

Annual General Meeting April 7, 2019

Treasurer's Report

January – December 2018 Caledon Hills Bruce Trail Club Financial Statements

The **Cash** position on the **Balance Sheet** remains sound at \$13,500 compared to \$15,700 last year.

Total Equity of \$14,200 is down \$1,700 from last year \$15,900

Total Income, for the year, on the **Budget Vs Actuals Statement** is just under \$59,000. This is \$20,000 over budget and 6,000 higher than last year.

Our **Fundraising** efforts this year totaled \$20,000 some \$7,000 over budget and \$6,000 more than last year!

Total Expenses of \$60,500 were \$11,000 over budget and \$1,000 less than last year.

Club **Donations to the Bruce Trail** amounted to \$31,000, \$15,000 higher than budgeted and \$4,000 lower than last year! The Club has donated over \$149,000 to the BTC!

The **Tuesday Hikers donations to the BTC** amounted to \$1,100 the same as last year! In total, the Tuesday Hikers have sent over \$16,800 !!!

Our **Net Loss** of \$1,700 was better than the budget loss of \$10,300. Last year's loss was \$8,600.

It is important to understand that the 'loss' each year is planned, in that we are deliberately sending more money to the BTC, than in years past.

In January, the clubs started to use the BTC accounting system called "Sage".

Pending provincial legislation will require the Conservancy to consolidate all financial information.

2019 Budget Highlights (Board approved)

The Board approved this budget in early March. Since then, a 2019 Elora film fundraiser, is taking shape. This will bring our Revenue and Expenses more in line with last year!

We are budgeting **Revenue** of \$24,600. Income is considerably lower than 2018 actual (\$58,800) and last year's budget. (\$38,900)

We are planning to send the BTC \$10,000 this year, \$21,000 lower than last year actual and budget. (With the new plans developing for the Fall film fundraiser, this will be higher than budgeted.)

Total **Expense** budget is just under \$33,000, \$27,000 lower than 2018 actual and \$17,000 lower than last year's budget. Fundraising expenses and tax receipt being the main difference.

The 2019 **planned loss** is just over \$9,000, before considering the impact of the Fall fundraiser.

We are looking forward to another very successful year!

Submitted by : Andrée Zeritsch, CPA CGA (retired), Treasurer

Caledon Hills Bruce Trail Club Balance Sheet

As of December 31, 2018

	Total	
	As of Dec 31, 2018	As of Dec 31, 2017
Assets		
CIBC Chequing	\$ 13,495	\$ 15,699
Accounts Receivable (Advertisers)	136	254
BTC HST Receivable	649	501
Cash Box Float	50	50
Prepaid Expense	467	315
Total Current Assets	14,796	16,820
Total Assets	14,796	16,820
Liabilities and Equity		
Liabilities		
GST/HST Payable	0	-178
Deferred Revenue	536	1,034
Total Current Liabilities	536	856
Total Liabilities	536	856
Equity		
Profit (Loss) for the year	-1,703	-8,602
Retained Earnings	15,964	24,565
Total Equity	14,261	15,964
Total Liabilities and Equity	\$ 14,796	\$ 16,820

Caledon Hills Bruce Trail Club
Budget vs. Actuals 2018, 2017
 January - December 2018

	Total				
	Actual	Budget	Remaining	Actual as % of Budget	Prior Year
Income					
BTC transfers	\$ 26,663	15,905	-10,758	168.%	\$ 27,863
BTC Membership Fees	8,532	7,900	-632	108.%	8,010
BTC Trail Fees	1,666	1,750	84	95.%	1,598
BTC Life Member	264	255	-9	104.%	253
BTC Donation Flow Thru	16,201	6,000	-10,201	270.%	18,002
Club Direct Donations					80
Grants	499	1,300	801	38.%	270
Advertising - Caledon Comment	2,932	2,500	-432	117.%	2,561
Fundraising	20,273	13,025	-7,248	156.%	13,900
Fundraising - Theatre - Orangeville	1,350	1,500	150	90.%	1,500
Fundraising -Theatre Elora Film	13,918	8,525	-5,393	163.%	8,705
Fundraising-Sale of Christmas Trees	5,005	3,000	-2,005	167.%	3,695
Hikes	5,807	4,650	-1,157	125.%	5,763
Hikes -E2E Registration	2,540	2,300	-240	110.%	2,325
Hikes - End to End Moule	224		-224		-
Hikes - Badges	1,629	1,000	-629	163.%	2,314
Hikes - Tuesday Hikers Loonie Fund	1,108	750	-358	148.%	1,124
Hikes - Hike Leader Course		600	600		-
Hikes - Trail Angel Donations	305		-305		
Bruce Trail Day-food sales	230	350	121	66.%	372
Annual General Meeting	479	200	-279	240.%	522
AGM - Silent Auction	251	100	-151	251.%	310
AGM - Draw	228	100	-128	228.%	212
Merchandise Sales	1,184	600	-584	197.%	780
Landowner Relations - Port A Potty support		150	150		
Miscellaneous Income	777	250	-527	311.%	816
Miscellaneous Income	92		-92		40
Miscellaneous Income-Winter Potluck Auction	460	150	-310	307.%	625
Miscellaneous Income-Winter Pot Luck Draw	225	100	-125	225.%	151
Total Income	\$ 58,843	\$ 38,930	\$ (19,913)	151.%	52,926

Caledon Hills Bruce Trail Club
Budget vs. Actuals 2018, 2017
 January - December 2018

	Total				
	Actual	Budget	Remaining	Actual as % of Budget	Prior Year
Expenses					
Trail Development & Maintenance	2,006	5,200	3,194	39.%	2,467
TD&M-Regular	1,501	3,000	1,499	50.%	1,088
TD&M - Snow Plow	400	1,000	600	40.%	300
TD&M - General/ Equipment Maintenance		400	400		314
TD&M-Equipment Purchases	105	800	695	13.%	765
Newsletter	6,213	6,400	187	97.%	6,249
Newsletter Costs - printing	4,537	4,600	63	99.%	4,532
Newsletter Costs - distribution	1,676	1,800	124	93.%	1,717
Donations to BTC	31,969	15,750	-16,219	203.%	36,124
Donation to BTC	30,861	15,000	-15,861	206.%	35,000
Donations to BTC-Tuesday Hiker	1,108	750	-358	148.%	1,124
Bruce Trail Day	438	645	207	68.%	630
Bruce Trail Day - Park Rental	155	145	-10	107.%	140
Bruce Trail Day - Food/drinks	283	500	217	57.%	490
Event Costs	14,198	10,129	-4,069	140.%	8,894
Fundraising	13,850	9,480	-4,370	146.%	8,454
Event Costs - Fundraising - Theatre	2,787	3,320	533	84.%	1,506
Event Costs - Fundraising - Train - other					70
Event Costs -Fundraising - BTC tax receipt	10,861	6,000	-4,861	181.%	6,830
Event Costs - Fundng-Christmas Trees cider expense/wr	202	160	-42	126.%	48
Winter Potluck	348	649	301	54.%	440
Event Costs - Winter Potluck - Speaker		100	100	0.%	100
Event Costs - Winter Potluck - Refreshments	228	200	-28	114.%	197
Event Costs - Winter Potluck -Room Rental	120	149	29	80.%	143
Event Costs - Winter Potluck - Dish rental		100	100		-
Event Costs - Winter Potluck - Decorations		100	100		-
Hike Expense	2,196	3,930	1,734	56.%	3,126
Hike Expense - E2E Bus Rental	779	880	101	88.%	779
Hike Expense - E2E Checkpoints/rovers	213	100	-113	213.%	
Hike Expense - E2E Badge					556
Hike Expenses - Badges	484	800	316	60.%	1,490
Hike Expenses - Student Outreach Project	499	1,500	1,001	33.%	270
Hike expense - Hike leader course	146	600	454	24.%	-
Hike Expenses - Miscellaneous	76	50	-26	152.%	31
Annual General Meeting expenses	482	513	31	94.%	414
AGM - Refreshments	252	250	-2	101.%	219
AGM - Printing costs	87	60	-27	145.%	52
AGM - Room rental	143	143	-0	100.%	143
AGM - Dish rental		60	60		

Caledon Hills Bruce Trail Club
Budget vs. Actuals 2018, 2017
 January - December 2018

	Total				
	Actual	Budget	Remaining	Actual as % of Budget	Prior Year
Merchandise Costs	315	500	185	63.%	455
Advertising - Publicity	329	500	171	66.%	488
Web Expenses	21	280	259	8.%	239
Web Expenses - hosting		200	200		206
Web Expenses - Social Media	21	80	59	27.%	33
Volunteer Recognition	505	750	245	67.%	437
Volunteer Recognition - Picnic - refreshments	12	300	288	4.%	40
Volunteer Recognition-Picnic Volunteer Recogni	156	100	-56	156.%	267
Volunteer Recognition - Picnic - Speaker					130
Volunteer Recog -Picnic - rental/acknowledge		100	100		
Volunteer Recognition Volunteer Appreciation	337	250	-87	135.%	-
Landowner Relations	368	2,350	1,982	16.%	126
Landowner Relations - misc	86	350	264	25.%	126
Landowner Relations - Portapotty Hockley	281	2,000	1,719	14.%	
Office Administration	1,506	1,841	335	82.%	1,706
Office Admin - postage, miscellaneous	211	225	15	94.%	343
Office Admin - Post Office Box Rental	166	170	4	98.%	162
Office Admin - Tourism Road Sign	140	150	10	93.%	140
Office Admin - Quick Books	174	175	1	99.%	162
Office Admin - Unrecoverable HST	519	650	131	80.%	440
Office Admin-BT Director Liability Insurance		175	175		168
Meeting expenses-Board room rental	262	260	-2	101.%	258
Bank Charges	35	36	2	96.%	33
Sundry Expenses		450	450		
Sundry Expenses - Social Convenor		150	150		
Sundry Expenses - Other/Archivist		200	200		174
Sundry Expenses - Membership matters		100	100		-
Total Expenses	\$ 60,545	\$ 49,238	\$ (11,307)	123.%	61,529
Net Income (Loss)	\$ (1,703)	\$ (10,308)	\$ (8,605)	17.%	-8,603

2019 Budget Caledon Hills Bruce Trail Club (board approved March 7-19)

DESCRIPTION		Budget Holder	BUDGET			ACTUAL		
			2019	2018	2017	2018	2017	2016
REVENUE								
BTC Transfers			10,355	15,905	9,581	26,663	27,863	9,706
Bruce Trail Conservancy	Membership Fees		8,600	7,900	7,700	8,532	8,010	7,173
Bruce Trail Conservancy	Trail Fees		1,500	1,750	1,650	1,666	1,598	1,463
Bruce Trail Conservancy	Life time member		255	255	231	264	253	
Bruce Trail Conservancy	Donation flow thru		-	6,000		16,201	18,002	1,070
Club Direct Donations		Cash					80	
Grants			200	1,300	1,300	499	270	
Advertising		Caledon Comment						
		Louise Porter	2,900	2,500	2,800	2,932	2,561	3,663
Fundraising *			4,500	13,025	9,378	20,273	13,900	8,941
Fundraising *	Christmas Trees-Wreaths - Moule Property	Dave Moule	3,000	3,000	2,600	5,005	3,695	2,580
Fundraising *	Theatre- Orangeville	J. McClelland /D.McKenzie	1,500	1,500	1,500	1,350	1,500	1,440
Fundraising	Theatre - Elora Film Fundraiser	J.McClelland		8,525		13,918	8,705	
Fundraising *	Train				4,778			4,376
Fundraising *	Train Draw				500			545
Hikes			4,750	4,650	4,350	5,806	5,763	4,486
Hikes	E2E	Peter Leeney	2,300	2,300	2,300	2,540	2,325	2,430
Hikes	E2E Other					224		
Hikes	Badges	Colleen Darrell	1,500	1,000	1,300	1,629	2,314	910
Hikes	Hike leader training/FA Course	Rob Martin	-	600		-		300
Hikes	Trail Angels Donations	Dave Moule	100			305		
Hikes	Tuesday Hikers Loonie Fund	Rob Martin	850	750	750	1,108	1,124	846
Bruce Trail Day			250	350	350	230	372	337
Bruce Trail Day	Food sales	Jackie Clark	250	350	350	230	372	337
AGM April			400	200	200	479	522	177
AGM April	Silent Auction	Jackie Clark	200	100	100	251	310	51
AGM April	Draw	Jackie Clark	200	100	100	228	212	126
Merchandise Sales			1,000	600	600	1,184	780	712
Landowner Relations	Port a Potty Hockley Parking Lot	Louise Carberry		150				
Miscellaneous Income			250	250	250	777	816	352
Miscellaneous Income						92	40	165
Miscellaneous Income	Winter Pot Luck Silent Auction	Jackie Clark	150	150	150	460	625	187
Miscellaneous Income	Winter Pot Luck - Draw	Jackie Clark	100	100	100	225	151	
Total Revenue			24,605	38,930	28,809	58,843	52,926	28,373
EXPENSE								
Trail Development & Maintenance			5,200	5,200	4,600	2,006	2,467	1,964
TD & M	Regular	Joan Richard	3,000	3,000	3,000	1,501	1,088	1,464
TD & M	Snow plowing :5th In;5th SR;Hockley	Dave Moule	1,000	1,000	600	400	300	180
TD&M	Equipment purchases	Joan Richard	800	800	700		765	
TD & M	TD & M General	Joan Richard					314	320
TD & M	Equipment Maintenance	Joan Richard	400	400	300	105		
Land Steward Expense				-	200		-	
Land Steward Expense		Gary Hall		-	200		-	
Newsletter Costs			6,019	6,400	6,147	6,213	6,249	6,876
Newsletter Costs	Production	Jean Kerins	4,601	4,600	4,476	4,537	4,532	5,082
Newsletter Costs	Distribution	Jean Kerins	1,418	1,800	1,671	1,676	1,717	1,794
Donations to BTC			10,850	15,750	15,750	31,969	36,124	5,416
Donations to BTC	CHBTC donation		10,000	15,000	15,000	30,861	35,000	4,570
Donations to BTC	Tuesday Hiker Loonie Fund	Rob Martin	850	750	750	1,108	1,124	846
Bruce Trail Day			550	645	645	438	630	567
Bruce Trail Day	Food and drinks	Jackie Clark	350	500	500	283	490	427
Bruce Trail Day	Park rental	Jackie Clark	200	145	145	155	140	140
Event Costs		All	704	10,129	5,503	14,198	8,894	4,424
Event Costs		Fundraising *	200	9,480	4,857	13,850	8,454	3,995
Event Costs	Fundraising -Theatre Elora	J.McClelland		3,320	60	2,787	1,506	
Event Costs	Fundraising - Credit Valley Explorer				3,407		70	3,155
Event Costs	Fundraising -Tax receipts cheq to BTC	J McClelland		6,000	1,240	10,861	6,830	840
Event Costs	Fundraising - New raffle boxes				100			
Event Costs	Fundraising -Christmas tree cider exper	Dave Moule	200	160	50	202	48	

2019 Budget Caledon Hills Bruce Trail Club (board approved March 7-19)

DESCRIPTION	Budget Holder	BUDGET			ACTUAL		
		2019	2018	2017	2018	2017	2016
Event Costs	Winter Potluck	504	649	646	348	440	429
Event Costs	Winter Potluck -Speaker		100	100		100	
Event Costs	Winter Potluck -Refreshments etc	Jackie Clark	200	200	200	228	173
Event Costs	Winter Potluck -Dish rental/purchase	Jackie Clark	100	100	100		52
Event Costs	Winter Potluck -Decorations	Jackie Clark	50	100	100	-	61
Event Costs	Winter Potluck -Room rentals	Sally Moule	154	149	146	120	143
Hike Expense		3,430	3,930	3,650	2,197	3,126	1,915
Hike Expense	E2E Bus Rental	Peter Leeney	880	880	660	779	584
Hike Expense	E2E Badges	Peter Leeney	-			-	556
Hike Expense	E2E Checkpoints/Rovers	Peter Leeney	250	100	150	213	98
Hike Expense	Badges	Colleen Darrell	1,000	800	800	484	1,490
Hike Expense	First Aid Course/Hike Leader training	Rob Martin	200	600		146	130
Hike Expense	Student Outreach Project	Rob Martin	1,000	1,500	1,500	499	270
Hike Expense	Miscellaneous	Colleen Darrell	100	50	540	76	31
AGM Costs		496	513	613	482	414	422
AGM Costs	Speaker		-	100			
AGM Costs	Refreshments etc	Jackie Clark	200	250	200	252	219
AGM Costs	Decorations	Jackie Clark	50	-	50		
AGM Costs	Printing reports	Marilyn Ross	100	60	60	87	52
AGM Costs	Dish rental	Jackie Clark		60	60		
AGM Costs	Room rentals	Sally Moule	146	143	143	143	143
Merchandise Costs	BTC	Julia DePaz	800	500	480	315	455
Advertising/Publicity			2,314	500	-	329	488
Advertising/Publicity	Caledon, Farmers, Hills, misc	Julia DePaz	750	500		329	488
Advertising/Publicity	Event 'tent'	Julia DePaz	1,564				89
Web Expenses/Social Media			300	280	320	21	239
Web Expenses	Social Media	K.Zeromskiene	100	80	70	21	33
Web Expenses	Web and email hosting	Heidi Bischof	200	200	250		206
Volunteer Recognition/Appreciation			500	750	950	505	437
Volunteer Recognition	Picnic Food,drinks,invitations	Colleen Darrell	300	300	300	12	267
Volunteer Recognition	Picnic Speaker	Colleen Darrell		-	100		
Volunteer Recognition	Picnic Volunteer recognition	Colleen Darrell	100	100	100	156	40
Volunteer Recognition	Volunteer appreciation	Colleen Darrell		250		337	
Volunteer Recognition	Picnic park rental/acknowledgement	Colleen Darrell	100	100	450		130
Landowner Relations			850	2,350	750	367	126
Landowner Relations	Calendar distribution, miscel	Louise Carberry	350	350	350	86	126
Landowner Relations	Port a Potty Hockley Parking Lot	Louise Carberry	500	2,000	350	281	277
Landowner Relations	Special events/Laidlaw event May 11	Louise Carberry	-		50		
Office Administration			1,175	1,545	1,545	1,210	1,415
Office Administration	Miscellaneous, postage, office	Andree Zeritsch	350	225	220	211	343
Office Administration	Unrecoverable HST	Andree Zeritsch		650	500	519	440
Office Administration	Quick Books On Line/Sage convers	Andree Zeritsch	500	175	200	174	162
Office Administration	Bad debt expense	Andree Zeritsch	-				164
Office Administration	BTC Directors' Liability		175	175	170		168
Office Administration	Hike Ontario Fee		-	-	115		
Office Administration	P.O.B. Rental			170	180	166	162
Office Administration	Tourism Road Sign (Airport/7th)		150	150	160	140	140
Meeting Expenses	6 Board Meetings rental	Sally Moule	267	260	259	262	258
Bank Charges	Bank fees	Andree Zeritsch	50	36	50	35	33
Sundry Expenses			300	450	450	-	174
Sundry Expenses	Other	Andree Zeritsch	200	200	200		174
Sundry Expenses	Social Convenor supplies	Jackie Clark		150	150		
Sundry Expenses	Membership Matters	Sally Kerr	100	100	100		
Total Expense			33,805	49,238	41,912	60,545	61,529
NET INCOME (LOSS)			(9,200)	(10,308)	(13,103)	(1,703)	(8,603)

*The 2019 Fall Elora Film is planned and not included in this budget

2019 All expense lines include 30.30% of the HST e.g. \$100 HST is \$13.00 Budget \$100 + \$3.94