



**SAIL·VOILE  
CANADA**

# **ANNUAL REPORT 2022-2023 RAPPORT ANNUEL**

(May 1, 2022-April 30, 2023 | 1er mai 2022-30 avril 2023)

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# Message from the Chair

In a sport that has perhaps been seen as slow to evolve over the years, sailing in Canada and around the world is literally exploding with change these days. From foiling catamarans with Sail GP and America's Cup, to the new Olympic foiling and kiteboarding classes, we are seeing dramatic changes with equipment and the boats that we sail. Technology such as drone cameras, video graphics and podcasts are also fundamentally changing how our sport is "viewed" by offering exciting new video coverage as well as allowing us to "meet" a growing number of "Canadian sailing personalities" who inspire us as they tell their stories!



Hugh McGugan  
Sail Canada Chair

There are also more subtle changes that our member clubs are embracing as they welcome an ever more diverse range of participants to sailing activities at the local level. From innovative new learn to sail programs, to club-owned/member-sailed fleets of shared access boats, to new fun member event formats, our clubs are finding ways to evolve and successfully compete with the myriad of other recreational activity choices available to people now.

Emerging from the past two pandemic years are the fact that regattas, sailing school and club membership levels as well as club sailor engagements are all on the upswing, on and off the water. Social media, as well as on-line sailing offerings such as the "Sailing in Canada" publication and (...)

# Message from the Chair

(...) the “Whitecap” podcast, are all helping to bring excitement to our sailing lives like never before! Sharing success stories throughout our member network is key for sailing in Canada to keep up our momentum as a sport.

The Paris Olympic Games are around the corner now with Canadian National Team sailors dedicating their lives to competition and Olympic qualifying, as they compete against an ever-increasing level of talent from international sailing countries around the world. And as if that isn't enough, the lineup of Olympic sailing disciplines for the Paris 2024 Games is substantially changed from previous Games with new events in the Kiteboarding and Wing Foiling (iQFOiL) classes – all of which have brought an entirely new generation of National Team sailors into the Sail Canada fold.

No other sport in Canada has seen this degree of change and new levels of excitement in recent years when compared to sailing, and it is up to all of us to embrace these changes as an “opportunity of a lifetime” to continue to energize our member clubs and organizations, and to continue to welcome so many new participants to our community.

Although not strictly part of the 2022-2023 fiscal year being reported on here, I think it is also important to (...)



# Message from the Chair

(...) mention that change is in the wind for Sail Canada for this coming year... As we go through our annual process of renewal with our AGM and Board of Director election, we will also be undergoing a change in staff leadership with our CEO Don Adams' upcoming retirement.

As always, I would like to say thank you to all Sail Canada staff and volunteers for their hard work and support over this past year and also to Don Adams, our outgoing CEO, for his contributions to Sail Canada over the last 7 years.

Finally, on a more personal note, I would like to say that it has been a profound honour for me to serve on the Sail Canada Board over these past 10 years including the last 4 years as Chair! Working with so many passionate and enthusiastic people who make up Sail Canada is incredibly inspiring. From staff and volunteers, to sailors and supporters, to external partners and stakeholders – I have listened, drawn inspiration, and learned from all of you!

Volunteering in any role is truly a tremendously rewarding experience and one that I recommend without reservation!

Thank you and I look forward to seeing many of you back out on the water next year and in the years to come!



# Message from the CEO

Dear members,

I hope you will enjoy reading this Annual Report which highlights the initiatives Sail Canada accomplished on behalf of its members during the 2022-2023 fiscal year (May 1, 2022, to April 30 2023).

The 2022-2023 year was an exceptional year for Sail Canada. Not only was it a “back to normal” year after dealing with COVID-19 restrictions the previous two years, but it was a year of extraordinary achievements.

A major initiative was the harmonized policies for Safe Sport across the country with Sail Canada and the Provincial Sailing Associations working together to create policies that protect and safeguard all members from any type of abuse be it verbal, mental, or physical. This is the first time that all the provincial sailing associations and Sail Canada have worked collaboratively to create a safe space for all participants.

In addition, we developed our Inclusion, Diversity and Equity action plan that outlines the work that Sail Canada needs to do to start moving forward to reach our goal of inclusive, diverse, and equity-based programming nationwide. These changes are needed to stay relevant in the future. The plan itself is diverse and looks at all areas of our organization with an IDE lens to develop best practices. Sail Canada is committed to developing, maintaining, and supporting a (...)



Don Adams  
Chief  
Executive Officer  
Sail Canada

# Message from the CEO

(...) culture of equity, accessibility, diversity and inclusion in the delivery of its programs and services. We will continue to move this work forward and encourage every PSA and club to look at this action plan and apply it to your own organization.

In High Performance, we held a record eight (8) Athlete Identification camps across Canada with 272 participants. Of those 272 participants, 50 were selected to attend the Canadian Youth Squad Camp in Florida in January. Our Canadian Sailing Team and Development Squad athletes achieved six top ten finishes at World Cups, Europeans and Worlds Championships. As you read the report you will see the enormous number of program activities happening on behalf of the athletes to help them improve and reach their potential. A number of these initiatives were able to happen through the support of the 94 Forward Foundation. The Foundation invested over \$800,000 over a two-year period to help Sail Canada improve its high-performance programming at our National Sail Training Centers. Unfortunately, the funding comes to an end this current fiscal year (2023-2024) and this will greatly impact the high performance program going forward without another source of funding that will help keep the momentum going.

Sail Canada has continued its work to revise the Long-Term Sailor Development Model. This revision (...)



# Message from the CEO

(...) moves away from just a dinghy pathway to a framework that includes all aspects of the sport. This new model will be a guide for instructors, coaches and officials and provide guidance for parents and sailors who want to know how to sail competitively or who want to take up sailing for fun.

Sail Canada held its second Canada's Celebration of Sailing which took place October 2022 at Royal Nova Scotia Yacht Squadron. This event not only celebrates sailing but awards the Rolex Sailor of the Year Award, as well.

Through 2022, Sport Canada's International Hosting Program provided \$200,000 in support to 2 events held in Canada: the 2022 49er, 49erFX and Nacra 17 World Championships, and CORK International and OCR.

Sail Canada is proud to have added to its Environmental Sustainability initiatives and partnered with Canadian founded Truearth, to receive 20% of all sales of their eco-friendly products when purchased through Sail Canada's link.

In this exceptional year, I would like to thank our sponsors Rolex, Helly Hansen, Gallagher, BMO, Devoti Sailing, YETI, and Allen Brothers Hardware. I would also like to extend a big thank-you to all our existing funding Partners, the Government of Canada (...)





# Message from the CEO

(...) (Sport Canada), 94 Forward, the Canadian Olympic Committee, Canadian Olympic Foundation and the Coaching Association of Canada.

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.

I also wish to express my appreciation to the national staff who have worked tirelessly throughout the year and continue to amaze me with their work ethic and dedication to the sport.

To the Sail Canada Board and Sail Canada volunteers, thank you for your dedication and commitment to the sport.

I am retiring this year so this will be my final CEO Message. It has been a privilege and honour to be in the position of the CEO for Sail Canada for seven years.

May the sport of sailing continue to grow and flourish.



# Who We Are & What We Do

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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.



# Vision, Mission & Values

## 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 Team

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## Board of Directors

Chair	Hugh McGugan
Directors at Large	Zac Baum (Governance Chair and Board Secretary), Torstein Braaten (Treasurer), Kate MacLennan, Kelly Lyon, Barbara Pike, Valerie Lavigne
Athlete Directors	Rob Hemming, Mariah Millen

## Staff

Don Adams	CEO
Mike Milner	High Performance Director
Ken Dool	National Performance Coach
Gen Manning	Director Of Operations
Sarah Case	Business Development Manager
Samara Crothers	Programs Manager
Nick Allinson	Programs Coordinator
Kim Garrett	High Performance Manager
Kyle Martin	NTC Coach - West
Erik van der Pol	NTC Coach - West/Analyst & Manager of Development
Patrick Godbout	Communications Manager
Angela Chisholm	Director of Fund Development
Clive Brown	Accounting Administrator
Jamie Gordon	Training Projects Manager
Owen Bird	Information Technology Coordinator
Katie Sweeting	High Performance Manager - <i>Maternity Leave</i>

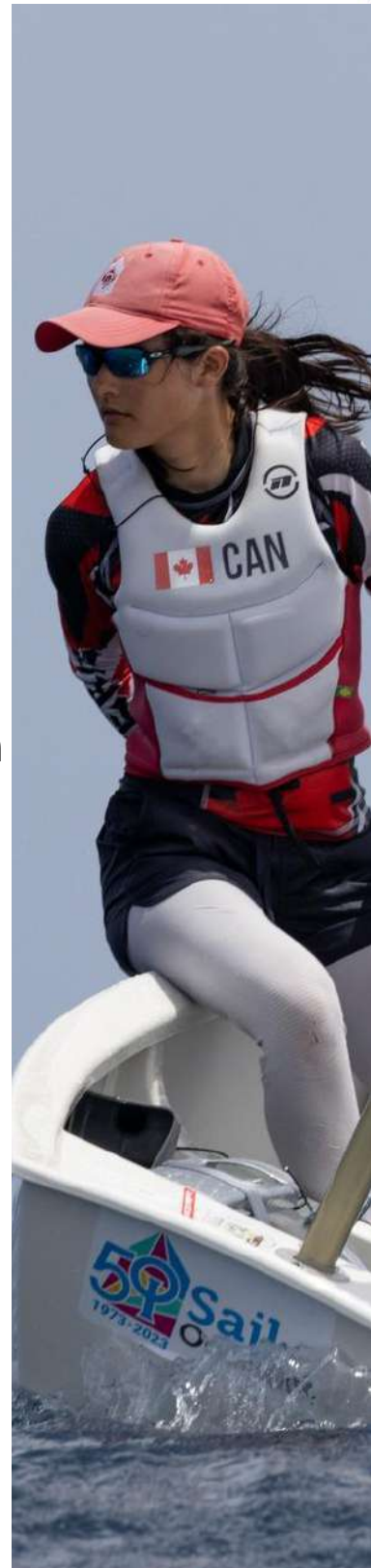
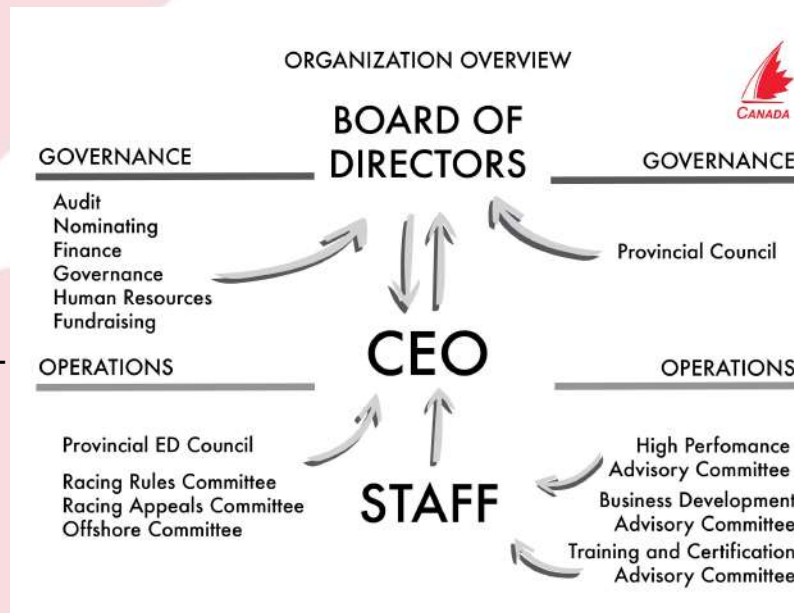


# Governance & Operations

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 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.



# Groups & Committees

The Sail Canada Board of Directors may constitute Program and Ad Hoc 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](mailto:sailcanada@sailing.ca)

Visit [sailing.ca](http://sailing.ca) for committee and group members as well as information about the provincial council and current board committees.



# 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



World Sailing



'22  
'23...15

# 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. We thank all sponsors and partners for ongoing support.



**ALIVE**  
SINCE / 1877



**ROLEX**



**Gallagher**

Skippers'  
Plan



*DevotiSailing*  
by Luca Devoti & Roman Tepy



 **allen**

  
**WIND  
ATHLETES  
CANADA**

**sailing** *IN CANADA*  
La voile au Canada

'22  
'23...16



# Our Achievements

## High Performance

In 2022-2023, highlights:

**6** Top Ten  
Finishes at  
World Cup,  
Europeans  
or Worlds

**26** Development  
squad  
athletes

Participants  
in Talent  
ID camps

**272** National  
Youth  
Seminar **1**

**8** Regional  
Talent ID  
Camps

**16** identified  
athletes  
supported for  
World  
Championships

Pre-World  
Championships  
training camps  
for identified  
athletes

**5** Identified  
athletes **16**

**3** Teams  
ranked  
top 10 in  
the  
World

**8** Canadian  
Sailing  
Team  
members



'22  
'23...17

# Our Achievements

## High Performance

The High Performance team had an active year focused on the following planned initiatives:

### Performance science

1. All athletes monitored and provided feedback on individualized performance science program
2. Shared performance science investment with Provincial Sailing Associations
3. Introduction of physiology to CST athlete programs

### Data Analytics

1. Produced a daily race report and event report produced at major events
2. Finalized a podium results track in cooperation with Canadian Tire that monitors progress towards top 3 in the world.
3. Finalized and trialed on water core competency test as indicator of progress towards performance sailing.

Internal Selection Process published for the 2023 Santiago Pan Am Games and Paris 2024 Olympic Games

Pan Am trials completed for Olympic classes

Three minimum mandatory team camps held at Kiel, Princess Sofia and Victoria.



# Our Achievements

## High Performance

The High Performance team had an active year focused on the following planned initiatives:

### Coach Development

1. New Chief Technical Officer position provided 46 days of professional development to National and Provincial coaches
2. Coach professional development seminar was hosted with National, Provincial, local coaches in attendance as well as the provincial Executive Directors
3. Rules seminar hosted for athletes and coaches
4. Addition of 2 national training center coaches based on West Coast focussed on 29er, 49er, and ILCA 6
5. Seven days of mentorship with provincial, club and national team coaches at the Canadian Sailing Youth Squad Trials camp
6. CTO attended 4 national team camps providing professional development and guidance to national team coaches



# Our Achievements

## High Performance

The High Performance team had an active year focused on the following planned initiatives:

### **U21 Worlds / Identified Athlete Program**

The program is set up to give young sailors exposure to international competition at the correct time in their development pathway with the support they need to be successful. The IAP targets age group worlds in classes identified as performance pathways into the supported Olympic Classes. Supporting sailors with a Sail Canada appointed coach and domestic training camp and event builds sailors' confidence and sets them up for success at the targeted event.

### **ILCA U21 Worlds - August, 2022**

We had 6 ILCA 7 sailors attend and 1 ILCA 6 Sailor.  
Coach: Kyle Martin

### **49er, 49erFX and Nacra 17 World Championships - August, 2022**

We had 4 sailors attend  
Sail Canada supported a coach attending the event.  
Coach: Erik Van der Pol

### **29er Worlds July-August 2022**

We had 6 sailors attend  
Coach: Steve McBride



# Our Achievements

## High Performance

The High Performance team had an active year focused on the following planned initiatives:

### **National Team Integration Camps**

**CSDS & CST Integration:** During these camps a select number of athletes work with a Coach alongside the CST and CYDS. While the Next Gen athletes may not get to take part in all drills the CST Coach is running, the two groups will come together for debriefings and as much of the on-water sessions as possible. A key factor in the success of these camps is having a dedicated Coach for the NextGen athletes to work with. These camps should leave athletes with an appreciation for the level and standard of professionalism to which CST & CSDS are held.

### **Canadian Sailing Youth Squad (CSYS) Trials Camp**

- 50 sailors
- Jan 2-6, 2023
- All Sail Canada Coaches in attendance

### **ILCA 7 National Team Integration Camp, Oct. 20-24**

Coaches: Kyle Martin & Andrew Lewis

Sailors: 9 NextGen Athletes



# Our Achievements

## High Performance

### Talent ID Camps

Talent ID camps are three days and aim to enhance athlete skills and add value to the local training environment by bringing in world class guest experts, providing technical talks, data analytics and shared training opportunities between athletes from a variety of Clubs/programs. These camps are also used by the Sail Canada High Performance Director to decide which sailors should attend the Canadian Sailing Youth Squad (CSYS) Trials Camp.

### Ontario

- RCYC(ILCA): June 3-5 (39 sailors)
- Kingston Portsmouth Olympic Harbour-29er :  
Aug 1-3, 2022: with the ILCA camp  
Aug 5-7, 2022: 46 ILCA and 29ers
- ABYC: 21 ILCA

### British Columbia

- RVYC: October 8-10, 2022 (ILCA and 29er)  
30 ILCA and 10 29er, Guest: Ron Rosenberg

### Nova Scotia

- RNSYS: Oct. 29-30, 2022 (ILCA)
- Oct. 1-2: 16 29er:
- Guests: Erin Rafuse and Paul Tingley

### Quebec

ILCA/29er: Sept. 30-Oct. 2, 2022



# Our Achievements

## High Performance

### Current Achievements

1. ILCA 6 qualified the country for the Paris 2024 Games
2. Bronze medal Para Worlds
3. Athletes attending age or class world championships had 33% year over year increase in performance
4. Four athletes from talent ID program selected to CSDS in 2023
5. Paris Test event (Olympic classes ILCA 6, 7, 49er, FX, W-kite participated)
6. 26 Athletes named to the Canadian Sailing Youth Squad

### Current Initiatives

1. Developing the Gold medal profile for objective measurement compared to World's best
2. Talent ID- and Development programs
3. 16 athletes selected from IAP or CSYS invited and integrated into National team camps
4. 172 athletes attended talent ID camps, and 40 athletes selected to compete for a spot on the CSYS
5. New rules advisor group developed for support athletes and coaches at major events
  6. Daily race report utilized and event report produced at Princess Sofia, Paris Test event and World Championships in the Hague and moving forward for all major championships



# Our Achievements

## High Performance

### Current Initiatives

#### 7. U21 Worlds/ Identified Athlete Program

The program is set up to give young sailors exposure to international competition at the correct time in their development pathway with the support they need to be successful. The IAP targets age group worlds in classes identified as performance pathways into the supported Olympic Classes. Supporting sailors with a Sail Canada appointed coach and domestic training camp and event builds sailors' confidence and sets them up for success at the targeted event.

This year we also added a domestic training camp before each of the supported events. This year we targeted the following events:

#### 49er & 49erFX Worlds

Training camp: BC - June 29-July 7th, 2023

Racing: July 21-29, 2023

Coach: Alex Heinzemann

Teams for Training: 3

Teams for Racing: 3

#### 29er Worlds

Training camp: PCYC - July 3- 16, 2023

Racing: July 24 - Aug 4, 2023

Coach: Stephen Waldie

Teams for Training: 5

Teams for Racing: 5





# Our Achievements

## High Performance

### Current Initiatives

#### 7. U21 Worlds/ Identified Athlete Program

##### U21 ILCA 7 Worlds

Training camp: Kingston - Aug 14-24, 2023

Racing: October 8-22, 2023

Coach: Kyle Martin

Teams for Training: 10

Teams for Racing: 3

##### U21 ILCA 6 Worlds

Training camp: Kingston - Aug 14-24, 2023

Racing: October 8 - 22, 2023

Coach: Violet Stafford

Teams for Training: 6

Teams for Racing: 2

#### 8. Talent ID Camps

Talent ID camps are three days and aim to enhance athlete skills and add value to the local training environment by bringing in world class guest experts, providing technical talks, data analytics and shared training opportunities between athletes from a variety of Clubs/programs. These camps are also used by the Sail Canada High Performance Director (HPD) to decide which sailors should attend the Canadian Sailing Youth Squad (CSYS) Trials Camp.



# Our Achievements

## High Performance

### Current Initiatives

#### 8. Talent ID Camps

29er, Port Credit Yacht Club (Ontario) - July 3-5, 2023

Number of Sailors: 12

Guest: Evan DePaul

29er National, Kingston  
(Portsmouth Olympic Harbour) - Aug 4-8, 2023

Number of Sailors: 18

Guests: Sam Bonin & Kyle Martin

29er, West Vancouver Yacht Club (B.C.) - Sept 1-3,  
2023

Number of Sailors: 4

Guests: Erik Van der pol, Rosie Chapman & Kyle  
Martin

29er, Royal Nova Scotia Yacht Squadron (N.S.) -  
Sept 23-24, 2023

Number of sailors 20

Guests: Georgia Lewin-Lafrance,  
Antonia Lewin-Lafrance & Judy Lugar

29er, Centre de Voile Grande-Rivière (QC) - Sept  
29-Oct 1, 2023

Number of Sailors 36

Guest: Antoine Petit & Ken Dool



# Our Achievements

## High Performance

### Current Initiatives

#### 8. Talent ID Camps

ILCA - Ontario Portsmouth Olympic Harbour

Number of Sailors: 50

Guest: Steve Mitchell & Kyle Martin

ILCA - National Buffalo Canoe Club

Number of Sailors: 38

Guest: Oskar Johansson & Kyle Martin

ILCA - West Vancouver Yacht Club (B.C.)

Number of Sailors: 24

Guest: Rosie Chapman & Kyle Martin

ILCA - St Margaret's Sailing Club (N.S.)

Number of Sailors: 20

Guests: Georgia Lewin-Lafrance, Antonia Lewin-Lafrance and Judy Lugar

ILCA - Centre de Voile Grande-Rivière (QC)

Number of Sailors: 36

Guests: Antoine Petit & Ken Dool



# Our Achievements

## High Performance

### Current Initiatives

#### 9. National Team Integration Camps

CSDS & CST Integration: During these camps a select number of athletes work with a Coach alongside the CST and CSDS. While the Next Gen athletes may not get to take part in all drills the CST Coach is running, the two groups will come together for debriefings and as much of the on-water sessions as possible. A key factor in the success of these camps is having a dedicated Coach for the NextGen athletes to work with. These camps should leave athletes with an appreciation for the level and standard of professionalism to which CST & CSDS are held

Nova Scotia ILCA 6 Camp:

Dates: May 16-24, 2023

Coaches: Rosie Chapman, Kyle Martin, Chris Watters

British Columbia ILCA 7 Camp:

Dates: Sept 9-16, 2023

Coaches: Andrew Lewis and Kyle Martin

Number of NextGen Sailors: 6

British Columbia ILCA 6 Camp:

Dates: Sept 17-28, 2023

Coaches: Rosie Chapman and Kyle Martin

Number of NextGen Sailors: 12

CSYS Trials Camp

Jan 2-7 2024~40 athletes



# Our Achievements

## High Performance

### 2022-2023 Canadian Sailing Team

#### Canadian Sailing Team

Sarah Douglas - ILCA 6

Ali ten Hove - 49erFX

Georgia Lewin LaFrance-49erFX

Antonia Lewin LaFrance -49erFX

Mariah Millen -49er FX

#### Canadian Sailing Team - Para Sailing

Jackie Gay - 2.4mR

Scott Lutes - RS Venture Connect

John McRoberts - RS Venture Connect

Bruce Millar - 2.4mR

#### Canadian Sailing Development Squad

Ryan Anderson - ILCA 7

Samuel Bonin - 49er

Michael Brodeur - Kite

Luke Ruitenberg - ILCA 7

Maura Dewey - ILCA 6

Coralie Vittecoq - ILCA 6

Clara Gravely - ILCA 6

Forrest Wachholz - ILCA 7

Ryan Wood - 49er

William Jones - 49er

Delani Hulme-Lawrence - 2.4mR

James Juhasz - ILCA 7

Fillah Karim - ILCA 7

Arie Moffat - 49er

Mac Morrin - Kite

Liam Bruce - ILCA 7

Peter Eager - 2.4mR

Andrew Wood - 49er



# Our Achievements

## Safe Sport

On March 1st, 2023, Sail Canada joined Abuse-Free Sport following the official signing of the Office of the Sport Integrity Commissioner (OSIC) agreement with the new independent agency.

Sail Canada has adopted the Universal Code of Conduct to Prevent and Address Maltreatment in Sport (UCCMS) as part of the Abuse-Free Sport program. Sail Canada also adopted a new Safe Sport Policy Package that includes a Code of Conduct, Protection Policy, Whistleblower Policy, Social Media Policy, Screening Policy towards prevention as well as a Discipline & Complaints Policy, Appeals Policy, and Dispute Resolution Policy.

These policies are also a new harmonized approach to safe sport for sailing and huge strides have been made in safe sport initiatives in all areas of sailing across Canada.

This milestone represents dedicated work and collaboration with legal and safe sport experts in the year leading up to the signing of the agreement, as well as a commitment to safe sport in the future. Partnering with these independent experts and creating a harmonized system with resources provides support to all sailors from local communities to the national (...)



# Our Achievements

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## Safe Sport

(...) team. Sail Canada's committed in the strategic plan to ensure sailing is leading the way with adopting the best organizational practices especially in areas such as safe sport. This works demonstrates that commitment in action.

### Current Initiatives

Sail Canada will continue to put resources to support the sailing communities across Canada to ensure a safe, inclusive, and positive environment as well as an enjoyable experience for all sailors in the country.

Collaborative work is being done with each Provincial Sailing Association to align with provincial government requirements within the sailing safe sport policies and ensuring that all community based organizations have access to the best possible resources.



# Our Achievements

## Programs

### Long Term Development in Sailing Framework

-With the support of 94 Forward and Sport for Life, Sail Canada began a significant update of the current long term sailor development model from 2011. Work began in June 2022 with regular meetings of the Long Term Development in Sailing Framework (LTSD) Task Force through the summer, fall & spring. While the current LTSD model is focused on a "youth dinghy racing pathway", the goal of this update is to develop a framework which illustrates a wide variety of interconnect participant pathways in the sport, alongside our competitive pathway, and to continue to develop the necessary pathway supports.

- Progress has been made on several aspects of the new framework. In December 2022, Sail Canada held in person meetings involving the majority of Sail Canada's technical committee members. These meetings focused on working towards better aligning Sail Canada programs, and identified further areas for development, including; skill progressions for club and provincial racing programs, and developing intro to foiling programs.





# Our Achievements

## Programs

### CANSail

- 759 Registered CANSail Instructors & Coaches
- 13,237 Participants across all CANSail Programs

CANSail programs ran across the country through 2022 with increased participation numbers over the 2021 season. The number of Registered CANSail Instructors also increased, thanks to delivery of instructor training clinics by Provincial Sailing Associations. Data collected through Checklick shows consistent retention rates by level over the past 3 years. These numbers show a gradual drop off in participation with each level through CANSail 1-6.

The CANSail Subcommittee met in person in March 2022 to finalize a plan to review the CANSail program. Many Volunteer hours have gone into the reviewing the CANSail Checklists and Rubric documents.

The review identified a number of areas to improve, along with resource revisions and updates. The scope of this project has crept into a full top to bottom rewrite. Student Curriculum, Instructor Training and supporting resources for both students and instructors need to be revised.

While the subcommittee will continue to work on this review and updating aspects of the program, a substantial amount of work must be contracted to ensure consistency and a complete product is delivered.



# Our Achievements

## Programs

### Cruising, Keel, Power & Navigation

- 220 Registered Cruising, Keel, Power, Navigation Instructors
- 1951 Participants access Cruising, Keel, Power & Navigation programs

Participation in Cruising, Keel, Power & Navigation programs was consistent from 2021 to 2022.

A framework for Cruising Power and Navigation Instructors was finalized providing the provinces the flexibility to define a process providing coaching and skill development opportunities adapted to local delivery capabilities. All Instructors will need to participate in sessions providing coaching on instructional techniques and skills, and updating industry and Sail Canada specific program knowledge. Efforts to support the implementation of the framework continues and distance learning and evaluation tools have been provided to support this process.

Development and update of evaluation and training support materials continues to be a focus along with translation of these materials to provide a consistent product available in both French and English.



# Our Achievements

## Programs

Sessions were offered nationally to generate interest in becoming a Cruising Instructor and to communicate to stakeholders.

Work supporting e-learning as an adjunct to practical skill development for student and instructor level training continues. A review of the entry level instructor training was completed focusing on the balance between in person and distance learning.

## Officials Judges

The Judges Sub-Committee had a productive year, continuing to offer certification courses and continuing education seminars online. Over the past year, Judges have hosted courses ranging from Club Judge Seminars to Seminars around Understanding the Rules in Action. In total, over 10 courses were offered at the national level to Judges online. As the instructors have become more comfortable with online presentations, the course offerings have been improved and expanded. There has been an encouraging level of interest and registrations have been high thanks to the online access. more judges have become certified in regions where that was not previously possible.



# Our Achievements

## Programs

### Race Management

The Race Management Sub-Committee offered a variety of certification courses (ARO, CRO and Mark Layer) across the country, both face to face and online. The online courses improve access for officials in regions that have had limited access to courses. We have initiated a review of certification levels and the courses to support them. In particular we are developing new courses for Regional and National Race Officer levels.

### Championships

2022 Sail Canada Championships were all successful thanks to the dedication of local hosts and support of volunteer teams across the country.

#### Regional Championships

Sail West, Gimli Yacht Club - 49 Boats

Sail Central, Hudson Yacht Club - 122 Boats

Sail East, St. Margaret Sailing Club - 126 Boats

#### National Championships

Youth National Championships, CORK -  
235 Boats

Senior Championships, CORK - 46 Boats



# Our Achievements

## Programs

...Thank you to all of the volunteers for providing excellent training and racing opportunities for all of the developing athletes from across Canada.

### Canada Summer Games

After being postponed in 2021 due to COVID, the Canada Summer Games took place in 2022 in the Niagara Region of Ontario. A huge thank you to Niagara on the Lake Sailing Club for hosting the sailing competition, in partnership with Dalhousie Yacht Club. Teams from 9 provinces competed in the ILCA 6, ILCA 7, 29er and 2.4mR classes.

The event would not have been possible without a strong team of dedicate sailing volunteers at the National, Regional and local level.

### Current initiatives

#### Safe Sport

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

#### Parasailing

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

#### Online Education

Focus on Online education (...)



# Our Achievements

## Programs

### Current initiatives

(...) and resources as supporting material for CANSail, Cruising Keel, Nav and Power programs.

### Long Term Development in Sailing Framework

With the support for Sport for Life, we've begun a significant update of the previous long term sailor development model from 2011. The goal is to move from the current "youth dinghy technical pathway" to an encompassing framework where all aspects of the sport can see themselves and that shares evidence based best practices from within the sport and sailing community.

### 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.

### CANSail Program

Contractors to start final revision and improvement of updated CANSail Program. Hoped to launch spring 2025.

### Cruising, Keel, Power and Navigation

Sail Canada PCOC manual has been approved by Transport Canada, next steps are to review and update the card ordering process.



# Our Achievements

## Programs

### Current initiatives

#### Inclusivity, Diversity and Equity

Implementation of Action Plan has begun. Applications for additional funding for IDE have been submitted to Sport Canada and the Canadian Olympic Committee.

#### Officials

Application processes for Officials certification and recertification is being moved to online forms. In-person and online training opportunities continue to be a focus in the Judge program. Certification pathways and requirements are being reviewed under the Race Management program to ensure the levels of certification are attainable and aligned.

#### Long Term Development in Sailing Framework

Sail Canada is aiming to publish the new framework in the fall of '23. We will also be piloting several new programs through the summer of 2023, in partnership with Clubs & Schools and with partners WeCANFoil. Work is ongoing to develop skill progressions & programs with instructor & coach feedback, to work with the CANSail update to integrate new material, to better alignment programs and to refine and articulate pathways in the sport for all participants.



# Our Achievements

## Programs

### Current initiatives

#### Sail Canada Awards

Sail Canada started announcing some of the 2022 Annual Awards in September 2023. Check out the winners at

<https://www.sailing.ca/annual-national-awards>

Also, to follow up on Sail Canada Inclusion, Diversity and Equity Action Plan, there has been some...changes regarding selection criteria for the Gallagher Skippers' Plan Athletes of the Year as well as the Bill Burk Memorial Youth Elite Awards and are now awarded annually to two athletes/teams of different gender identities.

#### Canada Summer Games

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

The 2025 Canada Summer Games will be held in St. John's NL. Planning is underway for the sailing competition!





# Our Achievements

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## Inclusivity, Diversity and Equity

In its 2021-2024 Strategic Plan, Sail Canada identified “Diversity, Equity and Inclusion” as one of the six fundamental values of the organization, 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.

To guide Sail Canada through developing our IDE policies, a partnership with Inclusion INC has been formed. A detailed IDE Action Plan has been developed and is available at <https://www.sailing.ca/inclusion-diversity-and-equity/>.



# Our Achievements

## Communications

From May 1, 2022, to April 30, 2023, Communications continued to create a lot of diversified content on its different platforms to cover all kind of sailing in Canada.

In example, for the 2022 Summer Canada Games, Sail Canada Development Squad member Clara Gravely was on-site to create content, while Sail Canada Communications Manager covered the 2022 49er, 49erFX and Nacra 17 World Championships in Nova Scotia. The different Sail Canada National Championships were also covered in the summer of 2022 as a photographer was hired for each of the four events and pictures were shared after every day of competition.

The Whitecap podcast series continued with a different guest every month, adding a Regatta Report when needed and where something important happened, including short interview with athletes qualified to be nominated for the Santiago 2023 Pan American Games team.

The Safe Sport topic was very important in 2023 as Sail Canada joined Abuse-Free Sport. We created a variety of resources on our different platforms, and created a Question and Answer section so our members can keep it up with this topic.



# Our Achievements



## Communications

As of April 30, 2023, Sail Canada social media platforms mostly registered a rise in term of followers:

Instagram: 11 463 followers (+7.6%)

Facebook: 6534 followers (+9.2%)

Twitter: 4481 followers (-0.6%)

Linkedin: 929 followers (+39%)

Tik Tok: 1052 followers (+64%)

Internally, Sail Canada Member Newsletters is still being published every week and the list of registerants is still growing, while developing content and showing the advantage of being a Sail Canada member.

### Current initiatives

Sail Canada continued to create some momentum leading up to Paris 2024 by covering the road of qualification. Sail Canada Communications Manager was at The Hague, Netherlands, to cover the 2023 World Sailing Championships and the spot in ILCA 6 secured by Sarah Douglas, including producing daily video highlights of the Canadian team and including interviews.

We are also working with Canada's Olympic Broadcaster CBC Sports to create content involving our National Team athletes, including Ali ten Hove (...)



# Our Achievements

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## Communications

(...) and Mariah Millen who took part in a tv show for kids. We also worked with CBC to get the streaming of the 2023 World Championships on their different platforms, and taking the opportunity of having a staff on site to use the content created in The Hague.

Nationally, we are working to announce the different 2022 Awards winners in the upcoming weeks.

Finally, in June 2023, Sail Canada organized the third edition of the #GoSailing Days. Unfortunately, Canadian sailors did not reach the collective goal of registered sailing time.



# Our Achievements

## Partnerships

**Rolex Canada** continued as our Official Timepiece Sponsor, proudly titling Canada's Sailor of the Year award. This year saw the successful activation of the 'Day at the Royal' hosting event for the partner, with help and hospitality from volunteers and staff at the Royal Canadian Yacht Club. As it is time for renewal, the partnership terms are now being established.

**Gallagher Skippers' Plan**, our Official Insurance Partner, is offering continued support for Sail Canada's Annual General Meetings, and Leader / Member Summits, as well as Sail Canada's Athletes/Team of the Year awards. The partner offers ongoing member benefits with sailing specialized insurance plans, Sail Canada endorsements on plans, and offering our members and groups a renowned Group Home & Auto program.

**Helly Hansen** - continues as Official Apparel Partner outfitting our High Performance Program Groups and prizing swag at Sail Canada Championships Adding to that support this year, they supported our High Performance Development Program including our NextGen activities: Sail Canada's Identified Athlete Program IAP and Talent ID Camps. We have been working with HH Global through (...)



# Our Achievements

## Partnerships

(...) this year to establish Canada's technical kit for our Paris 2024 Sailing Team.



New in 2022/3, **Checklick** proudly joined us as presenting sponsor to Sail Canada's Instructor of the Year Award. This is fitting, as Checklick services our Instructors with our online program evaluation checklists. And, we established a Sailing News Media Partnership with **Sailing in Canada**.



Continuing, **Devoti Sailing** proudly supports Sail Canada's High Performance Programs, while **Allen Brothers** remains as Hardware supporter to the Canadian Sailing Team

The products provided by YETI 3 years ago - valued at over \$8K - continue to be used by our High Performance Coaches for events and training camps, as well as with Sail Canada's Youth World Sailing Teams.



# Our Achievements

## Business Development

### **NEW - Truearth**

This year - to enhance Sail Canada's environmental sustainability initiatives, we established a win-win with Canadian-founded TruEarth. Shoppers on Sail Canada's Truearth page get to feel good about eco-friendly products and free shipping, while keeping our waters clean and supporting Sailing in Canada at the same time! Sail Canada earns 20% or more of every purchase from our Truearth page.

### **Aeroplan Points Donation - 150,000 Goal**

Thanks to our supporters, 60K Aeroplan points have been donated in Sail Canada's Aeroplan member donation program since it started in 2022. Now and moving forward the goal continues for 150K points by 2024! Donated Aeroplan points will directly support air travel, car rental and accommodation stays for Athletes, Coaches, Master Learning Facilitators & Instructor Evaluators, supporting all facets of our sport!

### **WestJet Biz**

Re-activated in 2022 Sail Canada's WestJet Biz portal offers any member of our community to join our 'team' and use it to book flights, car rentals, and accommodations within - for travel to events, as well as anytime for personal travel! A Win-Win - the (...)



# Our Achievements

## Business Development

(...) more bookings in our portal, the sooner the next savings tier is reached, then everyone saves more on next bookings! The more it's used the better it gets to save \$\$ on our travel expenses.

### Sunsetting - BMO Sail Canada Mastercard

This year we celebrated the 'History of the Sail Canada Credit Card', pushing the excitement for all card-holders to use it for all purchases as a means to support Canadian Sailing programs, until it's gone. Sadly, after decades of the program, applications for new cards closed as of the end of July 2023, and Sail Canada's card will cease as of October 2023.



### New Merchandise

From books to e-books, caps to socks, Sail Canada 'merch' has been in demand! Some new items to our line this year include:

Half-Zip pullovers, Desert Caps, #GoSailing brand line, Hoodies - for adults and youth, Rashguards - for adults and youth.



And, adding to our growing e-Library this year is Sail Canada's new PCOC Boating Safety Course Manual eBook, available on Apple Books & Google Books.



# Our Achievements

## Events & Programs

### Canada's Celebration of Sailing

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.

The 2022 reception took place at the Royal Nova Scotia Yacht Squadron in Halifax Nova Scotia, where among all the other activities, the crowd heard from a few members of the Canada Sail GP program. In October 2023, the annual national celebration event is taking place at the Port Credit Yacht Club in Mississauga, Ontario.

### Day at the Royal

Part of major partner agreements since 2021, this activation is a hosting event for the partner - requested of many potential sponsors when considering supporting any of Sail Canada's programs or events. Due to pandemic restrictions, this was not activated for the first 2 years of the current Rolex partnership. This year, we were pleased to finally make it happen! Our Rolex partner enjoyed their Day at the Royal in July. We now hold a template event to be able to (...)



# Our Achievements

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## Events & Programs

(...) offer a day of our amazing sport to potential supporters.

### Program Participation

Annual program participation fees are shared between each PSA and Sail Canada. The fees support ongoing development of the national program standards and development of resources and services to support program delivery across the country. To support pandemic recoveries at the sailing schools, Sail Canada locked our share of fees at pre-pandemic levels for 5 years. In 2023 the fees were raised according to levels agreed upon with the Provincial Sailing Associations. A separate agreement is held with the Sea Cadets. Due to recent developments in our services we are now reviewing possibilities of different fee structures.



# Our Achievements

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## Hosting

Falling in the Business Development area, Sail Canada annually activates Sport Canada's International Hosting program. Supporting delivery of world events hosted in Canada, the development of Canadians - athletes, coaches, officials and volunteers - as part of the events and because of these events (event legacy), the following funds were allocated:

- 2022/23 funds totalling \$200,000 for both the 2022 49er+ Worlds (2nd year of 2-fiscal year fund), and CORK International & Olympic Classes Regatta (OCR)
- 2023/24 funds totalling \$50,000 for the CORK International & OCR



# Our Achievements

## Fundraising

In February 2022, Sail Canada secured an agreement with the 94 Forward Foundation to sustain fundraising efforts for the National Training Centres in the Atlantic, Central, and Pacific regions. As part of this collaboration, we brought onboard an Administrative Support personnel in March and appointed a Director of Fund Development in November 2022.

A comprehensive Fund Development Strategy was developed and introduced in December 2022, followed by the implementation of a 2023 Fundraising Plan. Phase 1 of this plan was to increase awareness that encompassed various activities, including presenting the Vision for Success for a World Class Performance Program, outlining the National Training Centre structure, establishing the Athlete Support fundraising model, and forming an Advisory Council that spans across Canada.

A series of three events were organized in each of the three regions, engaging Alumni, Local Clubs, Members, and the Provincial Sailing Associations:

1. Central (Toronto) - January 2023
2. Pacific (Vancouver) - February 2023
3. Atlantic (Halifax) - March 2023



# Our Achievements

## Fundraising

In April 2023, a significant milestone was marked by establishing 3 Regional Advisory Councils, which will play a pivotal role in supporting Phase 2 of the initiative. Phase 2 aims to bolster financial stability by launching the National Fundraising Campaign in the 2023/2024 Fiscal Year.

### **National Training Centre - Atlantic:**

In the wake of the 2022 49er, 49erFX, Nacra 17 World Championships, a Legacy Fund of \$150,000 has been created to support National Team Training and foster Next Gen Development in the scenic St. Margaret's Bay.

### **National Training Centre - Central:**

The High Performance Director has launched a Boat Purchase Program with the aid of generous donations totaling \$56,500. These funds have been used to procure new ILCA's for the 2023 Canadian Sailing Development Squad.

### **National Training Centre - Pacific:**

The AC40 Campaign has been initiated to lend support to the 2024 Youth & Women's America's Cup Regattas, with a percentage of the proceeds earmarked for the NTC Pacific. The Boat Purchase Program raised \$10,000 to support new ILCA's.



'22  
'23...53

*Thank you for your generous support!*

# Our Achievements



## Fundraising

### Current Initiatives:

#### August 2023

- Partnership established with the Canadian Olympic Foundation to support Major Gifts to be secured through the Foundation



#### September 2023

- Launch of the National Fundraising Program 'Reach for Excellence'

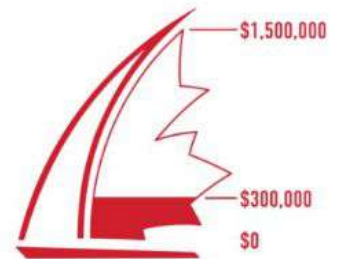


#### October 2023

- Canada's Celebration of Sailing Event Paris 2024 Countdown

#### November 2023 - April 2024

- Continue to fill the Sail to reach our goal of \$1.5M
- Measure results and create a long-term plan for fund development within Sail Canada!

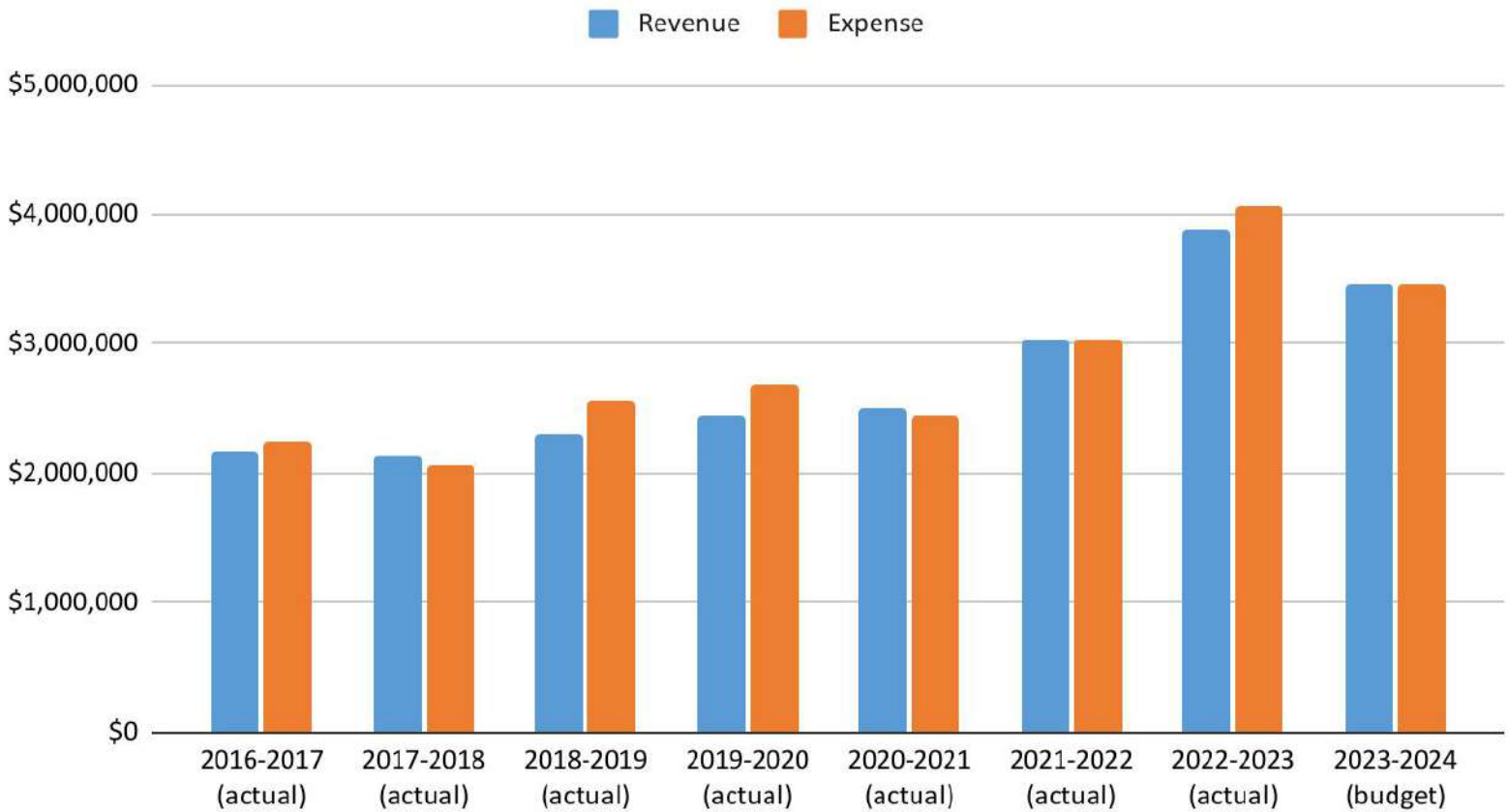


# Financial Overview



## Yearly Comparison Revenues & Expenses

Revenue and Expense



'22  
'23...55

# Financial Overview

## Overview

As of April 30, 2023, the Assets of Sail Canada exceeded its liabilities by \$1,712,639. This is a decrease of \$87,224 from 2022. This surplus is held in capital assets, accumulated surpluses, and restricted funds. Cash decreased by \$79,355, and investments decreased by \$153,898. There was a board approved drawn down of \$200,000 but only \$175,000 was required. There was an increase in Accounts Receivable of \$5,390 for a total of \$533,460. Most of the receivables are due to the timing of the Government of Canada payments via Sport Canada. Inventory increased by \$58,649. Prepaid expenses also decreased by \$46,755.

Total accrued liabilities and accounts payable as of April 30, 2023, were \$316,168 an increase of \$89,340 from the previous year.

Sail Canada ended its 2022 – 2023 fiscal year with a deficiency of revenue over expenses of \$175,948 (2021 - 2022 \$4,975). There was a deficit budget approved by the board of \$200,000 and an approved draw down of \$200,000 from the Sail Canada fund to support HP Programming. Revenues for the year ended April 30, 2023, were \$3,882,614 up from \$3,035,320 an increase of \$847,294 from the previous year. This increase is mainly due to one-time funding application to (...)





# Financial Overview

## Overview

(...) Sport Canada that was approved for specific projects under the banner “Return to Sport” (post COVID) of \$370,000 primarily for High Performance Programming to get athletes back training and at international competitions and to retain the female HP Coach, There was also \$369,125 of increase funding from 94 Forward from the previous year for HP Programming, plus an increase of \$187,246 from Own the Podium for athletes with podium potential. Sport Canada Core funding was stable at \$696,500. Sail Canada also received \$47,500 from Sport Canada for safe sport policy development.

## Revenues and Expenses

### High Performance

In High Performance revenues, Sail Canada received \$311,000 under “Return to Sport” to carry out programs, such as training camps, international competitions. As a special request Sail Canada was able to use some of this funding to retain the female HP Coach for one year as a special consideration as the previous funding under Gender Equity was terminated in 2022.

This funding was not made available for the current fiscal year of 2023-24.



# Financial Overview

## Revenues and Expenses

(...) Sail Training Centres and Fund-Raising Activities including a full-time fundraising staff person.

Own the Podium (OTP) funding increased by \$187,246 to support the podium potential athletes leading to the 2024 Olympic Games.

Athlete fees revenue increased by \$73,646 due to an increase in training camps activities.

Corresponding expenditures in High Performance programming increased by \$633,477 as a record number of Training Camps (69) and ID Camps (9) were held in 2022-23 around Canada at the various National Sail Training Centres and at international locations prior to events. Athletes attended a total of 48 competitions.

The cost of the National Training Centres (Training Hubs) increased by \$296,023. A good portion of this cost was funded by 94 Forward funding. This funding was used for coaches, ID camps and athlete travel. Full time Coach salaries were higher by \$151,946, as 2 ½ FTE coaches were hired. Contract coach cost was higher by \$52,509 as Sail Canada invested in contract coaches for ILCA 7, 6 and Kites.



# Financial Overview

## Revenues and Expenses

(...) equipment repairs and maintenance increased by \$20,515. Travel, meetings and Sport Science were virtually the same as the year before.

### Programming

Program Core revenues from Sport Canada was virtually the same for programming. While Sport Canada Revenues (Event flow through) cost were lower by \$143,600 reflecting the decrease in funding for the World Championships as a larger portion of the funding (\$250,000) was received the prior year. In 2022-23 Sail Canada received \$142,500 for the world championships.

Instructors' registration and course revenue was \$198,595 up slightly from last year (2021-22) of \$178,799 and from \$129,981 the previous year (2020-21) during COVID recovery. Marginally higher than 2019-2020 \$194,968, pre-COVID. CANSail program participation revenue was \$166,823 up from the previous year \$125,126 but still down from Pre-COVID in 2019-20 of \$199,421.

National Competition revenues (registration fees) rose by \$21,825 due to increased participation in national competitions. This is offset by increased event cost of \$30,092 which is a share of registration fees going to organizing committee plus cost of officials' travel. (...)



# Financial Overview

## Revenues and Expenses

(...) Program cost of \$118,468 was higher by \$37,476 due to a new project of Long Term Sailor Development.

Volunteer and delegate travel was higher by \$49,574. This is the result of more officials travelling internationally and submitting their expenses to Sail Canada for reimbursement. This is offset by the revenue in donations as the officials volunteer to make a donation of the same amount to Sail Canada.

Training decreased by \$6,849. This was a result of less LF training happening in the year.

### General

Under General Revenues Sail Canada received \$47,500 for Safe Sport Policy development. Sail Canada contracted a Safe Sport Officer to guide us through this process plus incurred some legal expenses for review of the policies.

Revenues from Membership was \$232,252 down slightly by \$1,935 (2021-22 \$234,187), still up slightly from \$214,144 the previous year (2020-21) but still not back to the normal range pre-COVID of \$251,410 in 2019-20.



# Financial Overview

## Revenues and Expenses

(...) person were added to General (Fundraising, Long Term Sailor Development Coordinator) covered under 94 Forward Funding and ½ FTE for IT personnel.

Insurance cost was higher by \$16,677. Some of this is due to inflation and the ongoing increasing cost of insurance, a part of this cost is the fact that there are more instructors registered, thus higher number of instructors being covered under the policy.

Professional Fees were higher by \$35,172. Part of this increase was the hiring of a Safe Sport Officer, hosting Safe Sport workshops online and a workshop held at the Leader's Summit, plus legal cost to develop safe sport policies. This increased cost was covered by Safe Sport Funding provided by Sport Canada. Other cost in this line item includes legal fees, IT, audit and IDE consultant service cost.

Donations were increased by \$141,662. This increase consists of \$56,000 of ILCA boat donations for the National Training Centres, administrative funds raised from donations to the Canadian Women's Team for the America's Cup \$23,000 (assigned to Pacific Training Centre), increase donation received for (...)



# Financial Overview

## Revenues and Expenses

(...) volunteer travel of \$49,575 and Helly Hansen in-kind donated clothing for the team.

Merchandise sales were up by \$14,644 from the previous year. Cost of Merchandise sold were up by \$13,894. Some of the increase cost of merchandise is in inventory.

Sponsorship, advertising, and fundraising was up by \$21,500. Increased advertising in our manuals, Podcast, was responsible for most of this increase. Plus shared advertising with Kerrwil publication for our joint work on Sailing in Canada.

### Statement of Changes in Fund Balance

The General Fund increased \$24,052 from the previous year due to the interfund transfer of \$200,000 from the Sail Canada Fund.

The Sail Canada Fund recorded \$76,211 of investment income this fiscal year compared to \$155,989 the previous fiscal year. Unrealized loss this year as of April 30, 2023 was recorded as minus \$22,111, this decrease plus management fees of \$11,474 allowed the Sail Canada fund to have a net gain of \$42,626. This compared to net gain of \$46,454 the previous year.



# Financial Overview

## Revenues and Expenses

(...)drew down \$150,000 from the Sail Canada fund and \$50,000 from the Sail Canada Reserve Fund. As per the audited Financial Statements at April 30, 2023, the Sail Canada Fund had a balance of \$967,154 (\$1,074,528 2021-22). That combined with the Reserve Fund of \$200,000 gives a balance of \$1,167,154 as of April 30, 2023, compared to \$1,324,528 last year (2021-22) and \$1,178,074 the previous year 2020-21.

A new Restricted Fund was set up this year to support Canada's Women's Team in the Americas Cup. \$939,102 was raised for the fund. This was paid to AC for ongoing expenses.

The Financial Assistance Program paid out \$255,512 (\$107,373 in 2021-22) of expenses this fiscal year, supported by donation revenue this year of \$261,393 (\$112,069 in 2020-21) and interest income of \$4,090 for a net income of \$265,482 and a net balance of \$144,542 compared to a net balance of \$134,731 the previous year.

The Endowment Funds increased in value by \$36,287. Due mainly to a fund raising event for the Nathan Cowen Memorial Fund which raised \$39,501. Net Investment income of \$4,394 plus Award payout of \$7,608 for a Fund Balance at the year of the year of 287,658 (\$251,371 2021-22).



# ROLEX Sailor of the Year Award

Sail Canada's 2023 Rolex Sailor of the Year Award was presented to Melodie Schaffer on October 17, 2023, at Canada's Celebration of Sailing at Port Credit Yacht Club.

