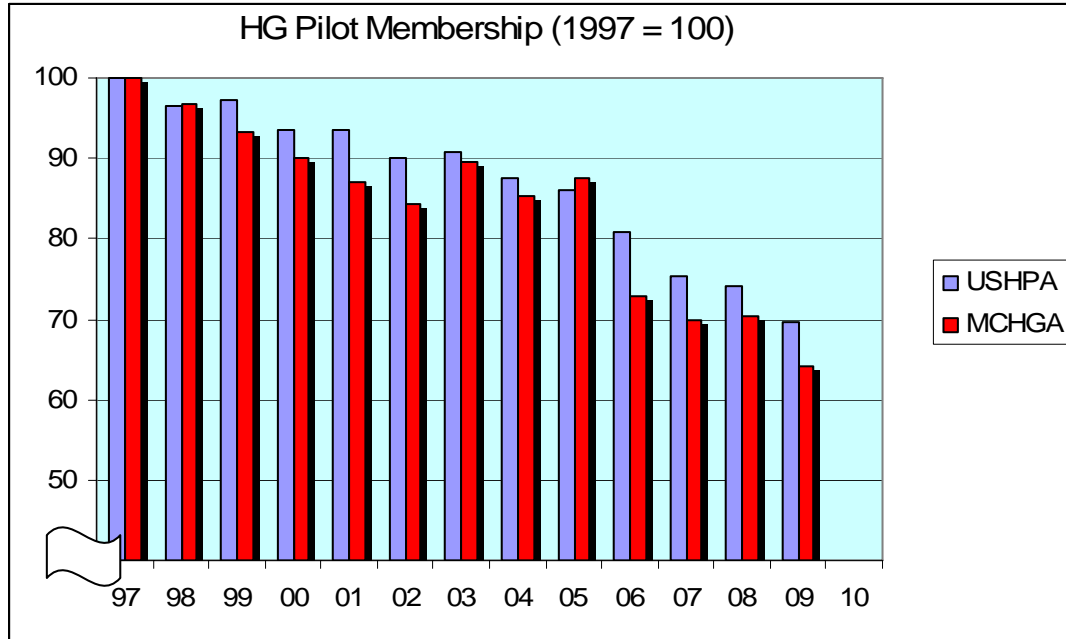


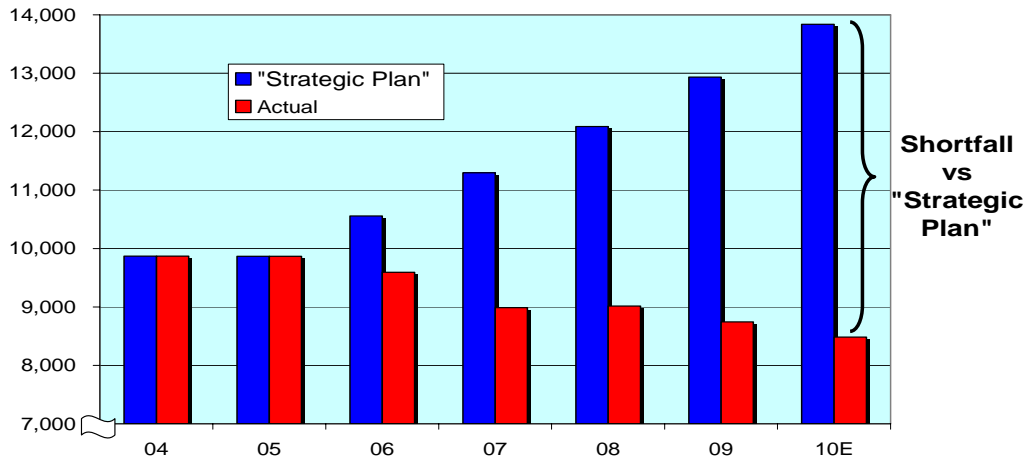
MCHGA Treasurer's Report, FY2009

MCHGA's membership continued to decline in FY2009, falling by 9% from 135 to 123 members. Since peaking at 192 members in 1997, membership has fallen by a cumulative 36%. MCHGA's decline broadly reflects the national trend. At national level, USHPA's Hang Gliding membership (including biwinguals) fell by 30% over the same period.



The national decline in Hang Gliding partly reflects a crossover from Hang Gliding to Paragliding. USHPA's Paragliding pilot membership has grown by 47% since 1997 - though it appears to have leveled off over the last five years and actually declined by 1% in 2009. Biwingual pilots (i.e. pilots who fly both PGs and HGs) have doubled their share of USHPA's pilot membership since 1997, but appear to have stabilized recently around 11% of total USHPA pilots.

Hang Gliding remains a tiny minority sport, enjoyed by less than 0.002% of the total population, and it is continuing to lose participants. In 2005, the USHPA board unanimously approved a "Strategic Plan" that promised to **double** USHPA's national membership to around 20,000 within ten years. Sadly, however, USHPA's actual membership has fallen far short of the rosy projections of the "Strategic Plan", and has in fact declined by a further 12% since the plan was approved:.



For a fuller analysis of the underlying factors, together with some action suggestions for MCHGA, please refer to last year's Treasurer's Report, and to **"Closing the Growth Gap"** – an earlier presentation to the USHPA board.

In FY2002-03, MCHGA was running a substantial Operating Loss that, if continued, could have exhausted our Cash Reserves – already reduced to uncomfortably low levels – within a few years. However, since closing that cash drain through more careful management of Operating Expenses, we have achieved an Operating Surplus in every year, except for a capital expenditure of \$2,786 in FY2006 for the new Herb Junior (which, despite valiant efforts by all concerned, continues to malfunction today). This has enabled us to rebuild our reserves. Note, however, that since we use cash accounting, the value of capital investments like Herb is not accrued and does not appear on our Balance Sheet.

Meanwhile, reflecting the continuing decline in our membership, MCHGA's Revenues fell by a further 9% in FY2009. However, by continuing our policy of more careful management of Operating Expenses, we were able to eke out an Operating Surplus of \$398, bringing our year-end Asset Balance to \$5,150 (see attached P&L). Assuming, realistically, that in the absence of effective action we must assume at least some further declines in membership to come, careful management of our resources will continue to be a high priority in the coming year. The attached sheet includes a summary of each major accounting item for the fiscal years 2003-2009.

Finally, it has been an honor to serve as MCHGA's Treasurer for the last seven years, and I look forward (hopefully) to many more years of active participation in the Club and in our wonderful sport. However, for various reasons I would now like to hand over to a successor as soon as convenient for the Club, and hope that we will be able to identify a suitable candidate shortly.

Martin Beresford
Treasurer

MCHGA, Fiscal Year 2009 Financial Summary

<u>Fiscal Year to Oct:</u>	<u>FY2005</u>	<u>FY2006</u>	<u>FY2007</u>	<u>FY2008</u>	<u>FY2009</u> <u>Nov- Apr</u>	<u>May- Oclt</u>	<u>Full Year</u>
Beginning Assets	5,605	6,685	3,801	3,893	4,752	5,575	4,752
<u>Revenues</u>							
Sticker revenues	2,520	2,095	2,010	2,025	1,725	120	1,845
<i>Equivalent stickers</i>	168	140	134	135	115	8	123
Other Revenues	<u>99</u>	<u>30</u>	<u>64</u>	<u>75</u>	<u>30</u>	<u>95</u>	<u>125</u>
Total Revenues	<u>2,619</u>	<u>2,125</u>	<u>2,074</u>	<u>2,100</u>	<u>1,755</u>	<u>215</u>	<u>1,970</u>
<u>Expenses</u>							
State Park Permit	394	293	356	354	350	-	350
Site Insurance	129	-	250	-	125	-	125
Club Activities	311	1,157	912	221	180	61	241
Telephone, Windtalker	181	3,125	152	339	153	131	284
Tam Airlines	5	139	123	-	-	-	-
Printng and Postage	320	148	103	323	89	203	292
Other/Contingency	<u>199</u>	<u>147</u>	<u>86</u>	<u>4</u>	<u>35</u>	<u>164</u>	<u>199</u>
Total Expenses	<u>1,539</u>	<u>5,009</u>	<u>1,982</u>	<u>1,241</u>	<u>932</u>	<u>559</u>	<u>1,491</u>
Net Profit/(Loss)	<u>1,080</u>	<u>(2,884)</u>	<u>92</u>	<u>859</u>	<u>823</u>	<u>(344)</u>	<u>479</u>
<u>Ending Assets</u>							
Cash in bank	6,678	3,864	3,898	4,548	5,160	4,661	4,661
Petty Cash	<u>7</u>	<u>(63)</u>	<u>(5)</u>	<u>204</u>	<u>415</u>	<u>570</u>	<u>570</u>
Total Ending Assets	<u>6,685</u>	<u>3,801</u>	<u>3,893</u>	<u>4,752</u>	<u>5,575</u>	<u>5,231</u>	<u>5,231</u>