



Tire Stewardship BC Board Meeting & Strategic Planning Session

June 28 and 29, 2023

Courtyard by Marriott, Nanaimo

Agenda – Day 1

1. Call to order & Chair's opening remarks
 - Neil will present at 930am, strategy session will start at 11am
2. Call for items from consent to main agenda
3. Approval of consent agenda
4. Approval of April 18, 2023 minutes
5. Approval of agenda – addition of in-camera session on Day 1 or 2 or both
6. Correspondence sent/rec'd
 - None

7. Treasurers' Report

a) Cash Position & Cash Flow

- Cash in bank \$313,000 @ May 31, 2023
- Investments \$10.275M @ May 31, 2023
- CF gaps in June, and anticipated for July, August and September

b) Statement of Operations – handout provided.

c) Investment Report – handout provided

d) Reserves (investment account):

- 5.5 months @ 2022 YE
- 4.2 months projected @ 2023 YE (assumes \$5 eco fee to Dec 31)

e) Cost per PTE (total expenses/ total PTE collected) Note: a PTE is now 11KG not 10KG

- \$5.26 @ 2022 YE
- \$5.49 projected at 2023 YE

Statement of Operations

Period End April 30 2023

	2021	2022	2023	2023	2023	2023
	Actual	Actual	Budget	Actual	Projections	Difference
	\$	\$	\$	\$	\$	\$
OPERATING REVENUE						
ADF	24,215,112	25,253,901	25,718,910	6,117,321	25,265,997	(452,912)
ADF-PLT	20,066,724	18,822,068	19,242,412	4,622,435	18,962,911	(279,501)
ADF-MT	3,618,054	5,810,967	5,885,670	1,343,258	5,725,711	(159,959)
ADF- AG	272,580	276,975	277,742	76,830	271,081	(6,661)
ADF- LS	136,010	138,425	143,086	38,325	136,295	(6,791)
C&E	124,279	105,554	50,000	4,666	50,000	-
RIV	(3,169)	124,890	150,000	39,759	150,000	-
RIV Commission	634	(24,978)	(30,000)	(7,952)	(30,000)	-
Interest	617,386	(1,010,048)	412,782	402,341	326,998	(85,784)
Bank Account Interest	5,886	21,119	10,000	23,038	25,000	15,000
Investment Earnings	611,499	(1,031,167)	402,782	379,302	301,998	(100,784)
TOTAL REVENUE	24,832,498	24,243,852	26,131,692	6,519,662	25,592,996	(538,696)
OPERATING EXPENSE						
Program Incentives	22,825,147	25,435,653	25,708,751	7,704,949	26,938,701	1,229,950
Transportation Incentive	8,807,163	10,551,150	10,696,155	3,094,333	11,225,059	528,904
Processing Incentive	12,983,384	13,860,150	13,966,463	4,517,678	14,680,642	714,179
Manufacturer Incentive	1,034,600	1,024,354	1,046,133	92,937	1,033,000	(13,133)
Program Management	1,285,855	1,374,915	1,577,551	422,298	1,588,196	10,645
Professional Services	193,159	286,718	308,522	79,829	300,722	(7,800)
Board Expenses & Travel	179,194	200,360	204,717	84,889	204,717	-
Other Programs	230,957	228,219	350,000	33,400	380,000	30,000
TOTAL EXPENSE	24,714,311	27,525,865	28,149,541	8,325,365	29,412,335	1,262,794
INCOME FROM OPERATIONS	118,187	(3,282,013)	(2,017,849)	(1,805,703)	(3,819,339)	

Notes

Revenue

The projections reflect actual to April, a reasonable estimate for May and on budget for the remainder of the year (PLT at \$5 all year for the purpose of this report)

Using these assumptions, revenue by year end will be 2% under budget

PLT sales:

In the first 4 months of the year, Jan, March and April have been significantly lower than budget and 2022

As of June 20, May PLT sales **are over budget!!**

Actual to budget: -6%

Actual to 2022: -8%

MT sales:

In the first 4 months of the year, Jan, March and April have been significantly lower than budget and 2022

Actual to budget: -11%

Actual to 2022: -15%

Revenue Overall

YTD actual to budget: -7%

YTD actual to 2022: -9%

Incentives

Western projections reflecting the 3.25% increase approved and effective May 1 2023 plus increased crumb and mulch sales

It also reflects the approval to continue payment for increased costs in the Peace River region

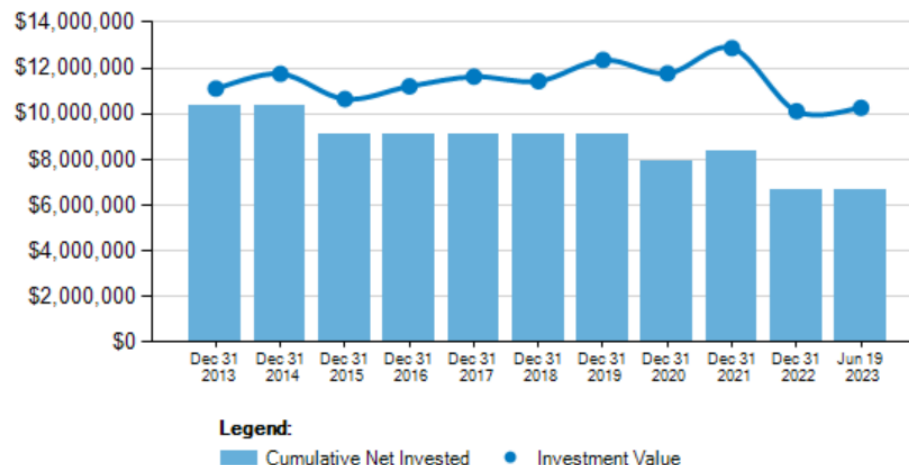
G&A

Projections reflect known amounts as noted at April 18 board meeting and includes the Ocean Legacy grant under Special Projects

7. Treasurers' Report - investments

All information on this screen is presented on a CAD, trade date basis

Investment Value Added (after deducting Fees and Sales Taxes)



Investment Value Added* since inception: \$ 3,604,710.49

*Investment Value Added = Investment Value - Cumulative Net Invested

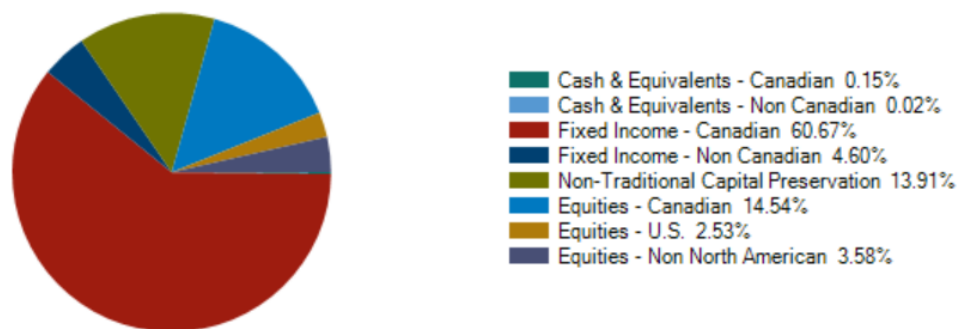
Group / Account Name	Reporting Period	Account Number	Account Type	\$ Starting Investment Value	\$ Investment Value Added	\$ Ending Investment Value
ALL ACCOUNTS	Since Inception (06-03-2011)	N/A	N/A	0.00	3,604,710.49	10,258,755.73
TIRE STEWARDSHIP BC ASSOCIATION	Since Inception (06-03-2011)	870-06966	NON REGISTERED	0.00	3,604,710.49	10,258,755.73
ALL ACCOUNTS	Calendar Year To Date	N/A	N/A	10,111,356.66	147,411.74	10,258,755.73

7. Treasurers' Report - investments

All information on this screen is presented on a CAD, trade date basis

USD CAD

Asset Allocation



Asset Class	\$ Market Value including Accrued Income	% Total Assets	\$ Estimated Annual Income	% Estimated Annual Income
Total Assets	10,258,755.73	100.00%	336,865.34	3.28%
+ Capital Preservation	8,140,340.33	79.35%	276,440.45	3.40%
+ Capital Appreciation	2,118,415.40	20.65%	60,424.89	2.85%

8) Strategic Planning Session – PS&Co

DAY 1: WED JUNE 28

WELCOME AND OBJECTIVES	Introduce the agenda, and clearly articulate the objectives and expected outcomes of the meeting	11:00 to 11:15
BUSINESS ASSESSMENT	Comprehensive discussion on the assessment findings, addressing any questions and clarifications	11:15 to 12:00
Lunch		30 minutes
BUSINESS ASSESSMENT (CONT.)	Comprehensive discussion on the assessment findings, addressing any questions and clarifications	12:30 to 1:15
IDENTIFY PRIORITIES	Distribute a form or worksheet to board members to individually identify their priorities	1:15 to 1:30
Break	Longer break to consolidate input and prepare for the next session	1:30 to 2:00
PRESENTATION OF PRIORITIES	Discuss the individual priorities identified by board members	2:00 to 2:30
NEXT STEPS FOR DAY 2	Summarize the day, identify next steps for Thurs	2:30 to 2:45

8) Presentation by Western Rubber – Neil Bansal

10) Eco Fee Discussion

- Review and discussion held at the Audit & Investment Committee Meeting
- 3 scenarios presented on April 18: PLT \$5, \$5.50 & \$6
- Motion on April 18 2023, to approve an increase to \$6.50 effective September 01, 2023
- TSBC provided notice to retailers on May 30 with a commitment to confirm amount by Aug 1 2023
- The 5 year forecast with each option
 - The impact to the reserve in 5 years

Post April 18 meeting:

\$5.00

	2022	2023	2024	2025	2026	2027
Excess (Shortfall) to Reserves	\$ (3.28)	\$ (2.64)	\$ (3.08)	\$ (2.62)	\$ (2.82)	\$ (2.72)
\$/PTE Collected - All Expenses	\$ 5.30	\$ 5.59	\$ 5.66	\$ 5.56	\$ 5.59	\$ 5.56
Cash + Reserves (Reserves) - Total	\$ 12.63	\$ 9.99	\$ 6.91	\$ 4.29	\$ 1.47	\$ (1.25)
Reserves as % of total exp	46%	35%	23%	14%	5%	-4%
# Months reserve	5.5	4.2	2.8	1.7	0.6	-0.5



\$5.50

	2022	2023	2024	2025	2026	2027
Excess (Shortfall) to Reserves	\$ (3.28)	\$ (1.68)	\$ (1.11)	\$ (0.62)	\$ (0.78)	\$ (0.64)
\$/PTE Collected - All Expenses	\$ 5.30	\$ 5.59	\$ 5.66	\$ 5.56	\$ 5.59	\$ 5.56
Cash + Reserves (Reserves) - Total	\$ 12.63	\$ 10.95	\$ 9.83	\$ 9.22	\$ 8.44	\$ 7.80
Reserves as % of total exp	46%	38%	33%	31%	28%	25%
# Months reserve	5.5	4.6	4.0	3.7	3.3	3.0



Post April 18 meeting:

\$6.00

	2022	2023	2024	2025	2026	2027
Excess (Shortfall) to Reserves	\$ (3.28)	\$ (0.72)	\$ 0.85	\$ 1.38	\$ 1.26	\$ 1.44
\$/PTE Collected - All Expenses	\$ 5.30	\$ 5.59	\$ 5.66	\$ 5.56	\$ 5.59	\$ 5.56
Cash + Reserves (Reserves) - Total	\$ 12.63	\$ 11.91	\$ 12.76	\$ 14.14	\$ 15.40	\$ 16.85
Reserves as % of total exp	46%	41%	43%	48%	51%	54%
# Months reserve	5.5	5.0	5.2	5.7	6.1	6.5



\$6.50

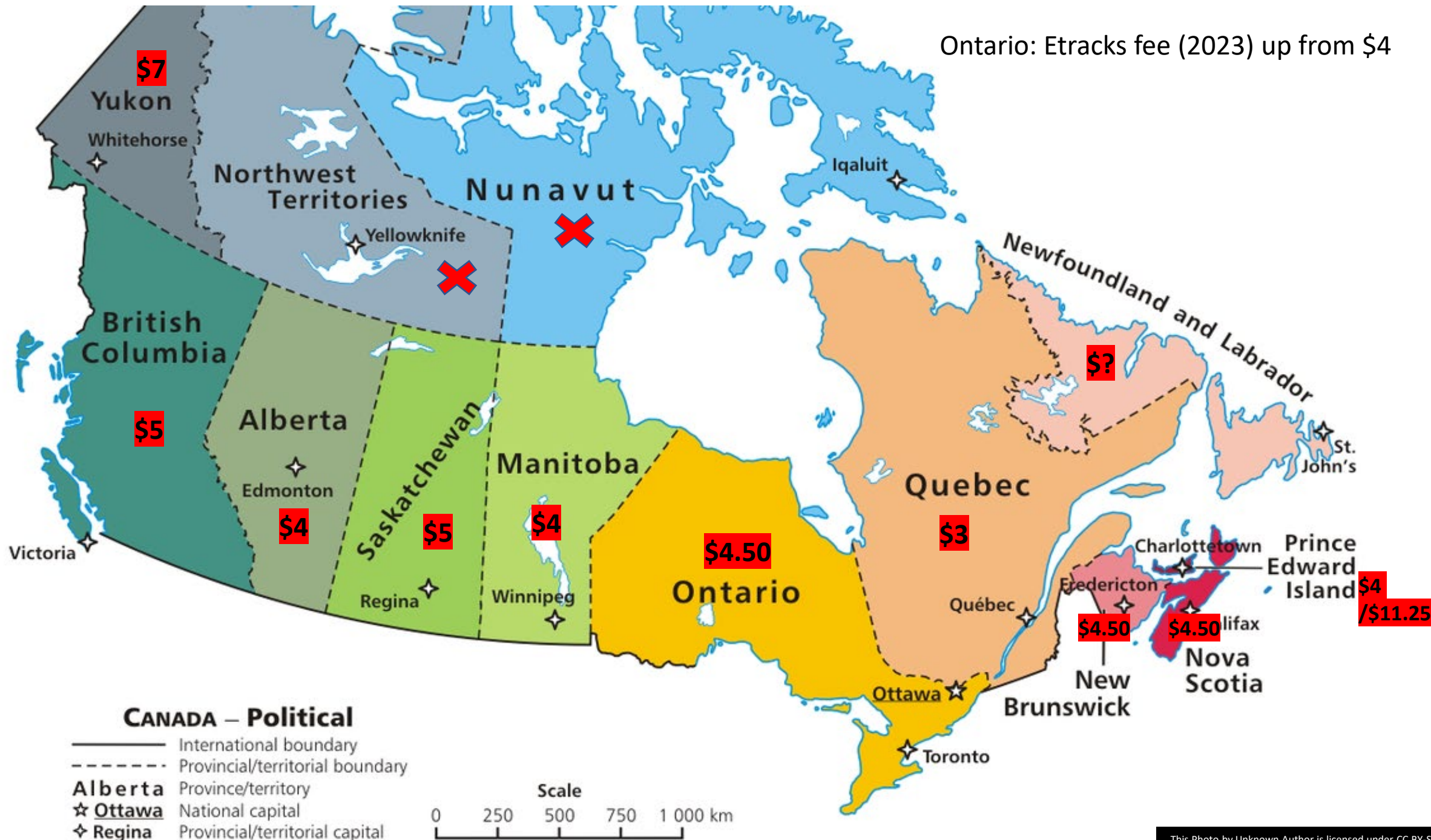
	2022	2023	2024	2025	2026	2027
Excess (Shortfall) to Reserves	\$ (3.28)	\$ 0.25	\$ 2.81	\$ 3.39	\$ 3.30	\$ 3.53
\$/PTE Collected - All Expenses	\$ 5.30	\$ 5.59	\$ 5.66	\$ 5.56	\$ 5.59	\$ 5.56
Cash + Reserves (Reserves) - Total	\$ 12.63	\$ 12.87	\$ 15.68	\$ 19.07	\$ 22.37	\$ 25.90
Reserves as % of total exp	46%	45%	53%	64%	73%	84%
# Months reserve	5.5	5.4	6.3	7.7	8.8	10.0



10) Eco Fee Discussion

- Feedback from member organizations
- Risks at \$6.50
 - Financial – too much money
 - Probability high, impact high
 - Reputational – inadequate review of proposed \$6.50 pros and cons as carried out on the other recommendations made by the AIC committee
 - Probability medium, impact high
 - Competition (2nd stewardship agency)
 - Probability medium, impact high

Ontario: Etracks fee (2023) up from \$4





10. New Business
11. Adjourn

Agenda – Day 2

- 1.Call to order & Chair's opening remarks
- 2.Strategic Planning Session
- 3.Eco Fee discussion Part 2
- 4.Next Meeting
- 5.New Business
- 6.In-Camera
- 7.Adjourn

2) Strategic Planning Session – PS&Co

RECAP DAY 2	Recaps of Day 1	8:00 to 8:10
BUILDING A PLAN	Creation of key actions that board members believe needs to build a plan for and process of operational plans	8:15 to 11:15

3) Eco Fee Discussion

- Discussion continued with decision made



4) Meeting Dates

Scheduled meetings:

1. WRP partnership meeting – July 26

Meetings – required but no date set yet:

1. Fall Board Meeting (Sept 19, 22, 26, 27)
2. Governance Committee (July?)
3. Audit & Investment (late Aug / early Sept)
4. NWR partnership meeting (Sept)


Scheduled Mgt Vacations:

RS: July 4 to 7 and July 24 to Aug 2 (Australia work portion Aug 3 to 12)

Conferences:

1. CATRA – October in Halifax (Rosemary, Joel & Glen)
2. TRAC – October in Halifax (Rosemary, Joel & Glen)

Expense Reports: please note the templates are in the portal, please include receipts and send to Dianne.

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5. New Business
 6. In-Camera
 7. Adjourn