



2022 Annual General Meeting

October 27, 2022

2021/2022



ANNUAL GENERAL MEETING
Thursday, October 27, 2022,
7:00 – 8:30 p.m.
Zoom

AGENDA (proposed)	
1.	Welcome and Call to Order – Daphne Reid
2.	Approval of Minutes –2021 AGM - Bryan Merritt
3.	Approval of Agenda
4.	Declaration of Conflict of Interest
5.	Introduction of the Board
6.	Report certifying eligible voting – Gail Prior
7.	<p>Report of Nominating Committee – Daphne Reid</p> <p>Motion 1: moved by Bryan Merritt, seconded by Junior Bent to nominate Suzanne Penner as a Director</p> <p>Motion 2: moved by Daphne Reid, seconded by Gail Prior to nominate Helen Pace as a Director</p> <p>Motion 3: moved by Gail Prior, seconded by Junior Bent to nominate Mike Barron as a Director.</p>
8.	President’s Report – Gail Prior
9.	Membership Report – Gail Prior
10.	<p>Treasurer’s Report: - Daphne Reid</p> <p style="padding-left: 20px;">a. Review Engagement Report</p> <p>Motion 4: moved by Daphne Reid, seconded by _____ to accept draft report by auditors</p> <p style="padding-left: 20px;">b. Appointment of Auditor</p> <p>Motion 5: moved by Daphne Reid, seconded by _____ to retain MNP LLP as auditors for fiscal year 2022-23</p> <p style="padding-left: 20px;">c. Budget 2022-23 (Draft)</p>
11.	Governance Committee – Bryan Merritt
12.	Marketing Committee – Junior Bent
13.	Questions & Answers - Bryan Merritt
15.	Volunteer Awards – Gail Prior
16.	Adjournment



**PICKLEBALL ASSOCIATION OF ONTARIO
ANNUAL GENERAL MEETING (Zoom)
7:00pm, September 16, 2021**

Draft minutes of previous AGM (2021) to be approved

Present:	Fiona MacGregor	Vice-President, Acting President
	Gail Prior	Treasurer
	Stephen Ahad	Secretary
	Junior Bent	Director-at-Large
	Anne Evans	Director-at-Large
	Karen Hill	Director-at-Large
	Sara McInnes	Director-at-Large
	Gail Prior	Director-at-Large
	Joseline Sikorski	Director-at-Large

1.- Welcome and call to order: Fiona

Fiona welcomed everyone to the 2021 PAO AGM and thanked everyone for taking time to join us this evening.

Gail Prior provided some tips on using Zoom, and the online voting system used for the meeting. (Gail provided tips and tricks and best practices).

The 2021 PAO AGM was called to order at 7:10 p.m.
21 people were in attendance at this time, plus the PAO Board members.

Susan Jurbala also attended this evening. Susan has been working with the PAO Board on the creation of the coaching modules with funding provided by the Ontario Trillium Fund. Welcome Susan.

2 - Introduction of the Board: Fiona

Fiona MacGregor was chair for tonight's meeting. She introduced the 2020-2021 PAO Board.

The PAO Board currently consists of:

Steve Ahad	Pam Joslin
Junior Bent	Sara McInnis
Anne Evans	Joseline Sikorski
Karen Hill	Gail Prior

3 - Call for Nominations: Fiona

At this time, I would like to call for any nominations to the PAO Board from the floor.

Karen Hill nominates Daphne Reid. She accepted the nomination.

Voting occurs later in the agenda

Nominations are now closed. The voting will occur later in the meeting as per the agenda.

4 - Approval of Agenda: Fiona

Fiona brought a motion for approval of the agenda. The agenda vote was put on screen

Motion to approve the 2021 AGM agenda made by Gail Prior and seconded by Annette Happel

All those in favour: 23, All those opposed: 0, Abstentions: 2

Carried

5 - Approval of Minutes: Fiona

Motion to approve the 2020 PAO AGM minutes made by Fiona and seconded by Karen Hill.

All those in favour: 2, All those opposed: 0, Abstentions: 5

Carried

6 - Volunteer Awards: Fiona and Pam

Pickleball Ontario has the most comprehensive volunteer awards program in Canada for the sport of pickleball. This program was initiated four years ago. Even during the difficult times of a pandemic, many pickleball volunteers have continued to help grow our wonderful sport.

On behalf of the PAO, Pam would like to acknowledge four special volunteers tonight.

Our first winner is the Community Award winner for 2021. Please join me us in congratulating Chuck Burgoyne.

Our second winner is the Merrie Lee Ambassador Award winner for 2021, Congratulations to Brian Bell.

Our third winner is the Wayne Roswell Builder Award winner
Congratulations to Jeff Morton.

Our final winner is the Officials award winner
Congratulations Daphne Micallef Reid.

A board member will be presenting these awards personally to all recipients in the next few weeks.

On behalf of Pickleball Ontario, we thank all the dedicated volunteers, the nominated volunteers, and the four volunteer award winners. All of these amazing volunteers make pickleball a fun and growing sport in our communities.

We also thank all the ambassadors, clubs' directors, refs and all the unnamed volunteers for giving their time and energy, especially Gil Metcalf, who takes care of Places to Play and is stepping down to focus on other commitments.

7 - Treasurer's Report: Gail

The following documents were included in the AGM Agenda:

1. 2020-2021 Financial Results
2. Budget 2021-21

Gail: The board decided to give members a break on renewal for 2020-21 due to Covid and charge no membership for returning members. We are expecting an increase in members as things open up

As province opens up, the Board will need to revise strategic plan to address things that weren't done during COVID.

A motion was made by Gail Prior, that the Pickleball Ontario 2022 Budget and Unaudited Financial Statements of June 30th, 2021 be approved as presented. The motion was seconded by Karen Hill.

Gail posted the voting form on Zoom.

(Before the vote, there was a point of order from the floor. Ben Seto asked why there isn't an auditor, as per the by-law and Trillium requirements. He suggested that someone propose a motion have the audit requirement waived. Gail noted that this issue has been brought up at previous board meetings, and can be addressed under a different motion)

Vote on the motion:

Those in favour – 16, Those opposed- 0, Abstentions - 8

Carried

Karen Hill then brought motion to waive the requirement for audited financial statements for the 2020-21 fiscal. The motion was seconded by Annette Happel

Those in favour – 16, Those opposed- 0, Abstentions - 8

Carried

8 - President's Report: Fiona

A copy of the President's Report was distributed last week. There were no questions from the floor.

9 - National System: Gail (and Pam)

This has been a big task. Interesting year with everything shut down. Migrating all the members into the system was especially big (all different provinces had different systems). The National System has lightened the administrative load for a lot of clubs. Very positive innovation for pickleball.

10 - Marketing: Junior

Junior submitted the Marketing report, which was distributed last week. There were no questions from the floor.

11 - Election of Directors: Fiona

We will now move to the Election of the Directors. We will ask for a vote on the slate first. This is followed by a vote on the nominations from the floor.

1. Slate of Directors

- In the vote on the slate of Directors who were up for election, which included Junior Bent, Pam Joslin, Gail Prior, Anne Evans, and Bryan Merritt, 18 people voted yes, with 3 people abstaining. The slate was therefore duly elected to the Board.

2. Nominations from the floor

- Karen Hill nominated Kelli McRobert, who declined the nomination
- Karen Hill nominated Daphne Reid, who accepted the nomination. Daphne is from Windsor and has been on the board of the Windsor-Essex pickleball club for 7 years. She also serves as a regional ambassador. She wants to grow the game across province and among young.
- In the vote to elect Daphne Reid to the Board, 20 voted yes with 4 abstaining. Daphne Reid was therefore duly elected to the Board.

12 - New Business: Fiona

There was no new business raised.

13 - Adjournment: Fiona

Fiona thanked the 2020 PAO Board of Directors for all of their dedication and hard work. All the best to the new 2021 Pickleball Association of Ontario Board!

Gail acknowledged and thanked to Fiona for her leadership during a very trying year.

A motion to adjourn the AGM was made by Karen Hill and seconded by Karen Hill. The meeting was adjourned at 8:05 p.m.



2022-23 Proposed Slate of Directors

(minimum 6 – maximum 12 directors)

The Pickleball Ontario Board of Directors is proposing the following as the slate of directors for 2022-23.

The following four (4) Directors are still completing a term for which they were elected at a previous AGM.

Name	Term Ending	Status
Gail Prior	2023	1 year remaining 2 nd term 2
Bryan Merritt	2025	years remaining 1 st term 2
Daphne Reid	2025	years remaining 1 st term
Junior Bent	2024	2 years remaining 2 nd term

The following were appointed by the board to replace three (3) directors who had left before the end of their term. They are to be confirmed at the 2022 AGM.

Suzanne Penner (appointed to complete term)	2025	Up for election 1 st term
Helen Pace (appointed to complete term)	2025	Up for election 1 st term
Michael Barron (appointed to complete term)	2025	Up for election 1 st term

The PAO Board has eight open positions. These consist of three positions where directors were appointed during the year to replace one director who was removed and two directors who had resigned plus five open positions.



Proposed Directors

Helen Pace

I was a private tennis coach (OTA/TC Inst Lvl 2, CAC 2) and played at a high community level in the GTA and Ottawa area for 25 years. I am familiar with Pickleball and learned a great deal from a friend who is a top player in Hamilton. Pickleball and tennis have much in common.

I have served on many committees and boards over the years but not in a racquet sport. I had to stop playing due to back surgery but have started golfing again and may be able to play pickleball if I introduce it slowly. I have been asked to coach it as well.

I have a long history and passion for sports. I coached to pay for tuition and my rent. I was scouted many times to move to the US to play qualifiers and to travel with Canadian juniors as a hitting partner and coach but I was determined to attend university in Ontario.

I coached boys' hardball for 8 years (first female coach in the league history and 1st to wear a provincial championship ring) and also trained police applicants and candidates for their physical challenge tests. As a social worker, I use my training along with sports to motivate and inspire clients who are physically challenged or who are fighting through mental illness. Finally, I have some medical training that I used until I was injured. I'm essentially a jack of all trades.

After 25 years of playing and coaching tennis, I am happy to throw my hat in the ring of Pickleball. I am currently a Social Worker East of Ottawa and am heavily involved with social advocacy for Indigenous Peoples, LGBTQQT2T, and adults with disabilities in my area. I believe that sports help individuals achieve good health, physically, mentally and emotionally, no matter what level they are able to participate. I hope to encourage the growth of pickleball through coaching development, club creation and equitable access to the sport for all.

Mike Barron

Mike has a sports marketing background and has worked as a senior manager for over 20 years in both the private and public sector. Mike's accomplishments include induction into the Hockey Hall of Fame, opening world class facilities and completing 3 marathons.

Mike is relatively new to Pickleball; however, his background in administration will help Pickleball Ontario through the growth stage of progression. Mike enjoys time with family, traveling and having new experiences.

Suzanne Penner

Suzanne has a work background as an Admin assistant with 20 + years in Public Health and the remaining 8 years with Youth Justice. Most recently working as a trainer with Elections Canada and Ontario Elections. She spent 25 + years as a volunteer and executive board member with Triple P.L.A.Y. –an organization assisting youth in participation in recreation and leisure Activities and has been involved with local minor hockey programs as a board member and registrar, youth baseball coach, curling programs as an athlete, provincial competition co-chair and an NCCP Curling Instructor.

Suzanne is passionate about the game of pickleball and shares her knowledge and love for the game by providing teaching opportunities at various levels in the community.

She supports pickleball at all levels and looks forward to enhancing the future of the game throughout our communities and the province.

Suzanne was a recipient of the Pickleball Ontario Community Award in 2019 as a result of the work to build and enhance the courts in her community of Kenora and as a result was invited to work as a Pickleball Ontario Ambassador.



Membership Report

2021-2022

Pickleball has taken a huge leap in the number of people playing it. All ages from youth to older adults are joining this game for its fun, social aspect, ease to learn and source of exercise. You know it is extremely popular when it appears in TV shows and advertisements.

Pickleball Ontario's membership has shown a significant increase despite Covid and its issues.

The following are some of the statistics for the last year.

Total Membership

As of October 16, 2022 – 7385 active members (up from 4923 in 2021)

New member – 4546 and 2858 who renewed (1944 new, 1633 renewed in 2021)

Clubs

This year, Pickleball Ontario decided to put an emphasis on recruiting clubs as affiliated members. Criteria were established. With the National System in place, clubs were encouraged to become affiliated and take advantage of the benefits the system offers as well as those offered by Pickleball Ontario.

Just recently, the bylaws were changed to make clubs the voting members of the PAO.

Since the last AGM, PAO has added 26 new clubs for a total of 42. The other 16 were part of the initial group that joined when the National System was introduced.

V-Club ON

Those players who do not belong to a specific club at this time, are considered members of a regional V-Club ON.

Regions

Pickleball has divided the province into 6 regions. Each region will have an identified V-Club as well as the affiliated clubs.

The following are the membership numbers for each region.

Regions	Active in Clubs	Active V-club #
Southwest	1679	223
Niagara	1188	56
Central	1202	520
Central East	603	300
East	506	221
Northern	813	64

1 - Southwest	2 - Niagara
Dill Pickles Pickleball London Club Komoka & Area 55+ Club London CYO London Pickleball Club Meaford Pickleball Club Pickleball Guelph Association POWWR-Pickleball of Waterloo Wellington Region Railway City Pickleball League St. Marys Pickleball Association St. Thomas Pickleball Club Stratford Pickleball Association Tecumseh Pickleball Association The Manor Pickleball Club	Burlington Pickleball Association Grimsby Pickleball Club Niagara-on-the-Lake (NOTL) Pickleball Club Pickleball Hamilton Association Welland Pickleball Club

3 - Central	4 - Central East
Barrie Pickleball Club Leaside Pickleball Club Markham Pickleball Club Mono Pickleball Club Stouffville Pickleball Association TopQuark Pickleball Wasaga Beach Pickleball Club	Bath Pickleball Club Huntsville Muskoka Kawartha Lakes Pickleball Club Peterborough Pickleball Association Uxbridge Pickleball Club

5 - East	6 - Northern
Club Pickle Rock Frontenac Pickleball Club Kingston Pickleball Club Pembroke Pickleball Club	Blind River Tennis and Pickleball Club Espanola Pickleball Kenora Pickleball Club Lakehead Pickleball Club Manitoulin Island Pickleball Club North Bay Pickleball Club Pickleball Timmins Soo Pickleball Temiskaming Shores Pickleball Club Thessalon Pickleball West Nipissing Oquest Pi



Treasurer's Report 2021-2022

We have included in your package the draft financial report prepared by MNP LLP, our auditors. I would like to bring your attention to the conclusion that our auditors reached.

Conclusion:

Based on our review nothing has come to our attention that causes us to believe that the financial statements do not present fairly, in all material respects, the financial position of Pickleball Association of Ontario as at June 30, 2022, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

This conclusion is taken right out of the report.

Next, I would like to draw your attention to page 1 (numbered on the bottom of the page). These assets and liabilities are the balance sheet numbers and on page 2 you will find the profit and loss numbers. As you can see, we are trending favourably. Our net profit for the year was \$25,160.

I would like to highlight some of our expenditures that benefited our membership.

- Pickleball Canada through the Trackie group that manages the online payment, charges each Ontario member a fee to use the system. We as a Board voted to absorb this fee for the benefit of every member. The cost to us was \$3,313.
- Pickleball Canada charges any affiliated group that has more than 200 members a surcharge. Pickleball Ontario was charged \$1500, and we absorbed the other \$500 they would have charged 5 of our clubs.
- We created the Let's Get Started Again campaign for all our affiliated clubs. We provided funds to help the clubs with their reopening after covid. Not all clubs chose to participate but the total cost for the ones that did was \$3,719.
- We added to our paddle loaner program at a cost of \$989.

Please review the draft and if you have any questions please ask at the AGM.

Daphne Micallef Reid
Treasurer
Pickleball Ontario

**Pickleball Association of Ontario
Financial Statements**

June 30, 2022

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Pickleball Association of Ontario
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For the year ended June 30, 2022

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Independent Practitioner's Review Engagement Report

To the Board of Directors of Pickleball Association of Ontario:

Report on the Financial Statements

We have reviewed the accompanying financial statements of Pickleball Association of Ontario (the "Association") which comprise the statement of financial position as at June 30, 2022, and the statements of operations, changes in net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Practitioner's Responsibility

Our responsibility is to express a conclusion on the accompanying financial statements based on our review. We conducted our review in accordance with Canadian generally accepted standards for review engagements, which require us to comply with relevant ethical requirements.

A review of financial statements in accordance with Canadian generally accepted standards for review engagements is a limited assurance engagement. The practitioner performs procedures, primarily consisting of making inquiries of management and others within the entity, as appropriate, and applying analytical procedures, and evaluates the evidence obtained.

The procedures performed in a review are substantially less in extent than, and vary in nature from, those performed in an audit conducted in accordance with Canadian generally accepted auditing standards. Accordingly, we do not express an audit opinion on these financial statements.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the financial statements do not present fairly, in all material respects, the financial position of Pickleball Association of Ontario as at June 30, 2022, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Comparative Information

Without modifying our conclusion, we draw attention to Note 3 to the financial statements which describes that Pickleball Association of Ontario adopted Canadian accounting standards for not-for-profit organizations on July 1, 2021 with a transition date of July 1, 2020. These standards were applied retrospectively by management to the comparative information in these financial statements, including the statement of financial position as at June 30, 2021 and at July 1, 2020, and the statements of operations, changes in net assets and cash flows for the year ended June 30, 2021 and related disclosures. We were not engaged to report on the restated comparative information, and as such, it is neither audited nor reviewed.

Report on Other Legal and Regulatory Requirements

As required by the Corporations Act of Ontario, we report that, in our opinion, the accounting principles in Canadian accounting standards for not-for-profit organizations have been applied on a basis consistent with that of the preceding year.

London, Ontario

Chartered Professional Accountants

Licensed Public Accountants

Draft - For Discussion Purposes Only

Pickleball Association of Ontario Statement of Financial Position

As at June 30, 2022

	June 30, 2022	June 30, 2021 <i>(Note 3)</i>	July 1, 2020 <i>(Note 3)</i>
Assets			
Current			
Cash	102,064	58,988	54,158
Accounts receivable	2,025	2,025	2,025
Prepaid expenses	3,616	-	9,347
	107,705	61,013	65,530
Liabilities			
Current			
Accounts payable and accrued liabilities	9,724	114	2,429
Deferred revenue <i>(Note 4)</i>	33,992	22,070	24,357
	43,716	22,184	26,786
Net Assets			
	63,989	38,829	38,744
	107,705	61,013	65,530

Approved on behalf of the Board of Directors

Director

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The accompanying notes are an integral part of these financial statements

Pickleball Association of Ontario
Statement of Operations
For the year ended June 30, 2022

	2022	2021 <i>(Note 3)</i>
Revenue		
Membership fees <i>(Note 5)</i>	49,970	14,491
Grant revenue <i>(Note 6)</i>	12,821	-
Sponsorship income	788	-
	63,579	14,491
Expenses		
Advertising and promotion	18,349	898
Awards	1,347	-
Bank charges and transfer fees	3,483	1,464
Courier and postage	12	666
Information technology	768	3,982
Member services	2,000	5,400
Office	3,344	1,275
Professional fees	7,345	721
Travel	1,771	-
	38,419	14,406
Excess of revenue over expenses	25,160	85

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Pickleball Association of Ontario
Statement of Changes in Net Assets

For the year ended June 30, 2022

	2022	<i>2021</i> <i>(Note 3)</i>
Net assets, beginning of year	38,829	38,744
Excess of revenue over expenses	25,160	85
Net assets, end of year	63,989	38,829

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The accompanying notes are an integral part of these financial statements

Pickleball Association of Ontario
Statement of Cash Flows
For the year ended June 30, 2022

	2022	<i>2021</i> <i>(Note 3)</i>
Cash provided by (used for) the following activities		
Operating		
Excess of revenue over expenses	25,160	85
Changes in working capital accounts		
Prepaid expenses	(3,616)	9,347
Accounts payable and accrued liabilities	9,610	(2,316)
Deferred revenue	11,922	(2,286)
Increase in cash	43,076	4,830
Cash, beginning of year	58,988	54,158
Cash, end of year	102,064	58,988

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1. Incorporation and nature of the organization

Pickleball Association of Ontario (the "Association") is a not-for-profit organization incorporated without share capital on February 17, 2011 under the Ontario Corporations Act. The Association is exempt from income tax under section 149(1)(f). The Association consists of volunteer pickleball enthusiasts who are committed to supporting the growth of the pickleball game along with participation and development of both recreational and tournament players throughout the province of Ontario.

Impact on operations of COVID-19 (coronavirus)

In early March 2020 the impact of the ongoing global outbreak of COVID-19 (coronavirus) began to have a significant impact on businesses through the restrictions put in place by the Canadian, provincial and municipal governments regarding travel, business operations and isolation/quarantine orders.

The Association has been impacted by government mandated lockdowns impacting in-person physical activity which has adversely impact membership revenue.

At this time, it is unknown the extent of the impact the COVID-19 outbreak may have on the Association as this will depend on future developments that are highly uncertain and that cannot be predicted with confidence. These uncertainties arise from the inability to predict the ultimate geographic spread of the disease, and the duration of the outbreak, including the duration of travel restrictions, business closures or disruptions, and quarantine/isolation measures that are currently, or may be put, in place by Canada and other countries to fight the virus. While the extent of the impact is unknown, we anticipate this outbreak may cause increased government regulations which may negatively impact the Association's business and financial condition.

2. Significant accounting policies

These financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations set out in Part III of the CPA Canada Handbook - Accounting, as issued by the Accounting Standards Board of Canada and include the following significant accounting policies:

Revenue recognition

The Association follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Membership fees and sponsorship income are recognized over the term of the period that the membership and sponsorship covers.

Grant revenue is recognized in the year which the related expenses are incurred.

Capital assets

The Association follows a policy of expending capital assets in the year of purchase. There were no capital items expensed in the year.

Income taxes

According to the provisions of the Income Tax Act (Canada), the Association is exempt from taxes on income.

Contributed services

Volunteers contributed time to assist the Association in carrying out its service delivery activities. Because of the difficulty of determining their fair value, contributed services are not recognized in the financial statements.

2. Significant accounting policies *(Continued from previous page)*

Financial instruments

Measurement of financial instruments

The Association initially measures its financial assets and financial liabilities at fair value adjusted by, in the case of a financial instrument that will not be measured subsequently at fair value, the amount of transactions costs directly attributable to the instrument.

The Association subsequently measures its financial assets and financial liabilities at amortized cost.

Financial assets measured at amortized cost include cash and accounts receivable. Financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

Financial asset impairment

Financial assets measured at amortized cost are tested for impairment when there are indicators of possible impairment. When a significant adverse change has occurred during the period in the expected timing or amount of future cash flows from the financial asset or group of assets, a write-down is recognized in the statement of operations. The write down reflects the difference between the carrying amount and the higher of:

- a. the present value of the cash flows expected to be generated by the asset or group of assets;
- b. the amount that could be realized by selling the assets or group of assets;
- c. the net realizable value of any collateral held to secure repayment of the assets or group of assets.

When the event occurring after the impairment confirms that a reversal is necessary, the reversal is recognized in the statement of operations up to the amount of the previously recognized impairment.

Measurement uncertainty (use of estimates)

The preparation of financial statements in accordance with Canadian accounting standards for not-for-profit organizations requires directors and management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the dates of the financial statements, and the reported amounts of revenue and expenses during the reporting period. Accounts specifically affected by estimates in these financial statements are the collectibility of accounts receivable. Actual results may differ from their best estimates as additional information becomes available in the future and adjustments, if any, are recorded as that information becomes known.

3. Impact of adopting accounting standards for not-for-profit organizations

Effective July 1, 2021, the Association adopted the accounting framework: Canadian accounting standards for not-for-profit organizations, in accordance with requirements of the Chartered Professional Accountants (CPA) Canada Handbook.

These are the Association's first financial statements prepared in accordance with Canadian accounting standards for not-for-profit organizations. There were no changes required to the comparative balance sheet as a result of the adoption of these accounting principles.

4. Deferred revenue

Deferred revenue is comprised of the following amounts:

	2022	2021
Deferred membership fee revenue	32,280	22,070
Deferred sponsorship revenue	1,712	-
Total deferred revenue	33,992	22,070

Pickleball Association of Ontario

Notes to the Financial Statements

For the year ended June 30, 2022

5. Economic dependence

The Association's primary source of revenue is from membership fees. Membership fees for the Association are sold to members in conjunction with Pickleball Canada membership fees. Pickleball Canada is responsible for the invoicing, collection and distribution of the membership fees on behalf of Pickleball Association of Ontario. The Association's ability to continue viable operations is dependent upon maintaining its affiliation with Pickleball Canada.

6. Grant revenue

During the year, the Association recognized grant revenue of \$12,821 from the Ontario Trillium Foundation.

7. Financial instruments

Unless otherwise noted it is management's opinion that the Association is not exposed to significant risks. There have been no changes in the Association's risk exposures from the prior year.

Liquidity risk

Liquidity risk is the risk that the Association will not be able to meet its obligations as they become due. The Association manages risk by establishing budgets and funding plans.

Credit risk

Credit risk is the risk that one party to a transaction will fail to discharge an obligation and cause the other party to incur a financial loss. The financial instruments that potentially subject the Association to a significant concentration of credit risk consist primarily of cash and accounts receivable. The Association mitigates its exposure to credit loss by placing its cash with major financial institutions. The Association routinely assesses the financial strength of its customers and, as a consequence, believes that its accounts receivable credit risk exposure is limited.

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2021/22 Highlights

The Governance Committee focussed on bringing PAO into compliance with the Ontario Not for Profit Corporations Act (ONCA). Work included:

- Gathering directional documents from the Ontario Government to develop an understanding of impacts the changes in regulation would have on our bylaws, and corporate documents.
- The committee took advantage of governance training to further support the governance work that was required.
- Sport Law was engaged to begin the process of updating PAO corporate documents, which had not been changed since the date of incorporation. Additional work was required to determine the status of the incorporation as the existing bylaws referred to PAO being federally incorporated, which was not the case.
- A review of the existing bylaws against required standards, ONCA legislation and template bylaw was used as the basis to initiate changes.
- Based on the research and Committee review the bylaws were amended and the proportional system of voting was developed.
- A Quality Assurance Review was completed by Sport Law to ensure the amendments were compliant with ONCA and that all necessary changes were made.
- The bylaw amendments were passed at the Sept. 27 special meeting.

A policy review was also completed to identify and prioritize PAO policies for amendment. All policies will require administrative amendments to accommodate ONCA and the administrative changes (including the corporate name change to Pickleball Ontario). Several policies and subject matters were identified for further to review and amendment. Priorities for amendment or development were:

- Code Of Conduct
- Complaint And Discipline Policy
- Procurement Practices and Tendering
- Providing Guidance to Clubs Re: The Use of PAO Policies by Affiliated Clubs
- Conflict Of Interest
- Administrative Amendments Regarding Name Changes

2022/23 Priorities

The focus of the Governance Committee this coming year is to:

- Post the bylaws adopted by the members on September 27, 2022
- Complete the process to update and modernized our corporate documents to reflect the name change and other updates.
- Make the necessary changes to policy documents based on the above priorities.



Marketing Report 2021-2022

Resiliency – it's something we've seen a lot of in recent years and it was on display again as people across Ontario continued to respond to challenges presented by the COVID-19 pandemic.

In 2021-22, more and more amateur sport activities resumed and we were thrilled to see Pickleball Ontario members and recreational players back competing, playing and advancing the sport of pickleball throughout the province.

In addition, the Marketing Committee was able to finalize a strategic partnership with Cosmos Sports and Entertainment, an industry leader in Sport & Entertainment. Cosmos conducted a thorough review of pickleball in Ontario while also providing resources, outlining potential sponsorship opportunities, providing an in-depth report while committing to ongoing training for Pickleball Ontario members.

Highlights for 2022-2023

- Expand and grow Pickleball Ontario's social media platforms.
- Expand strategic partnership while seeking out additional sponsorship dollars.
- Engaging with municipalities to create more opportunities for places to play.
- Continuing to partner with Cosmos to provide training for Pickleball Ontario key stakeholders.

Junior Bent
Chair Marketing Committee