

AGM - Company & Financial Report

Saskatchewan Greenhouse Growers Association Inc.
2023 Calendar Year



Prepared by
Tyler Heshka (Managing Director)

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Auditors Report

The reports in this document have not been audited by an independent third party.

List of Donors and Grants

The SGGA would like to thank our sponsors and donors who contributed to the success of the Saskatchewan Greenhouse Industry in 2023.

- Early's Farm & Garden Centre
- Central Botanical Growers
- HJS Wholesale
- Ball Seed
- The Professional Gardener
- High Q Greenhouses
- Paridon Horticultural
- Bylands Nursery
- The Gras Shop

The SGGA would also like to acknowledge the Government of Saskatchewan and the Ministry of Agriculture for their grant contributions.

- Sustainable Canadian Agriculture Partnership

Managing Directors Report

Dear Stakeholders,

I am pleased to present the Managing Director's Report for the Saskatchewan Greenhouse Growers Association Inc. for the financial year ending 2023. This report aims to provide a comprehensive overview of our company's performance, strategic initiatives, and future outlook.

I assumed the role of Managing Director for the SGGA in July 2023, inheriting a situation without a succession plan and limited historical knowledge of the association's operations. The prior year concluded positively despite challenges, with the association experiencing a stronger start than previous years coming out of the COVID-19 pandemic.

Membership witnessed a decline, and member benefits were impacted during the transition. Addressing this, I initiated efforts to revitalize membership engagement, with a focus on providing enhanced communication, reaching out to all past members, and on providing enhanced benefits such as organizing a pesticide applicator course.

While facing challenges, the association successfully executed income-generating initiatives. I further contributed by securing government grant funding for biosecurity workshops, diversifying our revenue streams.

To address the general lack of organization and communication, I undertook crucial measures such as cleaning up membership records, implementing systems for mass emails, newsletters, and timely website updates. Significant strides were made in administrative efficiency, including establishing a structured process for board meetings and general bookkeeping.

The fiscal year was concluded with the successful processing of memberships for the 2024 fiscal year, laying a foundation for sustained growth.

Despite the initial challenges and the absence of a defined roadmap, substantial progress has been made in fortifying the association's infrastructure, improving operational efficiency, and enhancing engagement with key stakeholders. Moving forward, our focus remains on strategic initiatives, membership growth, and further strengthening the association's impact on the community. We remain optimistic about the future and are confident in our ability to achieve sustained growth and success.

Thank you for your continued support of the Saskatchewan Greenhouse Industry.

Sincerely,
Tyler Heshka
Managing Director

Presidents Report

During my time of service as President of the SGGA, I have worked with the board brainstorming ideas and ways to keep the association relevant to the times, appropriately useful to the members, and financially viable.

I believe our main focus needs to be education. Bringing the appropriate resources to the members is of utmost importance. In order to fulfill grant responsibilities, we must administer education within certain guidelines. (Bio security is an example of that)

Fundraising: in order to stay relevant, useful, and viable, the SGGA needs a source of funds. Gone are the days of large conferences that fund an association for the entire year. In the past years we have rented a booth at Gardenscape to sell to the public to raise funds. These funds have averaged under \$3,000.00/year.

We had a transition mid-year of our Managing Director. We are currently looking for the right fit for our industry, and thank Tyler for his interim support.

Another event put on by the association is New Blooms. New Blooms is not new to Saskatchewan, but it is new to this facility. We look forward to the new board organizing perhaps a multi-day/multi-supplier platform. This event has so much potential!

Some of the challenges this year is simply having a quorum for our associations meetings. The bylaws state that we must have 5 voting members in attendance in order to proceed with our meetings. In order to do this, we need to increase our voting member numbers.

Another challenge can be coming together as volunteers to do sweat equity for a fundraiser. With the cost of fuel, it is challenging to ask a board member to drive long distances to volunteer and fund-raise for the association. As a result, the "many hands make light work" has been a challenge.

We have had to rely disproportionately on Priscilla with both Gardenscape and hosting all functions without asking for anything in return. I want to thank her and the team for all that you do for the association.

As I am done my term as President, I encourage you all to consider joining the board to give your "corner of the Province" a say, and to help keep our association relevant useful, and viable.

Tammy Lauinger
President

Membership Overview

<i>SGGA MEMBERSHIP REPORT:</i>	2022	2023	Change
<i>Associate</i>	<i>7</i>	<i>8</i>	<i>+1</i>
<i>Educator</i>	<i>1</i>	<i>0</i>	<i>-1</i>
<i>Student</i>	<i>0</i>	<i>0</i>	<i>0</i>
<i>Regular</i>	<u><i>70</i></u>	<u><i>52</i></u>	<u><i>-18</i></u>
	<i>78</i>	<i>60</i>	<i>-18</i>

Governance Information

Board of Directors (As of December 31st, 2023):

- Tyler Heshka, Managing Director
- Tammy Lauinger, President
- Gail Medernach, Past President
- Tracy Darmokid, Director
- Nancy Martin, Director
- Sandra Kotzer, Director
- Priscilla Mah, Director
- Holly Bayliss, Director
- Sandra Wernicke, Director
- Michiel Verhuel, Tradeshow Representative
- Glen Sweetman, Ministry of Agriculture Representative
- Jackie Bantle, University of Saskatchewan Education Representative
- Audra Cooper, Ag Representative

Changes in Leadership

The 2024 fiscal year marks a significant change in the composition of our Board of Directors. The organization requires several new leadership and supporting roles.

Committees

Finance Committee

The purpose of the finance committee is to provide oversight, guidance, and support for the financial management of the organization such as budgeting, forecasting, risk management, policy development, long-term planning, audit support, and compliance monitoring.

- o No current members

Membership Committee

The purpose of the membership committee is to promote organization membership, attract and obtain new memberships, and to find value opportunities for organization members.

- o No current members

Fundraising Committee

The purpose of the fundraising committee is to find opportunities to raise funds for the organization. This could be in the form of volunteers, sponsorships, donations, advertisements, etc.

- o No current members

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Governance Policies

Constitution and Bylaws: The Board of Directors follow the organization's bylaws which serve as the foundational governing document outlining the organizational structure, purpose, membership criteria, decision-making processes, and rules of operation to ensure transparency, fairness, and adherence to legal standards within our association.

Oath of Office: The Board of Directors take an Oath of Office to uphold the organizations values and principals.

Code of Conduct: The Board of Directors adheres to the organization's Code of Conduct, promoting ethical behavior and integrity in all activities.

Confidentiality and Non-Disclosure Agreement: The Board of Directors agree to protect sensitive information, and are committed to acting with integrity and accountability to our members.

Profit and Loss 2023

January - December 2023

		Total
	Jan - Dec. 2023	Jan - Dec. 2022 (PY)
INCOME		
43000 Spring Workshop	1,400.20	
44200 Virtual Event Ads & Sponsorship		331.00
44250 New Blooms Income	1,736.25	350.00
44251 Supplier Showcase	2,600.00	
Total 44250 New Blooms Income	4,336.25	350.00
44500 MEMBERSHIPS		
44501 Associate Memberships	1,820.50	1,400.00
44502 Regular Memberships	7,303.18	8,030.55
Total 44500 MEMBERSHIPS	9,123.68	9,430.55
45000 GREEN TRADES CONFERENCE REVENUE		
45160 Conference Sponsors	1,500.00	
45175 Conference Registrations		
452500 Virtual Training Events		300.00
Total 45175 Conference Registrations		300.00
Total 45000 GREEN TRADES CONFERENCE REVENUE	1,500.00	300.00
46400 OTHER TYPES OF INCOME		
46409 Interest Income	29.79	16.47
46410 Newsletter Advertising	95.00	
46430 Miscellaneous Revenue	399.00	
Total 46400 OTHER TYPES OF INCOME	523.79	16.47
634001 Gardenscape Income	10,278.20	17,476.51
63650 Bio-Security Funding	5,000.00	2,500.00
Total Income	32,162.12	30,404.53
GROSS PROFIT	32,162.12	30,404.53
EXPENSES		
2023 Spring Workshop Exp	442.89	
60050 Gardenscape Expense	6,342.62	16,888.60
60100 New Blooms Expenses	447.70	
New Blooms BBQ Supplies	320.68	
New Blooms Chair Rental	134.80	
New Blooms Name Tag Supplies	139.90	
New Blooms Travel Meals	28.06	
Total 60100 New Blooms Expenses	1,071.14	
60200 Virtual Sessions		
60210 Zoom Fees		87.76
62220 Speaker Fees		350.00
Total 60200 Virtual Sessions		437.76
61000 SGTC EXPENSES		

		Total
	Jan - Dec. 2023	Jan - Dec. 2022 (PY)
61600 SGTC Conference Coordinator		2,700.00
Total 61000 SGTC EXPENSES		2,700.00
62000 CONTRACT		
62180 Managing Director	19,000.00	4,000.00
Total 62000 CONTRACT	19,000.00	4,000.00
62202 Spring Workshop Expenses	483.34	
63500 2017-18 OFFS		
63560 Promotional Activities		
63564 website development & maint.	254.40	760.57
Total 63560 Promotional Activities	254.40	760.57
Total 63500 2017-18 OFFS	254.40	760.57
63600 Bio-Security Program		1,500.00
65000 GENERAL AND ADMINISTRATION EXP		
65160 Corporate Registry	65.00	
65170 Outreach / Mass Mail Outs		
65172 Print	114.32	
Total 65170 Outreach / Mass Mail Outs	114.32	
65180 Credit Card fees	59.70	932.42
65185 Directors Meetings		560.55
65190 Director Meal and Accommodation	102.53	
65202 Teleconference Calls	929.05	258.93
Total 65185 Directors Meetings	1,031.58	819.48
65220 Insurance - Director Liability	1,210.00	1,100.00
65250 Internet Charges	450.00	484.91
65280 Membership Maintenance	696.00	932.40
65290 Memberships and Subscriptions	1,157.16	499.53
65320 Postage		120.34
65450 Supplies	52.65	
65460 Telephone Long Distance	561.82	499.36
65521 Software and Licenses	178.08	
Total 65000 GENERAL AND ADMINISTRATION EXP	5,576.31	5,388.44
65230 Insurance - Event Coverage	770.08	702.00
69800 Uncategorized Expenses	0.06	
Total Expenses	33,940.84	32,377.37
OTHER EXPENSES		
Reconciliation Discrepancies-1	-1,274.55	
Total Other Expenses	-1,274.55	0.00
PROFIT	\$ -504.17	\$ -1,972.84

Balance Sheet 2023

As of December 31, 2023

		Total
	As of Dec. 31, 2023	As of Dec. 31, 2022 (PY)
ASSETS		
Current Assets		
Cash and Cash Equivalent		
10000 Conexus Credit Union Chequing	7,970.86	12,274.69
10100 Conexus Savings	19,886.67	19,886.67
12000 Undeposited funds	6,173.04	1,196.10
Total Cash and Cash Equivalent	34,030.57	33,357.46
Accounts Receivable (A/R)		
11400 Customer receivables	315.00	1,647.45
Total Accounts Receivable (A/R)	315.00	1,647.45
Total Current Assets	34,345.57	35,004.91
Total Assets	\$34,345.57	\$35,004.91
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
25500 GST/HST payable	-1,503.54	-1,324.43
25554 PST payable (SK)	23.94	0.00
Total Current Liabilities	-1,479.60	-1,324.43
Total Liabilities	-1,479.60	-1,324.43
Equity		
Retained Earnings	40,420.25	35,406.63
Profit for the year	-4,595.08	922.71
Total Equity	35,825.17	36,329.34
Total Liabilities and Equity	\$34,345.57	\$35,004.91

Statement of Cash Flows

January - December 2023

	Total
OPERATING ACTIVITIES	
Net Income	-504.17
Adjustments to reconcile Net Income to Net Cash provided by operations:	
11400 Customer receivables	1,332.45
20000 Accounts payable	0.00
25500 GST/HST payable	-179.11
25554 PST payable (SK)	23.94
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	1,177.28
Net cash provided by operating activities	673.11
NET CASH INCREASE FOR PERIOD	673.11
Cash at beginning of period	33,357.46
CASH AT END OF PERIOD	\$34,030.57

2024 Budget

INCOME	2024 Budget
Spring Workshop	\$ 1,500.00
New Blooms	\$ 1,500.00
Supplier Showcase	\$ 2,500.00
Memberships	\$ 10,500.00
Interest	\$ 25.00
Advertising	\$ 500.00
Sponsorships	\$ 2,000.00
Bio Security Funding	\$ 5,000.00
Total Income:	\$ 23,525.00
EXPENSES	
Contracts	\$ 12,000.00
Scholarships	\$ -
Spring Workshop Expenses	\$ 1,000.00
New Blooms Expenses	\$ 1,000.00
Bio Security Expenses	\$ 2,000.00
Website Maintenance	\$ 300.00
Software & Licenses	\$ 660.00
General Admin Expenses	\$ 2,500.00
Insurance	\$ 500.00
Review Engagement	\$ 3,500.00
Total Expenses:	\$ 23,460.00
INCOME - EXPENSES:	\$ 65.00