



**The Toronto Vintners Club Inc.**

**2023**

**ANNUAL REPORT**



Dear TVC Member,

2023 was another terrific year for the Toronto Vintners Club, with tastings that ranged from beloved old world regions to boutique producers to the bubbly event comparing Champagne from Grande Marque and Grower producers. Membership increased to its highest level since TVC moved to the Faculty Club in 2010. The social media and "guest premium rebate" programs, initiated in 2023, spurred new memberships. And, of course, there are many loyal, core members who renewed and continue to come out to events. We thank all of you for your enthusiastic support, which has made the Toronto Vintners Club the longest running wine club in the city.

Our tasting schedule for 2024 is published on the website, and our schedule for 2025 -2027 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.

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 them for years, members are able to taste wines that are at or near their peak drinking window as opposed to tasting only new releases.

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.

The TVC's financial position continued to improve through 2023, thanks to the strong attendance at our events as well as the increase in membership. Our inventory level has increased as we have been able to invest any surplus from tasting events into more wine for future events. However, one factor that cannot be ignored is the impact of inflation, particularly in the cost of wine. The result is that event prices need to reflect what it costs to replace wines of similar quality which is usually much higher than the original purchase price of the wines. In many cases these wines were purchase more than 10 years ago.

You may notice in our financial statements that TVC is now required to collect HST on our membership and tasting fees. This is a result of our total revenue exceeding the threshold for collecting HST. The price of events is now inclusive of HST, but as one of our objectives is for the membership fees to offset general and administrative expenses, the decision was made to increase membership fees to include HST. Therefore, the board has decided that effective July 1, 2024 the annual membership fee will increase to \$90 per member, and \$55 for any additional members in the same household (includes HST). The board also decided to eliminate the discount for members under 35 years of age. We believe that having one consistent membership fee is the fairest to all TVC members.

Once again, we thank you for your support. Members like you make our wine adventures fun and rewarding. Any feedback, ideas or questions you may have are always welcome.

*Shauna Sexsmith*

*President*

*March 15, 2024*



## Board of Directors

<b><i>President</i></b>	Shauna Sexsmith
<b><i>Vice-President</i></b>	Chris Morris
<b><i>Treasurer</i></b>	Alexander Gluskin
<b><i>Secretary</i></b>	Smruti Patel

### **Directors:**

<i>Membership &amp; Social Media:</i>	Ilona Brodovska
<i>Liaison Venue &amp; Guest Speakers:</i>	James Murphy
<i>Wine Buyer &amp; Tasting Notes:</i>	Carlo Roco
<i>Legal &amp; Regulatory:</i>	Stephen Walters
<i>Chair Wine Committee:</i>	Rick Wood



## 2024 Tasting Schedule

- January 17 2009 Bordeaux - Left Bank vs Right Bank
- February 13 Ribera del Duero
- March 19 World Syrah
- April 17 2013 Barolo vs Barbaresco
- May 21 Cool Climate Chardonnay
- June 18 Rosé Dinner
- September 24 Napa Cabernet Sauvignon
- October 15 Osoyoos Larose Le Grand Vin Vertical
- November 19 Grower-Producer Champagne  
(Joint event with Winetasters of Toronto)



## 2025 -2027 Tasting Schedule

2025	2026	2027
2010 Bordeaux	2015 Bordeaux	2016 Bordeaux
Rioja	Rioja vs Ribera	2013 Chateauneuf du Pape
World Merlot	Etna Rosso	World Syrah
2007 Barolo	Chianti Classico	2012 Brunello
2017 White Bordeaux	Aromatic Whites	World Chenin Blanc
2015 Burgundy	Ontario Pinot Noir	North vs South Hemisphere Pinot Noir
Agency / Winery Event	Wines of Beaucastel	Spanish Whites
TVC 50th Anniversary Party	Pinot Noir Dinner	Italian Dinner
Sparkling Wines	Sparkling Wines	Bin End Dinner



**BALANCE SHEET**  
**AS AT**  
**DECEMBER 31, 2023**

<b>ASSETS</b>	<b>2023</b>	<b>2022</b>
<b>Current Assets</b>		
Bank	\$26,309	\$28,888
PayPal	\$4,154	\$3,194
Prepaid expenses	\$397	\$784
HST receivable	<u>\$4,593</u>	<u>N/A</u>
<b>Total Current Assets</b>	<b>\$35,453</b>	<b>\$32,866</b>
<b>Long Term Assets</b>		
Inventory	<u>\$97,340</u>	<u>\$77,329</u>
<b>Total Long Term Assets</b>	<b>\$97,340</b>	<b>\$77,329</b>
<b>TOTAL ASSETS</b>	<b><u>\$132,793</u></b>	<b><u>\$112,672</u></b>
<b>LIABILITIES</b>	<b>2023</b>	<b>2022</b>
Prepaid membership fees	\$4,168	\$4,460
Prepaid tasting Fees	\$3,823	\$3,055
Accounts payable	\$9,358	\$300
HST payable	<u>\$2,658</u>	<u>N/A</u>
<b>TOTAL LIABILITIES</b>	<b>\$20,007</b>	<b>\$7,815</b>
<b>SURPLUS</b>	<b>\$112,786</b>	<b>\$104,857</b>
<b>TOTAL LIABILITIES &amp; SURPLUS</b>	<b><u>\$132,793</u></b>	<b><u>\$112,672</u></b>



**STATEMENT OF SURPLUS AND DEFICIT**  
**FOR THE YEAR ENDED**  
**DECEMBER 31, 2023**

<b>REVENUES</b>	<b>2023</b>	<b>2022</b>
Tasting fess	\$60,308	\$43,966
Membership fees	\$7,908	\$4,030
<b>TOTAL REVENUES</b>	<b>\$68,217</b>	<b>\$47,996</b>
<b>EXPENSES</b>	<b>2023</b>	<b>2022</b>
<b>Tasting Expenses</b>		
Wine consumed	\$30,800	\$15,057
Room and food	\$18,791	\$16,368
PayPal fees - tastings	\$973	\$877
Speaker Fees	<u>\$300</u>	<u>\$0</u>
<b>Total tasting expenses</b>	<b>\$50,865</b>	<b>\$32,302</b>
<b>General &amp; Administrative Expenses</b>		
Storage	\$4,764	\$4,027
Insurance	\$1,777	\$1,702
Administrative expenses	\$1,238	\$693
Website management	\$568	\$221
Subscriptions	\$331	\$128
Marketing	\$203	\$0
PayPal fees - membership	\$137	\$40
Bank fees	\$60	\$60
Supplies	\$25	\$332
Wine donations	<u>\$0</u>	<u>(\$187)</u>
<b>Total general &amp; admin. expenses</b>	<b>\$9,103</b>	<b>\$7,105</b>
<b>TOTAL EXPENSES</b>	<b>\$59,968</b>	<b>\$39,407</b>
<b>SURPLUS</b>	<b><u>\$8,249</u></b>	<b><u>\$8,589</u></b>



## 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.

- **Inventory** represents wine which has been purchased by TVC and is held in storage. It also includes wine futures which 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 2023 but related to 2024.

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

- **Prepaid Membership Fees** represents fees collected in 2023 for the 2024 calendar year.
- **Prepaid Tasting Fees** represents fees collected in December 2023 for the January 2024 tasting event.

**HST** - As the TVC crossed the revenue threshold of \$50,000 during the year, the club became responsible for collecting and submitting HST. The HST we have collected as part of member fees and tasting fees is shown as HST Payable (i.e. payable to Revenue Canada), and the HST we have paid on all the purchases, including the wines, is shown as HST Receivable, which is a tax credit.

**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 increased during the year due to the price increase of membership and as new members joined the club. However, Membership Fee revenue (\$7,908) still did not cover annual General & Administration costs (\$9,103), which is a stated objective of the club.
- **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 9 tasting events during 2023. Expenses related to events include the rental of the room, food, set-up, service charges and taxes.
- **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 2023 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 Toronto Vintners Club does not pay dividends or otherwise distribute capital surpluses.