



MINUTES
Automotive Industries Association of Canada
2021 Annual General Meeting

April 27, 2021
via a virtual platform, Hubilo

CHAIRMAN'S REMARKS

AIA Canada President, Jean-François (JF) Champagne thanked and welcomed everyone to AIA Canada's 79th Annual General Meeting (AGM). JF Champagne acknowledged that today he was broadcasting live from Ottawa, Ontario, the traditional unceded territory of the Algonquin Anishnaabeg People. He also thanked our 2020 sponsors and expressed our sincere gratitude for their generous financial contribution to our Association.

He then proceeded to provide the designated voting members with the voting instructions to ensure suitable standard voting procedures are met through the virtual platform, Hubilo. He communicated that if our members have been designated as a voting member, they will see an additional tab called VOTING in their main menu. Once a motion has been discussed, they will be directed to go to the voting webpage and cast their ballot.

Finally, in keeping with AIA Canada tradition, the AGM opened with the Canadian national anthem performed by the Toronto Symphony Orchestra.

The quorum requirement is 30 voting members. Each member company is represented by one vote which only the main contact or his/her delegate may uphold. With the quorum being met in Hubilo as announced by JF Champagne; he invited Susan Hitchon, AIA Canada Chairman of the Board of Directors to officially commence the 2021 Annual General Meeting.

Susan Hitchon, welcomed everyone to the second virtual Annual General Meeting. Although she was not fortunate to see as many of our members in person at AIA Canada's events as she had planned, she was proud to have witnessed the true tenaciousness and resilience of our industry. "Where pivot became our middle name, the aftermarket continued to be customer-focused, to provide quality products and services, and to build strong ties with each other for the betterment of the industry. Thank you for this, and please continue to face such disruptions head-on and with great strength" she eloquently addressed to the membership.

APPROVAL OF AGENDA FOR THE 2021 ANNUAL GENERAL MEETING

Moved by Susan Hitchon
Seconded by Graham Jeffery

“That the agenda for the 2021 Annual General Meeting of the Automotive Industries Association of Canada be approved as circulated.”

CARRIED

APPROVAL OF MINUTES FROM THE 2020 ANNUAL GENERAL MEETING

Moved by Susan Hitchon
Seconded by Shannon Spano

“That the minutes of the April 29, 2020 Annual General Meeting be approved by the membership.”

CARRIED

REPORT ON AIA CANADA ACTIVITIES

JF Champagne reported on the activities of the 2020 Board of Directors. He reported that 2020 was a pivot year for the Association in the pursuit of ensuring consumers have the right to own and control the data from their cars and ensuring the aftermarket continues to have access to the information it needs to fix vehicles. He spoke on AIA Canada’s engagement with AIA Canada’s sister associations in the U.S., Auto Care Association and Automotive Aftermarket Supplier Association, as we brought their campaign, *Your Car. Your Data. Your choice.* to Canada to make this issue a North American one.

JF Champagne reported that the Association already had in place the structures and systems needed to respond to the new reality of the COVID-19 pandemic. As a matter of fact, on day one of the pandemic, AIA Canada was hard at work to be the industry’s voice with all levels of government to ensure they understood the essential nature of our business and industry.

To adapt to the COVID-19 disruptions, AIA Canada staff transitioned to remote work on March 17th and a mere 5 weeks later on April 27th, successfully held its first ever virtual AGM. But the pièce de résistance was no doubt the newly and improved Outlook Study. Engaging with data research heavyweight Ernst & Young (EY), we provided a needed refresh and upgrade to our most search program.

JF Champagne spoke about the success of the I-CAR Canada program, who with the support of Government Collision Centres, took the opportunity from reduced workloads, due to the new COVID-19 driving habits of Canadians, to spend more time training their automotive technicians. This proved to be the single most important element in ensuring AIA Canada’s financial stability in 2020 and for the future. With the support of CSMO-Auto, AIA Canada continues to invest in the availability of I-CAR Canada French courses.

Upon concluding his report, JF Champagne thanked all the volunteers, the High Fives for Kids Foundation's Board of Directors, the AIA Canada division members and AIA Canada staff that all rose to the occasion under tremendous challenges and uncertainty this past year.

REPORT ON THE 2020 AUDITED FINANCIAL STATEMENTS

Ryan Bruno on behalf of the AIA Canada Audit & Finance Committee, reported to the membership on the 2020 Audited Financial Statements.

Ryan reported that due to the pandemic, there was a decline in activity for many of the AIA Canada programs including events and sponsorship. The Association however, was able to grow and generate more revenue through training and the I-CAR Canada certification program, thereby increasing the overall revenue of the Association under programs. There was also a decline of approximately 14% in revenue in membership fees for expenses as a result of the lower activity levels due to the pandemic, staff working remotely, and decreased in-person meetings which yielded many cost savings. Total expenses for the year were approximately \$4.5M giving a net from operations of about \$1.65M. Overall, there was a combined net income of \$1.58M for the year 2021.

Concerning liabilities, the Association has accounts payable and accrued liabilities higher than the prior year. Much of which is attributed to the higher activities in the I-CAR Canada program, higher royalties, some government remittances and finally balances of divisional accounts.

The Association has Unrestricted Net Assets of approximately \$3.66M. The balance of the Right to Repair fund is reported as \$232,760 and that is including the Board of Directors motion to allocate an additional \$200,000 in December 2020 to the internally restricted fund.

To conclude, Ryan thanked the members of the Audit and Finance Committee for their efforts and professional oversight of the Association's finances.

Moved by Susan Hitchon
Seconded by Bill Hay

"That the 2020 Audited Statements be approved as presented."

CARRIED

APPOINTMENT OF AUDITORS

Moved by Susan Hitchon
Seconded by Tim MacDonald

"That AIA Canada appoints BDO Canada as the Auditors for 2021."

CARRIED

NOMINATING COMMITTEE REPORT

Jason Best, Senior Vice President of Sales at Uni-Select, AIA Canada Past Chairman and also the Chair of the 2021 Nominating Committee presented the Nominating Committee report to the membership.

Jason recognized fellow committee members: Tony Canade from Assured Automotive, Samantha Coates from Lordco Parts Inc., Ezer Mevorach from Mevotech LP and JF Champagne, AIA Canada's President who was present in a non-voting role. Jason spoke of the application process leading to the nominations of directors to the AIA Canada Board of Directors. He motioned for three new directors to be appointed to the AIA Canada Board of Directors: Tony Kuczynski, Mister Transmission, Derek Suen, Dorman Products, Inc. and Craig Jalbert, 3M Canada Company (Automotive Aftermarket Division).

Moved by Jason Best
Seconded by Jeff Desveaux

“That Tony Kuczynski, Mister Transmission, Derek Suen, Dorman Products, Inc. and Craig Jalbert, 3M Canada Company (Automotive Aftermarket Division) be appointed as directors serving until the AIA Canada Spring 2024 AGM.”

CARRIED

As this concluded the Nominating Committee report, Susan thanked Jason and announced that the remaining board members and terms that were voted on at previous Annual General Meetings will remain in place.

OUTGOING CHAIRMAN'S ADDRESS

Susan Hitchon addressed the membership as the outgoing AIA Canada Board of Directors Chairman.

JF Champagne thanked Susan Hitchon for her leadership over the past year as we continued to remain resilient as an industry undergoing a global pandemic.

AWARDS

JF Champagne called upon Dave Fifield to act as our Master of ceremonies for the second portion of the meeting, to acknowledge the Association's leaders and announce the following awards: the 2020 High Fives for Kids Foundation Recognition Awards recipients, the 2021 Young Leader of the Year Award recipient and the 2021 AIA Canada Distinguished Service Award recipient.

He also announced that the newly elected Board of Directors would take this time to virtually elect its officers who will form the new AIA Canada Executive Committee including the AIA Canada Chairman.

Dave Fifield announced the recipient of the 2020 High Fives for Kids Foundation Recognition Award is Lordco Auto Parts, accepted by Marlyn Coates, President of Lordco Auto Parts.

Dave Fifield announced the recipient of the 2020 High Fives for Kids Foundation Recognition Award is the Northern Alberta Division of AIA Canada, accepted by Marcia Hay, Alberta Division Chairman.

Dave Fifield announced the recipient of the 2021 Young Leader of the Year Award is Kathryn Jones, from Dorman Products, Inc. Dave Fifield introduced and invited Kathryn Jones to address the membership in recognition of the award.

Dave Fifield welcomed back Jason Best to present the AIA Canada Distinguished Service Award as one of his duties as the Immediate Past Chairman is to head the Distinguish Service Award Committee. Jason announced the recipient of the 2021 AIA Canada Distinguished Service Award is Mauro Cifelli, President and CEO of Vast Auto Distribution. Jason Best introduced and invited Mauro Cifelli to address the membership in recognition of the award.

Following Mauro Cifelli, the Board of Directors returned to join the meeting after electing the new Executive Committee. JF Champagne presented the Executive Committee of AIA Canada for 2021-2022.

They are:

- Immediate Past Chair: Susan Hitchon from Automotive Aftermarket E-Learning Centre Ltd.
- New Chairman: Bob Jaworski from Auto Electric Service
- Vice Chair: Jason Yurchak from Worldpac Canada Inc.
- Second Vice Chair: Shannon Spano, Wakefield Canada Inc.

JF Champagne congratulated the newly appointed Chairman, Mr. Bob Jaworski and invited him to say a few words in his capacity as Chairman of the 2021-2022 AIA Canada Board of Directors.

INCOMING CHAIRMAN'S ADDRESS

Bob Jaworski addressed the membership as the incoming Chairman.

To conclude, Susan Hitchon thanked Bob for his thoughtful words.

ADJOURNMENT

There being no further discussions, AIA Canada Chairman, Susan Hitchon, adjourned the AIA Canada's 79th Annual General Meeting.

Susan Hitchon
AIA Canada Chairman

Susan Hitchon
AIA Chairman

Note: Unless otherwise stated, all motions were duly moved, seconded and carried.