

Balance Sheet

	2020	2021
	Audited	Audited
	Statements	Statements
Assets		
Bank	166,635	385,063
Investments	7,181,553	8,475,483
Accrued Interest	62,763	60,615
Accounts Receivable	1,253,713	189,364
Loan Receivable	620,000	520,000
Prepaid Expenses	120,047	628,042
Land/Building-Vineland	57,645	57,645
Land/Building-Head Office	6,348,702	6,348,702
CNLA-Equity Position	-634,870	-634,870
Total Assets	15,176,188	16,030,044
Liabilities and Surplus		
Accounts Payable	297,280	507,706
Accounts Payable-Sector Groups	68,194	136,520
Accounts Payable-Chapters	542,596	508,109
Accounts Payable-Special Projects	469,076	911,117
Deferred Revenue	1,655,317	805,533
Hort. Centre Improvement Fund	4,949,460	5,222,647
Hort. Profession Development Fund	706,880	436,603
Technology Fund	-8,621	4,196
Promotion Fund	36,566	36,566
Legacy Fund	6,159,314	7,117,587
Landscape Fund	0	71,606
Net Income	300,126	271,854
Total Liabilities and Surplus	15,176,188	16,030,044

Investments

	Year End Aug. 31/20	Year End Aug. 31/21
Bonds/GICs Recorded at Cost		
Res Brookfield	430,181	0
Res Fairfax Financial	400,697	400,697
TD Bank	264,477	0
Res-TD Bank	0	459,320
Royal Bank GIC (Waterloo/London Chapter)	80,000	80,000
Greater Toronto Airport	0	107,995
Cash Position	34	159
Totals-Bonds/GICs	1,175,388	1,048,170
Mutual Funds/Equities Recorded at Market Value		
Nexus/RBC Portfolio	2,701,372	3,201,320
TD Wealth Portfolio	2,403,447	2,956,012
RBC Dominion Securities	901,346	1,269,982
Totals Mutual Funds/Equities	6,006,165	7,427,313
Total Investments	7,181,553	8,475,483

Fund Allocations

	2020 Audited Statements	2021 Audited Statements
Horticultural Profession Development Fund		
Opening Balance	809,556	706,880
Expenditures	-397,623	-348,106
Revenues-Funding/Misc	294,947	77,829
Transfer From(To) Other Funds	0	0
Transfer From Net Income	0	251,854
Closing Balance	706,880	688,457
Horticultural Centre Improvement Fund		
Opening Balance	5,102,867	5,219,586
Expenditures	-884,550	-29,057
Revenues-Funding/Misc	58,369	32,118
Capitalized Renovation Expenses	672,775	0
Transfer From Net Income	270,126	0
Closing Balance	5,219,586	5,222,647
Technology Fund		
Opening Balance	26,243	21,379
Expenditures	-34,864	-17,183
Transfer From Net Income	30,000	20,000
Closing Balance	21,379	24,196
Promotion Fund		
Opening Balance	22,916	36,566
Expenditures	13,650	0
Transfer From Net Income	0	0
Closing Balance	36,566	36,566
Legacy Fund		
Opening Balance	6,111,725	6,159,314
Expenditures	0	0
Revenues-Funding/Misc	47,589	1,058,273
Transfer From(To) Other Funds	0	-100,000
Transfer From Net Income	0	0
Closing Balance	6,159,314	7,117,587
Landscape Fund		
Opening Balance	0	0
Expenditures	0	-31,548
Revenues-Funding/Misc	0	3,155
Transfer From(To) Other Funds	0	100,000
Transfer From Net Income	0	0
Closing Balance	0	71,606

Income Statement - Departmental Summary Pre-Allocations

	2020 Audited Statements	2021 Audited Statements	2021 Revised Budgets	2022 Revised Budgets	2023 Proposed Budgets
Revenue					
General	415,673	700,713	113,800	139,000	139,000
Membership	1,620,352	1,767,709	1,503,250	1,761,000	1,761,000
Publications	834,525	786,344	765,900	801,300	801,300
Congress	2,465,308	349,001	590,750	1,514,000	1,514,000
Education	191,464	398,786	353,125	403,000	403,000
Total Revenue	5,527,322	4,002,554	3,326,825	4,618,300	4,618,300
Expenses					
General	2,828,022	2,699,253	2,575,000	2,721,500	2,721,500
Membership	730,775	574,669	504,420	709,000	709,000
Publications	275,832	275,846	195,700	289,150	289,150
Congress	1,296,900	93,813	59,000	705,426	705,426
Education	95,667	87,118	59,750	108,500	108,500
Total Expenses	5,227,196	3,730,699	3,393,870	4,533,576	4,533,576
Net Income (Loss)	300,126	271,854	-67,045	84,724	84,724

Income Statement - General

	2020 Audited Statements	2021 Audited Statements	2021 Revised Budgets	2022 Revised Budgets	2023 Proposed Budgets
Revenue					
Rent	69,338	25,205	30,000	18,500	18,500
Administration Fees	58,977	39,436	40,000	35,000	35,000
Earned Interest	31,628	20,503	34,000	20,000	20,000
Gains/Losses-Investments	114,188	219,126	5,000	60,000	60,000
Information Technology/Web Fees	7,500	4,234	4,800	3,500	3,500
Miscellaneous	134,041	392,209	0	2,000	2,000
Total Revenue	415,673	700,713	113,800	139,000	139,000
Expenses					
Administrative Expenses					
Property Taxes	52,337	122,186	73,000	140,000	140,000
Telephone	18,510	17,242	20,000	16,000	16,000
Hydro	16,434	18,264	23,000	22,000	22,000
Heat	12,653	16,325	16,000	18,000	18,000
Water	4,789	5,741	5,000	6,000	6,000
Maintenance-Yard	59,972	72,677	64,000	75,000	75,000
Maintenance-Building	82,088	101,373	65,000	80,000	80,000
Office Supplies	24,836	10,072	25,000	12,000	12,000
Office Equipment	29,401	17,734	25,000	20,000	20,000
Computer Equip/Software	19,204	68,044	15,000	60,000	60,000
Information Technology/Web Expenses	22,959	22,586	23,000	22,000	22,000
Postage	5,277	2,889	5,000	3,500	3,500
Courier	1,036	1,510	500	1,000	1,000
Audit	21,550	21,000	22,000	22,000	22,000
Legal Fees	0	1,150	1,000	1,000	1,000
Advertising	517	829	500	500	500
Insurance Expense	42,686	48,096	38,000	50,000	50,000
Meeting Expenses	12,476	75	5,000	5,000	5,000
Travel	53,024	5,395	25,000	20,000	20,000
Dues and Subscriptions	11,993	8,705	10,000	9,000	9,000
Donations	0	500	500	500	500
Training (Staff)	8,184	3,196	1,500	2,000	2,000
Miscellaneous Expenses	69,640	85,050	5,000	10,000	10,000
Bank Charges and Interest	94,271	54,530	90,000	80,000	80,000
(Gain) Loss on Foreign Exchange	-3,769	195	-5,000	2,000	2,000
Total General Expenses	660,068	705,364	553,000	677,500	677,500
Compensation					
Wages	1,915,722	1,754,475	1,765,000	1,800,000	1,800,000
Benefits	144,396	125,225	150,000	130,000	130,000
Source Deductions	107,836	114,189	107,000	114,000	114,000
Total Compensation	2,167,954	1,993,889	2,022,000	2,044,000	2,044,000
Total Expenses	2,828,022	2,699,253	2,575,000	2,721,500	2,721,500
Net Income(Loss)	-2,412,349	-1,998,540	-2,461,200	-2,582,500	-2,582,500
Wage Allocations	1,423,809	1,379,809			
Overhead Allocations	729,840	755,822			
Net Income(Loss) Net of Allocations	-258,701	137,092			

Income Statement - Membership Services

	2020 Audited Statements	2021 Audited Statements	2021 Revised Budgets	2022 Revised Budgets	2023 Proposed Budgets
Revenue					
Membership Dues	1,409,683	1,526,875	1,300,000	1,550,000	1,550,000
Awards of Excellence	83,239	58,630	51,250	60,000	60,000
Merchandise	3,026	1,000	2,000	1,000	1,000
Referral Fees	124,403	181,204	150,000	150,000	150,000
Total Revenue	1,620,352	1,767,709	1,503,250	1,761,000	1,761,000
General Expenses					
CNLA Membership Dues	400,575	420,546	364,000	430,000	430,000
Member Subscriptions	88,000	88,000	88,000	88,000	88,000
Awards of Excellence	117,134	48,011	40,420	50,000	50,000
Membership Plaques	261	0	0	0	0
Annual Report	2,404	0	0	0	0
Merchandise	1,530	2,351	2,000	2,500	2,500
Membership Booth	17,061	0	0	15,000	15,000
Promotion-Members	11,975	15,611	10,000	12,000	12,000
Promotion-Canada Blooms	12,301	0	0	0	0
Total General Expenses	651,242	574,519	504,420	597,500	597,500
Chapters & Sector Group Expenses					
Durham	9,256	0	0	10,000	10,000
Georgian Lakelands	9,808	0	0	10,000	10,000
Golden Horseshoe	9,842	0	0	10,000	10,000
London	8,896	0	0	9,000	9,000
Ottawa	9,416	0	0	10,000	10,000
Toronto	11,028	0	0	11,000	11,000
Upper Canada	5,520	0	0	5,500	5,500
Waterloo	9,530	0	0	10,000	10,000
Windsor	6,000	0	0	6,000	6,000
Designers	859	0	0	3,000	3,000
Garden Centre	0	0	0	3,000	3,000
Grounds Maintenance	-3,588	0	0	3,000	3,000
Growers	1,346	150	0	3,000	3,000
Interiorscape	0	0	0	3,000	3,000
Irrigation	445	0	0	3,000	3,000
Landscape Contractors	254	0	0	3,000	3,000
Landscape Lighting	332	0	0	3,000	3,000
Snow & Ice	473	0	0	3,000	3,000
Turf Management	117	0	0	3,000	3,000
Total Chapter & Sector Group Expenses	79,533	150	0	111,500	111,500
Total Expenses	730,775	574,669	504,420	709,000	709,000
Net Income(Loss)	889,576	1,193,040	998,830	1,052,000	1,052,000
Wage Allocations	-406,110	-371,057			
Overhead Allocations	-182,460	-188,956			
Net Income(Loss) Net of Allocations	301,006	633,027			

Income Statement - Education

	2020 Audited Statements	2021 Audited Statements	2021 Revised Budgets	2022 Revised Budgets	2023 Proposed Budgets
Revenue					
Special Projects	52,861	339,636	140,000	300,000	300,000
Trade Courses	133,962	54,576	213,125	100,000	100,000
Certification	4,642	4,575	0	3,000	3,000
Total Revenue	191,464	398,786	353,125	403,000	403,000
Expenses					
Special Projects	3,456	55,433	20,000	60,000	60,000
Trade Courses	65,822	10,590	18,750	25,000	25,000
Certification	4,742	895	0	3,000	3,000
Promotion	1,648	200	1,000	500	500
Foundation Scholarships Funding	20,000	20,000	20,000	20,000	20,000
Total Expenses	95,667	87,118	59,750	108,500	108,500
Net Income(Loss)	95,797	311,669	293,375	294,500	294,500
Wage Allocations	-210,336	-202,175			
Overhead Allocations	-91,230	-94,478			
Net Income(Loss) Net of Allocations	-205,768	15,016			

Income Statement - Publishing, Landscape Trades magazine

	2020 Audited Statements	2021 Audited Statements	2021 Revised Budgets	2022 Revised Budgets	2023 Proposed Budgets
Revenue					
Display Advertising	526,473	417,113	530,000	425,000	425,000
Web Display Ads	4,296	5,759	4,000	6,000	6,000
Polybag Inserts	43,947	36,664	40,000	40,000	40,000
Classified Ads	0	120	0	0	0
Direct E-Blasts	21,986	89,467	20,000	80,000	80,000
E-Sentials	13,425	19,638	12,000	20,000	20,000
Digital Retargeting	0	46,750		65,000	65,000
Subscriptions	304	321	200	300	300
Member Subscriptions	44,000	44,000	44,000	44,000	44,000
Total Revenue	654,432	659,832	650,200	680,300	680,300
Discounts					
Member Discounts	56,693	47,057	70,000	48,000	48,000
Agency Discounts	12,769	9,743	12,000	10,620	10,620
Total Discounts	69,462	56,800	82,000	58,620	58,620
Gross Revenue	584,970	603,032	568,200	621,680	621,680
Expenses					
Printing	65,138	80,831	42,000	70,000	70,000
Freelance Editorial	10,892	10,305	15,000	3,000	3,000
Editorial Travel	234	146	500	3,000	3,000
Sales Travel	6,590	310	4,000	6,000	6,000
Mail Preparation	4,749	6,776	3,000	7,000	7,000
Poly Bag Costs	9,877	7,029	12,000	8,000	8,000
Postage (2nd Class)	85,911	77,616	60,000	75,000	75,000
Postage(Foreign)	3,484	3,313	3,200	3,500	3,500
Courier Charges	239	0	500	200	200
Subscription Campaign	0	0	0	10,000	10,000
Promotion/Media Kits	2,523	1,283	1,000	5,000	5,000
Digital Ad Exps	0	26,591	0	34,700	34,700
Circulation Audit	4,330	4,330	4,500	4,500	4,500
Miscellaneous	4,875	1,249	250	1,000	1,000
Bad Debts	0	0	1,000	500	500
Total Expenses	198,842	219,778	146,950	231,400	231,400
Net Income(Loss)	386,128	383,254	421,250	390,280	390,280

Income Statement - Publishing, Landscape Ontario magazine

	2020 Audited Statements	2021 Audited Statements	2021 Revised Budgets	2022 Revised Budgets	2023 Proposed Budgets
Revenue					
Display Advertising	142,222	107,138	130,000	100,000	100,000
Polybag Inserts	21,801	17,407	15,000	17,000	17,000
Classified Ads	180	0	200	0	0
Web Classified Ads	140	333	0	0	0
Enews Ads	24,099	30,583	30,000	35,000	35,000
Subscriptions	39	39	0	0	0
Member Subscriptions	44,000	44,000	44,000	44,000	44,000
Total Revenue	232,480	199,498	219,200	196,000	196,000
Discounts					
Member Discounts	19,197	15,137	20,000	15,750	15,750
Agency Discounts	1,143	1,049	1,500	630	630
Total Discounts	20,341	16,186	21,500	16,380	16,380
Gross Revenue	212,139	183,312	197,700	179,620	179,620
Expenses					
Printing	25,010	25,117	18,000	25,000	25,000
Freelance Editorial	3,450	1,700	3,000	1,000	1,000
Editorial Travel	499	282	500	0	0
Mail Preparations	3,025	4,295	2,500	4,500	4,500
Poly Bag Costs	7,562	4,413	6,000	4,500	4,500
Postage	22,630	19,661	18,000	22,000	22,000
Miscellaneous	0	599	250	250	250
Bad Debts	1,062	0	500	500	500
Total Expenses	63,239	56,068	48,750	57,750	57,750
Net Income(Loss)	148,900	127,244	148,950	121,870	121,870

Landscape Ontario Audited Financial Statements YEAR ENDED AUGUST 31, 2021

Income Statement - Publishing, Special Projects

	2020 Audited Statements	2021 Audited Statements	2021 Revised Budgets	2022 Revised Budgets	2023 Proposed Budgets
Revenue	37,416	0	0	0	0
Expenses	13,751	0	0	0	0
Net Income(Loss)	23,665	0	0	0	0

Summary - Publishing

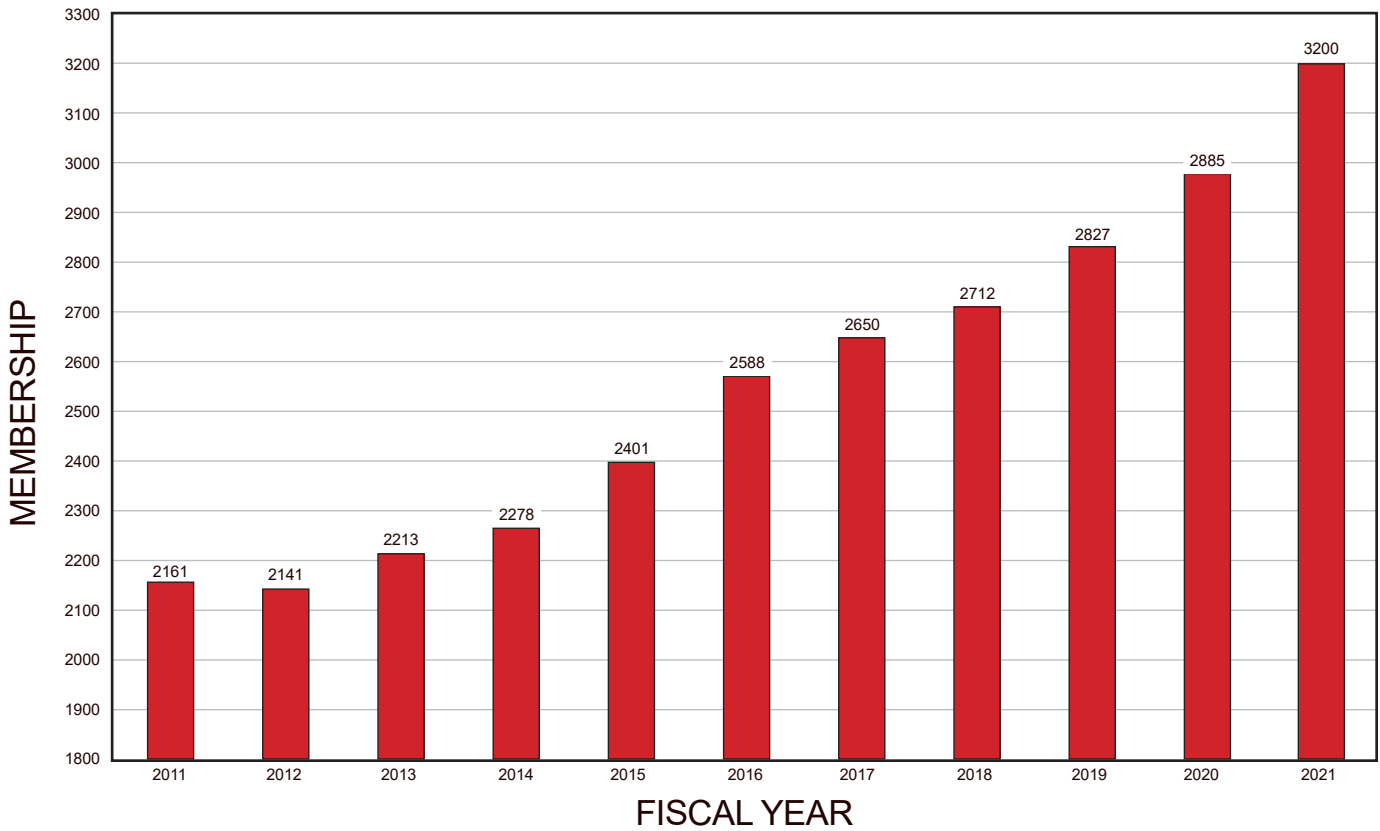
	2020 Audited Statements	2021 Audited Statements
Net Income(Loss)-Publishing Department	558,693	510,498
Wage Allocations	-399,326	-401,369
Overhead Allocations	-136,845	-141,717
Net Income(Loss) Net of Allocations	22,522	-32,587

Landscape Ontario Audited Financial Statements YEAR ENDED AUGUST 31, 2021

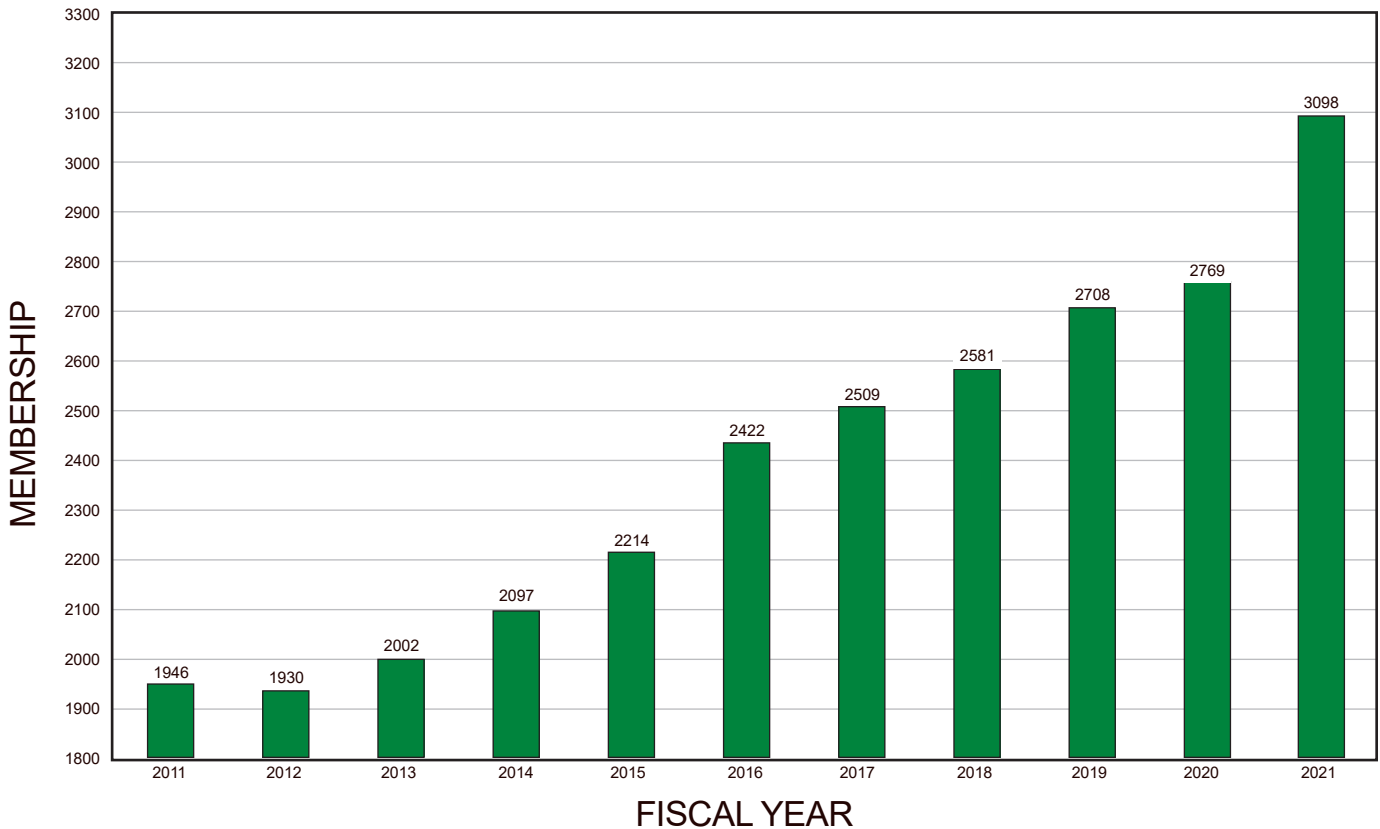
Income Statement Tradeshow, Congress

	2020 Audited Statements	2021 Audited Statements	2021 Revised Budgets	2022 Revised Budgets	2023 Proposed Budgets
Revenue					
Exhibit Space	2,412,945	254,400	500,000	1,500,000	1,500,000
Exhibit Space-Partners	35,150	0	0	0	0
Registration	133,984	60,851	50,750	83,000	83,000
Sponsorship	83,296	28,000	25,000	51,000	51,000
Miscellaneous	10,953	5,750	15,000	0	0
Total Revenue	2,676,328	349,001	590,750	1,634,000	1,634,000
Discounts					
Member Discounts	208,020	0	0	120,000	120,000
Member Discounts-Partners	3,000	0	0	0	0
Total Discounts	211,020	0	0	120,000	120,000
Gross Revenue	2,465,308	349,001	590,750	1,514,000	1,514,000
Expenses					
Exhibit Hall	493,560	0	0	306,007	306,007
Security	29,541	0	0	18,315	18,315
Show Services	135,460	0	0	83,985	83,985
Feature Area	2,500	0	0	2,500	2,500
Garden Subsidy	21,231	0	0	0	0
Speakers	41,366	18,750	21,000	20,000	20,000
Conferences-Food and Beverage	45,130	0	0	0	0
Registration Services	46,208	61,708	0	28,648	28,648
Audio Visual Equipment	27,386	0	0	0	0
Receptions	21,611	0	0	0	0
Printing	20,322	0	0	12,599	12,599
Promotion	52,225	100	4,000	28,039	28,039
Advertising	30,815	7,535	0	19,105	19,105
Photography/Video	6,378	0	0	0	0
Flowers	0	0	0	0	0
Move In/Move Out	122,289	0	0	75,819	75,819
Travel	47,900	348	0	27,996	27,996
Parking	16,630	0	0	10,210	10,210
Police	2,247	0	0	0	0
Postage	14,451	0	0	8,959	8,959
Janitorial	92,330	0	0	57,244	57,244
Software	11,083	3,300	34,000	4,000	4,000
Labour	2,800	1,680	0	0	0
Commissions-Partners	8,663	0	0	0	0
Miscellaneous	4,774	393	0	2,000	2,000
Total Expenses	1,296,900	93,813	59,000	705,426	705,426
Net Income (Loss)	1,168,409	255,187	531,750	808,574	808,574
Wage Allocations	-408,036	-405,208			
Overhead Allocations	-319,305	-330,672			
Net Income (Loss) Net of Allocations	441,067	-480,693			

MEMBERSHIP COUNT 2011-2021



MEMBERSHIP COUNT EXCLUDING INDIVIDUAL MEMBERS 2011-2021



MEMBERSHIP BREAKDOWN 2021

