



Orienteering New Brunswick
Annual General Meeting
Held virtually on the Zoom platform
Saturday 7th November 2020

Attendance: Lori Heron, Steve Heron, Heath Johnson, Harold McQuade, Perry Riley, Mitch McLean, Jean-Luc Benoit (Department of Tourism, Heritage, and Culture: Sport & Recreation Branch)

Annual General Meeting

Meeting called to order at 10:02.

1. **Quorum** – With 6 members in attendance, quorum was present.
2. **Minutes from the 2019 AGM** – The minutes of the 2019 AGM were circulated. Mitch moved the minutes be accepted, seconded by Steve, all in favour, none opposed, motion carried.
3. **Issues Arising from the 2019 AGM Minutes** –
 - a. *Use of Waivers* – We had been using our own waiver for many years instead of the Orienteering Canada waiver. Orienteering Canada is now mandating the use of their waiver, so we will be adopting this now.
 - b. *French Feather Flag* – We had agreed to purchase this last year, but it was not yet purchased. It will be purchased this year.
 - c. *Translation Services* – Jean-Luc reminded us that as members of Sport NB, we have access to translation services if we need them.
4. **President's Report** – Lori did not have much to report as most events were cancelled this year, including the Canadian Orienteering Championships. She attended the Orienteering Canada AGM virtually, which was uneventful. The full President's Report is available in *Appendix A*.
5. **Social Media Report** – Despite the lack of events due to COVID-19, Heath reported that our Facebook page has seen an increase in followers by 30%. The advertising is becoming more targeted and effective as more people join the page, and it is costing less money to get people to register for activities. The full social media report is available in *Appendix B*.
6. **Secretary's Report** – Our membership is based on participation in events, and where we had fewer events in 2020, our membership has decreased for the first time in several years. We had 244 participants in our events this year. Our 2020

membership is 166 people, which is down from 354 people in 2019. The full secretary's report is available in *Appendix C*.

7. **Regional Reports –**

Moncton – Harold reported that there are more requirements for event applications with the City of Moncton due to COVID-19, and that modifications to events are also required to ensure that people do not bunch up at the registration/finish. Lise Frigault has started helping as an additional volunteer in Moncton which was very helpful. A lot of participants have been coming to events who are new to orienteering, which shows that our advertising has been effective.

Saint John – Steve reports that only one event was held in Saint John in 2020, the skate-O in February, which had low participation numbers.

Fredericton – Rob reports that only one event was held in Fredericton in 2020, the ski-O in March, which was well-attended. The COVID protocols in place in Fredericton have made several trails one-way only, which could complicate the use of those parks for orienteering purposes.

Bathurst – There were no events held in Bathurst this year due to the pandemic. A few new mountain bike trails have been created on our map, and Mike has the GPS data for them.

The full regional reports are available in *Appendix D*.

8. **Treasurer's Report** – While we had very little revenue during the fiscal year due to the lack of events, we also had fewer expenses. We show a profit for the year due to the provincial funding that was received. The full set of financial statements are available in *Appendix E*.

Steve motioned to accept the president's, social media, secretary's, regional, and treasurer's reports, seconded by Heath, all in favour, none opposed, motion carried.

9. **Election of Officers –**

Lori called for nominations for any of the executive positions. The following members were acclaimed to the executive for the coming year:

President	Lori Heron (acclaimed)
Vice-President	Mitch McLean (acclaimed)
Treasurer	Steve Heron (acclaimed)
Secretary	Harold McQuade (acclaimed)
Past President	Harold McQuade (unelected)

Directors are elected to two-year terms with half elected each year. In 2020, elections are open for the following regions:

2-Western Valley-Woodstock	Not filled
4-Fundy-Saint John	Perry Riley, Ray Quan
6-Miramichi	Not filled
8-Restigouche	Not filled

Having no other nominations, all directors were elected by acclamation.

Directors retaining their positions for the second year of their term are:

1-Republic/Edmundston	Not filled
3-Capital-Fredericton	Rob Hughes, one vacancy
5-Southeast-Moncton	Heath Johnson, Jean-Michel Cormier
7-Chaleur-Bathurst	Mike Haywood, one vacancy

Signing Officers – Steve Heron, Harold McQuade, and Mitch McLean were appointed signing officers for the 2020-2021 year.

10. **New Business** –

- a. **COVID Emergency Fund** – The provincial received \$2.7 million from the federal government to help sport organizations during the pandemic. The goal is to keep individual sport organizations from having to tap into their own emergency funds. If groups have a deficit this year, they can apply to the fund to have their deficit refunded.

Jean-Luc further mentioned that sport organizations will likely receive the same amount of funding as during this current fiscal year, as participation numbers this year will not be reflective of interest in the sport due to COVID-19.

- b. **Cadet Maps Payment** – The cadets would like to use orienteering maps in a few areas around the province to do more orienteering events. They've purchased equipment (dibbers, flags, etc.) but they don't have any maps made. The cadets could run their own events at this stage, except that they don't have the maps. The maps they are interested in using are Mactaquac, Killarney Lake, Rockwood Park, Centennial Park, Bathurst, and Brookvale (PEI). Steve motioned that we licence each map for unlimited cadet-only use at an annual per map rate to be determined, seconded by Heath, all in favour, none opposed, motion carried. Mitch abstained from the the vote due to conflict of interest.

- c. **Social Media** – Heath motioned that we spend \$1,000 on social media advertising for the coming year, seconded by Lori, all in favour, none opposed, motion carried.
- d. **Fiscal Year Change** – Our current fiscal year is April 1st to March 31st. Steve would like the fiscal year to correspond with the calendar year. Steve would like to motion that the fiscal year be changed to follow the calendar year, effective January 1st, 2021, seconded by Heath, all in favour, none opposed, motion carried.
- e. **Appointment of a Policy Committee** – Lori noted that we still have a few policies that remain to be updated. In the interest of finishing the updates, Lori appointed a committee of Lori, Steve, and Harold to finish the updates. They will then be circulated to the board of directors via email for final approval.
- f. **Planning Meeting** – We typically follow our AGM with a planning meeting. Where the pandemic could disrupt our calendar of events again in 2021, it was decided that we would forego a planning meeting this fall and only do one in the winter. We have tentatively scheduled our next planning meeting for Saturday February 6th, 2021, from 09:00-11:00 on Zoom.

Meeting adjourned at 11:12.

Appendix A: President's Report

Submitted by Lori Heron

This has been a very different year for all sports, including orienteering, due to the ongoing pandemic. Our spring events, as well as the Canadian and North American Championships, were all cancelled.

Steve and I did attend the Orienteering Canada AGM by Zoom in August. It was very brief with no real news to report.

Ongoing emails discussions have taken place throughout the year among clubs across the country. Many clubs have been frustrated with ongoing and changing restrictions, especially those around the use of SI equipment. However, all these rules are necessary for the health of the public. As we saw after our first event in Moncton this year using SI equipment, an area can quickly move from being seemingly safe to being under additional restrictions and precautions.

One positive observation at our two events this fall has been the large number of newcomers to the sport, perhaps because people are trying to find an outdoor activity.

This shows how important advertising on social media has become to attract new people to our sport.

Respectively submitted,

Lori Heron
President Orienteering New Brunswick

Appendix B: Social Media Report

Submitted by Heath Johnson

ONB's Facebook page, in combination with our website and the WhyJustRun page, continue to be important and growing advertising vehicles for our activities. Despite the lack of events this year due to the pandemic, the number of people following the ONB Facebook page increased to 1,179 people, which is an increase of 30% over the previous year.

The large Facebook page following has improved the effectiveness of our online advertising. In 2019, we paid \$860.00 in advertising to generate 183,575 ad impressions. In 2020, we paid \$410.90 in advertising to generate 121,715 ad impressions. Put another way, in 2019 it cost us 47 cents per 100 impressions, and in 2020 it cost us 34 cents per 100 impressions. The more people who like orienteering and proactively follow our page, the more accurate, targeted, and effective our advertising will be. This was most evident this October for the Centennial Park-O, where we spent only \$50.00 on advertising and had 59 competitors at our event.

The Facebook ad results are included below for more detailed figures.

In the hope that we are able to offer a full roster of events in 2021, I move that we budget \$1,000 for Facebook advertising for the calendar year. (This was also the amount that had been budgeted for 2020.)

Month	Event	Fee	Reach	Impressions	Link Clicks	Cost/Click
Feb	Rockwood Fun Skate-O	60.00	12,380	18,553	105	0.57
Mar	ONB-Wostawea Ski-O	100.00	14,040	31,003	199	0.50
Mar	Two-Weekend Fundy Winter-O	120.00	12,604	29,953	448	0.27
Oct	Centennial Park-O	50.00	9,782	18,251	102	0.49
Oct	Mastodon Hunt (cancelled)	40.90	7,240	14,966	86	0.48
Oct	Mastodon Hunt (re-scheduled)	40.00	5,740	8,989	152	0.26
Total		\$ 410.90	61,786	121,715	Average	\$ 0.43

Reach refers to the number of unique individuals who viewed the advertisement.

Impressions refers to the number of times the advertisement was viewed. Multiple views by the same person are reflected.

Unique Link Clicks refers to the number of people who clicked the link to the WhyJustRun.ca website from the advertisement.

Year	Page Followers
2020	1,179
2019	913
2018	734
2017	448

Appendix C: Secretary's Report

Submitted by Harold McQuade

Date	Activity	# Participants
February 15, 2020	Rockwood Skate-O, Saint John, NB	5
March 1 and 8, 2020	Winter-O, Fundy National Park	46
March 7, 2020	Wostawea Ski-O, Killarney Lake Park, Fredericton, NB	46
October 2, 2020	Navigation Clinic, Centennial Park, Moncton	3
October 4, 2020	Park-O, Centennial Park, Moncton	59
October 31 and November 1, 2020	Mastodon, WRRRA, Hillsborough, NB and a Saturday navigation clinic. Those that took the clinic also registered for a course.	47

Membership statistics

2018 339

2019 354

2020 166

Number of starts

The total number of starts (participation in events) = 224 participants

Incidents (NEW)

New beginning this year is a record of incidents. This has come about because of the requirement by Parks Canada to be informed of encounters with wildlife, damage to fauna, etc. when holding activities in the National Parks.

The incident statistics include:

- Injuries
- Encounters with wildlife
- Property damage
- Other mishaps that needs to be recorded

For ONB statistics I will only record stats that result from an injury. Allergic reactions, such as, from insect bites will not be reported as an injury. The information will be used to promote how safe the sport is.

Appendix D: Regional Reports

Falcons-Moncton Year-End Report Submitted by Harold McQuade

Three events and orienteering clinics were organized in South-East NB.

- Winter-O. Over 2 weekends, March 1 and 8, 2020, Fundy National Park (46 participants)
- Park-O, October 4, 2020, Centennial Park, Moncton, NB (59 participants)
- Mastodon, over 2 days, October 31 and November 1, 2021, Hillsborough, NB (47 participants). The event included a navigation clinic on Saturday. Approximately 15 people participated in the clinic.
- Clinics. Three people participated in a clinic at Centennial Park.

The Fundy Park event was organized because of a request from a park staff to have an activity in the park during the winter.

The Park-O event was the first event organized since provincial sports were allowed to resume in New Brunswick. There were 3 courses and Lise Frigault designed 2 of the courses as she was working on her official's certification.

I timidly put on the Park-O because I was unsure how the City of Moncton would respond to the application for approval to hold the event. Because of the COVID-19 pandemic the approval process required the completion of a COVID-19 Operational Plan that had to be submitted with the application and approved by the city emergency response.

The City of Moncton safety measures and COVID-19 health guidelines requirements increased:

- The burden of work for organizers
- The number of organizers required at the onsite registration
- Time to set up the onsite registration and,
- The cost of printed material

The onsite registration procedures included a marked route with 4 stops/stations along the route. To reduce gatherings the participants could start their course as soon as they completed the onsite registration. There were no ceremonies or awards at the end of the event.

The event would not have been as successful without the help of Lise Frigault, Dave Ross, Lori Heron and Steve Heron.

The Mastodon event went much more smoothly as participants were requested to complete and return the signed documents to the event.

The Park-O and Mastodon event attracted a large number of new people to the sport. Approximately 50% of the participants for the Mastodon event were new to the sport. Some participants asked when the next event was going to take place.

The requirements for participants and organizers to complete and sign off on forms has resulted in a large volume of printed material to keep in storage for 5 years. Orienteering Canada requires that the forms be saved for 5 years. The Park-O event that attracted 59 participants resulted in a ¾-inch thick pile of paper. The new Orienteering Canada waivers only need to be filled out once a year.

Foxes-Fredericton Year-End Report
Submitted by Rob Hughes

I will not be on the AGM call, but there is not much to report from the capital area. One event was held in March, the ski- O, which was well attended. No other events were held during the rest of the year. Access to and use of city and provincial parks is in question as they have various covid protocols in place (such as one way traffic on trails) that could complicate use by ONB.

Fundy-Saint John Year-End Report
Submitted by Steve Heron

Events:

- Feb Skate O – low turnout
- Several planned fall events cancelled due to time commitments (& COVID)

Permanent Courses

- Work progresses
 - Web page “almost” ready
-

Bathurst Year-End Report
Submitted by Mike Haywood

For Bathurst this year, we had no events due to covid-19.

There has been some development of mountain bike trails, the GPS tracks for which are available online and I sent them in a previous email. Also as discussed previously by others, there's an interest in Cadet courses up here which I think would be great.

Appendix E: Treasurer's Report

Submitted by Steve Heron

Orienteering New Brunswick Balance Sheet

2020/11/06

ASSET

Bank Accounts		
Tangerine Bank Account	\$33,903.19	
Chequing Bank Account	\$5,161.85	
Total Bank Accounts	-----	\$39,065.04
Other Assets		
Accounts Receivable	\$145.68	
Total Other Assets	-----	\$145.68
Total ASSET		----- \$39,210.72

LIABILITY

Outstanding Checks		\$1,955.07
Total LIABILITY		----- \$1,955.07

EQUITY

Retained Earnings		
Retained Earnings - prior years	\$45,971.58	
Retained Earnings - FY2010/11	(\$14,870.52)	
Retained Earnings - FY2011/12	\$4,796.74	
Retained Earnings - FY2012/13	(\$195.87)	
Retained Earnings - FY2013/14	\$7,486.03	
Retained Earnings - FY2014/15	(\$25,778.28)	
Retained Earnings - FY2015/16	\$5,876.07	
Retained Earnings - FY2016/17	\$2,156.77	
Retained Earnings - FY2017/18	\$3,483.43	
Retained Earnings - FY2018/19	\$3,640.90	
Retained Earnings - FY2019/20	\$3,111.82	
Total Retained Earnings	-----	\$35,678.67
Total EQUITY		----- \$35,678.67
Retained Earnings (FY2020/21)		\$1,576.98
Total Liabilities & Equity		----- \$39,210.72

NOTES

FY2010/11 almost break-even except for the initial purchase of SI Equipment (-\$14470)
 FY2011/12 high provincial funding -- possibly reflecting prior year equipment spend
 FY2012/13 almost break-even except for additional SI equipment (-\$5760)
 FY2013/14 had one-time net income from ECOC2013 (+\$1860)
 FY2014/15 had one-time net expenses for White Rock map (-\$29150)
 FY2015/16 saw no benefit from practical breakeven on COC2015 (-\$321)
 FY2016/17 no unusual expenses
 FY2017/18 \$666 for promo person, \$650 on advertising
 FY2018/19 new Bathurst club; \$750 on FB advertising
 FY2019/20: Feather Flags \$1000; FB Promo \$750
 FY2020: COVID!

ONB Income Statement For FY2020/2021

2020/11/06

REVENUE

Programme		
Bathurst Revenue	\$0.00	
Falcons Revenue	\$456.00	
Foxes Revenue	\$0.00	
Fundy Revenue	\$0.00	
Public Clinics	\$30.00	
Total Programme	-----	\$486.00
General Revenue		
Membership Fees		
Cash payments	\$10.00	
Provincial Funding	\$3,375.00	
Total General Revenue	-----	\$3,385.00
Other Revenue		
Tangerine account interest	\$60.97	
Total Other Revenue	-----	\$60.97
Total REVENUE		----- \$3,931.97

EXPENSE

Programme		
Bathurst Expense	\$0.00	
Falcons Expense	\$310.32	
Foxes expense	\$0.00	
Fundy Expense	\$0.00	
Public Clinics	\$30.00	
Total Programme	-----	\$340.32
Leadership Development		
Technical Clinics	\$0.00	
Total Leadership Development	-----	\$0.00
Equipment		
Common Equipment and supplies	\$51.75	
Electronic Timing Maint/Repair	\$0.00	
Total Equipment	-----	\$51.75
Maps and Mapping		
Mapping - Mileage	\$0.00	
Mapping - Updating existing maps	\$0.00	
Mapping - New Maps	\$0.00	
Total Maps and Mapping	-----	\$0.00
Administrative Expenses		
ONB AGM Expenses	\$18.40	
OC AGM	\$0.00	
Advertising and Promotions	\$149.10	
Web Site and Software	\$130.82	
Courier and Postage	\$0.00	
Interest and Bank Charges	\$49.60	
Office Supplies		
Total Administrative Expenses	-----	\$347.92
Memberships and Insurance		
Orienteering Canada	\$1,500.00	
Sport New Brunswick	\$115.00	
Total Memberships and Insurance	-----	\$1,615.00
Total EXPENSE		----- \$2,354.99
Net income (loss)		----- \$1,576.98

ONB Budget vs Actuals

2020/11/06

	FY2020 Budget		FY2020 Actuals	
REVENUE				
Net Programme Revenue				
Net Bathurst Revenue	\$300.00		\$0.00	
Net Falcons Revenue	\$700.00		\$145.68	
Net Foxes Revenue	\$700.00		\$0.00	
Net Fundy Revenue	\$700.00		\$0.00	
Net Major Event Revenue	\$0.00		\$0.00	
Net Clinic Revenue	\$0.00		\$0.00	
Total Net Programme Revenue	-----	\$2,400.00	-----	\$145.68
General Revenue				
Membership Fees & Cash Payments	\$0.00		\$10.00	
¹ Provincial Funding	\$4,000.00		\$3,375.00	
Total General Revenue	-----	\$4,000.00	-----	\$3,385.00
Other Revenue				
Tangerine account interest	\$250.00		\$60.97	
Total Other Revenue	-----	\$250.00	-----	\$60.97
Total REVENUE	-----	\$6,650.00	-----	\$3,591.65
EXPENSE				
Excellence				
Elite and Junior Support	\$0.00		\$0.00	
Total Excellence	-----	\$0.00	-----	\$0.00
Leadership Development				
Coach/Technical Clinics	\$200.00		\$0.00	
Total Leadership Development	-----	\$200.00	-----	\$0.00
Equipment				
Flags, Stands, etc	\$100.00		\$51.75	
Electronic Timing Maint/Repair	\$700.00		\$0.00	
Total Equipment	-----	\$800.00	-----	\$51.75
Maps and Mapping				
Mapping - New Maps	\$100.00		\$0.00	
Total Maps and Mapping	-----	\$100.00	-----	\$0.00
Administrative Expenses				
Advertising and Promotions	\$800.00		\$149.10	
Web Site and Software	\$100.00		\$130.82	
Courier and Postage	\$50.00		\$0.00	
Interest and Bank Charges	\$75.00		\$49.60	
ONB BOD/AGM Expenses	\$150.00		\$18.40	
OC AGM	\$0.00		\$0.00	
Total Administrative Expenses	-----	\$1,175.00	-----	\$347.92
Memberships and Insurance				
Sport New Brunswick	\$115.00		\$115.00	
Orienteering Canada	\$1,500.00		\$1,500.00	
Total Memberships and Insurance	-----	\$1,615.00	-----	\$1,615.00
Total EXPENSE	-----	\$3,690.00	-----	\$2,014.67
Net income (loss)		\$2,960.00		\$1,576.98

NOTES:

¹ Provincial funding is typically between \$4000 and \$6000

The next 3 pages show the revised financials for the 2019-2020 fiscal year which ended on 31st March 2020.

Orienteering New Brunswick Balance Sheet

2020/04/01

ASSET

Bank Accounts		
Tangerine Bank Account	\$33,828.83	
Chequing Bank Account	\$1,836.45	
Total Bank Accounts	-----	\$35,665.28
Other Assets		
Accounts Receivable		
Total Other Assets	-----	\$0.00
Total ASSET		----- \$35,665.28

LIABILITY

Outstanding Checks		
Total LIABILITY	-----	\$0.00

EQUITY

Retained Earnings		
Retained Earnings - prior years	\$5,688.27	
Retained Earnings - FY2008/09	\$25,349.25	
Retained Earnings - FY2009/10	\$14,934.06	
Retained Earnings - FY2010/11	(\$14,870.52)	
Retained Earnings - FY2011/12	\$4,796.74	
Retained Earnings - FY2012/13	(\$195.87)	
Retained Earnings - FY2013/14	\$7,486.03	
Retained Earnings - FY2014/15	(\$25,778.28)	
Retained Earnings - FY2015/16	\$5,876.07	
Retained Earnings - FY2016/17	\$2,156.77	
Retained Earnings - FY2017/18	\$3,483.43	
Retained Earnings - FY2018/19	\$3,640.90	
Total Retained Earnings	-----	\$32,566.85
Total EQUITY		----- \$32,566.85
Retained Earnings (FY2019/20)		\$3,111.82
Total Liabilities & Equity		----- \$35,678.67

NOTES

FY2008/09 benefited from COC2008 and folding Foxes into ONB
FY2009/10 included revenue from folding Fundy, Falcons into ONB (+\$9400)
FY2010/11 almost break-even except for the initial purchase of SI Equipment (-\$14470)
FY2011/12 high provincial funding -- possibly reflecting prior year equipment spend
FY2012/13 almost break-even except for additional SI equipment (-\$5760)
FY2013/14 had one-time net income from ECOC2013 (+\$1860)
FY2014/15 had one-time net expenses for White Rock map (-\$29150)
FY2015/16 saw no benefit from practical breakeven on COC2015 (-\$321)
FY2016/17 no unusual expenses
FY2017/18 \$666 for promo person, \$650 on advertising
FY2018/19 new Bathurst club; \$750 on FB advertising

ONB Income Statement For FY2019/2020

2020/04/01

REVENUE

Programme		
Bathurst Revenue	\$674.20	
Falcons Revenue	\$1,602.00	
Foxes Revenue	\$1,770.00	
Fundy Revenue	\$1,660.00	
Public Clinics		
Total Programme	-----	\$5,706.20
General Revenue		
Membership Fees	\$10.00	
Provincial Funding	\$4,500.00	
Total General Revenue	-----	\$4,510.00
Other Revenue		
Tangerine account interest	\$259.28	
Total Other Revenue	-----	\$259.28
Total REVENUE		----- \$10,475.48

EXPENSE

Programme		
Bathurst Expense	\$288.68	
Falcons Expense	\$827.22	
Foxes expense	\$505.81	
Fundy Expense	\$111.49	
Officials Clinics		
Total Programme	-----	\$1,733.20
Leadership Development		
Technical Clinics	\$0.00	
Total Leadership Development	-----	\$0.00
Equipment		
Common Equipment and supplies	\$223.74	
Electronic Timing Maint/Repair	\$915.39	
Total Equipment	-----	\$1,139.13
Maps and Mapping		
Mapping - Mileage	\$0.00	
Mapping - Updating existing maps	\$141.25	
Mapping - New Maps	\$0.00	
Total Maps and Mapping	-----	\$141.25
Administrative Expenses		
ONB AGM Expenses	\$163.92	
OC AGM	\$332.66	
Advertising and Promotions	\$1,710.85	
Web Site and Software	\$377.38	
Courier and Postage	\$75.87	
Interest and Bank Charges	\$74.40	
Office Supplies		
Total Administrative Expenses	-----	\$2,735.08
Memberships and Insurance		
Orienteering Canada	\$1,500.00	
Sport New Brunswick	\$115.00	
Total Memberships and Insurance	-----	\$1,615.00
Total EXPENSE		----- \$7,363.66
Net income (loss)		----- \$3,111.82

ONB Budget vs Actuals

2020/04/01

	FY2019/2020 Budget		FY2019/20 Actuals	
REVENUE				
Net Programme Revenue				
Net Bathurst Revenue	\$300.00		\$385.52	
Net Falcons Revenue	\$1,400.00		\$774.78	
Net Foxes Revenue	\$1,500.00		\$1,264.19	
Net Fundy Revenue	\$800.00		\$1,548.51	
Net Major Event Revenue	\$0.00		\$0.00	
Net Clinic Revenue	\$0.00		\$0.00	
Total Net Programme Revenue	-----	\$4,000.00	-----	\$3,973.00
General Revenue				
Membership Fees	\$0.00		\$10.00	
¹ Provincial Funding	\$5,000.00		\$4,500.00	
Total General Revenue	-----	\$5,000.00	-----	\$4,510.00
Other Revenue				
Tangerine account interest	\$250.00		\$259.28	
Total Other Revenue	-----	\$250.00	-----	\$259.28
Total REVENUE		-----		-----
		\$9,250.00		\$8,742.28
EXPENSE				
Excellence				
Elite and Junior Support	\$0.00		\$0.00	
Total Excellence	-----	\$0.00	-----	\$0.00
Leadership Development				
Coach/Technical Clinics	\$200.00		\$0.00	
Total Leadership Development	-----	\$200.00	-----	\$0.00
Equipment				
Flags, Stands, etc	\$250.00		\$223.74	
Electronic Timing Maint/Repair	\$700.00		\$915.39	
Total Equipment	-----	\$950.00	-----	\$1,139.13
Maps and Mapping				
Mapping - New Maps	\$600.00		\$141.25	
Total Maps and Mapping	-----	\$600.00	-----	\$141.25
Administrative Expenses				
² Advertising and Promotions	\$1,750.00		\$1,710.85	
Web Site and Software	\$100.00		\$377.38	
Courier and Postage	\$20.00		\$75.87	
Interest and Bank Charges	\$75.00		\$74.40	
ONB BOD/AGM Expenses	\$500.00		\$163.92	
OC AGM	\$1,500.00		\$332.66	
Total Administrative Expenses	-----	\$3,945.00	-----	\$2,735.08
Memberships and Insurance				
* Sport New Brunswick	\$115.00		\$115.00	
* Orienteering Canada	\$1,500.00		\$1,500.00	
Total Memberships and Insurance	-----	\$1,615.00	-----	\$1,615.00
Total EXPENSE		-----		-----
		\$7,110.00		\$5,630.46
Net income (loss)				
		\$2,140.00		\$3,111.82

NOTES:

¹ Provincial funding is typically between \$4000 and \$6000

² \$750 to continue Facebook ads; \$1000 approved by BOD for feather flags

* Actual values -- not estimated