# JUNIOR ACHIEVEMENT OF NOVA SCOTIA FINANCIAL STATEMENTS

JUNE 30, 2023



# JUNIOR ACHIEVEMENT OF NOVA SCOTIA INDEX JUNE 30, 2023

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#### INDEPENDENT AUDITORS' REPORT

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To the Board of Directors of: **Junior Achievement of Nova Scotia** 

Qualified Opinion

We have audited the financial statements of **Junior Achievement of Nova Scotia** ("the Organization"), which comprise the statement of financial position as at June 30, 2023 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.

In our opinion, except for the effects of the matter described in the Basis for Qualified Opinion section of our report, the accompanying financial statements present fairly, in all material respects, the financial position of the Organization as at June 30, 2023, and 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 Qualified Opinion

In common with many not-for-profit organizations, the Organization derives revenues from various sources, including contributions, donations and fundraising activities, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of these revenues was limited to the amounts recorded in the records of the Organization and we were not able to determine whether any adjustments might be necessary to revenues, deficiency of revenues over expenses, assets and fund balances for the years ended June 30, 2023 and June 30, 2022.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Organization 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 these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified 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 Organization's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Organization or to cease operations, or has no realistic alternative but to do so.

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

Auditors' 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 auditors' 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:

- 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 Organization'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 Organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' 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 auditors' report. However, future events or conditions may cause the Organization 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.

Dartmouth, Nova Scotia July 4, 2024

**Chartered Professional Accountants** 

Baker Tully Nova Stota Inc



# JUNIOR ACHIEVEMENT OF NOVA SCOTIA STATEMENT OF OPERATIONS FOR THE YEAR ENDED JUNE 30, 2023

	Unrestricted Funds \$	Restricted Legacy Fund \$	2023 \$	2022 \$
REVENUES				
Government grants (Note 11)	270,800	-	270,800	283,404
Sponsorships and donations	152,282	-	152,282	167,452
Fundraising - Business Hall of Fame (Note 13)	84,436		84,436	62,098
Amortization of deferred capital contribution				
(Note 8)	-	18,262	18,262	18,262
In-kind donations (Note 14)	-	18,000	18,000	18,000
Investment	<u>231</u>	5,548	<u>5,779</u>	<u>1,558</u>
	507,749	41,810	549,559	550,774
OPERATING EXPENSES				
Administration	51,203	-	51,203	45,873
Amortization of capital assets	15,151	40,102	55,253	39,719
Fundraising	3,869	-	3,869	9,495
In-kind (Note 14)	_	18,000	18,000	18,000
JACAN fees	22,560	-	22,560	22,107
Professional fees	26,683	26,278	52,961	46,261
Program	48,364	-	48,364	84,466
Salaries and benefits	402,566	-	402,566	289,581
Uncollectible donations	2,337	5,500	<u>7,837</u>	11,250
	572,733	89,880	662,613	566,752
DEFICIENCY OF REVENUES OVER EXPENSES	<u>( 64,984</u> )	<u>(48,070</u> )	<u>(113,054</u> )	<u>( 15,978</u> )



# JUNIOR ACHIEVEMENT OF NOVA SCOTIA STATEMENT OF CHANGES IN FUND BALANCES FOR THE YEAR ENDED JUNE 30, 2023

	Operating Fund \$	Sustainability Reserve Fund \$ (Note 10)	Restricted Legacy Fund \$	2023 \$	2022 \$
FUND BALANCES - beginning of year	64,620	125,000	358,221	547,841	563,819
Deficiency of revenues over expenses	( 64,984)	(	48,070) (	113,054) (	<u>15,978</u> )
FUND BALANCES - end of year	( 364)	125,000	310,151	434,787	547,841



# JUNIOR ACHIEVEMENT OF NOVA SCOTIA STATEMENT OF FINANCIAL POSITION AS AT JUNE 30, 2023

	Unrestricted Funds \$	Restricted Legacy Fund \$	2023 \$	2022 \$
	SSETS			
CURRENT Cash	88,463	208,389	206 952	281,446
Investments (Note 3)	5,661	200,369 -	296,852 5,661	5,429
Accounts receivable (Note 4)	80,205	30,000	110,205	136,911
Prepaids	6,241	-	6,241	7,877
Due from Restricted Legacy Fund (Note 5)	91,582			
	272,152	238,389	418,959	431,663
CONTRIBUTIONS RECEIVABLE	-	-	-	5,000
CAPITAL ASSETS (Note 6)	67,995	251,612	319,607	366,468
	340,147	490,001	738,566	803,131
LIA	BILITIES			
CURRENT				
Accounts payable and accrued liabilities	128,122	-	128,122	101,302
Deferred revenue (Note 7)	47,389	-	47,389	7,458
Due to Unrestricted Funds (Note 5) Current portion of deferred capital	-	91,582	-	-
contribution	_	18,262	18,262	18,262
Current portion of long-term debt	40,000		40,000	-
ı	215,511	109,844	233,773	127,022
DEFERRED CAPITAL CONTRIBUTION	- /-	,-	,	,-
(Note 8)	-	70,006	70,006	88,268
LONG-TERM DEBT (Note 9)				40,000
	215,511	179,850	303,779	255,290
FUND	BALANCES			
OPERATING FUND	( 364)	-	( 364)	64,620
SUSTAINABILITY RESERVE FUND (Note 10)	125,000	-	125,000	125,000
RESTRICTED LEGACY FUND		310,151	310,151	358,221
	124,636	310,151	434,787	547,841
	340,147	490,001	738,566	803,131
Approved by the Board	Director	Karon	Pardia	_ Director



# JUNIOR ACHIEVEMENT OF NOVA SCOTIA STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2023

CASH PROVIDED BY (USED IN):	Un	restricted Funds \$	1	Restricted Legacy Fund \$		2023 \$		2022 \$
OPERATING								
Deficiency of revenues over expenses Items not affecting cash: Amortization of deferred capital	(	64,984)	(	48,070)	(	113,054)	(	15,978)
contribution  Amortization of capital assets		- 15,151	(	18,262) 40,102	(	18,262) 55,253	(	18,262) 39,719
	(	49,833)	(	26,230)	(	76,063)		5,479
Changes in non-cash working capital items Accounts receivable Prepaids Contributions receivable Accounts payable and accrued liabilities Deferred revenue		16,706 1,636 - 26,820 39,931 35,260		10,000 - 5,000 - - - 11,230)		26,706 1,636 5,000 26,820 39,931 24,030	<u>(</u>	24,564 2,445 20,000 60,446 19,375) 93,559
FINANCING Interfund transfers	(	16 770)		16 770				
INVESTING Acquisition of investments Acquisition of capital assets	( ( (	232) 8,392) 8,624)		- - -	( (	232) 8,392) 8,624)	<u>(</u>	- 164,072) 164,072)
CHANGE IN CASH		9,858		5,548		15,406	(	70,513)
CASH - beginning of year		78,60 <u>5</u>		202,841		281,446		351,959
CASH - end of year		88,463	_	208,389	_	296,852		281,446



# 1. OPERATIONS

Junior Achievement of Nova Scotia ("the Organization") is a not-for-profit organization, incorporated by legislation in the Province of Nova Scotia. The purpose of the Organization is to provide business education to students through classes and "hands on" experience.

#### 2. SIGNIFICANT ACCOUNTING POLICIES

## Basis of accounting

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

## Purpose of funds

Unrestricted funds

The Unrestricted Funds consist of the following:

- The Operating Fund is unrestricted and is used for the Organization's day-today ongoing activities and core programming.
- The Sustainability Reserve Fund is internally restricted and is required by JA Canada, as described in Note 10.

Internally restricted Legacy fund

The Legacy Fund is used for the Laureate's Legacy Project activities. The Legacy Project is an initiative being led by the Nova Scotia Business Hall of Fame Laureates and stewarded by Junior Achievement of Nova Scotia. The plans involve both a digital strategy and a permanent gallery to host the portraits and history of the Laureates. The Legacy Fund use is directed by a Laureate Advisory Council.

## <u>Cash</u>

Cash consists of bank balances held with financial institutions.

#### <u>Investments</u>

Investments consist of guaranteed investment certificates measured at amortized cost.



## 2. SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Capital assets

Capital assets are recorded at cost. Amortization is provided for using the following rates and method over their estimated useful lives as follows:

Computer equipment	3 years	Straight line
Leasehold improvements - Gallery	Term of lease	Straight line
Leasehold improvements - Digital wall	Term of lease	Straight line
Leasehold improvements - Office	Term of lease	Straight line
Website - Legacy Project	3 years	Straight line
Website - General	3 years	Straight line

## **Income taxes**

The Organization is a registered charity under the meaning assigned in Section 149.1(1) of the Income Tax Act and as such is exempt from income taxes. Accordingly, no provision has been made in the accounts for income taxes.

## Revenue recognition

The Organization follows the restricted fund method of accounting for contributions.

Externally restricted contributions are recognized in the appropriate restricted fund when formal commitments have been made, provided the amount to be received can be reasonably estimated and collection is reasonably assured. Restricted contributions that do not have a fund established are recognized as revenue in the unrestricted funds in the year the related expenses are incurred.

Externally restricted contributions for the purchase of capital assets are deferred and recognized as revenue in the appropriate fund on the same basis as the related capital asset amortization. If the capital asset is not to be amortized, the contribution is recorded as a direct increase in fund balances.

Revenue is recognized for fundraising events, including Business Hall of Fame ticket and raffle sales, when the event takes place and collection is reasonably assured.

Unrestricted contributions are recognized as revenue when received or receivable provided the amount to be received can be reasonably estimated and collection is reasonably assured. Other donations are recorded when received, since donations are not legally enforceable claims. This includes funds in trust for forthcoming fiscal years.



# 2. SIGNIFICANT ACCOUNTING POLICIES (Continued)

## Contributed goods and services

Contributed goods and services (in-kind donations) are recognized in the financial statements when their fair value can be reasonably determined, they are used in the normal course of the Organization's operations and would otherwise have been purchased.

The Organization benefits from donated services in the form of volunteer time for various programs and objectives of the Organization. Due to the difficulty of determining their fair value, these contributed services are not recognized in these financial statements.

#### Interfund transfers

Transfers between funds are made when resources of one fund have been authorized by the Board of Directors to finance future activities and acquisitions in another fund.

## Financial instruments

Measurement of financial instruments

The Organization initially measures its financial assets and financial liabilities at fair value.

The Organization subsequently measures all its financial assets and financial liabilities at amortized cost.

Financial assets measured at amortized cost include cash, investments and accounts receivable.

Financial liabilities measured at amortized cost include accounts payable and accrued liabilities and long-term debt.

## *Impairment*

Financial assets measured at amortized cost are tested for impairment when there are indicators of impairment. The amount of any write down is recognized in the deficiency of revenues over expenses. Any previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of a reversal is recognized in the deficiency of revenues over expenses.



## 2. SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Use of estimates

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 amounts of assets and liabilities and disclosure of contingencies at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Estimates are used when accounting for items and matters such as allowance for doubtful accounts receivable, useful lives of capital assets and certain accrued liabilities. Actual results could differ from those estimates.

#### 3. INVESTMENTS

Investments consist of a guaranteed investment certificate with a maturity date of July 24, 2023, carrying an interest rate of 0.4% per annum. This is required to be held as collateral against the Organization's credit card facility held with Royal Bank of Canada, with a limit of \$9,500.

4.	ACCOUNTS RECEIVABLE	2023	2022
		\$	\$
	Contributions receivable - Unrestricted funds	59,932	72,838
	Contributions receivable - Restricted Legacy fund	30,000	40,000
	HST recoverable	20,273	24,073
		110,205	136,911
	Allowance for uncollectible donations		
		110,205	136,911

## 5. DUE FROM/TO FUNDS

The amounts receivable and payable between the Unrestricted Funds and Restricted Legacy Fund are unsecured, non-interest bearing and have no set terms of repayment.



6.	CAPITAL ASSETS				
		Cost \$	Accumulated Amortization \$	Net 2023 \$	Net 2022 \$
	Computer equipment Leasehold improvements	29,620	26,720	<b>2,900</b>	2,336
	- Gallery Leasehold improvements	186,552	27,983	158,569	177,224
	- Digital wall Leasehold improvements	182,622	94,355	88,267	106,530
	- Office	97,354	43,809	53,545	63,280
	Website - Legacy Project	9,552	4,776	4,776	7,960
	Website - General	15,688	4,138	<u>11,550</u>	9,138
	-	521,388	201,781	319,607	366,468
7.	DEFERRED REVENUE				
	Deferred revenue consists of:			2023 \$	2022 \$
	Business Hall of Fame ti	cket and tab	le sales	39,931	-
	Colson Memorial Fund s	scholarships		<u>7,458</u>	7,458
		-		47,389	<u>7,458</u>
				2023	2022
	Changes in deferred revenue a	are as follows:		\$	\$
	Balance - beginning of y	ear		7,458	26,833
	Amount recognized as r			-	( 19,375)
	Amounts received relate		periods	39,931	
		•	-	47,389	<u>7,458</u>

## 8. DEFERRED CAPITAL CONTRIBUTION

In fiscal 2018, \$182,622 was contributed and used towards the construction of the Business Hall of Fame Digital Wall located at the Halifax Convention Centre ("HCC"). These contributions have been deferred and will be recognized over the estimated ten year life of the Digital Wall.

The space hosting the Digital Wall has been leased to the Organization for a ten year term ending in April 2028.



8.	DEFERRED CAPITAL CONTRIBUTION (Conf	tinued)	
	· ·	2023 \$	2022 \$
	Deferred capital contribution - beginning of year Recognized	106,530 ( <u>18,262</u> )	124,792 ( 18,262)
	Deferred capital contribution - end of year Less current portion	88,268 ( <u>18,262</u> )	106,530 ( 18,262)
		<u>70,006</u>	<u>88,268</u>
9.	LONG-TERM DEBT	2023 \$	2022 \$

Royal Bank of Canada, Canada Emergency Benefit Account loan of \$40,000 represents a \$60,000 advance net of a \$20,000 forgivable portion to be used to pay non-deferrable operating expenses. This loan is non-revolving and non-interest bearing until January 18, 2024, with \$20,000 forgivable if the balance is repaid by January 18, 2024. On January 19, 2024, any outstanding balance will automatically convert to a non-revolving term loan bearing interest at 5% and maturing on December 31, 2026. It is the Organization's intent to repay the balance before January 18, 2024, therefore the balance has been presented net of the forgivable portion as a current liability.

**40,000 40,000** 

## 10. SUSTAINABILITY RESERVE

As a Licensee of JA Canada, the Organization is required to have a minimum Sustainability Reserve consisting of unrestricted and internally restricted funds. Applying the respective JA Canada policy and procedure, the required Sustainability Reserve for the Organization is \$139,000 (2022 - \$125,000) which represents 25% of its net operating budget for the fiscal year ended 2023. The actual Sustainability Reserve for the year ended June 30, 2023 is \$125,000 (2022 - \$125,000).



11. GOVERNMENT GRANTS	2023 \$	2022 \$
Nova Scotia Development of Education and Early		
Childhood Development	210,000	200,000
Nova Scotia Department of Labour and Advanced		
Education	50,000	50,000
Other	10,800	7,250
Canada Emergency Wage Subsidy		26,154
	270,800	283,404

As of June 30, 2023, \$50,000 (2022 - \$NIL) due from the Nova Scotia Department of Labour and Advanced Education was included in accounts receivable.

## 12. ECONOMIC DEPENDENCE

The Organization is financially dependent upon the continued funding from the Province of Nova Scotia. For the year ended June 30, 2023, government funding represented 41%(2022 - 46%) of the total revenue. In September 2023, the Organization entered into an agreement with the Province of Nova Scotia to contribute a total of \$110,000 from September 1, 2023 to June 30, 2024.

#### 13. FUNDRAISING - BUSINESS HALL OF FAME

During the year, the Organization held its Business Hall of Fame fundraising event. The donations raised from this event have been presented on a net basis, with \$192,001 (2022 - \$124,125) in donations offset by \$107,565 (2022 - \$62,027) in expenses incurred to run the event.

#### 14. IN-KIND DONATIONS

In-kind donations consisting of branding, creative and production services, as well as hosting, printing and promotion goods and services are measured at fair market value at the time the donation is made.

The leased space has been provided to the Organization through an in-kind donation from HCC valued at \$18,000 annually.

#### 15. FINANCIAL INSTRUMENTS

Risks and concentrations

The Organization is exposed to various risks through its financial instruments. The following analysis provides a measure of the Organization's risk exposure and concentrations at June 30, 2023.



## 15. FINANCIAL INSTRUMENTS (Continued)

It is management's opinion that the Organization is not exposed to significant market, interest rate, currency or price risks from its financial instruments. The risks arising on financial instruments are limited to the following:

#### Credit risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. Financial instruments that potentially subject the Organization to concentrations of credit risk consist of cash, investments and accounts receivable. The Organization deposits its cash in and purchases its investments from reputable financial institutions and therefore believes the risk of loss to be remote. The Organization is exposed to credit risk from supporter accounts receivable. The Organization believes this credit risk is minimized as the Organization has a large and diverse contributor base. A provision for impairment of receivables is established when there is objective evidence that the Organization will not be able to collect all amounts due.

## Liquidity risk

Liquidity risk is the risk that the Organization will encounter difficulty in meeting obligations associated with financial liabilities. The Organization is exposed to this risk mainly in respect of its accounts payable and accrued liabilities and long-term debt. Management closely monitors cash flow requirements to ensure that it has sufficient cash on demand to meet operational and financial obligations.

