

**Minutes** of the **Annual Meeting of Members** of Standardbred Canada, held in the Coles Room of the Delta Prince Edward Hotel, Charlottetown, Prince Edward Island on **Saturday, February 8, 2014**.

**1. Call to order**

The SC President & CEO, Mr. Gallinger, called the meeting to order and welcomed everyone present.

Mr. Gallinger asked everyone to observe a moment of silence out of respect for the many great men, women, and horses the harness racing industry lost over the last year.

**2. Notice of meeting & identification of members**

Mr. Gallinger advised that Notice of Meeting had been properly sent by first class mail via the December 2013 issue of TROT Magazine and posted on the Standardbred Canada website on January 28, 2014. There was a quorum present in accordance with By-Law #1 Article 5.1 and Mr. Gallinger declared the meeting duly constituted for the transaction of business.

The meeting was turned over to the newly elected Chair, Kent Oakes.

**3. Introduction of Directors**

Mr. Oakes introduced the Standardbred Canada Directors in attendance at the meeting.

**4. Introduction of Chairs and Officers**

Mr. Oakes introduced the other Chairs and Officers of the Board.

Vice-Chair – Jackson Wittup  
Breeders Chair – Ruleen Lilley  
President & CEO – John Gallinger  
Chief Financial Officer – Rosenna So  
Corporate Secretary – Caren Brown-Stockwell

**5. Minutes of Annual Meeting of Members of January 26, 2013**

The minutes were presented by Ms. Brown-Stockwell.

**MOVED** by Jody Jamieson, **Seconded** by Richard Veilleux  
To approve the minutes of January 26, 2013 as presented. **CARRIED.**

**6. Business arising from minutes**

There was no business arising from the minutes of January 26, 2013.

**7. Approval of 2013 audited financial statement**

Mr. Gallinger reviewed key points with respect to the audited 2013 financial statements. He noted that the report from the auditors was clean and unqualified and no adjustments were made.

Highlights of the statement of operations included:

- Revenue \$5.338M
- Expenses \$4.954M
- Revenue over expenses was \$384K, this was primarily due to the following:
  - 257 more days of racing in Ontario than what was originally budgeted for (budgeted race dates were based on the Ontario Panel's report)
  - Salaries and benefits were approx \$150K below budget as we continued to aggressively manage staffing levels
  - Expenses were monitored by the entire management team, and we were very cautious about spending during these uncertain times
- Net assets of just under \$4.1 million and we finished the year with cash and investments of approximately \$2.7M

**MOVED** by Morag Watt, **Seconded** by Bill O'Donnell  
To approve the 2013 audited financial statement as presented. **CARRIED.**

**8. Appointment of auditor for fiscal 2014**

**MOVED** by Morag Watt, **Seconded** by Jody Jamieson  
To appoint Grant Thornton as auditors for Standardbred Canada for fiscal 2014.  
**CARRIED.**

**9. Report of the Chair of the Board**

Mr. Oakes introduced the members of the Executive Committee for 2014. He gave a brief report to the members and mentioned that the Board is enjoying their time in Charlottetown and had a productive day at their Board meetings. He added that he is looking forward to working for the members and with the Board and administration for a successful year. He extended congratulations to the 2013 O'Brien Awards nominees and wished everyone a successful racing year.

**10. Report of the President & CEO**

Mr. Gallinger echoed the sentiments of Mr. Oakes. He continued with the following highlights:

- 2013 was a very challenging time for the industry and SC is very aware of the challenges that our members are facing in all parts of the country and SC is also realizing the challenges, especially in some significant revenue/volume decreases.
  - **Membership:** Total membership is down ~25% in last 4 years.
  - **Foal Registrations** - Down 42% in the same 4 year period. Went from roughly 2700 foal registrations in 2012 to just under 1800 for 2013.
  - **Reduced Race Dates in Ontario** - From approximately 1200 dates in 2012 to 764 dates in 2013 and there is still uncertainty about schedules for the remainder of 2014.

- Reductions in membership, registrations, and race dates all impact SC revenue streams that support the services we provide to industry members and stakeholders.
- Expenses have been reduced by 26% and over \$1.7M in the last 4 years. Office head office headcount has been reduced by 32% (15 people) in the last 5 years while maintaining a high level of customer service and benefits such as:
  - Consistent Field Representative at tracks and fairs
  - Continue to subsidize the cost of the SC members insurance
  - Continue to provide our members with TROT magazine at no charge
  - Maintained the funding level of the SC stake co-sponsorship program
  - Continue to manage the Atlantic Bursary program
  - In 2014 we will be presenting the National Driving Championship, along with the regional qualifiers. This competition will be used to select the driver to represent Canada in next year's WDC to be hosted in Sydney Australia.
- SC won a service contract with the Canadian Warmblood Horse Breeders Association (member services, registration, office accounting functions) which proves SC's good reputation in the broader equine community. We are leveraging our expertise while introducing a new source of revenue which, in turn, contributes to our ability to keep member services and pricing at 2013 levels.

Mr. Gallinger thanked the SC team both at head office and the Field Reps across the country for their hard work and dedication to the membership and Association. He wished everyone attending the O'Brien Awards a great night of celebrating harness racing's best of 2013.

**11. New business**


Blair Campbell inquired if there would be any fee increases in 2014. Mr. Gallinger confirmed that there were no budgeted fee increases.

**12. Termination**

**MOVED** by Jody Jamieson, **Seconded** by Bob Connelly  
To terminate the meeting. **CARRIED.**

Respectfully submitted,

  
Kent Oakes, Chair

  
Caren Brown-Stockwell, Corporate Secretary