

**Orienteering Canada**  
**Profit & Loss Budget vs. Actual**  
April 2017 through March 2018

Accrual Basis

	Apr '17 - Mar 18	Budget	% of Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Association Membership Fees	50,000.00	50,000.00	100.0%
Coaching/Officials Services	7,791.20		
Donations - General	6,388.00	7,000.00	91.3%
Event Fees/Levies	11,535.48	7,500.00	153.8%
High Performance Program			
Donations-HPP	977.58		
Event Fees (Athletes)	20,198.88		
Fund Raising Activities	8,603.62		
Memberships/Training Fees	2,600.00		
Total High Performance Prog...	32,380.08		
Interest Income	424.78		
Junior Training Camp	11,285.00		
Miscellaneous Income	0.01		
National Insurance Services	1,250.11		
National Team Uniform Sales	4,766.32		
Sales	1,756.25		
Sponsorship	7,200.00	2,000.00	360.0%
Total Income	134,777.23	67,100.00	200.9%
<b>Cost of Goods Sold</b>			
*Cost of Goods Sold	1,096.73		
Cost of Goods Sold	4,515.87		
Total COGS	5,612.00		
<b>Gross Profit</b>	129,165.23	67,100.00	192.5%
<b>Expense</b>			
Administrative Services	620.23		
AGM	213.28	250.00	85.3%
Audit Fees	2,039.75	2,000.00	102.0%
Bank Charges	1,227.15	1,500.00	81.8%
Board and Committee Meetings	1,923.39	3,000.00	64.1%
Board Leadership Expenses	475.00	500.00	95.0%
Event Expenses			
Conference	0.00	300.00	0.0%
IOF Event Fees	1,112.32		
Medals	1,470.28	1,000.00	147.0%
Total Event Expenses	2,582.60	1,300.00	198.7%
Executive Director	0.00	500.00	0.0%
Fund Raising	151.75		
Governance Committee	0.00	100.00	0.0%
HPP			
CCES-Anti Doping	4,104.76		
Event Fees and Expenses	17,016.91		
HPP Fundraising Costs	541.90		
HPP Staffing	1,112.51		
HPP Uniforms	538.14		
National Team Funding	400.00		
Natl Team Ldr/Coach Expen...	15,697.11		
Natl Team Ldr/Coach Funding	3,850.00		
HPP - Other	0.00	10,000.00	0.0%
Total HPP	43,261.33	10,000.00	432.6%
IOF Affiliation Fees	2,513.78	2,500.00	100.6%
Junior Training Camp Expenses	11,193.31		
Liability Insurance	13,266.36	11,500.00	115.4%
Memberships	200.00	200.00	100.0%
Miscellaneous	0.00	400.00	0.0%
Newsletter	432.98	1,200.00	36.1%
Office Supplies	0.00	100.00	0.0%
Postage & Shipping	527.45	250.00	211.0%
President's Expenses	0.00	400.00	0.0%

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**ORIENTEERING CANADA**  
**Statement of Revenues and Expenditures**  
**Year Ended March 31, 2018**

	<b>2018</b>	<b>2017</b>
<b>REVENUES</b>		
Association membership fees	\$ 50,000	\$ 50,000
Donations	6,388	8,946
Activity revenue (Note 5)	30,612	22,990
High performance athletes (Note 6)	12,181	14,093
Sales of promotional items	6,523	7,748
Sponsorship	7,200	695
	<b>112,904</b>	<b>104,472</b>
<b>GENERAL AND ADMINISTRATIVE EXPENSES</b>		
Accounting fees	2,660	2,296
Advertising and promotion	1,984	2,243
Business taxes, licenses and memberships	4,107	3,813
Conference	213	562
Insurance	12,016	11,550
Interest and bank charges	1,229	1,345
Internet	488	423
Meetings and conventions	2,398	3,315
Miscellaneous expense	-	20
Office	527	173
Program Expenses (Note 7)	72,960	70,010
Promotional items	5,612	7,880
Telephone	-	177
	<b>104,194</b>	<b>103,807</b>
<b>EXCESS OF REVENUES OVER GENERAL AND ADMINISTRATIVE EXPENSES FROM OPERATIONS</b>	<b>8,710</b>	<b>665</b>
<b>OTHER INCOME</b>		
Interest income	425	555
<b>EXCESS OF REVENUES OVER GENERAL AND ADMINISTRATIVE EXPENSES</b>	<b>\$ 9,135</b>	<b>\$ 1,220</b>

**ORIENTEERING CANADA**  
**Notes to Financial Statements**  
**Year Ended March 31, 2018**

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**6. High Performance Athletes revenue breakdown**

	<b>2018</b>	<b>2017</b>
High Performance Program: Donations	\$ 977	\$ 2,400
High Performance Program: National Team Events	-	3,652
High Performance Program: Fund Raising Activities	8,604	5,441
High Performance Program:Memberships/Training Fees	2,600	2,600
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	\$ 12,181	\$ 14,093
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**7. Program Expenses**

	<b>2018</b>	<b>2017</b>
Event registration fees	\$ 1,545	\$ 749
Staffing	29,698	27,771
National Team Leader	10,971	12,936
Junior Training Camp Expenses	11,193	3,788
National Team Coach Funding	3,850	7,294
COF Branded Techwear	538	1,551
Coaching program	2,693	6,619
HPP Director	1,113	688
Sass Peepre Fund Expenses	1,225	2,660
Miscellaneous	-	19
Medals	1,470	1,271
Volunteer Recognition	450	-
National Team Funding	400	-
Fundraising program costs	542	117
Strategic plan	-	(1,538)
LTAD	1,696	-
Mapping-unreimbursed expenses	500	1,220
Communications	972	765
CCES-Anti Doping	4,105	4,100
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	\$ 72,961	\$ 70,010
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**8. COMPARATIVE FIGURES**

Some of the comparative figures have been reclassified to conform to the current year's presentation.

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**ORIENTEERING CANADA**  
**Statement of Revenues and Expenditures**  
**Year Ended March 31, 2019**

	2019	2018
<b>REVENUES</b>		
Association membership fees	\$ 50,000	\$ 50,000
Donations	11,296	6,388
Activity revenue (Note 5)	29,844	30,612
High performance athletes (Note 6)	17,096	12,181
Sales of promotional items	5,161	6,523
Sponsorship	-	7,200
	<b>113,397</b>	112,904
<b>GENERAL AND ADMINISTRATIVE EXPENSES</b>		
Accounting fees	3,653	2,660
Advertising and promotion	732	1,984
Business taxes, licenses and memberships	5,774	4,107
Conference	445	213
Insurance	14,286	12,016
Interest and bank charges	796	1,229
Internet	347	488
Meetings and conventions	1,685	2,398
Miscellaneous expense	76	-
Office	517	527
Program expenses (Note 7)	63,624	72,960
Promotional items	4,519	5,612
Telephone	177	-
	<b>96,631</b>	104,194
<b>EXCESS OF REVENUES OVER GENERAL AND ADMINISTRATIVE EXPENSES FROM OPERATIONS</b>	<b>16,766</b>	8,710
<b>OTHER INCOME</b>		
Interest income	512	425
<b>EXCESS OF REVENUES OVER GENERAL AND ADMINISTRATIVE EXPENSES</b>	<b>\$ 17,278</b>	\$ 9,135

**ORIENTEERING CANADA**  
**Notes to Financial Statements**  
**Year Ended March 31, 2019**

**4. Junior Camp (Sass Peepre) Fund**

	<b>2019</b>	<b>2018</b>
Junior Training Camp Revenue	\$ 1,530	\$ 11,285
Donation	5,000	-
Junior Training Camp Expenses	(1,051)	(11,193)
Sass Peepre Fund Expenses	(1,139)	(1,225)
	<b>\$ 4,340</b>	<b>\$ (1,133)</b>

**5. Activity Revenue**

	<b>2019</b>	<b>2018</b>
Coaching/Officials Services	\$ 3,000	\$ 7,792
Event Fees/Levies	25,314	11,535
Junior Training Camp Revenue	1,530	11,285
	<b>\$ 29,844</b>	<b>\$ 30,612</b>

**6. High Performance Athletes revenue breakdown**

	<b>2019</b>	<b>2018</b>
High Performance Program: Donations	\$ 933	\$ 977
High Performance Program: National Team Events	6,045	-
High Performance Program: Fund Raising Activities	7,418	8,604
High Performance Program: Memberships/Training Fees	2,700	2,600
	<b>\$ 17,096</b>	<b>\$ 12,181</b>

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