues would be set at \$100 per annum, down from \$250 currently.

9. Election of the IBAS Board of Directors

There are currently nine (9) directors serving on the IBAS board. Association by-laws set the regular number of directors at eight (8), with the option of adding (an) additional director position(s) by way of ordinary resolution of the IBAS membership.

Terms are ordinarily two (2) 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 balanced representation through the application of its *Diversity, Equity & Inclusion Policy (BDP 8.1)*.

Returning Directors

IBAS has three (3) returning directors in 2023-24 with term remaining in their appointments:

- Don Thompson, Westland Insurance;
- Morgan Kolababa, Hoffmann Koll Insurance; and
- Sarah Edwards, Bora Insurance Brokers.

Outgoing Directors

There are three (3) directors not returning in 2023-24:

- Dave Pettigrew, Harvard Western Insurance;
- Jaycee Turtle, Lakeview Insurance (Jaycee will instead become an *observer* to the IBAS board as the elected director from Saskatchewan to the Insurance Brokers Association of Canada); and
- Nicole Korpusik.

2023-24 Nominations

Earlier this year, IBAS issued a call for expressions of interest to join the board. From that process, five (5) individuals have agreed to allow their names to stand for a term of two (2) years:

- Arynne Miller, St. Brieux Agencies (*New*);
- Jason Galon, HUB International Prairies (*Returning*);
- Regan Martens, Proven Insurance (*New*);
- Sarah Johnston, Johnston Insurance Brokers (*Returning*); and
- Scott Frizzell, Long Lake Insurance (*Returning*).

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 (9) for 2022-23.

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

- Danah White, Knight Archer Insurance (*New*).

10. Election of GICS Appointees

In accordance with council by-laws, IBAS nominates four individuals to serve as appointees to the General Insurance Council of Saskatchewan ("GICS"). Appointees may serve up to two (2) consecutive terms, each of which is three (3) years in length. GICS appointments operate on the calendar year.

Returning Appointees

IBAS has two (2) returning appointees in 2024 with term remaining in their appointments:

- Donna Lehmann, Westland Insurance; and
- Keith Izsak, Affinity Insurance.

Outgoing Appointees

There is one (1) appointee not returning in 2023-24:

- Dave Nussbaumer, Lakeview Insurance.

2024 Nominations

Two (2) individuals have agreed to allow their names to stand for a term of three (3) years:

- Cal Martin, Coronach Agencies (*Returning*); and
- Sharon Bruce, A&E Enterprises (*New*).