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2020 ANNUAL REPORT



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ASSOCIATION OF SASKATCHEWAN

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## NOTICE OF MEETING

In accordance with Article 9.3 of *Bylaw No. 1* of the Insurance Brokers Association of Saskatchewan (IBAS), notice is hereby given that the next annual general meeting of members will commence at 2:45 p.m. on Thursday, October 29, 2020. This meeting will be held virtually and may be accessed via any internet-connected device. Pre-registration is required by visiting [www.ibas.ca](http://www.ibas.ca). The purpose of the annual general meeting is to transact such items of business as may be properly brought forward.

Dated at Regina, Saskatchewan, this 14th day of September, 2020.



**Dave Pettigrew**  
**Chair**  
**Insurance Brokers Association of Saskatchewan**

# 2019 ANNUAL GENERAL MEETING MINUTES

The 2019 Annual General Meeting (AGM) of Insurance Brokers Association of Saskatchewan was held Thursday, October 17, 2019, at the Sheraton Cavalier Hotel in Saskatoon.

## 1. Call to Order

IBAS Board Chair Dave Pettigrew welcomed delegates to the 2019 AGM and asked for a moment of silence to honour those members who had passed away since the last meeting. After confirming a quorum of at least 50 members was present, D. PETTIGREW called the meeting to order at 1:38 p.m.

## 2. Approval of Meeting Agenda

D. PETTIGREW introduced the meeting agenda outlined in the annual report.

MOTION: Approve the agenda as presented.  
(Moved by Jaycee Turtle. Seconded by Tracy Archer. CARRIED.)

## 3. Appointment of Parliamentarian

D. PETTIGREW thanked Bill Schwandt for serving as parliamentarian for the meeting.

## 4. Acknowledgement of Special Guests

D. PETTIGREW acknowledged the presence of IBAS past presidents and chairs by asking them to stand and be recognized. He thanked them for their continued interest and involvement in the association. He also welcomed special guests who travelled from out-of-province.

## 5. Adoption of 2018 Annual General Meeting Minutes

MOTION: Adopt the minutes of the 2018 IBAS Annual General Meeting as circulated in the 2019 IBAS Annual Report.  
(Moved by Dave Reidy. Seconded by Steve Hordos. CARRIED.)

## 6. Consent Items

D. PETTIGREW and IBAS President & CEO Derek Lothian briefly reviewed each of the consent items contained in the annual report: The Chair's Report, IBAC Report, Advocacy Report, Education & Communications Report, and Member Services Report.

MOTION: Adopt the Consent Items as circulated in the 2019 IBAS Annual Report.  
(Moved by T. ARCHER. Seconded by Sarah Edwards. CARRIED.)

## 7. 2018-19 Financial Report

MOTION: Accept the 2018-19 audited Consolidated Financial Statement as circulated in the 2019 IBAS Annual Report.  
(Moved by D. REIDY. Seconded by Nicole Korpusik. CARRIED.)

## 8. 2019-20 Operating Budget & Appointment of Auditor

D. LOTHIAN provided short, contextualizing comments to support the 2019-20 operating budget that was approved at the September 2019 meeting of the IBAS board of directors. This budget called for a net operating surplus of \$3,152.

MOTION: Appoint Crowe MacKay LLP as the IBAS auditor for the 2019-20 fiscal year.  
(Moved by T. ARCHER. Seconded by S. EDWARDS. CARRIED.)

## 9. Consumer Protection Fund

D. LOTHIAN noted that, due to changes in governing provincial legislation, the IBAS Consumer Protection Fund would need to be restructured to remain compliant with Saskatchewan law. Accordingly, IBAS would be motioning in a subsequent resolution to repeal *Bylaw No. 2* of the association — functionally dissolving the Consumer Protection Fund in its current form, effective December 31, 2019 — and would be replacing this program with an umbrella bond, purchased from a licensed insurer, that would satisfy the requirements of the Financial and Consumer Affairs Authority of Saskatchewan.

## 10. Bylaw Changes

Subsequent to the materials presented in *Item 9*, D. LOTHIAN reviewed the purpose of four necessary bylaw changes. These were presented and adopted as a single motion.

**MOTION:** Amend the Articles of Incorporation by deleting *Schedule 'A'* referred to in *Clause 3* of the Articles of Incorporation and replace it with the *Schedule 'A'* attached hereto (provided in hard copy at the meeting);

Repeal *Bylaw No. 1* in its entirety and replace it with the form of *Bylaw No. 1* attached hereto as *Schedule 'B'* (provided in hard copy at the meeting);

Repeal *Bylaw No. 2* regarding the Consumer Protection Fund in its entirety; and

Upon the New Act (*The Insurance Act*) coming into force, authorize the directors to file the Articles of Amendment at corporate registry, and the amendments to *Bylaw No. 1* and the repeal of *Bylaw No. 2* shall become effective upon registration of the Articles of Amendment.

(Moved by T. ARCHER. Seconded by Brent Loewen. CARRIED.)

## 11. Restricted Funds & Investments

D. LOTHIAN presented IBAS's intention to restructure its equity holdings and create three new board-restricted funds.

**MOTION:** Upon the repeal of *Bylaw No. 2*, dissolve the Consumer Protection Fund and Innovation & Advancement Fund, and, as of the same date, establish three new board-restricted funds — the terms of reference for which are to be approved by the IBAS board of directors: The *Consumer Protection Bond Indemnity Fund*, initially capitalized at \$200,000; the *Legacy Fund*, initially capitalized at \$500,000; and the *Strategic Innovation Fund*, initially capitalized at \$125,000.  
(Moved by T. ARCHER. Seconded by David Stearn. CARRIED.)

## 12. Membership Dues

D. LOTHIAN detailed the recent review of the membership fee structure undertaken by IBAS management, and laid out the proposed revised fee structure, as outlined in the annual report. It was noted the intent of this exercise was not to increase membership revenue, but to reduce the number of member classes, consolidate dues into a single fee, and provide greater flexibility and security in the face of ongoing member consolidation.

**MOTION:** Effective immediately, adopt the proposed fee structure as set out in the *2019 IBAS Annual Report*.  
(Moved by D. REIDY. Seconded by Trina Barber. CARRIED.)

## 13. IBAS Board of Directors Elections

D. PETTIGREW stated that two directors would not be returning to the IBAS board of directors: Peter Bennett of Saskatoon Insurance Agencies and Chad Parenteau of W.W. Smith Insurance. He asked the membership to join him in thanking these individuals for their dedication and service.

D. PETTIGREW then turned the election process over to P. BENNETT for oversight, as both D. PETTIGREW as chair and Jayne Gorill as vice chair would be seeking re-election as directors.

P. BENNETT noted that three directors would be returning on the IBAS board for 2019-20 with a year on their respective terms: Dave Reidy of Henderson Insurance, Nicole Korpusik of Norquay Agencies, and Sarah Edwards of Aberdeen Agencies. He further detailed the expression of interest and nominating process that was completed in the fall. Accordingly, on behalf of the nominations committee, P. BENNETT then nominated the following members for election to the IBAS board of directors — each for a two-year term: Dave Pettigrew of Harvard Western Insurance, Jayne Gorrill of Hoffmann Kool Insurance, Tracy Archer of Knight Archer Insurance Brokers, and Keith Jordan of HUB International. P. BENNETT opened the floor to additional nominations. None brought forward. He subsequently declared nominations ceased.

**MOTION:** Appoint Dave Pettigrew, Jayne Gorrill, Tracy Archer, and Keith Jordan to the IBAS board of directors for two-year terms, expiring at the 2021 IBAS Annual General Meeting.  
(Moved by P. BENNETT. Seconded by Brett Loewen. CARRIED.)

P. BENNETT then nominated the following member for election to the IBAS board of directors for a one-year term: Jaycee Turtle of Lakeview Insurance Group. P. BENNETT opened the floor to additional nominations. None brought forward. He subsequently declared nominations ceased.

**MOTION:** Appoint Jaycee Turtle to the IBAS board of directors for a one-year term, expiring at the 2020 IBAS Annual General Meeting.  
(Moved by P. BENNETT. Seconded by John Young. CARRIED.)

#### 14. General Insurance Council of Saskatchewan Appointees

D. PETTIGREW began by thanking two individuals completing their terms of service as IBAS appointees to the General Insurance Council of Saskatchewan (GICS): Darryl McKay of Moosomin and Brian Dusyk of Regina. He noted that two appointees would be returning to the GICS with outstanding terms: Dave Nussbaumer of Yorkton and Garth Neher of Southey.

D. PETTIGREW then detailed the expression of interest and nominating process. From that process, he introduced the slate of nominees put forward by the nominating committee: Brian Dusyk of Regina and Donna Lehmann of North Battleford. D. PETTIGREW opened the floor to additional nominations. None brought forward. He subsequently declared nominations ceased.

**MOTION:** Appoint Brian Dusyk and Donna Lehmann to the General Insurance Council of Saskatchewan beginning January 2020 — each for a term of three years.  
(Moved by Matt Johnson. Seconded by Louis Lafrance. CARRIED.)

#### 15. Website & Database Rebuild

D. LOTHIAN provided an update on work being undertaken by staff to overhaul the IBAS website and database, creating an integrated website and association management system with full e-commerce functionality. He added that this platform was expected to launch in November 2019.

#### 16. New Business

D. PETTIGREW invited any new business to be brought forward from the floor. None.

#### 17. Presentations

Following a 15-minute coffee break, presentations were then made by: Peter Braid, CEO, Insurance Brokers Association of Canada; April Stadnek, Director of Strategic Initiatives, GICS; and Penny McCune, Executive Vice President & COO, SGI Auto Fund.

#### 18. Chair's Final Remarks

D. PETTIGREW thanked members for attending the AGM and encouraged delegates to attend the convention trade show and hospitality night activities.

#### 19. Adjournment

**MOTION:** Adjourn the 2019 IBAS Annual General Meeting, effective 4:31 p.m.  
(Moved by D. PETTIGREW. Seconded by J. TURTLE. CARRIED.)



## ASSOCIATION OVERVIEW

Founded in 1952, IBAS is a voluntary, membership-based organization, comprised of more than 95 per cent of all independent insurance brokers across the province. As a registered not-for-profit entity, IBAS represents the interests of both its members and consumers to government, the industry at-large, and the general public.

While industry trends continue to influence movement in membership numbers, as of the end of 2019-20, IBAS directly represented 187 brokerages operating in 379 branch locations across roughly 250 different Saskatchewan communities. These members employed 1,601 licensed insurance brokers — virtually unchanged from one year ago.

### 2019-20 BOARD OF DIRECTORS

**Dave Pettigrew (Chair)**  
President & CEO  
Harvard Western Insurance

**Dave Reidy**  
President & CEO  
Henderson Insurance

**Keith Jordan**  
President & CEO  
HUB International

**Tracy Archer (Vice Chair)**  
President & CEO  
Knight Archer Insurance

**Jaycee Turtle**  
Branch Manager  
Lakeview Insurance

**Nicole Korpusik**  
Partner  
Norquay Agencies

**Sarah Edwards (Secretary-Treasurer)**  
Owner  
Bora Insurance Brokers

**Jayne Gorrill**  
Partner  
Hoffmann Kool Insurance

### EXECUTIVE LEADERSHIP

Derek Lothian is a nationally recognized business advocate, strategist, and public affairs executive, with close to 15 years' senior leadership experience guiding organizations through complex change. He currently serves as president and CEO of the Insurance Brokers Association of Saskatchewan — a role he has held since October 2017, as chair of the Saskatchewan Business Council, and as a director on the boards of Innovation Saskatchewan as well as the Heart & Stroke Foundation of Canada.

Derek previously held posts as vice president and national director of communications for Canadian Manufacturers & Exporters — the country's largest trade and industry association; as co-founder and editor of *Prairie Manufacturer Magazine*; and, as founding chair of the Saskatchewan Manufacturing Centre of Excellence — a three-year joint training initiative focused on lean process improvement, leadership development, Indigenous engagement, technology adoption, and commercialization. He spearheaded the creation of the Manufacturing Management program at Athabasca University, and has been recognized for his contributions to the sector with several awards and distinctions, including being named to CBC's Future 40, *PR in Canada's* Top 30 Under 30, and as a Premier's Award nominee in Ontario.

Derek holds a diploma in public relations from Ottawa's Algonquin College, and is in the process of obtaining his ICD.D designation in corporate governance through the Institute of Corporate Directors and the University of Toronto Rotman School of Management.

### STAFF CONTACTS

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As I approach the end of my second term as IBAS chair, I look back on a year that was, without a doubt, the strangest I've encountered as a broker. In only a few short months, we went from 'business as usual' and sharing a laugh at the 2019 IBAS Convention to scrambling to bulk-source hand sanitizer and front counter sneeze guards. The operational, economic, and social upheaval caused by COVID-19 has been both widespread and profound.

The impact of the pandemic on IBAS, meanwhile, has also been significant. We have been forced to cancel numerous events, transition heavily towards digital engagement (literally overnight), and grapple with a cloud of uncertainty that may still linger for several months or even years.

Yet, through these challenges, IBAS has persevered and remains in a stronger position than perhaps it has ever been. We have a dynamic and enthusiastic staff, stable leadership under President & CEO Derek Lothian, adequate financial reserves, a collaborative reputation across the insurance and broader business communities, a track record of influence with policymakers, and a new, three-year strategic plan to carry us into the future with focus — which is outlined in this annual report. While there are many hurdles that lay ahead, I am fully confident that we have the people and resources we need to overcome whatever comes our way.

Over the next year and in the years that follow, brokerages will be faced with some existential questions: *How do we deliver the best available advice and customer experience? As a partner, how do we help strengthen Saskatchewan's public auto insurance system? How do we evolve our businesses — technologically or otherwise — to remain competitive and efficient?* The way we answer these questions will be fundamental to our identity as brokers and to our success as a distribution channel. IBAS has an essential role to play in finding common ground, identifying solutions, advancing priorities, and speaking with one voice on behalf of the industry. That is why IBAS membership continues to be one of the most important investment decisions a brokerage can make.

Thank you for your support and for the opportunity to serve as your IBAS chair. It has been a truly rewarding experience, and I highly encourage you to consider putting your name forward to serve on the board or on a member advisory committee when the time is right for you.

We are all stronger together!

A handwritten signature in black ink, appearing to read 'Dave Pettigrew'. The signature is fluid and cursive, with a long horizontal stroke at the end.

**Dave Pettigrew**  
**Chair**  
**Insurance Brokers Association of Saskatchewan**

The COVID-19 crisis has had an enormous impact on organizations and individuals this past year. And, of course, IBAC is no exception. Our work over the past six months has focused on responding to the new realities we face and supporting our member associations such as IBAS through these challenging times.

Across the four pillars of our mandate, we continue to strive for success through partnership, collaboration, and innovation.

## BROKER IDENTITY PROGRAM

The Broker Identity Program (BIP) effectively promotes the national brand and highlights the broker value proposition to consumers and government. The program also elevates IBAC's image and directly supports and complements our federal advocacy efforts, including the important focus on consumer protection.

The two-year 'Before the Quote' advertising campaign ended in May 2020. This campaign generated positive results, as shown by the analytics as well as feedback from brokers and insurer partners.

The increase in our digital presence gave IBAC the flexibility to quickly pivot when the pandemic hit, to more appropriate ads that assured Canadians that brokers are ready to assist them in good times and bad. The new creative was made available to member associations and brokers through the Bipper Toolbox, and draft Instagram posts were included for the first time.

In considering a new creative platform for the next production year, it was felt that a similar tone of reassurance and stability should be conveyed as the uncertainty of the pandemic continues. The BIP Committee ultimately endorsed a strategy that elevates the broker profession by reflecting on the long-standing value of the broker and highlighting the broker

benefit. A separate-but-related corporate video will celebrate IBAC's 100th anniversary. The positioning of the overall campaign will be forward-looking, and the creative will be supplemented with past and present photos contributed by brokers. This platform will be launched in fall 2020 with a digital-only focus, reducing our media buy as a cost-savings measure. The TV ad will be deployed in early 2021.

IBAC's 'The Big If' public awareness campaign, meanwhile, launched in the summer of 2019 to help homeowners better understand the risks of overland flooding and earthquakes, and to encourage them to talk to their broker about insurance coverage options. This successful digital campaign resonated with our members, insurer partners, and industry stakeholders. The campaign ran again for eight weeks beginning in August 2020, with the addition of videos and Instagram creative assets.

We also partnered with the Canada Safety Council (CSC) to sponsor National Safe Driving Week in December 2019, to help to raise public awareness of the dangers of distracted driving. In collaboration with Agency59 and the CSC, we contributed to an enhanced digital and social media presence, which was further amplified by our member associations and brokers. The board has approved IBAC's continued sponsorship of National Safe Driving Week in December 2020.

## FEDERAL ADVOCACY

Both the federal election, and the unprecedented health and economic challenges of the COVID-19 pandemic, had a significant impact on IBAC's usual advocacy activities. Interaction with the federal government was limited last fall as MPs hit the campaign trail for the October 2019 election. With the return of a minority Liberal government, we remain confident that the government will continue to support IBAC's position on the *Bank Act* and maintain the separation of the pillars of banking and insurance. Following the election, IBAC



wrote to new and re-elected MPs to provide an introduction and refresher on our organization and key issues, and to begin the important process of building and strengthening relationships with Parliamentarians.

IBAC was gearing up for Hill Day 2020 when the COVID-19 pandemic hit in mid-March. For the first time since it began, the annual advocacy day was cancelled due to both travel restrictions and a sensitivity to the pressures on Parliamentarians who are seized with public health and economic challenges.

The global pandemic has underscored the importance of IBAC's continuous advocacy work. Over the years, we have built and sustained strong relationships, and earned a solid reputation as a respected and engaged stakeholder. This enabled IBAC to have meaningful dialogue, influence, and input into the actions of the federal government and our industry partners, and keep the interests of insurance brokers and consumers front-and-centre.

At the outset, we successfully lobbied the federal government to include insurance as an essential service, as did our member associations in their own provinces. This allowed brokers to continue to provide advice and support to clients facing uncertain circumstances and financial challenges.

Several industry-specific issues also required immediate action, including auto premium relief and support for commercial insurance clients, and we worked closely with the Insurance Bureau of Canada to coordinate an appropriate response. IBAC's interventions were guided by three fundamental principles: Customer focus, compassion, and consistency.

As the impacts of the pandemic unfold, we will continue to adjust to the evolving situation and ensure that the best interests of insurance brokers and consumers are represented. We will centre our messaging on the role of the broker in supporting their clients and contributing to their communities. IBAC's \$25,000 donation to Food Banks Canada, complemented by the charitable initiatives of our member associations, will help to support this narrative.

IBAC's advocacy agenda has successfully risen to the challenges of the past year. We have taken a sensitive and nuanced approach to direct federal engagement, elevated our voice on national public policy, and leveraged our influence in the industry. At the appropriate time, we will re-engage with the federal government on our priority issues, including the *Bank Act*, fintech, open banking, and privacy. We will also continue to work towards a consumer complaints process for potential violations of Section 416 of the *Bank Act*. Finally, with respect to the ongoing work of CCIR and CISRO, IBAC will continue to play an important coordination and facilitation role as they continue their joint focus on the Fair Treatment of Customers and a review of incentives management.

## PROFESSIONAL DEVELOPMENT

The review and update of CAIB 1 in a digital format is progressing well. The steering committee has transitioned

to a working group and is reviewing the modules as they are developed. An additional technical reviewer has been added to accelerate the process. Project Manager Margaret Foulds is overseeing this project and developing the change management processes that will contribute to a successful rollout.

IBAC also worked with the Intact Centre on Climate Adaptation and member associations to develop training modules for insurance brokers. *Helping your Clients to Protect their Homes from Flooding* is a free, 1.5-hour, self-directed online training course, available in English and French. This initiative aligns with IBAC's public awareness campaign, 'The Big If,' and will ensure that brokers have access to the information and tools they need to talk to their clients about these risks and the various ways to mitigate them.

## TECHNOLOGY

The importance of technology to our members and their insurance company partners has been driven home by the COVID-19 pandemic. Who could have imagined last January that there would be a mass movement from working in our offices to a 'work-from-home' reality? All of this has been underpinned by technology and the ability to work from anywhere.

Data exchange (Dx) remains our top priority. IBAC is leading an industry-wide collaboration that is helping to achieve the goal of real-time connectivity in our industry. The completion of the first notice of loss transaction as a reusable data service (RDS) demonstrates the efficacy of this approach and sets the stage for further success. Carriers and vendors are now able to implement the RDS in their own environment, allowing companies to develop and deploy their own solutions more quickly and cost effectively than by working on their own.

New RDS projects that support the channel are in-flight, including loss runs, claims, and billing inquiries. To accelerate this initiative and demonstrate our commitment, IBAC has hired an additional dedicated resource to lead Dx into 2021.

## MEMBER ASSOCIATION COLLABORATION

At the end of the day, insurance brokers are best served when IBAC and our member associations across Canada collaborate, support each other, and leverage our individual and collective strengths. The slogan of the pandemic crisis has been 'we're in this together.' Member associations have demonstrated this time and again, and this spirit will continue as we all adjust to the new normal.



**Peter Braid**  
**CEO**  
**Insurance Brokers Association of Canada**

While IBAS's 2019-20 fiscal year will likely be remembered as the 'year of COVID,' the association did manage to take many large strides forward in our ongoing efforts to improve operations and deliver best-in-class member value. This progress was only made possible by the incredible contributions of our staff, who exemplified immense adaptability and commitment in the face of disruption, and through the humbling support of our members and partners. Your willingness to stick by us as we navigated our way through a sea of uncertainty allowed us to lay a foundation that will ensure IBAS remains effective, sustainable, and strong.

Here is a small cross-section of our key achievements and milestones throughout the year:

## COVID-19 RESPONSE

The three months that followed the mid-March arrival of COVID-19 were the busiest I've experienced at IBAS since taking the helm as CEO. Information was flowing at a torrid pace; and we struggled each day with balancing our own internal response to the virus with serving the needs of our members. I could not be more proud, however, of what we accomplished during this time. Here are just *some* of the highlights:

- In the early days of the pandemic, IBAS successfully advocated the General Insurance Council of Saskatchewan (GICS) to allow for the deferral of continuing education credit hour requirements as a condition of licence maintenance.
- As vice chair and then chair of the Saskatchewan Business Council, on behalf of our members, IBAS helped lead twice-weekly meetings with the deputy minister and once-weekly meetings with the cabinet minister responsible for the Province's COVID-19 economic response, shaping critical policies and relief programs.
- Based on member feedback, IBAS created a COVID-19 InfoHub, which served as a central resource and information portal for insurance brokerages navigating the crisis.
- IBAS established a central online repository for COVID-19-related carrier bulletins. The page built up to include more than 100 communications from 17 different insurance companies.
- Alongside several of its provincial counterparts, IBAS has held daily conversations with insurance company executives, as well as the Insurance Bureau of Canada, to discuss and establish (often *national*) directives on key issues and processes, ranging from business interruption coverage and declaration of emergency endorsements to consumer payment relief and policyholder protection for vacant commercial buildings.
- IBAS submitted a formal request and successfully advocated the Government of Saskatchewan to have

the insurance supply chain — including brokerages — recognized as an 'allowable business' to permit continued operation during the provincial state of emergency.

- IBAS created and held several online forums, town halls, and education sessions, with a combined registration of more than 400 active participants.
- IBAS worked alongside its education partner, West Coast Training, to reformat and offer its CAIB 1 immersion program via Zoom videoconference. This model will be replicated for CAIB immersion offerings through the remainder of 2020 (and possibly longer).
- IBAS successfully advocated for CAIB 1 & 2 programs to be eligible for 100 per cent cost reimbursement under the Re-Open Saskatchewan Training Subsidy. Following an extension of the grant program this past summer, all four CAIB courses will be considered for eligibility on an employer-by-employer basis (for application prior to December 31, 2020).
- IBAS partnered with My Mutual Insurance and Saskatchewan Mutual Insurance to launch *Thank a Hero Thursdays*. Under this program, broker members submitted nominations of 'community heroes' who went above and beyond during the COVID-19 crisis. IBAS then drew for two \$250 gift certificates each week, redeemable at local businesses selected by the nominating brokerage.

## CARRIER & ISSUER RELATIONS

IBAS advanced several member files with carriers as well as the SGI Auto Fund over the past year. Most notably, IBAS liaised with Wawanesa Insurance, GICS, and the Financial and Consumer Affairs Authority to address concerns related to policy cancellations in a broker-billed or broker-financed environment. IBAS also successfully advocated SGI officials to clarify online issuer advertising parameters, upholding the principles of consumer transparency, clarity in permitted activities, and the consistent application and fair enforcement of the rules.

## NEW WEBSITE & AMS

In November 2019, IBAS replaced its aging website and database with a fully integrated solution, bringing together its e-commerce-enabled online presence with a robust association management system, or *AMS*. This platform transformed and simplified the membership renewal process, and enhanced the overall user experience, from event registration to education.

## LICENSING EDUCATION

A total of 995 licensing exams were written in 2019-20 — an increase of 22.8 per cent over 2018-19. This included a total of 385 CAIB exams and 301 restricted auto exams. The number of students indentured in CAIB immersion training, meanwhile, also increased on a year-over-year basis, jumping

43 per cent. This, however, remained slightly below the rolling five-year average of 123 students compared to 128.

### RECOGNIZING COMMUNITY LEADERSHIP

IBAS presented four new awards in 2019-20 recognizing various aspects of community leadership — a core value of our association and the broker channel:

- **Maahi Shah** — a graduating high school student from Campbell Collegiate in Regina — was awarded with the first-ever, \$2,500 IBAS Young Community Leader Bursary, presented in partnership with Wawanesa Insurance. Ms. Shah was selected from more than 100 applicants and was recognized for her outstanding contributions, which included raising close to \$100,000 for numerous worthwhile causes, such as the Regina Food Bank, YWCA, and Crohn's and Colitis Canada. A first-generation Canadian, Ms. Shah is enrolled at the University of Saskatchewan, majoring in biology. Her grade 12 academic average as of January 2020 was 97 per cent.
- **Isabella Scott** — a graduating high school student from the town of Southey— was presented with the inaugural, \$1,500 IBAS Chair's Award. This special honour was created to recognize one applicant to the IBAS Young Community Leader Bursary program who demonstrates exceptional perseverance and character in service to their community. While Ms. Scott's life has been affected greatly by personal loss, those difficult events have shaped her passion for community and her ambitions to give back through the field of medicine. Ms. Scott is currently on the Saskatchewan Polytechnic waitlist to become a primary care paramedic. In the meantime, she continues to work full-time and volunteers regularly, including as a firefighter with the Southey Volunteer Fire Department.
- Insurance brokers are woven into the very social and economic fabric of Saskatchewan. They are the heartbeat of our communities, large and small — champions for civic engagement, generous supporters of local causes, and compassionate business leaders, who go the extra mile to provide



their neighbours with an unparalleled level of service and support. As an industry, it is imperative we celebrate these positive impacts. That's why, in 2019, IBAS — in partnership with Saskatchewan Blue Cross — established the annual Community Leadership Award, celebrating the outstanding contributions of one brokerage and one individual broker who have went above and beyond to make a difference in their respective communities. **Henderson Insurance** was named the inaugural recipient in the *Brokerage Category*, while **Scott Gilbert** of Gilbert Agencies in Unity was selected in the *Individual Broker Category*.

## 2019 IBAS CONVENTION & AGM

The 2019 IBAS Convention & AGM — held October 17 & 18 in Saskatoon — was the largest on record, attracting roughly 650 participants from across Saskatchewan and beyond. The event was highlighted by an inspiring keynote from *Dragons' Den* investor Manjit Minhas and an unforgettable stand-up performance from comedian Steve Patterson. The Chair's Banquet was also punctuated with the unveiling of STARS air ambulance as IBAS's 2020 Charity Partner.

## SASKATCHEWAN NEW DRIVER'S HANDBOOK

The IBAS Extended Auto Advisory Committee was excited to learn that one of its initial recommendations would be actioned by SGI in 2020, with the inclusion of insurance content — including the limitations of basic insurance and the importance of extension coverage — in the upcoming edition of the *Saskatchewan New Driver's Handbook*.

## INSURANCE BROKER DAY AT THE LEGISLATURE

This annual 'lobby day' culminated in a full day of meetings between the IBAS board and senior elected officials within the provincial government. This year, IBAS focused on three strategic priorities:

- Shift the burden of overland flood risk away from the taxpayer and onto the private insurance market.
- Continue to work through the broker channel to deliver Canada's most stable and well-serviced auto insurance regime.
- Work together with industry to identify and address challenges in an evolving and hardened insurance market.

## 2020 CHARITY CAMPAIGN

Over the past decade, IBAS has raised tens of thousands of dollars each year for worthwhile causes, ranging from local food banks to the Canadian Red Cross.

In late 2019, to maximize the impact of its effort, IBAS announced it would be focusing its annual philanthropic activities to support one designated charity partner that aligns with the values of the association. We are proud to have selected STARS air ambulance as that partner for 2020.



Every day, STARS saves lives in Saskatchewan. We live in a province with fewer than 1.2 million residents over a land mass of more than 650,000 square kilometers. Whether you live in rural Saskatchewan, are exploring our beautiful remote regions, or are traveling across our 200,000 kilometers of roadway, emergency medical services are not always nearby. Sometimes, air ambulance service is the only difference between life and death.

Roughly half of the annual STARS operating budget is financed through non-government sources, so public fundraising is critical to the continuity of service. And IBAS is proud to do its part to answer the call.

Despite fundraising challenges posed by the cancellation of in-person events due to COVID-19, as of August 31, IBAS had raised a total of \$28,500.

A month-long, online auction is planned for October 1 – 30, with 100% of the winning bids going directly to this campaign. There is also a live auction slated for the 2020 IBAS Convention 'Virtual Happy Hour'. IBAS hopes to raise a total of at least \$40,000 on the year to support this amazing organization.

*While we do our best to continuously seek broad member input in developing and delivering programs, policy positions, and services, your individual voice matters — and I want to hear from you! Never hesitate to reach out to me directly at (306) 525-4075 or by e-mailing derek.lothian@ibas.ca.*

**Derek Lothian**  
**President & CEO**  
**Insurance Brokers Association of Saskatchewan**

## Insurance Brokers Association of Saskatchewan

### Financial Statements

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July 31, 2020

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## Independent Auditors' Report

### To the Members of Insurance Brokers Association of Saskatchewan

#### *Opinion*

We have audited the financial statements of Insurance Brokers Association of Saskatchewan, which comprise the statement of financial position as at July 31, 2020, and the statements of operations, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the organization as at July 31, 2020, and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

#### *Basis for Opinion*

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the organization in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### *Responsibilities of Management and Those Charged with Governance for the Financial Statements*

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the organization's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the organization's financial reporting process.

#### *Auditors' Responsibilities for the Audit of the Financial Statements*

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements. As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:



## Independent Auditors' Report (continued)

- ♦ Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- ♦ Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization's internal control.
- ♦ Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- ♦ Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the organization to cease to continue as a going concern.
- ♦ Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Regina, Canada

Chartered Professional Accountants

## Insurance Brokers Association of Saskatchewan

### Statement of Operations

<b>For the year ended July 31</b>	<b>2020</b>	<b>2019</b>
<b>Revenues</b>		
Professional development	\$ 522,006	\$ 475,663
Member services	420,789	499,590
Membership	403,277	418,914
COVID-19 programs	66,639	-
Interest and dividends	26,248	19,072
Advocacy	14,000	40,694
Charitable Campaign	6,000	-
	<b>1,458,959</b>	<b>1,453,933</b>
<b>Expenditures</b>		
Advocacy	48,819	140,129
Amortization	21,538	12,738
COVID-19-Programs	3,377	-
Charitable Campaign	11,002	-
Governance	32,596	65,065
Operations	680,298	746,894
Member services	292,246	330,184
Memberships	59,665	56,806
Professional Development	225,332	211,731
	<b>1,374,873</b>	<b>1,563,547</b>
<b>Excess (deficiency) of revenues over expenditures before other items</b>	<b>84,086</b>	<b>(109,614)</b>
<b>Other expenses (income)</b>		
Loss on disposal of property and equipment	5,184	-
Gain on sale of investments	(1,182)	(21,504)
	<b>4,002</b>	<b>(21,504)</b>
<b>Excess (deficiency) of revenues over expenditures</b>	<b>\$ 80,084</b>	<b>\$ (88,110)</b>

## Insurance Brokers Association of Saskatchewan

### Statement of Changes in Net Assets

	Balance, beginning of year	Inter-fund transfers (note 6)	Excess of revenues over expenditures	2020 Balance, end of year
Unrestricted	\$ 478,015	\$ (451,221)	\$ 80,084	\$ 106,878
Consumer Protection Bond Indemnity Fund - internally restricted	-	200,000	-	200,000
Strategic Innovation Fund - internally restricted	-	125,000	-	125,000
Legacy Fund - internally restricted	-	500,000	-	500,000
Consumer Protection Fund - internally restricted	250,000	(250,000)	-	-
Innovation and Advancement Fund - internally restricted	123,779	(123,779)	-	-
	<b>\$ 851,794</b>	<b>\$ -</b>	<b>\$ 80,084</b>	<b>\$ 931,878</b>

	Balance, beginning of year	Inter-fund transfers (note 6)	Deficiency of revenues over expenditures	2019 Balance, end of year
Unrestricted	\$ 545,017	\$ 21,108	\$ (88,110)	\$ 478,015
Consumer Protection Fund - internally restricted	250,000	-	-	250,000
Innovation and Advancement Fund - internally restricted	144,887	(21,108)	-	123,779
	<b>\$ 939,904</b>	<b>\$ -</b>	<b>\$ (88,110)</b>	<b>\$ 851,794</b>

# Insurance Brokers Association of Saskatchewan

## Statement of Financial Position

July 31, 2020 2019

### Assets

#### Current

Cash	\$ 201,992	\$ 109,910
Accounts receivable	63,412	57,186
Inventory	14,268	17,184
Prepaid expenses	49,311	56,682

328,983 240,962

Investments (note 3)	1,021,044	988,100
Property and equipment (note 4)	44,485	22,707
Intangible (note 5)	52,721	21,108

**\$ 1,447,233** **\$ 1,272,877**

### Liabilities

#### Current

Accounts payable and accrued liabilities	\$ 37,776	\$ 21,614
Deferred revenue	477,579	399,469

515,355 421,083

### Net Assets

Unrestricted	106,878	478,015
Consumer Protection Bond Indemnity Fund - internally restricted	200,000	-
Strategic Innovation Fund - internally restricted	125,000	-
Legacy Fund - internally restricted	500,000	-
Consumer Protection Fund - internally restricted	-	250,000
Innovation and Advancement Fund - internally restricted	-	123,779

931,878 851,794

**\$ 1,447,233** **\$ 1,272,877**

### Inter-fund transfer (note 6)

Approved on behalf of the Board:

\_\_\_\_\_ Member

\_\_\_\_\_ Member

## Insurance Brokers Association of Saskatchewan

### Statement of Cash Flows

For the year ended July 31	2020	2019
<b>Operating activities</b>		
Cash receipts from members and customers	\$ 1,504,599	\$ 1,590,549
Cash receipts from interest and dividends	26,248	19,072
Cash paid to suppliers	(885,781)	(1,157,754)
Cash paid to employees and directors	(441,106)	(511,467)
	<b>203,960</b>	<b>(59,600)</b>
<b>Investing activities</b>		
Purchase of investments	(87,457)	(661,006)
Proceeds on sale of investments	55,692	117,212
Purchase of property and equipment	(39,196)	(11,668)
Purchase of database and website	(40,917)	(21,108)
	<b>(111,878)</b>	<b>(576,570)</b>
<b>Increase (decrease) in cash</b>	<b>92,082</b>	<b>(636,170)</b>
<b>Cash, beginning of year</b>	<b>109,910</b>	<b>746,080</b>
<b>Cash, end of year</b>	<b>\$ 201,992</b>	<b>\$ 109,910</b>

# Insurance Brokers Association of Saskatchewan

## Notes to the Financial Statements

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July 31, 2020

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### 1. Nature of operations

Insurance Brokers Association of Saskatchewan (the "Association") is incorporated under the Non-Profit Corporations Act of Saskatchewan. The Association advocates on behalf of its members and delivers education as well as other business support services. The Association is exempt from income tax under section 149(1) of the Income Tax Act (Canada).

### 2. Significant accounting policies

These financial statements are prepared in accordance with Canadian accounting standards for not-for-profit organizations. The significant accounting policies are detailed as follows:

#### (a) Revenue recognition

Revenue earned from advertising and promotion, broker website, education, convention and errors and omissions insurance is recognized upon provision of the services to the customer. Any amounts received which relate to subsequent periods are recorded as deferred revenue.

Member fees and dues are recognized as revenue proportionately over the period to which they relate.

Revenue from the sale of textbooks is recognized upon delivery to the customer.

Investment income includes dividends and interest income recorded on the accrual basis, as well as realized investment gains and losses and unrealized gains and losses on financial instruments subsequently measured at fair value.

#### (b) Inventory

Inventory is measured at the lower of cost and net realizable value. The cost of inventory comprises all costs of purchase, conversion and other costs incurred in bringing the inventories to their present location and condition. Net realizable value is the estimated selling price in the ordinary course of business, less any applicable variable selling costs. The costs of purchase comprise the purchase price. Costs are determined using the first-in, first-out method.

#### (c) Property and equipment

Property and equipment are recorded at cost. The organization provides for amortization using the declining balance method at rates designed to amortize the cost of the assets over their estimated useful lives, as set out in note 4.

One half of the year's amortization is recorded in the year of acquisition. No amortization is recorded in the year of disposal.

# Insurance Brokers Association of Saskatchewan

## Notes to the Financial Statements

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July 31, 2020

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### 2. Significant accounting policies (continued)

#### (d) Intangible assets

Intangible assets are recorded at cost. The organization provides for amortization using methods and rates designed to amortize the cost of the intangible assets over their estimated useful lives. The amortization methods are as follows:

Development costs related to website and database are charged to expense unless they meet specific criteria and are expected to deliver future economic benefits to the organization, in which case they are deferred and amortized on a systematic basis over their expected useful life.

Intangible assets with indefinite useful lives are not amortized and are tested for impairment when an event or circumstance indicates they may be impaired. When the carrying amount of an intangible asset exceeds its fair value, an impairment charge is recognized and is reported in operations for the period.

#### (e) Net Assets

##### ***Consumer protection bond indemnity fund***

Internally restricted fund, established for the purpose of self-insuring against potential claims as part of the umbrella surety bond the association purchases on behalf its members as a recognized equivalency to the required Consumer Protection Bond.

##### ***Strategic innovation fund***

Internally restricted fund, established to finance targeted, short-term investments with the purpose of enhancing the Association's operational efficiency and increasing its member services capacity.

##### ***Legacy fund***

Internally restricted fund, established for the purpose of providing operational stability to the association in the event the Association experiences a period of financial hardship necessitated by a major shift in strategy or activity.

#### (f) Financial instruments

Financial assets originated or acquired or financial liabilities issued or assumed in an arm's length transaction are initially measured at their fair value. In the case of a financial asset or financial liability not subsequently measured at its fair value, the initial fair value is adjusted for financing fees and transaction costs that are directly attributable to its origination, acquisition, issuance or assumption. Such fees and costs in respect of financial assets and liabilities subsequently measured at fair value are expensed.

Subsequent measurement:

Financial assets measured at amortized cost include cash and accounts receivable.

Financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

# Insurance Brokers Association of Saskatchewan

## Notes to the Financial Statements

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July 31, 2020

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### 2. Significant accounting policies (continued)

The organization subsequently measures investments at fair value, without adjustment for transaction costs and with changes in fair value recognized in operations in the period in which they occur.

At the end of each reporting period, management assesses whether there are any indications that financial assets measured at cost or amortized cost may be impaired. If there is an indication of impairment, management determines whether a significant adverse change has occurred in the expected timing or the amount of future cash flows from the asset, in which case the asset's carrying amount is reduced to the highest expected value that is recoverable by either holding the asset, selling the asset or by exercising the right to any collateral. The carrying amount of the asset is reduced directly or through the use of an allowance account and the amount of the reduction is recognized as an impairment loss in operations. Previously recognized impairment losses may be reversed to the extent of any improvement. The amount of the reversal, to a maximum of the related accumulated impairment charges recorded in respect of the particular asset, is recognized in operations.

#### (g) Use of estimates

The preparation of the financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the dates of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

### 3. Investments

Description	2020	2019
Fixed Income Securities	\$ 538,308	\$ 449,147
Equities / Other Funds	482,736	484,990
GIC	-	53,963
	<b>\$ 1,021,044</b>	<b>\$ 988,100</b>



# Insurance Brokers Association of Saskatchewan

## Notes to the Financial Statements

July 31, 2020

### 4. Property and equipment

			2020		2019
	Rate	Cost	Accumulated amortization	Net book value	Net book value
Vehicles	30%	\$ 36,038	\$ 5,406	\$ 30,632	\$ -
Furniture and fixtures	20%	12,720	4,314	8,406	10,859
Computer equipment	55%	15,990	10,543	5,447	11,848
		\$ 64,748	\$ 20,263	\$ 44,485	\$ 22,707

### 5. Intangible

			2020		2019
	Rate	Cost	Accumulated amortization	Net book value	Net book value
Website and database	30%	\$ 62,025	\$ 9,304	\$ 52,721	\$ 21,108

### 6. Inter-fund transfer

During the year the board of directors realigned the Consumer Protection Fund and Innovation & Advancement Fund establishing three new internally restricted funds. The inter-fund transfers reflect the capitalization of the funds as directed by the board.

### 7. Lease commitments

Total

The Association has entered into multiple lease agreements for office space and equipment. The final lease agreement ends on December 31, 2028. The annual minimum lease payments are as follows:

	Premises	Equipment	Total
2021	\$ 63,176	\$ 3,547	\$ 66,723
2022	63,176	3,547	66,723
2023	63,176	3,547	66,723
2024	63,176	3,547	66,723
2025	63,176	3,547	66,723
	\$ 315,880	\$ 17,735	\$ 333,615

# Insurance Brokers Association of Saskatchewan

## Notes to the Financial Statements

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July 31, 2020

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### 8. Financial instruments

Transactions in financial instruments may result in an entity assuming or transferring to another party one or more of the financial risks described below. The required disclosures provide information that assists users of financial statements in assessing the extent of risk related to financial instruments.

#### (a) Market risk

The association is exposed to market risk on its investments. Market risk is the risk that the value of a financial instrument will fluctuate as a result of changes in market prices, whether the factors are specific to the instrument or all instruments traded in the market. The association reduces its exposure to market risk by only entering into low risk / low volatility investments managed by a reputable wealth management firm.

### 9. Comparative figures

The financial statements have been reclassified, where applicable, to conform to the presentation used in the current year. The changes do not affect prior year earnings.

# 2020-23 STRATEGIC PLAN

At its June 2020 meeting, the IBAS board of directors approved a new, three-year strategic plan to carry the association from August 2020 through July 2023. This plan — entitled *Bold progress. Sustainable value.* — sets forth an ambitious pathway for advancing the organization by proactively anticipating and responding to the changing needs of brokerage members.

## MISSION

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

## VISION

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

## MISSION PRINCIPLES

*Progress through partnerships:* We have a bias toward collaboration and believe in the power of an engaged, collective voice.

*Make every experience an 11:* We go the extra mile to create first-class experiences for members, partners, and staff.

*Relentlessly pursue improvement:* We embrace change and strive each day to better our members, their communities, the insurance industry, and ourselves.

## MISSION PRIORITIES

### Priority #1

We generate extraordinary value for our members by influencing policy at all levels of government. Through this plan, IBAS will:

- Strengthen its reputation as a trusted, sought-after, and *proactive* advisor to governments and regulatory authorities on the issues that matter to members.

- Ensure insurance brokers remain the primary distribution channel for government auto insurance in Saskatchewan, with a robust, 'service-forward' value proposition.

### Priority #2

We generate extraordinary value for our members by championing member interests with insurer partners. Through this plan, IBAS will:

- Be the first point of consultation with senior insurance company executives on issues directly impacting Saskatchewan brokers.
- Fight for market competitiveness and choice for Saskatchewan consumers.

### Priority #3

We generate extraordinary value for our members by developing next-generation brokerage leaders. Through this plan, IBAS will:

- Create learning and networking opportunities focused on brokerage principals and emerging brokerage leaders.
- Promote insurance as a modern, rewarding, first-choice career pathway.
- Provide brokerage leaders affordable and accessible options to educate and licence their staff.

### Priority #4

We generate extraordinary value for our members by empowering local communities. Through this plan, IBAS will:

- 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.
- Increase consumer confidence in the broker channel through public education around key insurance issues.



## 2020-21 OPERATING BUDGET

	2020-21 Budget	2019-20 Actual	2020-21 Change
<b>INCOME</b>			
Advocacy	49,000	14,000	250.0%
Charitable Campaign	-	6,000	(100.0%)
COVID-19 Programs	25,000	66,639	(62.5%)
Interest & Dividends	30,000	26,248	14.3%
Member Services	368,000	420,789	(12.5%)
Membership	400,000	403,277	(0.8%)
Professional Development	430,000	522,006	(17.6%)
<b>TOTAL INCOME</b>	<b>\$ 1,302,000</b>	<b>\$ 1,458,959</b>	<b>(10.8%)</b>

	2020-21 Budget	2019-20 Actual	2020-21 Change
<b>EXPENSE</b>			
Advocacy	138,000	48,819	182.7%
Charitable Campaign	-	11,002	(100.0%)
COVID-19 Programs	2,500	3,377	(26.0%)
Governance	40,000	32,596	22.7%
Member Services	232,500	292,246	(20.4%)
Membership	56,200	59,665	(5.8%)
Operations	237,950	239,192	(0.5%)
Professional Development	143,700	225,332	(36.2%)
Wages & Benefits	490,000	441,106	11.1%
Amortization	40,000	21,538	85.7%
Net Loss on Disposal of Assets	-	4,002	(100.0%)
<b>TOTAL EXPENSE</b>	<b>\$ 1,380,850</b>	<b>\$ 1,378,875</b>	<b>0.1%</b>

<b>NET PROFIT / (LOSS)</b>	<b>\$ (78,850)</b>	<b>\$ 80,084</b>	<b>(198.5%)</b>
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### MANAGEMENT COMMENTS

- Due to lingering uncertainties around the viability of events, the availability of government COVID-19 relief funding, and the potential for cost savings as a result of cancelled travel, this is presented as a *conservative* budget estimate.
- The budgeted loss is not the result of a structural deficit. Roughly \$60,000 in net cost is funding allocated for two special initiatives — the SGI-issuer accord and contract renewal, and a digital awareness campaign around the importance of extension auto coverage — that are not recurring on an annual basis. Therefore, the regular operating budget calls for a relatively immaterial operating deficit of less than \$19,000 — or 1.5 per cent of forecasted revenue.
- The variable impacts of COVID-19 on both 2019-20 actual performance and future budgeted performance make year-over-year comparisons largely unreliable. Budgets have been set using best judgement given the current operating climate and by referencing historical financial results, including 2018-19.
- The substantive drop in professional development revenue and expense is due to the expectation that all immersion courses will be held virtually in 2019-20. Consequently, there are no hotels or meals accounted for. Should any of these sessions be held in-person, the increased revenue shall offset the increased expense.
- Similarly to *Comment #4*, the year-over-year variance in member services income and expense is the result of cancelled initiatives or events that have been moved from in-person to virtual, such as the 2020 IBAS Convention & AGM.
- Virtually all Charitable Campaign income will be offset by an expense in the equal amount in 2020-21, which is why there is no budget currently allocated.
- There are no proposed changes to the membership fee structure for 2020-21.

# ISSUER ADVISORY COMMITTEE

On July 17, 2020, the IBAS board of directors approved the creation of the new IBAS Issuer Advisory Committee — effective November 1, 2020, through October 31, 2021 — to guide the association's activities and positions relative to the insurance broker and SGI Auto Fund 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* and *Issuer's Website Contract*.
3. Support IBAS's member consultation, advocacy, and stakeholder relations activities to advance the Committee's mandate [as] outlined in [#1 and #2].

## COMPOSITION

As per the Terms of Reference (*TOR 4.0*), the committee shall be comprised of no fewer than 12 and no more than 14 full *committee members*, appointed by the IBAS board of directors, and shall include:

- The IBAS board chair;
- One additional director from the IBAS board;
- The advocacy liaison appointed by the IBAS Emerging Brokers Council;
- At least one representative from a member brokerage located in each of the following: the City of Regina, the City of Saskatoon, and a Saskatchewan city other than Regina or Saskatoon;
- At least three representatives from member brokerages located in a Saskatchewan town, village, or hamlet; and
- At least one representative from a single-branch IBAS member brokerage.

The IBAS board chair will serve as co-chair of the committee, along with one representative to be elected by committee members at the first official committee meeting. The board reserves the right to appoint no more than three standing, non-voting *advisors* to serve as subject matter experts (may be external to IBAS or representatives from IBAS member brokerages).

## COMMITTEE MEMBERS

**Brock Longworth**  
Cornerstone Insurance

**Clint Smith**  
Andrew Agencies

**Jason Galon**  
Galon Insurance Brokers

**Jessica Williams**  
HAL Insurance

**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

**Barb Gottselig** (*Advisor*)  
Harvard Western Insurance

**Judy McCuskee** (*Advisor*)  
McCuskee Consulting

**Sheldon Wasylenko** (*Advisor*)  
Rayner Agencies

*Note: Representatives from the IBAS board will be designated following the election of the 2020-21 directors at the 2020 annual general meeting. There remains one vacant 'general' member representative position the board may fill at a later date.*

## PROFESSIONAL DEVELOPMENT GRADUATES

***Congratulations to the following individuals, who obtained their Canadian Accredited Insurance Broker (CAIB) designation over the past year:***

- Amanda Storoschuk, Northern Lights Insurance
- Amy Russell, Western Financial Group
- Amy Missler, Thompson Insurance Services
- Brandi Welch, McCauley Agencies
- Darla Jolly, Galon Insurance Brokers
- Darnell MacLean, Insurance Matters
- Daryn Wood, Galon Insurance Brokers
- Erin Miller, HUB International Insurance Brokers
- Jamey Kuhmayer, North Battleford Agencies
- Jenna Thomas, Dusyk & Barlow Insurance Brokers
- Jessica Williams, HAL Insurance
- Lindsay Nixon, HUB International Insurance Brokers
- Melinda Laventure, Leoville Agencies
- Michelle Venne, Hordos Insurance Brokers
- Regan Martens, Proven Insurance
- Robin Brown, Turtleford Agencies
- Ryan Sokulski, Cornerstone Insurance Services
- Shaundel Patan, Western Financial Group
- Tara Labbee, Big Sky Agencies
- Terri Hayes, HUB International Insurance Brokers

## BROKER SERVICE AWARD RECIPIENTS

***IBAS is pleased to recognize and honour member brokers who have dedicated their careers to serving the insurance brokerage industry. In 1997, an award was created to show our appreciation to those individuals, who have a minimum of 30 years' experience. Congratulations to the recipients of the Broker Service Award for 2020:***

- Alice Byklum, Herbert-Morse Agencies
- Carrie Denis, Galon Insurance & Mortgage Brokers
- Cheryl-Ann Shaw, C.A. Shaw Insurance Brokers
- Doug Odnokon, HUB International Insurance Brokers
- Dwayne Hopper, McCabe Insurance Services
- Guy Georget, Homeland Agencies
- Heather Pottle, Knight Archer Insurance Brokers
- James Shryko, Meadow North Agencies
- Jim MacKenzie, Dusyk & Barlow Insurance Brokers
- Joanne Measner, Long Lake Insurance
- Lori Madsen, CAA Saskatchewan General Insurance Agency
- Marilyn Blythman, Blythman Agencies
- Ron Regehr, Rosthern Agencies
- Susan Miller, Galon Insurance Brokers
- Terrilee Lamer, Aon Reed Stenhouse





## Providing Peace of Mind

SMI's contractor insurance gives our clients choice when it comes to protecting their business and property.



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On behalf of our board of directors  
and the entire IBAS membership,  
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on 75 years serving Saskatchewan  
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