

Overall this past year has been good financially, due primarily to the Symposium in September 2019. This was the largest event we have had yet, and it attracted a lot of attention by individuals attending, plus sponsorships and donations. A lot of our efforts went into the event, which resulted in less effort in seeking out donations and fundraising dollars in general. We had one fundraiser which coincided with the Symposium – we purchased and sold Lymphedema Nutrition books. These were very well received and we sold out quickly at the Symposium.

The other significant item to note on the revenue side is that we switched from Monaris to Paypal for online payments. Monaris had not been working very well and we had many reports of it not working for individuals. We made the switch last August, and then proceed to follow up with Monaris. After some discussion they agreed to repay us for the base fees we paid for 18 months, during which we were not getting service.

Overall our revenue was \$45,298.88. If we back out the Symposium results from budget, 2019 and 2018, our total revenue would be very similar to prior year and budget.

Per our expenses we mostly came in under budget. There were several lines where we had expenditures and budget, but had no current expenses for the year. For the most part these were minor and sometimes were due to timing – for example, we paid for the post office box late in 2018 fiscal year and was paid, but covered most of 2019 fiscal year. The invoice just came in and will be included in the 2020 fiscal year.

Of course, the symposium did cost much more than anticipated due to the size. However, overall we had a profit on the symposium of \$669. We had budgetted to have a loss of \$5,000, a difference of \$5,669.

Another more significant variance to note is the advertising for Lymphedema awareness day last spring. In the 2018 year (spring of 2017) many of the companies did not bill us. This year, we did get invoiced so the costs were up. These costs were covered by a grant from Shoppers. As an aside, we were not approved for the grant this year (the 2020 fiscal year) and therefore took a different advertising approach – use of billboard, which cost much less than radio spots.

Overall we had a surplus of \$1,726, vs a planned loss of \$6,790 per budget, and a loss of \$909 last year.

Our total net surplus is \$33,169.

On the Balance Sheet – the only significant difference is that all our money is sitting in the bank. We had a \$15,000 GIC that matured last year. Over the summer, Vicki handed over the treasurer duties to me. In that I thought she had already reinvested the money, but in looking back through the records, the funds were deposited into the account last March and were not reinvested in a GIC. We will be looking at GIC rates and reinvesting some of our surplus so we can get a little bit more interest income on these funds.

I move that the financial statements for February 28, 2019 be approved.