Financial Statements
Year Ended March 31, 2019

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INDEPENDENT AUDITOR'S REPORT

To the Members of Community Futures Yellowhead East

Opinion

We have audited the financial statements of Community Futures Yellowhead East (the Company), which comprise the statement of financial position as at March 31, 2019, and the statements of revenues and expenditures, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company 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 Company 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 misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company'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 Company or to cease operations, or has no realistic alternative but to do so.

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

Auditor's Responsibilities 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 an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

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Independent Auditor's Report to the Members of Community Futures Yellowhead East (continued)

- 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
 Company'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 Company'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 disclosures 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 Company 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.

Drayton Valley, Alberta July 18, 2019

CHARTERED PROFESSIONAL ACCOUNTANTS

Carkon Roberts Seely MP.

COMMUNITY FUTURES YELLOWHEAD EAST Statement of Financial Position

March 31, 2019

	G	General Fund 2019		Restricted Non- repayable 2019		Restricted Repayable 2019		Restricted Disabled 2019		Total 2019	Total 2018 (Restated Note 2)	
ASSETS												
CURRENT												
Cash	\$	607,514	\$	831,807	\$	229,889	\$	171,502	\$	1,840,712	\$	1,424,850
Marketable securities		830,615		-		-		-		830,615		805,206
Accounts receivable		-		-		-		-		-		1,014
Prepaid expenses		4,795		-		-		-		4,795		-
Accrued interest				10.000						40.000		
receivable (Note 6)		-		10,298		-		-		10,298		39,241
Current portion of investment				251 921						251 021		
loans receivable (Note 8) Interfund receivable (Note 5)		209,559		251,821		- 26,781		-		251,821 236,340		251 269
interfund receivable (Note 5)	_	209,339				20,761		<u>-</u>		230,340		351,268
		1,652,483		1,093,926		256,670		171,502		3,174,581		2,621,579
PROPERTY AND EQUIPMENT (Net of accumulated amortization) (Note 7)		324,589		-		-		-		324,589		337,468
LOANS AND NOTES RECEIVABLE (Note 8)		_		703,358		_		_		703,358		1,224,158
RECEIVABLE (Note o)				703,330						, 00,000		1,227,130
	\$_	1,977,072	\$	1,797,284	\$	256,670	\$	171,502	\$	4,202,528	\$	4,183,205

Statement of Financial Position

March 31, 2019

	G	General Fund 2019		Restricted Non- repayable 2019		Restricted Repayable 2019		Restricted Disabled 2019		Total 2019	Total 2018 (Restated Note 2)	
LIABILITIES AND NET ASSETS CURRENT Accounts payable (Note 9) Deferred income (Note 10) Interfund payable (Note 5)	\$	21,309 119,677	\$	- - 128,846	\$	- - -	\$	- - 107,492	\$	21,309 119,677 236,338	\$	3,392 18,131 351,268
interfund payable (Note 3)		140,986		128,846		-		107,492		377,324		372,791
NET ASSETS Share capital Net assets (Notes 12, 13)		1 1,836,085		- 1,668,438		256,670		- 64,010		1 3,825,203		1 3,810,413
	<u> </u>	1,836,086 1,977,072	\$	1,668,438	\$	256,670 256,670	\$	64,010 171,502	\$	3,825,204 4,202,528	\$	3,810,414 4,183,205

ON BEHALF OF THE BOARD

Director
Director

Statement of Revenues and Expenditures Year Ended March 31, 2019

		Total 2019	Res	Total 2018 tated (Note 2)
REVENUES				
WEDC Core Funding	\$	294,963	\$	294,963
Interest income		109,954		140,203
Other contracts (Schedule 3)		76,594		66,659
Loan fees		29,205		17,407
Training revenues		10,000		249
Rental income		6,600		-
Consulting fee		2,100		2,500
Interest from other sources		1,480		<u> </u>
		530,896		521,981
EXPENSES				
Salaries and wages		225,618		201,597
Programs (Schedule 3)		71,328		48,517
Professional fees		29,456		21,980
Training		28,986		9,349
Board expenses		25,526		16,038
Portfolio recovery expense		23,713		-
Travel		18,432		18,538
Office		17,852		7,848
Provision for investment loss		14,290		117,525
Utilities		11,534		7,115
Advertising and promotion		10,478		19,250
Rental		8,173		15,436
Insurance		7,716		11,602
Meals and entertainment		6,390		10,760
Repairs and maintenance		4,694		-
Property taxes		3,272		6,234
Interest and bank charges		2,269		1,354
Amortization		14,669		9,650
		524,396		522,793
EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES FROM OPERATIONS		6,500		(812)
OTHER INCOME Unrealized gain on marketable securities		8,290		_
EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES	<u> </u>	14,790	\$	(812)

Statement of Changes in Net Assets Year Ended March 31, 2019

	C	General Fund		Restricted Non- repayable		Restricted Repayable		Restricted Disabled		Total 2019		Total 2018 Restated (Note 2)	
NET ASSETS - BEGINNING OF YEAR Excess of revenues over expenses Interest transfer	\$	1,876,646 (40,561)	\$	1,615,399 53,039	\$	255,190 1,480	\$	63,178 832	\$	3,810,413 14,790	\$	3,811,226 (813)	
NET ASSETS - END OF YEAR	\$	1,836,085	\$	1,668,438	\$	256,670	\$	64,010	\$	3,825,203	\$	3,810,413	

Breakdown of Net Assets Year Ended March 31, 2019

	Gene	General Fund		Restricted Non- repayable		Restricted Repayable		Restricted Disabled		Total 2019		Total 2018 Restated (Note 2)		
Original contributions Earned net assets	\$	- 1,836,085	\$	1,550,000 118,438	\$	400,000 (143,330)	\$	200,000 (135,990)	\$	2,150,000 1,675,203	\$	2,150,000 1,660,413		
	<u>\$1</u>	1,836,085	\$	1,668,438	\$	256,670_	\$	64,010	\$	3,825,203	\$	3,810,413		

Statement of Cash Flows Year Ended March 31, 2019

		Restricted Non- General Fund repayable 2019 2019		Restricted Repayable 2019		Restricted Disabled 2019			Total 2019		Total 2018 stated (Note 2)
PPERATING ACTIVITIES											
Excess (deficiency) of revenues over		_						_			
expenses	\$ (40,561)	\$	53,039	\$	1,480	\$	832	\$	14,790	\$	(812)
Items not affecting cash:									11.00		0 (50
Amortization	14,669		-		-		-		14,669		9,650
Unrealized gain on marketable	(0.000)								(0.200)		(10.660)
securities	(8,290)		-		-		-		(8,290)		(10,660
Adjustment to prior year revenues	-		-		-		-		-		(25,152)
Adjustment to common share account	(8,988)		8,988								
Provision for investment loss	(0,700)		14,290		<u>-</u>		<u>-</u>		14,290		117,525
	 <u>-</u>		14,270						14,270	-	117,323
	 (43,170)		76,317		1,480		832		35,459		90,551
Changes in non-cash working capital:											
Accounts receivable	1,014		_		_		-		1,014		8,349
Accounts payable	17,915		_		•		-		17,915		(12,755)
Deferred income	101,546		-		-		_		101,546		-
Prepaid expenses	(4,795)		_		_		_		(4,795)		-
Accrued interest and loan fees	(1,770)								(-,)		
receivable	-		(11,109)		-		_		(11,109)		(8,525)
Interfund receivable	111,168		-		-		-		111,168		(186,023)
Interfund payable	 <u>.</u>		(96,302)		-		(14,866)		(111,168)		186,023
	 226,848		(107,411)	-			(14,866)		104,571		(12,931)
Cash flow from (used by) operating											
activities	 183,678		(31,094)		1,480	_	(14,034)		140,030		77,620
IVESTING ACTIVITIES											
Purchase of property and											
equipment	(1,790)		-		-		-		(1,790)		-
equipment	ŕ										

(continues)

Statement of Cash Flows (continued)

Year Ended March 31, 2019

	Ge	eneral Fund 2019		tricted Non- repayable 2019	Restricted Repayable 2019	_	Restricted Disabled 2019	Total 2019	Re	Total 2018 estated (Note 2)
Repayment of loans and notes receivable		_		485,139	_		42,857	527,996		132,841
Addition to loans and notes receivable	_	<u>-</u>	-	(250,374)	 -			(250,374)		-
Cash flow from (used by) investing activities		(1,790)		234,765	 -		42,857	 275,832		132,841
INCREASE IN CASH FLOW		181,888		203,671	1,480		28,823	415,862		210,461
Cash - beginning of year		425,626		628,136	228,409		142,679	1,424,850		1,214,389
CASH - END OF YEAR	\$	607,514	\$	831,807	\$ 229,889	\$	171,502	\$ 1,840,712	\$	1,424,850

Notes to Financial Statements Year Ended March 31, 2019

PURPOSE OF THE COMPANY

Community Futures Yellowhead East (the "organization") is a not-for-profit organization incorporated provincially under the Not-for-profit Corporations Act of Alberta. Management has determined that they are exempt from payment of income tax under Section 149(1) of the Income Tax Act.

With the financial support of the Government of Canada, it provides loans and financial services to small businesses otherwise unable to obtain financing, delivers government services and programs related to employment and economic development, provides training and business advisory services, and contributes leadership and expertise in economic development to local communities.

2. CORRECTION OF A PRIOR PERIOD ACCOUNTING ERROR

Durring the year it was discovered that the organization had not recorded the outstanding and unpaid loan fees and accrued loan interest. The following table summarizes the impact the of the changes to the prior period financial statements.

	Α	s Previously			A	mount of	
	Stated			s Restated	Change		
Accrued interest receivable Restricted Non-repayable	\$	-	\$	39,241	\$	39,241	
Opening restricted net assets Restricting Non-repayable		1,578,962		1,609,679		30,717	
Ending restricted net assets Restricted Non-repayable		1,576,158		1,615,399		39,241	
Investment interest income Restricted Non-repayable		104,440		112,964		8,524	

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of presentation

The financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations (ASNFPO).

Fund accounting

Community Futures Yellowhead East follows the restricted fund method of accounting for contributions.

The General Fund accounts for the organization's operating costs, operating grants 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 Government of Canada.

Recognition of Contributions

Federal contracts and grants are included in revenue in the year in which they are received or become receivable, with the exception that amounts received to fund specific expenditures are included in revenue in the year the funds are expended.

Recognition of other revenues

Revenue from all other sources is included in revenue in the year in which it is received or becomes receivable.

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Notes to Financial Statements Year Ended March 31, 2019

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Contributed services

The organization would not be able to carry out its activities without the services of the many volunteers who donate a considerable number of hours. Because of the difficulty of compiling these hours, contributed services are not recognized in the financial statements.

Cash and cash equivalents

Cash and cash equivalents consist of balances with banks and short-term investments with banks.

Investment loans and accrued interest receivable

Investment loans receivable are classified as held to maturity financial instruments and are recorded at the lower of principal plus accrued interest and estimated realizable value.

Interest income from loans is recorded on the accrual basis for all loans not classified as impaired. Loans are classified as impaired when there is reasonable doubt as to the timely collection of some portion of principal or interest. This assessment is made by management and the Board of Directors.

When a loan is classified as impaired, recognition of interest income in accordance with the original loan agreement ceases. Any subsequent payments received on an impaired loan are applied to reduce the recorded investment in the loan.

Allowance for doubtful loans

The organization maintains an allowance for doubtful loans that reduces the carrying value of loans to their estimated realizable amount. The allowance is increased by a provision for investment losses which is charged to income and reduced by write-offs, net of recoveries.

A specific allowance is established on an individual loan basis, to reduce the carrying book values to estimated realizable values. Estimated realizable values are determined by discounting the expected future cash flows at the effective interest rate inherent in the loans. When the amounts and timing of future cash flows cannot be reliably established, estimated realizable values are determined by reference to market prices for the loans of their underlying security.

Property and equipment

Property and equipment is stated at cost or deemed cost less accumulated amortization and is amortized over its estimated useful life on a declining balance basis at the following rates and methods:

Buildings	4%	declining balance method
Furniture and fixtures	20%	declining balance method
Computer Equipment	30%	declining balance method
Computer Equipment - Class 50	55%	declining balance method

(continues)

Notes to Financial Statements Year Ended March 31, 2019

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Measurement uncertainty

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Current estimates include, allowance for doubtful accounts and depreciation of capital assets. Such estimates are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates.

Financial Instruments Policy

Held for trading

The organization has classified the following financial assets and liabilities as held for trading: cash and short term investments. These instruments are initially recognized at their fair value. Fair value is approximated by the instrument's initial cost in a transaction between unrelated parties.

Held for trading financial instruments are subsequently measured at their fair value. Gains and losses arising from changes in fair value are recognized immediately in net income.

Loans and receivables

The organization has classified the following financial assets as loans and receivables: trade accounts receivable and long term loans receivable. These assets are initially recognized at their fair value. Fair value is approximated by the instrument's initial cost in a transaction between unrelated parties.

Loans and receivables are subsequently measured at their amortized cost, using the effective interest method. Under this method, estimated future cash receipts are exactly discounted over the asset's expected life, or other appropriate method, to its net carrying value. Amortized cost is the amount at which the financial asset is measured at initial recognition less principal repayments, plus or minus the cumulative amortization using the effective interest method of any difference between the initial amount and the maturity amount, and less any reduction for impairment or uncollectibility. Gains or losses arising from changes in fair value are recognized in net income from derecognition or impairment.

Other financial liabilities

The organization has classified the following financial liabilities as other financial liabilities: accounts payable and accruals. These liabilities are initially recognized at their fair value. Fair value is approximated by the instrument's initial cost in a transaction between unrelated parties.

Other financial liabilities are subsequently measured at amortized cost using the effective interest method. Under this method, estimated future cash payments are exactly discounted over the liability's expected life, or other appropriate period, to its net carry value. Amortized cost is the amount at which the financial liability is measured at initial recognition less principal repayments, and plus or minus the cumulative amortization using the effective interest method of any difference between the initial amount and the maturity amount. Gains and losses arising from the changes in fair value are recognized in net income upon derecognition or impairment.

4. COMPARATIVE FIGURES

The prior year comparative figures were audited by another firm of chartered professional accountants. Certain figures have been restated to conform to the current year's presentation.

Notes to Financial Statements Year Ended March 31, 2019

5. INTERFUND RECEIVABLE/PAYABLE

The interfund balances are of an operating nature and will be paid/repaid in the next fiscal year.

6. ACCRUED INTEREST RECEIVABLE

	Re	estricted Non- repayable	Restricted Repayable	 Restricted Disabled	 2019	2018
Interest in arrears Less: provision for	\$	50,350	\$ -	\$ -	\$ 50,350 \$	104,728
loan losses	_	(40,052)	-	 -	 (40,052)	(65,487)
	\$	10,298	\$ _	\$ _	\$ 10,298 \$	39,241

7. PROPERTY AND EQUIPMENT

	 Cost	cumulated nortization	N	2019 let book value	2018 Net book value
Buildings Furniture and fixtures Computer equipment	\$ 403,303 60,766 69,397	\$ 82,682 58,936 67,259	\$	320,621 1,830 2,138	\$ 333,980 2,288 1,200
	\$ 533,466	\$ 208,877	\$	324,589	\$ 337,468

Notes to Financial Statements Year Ended March 31, 2019

8. INVESTMENT LOANS RECEIVABLE

	R	estricted Non- repayable	-	Restricted Repayable	Restricted Disabled	 2019	2018
Loans Receivable Less: allowance for	\$	1,059,105	\$	-	\$ -	\$ 1,059,105 \$	1,490,734
loan impairment Less: current portion		(103,926) (251,821)		-	 -	(103,926) (251,821)	(266,576)
	\$	703,358	\$	-	\$ 	\$ 703,358 \$	1,224,158

An allowance for impairment 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:

ALLOWANCE FOR LOA	AN IMPAIRMENT:
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Balance, beginning								
of year	\$	(266,576) \$	-	\$ -	\$	(266,576)	\$	(174,748)
Provision for loan losses Amounts written off		7,294	-	-		7,294		(124,225)
to the allowance	_	155,356		 -		155,356		32,397
Balance at end of year	\$	(103,926) \$	-	\$ _	<u> </u>	(103,926)	<u>\$</u>	(266,576)
Total recorded investment on impaired loans	\$	223,081 \$	<u>-</u>	\$ 	\$	223,081	\$	-

In accordance with the Corporation's objectives, the Corporation has provided loans to small businesses. Outstanding loans to entrepreneurs are interest bearing at fixed rates varying from 0.0% to 9.7% per annum with monthly blended principal and interest repayments amortized for terms between 12 and 120 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 property.

9. ACCOUNTS PAYABLE

The accounts payable balance consists of:

	-	2019	 2018
Payroll liabilities Trade payables	\$	7,357 13,952	\$ 3,392
	<u>\$</u>	21,309	\$ 3,392

Notes to Financial Statements Year Ended March 31, 2019

10. DEFERRED REVENUE

Deferred revenues represent the amount of the restricted contributions that are related to disbursements of future periods. These funds are disbursed in accordance with the signed grant agreements.

		2019	 2018
Balance, beginning of the year PLUS: Amounts received related to the following year LESS: Amounts recognized as revenue in the year	\$	18,131 213,959 (112,413) 119,677 42,400 25,664 24,580 13,582 13,451	\$ 18,131
	\$	119,677	\$ 18,131
Deferred revenue consists of:			
CARES Grant Business Support Network WEDC Core Funding Small Business Week Career & Education Expo	\$	25,664 24,580 13,582	\$ - - 4,411 13,720
	\$	119,677	\$ 18,131

11. RELATED PARTY TRANSACTIONS

a) During the year, the Corporation entered into transactions with the following related parties:

Dennis Nanninga, board chairman Carol Webster, member of the board Leslie Penny, member of the board Judy Tracy, member of the board Pat Burns, member of the board Nick Gelych, member of the board Jim Hailes, member of the board Daryl Weber, member of the board

b) The Corporation entered into the following transactions with related parties.

		2019	2018
Travel per diem and expense reimbursements Board members		22,122	16,038
Grand total	<u>\$</u>	22,122	\$ 16,038

12. GENERAL FUND NET ASSETS

Included in the general fund net assets is \$324,589 (2018 - \$337,468) that is invested in capital assets.

Notes to Financial Statements Year Ended March 31, 2019

13. EXTERNALLY RESTRICTED ASSETS

Loan funds contributed by the government are classified as repayable, non-repayable and disabled according to the nature of the restrictions placed on their use and the term of the program for which they were advanced. Externally imposed restrictions on loan investment fund balances are as follows:

		2019	 2018
Non-Repayable Repayable Disabled	\$	1,668,438 256,670 64,010	\$ 1,615,399 255,190 63,178
	\$	1,989,118	\$ 1,933,767

Under the terms and conditions of the contribution agreement with the Department of Western Economic Diversification, loan investment funds include Conditionally Repayable Funds in the amount of \$600,000 that are repayable if any of the following conditions occur:

- a) The Conditionally Repayable Investment fund is not administered according to the terms and conditions specified in the Agreement; or
- b) Based on review and evaluations of the operations and the Conditionally Repayable Investment Fund of the organization, 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
- c) 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
- d) The Agreement is terminated as described in Section 12 of the Agreement; or
- e) An event of default occurs as described in Section 7 of the Agreement; or
- f) The Minister does not approve terms and conditions to extend the project beyond March 31, 2021.
- g) If this agreement is not renewed beyond the March 31, 2021 ending date, the outstanding loans receivable would be liquidated in an orderly fashion over a period of 3 to 5 years. Minimal staff would be kept on to oversee this process and operational costs would have to be covered by the interest earned by the loans as the Department of Western Economic Diversification would no longer fund operational costs. No new loans receivable would be granted and no other projects would be initiated.

14. ECONOMIC DEPENDENCE

The organization receives a significant portion of its operating revenues from the Federal and Provincial governments and is economically dependent upon them.

Notes to Financial Statements Year Ended March 31, 2019

15. FINANCIAL INSTRUMENTS

The organization is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate and manage these risks. The following analysis provides information about the organization's risk exposure and concentration as of March 31, 2019.

(a) Credit risk

The company is exposed to credit risk on investment loans receivable from its applicants. In order to reduce its credit risk, the company has adopted credit policies and all loans are approved by the Board of Directors. The organization also provides for doubtful accounts based on estimated realizable value of the investment loans receivable.

(b) Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The organization is exposed to this risk mainly in respect of its receipt of funds from its customers and other related sources, long-term debt, obligations under capital leases, contributions to the pension plan, and accounts payable.

(c) 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 normal operating and financing activities. The organization is exposed to interest rate risk primarily through its floating interest rate on short-term debt.

(d) Changes in Risk

There have been no changes in the organization's risk exposures from the prior year

Statement of General Fund Revenues and Expenses (Schedule 1)

Year Ended March 31, 2019

		2019	Res	2018 stated (Note 2)
REVENUE				
WEDC Core Funding	\$	294,963	\$	294,963
Other contracts (Schedule 3)		76,594		70,283
Loan fees		29,205		18,829
Interest income		17,350		10,171
Training revenues		10,000		-
Gain/(losses) on marketable securities		8,290		-
Rental income		6,600		-
Consulting fees		2,100		-
_		445,102		394,246
EXPENSES				
Salaries and wages		225,618		201,597
Programs (Schedule 3)		71,328		48,517
Professional fees		29,456		21,980
Training		28,986		9,349
Board expenses		25,526		16,038
Travel		18,432		18,538
Office		17,412		7,848
Utilities		11,534		7,115
Advertising and promotion		10,478		19,250
Rental		8,173		15,436
Insurance		7,716		11,602
Meals	*	6,390		10,760
Repairs and maintenance		4,694		-
Property taxes		3,272		6,234
Interest and bank charges		1,979		1,172
Amortization		14,669		9,650
		485,663		405,086
EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES	\$	(40,561)	\$	(10,840)

Statement of Loan Investment Fund Revenues and Expenses Year Ended March 31, 2019

(Schedule 2)

					Restricted Disabled		2019 Total	Res	2018 Total stated (Note 2)
REVENUE Interest income Interest from other sources Loan fees	\$ 91,540 - -	\$	- 1,480 -	\$	1,064 - -	\$	92,604 1,480 -	\$	129,156 - (1,422)
	 91,540		1,480		1,064	, ,	94,084		127,734
EXPENSES									
Portfolio recovery expense Provision for investment loss Office	23,713 14,290 232		- - -		- - 207		23,713 14,290 439		- 117,525 -
Interest and bank charges	 266 38,501		-	· · · · · ·	25 232		291 38,733		182
EXCESS OF REVENUES OVER EXPENSES	\$ 53,039	\$	1,480	\$	832	\$	55,351	\$	10,027

Statement of Program Revenues and Expenses (Schedule 3)

Year Ended March 31, 2019

	2	2019		
REVENUES				
Business support network grant	\$	26,200	\$	50,000
Business support network revenue		4,020		348
Career and education expo		8,829		3,430
Small business week		22,184		-
General revenue		11,911		3,095
Government grant		3,000		-
Service revenue		450		9,785
		76,594		66,658
EXPENSES				
Business support network		25,180		-
Career and education expo		20,769		-
Small business week		10,244		(15,010)
Speaker fees		5,041		53,470
Business services expense		3,088		2,857
Contract expenses		7,006		7,200
		71,328		48,517
INCOME FROM OPERATIONS	<u>\$</u>	5,266	\$	18,141