

SUMMARY OF ACTIVITY

The 2007/08 (Year ending March 31, 2008) operating results were positive in that revenues increased by 5.8% and we ended the year with a \$33,562 surplus before contributions to the operating reserve and capital fund. Approximately \$18,000 of this surplus can be attributed to an \$18,000 liability that we had been carrying that was reversed and applied to the 2008 fiscal year. Half of the surplus was transferred to the operating reserve consistent with BCAA policy. Another \$9,296 was transferred to the capital fund for capital purchases made during the year. After these transfers, our retained earning increased by just under \$8,300.

Our Core Provincial Grant remained stable at \$178,000. As noted in last year's financial report we must be cautious about being overly dependent on government grants for funding, especially with the current state of the economy.

IMPROVEMENTS AND CHALLENGES

Improvements in financial performance in the previous year (year ending March 31, 2008) over the preceding year (year ending March 31, 2007) include:

1. Increased revenue from membership – Membership revenue was up by just under \$1,000. Although this is a small increase, it is going in the right direction.
2. Both revenue and expenditures increased at an equal rate of 5.8%, compared to the preceding year when expenditures increased at almost twice the rate of revenues.

Challenges for the current year (year ending March 31, 2009) and future years include:

1. Sources of revenue – we must continue to look for other sources of revenue so we do not become overly reliant on government funding, especially in these uncertain economic times.

2. Membership revenue - although revenue from membership increased over the prior year, it is still below the budgeted amount for the year. We must continue to look for ways to increase membership as this is a major source of revenue for us.

3. Economy - we are currently in a recession, with rising unemployment. This presents a risk to our level of government funding as well as to our membership revenue. While this could present an opportunity to market ourselves as a sport with relatively low participation costs, we will have to be diligent in managing our expenses to be in line with our revenues. If our government funding and/or membership revenues decrease, without other sources of revenue we will have to find areas to cut expenditures.

PLANNED ACTIVITY

Appendices 3 and 4 contain a summary of revenues and expenses for the previous year (year ending March 31, 2008), current year (year ending March 31, 2009) actuals to date and budget and a draft budget for next year (year ending March 31, 2010). The budgets for the current year and next year forecast small surpluses. However, we have also set some aggressive revenue targets in both years. If this revenue is not realized, either new revenue sources will have to be found or expenses will have to be reduced.

KEY INDICATORS

1. Annual Change in Revenues and Expenses

Figure 1 shows a trend in revenues and expenses over the last ten years and Figure 2 shows a trend of the changes in these two items.

Both revenues and expenses have been increasing since 2005 as shown in Figure 1. While it is important to continue to grow our revenues, this growth must be evaluated compared to expenses. On an annual basis, revenues must be greater than expenses to avoid running a deficit.

FIGURE 1.

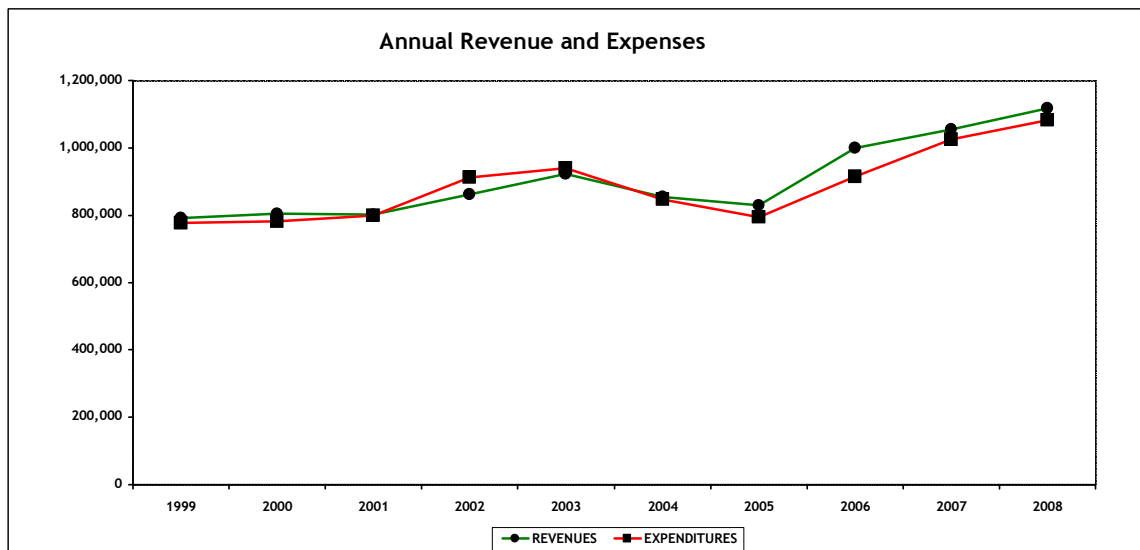
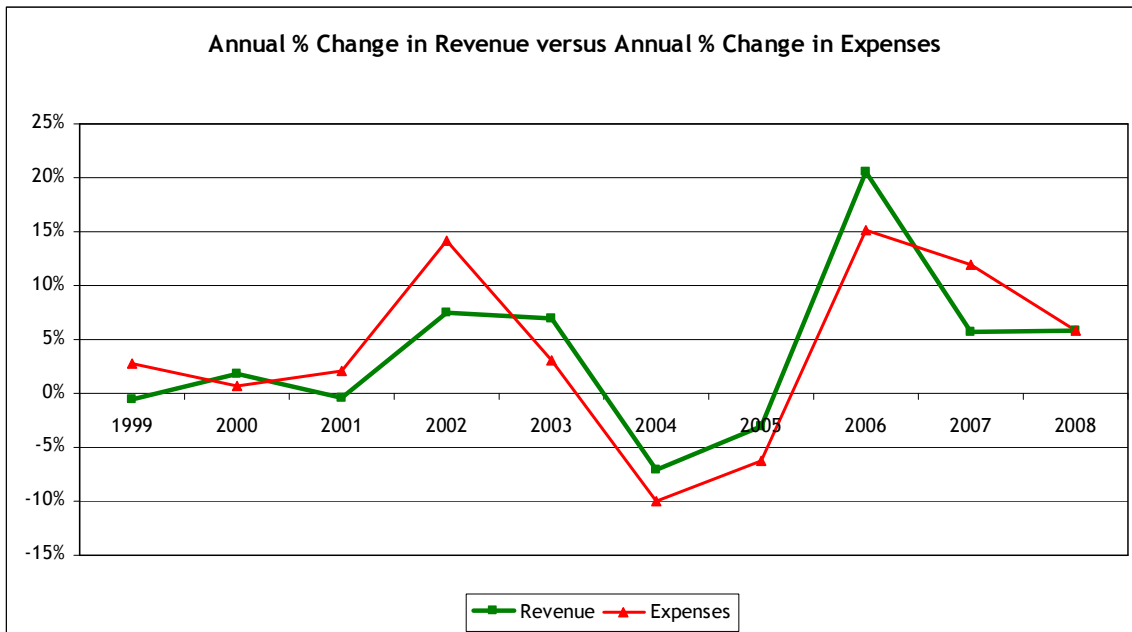


Figure 2 shows a history of revenue growth compared to expenditure growth. In 2007, revenues grew at a rate almost double that of expenses. In 2008, the growth rates were the same at 5.8%. If over time, expenses continue to grow at a faster rate than revenues, this indicates we could be using our funds more effectively to generate revenue.

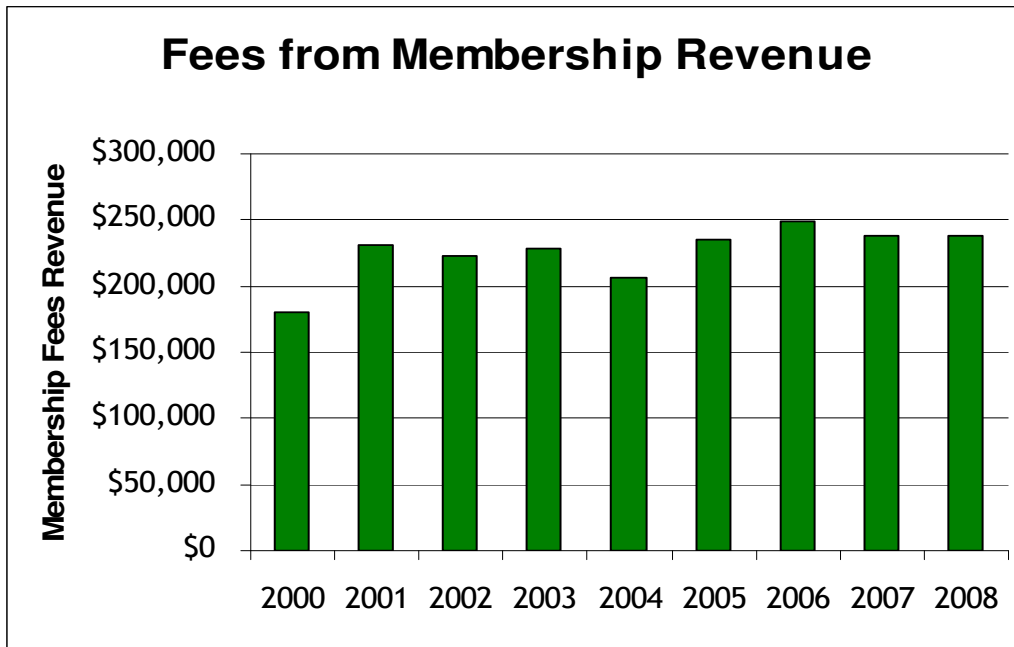
FIGURE 2.



2. Membership Fee Revenue

Figure 3 shows membership fee revenue over the past 9 years. Revenue from membership fees is up marginally in 2008 after a decrease last year. Membership fees are still one of our major revenue sources and we must continue to work on maintaining or increasing it. A strong membership base may also create more opportunities to find additional revenue sources through increased contacts and a higher profile in the community.

FIGURE 3. REVENUE FROM MEMBERSHIP FEES



MAJOR INITIATIVES

1. Strategic Plan

Once the strategic plan is completed, it should be used as a guide in prioritizing and allocating financial resources.

2. Financial System and Reporting

Implementing a new financial system continues to be on the agenda. The current system is functional but needs to be improved to provide reports that will allow us to better monitor our financial position and take action where necessary.

URGENT MATTERS

The most urgent financial related matter is to continue to look for new revenue sources. There are areas where we can cut expenses or reallocate them and the strategic plan will assist in this exercise. However, in order to continue to provide the programs and services that are necessary to achieve our mission, consistent and reliable sources of revenue are required.

I would like to say thank you to the membership for the opportunity to serve as Director of Finance.

Last, but certainly not least, I would like to thank Brian McCaLder and his staff for their hard work and tireless efforts in running our organization. We are fortunate to have such a dedicated staff and it is important that we recognize this and ensure they know their work is appreciated. That is an exact quote from last year's report, but it is something that bears repeating.

Additional financial information is available in the following appendices:

Appendix 1

2008 Revenues - Major Components

Appendix 2

2008 Expenses - Major Components

Appendix 3

Interim Revenue Statement

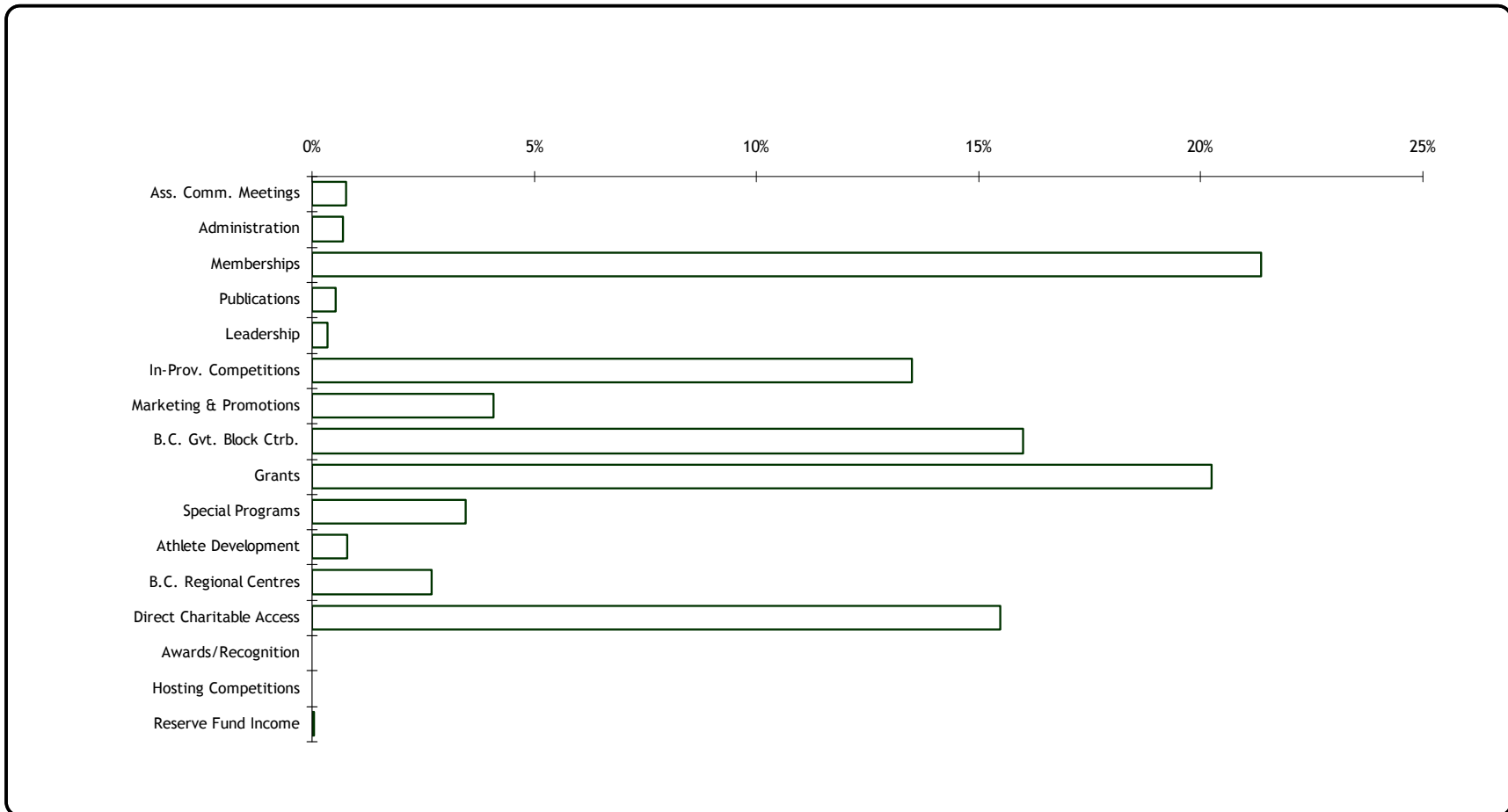
Appendix 4

Interim Expense Statement

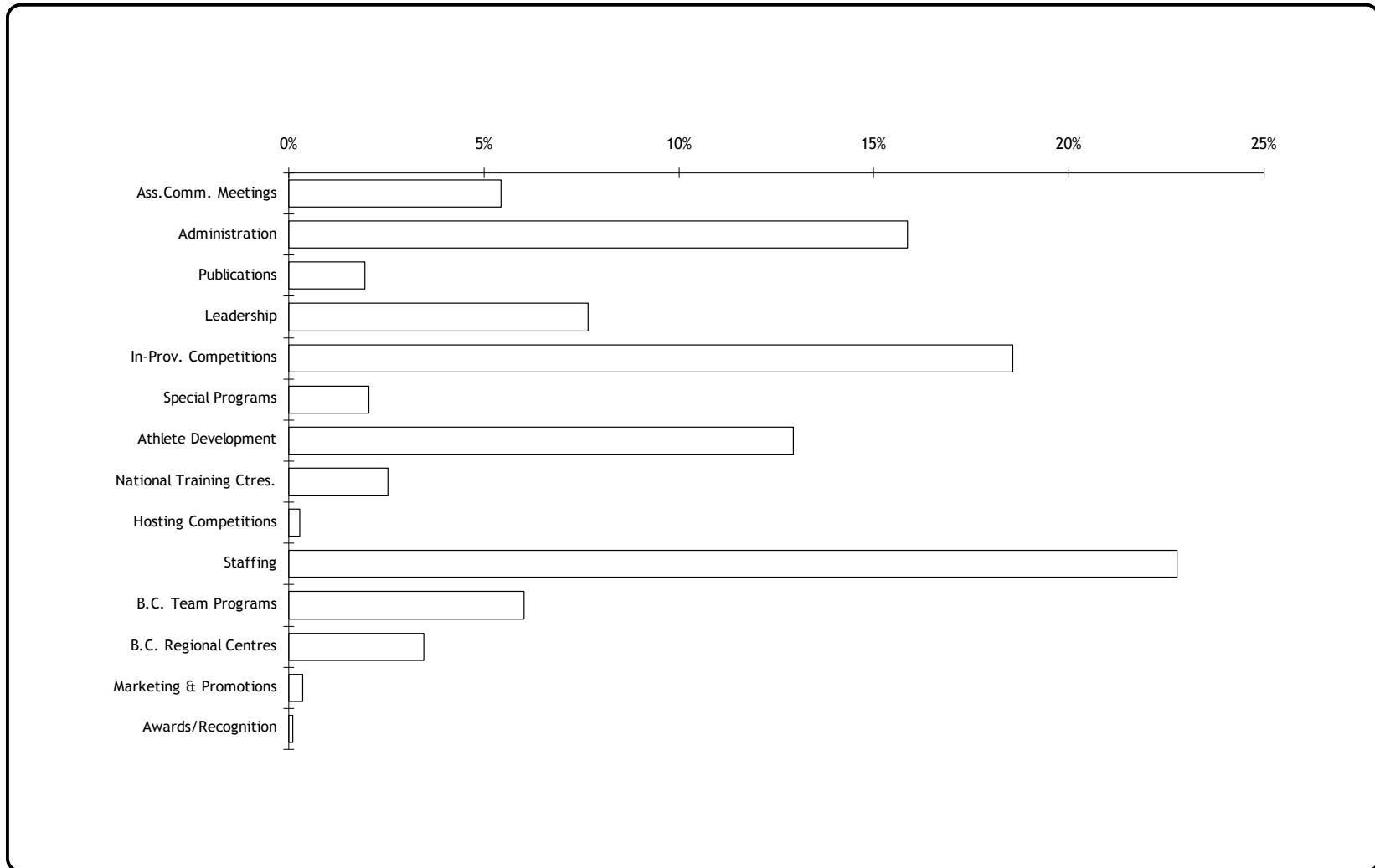
BC Athletics 2009 Annual General Meeting
Finance Report

25

APPENDIX 1 REVENUES – MAJOR COMPONENTS
YEAR ENDED MARCH 31, 2008



APPENDIX 2 EXPENSES – MAJOR COMPONENTS
YEAR ENDED MARCH 31, 2008



**BC Athletics 2009 Annual General Meeting
Finance Report**

APPENDIX 3 INTERIM REVENUE STATEMENT

ACCOUNT NAME	YEAR END	ACTUAL	OPER.	PROJECTION	DRAFT
	ACTUAL	Y.T.D. TO	BUDGET	TO Y.E.	BUDGET
	MAR.08	DEC. 08	2008 - 2009	MAR.09	2009- 2010
ASSOCIATION COMMITTEE MEETINGS	8,047	5,294	10,000	9,500	10,000
ADMINISTRATION	5,531	5,036	7,000	6,020	7,000
MEMBERSHIPS	238,663	191,327	252,600	275,528	273,850
PUBLICATIONS	6,113	271	8,350	400	8,130
LEADERSHIP	3,846	4,834	17,000	10,700	17,500
RUN JUMP THROW	12,030	7,604	25,000	18,000	29,000
IN-PROVINCE COMPETITIONS	138,753	127,928	157,500	132,632	167,550
HOSTING COMPETITIONS		82			
MARKETING & PROMOTION	47,538	36,483	74,000	74,000	120,000
BC GOVERNMENT BLOCK CONTRIBUTION	178,738	130,465	178,738	173,954	178,000
B.C. REGIONAL CENTRES	30,000	22,500	30,000	30,000	30,000
DIRECT CHARITABLE ACCESS	89,104	43,186	160,000	90,000	140,000
GRANTS/PROGRAM REV.	226,082	165,589	217,115	203,135	212,700
SPECIAL PROGRAMS	122,600	71,883	131,000	140,187	120,500
FLOW THROUGH	(4)	89			
ATHLETE DEVELOPMENT	8,754	9,062	15,000	16,000	13,500
AWARDS/RECOGNITION	457		50	50	550
Reserve Fund Income	614				
TOTAL REVENUES	1,116,866	821,633	1,283,353	1,180,106	1,328,280

**BC Athletics 2009 Annual General Meeting
Finance Report**

25

APPENDIX 4 INTERIM EXPENDITURES STATEMENT

ACCOUNT NAME	YEAR END ACTUAL MAR.08	ACTUAL Y.T.D. TO DEC. 08	OPER. BUDGET 2008 - 2009	PROJECTION TO Y.E. MAR.09	DRAFT BUDGET 2009- 2010
ADMIN/PROGRAM STAFF	259,666	197,262	342,560	284,170	339,690
B.C. REGIONAL CENTRES	37,574	24,390	33,000	33,000	33,000
NATIONAL TRAINING CENTRES	27,500	20,625	27,500	27,500	27,500
ASSOCIATION COMMITTEE MTGS.	58,819	25,103	58,550	55,650	56,050
ADMINISTRATION	158,966	146,386	209,150	202,850	218,950
PUBLICATIONS	21,237	3,452	18,000	8,300	18,500
LEADERSHIP	36,849	33,328	41,700	44,200	50,700
RUN JUMP THROW	46,259	37,104	61,000	61,000	71,000
IN-PROVINCE COMPETITIONS	200,962	132,230	211,865	195,665	212,915
HOSTING COMPETITIONS	3,000	4,010	4,000	4,000	0
B.C. TEAM PROGRAMS	65,214	89,669	103,000	90,100	132,000
ATHLETE DEVELOPMENT	140,101	110,532	130,300	128,200	115,300
MARKETING & PROMOTION	3,761	3,916	5,000	5,500	5,000
SPECIAL PROGRAMS	22,286	26,788	24,300	27,100	21,300
AWARDS/RECOGNITION	1,108	2,601	2,000	2,600	2,000
TOTAL EXPENDITURES	1,083,302	857,396	1,271,925	1,169,835	1,303,905
EXCESS OF REV (EXP)	33,562	(35,761)	11,428	10,271	24,375