



Canadian Security Association
ANNUAL REPORT 2018





Ellery Demedash
National President

Message from the President

With the Annual General Meeting and Association elections upon us, it has given me cause to look back and reflect on all that has been accomplished in the last year of my term.

CANASA's expansion of our membership categories has created a shift in our philosophy of who should be a part of the Association for the first time in 42 years. This has allowed us to expand on our growth potential and create bigger and better circles within the organization.

The staff led by our executive director Patrick Straw, have been actively making contacts with sister associations and other like-minded groups in order to continue to grow the CANASA brand as the voice of the security industry in Canada.

This growth has led to new partnerships within the not-for-profit world and strengthened existing relationships. As examples, our executive director has been asked to sit on ULC committees; has created deepening ties with CFAA, police and safety organizations across the country and continues to be frequently asked for CANASA's position on relevant topics.

Enhanced relationships has been achieved with organizations like ASIS who are now actively partnering with CANASA for events and golf tournaments. In addition, SIA has agreed to permit CANASA to use their curriculum to expand educational offerings in Canada. CANASA is also exploring the opportunity of working with public colleges to create permanent security courses designed specifically for our industry.

Value for members is at an all-time high with offerings like our scholarship program. Special thanks goes out to our dedicated scholarship committee who continues to come up with new and creative ways to expand and grow this important program. This program which was previously offered in only one region, has now been expanded nationally and includes not just CANASA members and their staff but is now offered to students in qualified security programs. The result is that greater numbers of educated graduates are entering the industry and CANASA has gained important exposure to the entire security community.

It has been my extreme honour to lead this organization. I would like to sincerely thank the following: my executive, whose buoyant support has allowed me to take some bold steps forward; the National Board who's dedication and preparedness has allowed us to work smarter not harder and all the volunteers, committees and working groups across all the regions who sacrificed countless hours so that this organization is now on a momentous path forward.

In addition, I would like to thank the CANASA staff for their continued work in seeing the vision we presented them and doing the excellent work required to make it a reality.

And finally I would like to thank the members for all the support, ideas, and encouragement we have had along the way. It has been an exceptional journey, full of prodigious people. Thank you all.

Ellery Demedash
National President
Canadian Security Association (CANASA)



"Value for members is at an all-time high with offerings like our scholarship program."

Message from the Executive Director

2018 can be summed up as a year of stability and growth for CANASA. There are many people who contributed to this success and I cannot thank them enough for all of their hard work and dedication.

Our amazing volunteer regional councils and committees, together with our head office staff, developed and successfully held a number of events throughout the year. These important gatherings provided the opportunity for members and guests to network and learn from experts across the security industry.

As the year progressed, attendance increased for all of our events with record crowds attending our Security Canada trade shows and education initiatives. To the large number of volunteers who dedicated their time and expertise, please know that you are the “heart and soul” of CANASA and we appreciate everything that you do on behalf of the Association.

For our vendor partners who support our events, your loyalty and consistency enable CANASA to continue to play an important role in the growth of the security sector in Canada. Together, we are building a respected and professional industry and a showcase for the products and services that you all provide.

2018 was an important year that saw CANASA significantly improve our relationships with the AHJ community as well as with various levels of government from coast-to-coast. This crucial work has resulted in CANASA being included at the table when important decisions are being considered. In addition, these relationships have provided CANASA with the opportunity to be seen as the unified voice for security in Canada. This

initiative will continue to be a high priority moving forward.

Understanding that there is a manpower shortage for our members right across the country, CANASA will continue to work with numerous colleges in Canada who can provide technical training programs. We will assist in any way possible to help develop the growing demand for highly trained workers in the industry.

Another important initiative is the minimum standards CANASA has established for new member companies. Plus, we are also working toward ensuring that CANASA is a large part of being the quality brand that you represent.

“To the large number of volunteers who dedicated their time and expertise, please know that you are the “heart and soul” of CANASA.”

The team at head-office and Montreal are all hard-working dedicated champions of CANASA. Their commitment, energy and professionalism will help ensure that the Association continues to move forward as the voice of security in Canada.

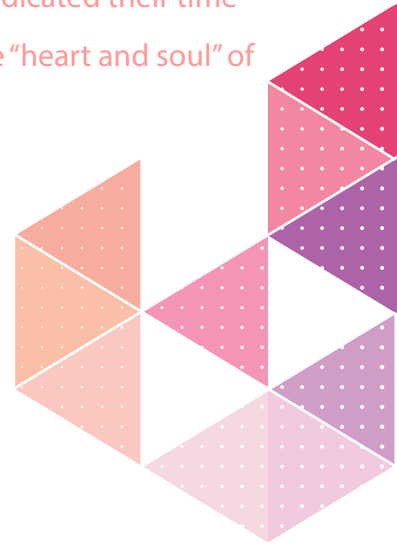
Finally, I must thank your board of directors for constantly being “on call” when issues have required discussion. Their invaluable support, guidance and inspiration for all the initiatives and operations that the Association is responsible for is greatly appreciated.

Thank you all.

Patrick Straw
Executive Director
Canadian Security Association (CANASA)



Patrick Straw
Executive Director



2018/2019 Volunteers and Staff



Front Row (left to right): Robert Moore, Mary Vella, Richard McMullen, Kim Caron, Philippe Bouchard, Jean Rho
Back Row (left to right): John Milsom, Anna De Jager, Fred Munn, Patrick Straw, Ellery Demedash, Neil Jones, Stuart Armour, Alan Cavers, Gordon Hebb.

NATIONAL BOARD OF DIRECTORS

President

Ellery Demedash

Vice President

Gordon Hebb

Treasurer

Robert Moore

Past President

Richard McMullen

Executive Committee Member

Stuart Armour

Board Members

Philippe Bouchard
 Kim Caron
 Alan Cavers
 Anna De Jager
 Neil Jones
 John Milsom
 Fred Munn
 Jean Rho
 Mary Vella

NATIONAL EXECUTIVE COMMITTEE

Chair

Ellery Demedash

Members

Stuart Armour
 Gordon Hebb
 Richard McMullen
 Robert Moore

REGIONAL COUNCILS

Atlantic Regional Council

President

Darron Parker

Past President

Colin Armstrong

Representatives

Don Budden
 Jim Carr
 Gordon Hebb
 Roger Miller
 Alexander McGruer
 John Milsom
 David Smith
 Wayne Squires

British Columbia Regional Council

President

Stuart Armour

Vice President

Luke Malcolm

Representatives

Anita Brunet
 Paul Hayre
 Kevin Hincks
 Karen McGee
 Devon Thomas
 Tony Ursan

Central Ontario Regional Council

President

Robert Moore

Vice President

Trask Dittburner

Past President

Anna De Jager

Representatives

Dan Baynton
 Tom Bennett
 Beverley Champagne
 Imran Hasan
 Artem Katsaga

Thomas Leslie
 Carmine Panaro
 Joseph Rossano
 Mary Vella

Eastern Ontario Regional Council

President

Chris Izatt

Representatives

Richard Gauthier
 Gregg Harmison
 Jean-Simon Leduc
 Richard McMullen
 Bob Smith

Golden Horseshoe Regional Council

President

Joseph Rossano

Representatives

Kevin Allison
 Roger Barnes
 Gene Blahut
 Anna De Jager
 Ronald Gibbon
 Paul Grossinger
 Aaron Kozlowski
 David Lopinski
 Michael Polo

Northern Alberta Regional Council

President
Patti Jones

Vice President
Stephanie Prytuliak

Representatives
Kristin Krysa
Logan Marynowich
Khalid Najmeddine
Bao Dolby Song
Taylor Wolsey

Prairie Regional Council

President
Lisa Boyer

Vice President
Tara Webber

Representatives
Kim Caron
Ellery Demedash
Aaron Margolis
Jonathan Metcalfe
Jeff Munday
Alida Remillard

Quebec Regional Council

President
Denis Primeau

Vice President
Chantal Bélanger

Vice President 2
Eric Mantion

Secretary- Treasurer
Aurélie Simard

Representatives
Philippe Bouchard
Dominique Bougie
Maxime Lafreniere
André Laplante
Daniel Leblanc
Jean-Simon Leduc
Alexandre Masson
Jean Rho
Martin Valence

Southern Alberta Regional Council

President
Stephen Goodship

Vice President
Barry Paisley

Representatives
Carl Jorgensen
Mark McMillen
Darryl Sinclair

Southwestern Ontario Regional Council

President
Brian Gibbs

Vice President
Angelo Bucciarelli

Representatives
Al Herrington
Robert Hoevenaars
Chris Neumann
Rochelle Sinclair
Mark R. Smith

NATIONAL COMMITTEES

CASC Council

Chair
Michael Soberal

Members
Kevin Hincks
Mike White

Ethics Committee

Chair
Richard McMullen

Members
Philippe Bouchard
Kim Caron
Karen McGee
Frank Pietrobono
Ivan Spector

National Audit Committee

Chair
Robert Moore

Members
Michael Nicholls CPA, CMA
Carmine Panaro

National By-law and Policy Committee

Chair
Ellery Demedash

Members
Don Budden
Kevin Hincks
Frank Pietrobono
Jean Rho

National Government Relations Committee

Chair
Richard McMullen

Members
Kevin Allison
Chantal Bélanger

Anna De Jager
Peter Dyk
Kevin Hincks
Chris Izatt
Roger Miller
William Valdez

National Nominating Committee

Chair
Karen McGee

Members
Thomas Leslie
Steve Ricker

National Monitoring Station Committee

Chair
Kim Caron

Members
Alan Cavers
Chris Currie
Lewis Jacobson
Kevin Leonard
Elaine Perri
Malcolm Pesner
Mark Phillippi
Sandy Smith
Allison Tuke

National Working Committee

Chair
Karen McGee

Members
Kevin Allison
Colin Armstrong
Chantal Bélanger
Lisa Boyer
Beverley Champagne
Brian Gibbs
Stephen Goodship
Kevin Hincks
Chris Izatt
Stephanie Prytuliak

Scholarship Committee

Chair
Chris Izatt

Members
Stuart Armour
Chantal Bélanger
Trask Dittburner
Gordon Hebb
Aaron Kozlowski
Mark McMillen
Jonathan Metcalfe
Rochelle Sinclair
Bao Dolby Song

NATIONAL WORKING GROUPS

National Monitoring Stations Working Groups:

Best-Practices Working Group

Chair
Allison Tuke

Members
Kim Caron
Chris Currie
Patti Jones
Kevin Leonard
Greg MacPherson
Brent Pokrant
Hugh Wong

Telecommunications Signal Problem Group

Chair
Kevin Leonard

Members
Chris Currie
Ron Jagmohan
Brent Pokrant
Dwayne Salsman
Dan Small
Bob Smith
Allison Tuke

CANASA STAFF

Patrick Straw
Executive Director

Steve Basnett
Director, Trade Shows & Events

Danielle Paquin
Director, Government Relations
& Quebec Affairs

Rishad Alam
Meeting & Event Planner

Lynn Bodwell
Marketing & Design Specialist

Cassandra Jennings
Finance Manager

Erin Marsden
Board & Council Liaison

Erich Repper
Membership Services Specialist

Linda Wawryk
Trade Show & Event Coordinator

2018 Financial Report

The financial information presented has been derived from the financial statements of the Canadian Security Association (the "Association") for the year ended December 31, 2018, which were prepared in accordance with Canadian accounting standards for not-for-profit organizations. These audited statements are available in the "Members Only" section at www.canasa.org. The financial statements were audited by Kreston GTA LLP, Licensed Public Accountants, who reported without reservation in their independent auditors' report dated March 24, 2019.

The Association continues to maintain a healthy financial position, as evidenced by its unrestricted net assets of \$756,551 which is comprised of assets including cash and term deposits, office equipment and software, and working capital items. The internally restricted fund balances of \$88,490 are the National Defence and Advocacy Fund, Museum Fund, Canadian Accredited Security Contractor (CASC) Fund and Education Development Fund which consist of cash and term deposits.

Fund Balances		
	Dec 31, 2018	Dec. 31, 2017
Unrestricted Net Assets	756,551	648,017
National Defence and Advocacy Fund	638	638
Museum Fund	15,380	15,380
Education Development Fund	65,143	65,143
Canadian Accredited Security Contractor Fund	7,329	7,329
Total	845,041	736,507

Statement of Operations and Changes in the General Fund		
For the year ended	Dec. 31, 2018	Dec. 31, 2017
Revenues		
Security Canada –		
Trade shows	1,654,192	1,700,481
Membership fees	459,628	473,418
Regional activities	195,252	220,912
Education programs	36,788	6,750
Interest income	14,065	9,017
	2,359,925	2,410,578
Expenditures		
Security Canada –		
Trade shows	701,660	682,373
Membership	181,269	163,542
Regional activities	403,855	434,239
Education programs	28,093	21,334
Administrative expenses	879,819	997,694
Interest and bank charges	33,909	52,429
Amortization	22,786	36,955
	2,251,391	2,388,566
Excess / (Deficiency) of Revenues Over Expenditures	108,534	22,012
General Fund, Balance at Beginning of Year	648,017	626,004
General Fund, Balance at End of Year	756,551	648,017

