

Toronto Island Sailing Club

Commentary on Financial Results

Year Ended October 31, 2019

Summary

TISC ended the fiscal year with an overall surplus of \$2,379.29.

REVENUE CATEGORIES:

Total revenue \$54,330 (\$7,449 under budget):

- The club had a total of 94 sailing members and 23 social members. The club met the targets for total new sailing members. It was fourteen returning members under budget, and 2 social members under budget.
- Cubby rentals were below target (\$540) given lower than expected enrollment
- Member donations were \$540 below target
- Club clothing sales exceeded target by 55.81
- Beverage Sales were below targets by \$268

EXPENSE CATEGORIES:

Total expense \$51,951 (\$9,828 under budget):

- All of the directors for the 2019 budget were underspent. This resulted in lower than budgeted expenses.
 - The launch the season party generated a surplus of \$1,011.
- The budget had allocated \$2,000 from transfers to reserves to major club house repairs for lighting upgrades, this project came \$1,600 under budget and reallocated to transfer to reserves.
- Hydro and taxes expenses from 2017 and 2018 were settled at with Toronto Island Marina, \$1,432. This had been accounted for in previous years with \$7,100 budgeted to cover these costs.

Highlights

1) Membership Revenues: \$6,149 under budget

- a) Returning sailing members totalled 52, 14 less than budgeted and a decrease of 12 2018. New sailing members totalled 38, and met our budgeted target and 14 more than 2018. TISC also sold 4 half year memberships exceeding budget by 2. In total, we sold 98 sailing memberships, 12 less than budgeted, and 10 more than last year.
- b) Social members totalled 23, 2 less than budgeted, and equal to last year.

2) Other Revenue: \$462 under budget

- a) Beverage sales were \$132 against a forecast \$400.
- b) Cubby income was \$3510 under budget \$540.
- c) Membership donations totalled \$453, below expected budget of \$1,000.
- d) Membership clothing generated a revenue of \$256, and exceeded targets by \$56.

3) Commodore Costs: \$1,977 under budget

- a) Hydro expenses and taxes were difficult to budget as they had not been paid for 2 years. We can in \$828 under budget
- b) TISC insurance was \$4,171, \$335 below budget
- c) Marina cost of Winter storage (\$7,035), 807, and mooring fees (\$11,970) were both under budget for a savings of \$530.
- d) The club spent \$400 on volunteer awards whereas \$500 was budgeted.
- e) Association fees (\$1,929) were an increase from 2018, but lower than budgeted.

4) Vice Commodore Costs: \$41 under budget

- a) This was due to replacement of water safety exercises with a land based safety and orientation session. The club spent \$210 against a forecasted of \$250 on safety equipment.

5) Fleet Costs: \$704 under budget

- a) Boat maintenance & small parts costs were \$2,073 under budget by \$1,928.
- b) Major boat parts (\$1927) were over budget due purchasing of 2 rudder this season.
- c) Dolly purchase was \$345 (vs. budget of \$365)
- d) Power boat maintenance (\$2,376) came in over budget due to maintenance costs at the year end.

6) Property Costs: \$2,013 under budget

- a) Major projects including replacing lighting in the clubhouse was under budget. \$2000 had been transferred out of the reserve contribution to cover the expense of the project. The total cost was \$402 and the difference (\$1,598) was reallocated back to reserves.
- b) A new bbq was purchased at a cost of 750, above the budgeted amount of \$700.

- c) BBQ supplies were over budget by \$311. The cost of \$661 is due to higher than expected propane use with the new BBQ
- d) Gas and Oil (\$656) were below the budget of \$1,100
- e) Other expenses were roughly on target

7) Membership Costs: \$1,550 under budget

- a) The anticipated cost of social media promotion did not materialize this year due to poor spring weather preventing a targeted promotional approach. The cost was \$104 compared with a budget of \$1,700
- b) Esign server expenses were \$246, the club spent \$46 more than forecasted

8) Racing Costs: \$609 under budget

- a) End of season awards (\$273) and Inter-club prizes (247) were above forecast by \$23 and \$47 respectively.
- b) Regatta race costs were \$121 vs \$450 budgeted, due to the creation of awards in house.
- c) No racing equipment and supplies were purchased in 2019

9) Education: Generated a revenue of \$619, above a forecasted revenue

- a) CanSail ½ had full registration for both sessions generating a revenue of \$3600 and exceeding forecast by \$600. CanSail ¾ had fewer registrants than budgeted and generated a revenue of \$1,050 below a forecast of \$1,750.
- b) Instructor charges were \$3,523, below the budgeted amount of \$5,200.
- c) Miscellaneous expenses were \$599, below a forecast of \$800, this expense was primarily skipper training at the start of the season
- d) Education Materials cost \$77, vs an anticipated revenue of \$100. This was due to higher than anticipated book costs.

10) Social Events: Generated a revenue of \$3,099, above a forecasted revenue of \$1,700

- a) Our Launch the Season party made a \$2,512 profit compared to a budgeted \$1,500 due to a successful silent auction and raffle.
- b) The Regatta generated a profit of \$968 compared to a forecasted \$1,000, and was slightly below our target.
- c) The Commodore's ball was close to breaking even with a net loss of \$4, better than the expected loss of \$400
- d) Work parties were slightly below budget at \$377, (\$400 budget)

11) Communications Costs: \$118 under budget

- a) TISC set up Wifi in the club house this year, falling in the other expense category at a cost of \$141
- b) Telephone charges were higher than budgeted at \$720 (budget \$660).

- c) Wild Apricot web fees are spread over a three year period. The 2019 cost was \$651 compared to a budget of 750. Also using Wild Apricot and Affinipay for the online payment will keep costs \$100 lower at time for renewal.
- d) Also, the website maintenance cost was \$180 under budget by \$120.

12) Secretary Costs: \$180 under budget no expenses for the year

13) Treasurer: \$995 below budget

- a) Payment services for Paypal and Affinipay were \$668, below budget of \$1500. This was due to returning membership payments being processed through interac.
- b) Bank charges were over budget, \$96 compared to a budget of \$40. This was due to higher number of transactions, which have a bank charge.
- c) Accounting software fees were on budget at \$239.

Reserves

The Replacement Reserve began the 2019 fiscal year at \$79,207. The 2018 reserve contribution was made in the 2019 season, as the 2018 had voted to make no reserve contribution due to lower than expected membership. At the 2019 SGM the membership voted to make a contribution based on the year end surplus from 2018 this was a contribution of \$5,995. At the 2019 WGM the membership voted to allocate some of the reserve contribution to pay for long term upgrades of purchasing a new BBQ and repairs to the clubhouse lighting at a cost of \$1,102. The 2019 replacement reserve contribution was \$4,174. Interest on the replacement reserve account for 2019 was 577. The closing replacement reserve balance on October 31st, 2019 was \$89,954.

The Albacore Reserve began the 2019 fiscal year at \$0. As a 2018's SGM membership motion approved to cancel the 2018 contribution of \$19,000. The 2019 SGM voted to contribute the 2018 surplus to the albacore reserves at an amount of \$14,239. The 2019 contribution to albacore reserves was \$9,000. The closing albacore reserve balance on October 31st, 2019 was \$23,239.

Financial Condition

Our cash and near-cash on October 31, 2019 totalled \$116,207, of which \$79,207 belongs to the Replacement Reserve. As of October 31, 2019, it was \$132,338, of which \$89,954 belongs to the Replacement Reserve and \$23,239 belongs to the Albacore Reserve.

Liabilities at October 31, 2019 totalled \$2,851. There was \$148 in accrued liabilities. HST of \$2,703 is payable to the Federal Government for the net HST collected by the Club, less HST paid and instalments made.

On October 31st, 2018 the total liabilities and reserves were \$121,555. The Total club Liabilities and Reserves for 2019 is \$135,189 on October 31st, 2019.