



# Recreation Vehicle Dealers Association of Alberta

10561-172 Street NW, Edmonton, AB T5S 1P1

Tel: (780) 455-8562 Toll: 1-888-858-8787 Fax: (780) 453-3927

E-mail: [rvda@rvda-alberta.org](mailto:rvda@rvda-alberta.org) Website: [www.rvda-alberta.org](http://www.rvda-alberta.org)

RV Careers Website: [www.rvcareers.ca](http://www.rvcareers.ca)

## MINUTES

### 2017-2018 ANNUAL GENERAL MEETING

November 5, 2018 – 8:30 am

Versailles Room 1 & 2, Paris Hotel, Las Vegas

- 1.0 **CALL TO ORDER:** President Hopkins called the meeting to order at 8:32 am and thanked all the members and guests for attending, emphasizing the great turnout and the importance of their participation at this AGM and other Association activities. President Hopkins thanked the AGM sponsors for their continued support and introduced the RVDA Board members and Association staff.

Director – Brian Gronberg, CanaDream Inc.

Director – Darcy Turgeon, Carefree RV Ltd.

Director – Trevor Smolski, First Canadian Financial Group

Director – Kramer Thompson, Woody's RV World (Red Deer)

Director – Duane Trytten, Allan Dale Trailers & RV (Red Deer)

Past President – Clayton Phillips, Woody's RV World (Leduc)

Treasurer – Dean Goerzen, Go RV (Leduc)

Vice President – Ella Johnson, Country Road RV

President – Dale Hopkins, RV City (Morinville)

RVDA Staff:

Executive Vice President – Dan Merkowsky

Administrative Assistant – Karen Renaud

Administrative Assistant – Carrie Nelson

President Hopkins advised members Carrie Nelson will be taking pictures for the Website, Facebook and Twitter during the meeting. If you don't want your picture on social media, please let Carrie know.

EVP Merkowsky confirmed quorum has been achieved. President Hopkins reviewed the rules of the meeting and confirmed all voting members were in possession of the appropriate number of voting cards and ballot sheets. Only delegates with a voting card can be recognized by the Chair.

- 2.0 **AGENDA:** President Hopkins asked if there were any questions or additions to the agenda.

**MOTION: THAT THE AGENDA BE APPROVED AS PRESENTED.**

**Turgeon/Goerzen**

**CARRIED**

- 3.0 **MINUTES:** The attendees were given the opportunity to review the minutes of the October 2, 2017 Annual General Meeting. President Hopkins called for a motion to accept the minutes.

2018 AGM Minutes

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**MOTION: THAT THE OCTOBER 2, 2017 MINUTES OF THE 2016-2017 ANNUAL GENERAL MEETING BE APPROVED AS PRESENTED.**  
**Smolski/Gronberg**

**CARRIED**

**4.0 REPORTS:**

**4.1 President's Report**

President Hopkins informed members that Delegate package is more condensed this year and there are many presentations taking place. The Association is working on proceeding to completely digital for the Delegate package in the future. If anyone wants to receive a copy of any of the presentations, please see Carrie or Karen to request a copy after the AGM.

**4.2 Alberta Report**

President Hopkins reviewed the Alberta Report highlighting the year's activities. The report is included in the Delegate package for their information. He encouraged members to get involved with RV Learning Weekend and the educational opportunities. President Hopkins also highlighted more on the Education and the Trades that the Association assists with.

**4.3 Membership Report**

President Hopkins confirmed the Association's membership was 188 members as of July 31, 2018. The RVDA of Alberta continues to promote membership throughout the province and looks forward to adding new members in the upcoming year and asks that current members also encourage industry related businesses to join. The Association office will happily follow up on any new member prospects brought to their attention. The following 22 new members (in alphabetical order) were approved during the 2017/18 year.

Alberta Marine & Auto Ltd., ArrKann Trailer & RV Sales (Rocky View), Aspen Crossing Ltd., Country Road RV (Olds), Crowsnest River RV Park, Dorchester Ranch Resort, Frey & Company Inc., Happy Camper RV Ltd., HESPV, Hobo Camper Country Ltd., Integrity RV (Olds) Ltd., JLS Decals & Signs, Lite Industries Inc., RV Paint Restoration, RVezy, Schooley Mitchell, Silver Sands Golf Resort, Springbank Truck & RV Repair, Wash-Bots Canada Ltd., Westmount Store Fixtures (1999) Ltd., Wheel Estate, Woody's RV World (Leduc).

We take this opportunity to welcome these new members. We are confident they will be actively involved in our many Association activities and will play an important role in supporting our goals to promote the growth and development of the RV Industry and Lifestyle. President Hopkins encouraged all members to keep their information up to date with the Association office, so that information stays accurate on the RVDA of Alberta, RVDA of Canada and Go RVing Canada's websites.

**4.4 Schooley Mitchell Presentation**

President Hopkins requested Richard Warring of Schooley Mitchell, Edmonton to make a brief presentation. Richard Warring provided a brief history of his previous work with Alberta Parks. His PowerPoint presentation showcased all the services Schooley Mitchell has to offer. Some of Schooley Mitchell services include shipping services to credit card services, all with the opportunity for members to receive cash rebates back to their business. Members were encouraged to complete the forms available or leave their business card for Richard to follow up with after the AGM. *Schooley Mitchell's presentation is available for all members from the RVDA of Alberta office.*

#### 4.5 **Frey & Company Presentation**

President Hopkins called upon Randy Frey, President of Frey & Company for a brief verbal report on the services they provide. Frey & Company is a personal appraisal company and they cover anything under the GSA & PPC. They are currently approved appraisers for ATB, RBC, TD Bank and Scotiabank. President Hopkins thanked Randy Frey for his presentation.

#### 4.6 **Campground Grant Program Report**

President called upon Vice President Ella Johnson to present the Campground Grant Program. Ella Johnson stated the Board approved changing the guidelines and the funding available for the Campground Grant Program up to \$20,000. The Association provided funding to Aspen Crossing, Beaver Dam RV & Golf Resort for \$8,000 each and \$4,000 to Spring Lake RV Resort in 2018. The Board encourages campgrounds to continue expanding with more lots to meet the needs of those who all enjoy the RV Lifestyle.

#### 4.7 **Social Media Report**

President Hopkins advised the Social Media Report was in the delegate package.

#### 4.8 **RVDA of Canada Presentation**

President Hopkins called upon Jean Francois Lussier, Chairman of the Board of RVDA of Canada to present their report. He highlighted 16% of Canadians own an RV and the RVDA of Canada recognizes there is a lack of skilled technicians. They continue to work on the tariffs and advised of the new endorsers: Stealth Wi-fi, Purified and Reach Local. President Hopkins thanked Mr. Lussier for his presentation. *The RVDA of Canada presentation is available for all members from the RVDA of Alberta office.*

#### 4.9 **SAIT, School of Transportation Presentation**

President Hopkins called Jim Szautner, Dean of Transportation and Derek Topolnisky, Academic Chair for SAIT's School of Transportation to present their report. Jim Szautner provided information about SAIT and their theme is "Think Big, Think Applied Education". SAIT is working for the betterment of the students and using effective teaching methods. They are implementing a student of the day program that will run until April 2019. If anyone is interested in more information about the Student for a Day program, they are encouraged to contact SAIT directly. Derek Topolnisky spoke specifically about the Certified RV Technician apprenticeship program. Currently the 3<sup>rd</sup> period in session and the 2<sup>nd</sup> period scheduled to start in January both have 24/24 with 3 on waiting lists. The Period 1 class has 23/24 spots filled and encouraged all dealers who have technicians to register. He also showcased the RVDA of Alberta has provided \$185,000 to 309 students for gift cards and travel to date. President Hopkins thanked the two gentlemen for their presentation. *The SAIT presentation is available for all members from the RVDA of Alberta office.*

#### 4.10 **AMVIC Presentation**

President Hopkins called upon Bill Burnett, Director appointed by the RVDA of Alberta of the AMVIC Committee to present the AMVIC report. Malcolm Knox was appointed CEO to AMVIC in February 2018. Mr. Burnett highlighted Bill 31 – the Consumer Protection Plan. He recapped \$400,000 was returned to consumers in 2017. AMVIC is still going through the transitional change and Mr. Burnett emphasized he is available should anyone have questions that have not been addressed by an AMVIC representative. President Hopkins thanked Mr. Burnett for his presentation.

#### 4.11 **Go RVing Canada Presentation**

President Hopkins requested Chris Mahoney, President of Go RVing Canada to come forward. Mr. Mahoney showcased several new videos pertaining to the "Wildhood" theme and mentioned these videos are available on

the Go RVing Canada website for members to utilize on their own websites. Due to the size of the Go RVing Canada presentation, it is not available for members.

#### 4.12 **Canadian Recreation Vehicle Association Report**

President Hopkins advised the full report of the CRVA was in the delegate package.

#### 4.13 **Canadian Camping & RV Council Report**

President Hopkins advised the full report of the CCRC was in the delegate package.

#### 4.14 **RVLW Video Presentation**

President Hopkins requested Carrie Nelson to play the new video released to promote RV Learning Weekend. This video will be playing as a loop at both the Calgary and Edmonton RV shows to promote early registrations for the RV Learning Weekend and the video will also go on the RVDA of Alberta website. The Association is very proud of this promotional product.

### 5.0 **TREASURER'S REPORT**

#### 5.1 **Audited 2017-2018 Financial Statements**

President Hopkins called Dean Goerzen, Treasurer of the Board to present the 2017-2018 year-end financial statement.

**MOTION: THAT THE 2017-2018 FINANCIAL STATEMENT BE APPROVED AS PRESENTED.  
Thompson/Phillips**

**CARRIED**

#### 5.2 **2018-2019 Budget**

Dean Goerzen presented the 2018-2019 budget as information for the members. The Board will review and approve the budget at their next meeting.

### 6.0 **NEW BUSINESS**

#### 6.1 **2019 AGM**

President Hopkins stated the 2019 Annual General Meeting will take place October 5 & 7, 2019 at the Jasper Park Lodge and the National Conference will be November 4 – 8, 2019 in Las Vegas.

#### 7.0 **Election of Directors for the 2018-2019 Term**

President Hopkins called upon Past President Clayton Phillips to present the Board Nomination Report. There are 9 individuals who have let their name stand for a position as a Director on the Board. Each nominee present was given the opportunity to say a few words before voting. All eligible voting members cast their votes for 4 of the 9 candidates.

While EVP Dan Merkowsky and Karen Renaud gathered all ballots and left the room to count the ballots, Mr. Phillips suggested a 10-minute break.

Upon return, EVP Merkowsky provided the results to Mr. Phillips. He announced the four new board members are: Sarah Baptiste – ArrKann Trailer & RV Centre, Cara Braeutigam – Mountain View Camping, Terry Gairdner – All Star RV and Chase Skakun – iA/SAL Group and requested they all stand and be welcomed.

President Hopkins thanked Mr. Phillips and asked for a motion to destroy the ballots.

**MOTION: THAT ALL BALLOTS FOR THE BOARD NOMINATIONS BE DESTROYED.**  
**Goerzen/Phillips**

**CARRIED**

President Hopkins thanked Mr. Phillips for his service on the Board and the Executive for the past four years and his input has been greatly appreciated.

President Hopkins made a few brief concluding remarks and then requested new President Ella Johnson to come forward and accept the gavel. President, Johnson asked Mr. Hopkins to remain present and thanked him for his dedication and commitment to the Association for the past 3 years and that he will still be valuable on the board for his remaining term as Past President. President Johnson presented Mr. Hopkins with the "Outgoing President's" plaque.

Past President Hopkins enjoyed his time on the board on plans to continue supporting the Board's initiatives as Past President. He then passed the floor over to the new 2018-2019 President Ella Johnson to say a few words. President Johnson reminded all members and guests that Ron Rosenberg will be enlighten us with his presentation on "The Inner Secrets to Double Your Memory" and thanked all members for supporting the Association with their attendance and on behalf of the Board of Director's thanked the following sponsors of the AGM and the golf tournament.

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|--|--------------------------------------|
| ▪ ATB Financial                                  | Delegate breakfast                   |
| ▪ Dalton Timmis Insurance                        | Entertainment at Delegate Reception  |
| ▪ Federated Insurance                            | Golf Shuttle                         |
| ▪ First Canadian Group of Companies              | Registration Party                   |
| ▪ iA/SAL   | Guest Speaker – Ron Rosenberg        |
| ▪ RBC Dealer Finance                             | Martini Bar                          |
| ▪ SAIT Polytechnic                               | Delegate Gift                        |
| ▪ Scotiabank                                     | Commemorative Photo                  |
| ▪ TD Auto Finance                                | Golf Tournament Lunch & Refreshments |
| ▪ Wells Fargo Commercial<br>Distribution Finance | Delegate Reception Happy Hour        |

Thank you to our general sponsors:

- B & W Towing
- Northpoint Commercial Finance
- NTP-Stag Canada

## 8.0 ADJOURNMENT

President Johnson requested a motion to adjourn the meeting at 10.52 am.

**MOTION: THAT THE AGM MEETING BE ADJOURNED.**  
**Trytten/Goerzen**

**CARRIED**