



**SAIL·VOILE
CANADA**

**2020-21
ANNUAL
REPORT**

(May 1st, 2020-April 30, 2021)



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**SAIL·VOILE
CANADA**



TO OUR MEMBERS & SUPPORTERS



A Message from the Chair

Thank you for taking the time to review Sail Canada's annual report – for this past 2020-2021 year.

With our first full "COVID year" now behind us, I would like to thank and congratulate all staff, partner organizations, member clubs and Canadian sailors, for continuing to anticipate as well as adapt and respond to the many changes that we have all experienced as we pursue our continued participation in sailing in Canada over the past year – whether at the community/club level, regionally, nationally or internationally with events such as the Tokyo 2020 Olympics.

Don and I would like to especially thank the dedicated team of medical and scientific professionals with sailing experience from across Canada who have pulled-together as Sail Canada's "Sail Canada COVID 19 Health and Return to Sailing Task Force" meeting regularly over the past 18 months to provide updated COVID-related medical and scientific advice and information for dissemination to Provincial Sailing Association partners for further sharing with member clubs and sailors across Canada. While regional and provincial regulations have varied significantly, the hard work of this team has been key to providing trusted information about the virus and sailing-specific options that allow us to participate safely in our sailing activities.



As you will already be aware, we have once again postponed the in-person portions of this year's AGM and Leadership conference scheduled for Halifax, and as a result the Sail Canada staff are once again focused on providing an excellent and effective virtual meeting experience for our member clubs and others attending this year's AGM.

It was certainly encouraging for sailors around the world that the postponed Tokyo 2020 Olympics were successfully held last August and for Canadians that we fielded a team of 9 sailors proudly representing Canada in 6 of the 10 Olympic classes reaching the medal race in 2 events and narrowly missing out on winning Canada's first sailing medal for a female athlete! Congratulations to all athletes, coaches and supporters who were part of Canada's Olympic sailing team this year!!

Another more local event that was held this year after being postponed last year was the 2020 Canadian Sailing Hall of Fame (CSHoF) Induction Ceremony held earlier this month in Kingston Ontario. This year's event was the third ever "regularly scheduled" ceremony and it focused on catching-up with inductions for Canada's past Olympic sailing medal winners as well as inducting the first woman (Karen Morch) into the CSHoF. Going forward, these inductions are expected to broaden in scope as we recognize Canadian sailing excellence across a wider range of disciplines and contributions. The theme of "Celebrating our Past while Embracing our Future" through events like this is one that we are committed to now and going forward!

Another group of Canadian sailors who continue to do excellent work year after year to improve the sport of sailing worldwide is Canada's World Sailing Delegation – a team of ~15 Canadian Sailors from across Canada representing most major sailing disciplines/activities and who continue to "punch far above their weight" as they work collaboratively with sailing experts from around the world to advance the effectiveness and operations of World Sailing.

While as an organization we *do* celebrate sailing excellence and the accomplishments of Canadian sailors, we are also focused on growing sailing in Canada through initiatives such as Inclusion, Diversity and Equality (I, D & E) as we strive to make sailing in all of its forms more accessible to all Canadians. This is one of the major initiatives in our new Strategic Plan which is being rolled-out this year after a lengthy development process over the past year led by a multidisciplinary planning task force in consultation with sailors from across Canada.

One of the key imperatives for us to become more successful with going forward is that of fundraising, as we endeavour to support the development of sailing and sailors in the coming years through vehicles such as Canada's new National Training Centres (Atlantic, Central and Pacific). If you are interested in knowing more about fundraising to support sailing in Canada at a national level, please do not hesitate to contact Don or myself to discuss how we might best work together on this important initiative.

Lastly, please continue to remember that “we are all Sail Canada” and as such thanks to every one of you for your collective efforts and contributions that allow so many aspects of our sport to thrive through these difficult times...

Thank you and best wishes for the coming year of sailing in Canada!

- Hugh



Hugh McGugan
Sail Canada Chair

A Message from the CEO



Dear Members,

Despite COVID-19 the Sail Canada's staff and volunteers can be proud of their accomplishments achieved over the past fiscal year. These accomplishments are reported in this Annual Report. Please take a moment to read it and appreciate the work that has been realized by the staff and volunteers on behalf of the sailing community despite the pandemic.

COVID-19 had a major impact on Sail Canada, it's programs and activities. All national championships had to be cancelled, our participation in the CANSail and Cruising program was drastically reduced, which reduced the number of instructors who registered with Sail Canada. This had a negative effect on our revenues in the program areas.

High-performance programs were reduced as most competitions were cancelled; however training camps in Canada and abroad were allowed to proceed with strict COVID-19 protocols in place. It is a strong testament to the resilience of our athletes and coaches and how they were able to persevere throughout this pandemic and keep the training going as much as possible.

Sail Canada was helped tremendously by the Sail Canada COVID-19 Health and Return to Sailing Task Force. This Task Force consisted of Medical Doctors and Scientists from across Canada. It enabled Sail Canada to create many "Return to Sailing" documents for PSAs to send to Clubs, Sailors and Competitions. So, I want to recognize their efforts and extend a big thank you to this group.

On another positive note, the club memberships were relatively stable. This was a good sign for the sport of sailing as members continued to support their club and in some cases clubs reported an increase in membership as it was an activity that families could do together.

Another important accomplishment for the year was the creation of the 2021-24 Strategic Plan. Our vision and plan will guide the organization's actions over the next 3 years. The Strategic Plan which commenced at last year's AGM was developed with input from a variety of Focus Group sessions and feedback input from the Provincial Sailing Associations. [To view the plan please click here.](#)

Sail Canada's vision is to be "a leading sailing nation, proud of its world class athletes, lifelong participants, and inclusive culture". It is committed to excellence in all its programs and activities. This may seem like a big leap and a bold statement, but I am confident we can achieve this vision in 3 years by working with our many partners. There is nothing wrong with wanting and expecting to be great. We can each do our part and work toward this vision together.

The plan was built around the core values of: Collaboration, Innovation, Transparency, Integrity, Diversity, Equity, Inclusion, Safety, Excellence and Environmental Sustainability. As we move forward with this plan, we expect the sailing community to hold us accountable for upholding these values.

The key aspects of the plan includes the promotion of the sport of sailing to the broader Canadian public, and to be inclusive and welcoming for the entire Canadian population. This includes promotion to increase female participation in the sport and promoting sailing to underrepresented groups.

Sail Canada will also work to create greater alignment with our partners through governance and aligned development and competition pathway. All these efforts lead to building and creating a "Culture of Excellence" within the sport.

The phrase "Culture of Excellence" may be overused in many ways, but it is important to understand what we mean by a culture of excellence and to have that shared amongst the Sailing Community. It is a dynamic process built around shared vision, core values, and expectations. It is also important to build and maintain working relationships with all key partners in the system identifying the structures, roles, and responsibilities of each of the stakeholders that can best meet our objectives in this uncertain environment with its many challenges.

My hope is that, as we work together to implement the components of the Strategic Plan, each doing our part in upholding our values within a culture of excellence, we will see the Sailing community come together to promote sailing in Canada and achieve excellence along the way.

The current year in progress

We had very good results at the Olympics and we are continuing to build on that momentum. We are extremely proud of our athletes. Their perseverance, dedication and commitment has been evident throughout the process leading up to the Games and is an inspiration to sailors across Canada.

In the months to come, Sail Canada will be hosting a High-Performance Review and Retreat, inviting the top coaches in Canada to be part of this process. We believe this Retreat will help to further align our athlete pathway that will lead to international success and build a system that will continuously produce competitive sailors.

As a member-based organization, Sail Canada is committed to ensuring that we continue to strengthen and improve our national programs delivered through our provincial partners and ultimately at the club level. COVID-19 has forced us to speed up our e-learning capabilities, so we continue work in that area and deliver better e-learning opportunities.

For the first time, Sail Canada competed in the World Sailing, E-Championships which was a success and a great way to involve the membership in non-traditional activities. It engaged competitors coast to coast to coast, with a live final that included a cash prize winning podium for the top three finalists sponsored by Parker and Bass Apparel - Top prize was \$500 to first place, followed by \$300 to second and \$200 to third place.

We have created two new operations committees. One committee is the Inclusion, Diversity and Equity Committee which will help Sail Canada move forward in this area. The other is a Para Sailing committee. This committee is working on increasing the number of Para Sailors in Canada and will join World Sailing in our efforts to get ParaSailing back into the Paralympic Program for 2028.

Not to be remiss, we are sending a big thank-you to all our funding Partners, Sport Canada, Canadian Olympic Committee, Canadian Olympic Foundation, Coaching Association of Canada, and our Sponsors Rolex, Helly Hanson, Gallagher and BMO.

To our clubs, their committees, and management, we are very grateful for your commitment to sailing in Canada and for ensuring a warm welcome for all new members and sailors. Thank you for your ongoing commitment to sailing in Canada. Sail Canada has continued to build and develop National Training Centers (Atlantic, Central and Pacific) that will provide the necessary training environment for our upcoming athletes. Sail Canada has launched an extensive fundraising effort to support these centers and our future national team. You will continue to hear more about this in the coming weeks. The Sail Canada “You Buy or Sell, They Sail” program is just one program being introduced to help support our athletes.

I also wish to express my gratitude to the national office staff who have persevered and worked tirelessly throughout the pandemic and continue to amaze me with their dedication and work ethic.

With our many committed volunteers and staff, Sail Canada is in great hands.

I hope you enjoy the Annual Report.

Don Adams
Chief Executive Officer Sail Canada



Who We Are & What We Do

Established in 1931, Sail Canada is the national governing body for the sport of sailing. We are committed to excellence in performance, developing our leaders and training our sailors. The pursuit of Olympic success fuels our focus not only on our Team athletes but also on Canada's next generation of performance sailors, and all the partners, clubs and coaches who support them.

A culture of excellence is strewn throughout all that we do. Sail Canada believes that everyone should experience what sailing has to offer and everyone can sail. With the valued support from our partners, the Provincial Sailing Associations and our member clubs and schools, sailing is promoted in all its forms. From dinghies to keelboats, cruising to navigation, windsurfing to power boating and parasailing, we set standards and deliver programs for Canadians of all ages and abilities. Facilitating programs from home pond to Podium – we set sail to win and sail for life.



SAIL·VOILE CANADA



OUR VISION

Canada is a leading international sailing nation, proud of its world class athletes, lifelong participants and inclusive culture

OUR MISSION

LEAD, ENABLE, DRIVE

Working with our partner organizations, we LEAD as a national sport organization, ENABLE enhanced participation and DRIVE sport development and performance for all

OUR VALUES

Collaboration and Innovation
Transparency, Accountability, Integrity
Diversity, Equity, and Inclusion
Culture of Excellence
Safety for All
Environmental Sustainability



Our Board of Directors

Hugh McGugan
Kate MacLennan
Bob Greenhalgh
Zac Baum
Barbara Pike
John O'Dwyer
Valerie Lavigne
Rob Hemming
Mariah Millan

Chair

Director at Large (Secretary)

Director at Large (Treasurer)

Director at Large

Director at Large

Director at Large

Director at Large

Athlete Director

Athlete Director

Our Staff

Don Adams
Mike Milner
Ken Dool
Gen Manning
Sarah Case
Samara Crothers
Katie Sweeting
Patrick Godbout
Nick Allinson
Laura Robson
Clive Brown
Lisa Ross
Jamie Gordon

CEO

High Performance Director

National Performance Coach

Director Of Operations

Business Development Manager

Programs Manager - *Maternity Leave*

HP Manager & Programs Coordinator

Communications Manager

Programs Manager

Accountant - *Maternity Leave*

Accounting Administrator

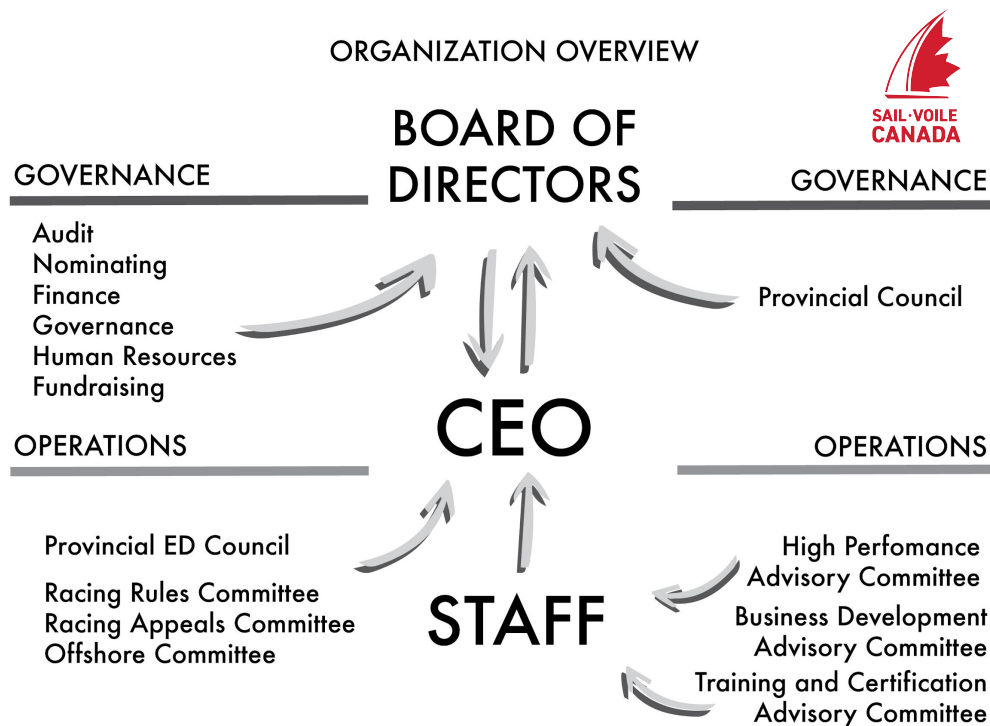
Development Team Coach

Training Projects Manager

GOVERNANCE & OPERATIONS

The organization is governed by a nine-member Board of Directors. The Chair and six Directors-at-Large are elected by the membership, consisting of Provincial Sailing Associations (PSA), class associations and sailing clubs across Canada. Two Athlete Directors are elected by carded athletes. Sail Canada by-laws mandate diversity, requiring board members and athlete directors of different genders.

Sail Canada has a clear organizational structure with specific roles and responsibilities of staff and volunteers creating a clear distinction between governance by the Board of Directors and operations delivered by the CEO and staff, supported by advisory committees. The Board of Directors governs the organization and provides strategic direction, financial oversight and the policy framework and then delegates the responsibility for operation to the CEO who works with the staff and content experts to accomplish the Strategic Objectives of the organization.





SAIL CANADA GROUPS & COMMITTEES

The Sail Canada Board of Directors may constitute Program and Adhoc Committees as it deems necessary in carrying out the affairs of the Association and define their terms of reference in a Policy on Organizational Structure.

The Provincial Council is a standing advisory committee of the Board of Directors. The Provincial Council will consist of presidents of each provincial/territorial sailing association or their nominees, and will be responsible for alerting and advising the Board on national issues or concerns that could affect the long-term success of Sail Canada/Voile Canada as the national authority for sport of sailing in all its forms in Canada, including yachting.

Sail Canada is always looking for members to serve on our committees. To volunteer or enquire about opportunities email sailcanada@sailing.ca
Visit sailing.ca for committee and group members as well as information about the provincial council and current board committees.

OUR NATIONAL & INTERNATIONAL PARTNERS



As a not-for-profit National Sport Organization, Sail Canada appreciates the support and collaboration of public funding partners and other organizations sharing our visions for excellence, safety, activity and sustainability.

Sail Canada represents 10 provincial sailing associations, 255 yacht clubs, 97 sailing schools, 38 class associations, 34 camps and an estimated 8 million Canadian boaters. The Association represents over 1,200 sailing instructors and coaches from coast-to-coast who interact with more than 35,000 students annually.



Canada 

OUR VALUED SPONSORS & PARTNERS

Our sponsors help to bring excellence to the next generation of sailors. Direct support for Sail Canada's High-Performance Program creates role models and medal winners that make Canada proud.



Skipper's
Plan



ALIVE
SINCE / 1877



OUR ACHIEVEMENTS



HIGH PERFORMANCE

2 TOP TEN FINISHES AT INTERNATIONAL REGATTAS



2020
Finn European
Championships
Tom Ramshaw
10th place

2020
Laser Radial
European
Championships
Sarah Douglas
6th place





Canadian Sailing Team athletes, around the World, Raced and Trained in 2020 - 2021:

250 TRAINING DAYS IN OVER
10 COUNTRIES, competing in
15 REGATTAS

Due to the COVID-19 Pandemic many international events were postponed or cancelled, but this did not stop Canadian Sailing Team & Development Squad athletes from training hard on the water.



ELLE BRUCH



In 2020 - 2021 Sail Canada held:

1 CST INTERNATIONAL REGATTA* with
74 ATHLETES over
9 RACE DAYS

* Only National Sail Canada
Event held in 2020

6 REGIONAL TRAINING CAMPS
150 YOUTH SAILORS INVITED
TO REGIONAL TALENT ID



In 2020 - 2021 Sail Canada created a High
Performance Training Environment in
Comox, BC with :

52 DAYS OF TRAINING

25 ATHLETES INCLUDING CST, CSDS &
PROVINCIAL DEVELOPING ATHLETES

Our National Team (2020 - 2021)

Finn	Tom Ramshaw*
Radial	Sarah Douglas*
49er FX	Ali ten Hove*
	Mariah Millen*
2.4mR	Bruce Millar
	Jackie Gay
RS Venture	John McRoberts
Connect	Scott Lutes

* represented class as Canadian
Olympic Team Member at the Tokyo 2020 Olympic Games

Our Development Squad (2020 - 2021)

470 Men	Jacob Saunders*
	Oliver Bone*
	Luke Ramsay
	Hunter Lowden
49er	Will Jones*
	Evan Depaul*
	Ryan & Andrew Wood
	Sam & Will Bonin
	Alexander Heinzemann
49er FX	Georgia & Antonia
	Lewin-LaFrance
Finn	Kyle Martin
Laser	Matti Muru
	Luke Ruitenburt
	Fillah Karim
	Liam Bruce
Laser Radial	Clara Gravely
	Coralie Vittecoq
	Maura Dewey
RS:X	Nikola Girke*
2.4mR	Delani Hulme - Lawrence
	Peter Eager



SAIL·VOILE CANADA

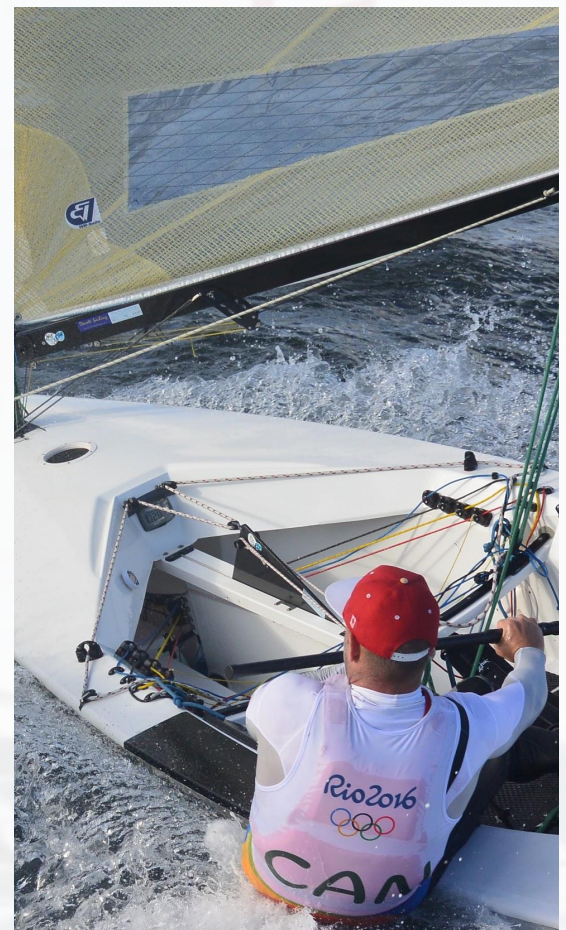


The
High-performance
team had an active
year focussed on
the following
planned initiatives;

A. Tokyo 2020 Olympics - Canadian Sailing Team qualified 9 athletes in the following classes; 49er, 49erFX, Laser Radial, Finn, 470 Men, RS:X Women to represent Canada at the Tokyo 2020 Olympics

B. Olympic Plan- With the postponement of the Tokyo 2020 Olympics until July 2021 the entire performance support team worked on a revised Olympic plan. Of significance is the revised athlete and coach scheduling, and boat transportation plan.

C. 2020/2021 was an unusual year in that the COVID-19 caused many events to be cancelled or postponed, this saw athletes spending more time training and competing at smaller scale events like the European Championships and Lanzarote International Regatta





D. Coach Development - As part of our strategic plan to produce world class coaches Sail Canada held a professional coaches clinic, ran a 3-session Data Analytics course for 18 coaches and ran professional development webinars bringing in expert speakers from inside and outside of the sport of sailing.



PROGRAMS

Sail Canada programs reach a broad spectrum of participants from kids learning to sail, to lifelong sailors and officials :

Registered Coaches & Instructors

Race Officials, Judges & Umpires

Participants in Sail Canada Training

CANSail Participants

Cruising, Keelboat, Power & Navigation Participants



CANSail

The CANSail Sub Committee continued a review of the CANSail program which began in summer 2019. Changes to the Student level checklists were piloted at clubs across the country with positive feedback that the goals developed at the onset of the review were being met. Levels were felt to be more achievable by a broader audience.



A three-year CANSail program improvement plan has been developed to review student, instructor and evaluator pathways. Included in this plan, teaching and learning resources have been identified to compliment the CANSail updates.

The subcommittee is now focusing on the CANSail Instructor levels, making adjustments to align with the new student levels. Instructor Packs will have a more functional rubric/checklist feature with sample lesson plans to ensure consistent quality programming nationally.

The CANSail program was granted World Sailing Accreditation in 2019, following a review of the program structure, materials and delivery model. This accreditation recognizes the CANSail program at an international level.

CRUISING, KEEL, POWER & NAVIGATION

Translation of standards and exams remains a focus in the Cruising, Power and Navigation area to bring French and English documents in line with one another. Volunteer effort developing rubrics as well as additions to evaluation materials for standards continues. Sessions were offered nationally to generate interest in becoming a Cruising Instructor and to communicate to stakeholders.



An e-learning pilot (English only) was run on a Sail Canada LearnDash environment to support Start Keelboat Sailing and to complement Instructor Development. Starting in 2022, changes will be made to the Cruising Power and Navigation Instructor certification renewal process. The certification period will move to 5 years along with most other prerequisites. To renew their certification, all Instructors will need to attend an Instructor Development Clinic to participate in coaching on Instructional techniques and skills, and to update industry specific and program knowledge.



OFFICIALS

An influx of online interest during COVID-19 saw over 500 registrants take part in online training for a variety of officials seminars throughout the past year. This included Race Management webinars, Assistant Race Officer & Club Race Officer seminars, Judges seminars focusing on Protest Hearings, Rule 42, and Decision Writing as well as Club Judge & Advanced Judge seminars and testing.

These expanded on-line seminar offerings in 2021 saw excellent Participation and the feedback was positive. Both the Club Judge and the Advanced Judge seminars continue to attract a healthy number of participants. There was a resumption of more normal levels of competitive sailing in 2021, which offered more opportunities for officials to sharpen skills.

The Umpire Sub-Committee (USC) ran the first official umpire seminar in Canada in about five years. Being held over Zoom had the benefit of covering the full country.

The USC worked with US Sailing to develop the seminar then helped teach one as a pilot, which several Canadians attended. The same seminar was then run in Canada. Canadian umpires were invited to participate in some regular umpire practice sessions also run over Zoom. There were (to best of our knowledge) no multi-boat match racing regattas held in Canada this year. We hope to get the students from these seminars out on the water in 2022.

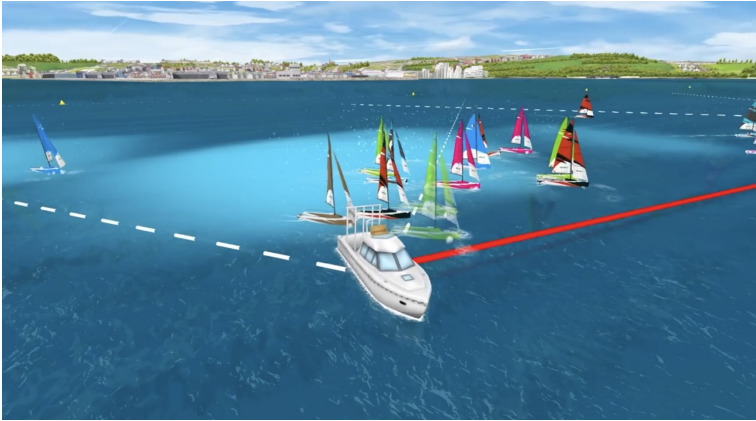


CHAMPIONSHIPS

The six 2020 Sail Canada Championships were not able to be held in the summer of 2020 due to the COVID-19 pandemic.



eSAILING



In 2021 Sail Canada members & sailing fans transposed their skills from their boat to their computer with the launch of the inaugural Canadian eSailing Championships.

Starting on June 1st, the Canadian eSailing Championships saw participants compete until August 31, through the Virtual Regatta Inshore platform. After battling it out for nearly three months, the top 20 Canadians faced off virtually on Tuesday, August 31 at 8 pm in the final races of the inaugural edition of the Canadian eSailing Championship.

Sailing fans watched it as it happened, as the event was streamed live on Sail Canada's Facebook page and YouTube pages.

Congratulations to the champion Andreas Koechli from Toronto, ON, who took home \$500 cash from sponsor Parker and Bass.



COMMUNICATIONS

2021 Key Initiatives

1. New Communications Manager in March 2021: Patrick Godbout

2. Promotion during the Olympic Games, including:

- Daily pictures from professional photographs posted on our Social Media platforms
- Minimum of 4-5 posts per day on our social media (including the results of the day, who's in action, etc...)
- Live Tracking Tool from World Sailing embedded on our website, another opportunity to follow the Races
- Create interview opportunities with our Olympians (press release, interview suggestions, etc...)



3. Create a Communication/Promotion Advisory Group including:

- PSA President from Alberta
- Executive Directors from Nova Scotia and Manitoba
- Communication/PSA Staff members from Ontario, Quebec, British Columbia
- National and Development Team members athletes

4. Create National Sailing Days, July 31 and August 1, in collaboration with the Communication/Promotion Advisory Group and including:

- events managed by clubs to initiate Canadian families to Sailing
- Canadian community activities: to register sailing time collectively to reach 1500 hours (linked to the distance between Tokyo and Ottawa)

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#GOSAILING



COMMUNICATIONS

2021 Key Initiatives

5. Inspire next generation of sailors with Olympians, including:

- Bring Tom Ramshaw and Ali ten Hove for one day each at the Canadian Youth Championships events
- Connect Nikola Girke with a youth event in Saskatchewan.

6. In the digital area:

- Creation of the "On Deck" content section: Q/A with members making the news
- Working on the adjustment of the main page of sailing.ca
- Followers (from mid-March to mid-October):
 - Instagram (10,442, +4%)
 - Facebook (5728, +6%)
 - Twitter (4442, +3%)
 - LinkedIn (549, more energy since mid-August)
 - TikTok (20, launched in May)



BUSINESS DEVELOPMENT

Partnerships

- **Rolex Canada** - Official Timepiece Sponsor
 - Partnership renewed through 2023, updated terms
 - Title **Sailor of the Year Award**



- **Gallagher Skippers' Plan** - Official Insurance Partner

Continued support for:

- The **2020 virtual Leader Summit & AGM**
- Our **e-Newsletter**
- And our **Athlete of the Year Awards**



Skippers'
Plan

- **Helly Hansen** - Official Apparel Partner
 - Outfitter of the Canadian Sailing Team, Development Squad & Youth World Team
 - Prize sponsor - Sail Canada Championships
 - Custom design & supply of technical kti for our Tokyo 2020 Team



New Rules

Sail Canada Rule Book 2021-2024 - with Sail Canada Prescriptions - was released in both English and French. Back cover is a fold-out flag sequence chart.

As of 2021-2024 Rules, Sail Canada built our own French version of World Sailing's RRS. Our French version has previously been built from the French Sailing Federation (FFV)'s works,

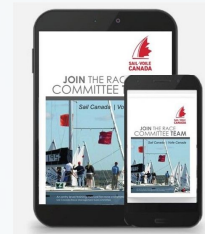


BUSINESS DEVELOPMENT

Other Products

The pandemic brought increased demand for books, resources and our apparel. We worked to update and replenish 6 renowned Sail Canada books, inherent with new and returning advertisers.

- English & French Epubs developed for our high demand Resource: Join the Race Committee - for sale in Apple Store, Google Play, and now available by login access for participants of PSA Race Officer Courses



- We launched our limited edition Team Supporter Tee, Sail Canada Buffs and Non-medical Masks



BMO Mastercard

In 2020 Sail Canada's Mastercard took on a fresh new look. This long Standing affinity program is showing that our card is still being used, though to a lesser degree than in the past.



Member Benefits

In 2020 we were pleased to continue to benefit our members and groups with insurance products thanks to our partnership with **Gallagher Skippers' Plan**

- [Sail Canada's Group Home & Auto program](#) - Saving our members \$ hundreds
- [Sail Canada Exclusive Insurance](#) endorsements for Boat Owners & Racing Sailors, and specialized insurance programs for Clubs, Sailing Schools & Regatta Organizers, Instructors, Coaches, and Directors & Officers



Save on Home & Auto Insurance
Preferred insurance rates for Sail Canada members.

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INCLUSIVITY DIVERSITY & EQUITY



In its 2021-2024 Strategic Plan, Sail Canada identified “Diversity, Equity and Inclusion” as one of the six fundamental values of the organisation, and “improving accessibility to all Canadians, and attracting new participants” as one of the seven strategic actions of Sail Canada in the upcoming years.

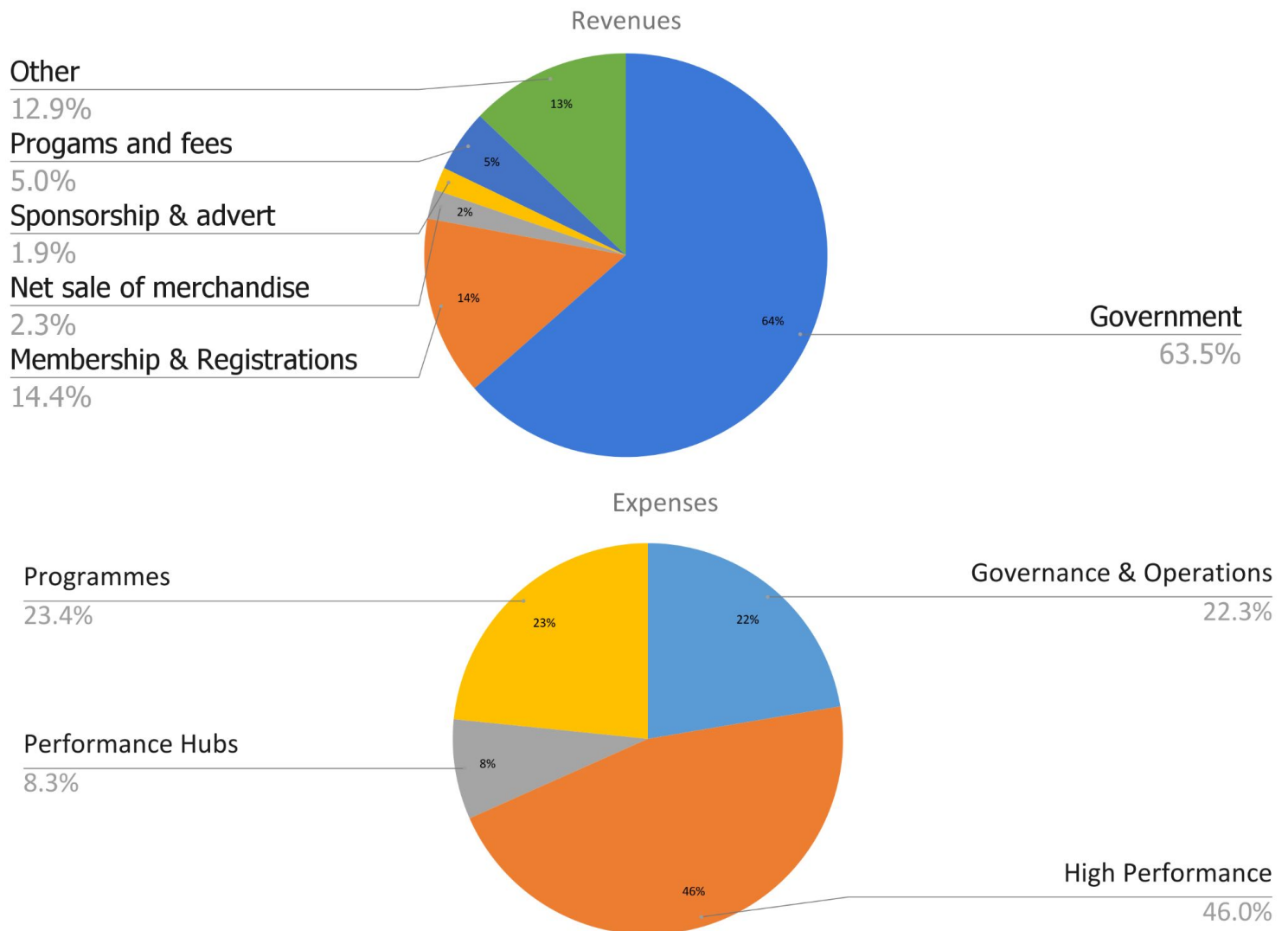
Linked with the launch of the 2021-2024 Strategic Plan, Sail Canada put together an Inclusion, Diversity and Equity (IDE) Committee, a panel of coaches, athletes and community members across Canada dedicated to improving the accessibility of sailing for all Canadians.

One of the first goals of the committee is to understand diversity and diversity challenges in the Canadian sailing community. Sail Canada’s IDE Committee created a comprehensive survey targeting issues of race, religion, inclusion and overall accessibility in our sport. The survey results will help the organisation to determine what actions are most needed to make sailing an inclusive sport for all Canadians.

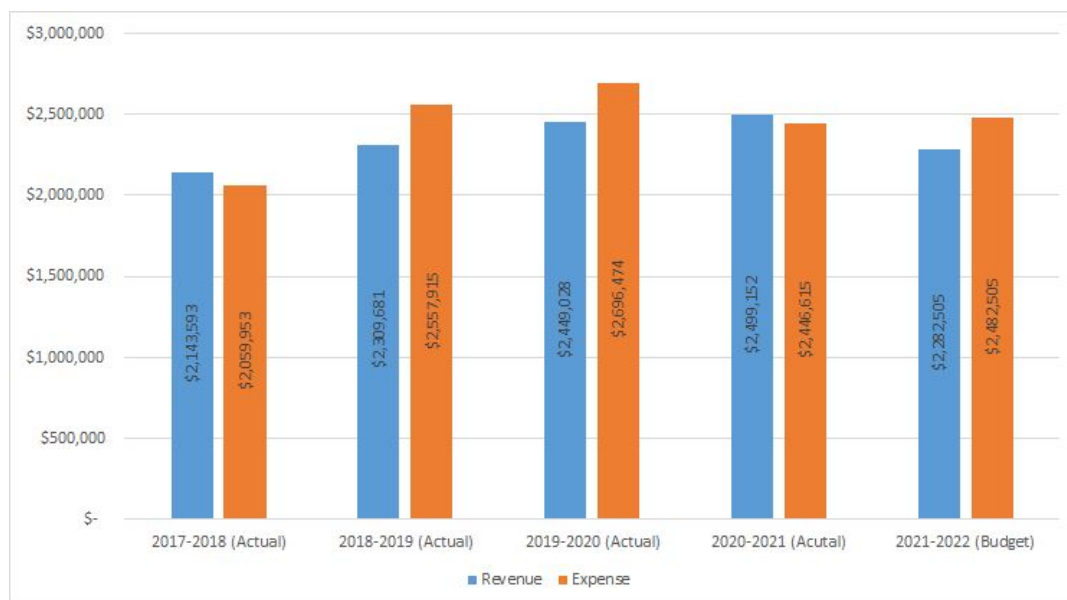
This survey circulated in early October and was completed by over 300 participants. A report of the survey will be used to determine the next steps forward for the IDE committee.

FINANCIAL OVERVIEW

2020-2021 REVENUES & EXPENSES



YEARLY COMPARISON REVENUES & EXPENSES



OUR FINANCIAL YEAR IN REVIEW

Following concerted efforts from both Sail Canada and the Audit Committee, this year's Audit Opinion on the financial statements is Unqualified.

[The Audited Financial Statements are available here](#)

FINANCIAL OVERVIEW

As of April 30, 2021, the Assets of Sail Canada exceeded its liabilities by \$1,752,969. This is an increase of \$268,409 from 2020. This surplus is held in capital assets, accumulated surpluses, and restricted funds. Cash increased by \$320,000 which including a board approved drawdown of \$100,000 from the Sail Canada Fund which was needed at the time, due to a cash flow timing, but has since been returned to the Sail Canada Fund. Investments increased by \$106,752, and there was a decrease in Accounts Receivable of \$126,632, plus a decrease in prepaid expenses of \$21,562.

Total liabilities as of April 30, 2021, were \$459,343 down \$31,892 from the previous year. There was an Accounts Payable of \$232,064 at the end of the fiscal year 2021, a decrease of \$31,243 from \$263,307 at the end of the fiscal year 2020.

Sail Canada ended its 2020 – 2021 fiscal year with an excess of revenue over expenses of \$52,537 (2020 - \$247,446).

Revenues vs Expenses in comparison to Budget and the Previous fiscal year

In the Spring of 2020, due to the uncertainty of COVID-19 and its potential effect on Sail Canada's revenue for instructor registration, programs and membership fees, management created a Worst-case scenario budget projecting a loss of revenues of approximately \$500,000 dollars from the previous year. The worst-case scenario budget included reduction in staff salaries and program cuts. This worst-case scenario budget was presented to the board and was approved in April 2020. This budget included a core deficit budget of - \$30,000 plus an approved draw down of \$200,000 from the Sail Canada Fund for special projects to cover the ongoing expenses of the 3 National Training Centres. Together these two items projected a total deficit budget of -\$230,000.

As the year proceeded, and the ability of several sailing clubs to open with COVID-19 protocols in place, membership revenues were better than anticipated. Revenues from Membership was \$214,144 down from \$251,410 from the previous year but better than the Worst Case Scenario budget of \$0. Instructors' revenue was \$129,981 down from \$194,968 if the previous year but again better that the budget of \$0. Program participation of \$69,000 was down from \$199,421 of the previous year but again better than the projected budget of \$0. Overall, in these key non-government revenues were lower by \$232,674 but better than the original projections of \$500,000.

The Federal Government through COVID-19 Relief Funding provided Sail Canada with \$196,854 in the fiscal year which allowed Sail Canada to restore salaries and restore some programming. Later in the year Sport Canada provided another \$200,000 to cover High Performance expenses.

This contributions from the Federal Government plus the CEBA \$20,000 non repayable loan recognized in these financial statements (see note 8), combined with the better-than-expected revenues in membership and programs, allowed Sail Canada to restore many of its program (virtually) and to end the year with a \$52,000 profit.

Revenues for the year ended April 30, 2021, were \$2,499,152, an increase of \$50,124 from the previous year revenue of \$2,449,028.

Sport Canada Core funding was stable at \$696,500, in addition, Sail Canada again received \$115,625 of above reference funding from Sport Canada to carry out special projects such as Safe Sport Training, Concussions Awareness and Policy development, and Female Leadership. Own the Podium (OTP) funding increased by \$35,435 to support the podium potential athletes leading to the postponed 2020 Olympic Games held in 2021.

Athlete fees were down \$35,783 due to a decrease in training camps due to COVID-19 and there was no Youth Worlds held. National Championship were not held this year because of COVID-19 thus there was no revenues compared to \$67,699 the previous year. Merchandise sales were virtually the same as the previous year. Sponsorship was virtually the same as previous years when accounting for the deferred revenue of \$20,000 in sponsorship due to the timing of the sponsorship and related expenses.

Expenses for the year ending April 30, 2021, were \$2,446,615 a decrease of \$249,859 (9.7%) from the previous period. Decreased expenses occurred in High-Performance area related to decrease in HP contract coaching and travel. Programming also had decreased expenditure with less expense. General had decrease in meeting cost as meetings were held virtually, and travel due to COVID-19 did not occur.

Athlete support was higher by \$55,317 (+30%) due to increase athlete programs. This expense is offset by OTP funding. National Training Centres (Training Hubs) expenses were \$212,265. This was part of the board approved expense from the Sail Canada Fund which in the end was not needed as it was covered by other revenues. Coaching equipment, repairs and maintenance were \$169,554 but virtually the same as the previous year.

Event costs (National Championships) were lower by \$51,295 because National Championship did not occur. There was an expense of \$7,536 which was the E-sailing fee with World Sailing. This is offset with no revenue from National Championships, Other event cost for flow through funding was lower by \$23,944 from previous years when two international events were held by CORK. Even though the event in 2020 had to be cancelled, Sport Canada still supported the ongoing administration expense of the CORK regattas. Other program and training cost were higher by \$7,813 due to planned reviews of the Comp Dev and CANSail programs reviews.

Volunteer and delegate travel was higher by \$50,671. This number has to do with international race official travel that occurred in the 2019-2020 and 2020-2021 fiscal years and are offset by donations received.

STATEMENT OF CHANGES IN FUND BALANCE

The General Fund recorded a net gain of \$152,537 for the year. This consisted of the excess revenue of \$52,537 for the year plus the interfund transfer of \$100,000 from the Sail Canada Fund. The \$100,000 has now been returned to the Sail Canada Fund.

During the year the Board of Directors decided to establish a Sail Canada Reserve Fund by allocating \$250,000 from the Sail Canada to the Reserve Fund. (see Changes in Fund Balances page 6). The amount was determined by the analysis of the fund since inception and calculating the amount of funds put into the Sail Canada fund from excess of revenues over expenses during the time period since inception.

The Sail Canada Fund recorded \$88,146 of investment income this fiscal year compared to \$192,959 the previous fiscal year. Unrealized gains this year were recorded as \$79,109 compared to minus (\$152,845) the previous year.

As per the audited Financial Statements at April 30, 2021, the Sail Canada Fund had a balance of \$928,074. That combined with the Reserve Fund of \$250,000 gives a balance of \$1,178,074 as of April 30, 2021, compared to \$1,122,293 the previous year. As of July 31, 2021, the Sail Canada Fund & Reserve Fund had a combined balance of \$1,244,427. These balances were recorded prior to the return of the \$100,000.

The other Endowment funds increased in value a small amount of \$11,930. The Financial Assistance Program paid out \$11,688 (\$95,206 in 2019-20) of expenses this fiscal year, supported by donation revenue this year of \$59,213 (\$88,108 in 2019-20).

CURRENT ACTIVITIES 2021-2022



HIGH PERFORMANCE



Tokyo Olympics; results compared to the Rio Olympics

	Tokyo 2020	Rio 2016
Finn (Tom Ramshaw)	10	21
ILCA 6 (Sarah Douglas)	6	16
470 Men (O.Bone/J.Saunders)	17	22
49er (W.Jone/ E.Depaul)	19	NA
49erFX (A.tenHove/ M.Millen)	17	16
RS:X Women (Nikola Girke)	19	NA

Recent Results

- 2021 49er/49erFX European Championships
 - Bronze Medal; Georgia and Antonia Lewin- Lafrance (49erFX)



Upcoming World Championships

- ILCA 7 World Championships; Barcelona, November 3 - 10, 2021
- 49er/ 49erFX World Championships; Oman, November 16 - 21, 2021
- ILCA 6 World Championships; Oman, Nov 29 - Dec 6, 2021
- World Sailing Youth World Championships ; Oman, Dec 11- 18, 2021

Metrics and data based Gold medal profile for athletes
Enhanced Canadian Sailing Youth Squad training program for 2021-22
Continued enhancement of regional training centers

PROGRAMS

Safe Sport

- Safe Sport Training and Background Checks will be requirements introduced for Sail Canada Regional & National Officials and Sail Canada Championship events in 2021.

Parasailing

- Para Sailing Committee was created to look at a variety of topics, an area of focus is the Coaching Athletes with a Disability Module review and revitalization.

Canada Summer Games

- 2022 Canada Summer Games will take place in the Niagara Region. The games provide an opportunity for Sailors, Coaches and Officials across Canada to take part in a large scale multisport event!

CANSail Program

- Improvements to the CANSail program which will provide more resources for sailors and instructors.

Cruising, Keel, Power and Navigation

- New Certification Model

Online Education

- Focus on Online education and resources as supporting material for CANSail, Cruising Keel, Nav and Power programs.

Development Coach Program

- The revised Competition Development Coach Course material is being piloted with online modules to allow for more thorough in person coach development during the clinic. The mentorship portion is being reviewed.

COMPETITIONS

International Hosting

- Extensive COVID mitigation elements are required and being implemented with supported events:
 - 2021 Cork International & OCR
 - 2022 49er, 49erFX & Nacra 17 World Championships

Canadian eSailing Championships

- Annual championships culminating with live final event and cash sponsors - qualifiers go to World Finals (invited to the UK in non covid years)

OTHER DEVELOPMENTS

Inclusivity, Diversity and Equity

- Creation of a Inclusivity, Diversity and Equity Committee
- Developing Programs to promote sailing to under represented groups

New Partnerships

- **Yeti** - Just in time for our Tokyo 2020 Team to head to Japan, Yeti provided us with over \$5000+ value in kind with their second-to-none Tundra coolers & Rambler tumblers
- **Fareast Boats Canada** - providing Sail Canada's high performance program with 1 loaded coach boat this year. A \$15K value, we will look to continue the partnership for years to come
- The first Canadian E-Sailing Championships brought **Helly Hansen** on board as supporter sponsor and **Parker & Bass** as cash prize sponsor
- **Athlete Influencer** - launch of "You Buy or Sell, they Sail!" - the realty fundraising initiative geared to support our regional performance training centres



Rolex Sailor of the Year Award

- Devoted webpage updated, launched online nomination form
- Awarded with Covid-modified terms: December 2, 2019 - August 6, 2021

Canada's Celebration of Sailing reception

- A pinnacle event of the season for Sailing in Canada where our nation's high-performance sailors of past, present, and future reunite and welcome guests to celebrate outstanding performances and experiences, and meet and greet with members of today's National Sailing Team and Development Squad
- Piloted inaugural event on September 2nd, 2021 @ RCYC in Toronto ON
- Date(s) in 2022 TBD; regional deliveries are to be considered

Sail Canada Awards

How we showcase & celebrate Sail Canada Awards is being refurbished. For a complete list of awards and previous winners, please visit our national awards page at sailing.ca. 2021 award recipients to be announced shortly.

Sustainability Campaign

We're looking to build environmental sustainability stewardship & social activation through our programs, events and community.

ROLEX SAILOR OF THE YEAR



In September 2021, Sail Canada's Rolex Sailor of the Year was awarded to Sarah Douglas at Canada's Celebration of Sailing at Royal Canadian Yacht Club.

