



**The Toronto Vintners Club Inc.**

**2022**

**ANNUAL REPORT**



Dear TVC Member,

Finally, after 2 years of lockdowns, zoom calls and bad hair (well, for some of us) The Toronto Vintners Club returned to in-person tasting events in 2022. The year began with virtual tastings in January but by April we were able to relaunch in-person events with a terrific tasting of California Cabs at the beautiful Wedgewood Room in the U of T Faculty Club. Although some members preferred to wait a little longer before re-engaging, by the end of the year most events were well attended. The excitement in the room at each event was palpable as we connected with old friends and made new ones. And then there was the wine!

During the year we started to explore ways to increase membership, which had dropped during the pandemic. One initiative was to increase social media presence on Instagram and Facebook, which has been very successful in bringing new people to events. We also introduced a "guest premium rebate" for people who become members after attending an event at the (higher) non-member price. Basically, we credit the premium paid on the event toward membership if someone signs up within three weeks. This applies to new members only and is showing some results.

Meanwhile, our team of volunteer directors is always busy, working on the notice for the next event, booking guest speakers, buying wines for events that will be held years from now, arranging storage, insurance, updating the blog and website and countless other details to make our events interesting and to keep our members engaged.

We believe that our wine cellar, curated by our dedicated and knowledgeable wine buyers, sets TVC events apart from agency or winery events that sell exclusively from their own portfolio. We do not have industry affiliations that could limit our wine buying activity or otherwise create a conflict of interest when selecting wines for our events. As we are acquiring wines from good producers in good vintages and professionally storing the wines for years, members are able to experience wines that are at or near their peak drinking window as opposed to tasting only new releases.

Our tasting schedule for 2023 is published on the website, and our schedule for 2024 -2026 is included in this report. We have many great wines in storage, aging gracefully, until they are ready to be enjoyed over the next decade. Each year we will have events that feature favorites like Bordeaux and Sparkling Wines, as well as educational or niche events that explore wine varieties or regions that many have not tried before.

The TVC's financial position continued to improve through 2022, thanks to the success of our virtual and in-person tastings. But the impact of inflation has put significant pressure on our costs. The price of wine has been rising for years, and the club needs to factor the cost of replacing wines into our event prices in order to maintain quality. The cost of holding in-person events (food and venue) plus insurance, storage and other general administration expenses have also risen significantly. Given this reality, on July 1 we instituted our first increase in Membership Fees in over 10 years. The full impact of this increase will be realized in 2023.

The future looks bright for the TVC with many great events planned. On behalf of the board, I would like to thank you for your support. Any feedback, ideas or general questions you may have are always welcome.

*Shauna Sexsmith*

*President  
April 15, 2023*



## Board of Directors

<b>President</b>	Shauna Sexsmith
<b>Vice-President</b>	Chris Morris
<b>Treasurer</b>	Alexander Gluskin
<b>Secretary</b>	Smruti Patel
<b>Directors</b>	Ilona Brodovska
	James Murphy
	Carlo Roco
	Kate Simpson
	Stephen Walters
	Rick Wood



## 2023 Tasting Schedule

- January 17                      2008 Bordeaux
- February 28                     2015 Northern Rhone
- March 21                         Wines of Spain
- April 18                         2010 Brunello di Montalcino
- May 16                          Alsace vs. Germany Riesling
- June 20                         Bin End Dinner at The Chef's House
- September 27                    Champagne: Grande Marque vs Grower Producers  
(Joint event with Toronto Winetasters)
- October 17                      Garage Wine Company of Chile
- November 21                    West Coast Pinot Noir: Canada vs USA



## 2024 -2026 Tasting Schedule

THEME	2024	2025	2026
<b>Bordeaux</b>	2009 Bordeaux	2010 Bordeaux	2015 Bordeaux
<b>Mixed</b>	Ribera Del Duero	Rioja	Ribera del Duero
<b>Education</b>	Syrahs of the World	Merlots of the World	Etna Rosso
<b>Italian</b>	2013 Barolo vs Barbaresco	2007 Barolo	Chianti Classico
<b>Whites</b>	Cool Climate Chardonnay	World Chenin Blanc	Aromatic Whites
<b>Pinot Noir</b>	2015 Burgundy	Ontario Pinot Noir	North vs South Hemisphere Pinot Noir
<b>Agency/Winery Event</b>	Agency / Winery Event	Agency / Winery Event	Wines of Beaucastel
<b>Sparkling</b>	Sparkling Wines	Sparkling Wines	Sparkling Wines
<b>Dinner/Bin End Party</b>	Dinner/Bin End Party	Dinner/Bin End Party	Dinner/Bin End Party



**BALANCE SHEET**  
**AS AT**  
**DECEMBER 31, 2022**

***ASSETS***

**Current Assets**

Bank	\$28,888	
PayPal	\$3,194	
Wine futures	\$2,476	
Prepaid expenses	\$784	

**Total Current Assets** **\$35,343**

***Long Term Assets***

Inventory	\$77,329	
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**Total Long Term Assets** **\$77,329**

**TOTAL ASSETS** **\$112,672**

***LIABILITIES***

Prepaid membership fees	\$4,460	
Prepaid tasting Fees	\$3,055	
Accounts payable	<u>\$300</u>	

**TOTAL LIABILITIES** **\$7,815**

***SURPLUS*** **\$104,857**

***TOTAL LIABILITIES & SURPLUS*** **\$112,672**



**STATEMENT OF SURPLUS AND DEFICIT  
FOR THE YEAR ENDED  
DECEMBER 31, 2022**

**REVENUES**

Tasting fess	\$43,966	
Membership fees	\$4,030	
<b>TOTAL REVENUES</b>		<b>\$47,996</b>

**EXPENSES**

***Tasting Expenses***

Wine consumed	\$15,057	
Room and food	\$16,368	
PayPal fees	<u>\$877</u>	
<b><i>Total tasting expenses</i></b>		<b>\$32,302</b>

***General & Administrative Expenses***

Storage	\$4,027	
Insurance	\$1,702	
Administrative expenses	\$693	
Supplies	\$332	
Website management	\$221	
Subscriptions	\$128	
Bank fees	\$60	
PayPal fees	\$40	
Wine donations	<u>(\$187)</u>	
<b><i>Total general &amp; admin. expenses</i></b>		<b>\$7,105</b>

**TOTAL EXPENSES** **\$39,407**

**SURPLUS** **\$8,589**



## NOTES TO FINANCIAL STATEMENTS

**Assets** - The main assets of the Toronto Vintners Club are cash in the bank, at PayPal and the inventory of wine.

- **Wine futures** are deposits (usually 25% of the full price) for wine (Bordeaux) that will be delivered at a later date. These deposits guarantee the availability of the wines when they arrive in Toronto, which makes the deposits an asset of TVC.
- **Prepaid Expenses** represent the portion of insurance, PayPal fees, subscriptions and website management expenses paid in 2022 but related to 2023.

**Liabilities** - TVC does not borrow money and, therefore, does not have any debt.

- **Prepaid Membership Fees** represents fees collected in 2022 for the 2023 calendar year.
- **Prepaid Tasting Fees** represents fees collected in December 2022 for the January 2023 tasting event.

**Revenues** - The Toronto Vintners Club has 2 sources of revenue, Membership Fees and Tasting Fees. The TVC board has set the objective for Membership Fees to cover the General and Administration costs of managing the club. Tasting Fees are calculated to cover the costs of each tasting event.

- **Membership Fees** - Membership revenue recovered significantly in 2022 as the moratorium on fees that was in place during COVID came to an end. However, Membership Fee revenue (\$4,030) did not cover annual General & Administration costs (\$7,105), which is a stated objective of the club. Fee increases that came into effect on July 1, 2022 will benefit the club in 2023.
- **Tasting Fees** - Prices are set for each tasting to cover all expenses, including replacement value for the wines consumed. If revenue from Membership Fees is insufficient to cover General & Administrative costs then a proportionate amount of annual administrative expense is allocated to each tasting.





## NOTES TO FINANCIAL STATEMENTS (cont'd)

**Expenses** - There are 2 categories of expense, Tasting expenses, which are the costs incurred to have an event, and General and Administrative expenses, which are the costs incurred to manage the club regardless of how many events are held.

- **Tasting Expenses** - There were 3 virtual events in 2022. The only expenses incurred for virtual events were the wine consumed (at cost) and the transaction fees charged by PayPal. The Zoom account that was used to host events was provided by the President at no cost to the club. The remaining events were held in-person at the U of T Faculty Club. Expenses related to in-person events include the rental of the room, food, set-up and service charges and taxes. The cost of running in-person events has increased 50% from pre-COVID levels.
- **General and Administration Expenses** - The largest categories of administrative expense for the TVC are storage and insurance. Wines purchased by TVC buyers are stored at Iron Gate Private Wine Management. The cost of storage is a function of the size of TVC's wine inventory. The cost of insurance in 2022 was for Officer & Director Liability and Event insurance.

**Surplus** - Any surplus generated is maintained to purchase wines and, if necessary, cover operating costs. As a non-profit corporation, the The Toronto Vintners Club does not pay out dividends or otherwise distribute capital surpluses.