



HELICOPTER ASSOCIATION OF CANADA Fall 2017 AGM TREASURER'S REPORT

I am pleased to report that our Auditor, Frouin Group, has provided us with a clean audit opinion on our 2016-2017 Financial Statements.

HAC ended the year with a loss of \$11K, and \$54K unfavorable to budget.

I will not go into detail regarding each line item on the Financial Statements, as the Members have each received a copy. There are however a few items of note:

- Revenues were down 11% compared to the previous year, due primarily to the much smaller Edmonton convention when compared to the previous year's Vancouver event. Edmonton convention revenues were \$87K (-14%) less than Vancouver convention revenues the previous year. Membership revenue decreased by \$18K (-6%).
- Expenses were down 6% compared to the previous year, primarily attributable to Edmonton convention expenses being 13% lower than those in Vancouver the previous year
- The fall 2016 Edmonton convention generated a net income contribution of \$243K to HAC, compared to the \$289K contributed by the larger fall 2015 Vancouver convention.

Internally Restricted Funds

HAC maintains four internally restricted Funds, which have been established to prevent HAC from resorting to short and medium-term fee increases that could destabilize the Association, as HAC must have sufficient reserves to cope with normal variations in revenues and expenditures, extraordinary problems, administrative and development needs and long-term commitments.

As of August 31 2017, a description of each of these funds follows:

- Contingency Fund - \$236,127 (up from \$129,142 in the previous fiscal year). HAC's goal is to have enough reserves in the Contingency Fund to fund a full year of expenditures in order to provide for unforeseen eventualities and for extraordinary expenses. \$44,627 was transferred to the Contingency Fund from Unrestricted Net Assets, and \$68,685 was transferred from the Capital Acquisition Fund. \$6327 was

transferred from the Contingency Fund to the Special Projects Fund.

- Capital Acquisitions Fund - \$0 (down from \$68,685 in the previous fiscal year). The Capital Acquisitions Fund is to be used to purchase office equipment and other capital items. \$68,685 was transferred to the Contingency Fund.
- Legal Defense Fund - \$95,000 (down from \$100,000 in the previous fiscal year). The Legal Defense Fund was established for the purpose of funding or sharing the cost of legal action where the outcome of the action may affect the interests of the Canadian helicopter community. \$5,000 was used to support the legal defense of a member.
- Special Projects Fund - \$0 (down from \$9,000 in the previous fiscal year). This Fund was established in 2008 to be used for special projects and initiatives. \$6,327 was transferred from the Contingency Fund to Special Projects Fund. \$15,327 was transferred from the Special Projects Fund to Unrestricted Net Assets for the Fatigue Management Advocacy project.

HAC's accomplishments and stability are due to the tremendous support of our Members and Associates, Corporate Sponsors, Exhibitors, and Convention Sponsors. I wanted to thank all of you for your support, but I would like to pay special tribute to each and every one of our 12 Corporate Sponsors and Convention Sponsors by name.

Corporate Sponsors:

- Airbus Helicopters Canada
- Bell Helicopters
- BMG Insurance Brokers & BostonMarks Insurance Brokers
- Leonardo Helicopters
- NAV CANADA
- Rolls-Royce
- Safran Turbomeca Canada
- StandardAero
- Vector Aerospace
- Willis Towers Watson

I also wanted to provide special recognition to two **NEW** Corporate Sponsors, namely Essential Turbines and JLT Canada. Bringing the number of our Corporate Sponsors to twelve.

Fall 2017 Convention Sponsors:

I would also like to extend a special thank-you to our 2017 Convention Sponsors. Please take note that some of our Corporate Sponsors are also Convention Sponsors:

- AIRBUS Helicopters Canada
- Rolls-Royce Corporation
- Helijet International
- Waypoint Leasing
- Bell Helicopter Textron
- Emond Harnden
- Pratt & Whitney Canada
- Safran Helicopter Engines
- Sikorsky Corp.
- Willis Towers Watson
- HELICOPTERS Magazine
- Essential Turbines Inc.
- Barry Cordage
- Global Aerospace Underwriting Managers (Canada) Ltd.
- BMG Insurance Brokers
- Casanna MultiMedia
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Please join me in thanking them all for their outstanding contributions and financial support for HAC.

Thank you, and we look forward to your continued support.

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