

## OMVIC ANNUAL MEETING

Thursday, June 12, 2025

2:30 to 3:30 pm

Novotel Toronto North York, 3 Park Home Avenue, Toronto, M2N 6L3 – Gibson Ballroom

## OMVIC SPEAKERS

**Patricia Perkins**  
Chair

**Sohail Ahmed**  
Chair, Audit, Finance and Risk  
Committee

**Maureen Harquail**  
CEO and Registrar

## AGENDA

Time	Item
2:30 pm	1. Welcome and Call to Order
	2. Remarks by the Honourable Stephen Crawford, Minister of Public and Business Service Delivery and Procurement
	3. <a href="#">Approval of 2024 Annual Meeting Minutes</a>  <b>Motion:</b> Be it resolved that the minutes of the 2024 Annual Meeting be approved as presented.
	4. Remarks by Patricia Perkins, Chair of the OMVIC Board of Directors
	5. Remarks by Maureen Harquail, Chief Executive Officer and Registrar  Remarks will highlight key accomplishments featured in the <a href="#">2024 Annual Report</a>
	6. Election of Directors <ul style="list-style-type: none"> <li>▪ <a href="#">Industry Director Candidates</a> <ul style="list-style-type: none"> <li>○ Todd Campbell, Salesperson, Auto-Motion Used Vehicles</li> <li>○ Mark Cathers, Salesperson, Trans Canada Motors</li> <li>○ Danny Colosimo, Sales Manager, John Bear Buick GMC</li> <li>○ Jolene Dosen, Salesperson, Wayne Toyota</li> <li>○ Wendy Gillings</li> <li>○ Charles Jabra, Dealer Principal, First Auto Group</li> <li>○ Rod Kantola, General Manager, Kenora Hyundai</li> <li>○ Ahmed Kasem, Salesperson, Richmond Hill Toyota (PAG Direct)</li> <li>○ Daniel Miltenburg, Salesperson, Burlington Nissan</li> <li>○ J. David Nourse, Dealer Principal, Kennedy Ford Sales</li> <li>○ Dimitri Pressmann, General Manager, Morrison Acceptance</li> <li>○ Jelena Sos, Dealer Principal, Steel Town Auto Sales Inc.</li> <li>○ Jeffrey Swartman, Senior Sales Associate, Hunter Ford</li> <li>○ Edgar Tam, Sales Manager, Scarboro Mazda</li> <li>○ Grant Wilkinson, Salesperson, Kenworth Toronto</li> </ul> </li> </ul>

	<ul style="list-style-type: none"> <li>▪ <a href="#">Public Director Candidate</a> <ul style="list-style-type: none"> <li>○ Glen Padassery</li> </ul> </li> </ul>
	7. <a href="#">Presentation of 2024 Audited Financial Statements</a>
	<p>8. <b>Appointment of Auditors: Hogg, Shain &amp; Sheck</b></p> <p><b>Background:</b> OMVIC's By-Law No. 1 requires that members appoint an independent auditor and authorize the Board of Directors to fix the auditor's remuneration at each Annual Meeting. The Board of Directors recommends the appointment of Hogg, Shain &amp; Sheck.</p> <p><b>Motion:</b> Be it resolved that Hogg, Shain &amp; Sheck be appointed OMVIC's auditors and that the Board of Directors be authorized to set the auditor's remuneration.</p>
	9. <b>Election Results</b>
3:30 pm	10. <b>Adjournment</b>
3:30 to 3:45 pm	<b>Question &amp; Answer Session</b>

# Approval of 2024 Annual Meeting Minutes

## MINUTES OF THE ANNUAL MEETING OF THE MEMBERS OF THE ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL (OMVIC)

Wednesday, June 19, 2024

The Annual Meeting of the members of OMVIC was held on Wednesday, June 19, 2024, at 2:30 pm at the Novotel Toronto North York, 3 Park Home Avenue, Toronto (Gibson Ballroom) and via Zoom Video/Audio Conference, pursuant to the Notice of Annual Meeting dated May 17, 2024.

Of OMVIC's nine directors, the following seven were present at the meeting:

Virginia West, Chair	Daniel Hanna
Patricia Perkins, Vice-Chair	Jason Mayhew
Sohail Ahmed	Glen Padassery
Linda Franklin	

### 1. Welcome and Call to Order

Virginia West, chair of the OMVIC Board of Directors (the "Board"), who presided over the meeting, welcomed attendees, including Board directors, trustees, advisory council members, employees, stakeholders, and consumers. The Chair began with a land acknowledgement, recognizing the meeting's location on traditional territory.

The Chair introduced the following attendees: the Honourable Todd J. McCarthy, Minister of Public and Business Service Delivery and Procurement; Maureen Harquail, OMVIC's Chief Executive Officer (CEO) and Registrar; John Wilkinson, Partner at WeirFoulds; Sohail Ahmed, Chair of the Audit, Finance and Risk Committee; and Amanda Dench, Board Secretary and Recording Secretary. Technical support from Data on the Spot (DOTS) was also acknowledged for managing the voting process for the meeting.

The Chair called the meeting to order, confirmed a quorum was present, and noted that the Notice of Annual Meeting was properly distributed on May 17, 2024. She directed the Recording Secretary to include the notice in the meeting minutes. The Chair outlined the voting process, specifying that only dealer members registered under the Motor Vehicle Dealers Act, 2002, were eligible to vote, with results compiled from in-person and virtual attendees.

### 2. Remarks by the Honourable Todd J. McCarthy, Minister of Public and Business Service Delivery and Procurement

The Chair introduced Minister McCarthy, who addressed the meeting on behalf of the provincial government. Minister McCarthy expressed appreciation for the opportunity to speak and recognized OMVIC's leadership, congratulating outgoing Chair Virginia West for her contributions and welcoming incoming Chair Patricia Perkins. He commended Patricia Perkins for her public service experience and expressed confidence in her ability to lead OMVIC in its mandate to ensure a fair and safe marketplace for motor vehicle sales in Ontario.

Minister McCarthy highlighted OMVIC's achievements, including the new governance structure and progress on the Auditor General's 2021 recommendations. He noted efforts to improve consumer protection while minimizing regulatory burdens, such as increased fines for unregistered dealers and consultations on proposed changes to the *Motor Vehicle Dealers Act, 2002*. The Minister concluded by reaffirming the government's commitment to supporting OMVIC in its mission.

### **3. Approval of 2023 Annual Meeting Minutes**

There were no issues raised or questions posed regarding the minutes of the annual meeting held on June 28, 2023.

**UPON MOTION** duly made, seconded and carried, it was

**RESOLVED** that the minutes of the June 28, 2023, annual meeting be approved as circulated.

### **4. Remarks by Virginia West, Chair of the OMVIC Board of Directors**

The Chair thanked Minister McCarthy for attending and highlighted the importance of OMVIC's relationship with the Ministry. She introduced the current Board members, acknowledging their dedication and commitment to the organization. The Chair gave special recognition to departing directors Daniel Hanna and Bruce Matthews and thanked them for their contributions. The Chair acknowledged key stakeholders, including the Ministry, OMVIC's Consumer and Industry Advisory Councils, OMVIC employees, and the Motor Vehicle Dealers Compensation Fund Board of Trustees. Special recognition was given to Matt Rispin for his service on the Compensation Fund Board.

The Chair reflected on the achievements of 2023, including the election of a new skills-based Board and the introduction of the Consumer and Industry Advisory Councils. She also referenced OMVIC's progress in implementing 75% of the Auditor General's 2021 recommendations by October 2023, which was highlighted in the Auditor General's 2023 follow-up report. The Chair then introduced OMVIC's 2024-2026 strategic plan, which included three strategic goals: consumer protection, registrant professionalism, and organizational excellence. She expressed confidence in the future direction and extended thanks to OMVIC staff and leadership. After three years as chair, she congratulated Patricia Perkins on her appointment as chair, highlighting her extensive governance experience and dedication to OMVIC's future.

### **5. Remarks by Maureen Harquail, Chief Executive Officer and Registrar**

Maureen Harquail thanked Minister McCarthy for his insights on consumer protection. She noted that 2023 was a year of notable growth for OMVIC, with an enhanced commitment to consumer protection and implementing approximately 90% of the Auditor General's 2021 recommendations by year-end. This achievement was credited to the Board's oversight and the OMVIC team's dedication.

Maureen Harquail then outlined several key accomplishments from 2023, such as the appointment of OMVIC's first Chief Consumer Protection Officer, the successful launch of the CARS system, and a partnership with Toronto Crime Stoppers to address illegal vehicle sales. She also noted increased activity by the enforcement department, the launch of a redesigned website, and significant Motor Vehicle Dealers Compensation Fund payouts, all enhancing OMVIC's regulatory effectiveness. She concluded by thanking Chair Virginia West for her leadership over the past three years and acknowledging her significant contributions to the organization.

## 6. Approval of Articles of Amendment

John Wilkinson reported that as a final step to comply with Ontario's Not-for-Profit Corporations Act (ONCA), OMVIC must file Articles of Amendment to update the special provisions in its articles (formerly known as "letters patent"). He advised that this would complete OMVIC's transition to ONCA. John Wilkinson then provided an overview of the Articles of Amendment.

Members were provided an opportunity to ask questions regarding the Articles of Amendment. No questions were received.

**UPON MOTION** duly made, seconded and carried, it was

**RESOLVED** that the Articles of Amendment be approved as circulated.

## 7. Election of Directors

### Industry Director

The Chair announced that the term of office for one industry director expired at the meeting. She advised that the Board's Governance and Nominating Committee conducted a public call for applications process for the industry position, and the following slate of candidates was presented:

- Michael BALL, Snow City Cycle Marine
- Luciano BUTERA, Northern Roads Auto Group
- François CAZA, Kolman's Wheelsport
- Freddie CHENG, Pfaff Leasing
- Daniel HANNA, Kings Auto Ltd.
- Puneet KHATTAR, Shadow Auto
- Wayne KWAN, Retired Finance Manager
- Rob LEGGAT, Team Honda Powerhouse of Milton
- Giuseppe Malfara, Frank Malfara Service Station
- Kristopher MCFARLANE, Myers Kanata Nissan
- John NICHOLSON, Kia Sudbury Motors
- Martin PROULX, Lecours Motor Sales
- Siddharth RADHAKRISHNAN, Altair Engineering

The Chair announced that a vote was necessary due to the number of qualified candidates exceeding the available positions. The candidate receiving the most votes would be elected for a three-year term. She asked members to cast their votes and then proceeded with the remaining business of the meeting as DOTS tabulated the results.

### Public Director

The Chair advised that the Board's Governance and Nominating Committee also conducted a public call for applications process for experienced leaders beyond the motor vehicle industry for the one public position. She announced the nomination of Ken Kawall, MBA, CPA, CMA, to serve as public director for a three-year term. Since there was one nominee for the single position, the Chair cast a ballot electing Ken Kawall to the Board for a three-year term.

**8. Presentation of 2023 Audited Financial Statements**

Sohail Ahmed presented OMVIC's financial statements for the year ended December 31, 2023, and the auditor's report. He noted an increase in the net operating deficit to \$4.9 million from \$4.7 million in 2022 due to reduced registration and transaction fee revenues and higher salaries and benefits from increased human resource investments initiated in 2022.

Sohail Ahmed noted that OMVIC maintained a strong cash position, though total reserves continued to decrease partly in response to the Auditor General's recommendations. The auditor's report from Hogg, Shain & Scheck confirmed that the financial statements accurately represented OMVIC's financial position and that its operations aligned with Canadian accounting standards for not-for-profit organizations.

**9. Appointment of Auditors: Hogg, Shain & Scheck**

The Chair explained that OMVIC's By-Law No. 1 required that members appoint an independent auditor and authorize the Board to fix the auditor's remuneration at each annual meeting. The Chair advised that the Board recommended Hogg, Shain & Scheck Professional Corporation as OMVIC's auditors for the year ending December 31, 2024.

Members were provided an opportunity to ask questions regarding the appointment of the auditors. No questions were received.

**UPON MOTION** duly made, seconded and carried, it was

**RESOLVED** that Hogg, Shain & Scheck Professional Corporation be appointed OMVIC's auditors and that the OMVIC Board of Directors be authorized to set the auditor's remuneration.

**10. Election Results**

The Chair announced that Rob Leggat was elected as an industry director for a three-year term based on the results tabulated by DOTS.

**11. Adjournment**

There being no further business, the meeting was adjourned at 3:30 pm.

# Industry Director Candidates



## ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL: 2025 ANNUAL MEETING

### Election of Directors – Industry Candidate Profiles

(Alphabetical by last name)

**Industry Directors.** The OMVIC Board of Directors approved a slate of fifteen candidates for the industry director position on the board. Dealer Members will elect one of the following industry candidates for the Board of Directors.

The candidates are:

#### **TODD CAMPBELL, Salesperson, Auto-Motion Used Vehicles**

Todd Campbell brings over 50 years of hands-on experience in the retail automotive industry, with a deep understanding gained from owning, operating, and working in every department of a dealership. From dealer principal to service and parts manager to sales leadership, Todd's comprehensive perspective equips him with unique insights into the challenges and opportunities across the entire automotive retail ecosystem.

Currently serving as a Buyer at Automotion Used Cars, Todd excels in procurement, vendor relations, and inventory strategy. His previous roles, including Buyer Specialist at Weins Auto Group, have further strengthened his skills in supplier oversight, pricing strategy, and customer-focused purchasing. Known for building long-term business relationships and championing quality assurance, Todd is a strategic thinker with a strong operational background.

In addition to his technical and managerial expertise, Todd is deeply committed to the principles of consumer protection and ethical governance. His leadership has also extended to community service as a board member for Windrush Therapeutic Riding Stables.

Todd is particularly concerned about the current trajectory of the automotive industry. His candid, solutions-oriented perspective drives his desire to contribute to the OMVIC Board of Directors.

#### **MARK CATHERS, Salesperson, Trans Canada Nissan**

Mark Cathers brings over 16 years of experience in the automotive industry, backed by a strong record of achievement and professionalism. As a Sales and Leasing Consultant at Trans Canada Nissan since 2009, he has built a reputation for integrity, customer satisfaction, and industry leadership.

Over the course of his career, Mark has sold more than 2,000 vehicles and has received multiple awards from Nissan Canada in recognition of his distinguished sales performance and commitment to service excellence. His comprehensive understanding of dealership operations, compliance requirements, and customer relations provides valuable insight into the practical realities of the automotive sector.

In addition to his automotive background, Mark spent four years in real estate, further refining his skills in regulatory compliance, contract negotiation, and ethical business conduct. This dual-industry experience has strengthened his belief in the importance of consumer protection and the need for high professional standards across all sectors.

Mark is deeply committed to upholding the integrity of the automotive industry and supporting a fair, transparent marketplace. He aims to serve on the OMVIC Board of Directors as a voice for both industry professionals and consumers, contributing to policies that foster transparency, professionalism, and public trust. With his extensive experience and dedication to ethical practices, Mark is well-positioned to help guide Ontario's automotive industry forward.

**DANNY COLOSIMO, Sales Manager, John Bear Buick GMC**

Danny Colosimo is a seasoned automotive professional with over 30 years of experience in the retail car industry. Currently serving as the New and Pre-Owned Sales Manager at John Bear Buick GMC, Danny's career began at just 13 years old, working in used car clean-up. He has since grown into a respected industry leader, having managed high-volume sales operations and built lasting client relationships across Ontario and beyond.

Guided by core values of honesty, customer care, and ethical conduct, Danny has maintained a long-standing commitment to delivering exceptional service. His leadership philosophy centers around building lifelong customer trust through consistent and transparent business practices. Danny credits mentors—including his father, a successful career car salesperson—for instilling these principles early in life.

With extensive experience overseeing dealership operations, inventory management, staff development, and export/import transactions, Danny has a comprehensive view of the industry. He has also been recognized for his achievements with multiple General Motors awards and has a strong track record of mentoring and training sales teams.

Danny is a passionate advocate for OMVIC's mission, recognizing its role in raising professional standards, protecting consumers, and promoting fairness within the automotive marketplace. He believes OMVIC has set a benchmark for ethical business practices, unmatched by other provinces or U.S. states, and is eager to contribute to its continued success. As a potential board member, Danny brings deep operational expertise, a consumer-first mindset, and a dedication to maintaining a level playing field for dealers and customers alike.

**JOLENE DOSEN, Salesperson, Wayne Toyota**

Jolene Dosen is an accomplished automotive finance professional with over a decade of experience in the retail automotive industry and a strong background in financial services and compliance. Currently serving as the Financial Services Manager at Wayne Toyota in Thunder Bay, she is known for delivering top-tier customer service, maintaining regulatory standards, and driving sales success.

Jolene's career includes consistent recognition as a top performer since 2018, reflecting her effectiveness in structuring deals, negotiating with lenders, and educating clients on the value of financial products and protections. Her expertise spans both dealership operations and finance office management, with a proven ability to balance profitability with ethical responsibility.

Before joining the automotive sector, Jolene held key administrative and financial roles in the energy and social services sectors, further strengthening her analytical, compliance, and communication skills. Her multidisciplinary background is supported by professional certifications in payroll and office administration, as well as advanced training in sales, lending, and software systems.

Jolene is motivated to join the OMVIC Board of Directors to contribute to higher standards of dealership compliance and improve consumer awareness across Ontario. She believes in a fair, transparent marketplace where all customers can make informed choices, and where compliance is consistently upheld across the industry. With her well-rounded experience and commitment to transparency, she aims to be a collaborative and informed voice in shaping the future of Ontario's automotive sector.

### **WENDY GILLINGS**

Wendy Gillings is a dedicated automotive professional with over two decades of experience in sales and leasing. Since entering the automotive industry in 2003, Wendy has built a successful career by navigating its challenges with professionalism, resilience, and a commitment to evolving alongside the needs of both customers and the marketplace.

Wendy brings a well-rounded perspective that includes first-hand experience with the strengths—and pitfalls—of dealership operations. Her customer-first approach and advocacy for ethical, high-standard business practices make her a respected figure among peers and clients alike.

Wendy believes that the automotive industry must be held to a consistent standard of excellence. She is a strong proponent of accountability, not only to ensure fair treatment of consumers but also to foster professional growth within the industry. She advocates for recognizing businesses that uphold best practices while also supporting corrective action and improvement for those that fall short.

Her motivation for seeking a position on the OMVIC Board of Directors stems from a desire to contribute meaningfully to both the public and the automotive community. With her real-world experience, collaborative mindset, and focus on integrity, Wendy aims to support OMVIC's mission of maintaining a fair, transparent, and consumer-focused automotive marketplace across Ontario.

### **CHARLES JABRA, Dealer Principal, First Auto Group**

Charles Jabra is an accomplished automotive executive with over 25 years of industry experience and a robust background in IT, compliance, and strategic operations. As Dealer Principal of First Auto Group Inc., he brings a unique blend of hands-on dealership leadership and deep technical expertise, making him a highly effective and forward-thinking professional in Ontario's retail automotive landscape.

Charles began his career in enterprise IT, holding senior roles at institutions such as Scotiabank, Manulife, and Bank of Montreal, where he led large-scale infrastructure, compliance, and messaging initiatives. His transition into automotive leadership was guided by a passion for operational excellence, customer service, and transparent business practices.

In his current role, Charles manages dealership operations with a focus on efficiency, inventory performance, and customer satisfaction. His strategic insights have supported multi-million dollar operations and cultivated strong stakeholder relationships. His proficiency spans financial oversight, regulatory compliance, risk management, and marketing—skills he applies daily to elevate dealership performance and customer trust.

Charles is a strong advocate for OMVIC’s mission and is motivated to contribute to its governance through a role on the Board of Directors. He views OMVIC as essential to maintaining ethical standards and consumer protection in Ontario’s automotive marketplace. With a future goal of contributing further as an OMVIC inspector, he brings a compliance-first mindset and a desire to strengthen industry accountability.

**ROD KANTOLA, General Manager, Kenora Hyundai**

Rod Kantola is a lifelong automotive professional with a deep-rooted understanding of the retail vehicle industry, built from decades of leadership across dealership operations. Currently serving as General Manager at Kenora Hyundai, Rod has spent his entire career immersed in automotive sales, management, and customer service, including over 35 years as General Sales Manager at Kantola GM.

With comprehensive experience in dealership operations—from front-line sales to executive leadership—Rod brings practical insight into the challenges and responsibilities faced by dealers and sales professionals in today’s marketplace. His hands-on experience is backed by strong proficiency in business operations, financial oversight, marketing, and customer service delivery.

Beyond the automotive sector, Rod is an active community member who currently serves on the board of his local hospital. This governance experience complements his industry background and reflects a broader commitment to public service, collaboration, and ethical leadership.

Rod is motivated to join the OMVIC Board of Directors to contribute his expertise toward strengthening Ontario’s automotive retail standards and ensuring consumer protection. He believes in promoting a fair, accountable, and high-integrity marketplace—one that supports ethical dealers and provides consumers with clear, consistent information and service.

**AHMED KASEM, Salesperson, Richmond Hill Toyota (PAG Direct)**

Ahmed Kasem is a senior automotive executive with nearly two decades of leadership experience in the retail automotive industry. He currently serves as Vice President of Fixed Operations at PAG Direct, overseeing operations across multiple dealership locations.

Ahmed has led large-scale operational and digital transformations, including the successful rollout of TEKION, a modern cloud-based Dealer Management System. He also launched an e-commerce parts retail platform that was adopted by Hyundai Canada across its national dealer network in 2024. Under his leadership, one of his dealerships earned first runner-up globally in Hyundai Motor’s 2024 Customer Experience Competition (Service)—an award given for the first time to a Canadian dealership in Hyundai Canada’s history.

A strong advocate for fairness and sustainable impact, Ahmed has championed inclusive leadership, standardized policies, and employee well-being. His efforts helped PAG Direct achieve back-to-back Great Place to Work certifications, finalist recognition in Deloitte’s Best Managed Companies program, and the highest employee satisfaction scores in the group’s history.

Ahmed is a mechanical engineer with an Executive MBA from Ivey Business School at Western University. He brings to OMVIC a grounded, forward-thinking perspective shaped by hands-on dealership experience, with a deep commitment to consumer trust, ethical governance, and smart regulation.

**DANIEL MILTENBURG, Salesperson, Burlington Nissan**

Daniel Miltenburg is a seasoned automotive sales professional with over eight years of experience, specializing in compliance, regulatory practices, and consumer protection. His career has been defined by a commitment to upholding transparency, fairness, and accountability in every customer interaction and business process.

Throughout his time in the industry, Daniel has collaborated closely with legal teams and dealership leadership to develop and implement effective compliance programs. His work has included managing customer concerns, establishing best practices for ethical operations, and promoting a culture of trust within the retail automotive environment. His strong advocacy for consumer rights is matched by a practical understanding of dealership operations and sales strategy.

Daniel is particularly passionate about enhancing industry standards and ensuring that both consumers and businesses are treated fairly. He believes in the power of education to prevent conflict and foster mutual understanding between industry professionals and the public.

Driven by the opportunity to make a meaningful impact, Daniel is seeking to serve on the OMVIC Board of Directors. He brings with him a deep knowledge of automotive sales, a strong ethical foundation, and a dedication to consumer advocacy. His goal is to help shape policy that strengthens trust, enforces high ethical standards, and supports the long-term health of Ontario's automotive marketplace.

**J. DAVID NOURSE, Dealer Principal, Kennedy Ford Sales**

J. David Nourse is a respected automotive executive with over three decades of experience in the retail automotive industry. As Dealer Principal of Kennedy Ford Sales Limited and General Manager of Kennedy National Leasing, he has built a reputation for ethical leadership, strategic growth, and community engagement.

David's career began in sales and fleet management, ultimately leading him to executive leadership roles where he has overseen operations, finance, marketing, and team development. Under his guidance, Kennedy Ford has consistently earned Ford of Canada's President's Award, reflecting high performance and customer satisfaction.

He is also an active contributor to the broader automotive community, having served over 16 years as a Director on the Ontario and Toronto Area Ford Dealers Associations and as a Representative on the Ford Dealer Round Table Association. His leadership in these roles has involved budgeting, advertising strategy, and policy consultation—fostering collaboration between dealers and manufacturers.

David is passionate about elevating industry standards and correcting public misperceptions driven by the actions of a few. He believes that the vast majority of dealers operate with integrity and contribute positively to their communities and the economy. His volunteer work includes spearheading the long-running Toy Mountain Campaign with Toronto-area Ford dealers, raising over one million dollars and collecting more than 125,000 toys for families in need.

Now seeking to serve on the OMVIC Board of Directors, David brings a wealth of experience, a deep commitment to ethical business practices, and a desire to support both consumer protection and dealership success in Ontario's evolving automotive marketplace.

**DIMITRI PRESSMANN, General Manager, Morrison Acceptance**

Dimitri Pressmann is an accomplished automotive industry professional with extensive experience in dealership operations, regulatory compliance, and consumer protection. As General Manager at Morrison Acceptance, Dimitri works closely with dealer principals to facilitate complex transactions, providing him with a comprehensive view of the sector's challenges and growth opportunities.

His background in automotive finance and dealership growth strategy has given him a well-rounded perspective on evolving market dynamics, operational best practices, and the importance of ethical business conduct. Dimitri has developed a strong understanding of the financial, legal, and customer-facing aspects of dealership management, which uniquely positions him to support both consumer trust and dealer success.

Driven by a commitment to fairness and transparency, Dimitri is motivated to serve on the OMVIC Board of Directors. He advocates for high ethical standards and effective regulatory oversight to foster a sustainable and trustworthy automotive marketplace. His hands-on experience and ability to navigate complex negotiations make him a valuable contributor to policy discussions and collaborative decision-making.

Dimitri is eager to apply his industry insight to support OMVIC's mission of protecting consumers and promoting a level playing field for Ontario's dealers.

**JELENA SOS, Dealer Principal, Steel Town Auto Sales Inc.**

Jelena Sos is a dedicated automotive and financial services professional with over a decade of experience in the industry. Since 2011, she has served as a dealer principal, gaining firsthand knowledge of dealership operations, regulatory compliance, and consumer protection. In parallel, she holds a leadership role as Branch Manager at Momentum Financial (Money Mart), where she oversees daily operations, client service, and audit readiness.

Jelena's dual expertise in both automotive sales and financial management gives her a unique and well-rounded perspective on the challenges facing consumers and businesses alike. Her track record includes consistently passing industry audits and maintaining a high standard of ethical and compliant operations across all facets of dealership management.

Her motivation to join the OMVIC Board of Directors is rooted in a commitment to fairness, transparency, and accountability in Ontario's automotive sector. Jelena is passionate about contributing to the regulation and integrity of the industry and brings practical experience, strong leadership skills, and a collaborative approach to problem-solving.

With her background in both dealership oversight and consumer finance, Jelena offers valuable insight into how industry standards can be effectively upheld while supporting both consumer confidence and business success.



**JEFFREY SWARTMAN, Senior Sales Associate, Hunter Ford**

Jeffrey Swartman is a highly experienced sales professional with over three decades of expertise in the automotive and power sports industries. His career is defined by a proven track record in customer service, sales excellence, and business development, complemented by a strong foundation in municipal governance and entrepreneurial leadership.

In his current role as Senior Sales Associate at Hunter Ford, Jeffrey has consistently achieved top-tier performance, earning multiple Ford sales accolades including two Summit Awards and numerous Gold Certification Sales Awards. He also holds certifications as an Internet, Commercial, and Product Specialist—demonstrating both his technical acumen and commitment to continuous professional development.

Jeffrey's career extends beyond automotive sales. He has successfully owned and operated his own business, managed commercial real estate, and worked in merchant services sales, showcasing a broad skill set in operations, client relations, and revenue growth. His entrepreneurial approach has fostered high-performing teams and sustainable business outcomes throughout his career.

In parallel with his professional achievements, Jeffrey has dedicated over ten years to municipal public service. He has served on councils in Murray Township, the City of Quinte West, and Wollaston Township. His roles included chairing key committees, leading community initiatives, and acting as a moderator for public forums—highlighting his ability to lead, collaborate, and advocate effectively on behalf of constituents.

Jeffrey brings a well-rounded perspective rooted in real-world experience, strategic planning, and a deep understanding of regulatory environments. He is seeking to contribute to the OMVIC Board of Directors to support transparent, ethical practices within the motor vehicle sales industry. His goal is to enhance consumer confidence, ensure fair oversight, and represent the interests of both consumers and industry professionals with integrity and balance.

**EDGAR TAM, Sales Manager, Scarboro Mazda**

Edgar Tam is a customer experience leader and strategic operations professional with over eight years of experience in the automotive industry and a diverse background spanning business development, technology integration, and community engagement. As Customer Relations Manager at Scarboro Mazda, Edgar has played a pivotal role in shaping dealership operations, achieving multiple Mazda National Dealer of Distinction awards, and leading key initiatives to drive sales, improve customer retention, and streamline processes.

Known for his innovative approach, Edgar has implemented new e-commerce and rental revenue streams, led software and CRM integrations, and successfully closed major fleet deals—most notably with Hertz Canada in 2024. His leadership during the pandemic involved designing adaptive business models, shaping health policies, and managing human resources across the dealership.

Beyond the dealership floor, Edgar brings strong community roots through his volunteer work with the Wexford Heights Business Improvement Area, where he has helped plan Scarborough's largest street festival and manage a \$300,000 annual budget for small business growth and community development.

His experience also includes managing multi-location retail operations and leading large teams during his time with Glentel Inc., where he excelled in sales management and training. Edgar is a McMaster University graduate with a background in political science, geography, and business.

Motivated by a commitment to ethical business practices and consumer advocacy, Edgar is seeking to contribute to the OMVIC Board of Directors. He aims to help uphold regulatory integrity, promote fair competition, and ensure consumer trust in Ontario’s automotive sector.

**GRANT WILKINSON, Salesperson, Kenworth Toronto**

Grant Wilkinson is a veteran of Ontario’s automotive and commercial truck sales industry, with over 35 years of experience in sales, management, and dealership operations. As Used Truck Sales Manager at Kenworth Toronto Ltd., Grant oversees a multi-location network, leading trade appraisals, wholesale and retail transactions, and inventory acquisition. He was the first Canadian to earn Kenworth’s “World’s Best” designation in used truck sales, achieving top international sales performance in 2005 and 2006.

Grant’s career has spanned new and used vehicle sales across light-duty, heavy-duty, and commercial truck sectors. His past roles include sales leadership at SelecTrucks of Toronto and Bay Truck Sales, where he managed financing, purchasing, and dealer relations. Prior to his work in the truck industry, he successfully operated a retail franchise, demonstrating expertise in small business operations, financial management, staffing, and marketing.

Beginning his automotive journey in the 1980s with Chrysler and Mercedes-Benz dealerships, Grant developed a strong foundation in customer service, sales strategy, and team leadership—skills that continue to define his approach today. He has consistently upheld ethical standards, focusing on transparent practices and long-term client relationships.

Now in his 60s, Grant is seeking opportunities to give back to the industry that shaped his career. Motivated by a deep belief in integrity and accountability, he hopes to contribute his extensive experience to the OMVIC Board of Directors. He aims to help maintain high standards across Ontario’s vehicle sales sector, ensuring fairness and public trust.



# Public Director Candidate

## ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL: 2025 ANNUAL MEETING

### Election of Directors – Public Candidate Profile

**Public Candidate.** The OMVIC Board of Directors approved a slate of one candidate for the public director position on the board. The candidate is:

#### **Glen Padassery**

Glen Padassery is a chartered board governance professional (Chartered Director from the DeGroote School of Business). He is a strategist with a background in consumer protection, regulatory oversight, transformation, risk management, governance, change management and compliance. Having had over 25 years in government, he is a highly astute senior executive known for protecting the public interest, developing government laws that balance competing interests, championing innovation and driving continuous improvement across various markets.

Glen is currently the Executive Vice President, Policy and Chief Consumer Officer at the Financial Services Regulatory Authority of Ontario (FSRA). Prior to that, he was the Assistant Deputy Minister of Consumer Protection Ontario. He currently serves on the Board of Directors for the Technical Standard and Safety Authority (TSSA), including as the Vice Chair of the Board and Chair of the Audit, Risk and Finance Committee. He previously served on the Boards of the Tarion Warranty Corporation and the Canadian Automobile Motor Vehicle Arbitration Plan (CAMVAP).

# **Presentation of 2024 Audited Financial Statements**

**ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL**  
**Financial Statements**  
**December 31, 2024**

**ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL**

**Index to Financial Statements**

**Year Ended December 31, 2024**

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## INDEPENDENT AUDITOR'S REPORT

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To the Members of Ontario Motor Vehicle Industry Council

### *Opinion*

We have audited the financial statements of Ontario Motor Vehicle Industry Council (the "Council"), which comprise the statement of financial position as at December 31, 2024, and the statements of changes in net assets, operations and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Council as at December 31, 2024, 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.

### *Basis for Opinion*

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Council in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### *Responsibilities of Management and Those Charged with Governance for the Financial Statements*

Management is responsible for the preparation and fair presentation of the 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.

In preparing the financial statements, management is responsible for assessing the Council's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Council or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Council's financial reporting process.

### *Auditor's Responsibilities for the Audit of the Financial Statements*

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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Independent Auditor's Report to the Members of Ontario Motor Vehicle Industry Council (*continued*)

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Council's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Council's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Council to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

*Hogg, Shain & Scheck PC*

Toronto, Ontario  
April 16, 2025

Authorized to practise public accounting by the  
Chartered Professional Accountants of Ontario

# ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL

## Statement of Financial Position

As at December 31, 2024

	2024	2023
<b>ASSETS</b>		
<b>Current</b>		
Cash	\$ 4,352,813	\$ 5,333,176
Short-term investments	-	3,085,698
Accounts receivable	26,575	91,130
Prepaid expenses	402,952	234,516
	<u>4,782,340</u>	<u>8,744,520</u>
<b>Investments (Note 4)</b>	<b>6,434,593</b>	<b>6,259,383</b>
<b>Capital assets (Note 5)</b>	<b>4,855,602</b>	<b>4,100,249</b>
	<u><b>\$ 16,072,535</b></u>	<u><b>\$ 19,104,152</b></u>
<b>LIABILITIES</b>		
<b>Current</b>		
Accounts payable and accrued liabilities (Note 10)	\$ 1,438,013	\$ 1,510,554
Registration fees received in advance	5,264,491	4,037,235
	<u>6,702,504</u>	<u>5,547,789</u>
<b>Deferred contributions - capital assets (Note 6)</b>	<b>26,413</b>	<b>105,640</b>
<b>Deferred lease inducement</b>	<b>19,367</b>	<b>77,467</b>
	<u><b>6,748,284</b></u>	<u><b>5,730,896</b></u>
<b>NET ASSETS</b>		
Invested in capital assets (Note 7)	4,829,189	3,994,609
Internally restricted reserves (Note 8)	4,100,000	9,100,000
Unrestricted	395,062	278,647
	<u>9,324,251</u>	<u>13,373,256</u>
	<u><b>\$ 16,072,535</b></u>	<u><b>\$ 19,104,152</b></u>

**COMMITMENTS (Note 11)**

**CONTINGENCIES (Note 12)**

**APPROVED ON BEHALF OF THE BOARD**

 \_\_\_\_\_ Director

 \_\_\_\_\_ Director

See the accompanying notes to these financial statements



# ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL

## Statement of Changes in Net Assets

Year Ended December 31, 2024

	Invested in capital assets (Note 8)	Internally restricted operating reserve	Internally restricted IT reserve	Internally restricted contingency reserve	Unrestricted	2024	2023
<b>NET ASSETS - BEGINNING OF YEAR</b>	\$ 3,994,609	\$ 8,000,000	\$ 600,000	\$ 500,000	\$ 278,647	\$ <b>13,373,256</b>	\$ 18,333,147
Deficiency of revenues over expenses	-	-	-	-	(4,049,005)	<b>(4,049,005)</b>	(4,959,891)
Amortization of deferred contributions	79,227	-	-	-	(79,227)	-	-
Amortization of capital assets	(706,004)	-	-	-	706,004	-	-
Purchase of capital assets	1,461,357	-	-	-	(1,461,357)	-	-
Interfund transfers (net) (Note 8)	-	(5,000,000)	400,000	(400,000)	5,000,000	-	-
<b>NET ASSETS - END OF YEAR</b>	\$ 4,829,189	\$ 3,000,000	\$ 1,000,000	\$ 100,000	\$ 395,062	\$ <b>9,324,251</b>	\$ 13,373,256

See the accompanying notes to these financial statements

# ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL

## Statement of Operations Year Ended December 31, 2024

	2024	2023
<b>REVENUES</b>		
Transaction fees	\$ 13,778,085	\$ 12,019,280
Registration fees	6,201,183	5,367,480
Transfer fees	824,205	473,400
Certification course fees	482,800	424,751
Investment and other income (Note 9)	445,402	674,098
Disciplinary fines	187,650	108,550
Amortization of deferred contributions (Note 6)	79,227	79,227
	<u>21,998,552</u>	<u>19,146,786</u>
<b>EXPENSES</b>		
Salaries and benefits (Note 10)	18,276,320	16,664,032
Public awareness	2,121,156	1,993,787
Professional fees	1,861,428	1,911,239
General and administrative (Note 10)	878,462	745,689
Occupancy (Note 10)	860,265	850,610
Amortization of capital assets	706,004	498,740
Travel	476,582	433,257
Board and Committee remuneration	333,073	387,147
Government oversight fees	280,290	271,809
Telecommunications	227,602	276,494
Industry awareness	26,375	73,873
	<u>26,047,557</u>	<u>24,106,677</u>
<b>DEFICIENCY OF REVENUES OVER EXPENSES</b>	<u>\$ (4,049,005)</u>	<u>\$ (4,959,891)</u>

See the accompanying notes to these financial statements

# ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL

## Statement of Cash Flows

Year Ended December 31, 2024

	2024	2023
<b>OPERATING ACTIVITIES</b>		
Deficiency of revenues over expenses	\$ (4,049,005)	\$ (4,959,891)
Items not affecting cash:		
Unrealized (gains) losses on investments	(160,605)	608,137
Realized (gains) losses on sale of investments	31,707	(861,860)
Amortization of capital assets	706,004	498,740
Amortization of deferred contributions	(79,227)	(79,227)
Amortization of deferred lease inducement	(58,100)	(58,100)
	<u>(3,609,226)</u>	<u>(4,852,201)</u>
Changes in non-cash working capital:		
Accounts receivable	64,555	44,104
Prepaid expenses	(168,436)	(13,469)
Accounts payable and accrued liabilities	(72,541)	(521)
Registration fees received in advance	1,227,256	175,177
	<u>1,050,834</u>	<u>205,291</u>
Cash flows used by operating activities	<u>(2,558,392)</u>	<u>(4,646,910)</u>
<b>INVESTING ACTIVITIES</b>		
Changes in short-term investments (net)	3,085,698	3,214,302
Change in investments (net)	(46,312)	2,517,425
Purchase of capital assets	(1,461,357)	(1,190,736)
Cash flows from investing activities	<u>1,578,029</u>	<u>4,540,991</u>
<b>DECREASE IN CASH</b>	<u>(980,363)</u>	<u>(105,919)</u>
<b>CASH - BEGINNING OF YEAR</b>	<u>5,333,176</u>	<u>5,439,095</u>
<b>CASH - END OF YEAR</b>	<u>\$ 4,352,813</u>	<u>\$ 5,333,176</u>

See the accompanying notes to these financial statements

# ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL

## Notes to Financial Statements

Year Ended December 31, 2024

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### 1. NATURE AND PURPOSE OF THE ORGANIZATION

Ontario Motor Vehicle Industry Council (the "Council") is Ontario's first administrative authority created pursuant to the Safety and Consumer Statutes Administration Act ("SCSAA"), with the mandate to administer the Ontario Motor Vehicle Dealers Act (the "MVDA"). This authority was delegated to the Council by the Minister of Consumer and Commercial Relations (the "Minister") on January 7, 1997 through an Administrative Agreement (the "Agreement") with the Minister. The Council is a not-for-profit organization incorporated without share capital under the laws of the Province of Ontario by letters patent dated October 8, 1996 and continued under the Ontario Not-for-Profit Corporations Act effective August 1, 2024.

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### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Basis of presentation

These financial statements are the representation of management. They have been prepared in accordance with Canadian accounting standards for not-for-profit organizations ("ASNPO"), as referenced in Part III of the CPA Canada Handbook, and include the following accounting policies.

#### Revenue recognition

##### *Transaction fees*

Dealers are required to remit \$10 or \$12.50 (starting April 1, 2024) for every sale (excluding wholesale transactions), lease, fleet, or "as is" transactions for the prior twelve month period as a component of their registration renewal fee. Dealers are responsible for reporting sales accurately to the Council and to remit the amount due when renewing their registration.

##### *Registration fees*

Fees charged for registration as a salesperson are for a two-year period and are recognized on a monthly basis as received. Unearned fees are recorded as registration fees received in advance.

Fees charged for registration as a dealer are paid annually and are recognized on a monthly basis as received.

##### *Transfer fees*

A transfer fee is charged when a registered salesperson moves from one dealership to another. Transfer fees are recognized upon written notice and when the Council receives payment.

##### *Certification course fees*

New applicants for registration must pass a certification course conducted by the Automotive Business School of Canada on behalf of the Council through Georgian College. Certification course fees are recognized when a new applicant registers for the course.

##### *Disciplinary fines*

Disciplinary fines are imposed on registrants through an internal Council disciplinary process. These fines are recognized as revenue when the Council receives payment.

##### *Investment and other income*

Investment and other income, which is recorded on an accrual basis, includes interest income, dividends, net realized gains (losses) on sale of investments, and net unrealized gains (losses).

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# ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL

## Notes to Financial Statements

Year Ended December 31, 2024

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### Financial instruments

The Council's financial instruments consist of cash, accounts receivable, investments, and accounts payable.

Financial instruments are initially measured at fair value, and subsequently, at amortized cost, except for investments that are quoted in an active market, which are subsequently measured at fair value. Changes in fair value are recognized in the statement of operations.

#### Impairment of financial instruments

Financial assets, measured at cost or amortized cost, are tested for impairment if there are indications of possible impairment. The impairment loss is measured as the difference between the carrying value and the expected recoverable amount. A previously recognized impairment loss may be reversed to the extent of the improvement, either directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment loss not been recognized previously. The amount of any write down or reversal is recognized in deficiency of revenues over expenses for the year.

#### Investments

Investments in publicly-traded securities are valued based on the latest bid prices, and pooled funds are valued based on unit values reported by the investment managers. Transactions are recorded on a trade date basis and transaction costs, including investment management fees, are expensed as incurred.

#### Capital assets

Capital assets are stated at cost less accumulated amortization. Amortization is provided on a straight-line basis over their estimated useful lives as follows:

Computer software	3 -10 years
Leasehold improvements	Term of lease
Computer hardware	3-4 years
Furniture and fixtures	5 years
Office equipment	5 years

#### Impairment of long-lived assets

Long-lived assets, comprising of capital assets subject to amortization, are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Impairment is assessed by comparing the carrying amount of an asset to be held and used with the replacement value. If the asset is impaired, the impairment loss to be recognized is measured as the amount by which the carrying amount of the asset exceeds its replacement value. Any impairment results in a write-down of the asset and a charge to the deficiency of revenues over expenses during the year. An impairment loss is not reversed if the fair value of the related long-lived asset subsequently increases.

#### Deferred lease inducement

The Council moved into a new office in 2014 and the lease agreement included a free rent period from May 1, 2014 to April 30, 2015. The benefit of this rent inducement is recognized on a straight-line basis over the term of the lease. Total rent expense is based on the entire cash cost over the term of the lease amortized evenly over the term of the lease.

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# ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL

## Notes to Financial Statements

Year Ended December 31, 2024

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### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### Use of estimates

The preparation of financial statements in conformity with ASNPO requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the year. Such estimates include the useful lives of capital assets in calculating amortization, and year-end accrued liabilities. Such estimates are periodically reviewed and any adjustments necessary are reported in the deficiency of revenues over expenses in the year in which they become known. Actual results could differ from these estimates.

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### 3. FINANCIAL INSTRUMENTS

The Council is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate, and manage these risks. The following analysis provides information about the Council's risk exposure and concentration as of December 31, 2024, which is consistent with the prior year.

#### Credit risk

Credit risk arises from the potential that a counter-party will fail to perform its obligations. The Council is exposed to credit risk on its investments in fixed income.

#### Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. The Council is subject to market risk on its investments.

The Council manages its investment portfolio to earn investment income and invests according to a Statement of Investment Policy approved by the Board. The Council is not involved in any derivative financial instruments for trading purposes.

Market risk comprises three types of risk: currency risk, interest rate risk, and other price risk.

#### Currency risk

Currency risk is the risk to the Council that arises from fluctuations of foreign exchange rates and the degree of volatility of these rates. The Council is exposed to foreign currency exchange risk on its investments in foreign fixed income.

#### Interest rate risk

Interest rate risk is the risk that the value of a financial instrument might be adversely affected by a change in the market interest rates. The Council is exposed to interest rate risk on its investments in fixed income.

#### Other price risk

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from currency and interest rate risks), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market. The Council is exposed to other price risk on its investments in fixed income.

It is management's opinion that the Council is not exposed to significant liquidity risk.

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# ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL

## Notes to Financial Statements

Year Ended December 31, 2024

### 4. INVESTMENTS

	2024	2023
Cash and cash equivalents	\$ 1,681,283	\$ 1,228,520
Fixed income		
Canadian	4,624,674	4,855,243
Foreign	128,636	175,620
	<u>\$ 6,434,593</u>	<u>\$ 6,259,383</u>

Fixed-income investments yield interest between 0.50% and 7.10% (2023 - 0.50% and 7.10%) and have maturities ranging from September 2025 to March 2050 (2023 - September 2025 to March 2050).

### 5. CAPITAL ASSETS

	Cost	Accumulated amortization	2024 Net book value	2023 Net book value
Computer software	\$ 5,079,870	\$ 735,471	\$ 4,344,399	\$ 3,642,050
Leasehold improvements	1,782,709	1,533,739	248,970	234,333
Computer hardware	820,010	642,691	177,319	175,237
Furniture and fixtures	318,582	239,601	78,981	37,283
Office equipment	86,487	80,554	5,933	11,346
	<u>\$ 8,087,658</u>	<u>\$ 3,232,056</u>	<u>\$ 4,855,602</u>	<u>\$ 4,100,249</u>

During fiscal 2024, the Council extended the premises lease agreement (*Note 11*) and incurred costs to conduct renovation design, plan and obtain building permits which were capitalized. The project is not completed at the end of fiscal 2024. The capitalized cost of \$180,048 is recorded under leasehold improvements, as assets not in use, which is not being amortized at year-end.

### 6. DEFERRED CONTRIBUTIONS - CAPITAL ASSETS

	2024	2023
Balance, beginning of year	\$ 105,640	\$ 184,867
Amortization of deferred contributions	<u>(79,227)</u>	<u>(79,227)</u>
Balance, end of year	<u>\$ 26,413</u>	<u>\$ 105,640</u>

In 2014, the Council received contributions under the terms of the lease of its new premises to pay for leasehold improvements. The contributions are amortized into revenues on the same basis as the related leasehold improvements, which is the term of the lease.

**ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL****Notes to Financial Statements****Year Ended December 31, 2024****7. INVESTED IN CAPITAL ASSETS**

Net assets invested in capital assets, which represents internally financed capital assets, are calculated as follows:

	<b>2024</b>	<b>2023</b>
Capital assets, net	\$ 4,855,602	\$ 4,100,249
Less: unamortized deferred contributions - capital assets	(26,413)	(105,640)
	<b>\$ 4,829,189</b>	<b>\$ 3,994,609</b>

**8. INTERNALLY RESTRICTED RESERVES**

Internally restricted reserves have been established by the Council's Board of Directors (the "Board") for specific purposes, as follows:

	<b>2024</b>	<b>2023</b>
Operating reserve (a)	\$ 3,000,000	\$ 8,000,000
IT reserve (b)	1,000,000	600,000
Contingency reserve (c)	100,000	500,000
	<b>\$ 4,100,000</b>	<b>\$ 9,100,000</b>

(a) The Council has an operating reserve for the purposes of maintaining funds in the unforeseen events of winding down operations or experiencing operating shortfalls. During 2024, the Board approved interfund transfers from this reserve to unrestricted net assets and internally restricted for IT reserve, leaving a balance of \$3,000,000 at year-end.

(b) The Council has an IT reserve to allow for both capital and operating information technology improvements. During 2024, the Board approved a reallocation of funds from this reserve to unrestricted net assets, leaving a balance of \$1,000,000 at year-end.

(c) The Council has an internally restricted reserve for contingencies or other specific purposes as designated by the Board. During 2024, the Board approved a reallocation of funds to unrestricted net assets, leaving a balance of \$100,000 at year-end.

**9. INVESTMENT AND OTHER INCOME**

	<b>2024</b>	<b>2023</b>
Interest income	\$ 295,486	\$ 398,834
Unrealized gains (losses)	160,605	(608,137)
Other	21,018	21,541
Realized gains (losses) on sale of investments	(31,707)	861,860
	<b>\$ 445,402</b>	<b>\$ 674,098</b>



# ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL

## Notes to Financial Statements

Year Ended December 31, 2024

### 10. MOTOR VEHICLE DEALERS COMPENSATION FUND

The Motor Vehicle Dealers Compensation Fund (the "Fund") was established on July 1, 1986 under the MVDA, to stand in place of registered motor vehicle dealers (the "Participants") where a Participant has refused, failed, or been unable to pay a claim registered against that Participant. Claims are submitted by consumers and approved by the Board of Trustees. The Fund pays claims to consumers up to a maximum of \$45,000 per claim. In accordance with the MVDA, it is compulsory for motor vehicle dealers to pay an initial payment to the Fund in order to obtain registration in Ontario.

The Council has the ability to appoint six of the nine seats on the Board of Trustees of the Fund, and the Council provides office space and administrative services to the Fund. The financial statements of the Fund have not been consolidated in these financial statements.

Summary financial information for the Fund's fiscal year ended October 31, 2024 are as follows:

	2024	2023
<b>Financial position:</b>		
Assets	\$ 10,169,257	\$ 8,781,107
Liabilities	(21,968)	(126,945)
Unrestricted net assets	\$ 10,147,289	\$ 8,654,162
<b>Results of operations:</b>		
Revenues	\$ 2,148,450	\$ 820,364
Expenses	(655,323)	(1,277,539)
Excess (Deficiency) of revenues over expenses	\$ 1,493,127	\$ (457,175)
<b>Cash flows:</b>		
Cash flows used by operating activities	\$ (25,835)	\$ (607,818)
Cash flows from investing activities	257,422	877,742
Net increase in cash	\$ 231,587	\$ 269,924

There were no significant transactions from November 1 to December 31, 2024.

As of September 2019, the Council committed to pay all operating expenses of the Fund until August 31, 2024, with the exception of claims and trustee fees which the Fund continues to pay as per Sections 71 and 72 of the MVDA. Starting in September 2024, the Council continues to cover certain non-cash expenditures for the Fund such as salaries and benefits, occupancy costs and some general and administrative expenses. The Council's salaries and benefits of \$18,276,320 on the statement of operations includes \$280,186 (2023 - \$264,341) related to salaries and benefits allocated to the Fund based on an estimate of the Council's staff time to administer the Fund, and \$136,275 (2023 - \$151,120) related to occupancy and general and administrative expenses of the Fund.

The accounts payable and accrued liabilities balance of \$1,438,013 includes \$21,631 (2023 - \$34,992) for amounts collected by the Council on behalf of the Fund related to contributions from first-time vehicle dealer business applications less any amounts paid by the Council on behalf of the Fund payable at year end.

Transactions with the Fund are in the normal course of operations and measured at the exchange amount, which is the amount of consideration established and agreed to between the parties.

# ONTARIO MOTOR VEHICLE INDUSTRY COUNCIL

## Notes to Financial Statements

Year Ended December 31, 2024

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### 11. COMMITMENTS

The Council is committed under equipment lease agreements until June 2026 and premise and storage lease agreements until September 2035. Upcoming future minimum lease payments are as follows:

2025	\$	517,027
2026		732,915
2027		742,605
2028		755,722
2029		769,232
Thereafter		<u>4,933,177</u>
	\$	<u>8,450,678</u>

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### 12. CONTINGENCIES

Claims have been made against the Council in the normal course of operations. The Council believes these claims are without merit. The outcome of these actions is not presently determinable and, accordingly, no provision for these claims has been made in these financial statements. Any settlement will be reflected in the financial statements in the year received or incurred.

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