

# CMC-Ontario Annual General Meeting 2022

Wednesday, April 20, 2022



A HIGHER LEVEL of  
management consulting  
ONTARIO



Un NIVEAU SUPÉRIEUR  
de conseil en management  
ONTARIO

# Acknowledgement





# AGENDA

Wednesday, April 20, 2022

- Call to Order/Quorum
- Review and Adoption of the April 21, 2021 AGM Minutes
- Treasurer's Report: Sean McFarland, CMC, Treasurer Audited Financial Statements for the year ended December 31, 2021 (with Q&A)
- Appointment of the Auditors: Sean McFarland, CMC, Treasurer
- By-law changes: Ron Schwartz, CMC, (with Q&A)
- Nominations Committee Report: Craig Mackay, FCMC, Chair of the Nominations Committee
- President's Report (with Q&A)
- Motion of Indemnification
- Recognition of departing Council members and welcome to new Council members
- Motion Adjournment



AGM

# Call to Order

Michael Ennis, CMC, President Ontario Institute

2022



A HIGHER LEVEL of  
management consulting  
ONTARIO

AGM

# Confirmation of Notice of Meeting, Quorum and Proxies

Michael Ennis, CMC, President Ontario Institute

2022



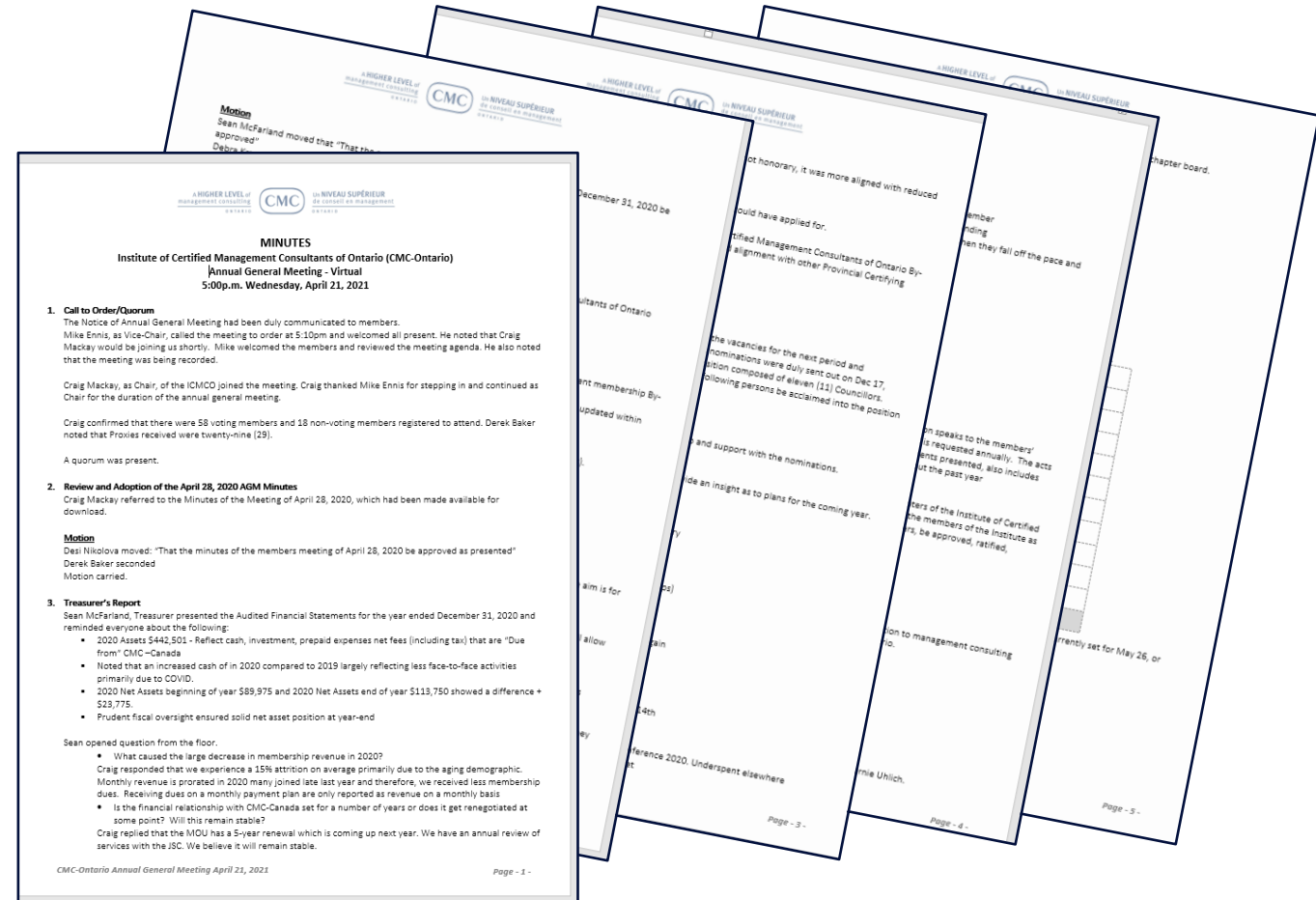
A HIGHER LEVEL of  
management consulting  
ONTARIO

# Approval of Minutes



## Review and Adoption of the April 21, 2021 AGM Minutes

Michael Ennis, CMC  
President  
CMC-Ontario





# Treasurer's Report



Audited Financial  
Statements for the year  
ended December 31, 2021

Sean McFarland, CMC,  
Treasurer



# STATEMENT OF FINANCIAL POSTION

## 2021 Assets \$342,066

Reflect cash, investment, prepaid expenses net fees (including tax) that are "Due from" CMC –Canada

## 2021 Liabilities \$214,617

reflect accounts payable and accrued liabilities, HST payable fees for services rendered show in the "Due to" CMC-Canada (under Liabilities) and deferred revenue.

## 2021 Unrestricted Net Assets \$127,449

### STATEMENT OF FINANCIAL POSITION AS AT DECEMBER 31, 2021

	2021 \$	2020 \$ (Note 7)
<b>ASSETS</b>		
<b>CURRENT</b>		
Cash	86,639	68,333
Investment (Note 2)	50,054	50,021
Accounts receivable	83	422
Prepaid expenses	151,663	129,319
Due from Canadian Association of Management Consultants (Note 3)	53,627	43,375
	342,066	291,470
<b>LIABILITIES</b>		
<b>CURRENT</b>		
Accounts payable and accrued liabilities	10,493	2,588
HST payable	3,364	3,950
Deferred revenue (Note 4)	200,760	171,182
	214,617	177,720
<b>NET ASSETS</b>		
Unrestricted net assets	127,449	113,750
	342,066	291,470



# STATEMENT OF OPERATIONS AND CHANGES IN NET ASSETS

## 2021 Revenue \$310,044

Reflects membership dues, events (including CATALYST conference), interest.

## 2021 Expenses \$296,345

Reflects CMC service fees, events, management/professional/admin services governance and program services.

## 2021 Net Assets beginning of year \$113,750

## 2021 Net Assets end of year \$127,449

## Difference + \$13,699

Fiscal management ensured solid financial position at year-end

## STATEMENT OF OPERATIONS AND CHANGES IN NET ASSETS FOR THE YEAR ENDED DECEMBER 31, 2021

	2021 \$	2020 \$
<b>REVENUES</b>		
Membership dues (Note 3)	309,960	318,823
Events	-	27,679
Interest	84	486
	<b>310,044</b>	<b>346,988</b>
<b>EXPENSES</b>		
Canadian Association of Management Consultants services fees (Note 3)	234,158	240,853
Management services	39,166	23,529
Professional services	9,300	9,200
Events	4,992	44,240
Governance	3,525	1,976
Administration	2,640	3,155
Sponsorship	2,500	-
Program services	64	260
	<b>296,345</b>	<b>323,213</b>
<b>EXCESS OF REVENUES OVER EXPENSES FOR THE YEAR</b>	<b>13,699</b>	<b>23,775</b>
Net assets, beginning of year	113,750	89,975
Net assets, end of year	<b>127,449</b>	<b>113,750</b>

# STATEMENT OF CASH FLOWS



Cash flows from operating activities in 2020 include membership dues, events, interest, cash paid to suppliers.

Cash, beginning of 2021 \$68,333

Cash, end of 2021 \$86,639

Change in Cash + \$18,306

Investment of \$50,000 (2021) earning interest at 0.35 percent matures in August 2021.

## STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2021

	2021 \$	2020 \$
<b>CASH WAS PROVIDED BY (USED IN):</b>		
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Cash receipts from membership dues	329,286	319,522
Cash receipts from events	339	27,257
Cash receipts from interest	51	805
Cash paid to suppliers	(311,370)	(326,029)
Change in cash	18,306	21,555
Cash, beginning of year	68,333	46,778
Cash, end of year	86,639	68,333

# RELATED PARTY TRANSACTIONS



## Note 3 in Audited Financial Statements MOU with CMC-Canada

From CMC Canada 2021 : Membership Dues  
of \$309,960

To CMC Canada 2021: CMC Service Fees:  
\$234,158

### RELATED PARTY TRANSACTIONS

CMC-Ontario has a Memorandum of Understanding ("MOU") with CMC-Canada effective December 1, 2017 with the financial provisions of the MOU that took effect on July 1, 2018.

Under the MOU, CMC-Ontario appointed CMC-Canada as its agent to bill and collect all membership dues on its behalf and remit collections to CMC-Ontario. In addition, CMC-Canada provides national core services, collaborative growth and vitality projects, and Institute services. In exchange for acting as CMC-Ontario's agent and these additional services, CMC-Canada charges CMC-Ontario for services fees based on a percentage of membership fees collected. The term of the MOU ends on December 31, 2022 with the option to extend for up to five renewal terms of one year.

The transactions in the fiscal year are as follows:

	2021 \$	2020 \$
From CMC-Canada:		
Membership dues	309,960	318,823
To CMC-Canada:		
Canadian Association of Management Consultants service fees	234,158	240,853
Due from CMC-Canada consists of the followings:		
	2021 \$	2020 \$
Year-end accounts receivable due from CMC-Canada	235,242	194,406
Year-end accounts payable due to CMC-Canada	181,615	151,031
Net receivable	53,627	43,375

The transactions are recorded at their exchange amount, which is the amount agreed upon by both parties.





# QUESTIONS

# Motion Financial Statements



## Motion

“That the audited Financial Statements for the year ended December 31, 2021 be approved”



# Auditors



## Appointment of the Auditors

Sean McFarland, CMC,  
Treasurer





# Motion to Approve Auditors



## Motion

“That the firm of Kriens LaRose LLP be appointed the Institute of Certified Management Consultants of Ontario (ICMCO) auditors for Fiscal Year 2022”





# Sponsor By-Law Revisions

Ron Schwartz, FCMC, CMC-Ontario Member at Large, Executive Committee



A HIGHER LEVEL of  
management consulting  
ONTARIO

# From “Sponsors” to “Coaches”



## Current Sponsor Requirement

### Remove Sentence

- *Every applicant for Member or Associate shall be sponsored by two CMCs who are members in good standing of the institute or of an institute in Canada that is a signatory to the agreement of Affiliation.”*

## Remove Sponsor Requirement, Create New Coaching Program

- Part of a “by-law cleanup and modernization.”
- Sponsors were relevant in the 80’s and 90’s when “big firms” were our primary recruitment method.
- Sponsors today, when recruited, don’t typically know the candidate.
- Today’s new members, associates and candidates, may need help “navigating the process” but not being “escorted in the front door.”
  - Highly problematic language
  - Removes an impediment to our growth
  - Encourages a more open Profession
  - Recognizes the reality of our newer members. Applicants and Associates
- Significant process work on “coaching” program.
- Strong, Cross-Institute Support.





# QUESTIONS

# Motion Sponsor By-Law



## Motion

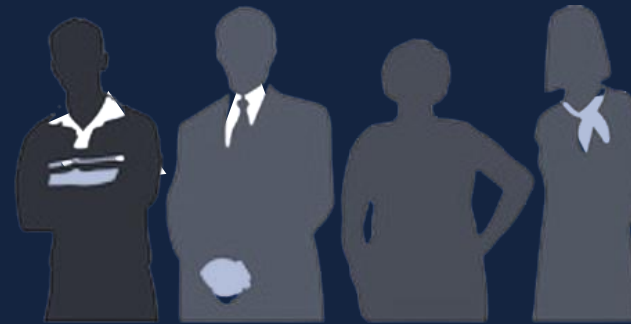
"To approve the amendment to the ICMCO by-laws to eliminate the requirement for two sponsors, by specifically deleting, in paragraph 2.5(b) the sentence that reads

*Every applicant for Member or Associate shall be sponsored by two CMCs who are members in good standing of the institute or of an institute in Canada that is a signatory to the agreement of Affiliation."*



AGM

# Nominations Committee



Craig Mackay, FCMC, Chair of Nominating Committee

2022



A HIGHER LEVEL of  
management consulting  
ONTARIO



# Ontario Council Composition



The Council of the Institute is composed of eleven (11) Councillors, comprising:

- a) Seven (7) Councillors to be elected by the Members:
- b) The Past President, who is a member of Council, but is not elected; and
- c) The Chair or a designate from each of the three (3) Chapters of the Institute.

The Officers: President, Vice-President and Treasurer/Secretary must be found within the director numbers/positions listed.

# Nominations By-Law



## By-Law 5.5 b:

If at the close of the nomination period the total number of nominated candidates is equal to or less than the total number of available positions on Council, the nominated candidates will be acclaimed and no vote shall be required. In such a situation, the Secretary of the Institute will advise the Members accordingly.

# New Council Members

## Elected by Acclamation

The following person is acclaimed into the position of Councillor for a 2-year Term

- Louise Taylor-Green, CMC
- Stephen Donahoe, FCMC





# New Ontario Council Slate



Name	Role	Term
Michael Ennis, CMC	President	April 2023
Jennifer Graham, CMC	Secretary / Treasurer	April 2023
Craig Mackay, FCMC	Past President	April 2023
Desislava Nikolova , CMC	Vice President	April 2025
Ron Schwartz, FCMC	Member at Large	April 2023
Nik Nanos, CMC	Member at Large	April 2023
Stephen Donahoe, FCMC	Member at Large	April 2024
Louise Taylor-Green, CMC	Member at Large	April 2024
Derek Baker, CMC	G&R (SWO)	April 2024
Beata Domanska	GTA	April 2024
Rodney Evely, CMC	EOC	April 2024
Marylka Empey, FCMC	Registrar*	April 2023
Sandra Addison-Brock	Events Coordinator*	

- New Ontario Council Slate recommended by Nominations Committee



AGM

# President's Report

Michael Ennis, CMC, President Ontario Institute



2022



A HIGHER LEVEL of  
management consulting  
ONTARIO



# QUESTIONS





# Motion of Indemnification

# Motion of Indemnification



“ Be it resolved that all payments, acts, and privileges of the council and chapters of the Institute of Certified Management Consultants of Ontario made, done and taken since the last meeting of the members of the Institute as set forth or referred to in the minutes of the council meetings of the council or of the chapters, be approved, ratified, sanctioned and confirmed.”

# Ontario Council



Recognition of departing  
Council members

**Who is departing**

Welcome to new Council  
members





# CMC-Ontario Council Members 2022/23

Michael Ennis, CMC	President
Jennifer Graham, CMC*	Secretary / Treasurer
Craig Mackay, FCMC	Past President
Desislava Nikolova , CMC*	Vice President
Ron Schwartz, FCMC	Member at Large
Nik Nanos, CMC	Member at Large
Stephen Donahoe, FCMC*	Member at Large
Louise Taylor-Green, CMC*	Member at Large
Derek Baker, CMC	SWO
Beata Domanska*	GTA
Rodney Evely, CMC*	EOC
Marylka Empey, FCMC	Registrar
Sandra Addison-Brock	Events Coordinator

## Eastern Ontario Council 2022/23

- Stephen Donahoe, FCMC
  - Rodney Evely, CMC
  - Greg Graham, FCMC
  - Milos Simovic, FCMC
  - Elfrieda Bock, CMC
  - Jennifer Smith, CMC
  - Eileen Gordon, FCMC
  - Randy Harris, CMC\*
  - Greg Chesley
- Past Chair  
Chair \*  
Treasurer  
Member at Large  
Member at Large  
Member at Large  
Member at Large  
Member at Large  
Administrator

## Greater Toronto Area 2022/23

- Nima Evans, CMC
  - Beata Domanska
  - Parveen Nath
  - Rahi Tajzadeh, CMC
  - Allan Wilson, CMC
  - Nicheta Bhatia
- Past Chair  
Chair \*  
Member at Large  
Member at Large  
Member at Large  
Member at Large

\* New member or position

# Motion to Adjourn



## Motion

**“Motion to Adjourn the  
Annual General Meeting of  
2022”**





# Adjournment

Thank you

**Stay strong, be well.  
Good fortune and good health to all.**



A HIGHER LEVEL of  
management consulting  
ONTARIO





**Earth Day  
April 22, 2022**

**Earth Day has been celebrated around the world since 1970 by people from all walks of life who are concerned about preserving the environment.**

# FCMC Nominations



- Recognizing Outstanding CMCs...2022 Call for Nominations for FCMCs CMC-Ontario!
- FCMC Nominations **Deadline is June 10, 2022**
- Is there someone you respect for their contribution, professionalism, and integrity?
- Visit the CMC Ontario Website for more Information

<https://www.cmc-ontario.ca>





# REIMAGINE THE FUTURE OF CONSULTING

**CATALYST Conference**  
**May 31 to June 2**

