

MORTGAGE BROKERS ASSOCIATION OF ATLANTIC CANADA ANNUAL GENERAL MEETING 2022 MINUTES

Meeting Date: April 27, 2022 at 9:30 am

Location: Via Zoom Teleconference

Meeting Chair: Donald MacMillan, President

Present

Board Of Directors

Donald MacMillan (Chair), President, New Brunswick (Broker)

Jim DeCoste, Vice-President, Nova Scotia (Broker)

Margaret (Meg) O'Leary, Secretary/Treasurer Nova Scotia (Broker)

Mark DeWolfe, Director, Nova Scotia (Broker)

Jeannie McCulloch, Director, Nova Scotia (Broker)

Members

Gurdeep Brar (Broker)

Justin DeCoste (Broker)

Ryan DeCoste (Broker)

Chris Johnson (Industry Partner)

Janet McKeough (Broker)

Robert Nurnber (Industry Partner)

James Shinnars (Broker)

Daniel Vyner (Broker)

Proxy Votes

No proxies submitted

In Attendance

David Campbell, CPA, AC Belliveau Veinotte Inc.

Beverly Clark, CMBA Atlantic, Executive Assistant to the Board (Recorder)

1. Call to Order

Meeting called at 9:42 am by Donald MacMillan.

2. Approval of Agenda

Motion: To approve the Agenda

Moved by Meg O'Leary; Seconded by Jim DeCoste

Motion Carried

3. Approval of Minutes of June 30, 2021 AGM

Motion: To approve the minutes of the June 30, 2021 AGM as circulated

Moved by Janet McKeough; seconded by Jeannie McCulloch.

Motion Carried

4. President's Message

Donald MacMillan delivered the President's message on the state of CMBA Atlantic.

(Appendix A) "President's State of the Association Address: 04/27/2022, MacMillan, D.

Motion: To approve the President's message as delivered

Moved by Jim DeCoste; Seconded by Janet McKeough

Motion Carried

5. Financial Reports

I. Approval of Financial Statements for Fiscal Year Ending December 31st, 2021

Financial Statements for Year-End Report:

- Statement of Financial Position December 31, 2021
- Statement of Operations Year Ended December 31, 2021
- Statement of Changes to Net Assets Year Ended December 31, 2021

David Campbell, attending accountant from AC Belliveau Veinotte Inc., presented the financial statements noting that the impact of the Covid-19 Pandemic is evident once again this year in the Association's revenue line and that this was a commonality for most organizations.

The Association is showing an increase in revenue of approximately \$4,000 this year due mostly to the Industry Partner Promotion and a slight increase in phone expenses of approximately \$200. A deficiency of \$12,032 was reported in 2020 which had decreased at YE 2021 to \$9,198.

Net Assets were down at year end 2021 to \$42,971 from \$51,417 at YE 2020. The Statement of Changes in Net Assets showed a decline from \$47,887 in 2020 to \$38,689 at YE 2021.

A decrease in HST paid resulted in lower deductions for the year. Accounts payable and accrued liabilities of \$3,338 included a December month-end payment of \$1,256 owing to the contracted Administrator carried over to January.

Membership inquired regarding the \$338 Interest and Bank Charges reported on the Statement of Operations noting that some banks do not charge fees. The Treasurer explained that the

fees were primarily related to the percentage charged by the Credit Card processing provider used by the Association and a small portion of the bank fees were from Interac® transactions for bill payments.

Motion: To approve the financial statements as presented.
Moved by Janet McKeough; seconded by Jeannie McCulloch
Motion Carried

The approved financial statements will be signed by the Treasurer and handed over to AC Belliveau Veinotte Inc. for e-filing with CRA.

II. Appointment of Auditors/Accounting Firm for Fiscal Year 2022

Motion: To Appoint the Accounting firm of AC Belliveau Veinotte Inc. for 2022
Moved by Meg O’Leary; seconded by Jim DeCoste.
Motion Carried

6. Approval of Slate of Directors

The slate of Directors was read aloud by the Chair as follows:

1. Jim DeCoste
2. Mark DeWolfe
3. Donald MacMillan
4. Jeannie McCulloch
5. Robert Nurnber
6. Margaret (Meg) O’Leary

Motion: To approve the slate of directors as presented
Moved by Janet McKeough; seconded by Jeannie McCulloch
Motion Carried

The slate of candidates for Directors did not exceed the number of available positions so all eligible candidates were deemed elected by acclamation.

7. Member’s Forum – Open Discussion

Membership was interested in communications between the CMBA Atlantic Board and the Nova Scotia Mortgage Regulators. In particular there were questions around a follow up meeting the Board had with the Province on March 7th, 2022 to discuss feedback gathered from Membership and non-member Brokers during an open conversation hosted by CMBA Atlantic on February 17th, 2022. The Chair referred to an email he received on March 31st, 2022 from Greg Muzika, Senior Policy Analyst, Legislation and Policy. **(Appendix B)**

The prospect of perhaps hosting “in person” events in the coming months was suggested.

8. Date for Annual General Meeting 2023 (FYE December 31st, 2022)

The tentative date for the 2023 Annual General Meeting was proposed for Wednesday, April 19th, 2023 at 9:30 am

9. Meeting Adjournment

Having concluded all items of business on the Agenda the Chair adjourned the meeting at 10:23 am.

Draft for Approval

Appendix A

“President’s State of the Association Address” 04/27/2022, MacMillan, Donald

Once again it has been a busy and challenging year for the Mortgage Sector and for CMBA Atlantic. Like the rest of the world we too have had to rethink how we do things and adapt as the environment changes.

In August the Association pivoted away from a Trade Show and launched an **Industry Partner Promotion** designed to connect Lenders and Industry Partners to Mortgage Brokers in Atlantic Canada. The initiative proved to be highly successful and helped raise the profile of both the Association and our Partners. The package offered a menu of options at various price points allowing partners to select how they would like to showcase their products, services and corporate brand. We also included our highly popular **Wednesday Webinars** of which we have hosted over 30 sessions since first launching.

CMBA has been well represented in the **National MB Magazine** over the past 12 months. **Jim DeCoste** was featured in an in depth interview in the Winter 2022 edition in an article on the new licensing regulations for mortgage brokers that came into effect in Nova Scotia on November 1st, 2021 and I [Donald MacMillan] was interviewed to provide an Atlantic regional perspective on changes and challenges to the Mortgage sector in an article featuring CMBA Presidents across Canada in the Fall 2021 issue.

In October 2021 the Association moved away from a **rolling renewal date** and adopted November 1st as a **fixed annual renewal date** for all memberships. A \$50 New-Broker membership fee was introduced for anyone wanting to join the Association who has been practicing in the sector for two years or less. Annual membership fees have changed from \$199 to an even \$200 plus HST for simplicity’s sake.

As a member benefit we continue our partnership with ProLink who offers coverage to all provinces in Atlantic Canada where the Brokerage/Broker/Administrator holds a registered license.

On March 1st, 2022 CMBA held its first **“Round Table Discussions on Mortgage Basics for New Brokers”** who are new to the industry or are just joining Brokerages. Moving forward the sessions will be hosted by senior Brokers throughout the region on a monthly bases or as needed. We also encourage everyone to join the **“CMBA Atlantic Members’ Only Facebook Group”** where Brokers can go to discuss questions they may have or share experiences with other Brokers and seek advice on a particular issue in a supportive and private environment. You will also find the CMBA Atlantic “Events Calendar” on the site which highlights upcoming events and dates so you can plan ahead.

Throughout the days, weeks and months leading up to the roll out of the **“Mortgage Regulators Act”** and Licensing in Nova Scotia CMBA provided local representation and a collective voice for its members. Since the MRA roll out the Association continues gathering Broker feedback by hosting open conversations and maintaining a dialogue with the Regulators.

In particular we asked the Regulators to revisit Forms 1 and 2 to reduce redundancy in the information requested, ambiguity in the instructions and for overall clarity and standardization to cut down on confusion and material risks to Brokers and Brokerages through conflicting interpretations.

We asked them to remove Form 3 from the Broker's file and confirm that it was solely the Lender's purview.

The feedback our members provide and our collective voices are critical to informing how these regulations will evolve over time and perhaps the Act itself.

In 2022 the Association is focusing on fortifying its Board to better serve membership, open up opportunities for expansion in events, educational initiatives and membership recruitment.

We are continually looking for new ways to make the industry better for everyone and bring value to our membership. CMBA Atlantic strives to support the professionalism, ethical standards and representation of its its members, through advocacy, education, and public awareness so we can better serve mortgage consumers throughout the region.

In closing CMBA Atlantic continues to be the *Voice of Mortgage Brokers in Atlantic Canada* and our strength is in our members so please encourage your colleagues and friends who are not members to join.

Thank you all for your continued support!

Appendix B

Email received March 31st, 2022 from Greg Muzika, Senior Policy Analyst, Legislation and Policy

"Also, as mentioned in our conversation, we indicated that we would send to you a written response to some of CMBA's concerns. Please see below:

1. *What is considered an official "refusal" for Form 2?*

In our conversation, Don mentioned that an "official response of refusal after application" would qualify, not simple results of off-the-cuff conversations with lenders. SNS-IS agrees.

2. *"Material risks" in Form 2 – There are different opinions of what material risks are and some brokerages are worried from a legal perspective which material risks are appropriate to include to cover them in case something happens.*

SNS-IS advises that if brokerages/licensees have any legal concerns, they should contact their own legal advisors.

3. *Main contact with Regulator*

SNS-IS would like to gently remind brokerages that the Principal Broker is the person on behalf of each brokerage that should be reaching out to the regulator for all matters."