

APPENDICES:

Appendix A: Ontario's Proposed Plan B

ONTARIO PLAN B OPTIONS BEING CONSIDERED

JULY 9, 2021

OPTIONS

Federation change -

3 Regions

- Eastern Canada merges with National,
- · Ontario stands alone.
- Western institutes stand alone
- and agreements on project to project basis plus MOU to respect territories.

INSIGHT INTO OPTIONS (WHAT DOES THIS MEAN?)

- Federation model as presently implemented, goes away.
- Would likely require paying off the assessment liability from each province (Ontario is approx. \$1.3 million), but would offer Ontario a path to growth, offer the FC a more nimble way to focus on priority projects and change the vote to three groups (eastern, central, and western).
- Given eastern provinces a way to sustainability, gives National away to contribute to growth (and financially seed money to invest into Eastern Canada), removes ongoing assessments so collaboration is more likely.
- Will still require consensus on key projects SCMP, branding, advocacy but could lead to a more equal work sharing model (not everything is dumped on National).
- FC structure is out and alignment and consensus is sought on a project to project basis and authority resides with management VS volunteer leaders.

Federation change - National only does advocacy

- and provinces take on all other elements at the provincial level
- · Federation model as presently implemented, goes away.
- · Resolve assessment liability.
- Gives Ontario full autonomy on serving its members and removes interdependencies.
- Ontario would need to build on our SCMP curriculum, website, database, but would only pay a smaller fee to retain access to name and advocacy.
- Gives provincial institutes full autonomy on serving their businesses and as such full accountability for results, allows for sharing of ideas without expectations, leverages National for its strengths and maintains national brand perception.

Ontario Institute stands on its own

- Ontario Disassociates
 (We pay liability, Build own Curriculum).
- · Federation model as presently implemented, goes away.
- We settle assessment liability.
- Will require member buy-in.
- Creates risk in that Ontario no longer has the backing of a national brand and opens us to increased competition.
- · Gives us full autonomy in Ontario.

Federation change - all disassociate and stand on their own

- Federation model goes away
- Federation model as presently implemented, goes away.
- Displaces National and eastern Canada, we lose the perception of being national and the strength to fight competitors.
- Unlikely that institutes who can not afford to stand on their own will choose this path.