

Financial Statements of

**BOYS AND GIRLS CLUBS
OF CANADA**

Year ended December 31, 2017



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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of Boys and Girls Clubs of Canada

We have audited the accompanying financial statements of Boys and Girls Clubs of Canada, which comprise the balance sheet as at December 31, 2017, the statements of revenue, expenses and changes in fund balances and cash flows for the year then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



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Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Boys and Girls Clubs of Canada as at December 31, 2017, and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

KPMG LLP

Chartered Professional Accountants, Licensed Public Accountants

March 23, 2018
Vaughan, Canada

BOYS AND GIRLS CLUBS OF CANADA

Balance Sheet

December 31, 2017, with comparative information for 2016


	2017	2016
Assets		
Current assets:		
Cash	\$ 2,608,011	\$ 399,829
Investments (note 2)	4,634,375	6,100,954
Grants and other receivables (notes 3 and 4)	640,544	1,238,462
Prepaid expenses and other	111,050	112,458
	<u>7,993,980</u>	<u>7,851,703</u>
Capital assets (note 5)	175,818	208,391
	<u>\$ 8,169,798</u>	<u>\$ 8,060,094</u>

Liabilities and Fund Balances


Current liabilities:		
Accounts payable and accrued liabilities (notes 4 and 6)	\$ 1,390,717	\$ 1,401,898
Deferred contributions (note 7)	4,186,520	4,377,610
Due to related party (note 4)	298,642	—
	<u>5,875,879</u>	<u>5,779,508</u>
Deferred leasehold inducement (note 8)	87,580	109,362
Fund balances:		
General Fund:		
Invested in capital assets	119,776	99,029
Internally restricted (note 9)	168,733	198,213
Unrestricted (note 10)	855,234	884,995
	<u>1,143,743</u>	<u>1,182,237</u>
Restricted funds:		
J.W. McConnell Foundation Trust Fund	108,026	63,026
Scholarship Fund	954,570	925,961
	<u>1,062,596</u>	<u>988,987</u>
	<u>2,206,339</u>	<u>2,171,224</u>
Commitments (note 12)		
Guarantees (note 13)		
	<u>\$ 8,169,798</u>	<u>\$ 8,060,094</u>

See accompanying notes to financial statements.

On behalf of the Board:



Director



Director

BOYS AND GIRLS CLUBS OF CANADA

Statement of Revenue, Expenses and Changes in Fund Balances

Year ended December 31, 2017, with comparative information for 2016

	2017		2016	
	Restricted Funds			
	General Fund	J.W. McConnell Foundation Trust Fund	Scholarship Fund	Total
Revenue:				
Donations	\$ 8,536,995	\$ -	\$ 93,012	\$ 8,630,007
Special events	12,500	-	-	12,500
Government	2,159,034	-	-	2,159,034
Member, service and event fees (note 11)	557,942	-	-	557,942
Managed services	59,266	-	-	59,266
Investment income and miscellaneous	85,933	-	28,609	114,542
Boys and Girls Clubs of Canada Foundation	398,136	120,000	-	518,136
	11,809,806	120,000	121,621	12,051,427
				\$ 7,199,627
				\$ 957,380
				\$ 1,448,318
				\$ 606,372
				\$ 74,527
				\$ 92,378
				\$ 852,596
				\$ 11,231,198
Expenses:				
Support to Clubs, programs and services	2,533,471	-	-	2,533,471
Grants for specific activities	5,157,288	75,000	-	5,232,288
National programs	2,975,512	-	-	2,975,512
Scholarships	87,250	-	93,012	180,262
Governance	143,715	-	-	143,715
	10,897,236	75,000	93,012	11,065,248
Amortization of capital assets	56,013	-	-	56,013
Administration	905,182	-	-	905,182
Special events (recovery)	(175)	-	-	(175)
	11,858,256	75,000	93,012	12,026,268
				\$ 9,563,933
				\$ 79,108
				\$ 1,292,941
				\$ 281,736
				\$ 11,217,718
Excess (deficiency) of revenue over expenses	(48,450)	45,000	28,609	25,159
Fund balances, beginning of year	1,182,237	63,026	925,961	2,171,224
Regional net assets received, internally restricted during the year	9,956	-	-	9,956
	\$ 1,143,743	\$ 108,026	\$ 954,570	\$ 2,206,339
				\$ 2,171,224

See accompanying notes to financial statements.

BOYS AND GIRLS CLUBS OF CANADA

Statement of Cash Flows

Year ended December 31, 2017, with comparative information for 2016

	2017	2016
Cash flows provided by (used in):		
Operating activities:		
Excess (deficiency) of revenue over expenses:		
General Fund	\$ (48,450)	\$ 86,567
Restricted Funds	73,609	(73,087)
Amortization which does not involve cash:		
Capital assets	56,013	79,108
Deferred leasehold inducement	(21,782)	(21,873)
Change in non-cash operating working capital:		
Grants and other receivables	597,918	(814,391)
Prepaid expenses and other	1,408	3,779
Accounts payable and accrued liabilities	(11,181)	623,271
Deferred contributions	(191,090)	(678,745)
Due to related party	298,642	—
	<u>755,087</u>	<u>(795,371)</u>
Investing activities:		
Purchases of investments	(1,576,437)	(8,677,447)
Proceeds on sales of investments	3,043,016	8,897,680
Purchase of capital assets	(23,440)	—
Regional net assets received, internally restricted	9,956	—
	<u>1,453,095</u>	<u>220,233</u>
Increase (decrease) in cash	2,208,182	(575,138)
Cash, beginning of year	399,829	974,967
Cash, end of year	<u>\$ 2,608,011</u>	<u>\$ 399,829</u>

See accompanying notes to financial statements.

BOYS AND GIRLS CLUBS OF CANADA

Notes to Financial Statements

Year ended December 31, 2017

The Boys and Girls Clubs of Canada (the "Organization") was formed to assist its member organizations to promote the health, social, educational, vocational and character development of boys and girls throughout Canada and to further the formation and assist in the development in Canada of Boys and Girls Clubs (the "Clubs").

Under the Income Tax Act (Canada), the Organization is classified as a registered charity and, accordingly, is not subject to income taxes, provided certain disbursement requirements are met. The Organization was incorporated on June 11, 1948 as a corporation without share capital under federal jurisdiction. The Organization was previously incorporated under the Canada Corporations Act and was continued under the Canada Not-for-profit Corporations Act in June 2013.

The Organization has a financial interest in the Boys and Girls Clubs of Canada Foundation (the "Foundation"), as it receives a significant portion of funding annually from the Foundation. The Foundation was formed to make gifts, grants, contributions and donations to the Organization.

These financial statements reflect the assets, liabilities and operations of the Organization. They do not include the assets, liabilities and operations of the provincial entities, Clubs or the Foundation, which are incorporated separately.

1. Significant accounting policies:

The financial statements have been prepared by management in accordance with Canadian accounting standards for not-for-profit organizations in Part III of the Chartered Professional Accountants of Canada Handbook.

(a) Fund accounting:

These financial statements are prepared using the restricted fund method of reporting restricted contributions.

The J.W. McConnell Foundation Trust Fund was formed to administer certain funds received from the Foundation. These funds are distributed to the Clubs and national office to offset the cost of special projects and certain administration expenses.

BOYS AND GIRLS CLUBS OF CANADA

Notes to Financial Statements (continued)

Year ended December 31, 2017

1. Significant accounting policies (continued):

The Scholarship Fund was formed to administer certain funds from donors related to specific programs. These funds are to be distributed in the form of bursaries or scholarships to youth upon graduation from the program. The amounts held in trust are:

	2017	2016
Best Buy/Future Generations	\$ 253,224	\$ 247,143
Rogers Raising the Grade	686,346	663,818
Fidelity Investments	15,000	15,000

(b) Revenue recognition:

Restricted donations or grants are recognized as revenue of the appropriate restricted funds. All restricted donations or grants for which no restricted funds have been established are recognized as revenue of the General Fund in the year in which the related expenses are incurred. Unrestricted donations or grants are recognized as revenue of the General Fund when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Deferred capital contribution is amortized over the life of the related capital asset.

Restricted investment income is recognized as revenue of the appropriate fund. Unrestricted investment income is recognized in the General Fund when earned.

Membership and event fees are recognized as revenue of the General Fund when the services are provided.

(c) Financial instruments:

Financial instruments are recorded at fair value on initial recognition and subsequently measured at cost or amortized cost.

BOYS AND GIRLS CLUBS OF CANADA

Notes to Financial Statements (continued)

Year ended December 31, 2017

1. Significant accounting policies (continued):

Financial assets are assessed for impairment on an annual basis at the end of the fiscal year if there are indicators of impairment. If there is an indicator of impairment, the Organization determines if there is a significant adverse change in the expected amount or timing of future cash flows from the financial asset. If there is a significant adverse change in the expected cash flows, the carrying value of the financial asset is reduced to the highest of the present value of the expected cash flows, the amount that could be realized from selling the financial asset or the amount the Organization expects to realize by exercising its right to any collateral. If events and circumstances reverse in a future year, an impairment loss will be reversed to the extent of the improvement, not exceeding the initial carrying value.

(d) Capital assets:

Purchased capital assets are recorded at cost. Contributed capital assets are recorded at fair value at the date of contribution. Repairs and maintenance costs are charged to expense. Betterments which extend the estimated life of an asset are capitalized. When a capital asset no longer contributes to the Organization's ability to provide services, its carrying amount is written down to its residual value.

Capital assets are amortized on a straight-line basis over their estimated useful lives as follows:

Computer equipment and software	3 years
Office furniture and equipment	5 years
Leasehold improvements	Term of lease
Website	3 years

(e) Deferred lease inducement:

The Organization has a deferred lease inducement related to the reimbursement by the lessor of certain expenditures for leasehold improvements that will be amortized over the term of the lease.

(f) Donated materials:

Donated materials are recognized in these financial statements only when fair value can be reasonably estimated and the materials would otherwise be purchased by the Organization.

BOYS AND GIRLS CLUBS OF CANADA

Notes to Financial Statements (continued)

Year ended December 31, 2017

1. Significant accounting policies (continued):

(g) Allocation of administration expenses:

The Organization classifies certain expenses on the statement of revenue, expenses and changes in fund balances by function. The Organization allocates certain costs by identifying the appropriate basis of allocating and applying that basis consistently each year. The Organization allocates administration expenses to Support to Clubs, national programs and governance proportionately based on the percentage of time spent by active employees per function.

(h) Use of estimates:

The preparation of the financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the year. Actual results could differ from those estimates.

2. Investments:

The Organization has a business investment account with a balance of \$3,797,672 (2016 - \$3,056,180). At year end, total investments held by the Organization amounted to \$4,634,375 (2016 - \$6,100,954).

Investments, other than cash equivalents held in the business investment account, consist of interest-bearing, cashable and non-redeemable guaranteed investment certificates.

2017			2016		
Fair value	Due	Interest rate	Fair value	Due	Interest rate
\$ 629,394	November 26, 2018	1.56%	\$ 1,008,680	April 12, 2017	1.20%
207,309	December 7, 2018	1.48%	663,668	November 23, 2017	1.20%
-	-	-	171,978	December 6, 2017	1.25%
-	-	-	1,200,448	December 21, 2017	1.24%
\$ 836,703			\$ 3,044,774		

BOYS AND GIRLS CLUBS OF CANADA

Notes to Financial Statements (continued)

Year ended December 31, 2017

3. Grants and other receivables:

Grants and other receivables are recorded, net of an allowance for doubtful accounts of nil (2016 - \$21,904).

4. Related party transactions and balances:

Grants and other receivables include a net amount of nil (2016 - \$33,032) due from the Foundation.

During the year, the Organization received \$518,136 (2016 - \$852,596) in grants from the Foundation and paid \$14,326 (2016 - \$19,540) of reimbursable expenses on behalf of the Foundation.

The Board of Directors approved a \$346,000 transfer of surplus to the Foundation during the year. This is recorded as due to the Foundation. The amount due to the Foundation of \$298,642 is net of \$47,358 due from the Foundation to the Organization.

Transactions are in the normal course of operations and are measured at the exchange amount of consideration established and agreed to by the related parties.

5. Capital assets:

			2017	2016
	Cost	Accumulated amortization	Net book value	Net book value
Computer equipment and software	\$ 162,515	\$ 133,674	\$ 28,841	\$ 24,670
Office furniture and equipment	172,824	172,824	—	—
Leasehold improvements	458,764	311,787	146,977	183,721
Website	304,458	304,458	—	—
	<u>\$ 1,098,561</u>	<u>\$ 922,743</u>	<u>\$ 175,818</u>	<u>\$ 208,391</u>

BOYS AND GIRLS CLUBS OF CANADA

Notes to Financial Statements (continued)

Year ended December 31, 2017

6. Accounts payable and accrued liabilities:

Included in accounts payable and accrued liabilities as at December 31, 2017 are government remittances payable of \$6,475 (2016 - \$4,373) relating to payroll taxes.

7. Deferred contributions:

Deferred contributions consist of funding provided by various contributors to be spent on designated projects and programs in the coming years.

	2017	2016
Balance, beginning of year	\$ 4,377,610	\$ 5,056,355
Amounts received	9,048,817	6,869,291
Amounts recognized as revenue	(9,239,907)	(7,548,036)
Balance, end of year	\$ 4,186,520	\$ 4,377,610

8. Deferred leasehold inducement:

Deferred lease inducement represents the reimbursement by the lessor of certain expenditures for leasehold improvements made by the Organization as inducements to enter into a long-term lease agreement. During fiscal 2012, the Organization received the benefit of \$218,725 as an inducement under a new lease with its lessor. At December 31, 2017, \$131,144 (2016 - \$109,362) of this inducement has been amortized against rent expense.

9. Internally restricted:

Restrictions to the General Fund have been established by the Board of Directors. These funds have been earmarked to support operations required for the Organization to achieve its strategic priorities in the coming years. Internally restricted funds are not available for other purposes without approval of the Board of Directors.

10. Unrestricted Fund:

Included in the Unrestricted Fund is \$468,985 (2016 - \$463,706) of funds transferred in from the regional offices. These funds hold geographic restrictions in meeting the mandate of the Clubs.

BOYS AND GIRLS CLUBS OF CANADA

Notes to Financial Statements (continued)

Year ended December 31, 2017

11. Member, service and event fees:

	2017	2016
Fees:		
Member	\$ 351,113	\$ 441,259
National Conference	–	158,470
National Youth Conference	52,000	–
Registration and service fees	154,829	6,643
	\$ 557,942	\$ 606,372

12. Commitments:

The Organization's minimum annual operating lease commitments in each of the next five years are as follows:

2018	\$ 268,400
2019	262,600
2020	256,500
2021	255,200
2022	233,200
	\$ 1,275,900

13. Guarantees:

In the normal course of business, the Organization enters into agreements that meet the definition of a guarantee. The Organization's primary guarantees subject to the disclosure requirements are as follows:

- (a) The Organization has provided an indemnity under the terms of the head office lease, which is standard for such agreements. Under the terms of the agreement, the Organization would be liable to counterparties for a loss associated with the failure to follow the terms and conditions of the lease. No such liability exists at year end in relation to this indemnity.

BOYS AND GIRLS CLUBS OF CANADA

Notes to Financial Statements (continued)

Year ended December 31, 2017

13. Guarantees (continued):

(b) Indemnity has been provided to all directors and/or officers of the Organization in relation to their activities on behalf of the Organization. The Organization maintains directors' and officers' liability insurance to mitigate the cost of any potential future suits or actions. No claim has ever been made, nor do any such claims exist at year end in relation to this indemnity.

14. Risk management:

Investments are primarily exposed to interest rate and market risks. The Organization has formal policies and procedures that address risk mitigation. There has been no change to the risk exposure from 2016.

(a) Interest rate risk:

Interest rate risk arises from the possibility that changes in interest rates will affect the value of fixed income securities held by the Organization. The Organization manages this risk by holding guaranteed investment certificates and by staggering the terms of the securities held.

(b) Market risk:

Market risk arises as a result of trading securities. Fluctuations in the market expose the Organization to a risk of loss. The Organization mitigates this risk through investing in guaranteed investment certificates.

15. Allocation of expenses:

The Organization allocates salaries and administration expenses based on the percentage of time spent by active employees per function as follows:

	%	2017	%	2016
Support to Clubs	51	\$ 1,720,170	40	\$ 1,442,666
National programs	21	705,381	22	801,989
Governance	2	83,931	2	82,993
Administration	26	899,559	36	1,309,777
		\$ 3,409,041		\$ 3,637,425