

MINUTES

Institute of Certified Management Consultants of Ontario (CMC-Ontario)

Annual General Meeting - Virtual

5:00p.m. Tuesday, April 25, 2023

1. Call to Order/Quorum

The Notice of Annual General Meeting had been duly communicated to members.

Michael Ennis, President, called the meeting to order at 5:01pm and welcomed all present. He also noted that the meeting was being recorded. Michael Ennis began the meeting by acknowledging that we are meeting virtually on aboriginal lands that has been inhabited by Indigenous peoples from the beginning and that we are thankful to the first nations Meti and Inuit people have cared for these territories since time memorial, and who continue to contribute to the strength of Ontario and to all communities across the province acknowledging traditional indigenous territories is one way to recognize contemporary and historical, indigenous presence and land rights it's a small step towards dismantling the continued impacts of colonialism and undoing indigenous erasure in our everyday lives and its members are honored to collaborate with indigenous clients, stakeholders, and communities throughout the various Territories.

Review of the agenda was completed.

Michael confirmed that there were 40 voting members and 9 non-voting members registered to attend. Louise Taylor-Green noted that Proxies received were twenty-nine (29).

A quorum was present.

Michael mentioned that before any votes are held, only CMC members are permitted to vote. Associate members, students, and guests are not eligible to vote. Each motion that we have today will be conducted by a poll that will last for 30 seconds of voting time.

2. Review and Adoption of the April 20, 2022 AGM Minutes

Michael Ennis referred to the Minutes of the Meeting of April 20, 2022, which had been made available for review.

Motion

Louise Taylor-Green moved: "That the minutes of the members meeting of April 20, 2022 be approved as presented"

Jennifer Graham seconded the motion.

As no questions were asked, voting on the motion took place

Final + proxies

In Favour 40, Opposed 0, Abstained 2

Motion carried.

3. Treasurer's Report

Jennifer Graham, Treasurer presented the Audited Financial Statements for the year ended December 31, 2022 and reminded everyone about the following:

- 2022 Assets \$331,117 - Reflect cash, investment, prepaid expenses net fees (including tax) that are "Due from" CMC –Canada
- 2022 Liabilities \$208,765 - reflect accounts payable and accrued liabilities, HST payable fees for services rendered show in the "Due to" CMC-Canada (under Liabilities) and deferred revenue.
- 2022 Unrestricted Net Assets \$122,352
- Prudent fiscal oversight ensured solid net asset position at year-end

Motion

Jennifer Graham moved that "That the Audited Financial Statements for the year ended December 31, 2022 be approved"

Ron Schwartz seconded the motion

Michael Ennis opened the floor for questions regarding the financial reports.

Murray Kronick asked; I noticed that events took a net loss over the year. Is there any particular reason or explanation for that?

Jennifer Graham responded, that CMC Ontario held the Catalyst Conference in 2022 which had expenses in technology, speakers and resources. The resulting 5k debit in comparison to 2021, where we did not have a conference, is very minimal.

As no further questions were posed from the floor, electronic voting on the motion took place

Final + proxies

In favour 40, Opposed 1, Abstained 2

Motion carried

4. Appointment of Auditor

Jennifer Graham briefed regarding the appointment of Auditors and moved:

Motion

"That the firm of Kriens LaRose LLP be appointed the Institute of Certified Management Consultants of Ontario (ICMCO) auditors for Fiscal Year 2023"

Ron Schwartz seconded the motion

No questions from the floor, electronic voting on the motion took place

Final + proxies

In favour 44, Opposed 0, Abstained 1

Motion carried

5. Nominations Committee Report

Louise Taylor-Green updated members regarding the Committee activities, the vacancies for the next period and nominations received. Louise noted that in accordance with the Bylaws nominations were duly sent out twice to the membership. Louise stated that in accordance to the By-Law 5.5 b that the following persons be acclaimed into the position of Councillor for a 2-year term:

- Stephen Davies, CMC
- Soniya Metha, CMC
- Ron Schwartz, FCMC

As a result of the outcome of the bylaws all 3 candidates were acclaimed to the board. Louise then presented a short background for each of the new council members. Louise presented the recommended slate of candidates for 23/24 term.

Louise, thanked the members of the nominations committee and their chair Craig Mackay for their help and support with the nominations.

6. President's Report

Michael Ennis presented the annual President's Report, which is attached at Appendix A.

The full report can also be read on the CMC-Ontario Website.

7. Motion of Indemnification

Michael Ennis spoke to what the Motion of Indemnification is about. The motion speaks to the members' approval of acts and proceedings of Council and the Chapters since the last AGM and is requested annually. The acts and proceedings are, as has been reported in this meeting and in the financial statements presented, also includes minutes and remarks at members meetings at the council and chapter level throughout the past year

Lyn McDonell read the Motion of Indemnification.

Motion: "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 Meetings of the Council or of the Chapters, be approved, ratified, sanctioned, and confirmed."

Lyn McDonell moved that the motion be accepted as read
Beata Domanska seconded the motion

Vote results: In favour 24, Opposed 0, Abstained 1

Motion carried.

8. Recognition of departing Council members and welcome to new Council members

Departing council members

- Recognition of departing Council members Nik Nanos, CMC-Ontario Director-at-Large, Jennifer Graham, CMC-Ontario Treasurer and Craig MacKay, CMC-Ontario Past President
- Welcome to returning Council members, Beata Domanska as CMC-GTA Chair and Rodney Evely as CMC-EOC chair. Derek Baker will be returning as CMC-SWO representative.
- Welcome to new chapter representatives joining Eastern Ontario, Deanna White and Jennifer Graham.

New council members for 2023 / 24

- Soniya Mehta and Stephen Davies as Directors at Large on the CMC-Ontario Council.
- Congratulations to Ron Schwartz on his election to return for a two-year term on the CMC-Ontario Council
- Congratulations to Desi Nikolova as the President of the CMC-Ontario Institute.

Michael Ennis presented the CMC-Ontario Council members (2023-2024).

Name	Role	Term
Desislava Nikolova, CMC*	President	April 2025
Michael Ennis, CMC	Past President	April 2025
Ron Schwartz, FCMC	Director at Large	April 2025
Stephen Donahoe, FCMC	Director at Large	April 2024
Louise Taylor-Green, CMC	Director at Large	April 2024
Soniya Mehta, CMC	Director at Large	April 2025
Stephen Davies, CMC	Director at Large	April 2025
Derek Baker, CMC	G&R (SWO)	April 2024
Beata Domanska	GTA	April 2024
Rodney Evely, CMC	EOC	April 2024
Marylka Empey, FCMC*	Registrar	April 2025

*These positions will be confirmed by the Council by vote at our next Council meeting currently set for May 30th.

9. Incoming Presidents message

Desislava Nikolova's message "It's my honor to address you as the incoming president of the Institute of Certified

Management Consultants of Ontario. It's also my pleasure to extend a warm welcome to the new, and returning Ontario Council and chapter members, I look forward to working with all of you. I look forward to working with all of you to find opportunities to focus our efforts on delivering value to current members, attracting new members, and applying governance practices that continue to promote and foster excellence and integrity in the management consulting profession. Promoting diversity, equity, and inclusion on the Council, within the Chapters, and across the membership will allow us to earn deeper trust and respect from our clients and enable them to be more innovative and more profitable than their less-diverse competitors.”

The full message can be found on the CMC-Ontario website - <https://cmc-canada.ca/Ontario/about-cmc-ontario>

Termination of meeting

There being no further questions or business, Michael Ennis moved:

To terminate the Annual General Meeting.

Derek Baker, seconded.

The Chair declared the meeting terminated at 5:44 pm.

Thanks to all who assisted with the AGM, and to all who attended, and sent proxies.

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

Appendix A: 2022 / 2023 CMC-ONTARIO PRESIDENT'S REPORT

Welcome

Dear members of the Institute of Certified Management Consultants of Ontario, it is my pleasure to present to you the President's Report for the 2023 Annual General Meeting of CMC-Ontario.

First and foremost, I would like to commend the hard work and dedication of our members, who have continued to demonstrate their commitment to excellence in management consulting through their work with clients and their contributions to our Institute. Also, I would like to thank our dedicated Council members, at both the Institute and Chapter levels, for their tireless efforts to support our members and advance the profession of management consulting in Ontario. Their commitment to excellence and innovation has been a driving force behind our success, and I am grateful for their continued leadership.

As we gather today, I am pleased to report that our Institute strives to grow in both membership and influence. Our mission to promote excellence in management consulting has driven us to engage in several initiatives that have advanced our profession and its impact on businesses and communities across Ontario.

Our Institute has remained steadfast in its commitment to delivering high-quality professional development opportunities to our members. In 2022-23, we continued to offer a range of training programs and workshops that catered to the needs of our members. These programs have been developed to provide members with the latest tools, techniques and strategies in management consulting.

Under the leadership of our Past-President, Craig Mackay, the CMC-ONT Professional Development Team has been delivering the What's Up? Wednesday Digital Series that have delivered a range of monthly thought-provoking and highly acclaimed events that have been appreciated by both our members and prospective non-members. We hope to continue this excellence into 2023 and beyond.

Our most significant Member Value initiative was the delivery of the CATALYST 2022 Conference. An engaged Conference committee comprised of representatives from across Ontario and the other CMC Institutes delivered on this important initiative. With a theme of REIMAGINE, CATALYST 2022 provided future focused insights and commentary on topics that are relevant to consultants, business owners, executives, and governments.

In addition to the PD program, we also launched several new initiatives to support our members and promote the profession. These include a mentorship program initiated by the EOC Chapter, which pairs experienced consultants with newer members to provide guidance and support, and an innovative pro bono program which enables CMCs to use their highly valuable skills and experience to give back to our local communities by assisting not-for-profit organizations with management consulting services,

provided at no cost.

Of course, the past year has also presented us with a number of challenges, including the ongoing COVID-19 pandemic and the changing landscape of the consulting industry. However, I am proud to say that we have adapted quickly and effectively to these challenges, and have continued to provide our members with the support and resources they need to succeed and to network with fellow consultants. The CMC-GTA Council led a networking event series called CONVERGE that was highly successful in engaging its local membership and raising the profile of the GTA Chapter. The combination of high profile featured speakers to draw in the business community and the unique Pecha Kucha approach to profile CMC members helped deliver excellent networking opportunities.

In the past year, we welcomed 22 new CMCs into the Institute. We celebrated the success of each new CMCs by promoting their individual profiles and consulting excellence through numerous channels, including LinkedIn and the Institute and National websites. We also celebrated their CMC achievement at in-person award nights in each chapter, which were well attended and received excellent feedback from participants for the first in-person events since 2019.

In 2022-23, our Institute also continued its efforts to promote ethical and professional standards in management consulting and promoting best practices. Our Institute has also been an active contributor to the National Advocacy Committee aimed at improving the regulatory environment for our profession and advocating for the interests of management consultants in Ontario. We will continue efforts that have included collaborating with government agencies, industry associations and other Certified Institutes to develop policies that support the growth and development of our profession.

As part of our advocacy efforts, we have also worked to promote the use of management consulting services with decision-makers in both the private and public sector. One high profile CMC-ONT initiative was the development of CMC-Canada's first Industry Report since 2016. In partnership with Nanos Research, an insightful report on the state of management consulting in Canada was released and is available on the national CMC website.

The Institute is actively building inroads with our academic community. One of our FCMCs, University of Ottawa Professor Jac van Beek, was initiated in 2022 as an Academic Fellow of the International Council of Management Consulting Institutes (ICMCI). Jac was accorded the honour in recognition of his outstanding contribution to the management consulting profession at both the national and international level and in creating an increasingly strong and productive link between the academia and management consulting practice

This year, the CMC-Ontario's Fellows Committee ran a rigorous campaign to receive and assess nominations for conferring the FCMC designation. CMC-Ontario's Fellow designation is a special recognition for those who have made significant contributions to clients, to CMC-ONT and the profession, and to society. This year, Stephen Fanjoy was awarded and recognized at the CMC-EOC Awards night that was hosted this past January. We encourage 2023 nominations to be submitted before the upcoming June 23rd, 2023 deadline.

Final Thanks

As my two-year term as Institute President ends, a final big thank you goes to the people who made my job the easiest and most enjoyable. It has been a pleasure and honour representing you as the CMC-ONT President. There is so much work that goes on behind the scenes of a successful organization and I would like to thank our Institute and Chapter Councillors and volunteers for their many hours of dedication. Thank you to those of you who are staying on our Council. I would like to acknowledge those whose term has finished and will be leaving the Council. They include:

- Jennifer Graham, for your leadership in managing our financial affairs in your role as Treasurer.
- Nik Nanos, who brought innovative thinking to the Council and took on the leadership role of bringing together the CMC Industry Report.
- Craig Mackay, in your role as Past-President, for your passion and dedication to consulting and the CMC-Ontario program. Your many hours of behind the scenes effort, especially in mentoring me, and your leadership of the What's Up Wednesday program are appreciated.

Also, I would like to acknowledge the efforts of:

- Sandra Addison-Brock, who is our Events and Admin Coordinator and is the backbone for pretty much all our services. It has been a pleasure to work closely with you this year and to receive your honest and straightforward feedback on a regular basis
- Donna Ringrose and the National Office staff in being our partners in a number of the nationally focussed initiatives.
- Desi Nikolova, who took on the daunting task of lead for the CATALYST 2022 conference committees and showed remarkable leadership in bringing together such a dedicated team. I look forward to working more closely with you in the coming year, as you take on the Council's Presidency.

In closing, I would like to express my gratitude to our members, who have demonstrated their commitment to our profession and our Institute through their engagement, support and participation in our initiatives. I am confident that together we will continue to build on the successes of the past and drive our Institute forward in the years to come.

Thank you, and I look forward to the year ahead.

Michael Ennis

President, Institute of Certified Management Consultants of Ontario.