



HELICOPTER ASSOCIATION OF CANADA

Fall 2018 AGM

TREASURER'S REPORT

November 2 2018, Vancouver BC

I am pleased to report that our Auditor, Frouin Group, has provided us with a clean audit opinion on our 2017-2018 Financial Statements.

HAC ended the year with a loss of \$116K.

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 \$108K (-12%) compared to the previous year, and \$105K less than budget, primarily due to a much smaller Ottawa convention when compared to the previous year's Edmonton event. Ottawa convention revenues were \$99K (-19%) less than Edmonton convention revenues the previous year. Membership revenue decreased by \$11K (-4%) compared to the previous year.
- Expenses were flat compared to the previous year, and \$21K over budget. However \$25K was unbudgeted spending approved by the board for the Fatigue Management Advocacy project.
- The financial performance of the Fall 2017 Ottawa convention fell below expectations. It generated a net income contribution of only \$147K to HAC, which was \$96K less than the fall 2016 Edmonton convention. Booth sales and registrations were significantly less than anticipated, while convention costs were higher than anticipated.

We are planning for a return to a positive net income in the current fiscal year, primarily driven by our expectation for a much healthier financial performance from this year's Vancouver convention.

Internally Restricted Funds

HAC maintains four internally restricted Funds. As of August 31 2018, a description of each of these funds follows:

- Contingency Fund - \$196,127 (down from \$236,127 in the previous fiscal year). HAC's goal is to have enough reserves in the Contingency Fund to fund a full year of expenditures to provide for unforeseen eventualities and for extraordinary expenses. \$40,000 was transferred from the Contingency Fund to the Special Projects Fund.

- Capital Acquisitions Fund - \$0 (unchanged from the previous fiscal year). This Fund is to be used to purchase office equipment and other capital items.
- Legal Defense Fund - \$95,000 (unchanged from the previous fiscal year). This Fund was established to fund or share the cost of legal action where the outcome of the action may affect the interests of the Canadian helicopter community.
- Special Projects Fund - \$15,000 (up from \$0 in the previous fiscal year). This Fund was established in 2008 to be used for special projects and initiatives. \$40,000 was transferred from the Contingency Fund to Special Projects Fund. \$25,000 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
- BMG Insurance Brokers & Boston Marks Insurance Brokers Limited
- Essential Turbines Inc.
- JLT Canada
- Leonardo Helicopters
- NAV CANADA
- Rolls-Royce
- Safran Helicopter Engines Canada
- StandardAero
- Willis Towers Watson

Fall 2018 Convention Sponsors:

I would also like to extend a special thank-you to our 2018 Convention Sponsors. Please take note that some of our Corporate Sponsors are also Convention Sponsors:

- AIRBUS Helicopters Canada
- AOG HeliServices Inc.
- Helijet International
- Bell
- Emond Harnden
- Pratt & Whitney Canada
- Safran Helicopter Engines
- HELICOPTERS Magazine
- Essential Turbines Inc.

- Casanna MultiMedia
- BFL Canada Insurance Services Inc.
- Valard Construction LP

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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