



**SOARING ASSOCIATION OF CANADA
ASSOCIATION CANADIENNE DE VOL À VOILE**

71 Bank Street, 7th Floor, Ottawa, ON K1P 5N2
Tel: (613) 236-4901 Fax: (613) 236-8646
Email: sac@sac.ca Website: www.sac.ca

The Soaring Association of Canada is proud to invite you to the 2012 SAC AGM, which will be held in Hamilton, ON this year at the Canadian Warplane Heritage Museum – John C. Munroe Airport located at 9280 airport Road, Mount Hope (Ontario) L0R 1W0, On Saturday March 17, 2012 at 12:00 pm EST. You can find details for the seminars and other events taking place, along with the registration link further on in this package.

Included in this package for your information:

1. Your clubs 2011 membership list.
2. Your clubs 2011 membership statistics and 2012 AGM number of eligible club votes.
3. AGM Notice and Motions.
4. AGM details.
5. Proxy form.
6. Proposed Budget and Membership Fees.
7. Trophy application forms.

The 2012 audited financial statements will be available online. You can find them at www.sac.ca and clicking on the **Document Vault** on the left menu bar then **Minutes & Reports**.

There are two director positions up for re-election this year.

Quebec Zone – Sylvain Bourque is seeking re-election

Alberta Zone – John Mulder is seeking re-election

Included in the package is a director's nomination form at the end of this package. If you would like to run or know of someone who would like to run for one of the above director positions, please complete the form and return to at sac@sac.ca or fax to 613-236-8646.

We look forward to seeing you in Hamilton in March!

Tanya Storing
Office Manager
Soaring Association of Canada



2012 SAC AGM Notice and Motions

NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN that an annual general meeting of the Soaring Association of Canada (SAC) will be held at the Warplane Heritage Museum – John C. Munroe Airport – 9280 Airport Road, Mount Hope (Ontario) L0R 1W0, on Saturday, March 17, 2012 at 12:00 pm EST.

Motions

1. That the minutes of the 2011 AGM be accepted. (Please see www.sac.ca for minutes)
2. That the 2012 Budget with associated membership fee schedule be accepted.
3. That Frouin Group be appointed to do an audit of the 2012 financial statements of the Soaring Association of Canada.
4. Motion from York Soaring: Whereas, each year for more than 10 years our Association has reported an excess of revenue over expenses, it is **MOVED** that for year 2012 the SAC Regular Membership fee will be \$89.00.

Treasurer's REPORT

2011 is the third year of transition from our old accounting system to one that is compatible with that being used at our new home at the COPA office. Last year I reported that “ (The services of the [Otus Group](#) were used to make this changeover and will show its true value going forward when reconciling line items from the prior year to the current year. With the death of Mr. Kent Whittaker, CA, who had audited the Association's financial affairs for many years, the services of Watson Folkins Corey LLP of Ottawa, ON have been used for the 2010 Audit). Shortly after our AGM in 2011 Mr Corey died and as a result we have a new Auditor, at the Frouin Group, for our 2011 financials. One of the challenges with the changes in Auditor's is having consistency in the report so that our members can track past performance . Your patience is asked for again with this years financials.

Here are some of the details of note on the 2011 statement.

- The SAC Youth Bursary program third year saw 17 youth benefit with bursaries being awarded across Canada
- Canada participated in the JuniorWorld Gliding Championships and SAC shared in the funding – see the Junior WGC funding report for full details.
- In the 2010 I reported that, ”The SAC office condo was listed for sale in late 2010 and as of February 28th, 2011 an offer has been accepted with the planned closing date of April 1st, 2010.” This offer did not close and a second offer in the latter part of 2010 also did not close due to a fraudulent proposed purchaser. The Condo is currently listed and we expect to sell it in 2012. When sold the net proceeds of the sale will enhance the Pioneer Fund and used to the benefit of all SAC members
- SAC financials show an operating loss for 2011 primarily from the requirement to show current market value of our investments versus book value. This loss in investment values is reflected in the Trust Fund balances for the year.
- 2011 will show a negative return for the SAC investments due to a the poor market condition in the latter half of the year.
- SAC's overall financial structure, with a mixture of secure interest income and equities has served us well and has contributed to our financial stability.
- The value of our portfolios declined slightly in 2011 and the outlook although turbulent to date in 2012 is positive.
- The capital gains of our funds account for the bulk of the increase in SAC's financial positions during the past twenty + years.
- Membership fees will remain unchanged from those of 2011 and in nominal terms for the past 6 years, in after-tax, inflation adjusted terms, they are at a historical low, while at the same time services have increased.

- For many years we have been working to reduce or eliminate government fees and regulation over-kill where possible. Areas where we have had some success, directly or lobbying with others, include: the elimination of the Industry Canada fee for aircraft radios (\$45 several years ago and going up), the introduction and preservation of the Class 4 medical, the reduced aviation medical charge, the inclusion of gliders in the owner-maintained category, the inclusion of retractable wheel gliders in the owner-maintained category, the ability to fly motor-gliders on the strength of a glider pilot license, the ability to use advanced ultralight aircraft to tow gliders, modification of transponder requirements for gliders, reduction or elimination of new ELT requirements for tow planes, elimination of TC involvement in tow pilot requirements, the reduction of expanded controlled airspace incursions. Of course some of these changes occurred a few years ago; however, the point is that they were Sac-inspired and may not have occurred, but for SAC. All of this has worked to the advantage of the Canadian gliding community.
- The year to year operation of SAC has been funded primarily from membership dues with some assistance when needed from our unrestricted fund. The guiding principal is that we should cover our costs of operations from the current members who benefit from SACs oversight.
- There is a motion from York Soaring asking for the membership dues for 2012 be set at \$89.00. It is the BOD's position that this can only be accomplished by either eliminating some of our current programs and corresponding expenditures or taking money from our cash reserves. We do not recommend either of these two alternatives. We are of the opinion that we should pay our way each year from membership dues, as recommended by your BODs and currently proposed. Our cash reserves are used as a means of providing stability from year to year without having to make large membership fee changes. We do not recommend a deficit budgeting model. A request of York Soaring to provide the financial back up material for their motion has been unsuccessful to date. It would appear they are using past surpluses created primarily from our Trusts as the financial argument backing their motion for reduced annual dues. The market volatility over the past 10 years has caused very little net gain being made net of donations.
- The efforts of club treasurers in getting membership dues to the SAC office in a timely fashion are appreciated as it helps reduce the work load on Tanya.
- I wish all a safe and successful 2012 Soaring season with unending lift in all quadrants.

David A Collard
February 16th, 2012



SAC - 2012 BUDGET - ACVV

REVENUE

MEMBERSHIP FEES	\$ 100,000
FLT TRAINING & SAFETY	13,000
SALES	7,000
FREE FLT: ADS,ETC.	1,500
INVESTMENT INCOME	15,000
OTHER	<u>2,300</u>
	\$ 138,800

REVENU

FRAIS D'ADHESION
ENTRAINEMENT & SECURITE
VENTES
VOL,LIBRE: ANNONCES.ETC
INTERET
AUTRE

EXPENSES

SALARIES & PROFESSIONAL FEES	\$ 27,000
OCCUPANCY	4,500
OFFICE EXPENSES	4,000
TELEPHONE	500
POSTAGE	1,000
DEPRECIATION	4,500
COST OF SALES	3,000
FREE FLIGHT	23,000
FAI/AERO CLUB	7,000
TRAINING & SAFETY	27,000
MEETINGS	14,000
PUBLICITY	1,000
WORLDS	10,000
BURSARIES	10,000
OTHER	<u>2,300</u>
	\$ 138,800

DEPENSES

TRAITEMENTS & FRAIS PROFESSIONNELS
ACCCOMODATION
DEPENSES DE BUREAU
TELEPHONE
COURRIER
DEPRECIATION
COUT DE VENTES
VOL LIBRE
FAI/AERO CLUB
ENTRAINEMENT & SECURITE
REUNIONS & DEPLACEMENTS
PUBLICITE
CHAMPIONNAT MONDIAL de PLANEUR
BURSES
AUTRES

SURPLUS (DEFICIT)

EXCEDENT (DEFICIT)



PROPOSED MEMBERSHIP FEE SCHEDULE 2012

Membership Category	Full Season Pleine saison	Half season Demi-saison	Catégorie de membre
Club Affiliated	\$120.00	\$60.00	Affilié au club
Corporate	120.00	60.00	Société
Spousal	60.00	30.00	Époux(se)
Junior	60.00	30.00	Étudiant
Youth (Air Cadet)	0.00	0.00	Jeune (Cadet)
Associate	60.00	30.00	Associé

Comments

- Fees for all categories of membership in 2012 would remain at the same level as in 2011, 2010, 2009, 2008 and 2007. In inflation-adjusted terms membership fees continue to fall.
- Membership fees are eligible for a tax receipt . . .
- Half year rates are applicable after August 1st, but for **new members only**.



Soaring Association of Canada 2012 Annual General Meeting

SAC members are welcomed to the 2012 SAC AGM.

Location: Warplane Heritage Museum – John C. Munroe Airport – Hamilton, Ontario.

Saturday March 17

10:00 Doors Open

11:00 to 12:00 Airspace and Safety Seminar

12:00 to 1:30 Lunch and SAC AGM

1:30 to 3:00 SAC “Best Practices” Round Tables

- A. Club Presidents and Treasurers (Finances and Administration)
- B. CFIs/Senior Instructors (Flight Training and Pilot Development)
- C. All Instructors (Safety)
- D. All Pilots (The Season Ahead – Ready to Fly Again – Ready for Cross Country/Badges)

3:30 Guided Museum Tour

Hope to see you there.

Sylvain Bourque
SAC President

Eric Gillespie
SAC Ontario Zone Director



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PROXY

ANNUAL GENERAL MEETING March 17, 2012

The undersigned is a member in good standing of the Soaring Association of Canada as a *sustaining, club affiliated, spousal, junior, life, or corporate* member, and entitled as such to vote at the meeting of members, hereby appoints _____ of the city of _____ as the nominee of the undersigned at the meeting of members of the Soaring Association of Canada to be held on the 17th day of March, 2012 and any adjournment thereof, and to vote on all matters as may be properly brought before the meeting in the same manner, to the extent and with same power as if the undersigned were present at the meeting or any adjournment thereof.

Dated this _____ day of _____, 2012.

Signature of club officer or member

Club (if applicable)



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Application for INSTRUCTOR OF THE YEAR award

The *Walter Piercy Trophy* (the Instructor of the Year award) is earned on the basis of the number of hours and number of flights accumulated during the year, with an adjustment for the number of club members in order to factor out club size as much as possible. Other factors considered are contributions to instruction such as ground school lectures and offices held within the candidate's club. The trophy is presented at the awards dinner of the Association's Annual General Meeting.

For the year

Name of candidate instructor

Club

Number of instructional flights in year: aerotow winch

Number of hours instructing in year

Number of hours P1 in year

Number of *active* instructors in club during the year

Total number of instructional flights by club in year

Total number of flights by club training ships in year

Number of talks, lectures by candidate

Club offices held and other contributions (towpilot, maintenance, etc.)

Mail form to:

Dan Cook
7112 Lakeridge Drive, Vernon BC V1H 1Y2
<cookdaniel@shaw.ca>



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APPLICATION for the RODEN TROPHY

The *Roden Trophy* is awarded annually to the club that, for its size, develops the soaring skills of the largest number of its pilots. The trophy is presented at the awards dinner of the Association's Annual General Meeting.

For the year

Name of club

Number of regular flying members of club (M)
(must be SAC members)

Number of A, B and C badges presented this year in club (X)

Number of Bronze badges presented this year in club (Z_1)

Now mail this form to the Trophies chairman (address below) who adds the below data from his records and computes the score. (Note that it is to the club's advantage to ensure that club pilots earning badges, etc. are not late in submitting them to the Badge chairman.)

Number of Silver badge legs flown in club (Y_1)

Number national records flown in club (Y_2)

Number of Gold and Diamond legs flown in club (Z_2)

Roden point score $R = 100(X + 2Y_1 + 2Y_2 + 3Z_1 + 3Z_2)/M$

Please mail this form to:

Phil Stade
Box 13
Black Diamond, AB T0L 0H0
<asc@stade.ca>
rev Jul 2009



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SAC Director Nomination Form

Zone: _____

Club: _____

Nominee Name: _____

Address: _____

City: _____ **Prov.:** _____ **Postal Code:** _____

Telephone: **Home:** () _____ **Work:** () _____

Fax: () _____ **E-mail:** _____