



Landscape Ontario

HORTICULTURAL TRADES ASSOCIATION

A N N U A L
REPORT



Audited Financial Statements

September 1, 2024 to August 31, 2025

Balance Sheet

	2025 Audited Statements	2024 Audited Statements
Assets		
Bank	\$600,515	\$2,246,132
Investments	9,769,969	9,201,457
Accrued Interest	53,365	69,157
Accounts Receivable	1,652,616	955,404
Loan Receivable	114,000	184,000
Prepaid Expenses	639,123	640,634
Land/Building-Vineland	57,645	57,645
Land/Building-Head Office	6,348,702	6,348,702
CNLA-Equity Position	(634,870)	(634,870)
Total Assets	\$18,601,064	\$19,068,260
Liabilities and Surplus		
Accounts Payable	\$663,440	\$814,847
Accounts Payable-Sector Groups	120,318	197,925
Accounts Payable-Chapters	632,146	599,836
Accounts Payable-Special Projects	528,570	1,357,317
Deferred Revenue	3,286,414	2,056,670
Hort. Centre Improvement Fund	4,473,935	5,210,301
Hort. Profession Development Fund	710,523	313,803
Technology Fund	(211,730)	(69,676)
Promotion Fund	10,566	10,566
Legacy Fund	8,627,495	7,835,748
Landscape Fund	58,457	58,457
Net Income (Loss)	(\$299,070)	\$682,466
Total Liabilities and Surplus	\$18,601,064	\$19,068,260

Landscape Ontario Audited Financial Statements

YEAR ENDED AUGUST 31, 2025

Investments

	Year End Aug. 31/25	Year End Aug. 31/24
Bonds/GICs Recorded at Cost		
RBC GIC	\$0	\$450,662
Res-Royal Bank	536,983	0
Res-Bank of Nova Scotia	400,127	400,127
Royal Bank GIC (Chapter/Sector Groups)	110,000	110,000
Cash Position	769	545
Totals-Bonds/GIC's	\$1,047,878	\$961,334
Mutual Funds/Equities Recorded at Market Value		
Nexus/RBC Portfolio	\$3,517,831	\$3,294,550
TD Wealth Portfolio	3,024,761	2,962,842
RBC Dominion Securities	2,179,499	1,982,731
Totals Mutual Funds/Equities	8,722,091	8,240,123
Total Investments	\$9,769,969	\$9,201,457

Surplus Funds

	2025 Audited Statements	2024 Audited Statements
Horticultural Profession Development Fund		
Opening Balance	\$826,269	\$547,237
Expenditures	(115,746)	(298,392)
Revenues-Funding/Miscellaneous	0	64,959
Transfer from (to) other funds	0	0
Transfer from Net Income (Loss)	(299,070)	512,466
Closing Balance	\$411,453	\$826,269
Horticultural Centre Improvement Fund		
Opening Balance	\$5,210,301	\$5,237,501
Expenditures	(743,992)	(36,400)
Revenues-Funding/Miscellaneous	7,625	9,200
Capitalized Renovation Expenses	0	0
Transfer from Net Income	0	0
Closing Balance	\$4,473,935	\$5,210,301
Technology Fund		
Opening Balance	\$100,324	\$119,181
Expenditures	(312,054)	(188,857)
Transfer from Net Income	0	170,000
Closing Balance	(\$211,730)	\$100,324
Promotion Fund		
Opening Balance	\$10,566	\$16,566
Expenditures	0	(6,000)
Transfer from Net Income	0	0
Closing Balance	\$10,566	\$10,566
Legacy Fund		
Opening Balance	\$7,835,748	\$7,211,956
Expenditures	0	0
Revenues-Funding/Miscellaneous	791,746	623,792
Transfer from (to) other funds	0	0
Transfer from Net Income	0	0
Closing Balance	\$8,627,495	\$7,835,748
Landscape Fund		
Opening Balance	\$58,457	\$58,457
Expenditures	0	0
Revenues-Funding/Miscellaneous	0	0
Transfer from (to) other funds	0	0
Transfer from Net Income	0	0
Closing Balance	\$58,457	\$58,457

Income Statement - Departmental Summary - Pre-Allocations

	2025 Audited Statements	2024 Audited Statements	2025 Revised Budgets	2026 Revised Budgets	2027 Proposed Budgets
Revenue					
General	\$308,922	\$325,889	\$274,800	\$291,800	\$291,800
Membership	1,790,236	2,158,573	2,156,500	2,127,000	2,127,000
Communications	853,857	847,614	904,100	808,100	808,100
Congress	3,033,873	2,712,553	2,850,000	3,077,500	3,077,500
Workforce Development	792,452	808,567	902,500	802,500	802,500
Total Revenue	\$6,779,340	\$6,853,196	\$7,087,900	\$7,106,900	\$7,106,900
Expenses					
General	\$4,288,334	\$3,645,848	\$3,942,000	\$4,132,000	\$4,132,000
Membership	1,023,771	1,042,671	1,013,096	1,005,240	1,005,240
Communications	283,210	302,021	323,000	285,500	285,500
Congress	1,357,914	1,284,992	1,541,350	1,483,150	1,483,150
Workforce Development	201,234	174,615	242,000	205,000	205,000
Total Expenses	\$7,154,463	\$6,450,147	\$7,061,446	\$7,110,890	\$7,110,890
Net Income (Loss)	(\$375,123)	\$403,049	\$26,454	(\$3,990)	(\$3,990)
Investment Income-Unrealized	\$76,053	\$279,416	\$0	\$75,000	\$75,000
Net Income (Loss)-Adjusted	(\$299,070)	\$682,466	\$26,454	\$71,010	\$71,010

Income Statement - General

	2025 Audited Statements	2024 Audited Statements	2025 Revised Budgets	2026 Revised Budgets	2027 Proposed Budgets
Revenue					
Rent	\$30,168	\$25,628	\$20,000	\$30,000	\$30,000
Administration Fees	1,500	4,200	1,500	1,500	1,500
Interest Income	71,135	83,676	50,000	72,000	72,000
Investment Income (Loss)	145,852	114,536	110,000	140,000	140,000
Information Technology/Web Fees	3,330	3,300	3,300	3,300	3,300
Miscellaneous	56,936	94,549	90,000	45,000	45,000
Total Revenue	\$308,922	\$325,889	\$274,800	\$291,800	\$291,800
Administrative Expenses					
Property Taxes	\$176,260	\$168,001	\$180,000	\$185,000	\$185,000
Phone	26,991	25,515	28,000	30,000	30,000
Hydro	29,652	25,715	27,000	30,000	30,000
Heat	26,538	21,642	23,000	27,000	27,000
Water	7,817	7,509	9,000	8,000	8,000
Maintenance-Yard	93,220	90,684	75,000	80,000	80,000
Maintenance-Building	85,688	63,778	70,000	80,000	80,000
Office Supplies	31,776	28,945	30,000	32,000	32,000
Office Equipment	29,103	23,825	25,000	30,000	30,000
Computer Equipment/Software	217,317	109,870	120,000	180,000	180,000
Information Technology/Web Expenses	22,847	22,667	25,000	23,000	23,000
Postage	4,677	1,607	2,000	4,000	4,000
Courier	936	436	1,000	1,000	1,000
Audit	21,650	20,650	23,000	22,000	22,000
Legal Fees	935	1,994	2,000	1,000	1,000
Insurance Expense	57,132	60,358	65,000	60,000	60,000
Meeting Expenses	29,947	27,045	28,000	25,000	25,000
Travel	133,521	95,535	98,000	120,000	120,000
Dues and Subscriptions	14,379	15,573	20,000	15,000	15,000
Training (Staff)	15,034	3,949	4,000	10,000	10,000
Miscellaneous Expenses	24,603	28,655	28,000	23,000	23,000
Bank Charges and Interest	121,646	100,365	110,000	122,000	122,000
(Gain) Loss on Foreign Exchange	5,100	(21,185)	0	2,000	2,000
Total Administrative Expenses	\$1,176,770	\$923,132	\$993,000	\$1,110,000	\$1,110,000
Compensation					
Wages	\$2,691,434	\$2,376,469	\$2,570,000	\$2,610,000	\$2,610,000
Benefits	198,020	148,797	170,000	200,000	200,000
Source Deductions	222,110	197,450	209,000	212,000	212,000
Total Compensation	\$3,111,564	\$2,722,716	\$2,949,000	\$3,022,000	\$3,022,000
Total Expenses	\$4,288,334	\$3,645,848	\$3,942,000	\$4,132,000	\$4,132,000
Net Income (Loss)	(\$3,979,412)	(\$3,319,959)	(\$3,667,200)	(\$3,840,200)	(\$3,840,200)
Wage Allocations	\$2,080,527	\$1,836,535			
Overhead Allocations	\$1,277,520	\$1,015,503			
Net Income (Loss) Net of Allocations	(\$621,365)	(\$467,921)			

Landscape Ontario Audited Financial Statements YEAR ENDED AUGUST 31, 2025

Income Statement - Membership Services

	2025 Audited Statements	2024 Audited Statements	2025 Revised Budgets	2026 Revised Budgets	2027 Proposed Budgets
Revenue					
Membership Dues	\$1,452,071	\$1,702,267	\$1,700,000	\$1,765,000	\$1,765,000
Awards of Excellence	145,939	192,825	195,000	148,000	148,000
Events	13,995	12,825	10,000	12,500	12,500
Merchandise	810	1,483	1,500	1,500	1,500
Referral Fees	177,420	249,173	250,000	200,000	200,000
Total Revenue	\$1,790,236	\$2,158,573	\$2,156,500	\$2,127,000	\$2,127,000
Membership Expenses					
CNLA Membership Dues	\$534,328	\$555,914	\$525,000	\$540,000	\$540,000
Awards of Excellence	165,143	170,123	170,000	155,800	155,800
Events	9,173	12,008	10,000	12,500	12,500
Member Benefit Programs	141,979	149,728	150,000	144,000	144,000
Merchandise	136	418	500	500	500
Membership Booth	2,855	4,555	5,000	3,000	3,000
Promotion-Members	72,526	51,272	50,000	50,000	50,000
Total Membership Expenses	\$926,141	\$944,019	\$910,500	\$905,800	\$905,800
Chapters and Sector Groups					
Durham	\$9,064	\$9,400	\$9,064	\$8,320	\$8,320
Georgian Lakelands	9,614	9,908	9,614	9,556	9,556
Golden Horseshoe	9,766	9,824	9,766	9,690	9,690
London	9,088	9,442	9,088	9,040	9,040
Muskoka North	8,464	5,995	8,464	8,128	8,128
Ottawa	9,136	9,184	9,136	8,656	8,656
Toronto	10,850	11,048	10,850	10,714	10,714
Upper Canada	6,240	6,040	6,240	6,120	6,120
Waterloo	9,554	9,624	9,554	9,496	9,496
Windsor	5,320	5,600	5,320	4,720	4,720
Designers	65	0	1,000	500	500
Garden Centre	0	675	1,000	500	500
Grounds Maintenance	0	541	1,000	500	500
Growers	2,586	3,788	3,500	3,000	3,000
Interiorscape	0	0	500	500	500
Irrigation	1,432	2,345	2,500	2,500	2,500
Landscape Contractors/Hardscape	411	613	1,000	500	500
Landscape Lighting	2,743	22	500	3,000	3,000
Snow and Ice	3,297	3,791	3,500	3,500	3,500
Turf/Lawn Care	0	812	1,000	500	500
Total Chapter and Sector Expenses	\$97,631	\$98,652	\$102,596	\$99,440	\$99,440
Total Expenses	\$1,023,771	\$1,042,671	\$1,013,096	\$1,005,240	\$1,005,240
Net Income (Loss)	\$766,464	\$1,115,902	\$1,143,404	\$1,121,760	\$1,121,760
Wage Allocations	(\$656,736)	(\$595,427)			
Overhead Allocations	(\$319,380)	(\$253,876)			
Net Income (Loss) Net of Allocations	(\$209,652)	\$266,599			

Landscape Ontario Audited Financial Statements YEAR ENDED AUGUST 31, 2025

Income Statement - Workforce Development

	2025 Audited Statements	2024 Audited Statements	2025 Revised Budgets	2026 Revised Budgets	2027 Proposed Budgets
Revenue					
Special Projects	\$443,897	\$456,347	\$450,000	\$450,000	\$450,000
Profession Development Courses	347,347	349,212	450,000	350,000	350,000
Certification	1,208	3,008	2,500	2,500	2,500
Total Revenue	\$792,452	\$808,567	\$902,500	\$802,500	\$802,500
Expenses					
Special Projects	\$23,621	\$8,831	\$10,000	\$25,000	\$25,000
Profession Development Courses	172,684	162,212	200,000	175,000	175,000
Certification	2,141	1,670	2,000	2,000	2,000
Promotion	2,787	1,902	30,000	3,000	3,000
Total Expenses	\$201,234	\$174,615	\$242,000	\$205,000	\$205,000
Net Income (Loss)	\$591,218	\$633,952	\$660,500	\$597,500	\$597,500
Wage Allocations	(\$252,167)	(\$208,567)			
Overhead Allocations	(\$159,690)	(\$126,938)			
Net Income (Loss) Net of Allocations	\$179,361	\$298,447			

Landscape Ontario Audited Financial Statements YEAR ENDED AUGUST 31, 2025

Income Statement - Communications - Landscape Trades magazine

	2025 Audited Statements	2024 Audited Statements	2025 Revised Budgets	2026 Revised Budgets	2027 Proposed Budgets
Revenue					
Revenue					
Display Advertising	\$515,858	\$566,521	\$560,000	\$510,000	\$510,000
Web Display Ads	7,879	10,078	11,000	8,000	8,000
Polybag Inserts	34,899	35,116	35,000	35,000	35,000
Direct E-Blasts	61,270	121,009	120,000	62,000	62,000
E-ssentials	11,805	18,363	20,000	12,000	12,000
Digital Retargeting	21,000	29,668	30,000	22,000	22,000
Social Mention/Cross Promotion	3,000	7,500	8,000	4,000	4,000
Subscriptions	358	304	500	500	500
Total Revenue	\$656,070	\$788,560	\$784,500	\$653,500	\$653,500
Discounts					
Member Discounts	\$51,026	\$61,154	\$60,000	\$48,000	\$48,000
Agency Discounts	7,281	11,494	13,000	7,000	7,000
Total Discounts	\$58,307	\$72,648	\$73,000	\$55,000	\$55,000
Net Revenue	\$597,763	\$715,912	\$711,500	\$598,500	\$598,500
Expenses					
Printing	\$107,135	\$114,371	\$120,000	\$105,000	\$105,000
Freelance Editorial	13,615	8,250	12,000	12,000	12,000
Editorial Travel	4,259	2,563	3,000	4,000	4,000
Sales Travel	3,821	1,120	3,000	4,000	4,000
Mail Preparation	3,971	4,363	5,000	4,000	4,000
Polybag Costs	7,739	9,940	10,000	8,000	8,000
Postage	77,816	75,449	80,000	80,000	80,000
Promotion/Media Kits	345	869	1,000	1,000	1,000
Digital Ad Expenses	11,775	28,460	25,000	12,000	12,000
Social Mention/Cross Promotion	1,896	2,711	3,000	1,500	1,500
Circulation Audit	4,330	4,330	4,500	4,500	4,500
Miscellaneous	5,207	4,133	4,000	4,000	4,000
Total Expenses	\$241,909	\$256,559	\$270,500	\$240,000	\$240,000
Net Income (Loss)	\$355,854	\$459,353	\$441,000	\$358,500	\$358,500

Landscape Ontario Audited Financial Statements YEAR ENDED AUGUST 31, 2025

Income Statement - Communications - Landscape Ontario magazine

	2025 Audited Statements	2024 Audited Statements	2025 Revised Budgets	2026 Revised Budgets	2027 Proposed Budgets
Revenue					
Display Advertising	\$95,031	\$91,815	\$90,000	\$95,000	\$95,000
Polybag Inserts	3,100	3,780	5,000	4,000	4,000
Enews Ads	43,717	55,421	55,000	47,000	47,000
Subscriptions	0	39	100	100	100
Total Revenue	\$141,849	\$151,055	\$150,100	\$146,100	\$146,100
Discounts:					
Member Discounts	\$17,365	\$19,320	\$20,000	\$18,000	\$18,000
Agency Discounts	236	33	500	500	500
Total Discounts	\$17,601	\$19,353	\$20,500	\$18,500	\$18,500
Net Revenue	\$124,248	\$131,702	\$129,600	\$127,600	\$127,600
Expenses					
Printing	\$18,534	\$22,290	\$25,000	\$20,000	\$20,000
Freelance Editorial	4,750	2,275	4,000	5,000	5,000
Editorial Travel	1,289	2,493	4,000	2,500	2,500
Mail Preparations	3,080	2,479	3,000	3,000	3,000
Polybag Costs	2,677	2,244	2,500	3,000	3,000
Postage	10,970	13,681	14,000	12,000	12,000
Total Expenses	\$41,301	\$45,462	\$52,500	\$45,500	\$45,500
Net Income (Loss)	\$82,947	\$86,240	\$77,100	\$82,100	\$82,100

Income Statement - Communications - Special Projects

	2025 Audited Statements	2024 Audited Statements	2025 Revised Budgets	2026 Revised Budgets	2027 Proposed Budgets
Revenue	\$131,847	\$0	\$63,000	\$82,000	\$82,000
Expenses	0	0	0	0	0
Net Income(Loss)	\$131,847	\$0	\$63,000	\$82,000	\$82,000

Summary - Publishing

	2025 Audited Statements	2024 Audited Statements	2025 Revised Budgets	2026 Revised Budgets	2027 Proposed Budgets
Net Income (Loss)	\$570,648	\$545,593	\$581,100	\$522,600	\$522,600
Wage Allocations	(\$622,057)	(\$592,121)			
Overhead Allocations	(\$239,535)	(1\$90,407)			
Net Income (Loss) Net of Allocations	(\$290,944)	(\$236,935))			

Landscape Ontario Audited Financial Statements YEAR ENDED AUGUST 31, 2025

Income Statement - Congress

	2025 Audited Statements	2024 Audited Statements	2025 Revised Budgets	2026 Revised Budgets	2027 Proposed Budgets
Revenue					
Exhibit Space	\$3,000,382	\$2,705,157	\$2,850,000	\$3,050,000	\$3,050,000
Registration	105,165	114,536	115,000	105,000	105,000
Sponsorship	102,358	70,071	85,000	100,000	100,000
Miscellaneous	18,968	20,088	10,000	17,500	17,500
Total Revenue	\$3,226,873	\$2,909,853	\$3,060,000	\$3,272,500	\$3,272,500
Discounts					
Member Discounts	\$193,000	\$197,300	\$210,000	\$195,000	\$195,000
Total Member Discounts	\$193,000	\$197,300	\$210,000	\$195,000	\$195,000
Net Revenue	\$3,033,873	\$2,712,553	\$2,850,000	\$3,077,500	\$3,077,500
Expenses					
Exhibit Hall	\$591,637	\$580,852	\$605,850	\$620,850	\$620,850
Security	35,682	32,218	37,100	39,400	39,400
Show Services	168,674	127,621	145,000	175,000	175,000
Feature Area	13,500	13,500	25,000	25,000	25,000
Garden Subsidy	43,373	37,980	46,000	46,000	46,000
Speakers	9,969	5,729	27,000	15,000	15,000
Conferences-Food and Beverage	4,974	4,667	15,000	8,000	8,000
Registration Services	51,316	47,229	55,000	55,000	55,000
Audio Visual Equipment	32,211	22,317	36,000	36,000	36,000
Receptions	17,527	26,251	38,000	22,000	22,000
Printing	526	1,623	7,500	4,000	4,000
Promotion	14,522	34,258	52,000	20,000	20,000
Advertising	2,529	6,829	35,000	5,000	5,000
Photography/Video	16,673	0	18,000	18,000	18,000
Move In/Move Out	127,642	123,718	133,000	135,000	135,000
Travel	80,865	63,923	80,000	84,000	84,000
Parking	20,160	19,200	23,000	23,000	23,000
Police	4,125	4,125	4,900	5,100	5,100
Postage	0	6,741	9,500	6,800	6,800
Janitorial	103,445	109,108	115,000	115,000	115,000
Software	4,808	4,262	9,000	6,000	6,000
Labour	1,100	4,553	9,500	4,000	4,000
Miscellaneous	12,657	8,289	15,000	15,000	15,000
Total Expenses	\$1,357,914	\$1,284,992	\$1,541,350	\$1,483,150	\$1,483,150
Net Income (Loss)	\$1,675,959	\$1,427,561	\$1,308,650	\$1,594,350	\$1,594,350
Wage Allocations	(\$549,567)	(\$440,420)			
Overhead Allocations	(\$558,915)	(\$444,283)			
Net Income (Loss) Net of Allocations	\$567,477	\$542,858			