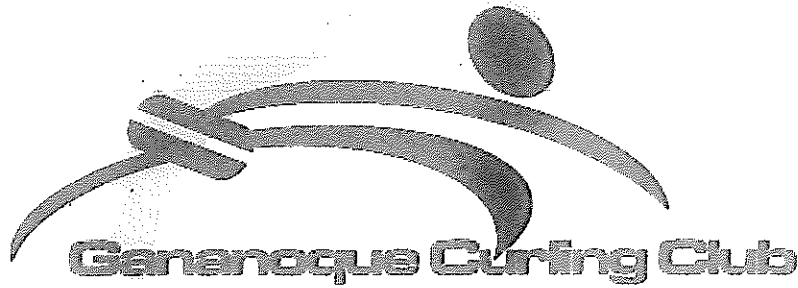


**TOWN
OF
GANANOQUE**

**COMMUNITY GRANTS
PROGRAM**

~~2016~~
2017



**P.O. Box 236
300 William Street
Gananoque, Ontario
K7G 2T7
613-382-3281**

April 10th, 2017

Attention: Casino Grants Committee

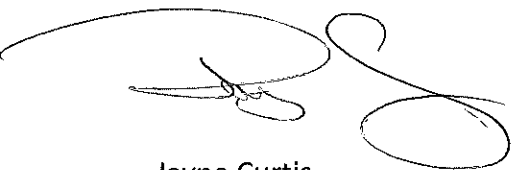
Please find attached a grant application in the amount of \$5,000.00.

The Gananoque Curling Club is hoping to start up at New Community Event in October 2017. This event will provide much needed tourism in the town in the shoulder season for all businesses , motels and the Curling Club.

This event has endless possibilities if we can get it off the ground.

If you have any questions, or concerns, please do not hesitate to contact me at any time. I look forward to hearing from you.

Yours In Sport



Jayne Curtis
Manager
613-382-3281

Gananoque Community Grants Program

C4. TOWN OF GANANOQUE COMMUNITY GRANTS

DATE: April 15th, 2017

APPLICATION FOR: (Select One) GROUP PROJECT: INDIVIDUAL: TRAVEL:

ORGANIZATION'S NAME: Gananoque Curling Club

ADDRESS & POSTAL CODE: 350 William Street Gananoque Ontario
(inc 0)

TELEPHONE: 613-382-3281 EMAIL: gananoquecurlingclub.com FAX: 613- Same as phone

PRESIDENT OR CEO: Ralph Andrews TELEPHONE: 613- 459-2227

CONTACT PERSON: Jayne Curtis TELEPHONE: 613- 382-3281

NUMBER TOWN MEMBERS: 125+ NUMBER OTHER MEMBERS: 43

MEMBERSHIP FEE: Range: 125⁰⁰ - 425⁰⁰ SERVICE/CLIENT FEE: N/A

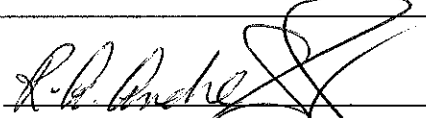
FUNDING AMOUNT REQUESTED: \$ 5000⁰⁰


Post Event/Service RESULTS

| | |
|---|--|
| <p>1. DESCRIBE PROJECT.</p> <p><u>Please See Attached</u></p> | |
| <p>2. HOW WILL THE PROJECT ENHANCE THE TOWN OF GANANOQUE?</p> <p><u>Please See Attached</u></p> | |
| <p>3. PLEASE ATTACH THE BUDGET SHOWING ALL EXPENDITURES AND ALL SOURCES OF REVENUE REGARDING THIS PROJECT. (Include the budget for this project showing expenditures and all sources of cash revenue as well as Donations in kind.)</p> <p><u>Please See Attached</u></p> | |

Gananoque Community Grants Program

| | |
|---|--|
| <p>4. WHAT ARE YOUR FUNDRAISING ACTIVITIES AND/OR SPONSORSHIP PLANS FOR THE UPCOMING YEAR?</p> <p><i>Please See Attached</i></p> | |
| <p>5. IF YOUR GRANT REQUEST IS APPROVED, HOW WILL YOU NOTIFY THE COMMUNITY ABOUT YOUR RECEIPT OF FUNDS?</p> <p><i>Please See Attached</i></p> | |
| <p>6. HOW WILL YOU BE AFFECTED IF THE GRANT IS NOT APPROVED OR IF A REDUCED AMOUNT IS GRANTED?</p> <p><i>Please See Attached</i></p> | |
| <p>7. HOW WILL YOU EVALUATE AND MEASURE THE SUCCESS OF YOUR PROPOSAL?</p> <p><i>Please See Attached</i></p> | |
| <p>8. ADDITIONAL INFORMATION (Please attach any relevant information)</p> <p><i>Please See Attached</i></p> | |

PRES/CEO SIGNATURE: 

CONTACT SIGNATURE: 

*** All grant recipients are required to prepare a final report on how the grant monies were expended, and the level of success of their project – see section C of the Community Grant Policy.**

Gananoque Community Grants Program

Gananoque to evaluate and recommend funding allocations. Applications will be reviewed in an open, to the public, meeting format of Committee and Council.

C. ORGANIZATION FINANCIAL INFORMATION

C1. Please include in your application submission –

- a) Copies of your organization's financial statements for the past 2 years. Statements must include a Balance Sheet (all assets & liabilities including cash reserves) and an Income Statement.
- b) An operating budget for the current year. *Please See Attached* If you have included activities that are part of this grant request, please also note requested financial support from the Town of Gananoque as a potential revenue source. *Please See Attached*
- c) List of current board members. *Please See Attached*

C2. Has your organization received financial support from the Town of Gananoque in the past?

If so, please indicate amounts and purposes.

2016 - \$2,000⁰⁰ - Timbits Provincials "Medals"

1. Describe Project:

The Gananoque Curling Club is a not-for-profit organization that is host to many events throughout the year that brings an influx of individuals to our community. To continue with this trend, we would like to start a new event at the Gananoque Curling Club, "1000 Islands Cash Bonsel" to be held in the end of October 2017. It is more than feasible that this bonsel has the possibility of bringing several teams, families, and fans to the Town of Gananoque.

To attract the world-famous curlers such as, Glenn Howard, Rachel Homan, Guy Hemmings, Jennifer Jones to name just a few, we require additional funds to market and promote an event of this magnitude throughout Ontario, Quebec and the Western Provinces, and Northern New York, U.S.A.

Tourism comes to a halt in Gananoque every fall. We are very confident that this four-day bonsel will bring in 32 teams, many families, and fans to our community. During their four day stay they will be supporting our local hotels, stores, and restaurants, all while highlighting our beautiful town.

Within the 4 days' period, the Gananoque Curling Club will host 2 of the banquets outside of our facility in conjunction with the 1000 Island Tourism resorts, as well as a social boat cruise with GBL. We will also work with local businesses to create a coupon style booklet to encourage all participants to support our local businesses.

Although this is a bonsel for the Gananoque Curling, we are working closely with the 1000 Islands Tourism Group as this bonsel will also be a large source of revenue for the Town of Gananoque and all local motels and businesses, in a time of year where it is desperately needed. We have consulted with the 1000 Island Tourism group to confirm when this is most needed in the community based on our available dates.

We are also encouraged that if this bonsel can go ahead this fall, that this can be a annual bonsel in Gananoque which would be a win win for everyone in the community.

2. How Will The Project Enhance The Town of Gananoque

The Gananoque Curling Club is a not-for-profit organization that provides recreational activities for a demographic group that is by and large underserved in Gananoque and surrounding area. As many know, our Curling hosts many large-scale events in the last 10 years. All of these events bring in large numbers of players and their families during what is the off season for Gananoque Tourism. Hotels, restaurants and local retailers will benefit particularly during the later fall season and winter. Moreover, if successful more events of this size and scope will continue to thrive at our facility. The business community will continue to benefit from the Gananoque Curling Club's ability to host events and bring additional economical activity to the town.

Too also note, we have received confirmation from the Ontario Curling Association, that we have secured 2 large scale events for November 2017, and March 2018. These are provincial events, and will again bring multiple people to our town.

By the Curling Club running events it is a spin off effect for our local economy. Based on the calculations that were given by Shelley Hirstwood, our local Economic Development Manager, running the "1000 Island Cash Spiel" in October alone would generate a minimum of \$275,000.00 into the community over the 4 days period.

3. Budget showing all expenditures/sources of Revenue

Please see attached documents.

4. What are your fundraising activities/or sponsorships?

The Curling Club has formed several new committees over the last few years to help generate more activities which of course translates into increased revenues.

We now have a fully operating finance committee that oversee all transactions that go through the Club and area to improve.

The Program Committee which was formed a couple of years ago is a huge positive addition to the Club. New events are added yearly. Recently we added a "Rockin n Rollin Spiel" in March, which proved extremely successful for the Club financially.

The unfortunate problem we have along with many other local organizations, is sponsorship is very limited in a small community as everyone is seeking assistance. We do Advertising Panel to generate extra income for the Club, but this isn't enough.

With the utilities costs always on the increase, water, gas, and especially Hydro, to pay these bills extra events must be added. Running a "Average Joe" curling bonspiel will not attract the big names. There are so many bonspiels now days, you must think freely. Being right or wrong "MONEY" talks. Hence, therefore a cash spiel will attract the big names. Big names, come with a following.

This would act as a major fundraiser for the Club and at the same time generate revenue to all the local business and motels.

We have also approached the 1000 Island Tourism Group for funding as well. We are hoping they will collaborate with us in this endeavor as well.

It is hoped this will be an Annual Event. We were unable to apply for Celebrate Ontario grant for the fall of 2017 as the date has passed. We do plan on applying for monies for the fall of 2018, so it is hoped that this is a onetime request for funding for this event.

5. If Your Grant Request If Approved, How will you Notify the Community?

A thank you letter to the Community Grants Committee, along with a letter to Council.

We would publicly put a write up in local newspapers, our Club newsletter and website.

The Town logo is on our website, and would be put on all flyer and correspondence pertaining to this event.

6. How will you be affected if the Grant is Not Approved?

The event likely will not run. When referring to the budget, you will see we need this money for marketing and promotion, and to also to help offset some of the operating costs associated in running this event. We also have a request for support with the 1000 Island Tourism to help produce a large prize pot.

7. How will you Evaluate and Measure the Success of Your Proposal?

There will be many ways to measure the success, not only for the Curling Club but also the business and motels in the area.

We at the Club will be able to measure success almost immediately, but what we'd like to do at the closure of the event, is send a survey to each business in town asking them to measure the success for their business. This would be something new, and we think this could be beneficial at this stage and for future projects.

8. Additional Information

If approved this will be an asset for the Club, this is understood. It will not only benefit us, but the community. If we run this event properly with all available resources, this event could become huge not only for us, but for the community on an annual basis.

As previously mention, trying to keep up with the ever-increasing utilities costs are killing all curling club and arenas. A event such as this would help keep up to these costs without having to do major increases in memberships. Raising membership fees is not the answer. By doing that we would loss membership not increase. The bulk of our membership is Seniors and Youth, all of which cannot afford big increases.

In addition to the above, we not only contribute in the community as a recreation facility, but the Club is a community resource as well. Programs such as CPHC (SAIL), and virtually everyone service club including Lions, Rotary, Shriners, Mason use our facility for meetings and events monthly.

Gananoque Community Grants Program

C5.* Proposal Budget

Please note the following:

- If your request is for equipment or facility upgrades, a written quote (estimate) from a supplier or contractor is required. Please attach to your application.
- If your request is for a facility upgrade to a site you do not own, please include a letter permitting this work to be done (if funding is approved) from the facility owner.

Should full financial support not be recommended for your proposal, it will be helpful to know which items you view as the most critical part of your request. Please complete the priority ranking section in the chart below for this purpose (1 = highest priority/most needed).

| Expected Costs Description | \$ Amount | Priority Ranking | Expected Funding Sources | \$ Amount | Confirmed | Requested |
|----------------------------|-------------------------|------------------|------------------------------|----------------------|-----------|-----------|
| Marketing/Promotion | 2500.00 | 1 | Club House | 2500.00 | ✓ | |
| Welcome Banquet | 1200.00 | 1 | Curling Club | 500.00 | ✓ | |
| Classy Banquet | 3500.00 | 1 | 1000 Island Tourism | 6000.00 | | ✓ |
| C.B.L. | 500.00 | | Casino Grant | 5000.00 | | ✓ |
| Cash Prizes | 20,000.00 | 1 | Entry Fee | | | |
| Misc | 500.00 | | 32 teams x 400 ⁰⁰ | 12,800 ⁰⁰ | ✓ | |
| | | | Community Sponsorship | 1,500 ⁰⁰ | ✓ | |
| Sub-Total: | \$ 28,200 ⁰⁰ | | Sub-Total: | 32,800 ⁰⁰ | | |

Funding Request: \$ 5000.00

In-Kind Contributions (donation of space, materials, etc.)

| Contribution | Estimated \$ Value | Donor | Confirmed | Requested |
|------------------|--------------------|--------------|-----------|-----------|
| Volunteer Labour | \$ 4000.00 | Club Members | ✓ | |
| Draw Sheets | \$ 500.00 | Club Member | ✓ | |
| Water Parkways | \$ 250.00 | Pepp's | ✓ | |
| Coffee/Tinkies | \$ 300.00 | Tim Hobbs | | ✓ |
| Total: | \$ 5050.00 | | | |

Gananoque Community Grants Program

C3. In addition to items noted in C1, please outline below your organization's sources of operating revenue. This will assist in our financial review of your organization.

(June 1 - May 31st)
2015/16

YTD (April 1/17)
2016/2017

| Revenue Sources (be specific) | Amount Received (previous financial yr.) | Current Budget (projected) |
|---|--|----------------------------|
| Membership Fees | \$38,752.00 | \$41,671.00 |
| Program Fees / Fees for Service Bar/Field Catering | \$67,963.00 | \$66,274.00 |
| Other (non-Town) Government Funding | | |
| Other Grants Township Town - Gan Council Grant | 8000.00 5000.00 | \$5000.00 |
| Fundraising Tribits | 2000.00 | \$5500.00 |
| Sponsorship Sign Rentals | \$7,897.00 | \$8195.00 |
| Donations Misc | \$2,724.00 | \$3570.00 |
| Gifts In Kind | | |
| Other (please specify) Lockers Rentals | \$1,455.00 | \$1311.00 |
| Total Revenues: | \$133,791.00 | \$131,221.00 |



**BOARD OF DIRECTORS
2016/17**

| | |
|----------------|---|
| President | Ralph (Bud) Andress |
| Vice President | Penny Stallan |
| Secretary | Cathy Mangan |
| Treasurer | Steve Fauch |
| Past President | Ira Sutherland |
| Directors: | Janice Deacon Jane Spear Bill Stewart Ron Thompson |

GANANOQUE CURLING CLUB
UNAUDITED FINANCIAL STATEMENT

BALANCE SHEET

as at May 31

| | <u>2015</u> | <u>2016</u> |
|---|-------------|-------------|
| | \$ | \$ |
| Assets | | |
| Current Assets | | |
| Cash | -19,737 | -16,010 |
| Other | 2,347 | 2,374 |
| Accts Receivable | 1,218 | 3,178 |
| | -16,172 | -10,458 |
| Capital Assets (Note 1) | 440,618 | 440,618 |
| TOTAL ASSETS | 424,446 | 430,160 |
| Liabilities | | |
| Current Liabilities | | |
| Accts Payable | 1,769 | 1506 |
| Other | 666 | -1401 |
| Current Mortgage | 4,267 | 4267 |
| Current OCA Loan | 2,400 | 2400 |
| Unearned Income (Note 11) | 22 | 8273 |
| | 9,124 | 15,045 |
| Long Term Debt | | |
| Mortgage (Notes 3 & 5) | 32,658 | 28,391 |
| OCA Loan (Notes 4 & 5) | 11,600 | 9,200 |
| Notes 2003 (Note 2) | 27,000 | 27000 |
| Notes 2007 & 2012 (Note 6 & 7) | 20,000 | 20000 |
| | 91,258 | 84,591 |
| Equity | | |
| Retained Earnings | 313,051 | 324,061 |
| Net Income | 10,648 | 6,462 |
| Other | 362 | 0 |
| | 324,061 | 330,523 |
| TOTAL LIABILITIES & EQUITY | 424,443 | 430,159 |

GANANOQUE CURLING CLUB
UNAUDITED FINANCIAL STATEMENT

STATEMENT OF CASH FLOW

| Year ending May 31 | <u>2015</u> | <u>2016</u> |
|------------------------------------|----------------|----------------|
| | \$ | \$ |
| Cash at beginning of period | -18,690 | -19,737 |
| Net Income | 10,648 | 6,462 |
| Adjustments | | |
| Accts Receivable | -242 | -1,961 |
| Prepaid inventory | | |
| Unearned Income | 22 | 8251 |
| Other | 2,860 | -44 |
| Notes 2003 (Note 2) | | |
| Accts Payable | -8,068 | -263 |
| Other | | -2067 |
| | 5,220 | 10,378 |
| Investing | | |
| Acquisition of capital assets | -12,000 | 0 |
| Financing | | |
| Mortgage (Notes 3 & 5) | -4,267 | -4267 |
| OCA (Notes 4 & 5) | 10,000 | -2400 |
| Notes 2007 (Note 6) | 0 | 0 |
| | 5,733 | -6,667 |
| Cash Inflow | -1,047 | 3,711 |
| Cash at end of period | -19,737 | -16,026 |

GANANOQUE CURLING CLUB
UNAUDITED FINANCIAL STATEMENT

STATEMENT OF INCOME

| Year ending May 31 | <u>2015</u> | <u>2016</u> |
|-----------------------------------|----------------------|---------------------|
| | \$ | \$ |
| Income | | |
| Memberships | 39,229 | 38,754 |
| Bar Operations | 39,570 | 34,162 |
| Bonspiels/Catering | 28,393 | 28,900 |
| Miscellaneous | 8,322 | 8,388 |
| Sub-total | 115,514 | 110,204 |
| Fundraising | 7,263 | 8,303 |
| Grants (Note 10) | 12,790 | 7,000 |
| Sub-total | 20,053 | 15,303 |
| | 135,567 | 125,507 |
| Expenses | | |
| Equipment | 518 | 471 |
| Projects (Note 8) | 5,397 | 1,040 |
| Occupancy | 105,131 | 106,041 |
| Administration | 13,873 | 11,493 |
| | 124,919 | 119,045 |
| NET INCOME FROM OPERATIONS | <u>10,648</u> | <u>6,462</u> |
| Bar Operations | | |
| Sales | 73,762 | 64,927 |
| Cost of Sales | 34,192 | 30,765 |
| Net Income | 39,570 | 34,162 |
| Bonspiels/Catering | | |
| Bonspiel Sales | 62,094 | 65,746 |
| Catering Sales | 30,796 | 36,200 |
| Cost of Sales | 64,497 | 73,046 |
| Net Income | 28,393 | 28,900 |
| Occupancy Costs | | |
| Insurance & Taxes | 9,026 | 9,291 |
| Utilities | 37,155 | 36,185 |
| Cleaning | 2,268 | 2,429 |
| Repairs (Note 9) | 9,265 | 9,396 |
| Salaries | 47,417 | 48,740 |
| | 105,131 | 106,041 |
| Administration Costs | | |
| Office | 7,963 | 5,529 |
| Finance | 5,910 | 5,964 |
| | 13,873 | 11,493 |

GANANOQUE CURLING CLUB
UNAUDITED FINANCIAL STATEMENT

Notes apply to data on 31 May 2016

Note 1: The facility is composed of:

| | <u>2015</u> | <u>2016</u> |
|-----------------------|-----------------|-----------------|
| Land | \$110,000 | \$110,000 |
| Building (Note 2 & 5) | \$302,319 | \$302,319 |
| Chattels | <u>\$28,299</u> | <u>\$28,299</u> |
| | \$440,618 | \$440,618 |

Note 2: Promissory Notes totalling \$35,500, with interest determined annually, were obtained in 2003. There are \$27,000 in notes outstanding. Interest at 3.85% was paid on 14 Apr 2016. Beginning in 2015, this debt was transferred from current liability to long term debt, as repayment is controlled by the Board.

Note 3: A Mortgage was obtained from the Bank of Montreal for up to \$100,000, with interest at prime plus 1 3/4%. Principal was payable at 1/120 of the total per month. \$93,500 was obtained on 24 Apr 2003. The mortgage was increased to \$75,000 in Dec 2007, with the same terms. On 8 Apr 2009, with \$63,235.20 outstanding, the mortgage was renegotiated with payments to be spread over 180 payments at Bank Prime + 2.5%. Outstanding on 31 May 2015: \$36,925. At the same time, a Line of Credit of up to \$20,000 (\$30,000 from June to September) was obtained, with the annual interest at Bank Prime + 2.5%, payable on the outstanding balance, daily, payable monthly.

Note 4: In February 2010, a loan from the Ontario Curling Association was renegotiated for \$20,000, with interest at Bank Prime – 1.0%, with payments made quarterly for 5 years. An additional loan of \$12,000, with interest at 1.85% paid annually was obtained, with the first payment on 31 Mar 2016.

Note 5: Beginning with the 2015 report, debt payable in the following 12 months for the mortgage and the OCA Loan are charged to current liability and the balance to Long Term Debt

Note 6: Because of the expansion over-run, \$35,000 was borrowed from 2 members in 2007, with interest at 5.0%. The outstanding principal has been reduced to \$10,000.

Note 7: On 15 Oct 2012, \$10,000 was borrowed from a member with annual interest at bank prime + 1%

Note 8: Project Carpet in arena \$1,040

Note 9: Major repair and maintenance items were:

| | |
|---------------------------------|----------------|
| Paint Ice surface | \$2,127 |
| Jet Ice contract | \$1,414 |
| Repair paving | \$525 |
| Misc arena expenses | \$1,756 |
| Maintain kitchen & bar eqpt | \$1,314 |
| Miscellaneous building expenses | <u>\$2,260</u> |
| | \$9,396 |

Note 10: Received Grants totalling \$7,000 from the Town of Gananoque to assist in covering operating costs and prizes for "Timbits".

Note 11: Received Grant of \$8,206 from Twp of Leeds and Thousand Islands to be used to refurbish curling stones.