

**SAIL CANADA
BOARD OF DIRECTORS
CANDIDATE NOMINATION INFORMATION**

Ian Wooden

Montreal, Quebec

Pointe-Claire Yacht Club

INTEREST IN ADVANCING THE MISSION AND GOALS AND BUSINESS MODEL/PRIORITIES OF SAIL CANADA

I believe Sail Canada plays an extremely important role within the context of the Canadian sailing community. As part of its mission, I want to work with Sail Canada in finding new and innovative ways of increasing exposure of the sport in our communities as well as enhance and increase Canada's visibility on the international sailing stage. I believe that my experience in building companies and fundraising in the for profit and non-profit world can be an important asset to Sail Canada. Continuously, I believe my knowledge of the sport and contacts of patrons, investors, and the sports and entertainment industry can help not only Sail Canada but its stakeholders in increasing the level of performance of our sailors on the world stage.

GOVERNANCE EXPERIENCE

I have sat on the Board of Directors of many for profit as well as non-profit organizations over the past 17 years, principally: IJW & Co., a boutique investment bank headquartered in Montreal with operations around the world. IC Excellent Ventures, an investment fund being a fund of funds based in Montreal. I Musici de Montreal, a chamber music orchestra located in Montreal. Fondation I Musici de Montreal, the non-profit's foundation for the orchestra. The M&A Club of Canada, a networking group of professionals in the merger and acquisition industry. I have also sat on several organizing committees of professional organizations such as the CBV Institute (www.cbvinstitut.com), sitting on the organizing committee of the Young Professionals in Valuation as well as special advisory groups for the practice standards of our governing body and profession.

PROFESSIONAL AND/OR VOLUNTEER EXPERIENCE AND SPECIFIC SKILLS

I am currently Managing Director and CEO of IJW & Co., a boutique investment bank providing merger and acquisition, corporate finance, and business valuation services to private/public companies as well as governments. I specialize in providing strategic advice related to corporate finance decisions, merger and acquisition activities, and fund-raising initiatives. In my capacity as CEO, I have been fortunate enough to develop relationships with chiefs of industry in Canada and abroad. I have also been lucky enough to get involved in projects within the sailing industry, a passion of mine. In the context of fundraising initiatives, I have successfully developed programs and events for fundraising for the non-profit community, specifically L'Orchestre de Chambre I Musici de Montreal, hosting a gala event raising money for the

orchestra through bringing in celebrity chefs as well as helping get donations for the silent auction of the event.

EXPERIENCE DEVELOPING AND OVERSEEING THE IMPLEMENTATION OF STRATEGIC PLANS

I have significant experience in the development, oversight, and implementation of strategic plans, having done so not only within the context of being CEO of IJW & Co., but also assisting clients in the same. Having worked within the advisory industry for 17 years, I have advised companies in consumer products, financial institutions, technology, publishing, gaming, medical, natural resources, (as well as sailing), etc. This has allowed me to develop an expertise in many different industries and be a better advisor to new clients around the world. I am extremely passionate about helping companies and organizations grow and have been fortunate to be a part of many success stories, seeing clients start from an idea phase to becoming a 9-digit revenue enterprise within 24 months. I believe my experience working with different organizations can be a strong asset for Sail Canada and would be committed to leveraging my knowledge and contacts to advancing the goals of the organization.

INTEREST IN/CAPACITY TO FUNDRAISE AND CONTRIBUTE TO SUPPORTING SAIL CANADA ATHLETES AND PROGRAMS OF PERFORMANCE EXCELLENCE

Within the context of fundraising, I am an individual well positioned to assist Sail Canada in fundraising activities as well as personally providing support to Sail Canada Athletes, which I currently do. Continuously, my relationships with athletes extend towards increasing the exposure and developing talent of new athletes to help Canada increase its competitiveness on the world stage of the sport.

OTHER RELEVANT INFORMATION

WHAT KEY SKILL OR ATTRIBUTE WILL YOU BRING TO THE SAIL CANADA BOARD

The key skill and attributes I look to bring to Sail Canada include my ability to fund raise, help create some innovative fundraising activities for the organization, as well as help establish events (either existing or new) to help increase the profile of Sail Canada as well as the sport in general, here and abroad.

REFERENCE

“OPTIONAL, provide a short quote from a Reference.”

“Ian’s experience, expertise, background and contacts can be a valuable resource to Sail Canada and the sailing sport in general”

- **Tyler Bjorn, OLY – Head Coach- Pointe-Claire Yacht Club**