## COMMUNITY FUTURES LLOYDMINSTER AND REGION

## **DEVELOPMENT CORPORATION**

## FINANCIAL STATEMENTS

## FOR THE YEAR ENDING MARCH 31, 2019

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Barbara K. McCarthy, CA\*
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Amie Anderson, CA\*
\*Denotes Professional Corporation

## AUDITOR'S REPORT ON COMPLIANCE WITH AGREEMENT

To Western Economic Diversification

We have audited Community Futures Lloydminster and Region Development Corporation's compliance as at March 31, 2019 with the criteria established in the Contribution Agreement between Western Economic Diversification and Community Futures Lloydminster and Region Development Corporation dated March 31, 2006. Compliance with the criteria established by the provisions of the agreement is the responsibility of the Board of Directors of Community Futures Lloydminster and Region Development Corporation. Our responsibility is to express an opinion on this compliance based on our audit.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether Community Futures Lloydminster and Region Development Corporation complied with the criteria established by the provisions of the agreement referred to above. Such an audit includes examining, on a test basis, evidence supporting compliance, evaluating the overall compliance with the agreement, and where applicable, assessing the accounting principles used and significant estimates made by management.

In our opinion, Community Futures Lloydminster and Region Development Corporation is in compliance, in all material respects, with the criteria established by the Contribution Agreement.

ST. PAUL, ALBERTA June 24, 2019 SMD Group LCP CHARTERED ACCOUNTANTS

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## INDEPENDENT AUDITOR'S REPORT

To the Members of Community Futures Lloydminster and Region Development Corporation

## Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of Community Futures Lloydminster and Region Development Corporation, which comprise the statement of financial position as at March 31, 2019, and the statements of operations, changes in fund balances, and cash flows for the year then ended, and notes to the financial statements including a summary of significant accounting policies and other explanatory information, and a schedule of operating expenses.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Corporation as at March 31, 2019, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Corporation in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with those requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatements, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Corporation's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting unless management either intends to liquidate the Corporation or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Corporation's financial reporting process.

## Auditor's Responsibility for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements. As part of the audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit
  procedures that are appropriate in the circumstances, but not for the purpose of expressing
  an opinion on the effectiveness of the Corporation's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Corporation's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosure are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Corporation to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

ST. PAUL, ALBERTA June 24, 2019 SMD Group LLP
CHARTERED ACCOUNTANTS

## COMMUNITY FUTURES LLOYDMINSTER AND REGION DEVELOPMENT CORPORATION STATEMENT OF FINANCIAL POSITION AS AT MARCH 31, 2019

		1 (1) (2) (1) (1)				
	General Fund	Non-Repayable	Loan Investment Funds Repayable Disa	t Funds Disabled	<u>2019</u>	2018
		ASSETS				
Current assets	\$ 367 447	\$ 474,953	\$ 82.665	\$ 49.694	\$ 974,759	\$ 953,691
Cash in Caus	2551					2,817
A comment monitoring lo	07.0	786	ł	!	1.758	326
Accounts receivable	C3L S	<u>}</u> !	*	ł	5,762	5.512
Due from investment lund	700,0			1	3 885	7.473
Prepaid expenses	5,885	1 000	1 040 64	072 22	7100,0	720,771
Current portion of investment loans		65,790	57,059	105,268	1 160 123	1 200 040
	381,617	541,529	139,724	103,201	1,100,132	1,203,040
Long term investments (note 3)	181,931	140,083	797,986	ŀ	070,070	002,272
Capital assets (note 4)	46,552	1	:	· ·	46,552	60,528
Loans receivable - SBLA	31,291	1	1	1	31,291	112,088
Investment loans receivable (notes 5 - 7)	-	117,754	149.183	214,080	481,017	437,987
	\$ 641,391	\$ 799,366	\$ 586,893	\$ 319,342	\$ 2.346,992	\$ 2,422,765
	LIABILITI	LIABILITIES AND FUND BALANCES	SALANCES			
Current liabilities			•	€		
Payables and accrued liabilities	\$ 80,553	8 1,380	! **	 <del>∕^</del>	\$ \$1,933	29,007
Government remittances	1,355	1 3	! 6	1 3	1,555	5,055
Due to general fund	1	(17,514)	23,530	(254)	29//6	2,5,5
Due to/from investment funds (note 12)	ţ	(312,161)	(11,544)	323,705	1 6	! 60
Deferred revenue	37,094		- 000		37.094	4,000
	119,002	(328,295)	11,986	525,451	120,144	52,72
Loans repayable - SBLA	34,701			******	34,701	121,103
	153,703	(328,295)	11.986	323,451	160,845	173,412
Fund balances					7476	00000
Invested in capital assets	46,552	ł		1 3	46,552	00,528
Externally restricted (note 8)	1	1,127,661	574,907	(4,109)	1,698,459	1,758,841
Unrestricted	441,136	* 7			441.136	430,184
	487,688	1,127,661	574,907	(4.109)	2,186,147	2,249,353
	\$ 641,391	\$ 799,366	\$ 586,893	\$ 349/3/42	\$ 2.346.992	\$ 2,422,765
Approved on Behalf of The Board:	mie Marle	ر ور Chairman	ian	3	freasurer	
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# COMMUNITY FUTURES LLOYDMINSTER AND REGION DEVELOPMENT CORPORATION STATEMENT OF OPERATIONS

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	Operating	Finar Loan	Financing and Investing Loan Investment Funds	ting mds		0
	General Fund	Non-Repayable	Kepayable	Disabled	2019	2018
Revenue	000 FOC #	÷	6	₩	\$ 294 963	\$ 294 963
Federal contracts	D 474,700	  -	<del>)</del>		00/1/77	1
Loan interest	1,041	18,556	12,728	17,254	49,579	51,898
Other revenue	7,851	;	To the	ł	7,851	7,798
Bank interest	5,032	7,021	1,182	260	13,495	7,718
CFLIP investment income	5,397	3,998	9,130	ł	18,525	16,045
CFLIP unrealized gain (loss)	(069)	(511)	(1,167)	ł	(2,368)	2,272
Self-employment contract	950		-	:	950	2.920
	314,544	29,064	21,873	17,514	382,995	383,614
Expenses					214 440	011 776
Operating expenses (schedule)	314,440	1	ł	I	314,440	200,770
Flovision for (recovery of) investment losses	2,881	79,164	(10,331)	000,09	131,714	330,705
Loss on sale of assets	47			40.40	47/	1,562
	317,368	79,164	(10,331)	000'09	446,201	699,045
Excess (deficiency) of revenue over expenses	\$ (2,824)	\$ (50,100)	\$ 32,204	\$ (42,486)	\$ (63,206)	\$ (315,431)

# COMMUNITY FUTURES LLOYDMINSTER AND REGION DEVELOPMENT CORPORATION STATEMENT OF CHANGES IN FUND BALANCES FOR THE YEAR ENDED MARCH 31, 2019

# COMMUNITY FUTURES LLOYDMINSTER AND REGION DEVELOPMENT CORPORATION STATEMENT OF CASH FLOWS FOR THE YEAR ENDED MARCH 31, 2019

	Operating	Finan Loan	Financing and Investing Loan Investment Funds	ting nds		
	General Fund	Non-Repayable	Repayable	Disabled	2019	2018
Sources of cash						
Federal contracts	\$ 329,563	- -	! &	! €9	\$ 329,563	\$ 266,383
Investment income	6,558	25,775	14,188	16,388	62,909	54,097
Other	7,901	1	1	1	7,901	7,598
Self-employment contract	ł	;	1	1	1	6,920
Investment loan repayments	•	318,426	54,720	40,166	413,312	393,600
SBLA loans collected	23,120	1	•	*	23,120	49,919
Proceeds on sale of capital assets	40		1 **		40	
	367,182	344,201	68,908	56,554	836,845	778,517
Uses of cash						
Salaries and benefits	83,479	1	1	ŀ	83,479	136,688
Materials and services	173,369	;	l T	!	173,369	234,885
Self-employment contract	556	:	1	1	556	:
Purchase of capital assets	2,755	ł	•	1	2,755	1
Investment loan advances	ł	171,788	110,414	241,000	523,202	472,700
Repayment of SBLA loans	32,416		*****		32,416	41,629
	292,575	171,788	110,414	241,000	815,777	885,902
Net increase (decrease) in cash	74,607	172,413	(41,506)	(184,446)	21,068	(107,385)
Cash, beginning of year	292,840	502,540	135,715	22,596	953,691	1,061,076
Interfund transfer (note 12)	TO 000	(200,000)	(11.544)	211,544	-	
Cash, end of year	\$ 367,447	\$ 474,953	\$ 82,665	\$ 49,694	\$ 974,759	\$ 953,691

## Purpose of the Organization

Community Futures Lloydminster and Region Development Corporation is a community based organization that provides loans and financial services to small businesses that are otherwise unable to obtain financing. The corporation is incorporated under the Alberta Companies Act as a non-profit organization. It is exempt from income taxes under the Income Tax Act as a non-profit organization.

## 1. Significant Accounting Policies

These financial statements are prepared in accordance with Canadian accounting standards for not-for-profit organizations and include the following significant policies:

## a) Fund accounting

Community Futures Lloydminster and Region Development Corporation follows the restricted method of accounting for contributions and uses the following funds:

The General Fund accounts for the organization's operating costs and general revenues. This fund reports unrestricted resources and restricted operating grants.

The Loan Investment Funds report restricted resources that are to be used for assistance to small businesses and entrepreneurs in the form of loans, loan guarantees or equity participation. Loans from the Loan Investment Fund for the Disabled are limited to businesses owned and operated by disabled entrepreneurs.

The organization is restricted in the types of loans that can be made according to its agreement with the federal government.

## b) Financial Instruments

The organizations financial instruments consist of cash, receivables, payables and accrued liabilities, and deferred revenue. All financial instruments are initially recognized at fair value and subsequently measured at amortized cost. Transaction costs and financial fees associated with financial instruments carried at amortized cost are recorded as adjustments to the initial fair value recognized and amortized over the life of the financial instrument.

## c) Cash in Bank

Cash in bank is defined as cash in chequing accounts adjusted for outstanding cheques and deposits.

## d) Long Term Investments

Investments for which there are quoted prices in an active market are carried at fair value. Unrealized gains or losses are reported in revenue. Investments for which there is not an active market are carried at amortized cost except when it is established that their value is impaired.

## 1. Significant Accounting Policies (continued)

## e) Capital Assets

Purchased capital assets are recorded at cost. Amortization is provided for over the estimated useful life of the assets using the following rates and methods:

Leasehold improvements Office furniture Office equipment Computer software 20% straight line 20% declining balance 30% declining balance 50% declining balance

Amortization is recorded in the general fund.

## f) Revenue Recognition

Community Futures Lloydminster and Region Development Corporation follows the deferral method of accounting for revenue. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

## g) Measurement Uncertainty

The preparation of financial statements in accordance with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reporting period. Such estimates include the amortization of capital assets and the provision for investment losses. These estimates are reviewed periodically and as adjustments become necessary, they are reported as earnings in the period in which they become known.

## 2. Economic Dependence

The organization received 93.8% (2018 - 92.5%) of its operating revenue from the federal government and is economically dependent on these revenues.

## 3. Long Term Investments

Long-term investments consist of Credit Union Equity of \$15,482 (2018 – \$14,961) and Community Futures Lending and Investment Pool (C-Flip) Investments of \$604,518 (2018 - \$588,361). The C-Flip Investments are funds administered by the Recordkeeper Inc. and managed by Royal Trust. Of the invested funds 50% are available to be lent back to Community Development Corporations with the remaining funds invested in money market funds.

## 4. Capital Assets

		2019		<u>2018</u>
	Cost	Accumulated Amortization	NBV	<u>NBV</u>
Leasehold improvements	\$ 70,271	\$ 31,622	\$ 38,649	\$ 52,703
Office furniture Office equipment	9,153 36,961	6,611 31,680	2,542 5,281	3,178 4,281
Computer software	5,12 <u>6</u>	_5,046	80	<u> 166</u>
	\$ <u>121,511</u>	\$ <u>74,959</u>	\$ <u>46,552</u>	\$ <u>60,328</u>

## 5. Impaired Loans

Impaired loans and the related allowance for credit losses are as follows:

	Gross	General	Specific	Carryin	ig Value
	<u>Amount</u>	<b>Allowance</b>	Allowance	<u>2019</u>	<u>2018</u>
Loans to small business	\$ <u>407,495</u>	\$	\$ 305,385	\$ <u>102,110</u>	\$ <u>29,945</u>

## 6. Allowance for Credit Losses

An allowance for losses on investment loans is made based on expected loan default rates, potential loss ratios and review of loans portfolio, as determined by management, as follows:

	2018	Write offs	Provision	2019
	Ending	(net of	for Credit	Ending
	<b>Balance</b>	Recoveries)	<u>Losses</u>	<u>Balance</u>
Loan Investment Fund - Non-repayable	\$ 238,381	\$ 74,342	\$ 79,164	\$ 243,203
Loan Investment Fund - Repayable	10,330	***	(10,330)	wit Aft
Loan Investment Fund - Disability			60,000	60,000
Loan Investment Fund - SBLA		<u>698</u>	<u>2,880</u>	<u>2,182</u>
	\$ <u>248,711</u>	\$ <u>75,040</u>	\$ <u>131,714</u>	\$ 305,385

Actual write-offs, net of recoveries, are deducted from the allowance for credit losses. The provision for credit losses in the statement of income and changes in fund balances is charged with an amount sufficient to keep the balance in the allowance for credit losses adequate to absorb all credit related losses.

## 7. Investment Loans Receivable

Outstanding loans to entrepreneurs are interest bearing at fixed rates varying from 5.2% to 9% with monthly blended principal and interest repayments amortized for terms between thirty six months and sixty months. Security is taken on these loans as appropriate to the situation and includes personal guarantees, general security agreements covering business assets and mortgages on land and buildings.

## 8. Externally Restricted Funds

Major categories of externally imposed restrictions on net assets are as follows:

	<u>2019</u>	<u>2018</u>
Non-Repayable Investment Repayable Investment Disabled Investment	\$ 1,127,661 574,907 (4,109)	\$ 1,177,761 542,703 38,377
	\$ <u>1,698,459</u>	\$ <u>1,758,841</u>

The department of Western Economic Diversification amended the terms and conditions of its contribution agreement with the Corporation. Under the revised terms and conditions the Conditionally Repayable Loan investment funding of \$900,000 is repayable if any of the following conditions occur:

- i) The Conditionally Repayable Investment Fund is not administered according to the terms and conditions specified in this Agreement; or
- ii) Based on reviews and evaluations of the operations and the Conditionally Repayable Investment Fund of the Corporation, the Conditionally Repayable Investment Fund is not providing a satisfactory level of benefits in terms of employment creation, the development of Community-owned or controlled businesses, and strengthening of the western Canadian economy; or
- iii) In the opinion of the Minister, the Conditionally Repayable Investment Fund is no longer necessary or relevant to the development of the western Canadian economy; or
- iv) The Agreement is terminated as described in Section 12; or
- v) An event of default occurs, as described in Section 7 of the Agreement; or
- vi) The Minister does not approve terms and conditions to extend the project beyond March 31, 2021.

## 9. Commitments

The organization signed a five year lease for office space ending December 31, 2021 and has leased office equipment with the following annual minimum lease payments:

	Rent	Equipment
2020	\$ 29,213	\$ 4,994
2021	29,213	4,994
2022	21,910	4,994

The organization has entered into an agreement with Community Futures Lakeland. The financial commitment includes management services for \$4,500 per month as well as reimbursements for shared expenditures.

## 10. Non-Balance Sheet Items

To meet the needs of its clients and fulfill its purpose, the investment funds participate in various non-balance sheet instruments which these financial statements do not fully reflect. These instruments are subject to the investment funds normal credit and financial procedures and consist of:

- i) Loan guarantees which represent irrevocable assurances that the investment funds will pay if a client cannot meet his obligations to a third party; and
- ii) Commitments to extend credit represent unused portions of authorizations to extend credit in the form of loans.

As at March 31, 2019 the investment fund had \$ Nil (2018 - \$ Nil) of undisbursed loans.

## 11. Financial Instruments

## a) Credit risk

Credit risk arises from the potential that a counter party will fail to perform its obligations. The organization is exposed to credit risk on the loans receivable from its clients. In order to reduce such risk, the organization has adopted extensive credit and approval policies that include the regular review of client accounts and credit worthiness. An allowance for doubtful accounts is established based upon factors surrounding the credit risk of specific accounts.

## b) Interest rate risk

Interest rate risk is the risk that the value of a financial instrument might be adversely affected by a change in the interest rates. In seeking to minimize the risks from interest rate fluctuations, the organization manages exposure through its policy of setting loan terms of less than 60 months.

## 11. Financial Instruments (continued)

## c) Liquidity risk

The organizations exposure to liquidity risk is dependent on the collection of accounts receivable and obligations or raising of funds to meet commitments and sustain operations. The system controls liquidity risk by management of working capital, cash flows and the availability of borrowing facilities.

## d) Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk is minimal.

## e) Currency risk

It is management's opinion that the organization is not exposed to significant currency risk arising from its financial instruments as they are all in Canadian dollars.

## 12. Interfund Transfers

In 2019 \$200,000 (2018 - \$112,160) was transferred from non-repayable to disability to cover a cash shortage. There was also \$11,544 deposited to the disability fund in error. As at March 31, 2019 the disability fund owes the non-repayable fund \$312,161 and the repayable fund \$11,544.

## 13. Comparative Figures

Certain of the 2018 comparative figures have been reclassified to conform to the current year's financial statement presentation.

## COMMUNITY FUTURES LLOYDMINSTER AND REGION DEVELOPMENT CORPORATION SCHEDULE OF OPERATING EXPENSES FOR THE YEAR ENDED MARCH 31, 2019

Operating expenses	<u>2019</u>	<u>2018</u>
Salaries and benefits	\$ 81,799	\$ 138,181
Contract services	61,667	62,427
Office rent and utilities	29,212	29,211
Staff travel	27,676	19,593
Marketing and promotion	23,107	22,703
Professional fees	18,983	31,217
Special projects	18,088	3,544
Amortization expense	16,443	16,849
Telephone and internet	7,448	6,209
Information technology	5,686	8,022
Office supplies	5,029	5,530
Equipment rental	4,997	4,963
Insurance	3,900	3,484
Maintenance and repairs	3,791	6,140
Board member expenses	3,240	4,491
Memberships	1,806	1,171
Meeting expenses	957	1,885
Bank charges	611	<u>1,158</u>
	\$ <u>314,440</u>	\$ <u>366,778</u>