Financial Statements of

## CANADIAN COUNCIL OF CHRISTIAN CHARITIES

And Independent Auditors' Report thereon

Year ended March 31, 2020



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### **INDEPENDENT AUDITORS' REPORT**

To the Members of Canadian Council of Christian Charities

### Opinion

We have audited the financial statements of Canadian Council of Christian Charities (the "Entity"), which comprise:

- the statement of financial position as at March 31, 2020
- the statement of operations for the year then ended
- the statement of changes in fund balances for the year then ended
- the statement of cash flows for the year then ended
- and notes to the financial statements, including a summary of significant accounting policies

(Hereinafter referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Entity as at March 31, 2020, and its results of operations and its cash flows 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 "Auditors' Responsibilities for the Audit of the Financial Statements" section of our auditors' report.

We are independent of the Entity 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 opinion.

# Responsibilities of Management and Those Charged With Governance 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.



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

Those charged with governance are responsible for overseeing the Entity'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 the 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 Entity'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 Entity'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 Entity's to cease to continue as a going concern.



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- 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.
- 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.

KPMG LLP

Chartered Professional Accountants, Licensed Public Accountants

Waterloo, Canada June 8, 2020

Statement of Financial Position

### March 31, 2020, with comparative information for 2019

	Operating	Capital	Trusteed		
	Fund	Fund	Funds	2020	2019
Assets					
Current assets:					
Cash (note 2)	\$ 2,343,016	\$ -	\$-	\$ 2,343,016	\$ 1,129,258
Short-term investments (note 3)	-	-	-	-	1,000,000
Accounts receivable (note 5)	66,819	-	-	66,819	72,471
Receivable from Trust Fund for					
Legal Defence (note 4 (a))	23,112	-	-	23,112	11,288
Receivable from CCCC					
Pension Plan (note 9)	10,293	-	-	10,293	4,309
Receivable from ICFO	611	-	-	611	107
Inventory	12,832	-	-	12,832	14,286
Prepaid expenses	24,810	-	-	24,810	24,108
Total current assets	2,481,493	-	-	2,481,493	2,255,827
Trust assets:					
Trust Fund for Legal Defence (note 4 (a))	-	-	219,791	219,791	261,573
Community Trust Fund (note 4 (b))	-	-	2,058,261	2,058,261	2,331,890
Total trust assets	-	-	2,278,052	2,278,052	2,593,463
Capital assets (note 6)	-	223,978	-	223,978	263,588
	\$ 2,481,493	\$ 223,978	\$ 2,278,052	\$ 4,983,523	\$ 5,112,878

Statement of Financial Position (continued)

### March 31, 2020, with comparative information for 2019

	Operating	Capital	Trusteed		
	Fund	Fund	Funds	2020	2019
Liabilities and Fund Balances					
Current liabilities:					
Accounts payable (note 7)	\$ 152,438	\$ -	\$-	\$ 152,438	\$ 166,570
Deferred revenue	1,366,229	-	-	1,366,229	1,267,032
Payable to Community Trust					
Fund (note 4 (b))	786	-	-	786	-
Total current liabilities	1,519,453	-	-	1,519,453	1,433,602
Trust liabilities:					
Trust Fund for Legal Defence (note 4 (a))	-	-	219,791	219,791	261,573
Community Trust Fund (note 4 (b))	-	-	2,058,261	2,058,261	2,331,890
Total trust liabilities	-	-	2,278,052	2,278,052	2,593,463
Total liabilities	1,519,453	-	2,278,052	3,797,505	4,027,065
Fund balances:					
Unrestricted	962,040	-	-	962,040	822,225
Internally restricted	-	223,978	-	223,978	263,588
Total fund balances	962,040	223,978	-	1,186,018	1,085,813
Commitments (note 10)					
	\$ 2,481,493	\$ 223,978	\$ 2,278,052	\$ 4,983,523	\$ 5,112,878

See accompanying notes to financial statements.

On behalf of the Board:

1 No Mai Director  $\sim$ Director

Statement of Operations and Changes in Fund Balances

### Year ended March 31, 2020, with comparative information for 2019

	Operating	Capital		
	Fund	Fund	2020	2019
Revenue:				
Membership services	\$ 2,426,756	\$ -	\$ 2,426,756	\$ 2,330,471
Educational events	5,595	-	5,595	14,336
Publications	27,288	-	27,288	33,688
Donations	9,620	-	9,620	28,615
Investment income and sundry	43,396	-	43,396	35,594
	2,512,655	-	2,512,655	2,442,704
Expenses:				
Membership services	1,563,136	-	1,563,136	1,368,068
Publications	302,394	-	302,394	290,746
Public relations	465,977	-	465,977	584,504
Educational events	73,734	-	73,734	153,843
Contributed services (note 11)	(57,452)	-	(57,452)	(45,200)
Amortization	-	64,661	64,661	65,578
	2,347,789	64,661	2,412,450	2,417,539
Excess (deficiency) of revenue over expenses	164,866	(64,661)	100,205	25,165
Fund balances, beginning of year	822,225	263,588	1,085,813	1,060,648
Interfund transfer (note 13)	(25,051)	25,051	-	-
Fund balances, end of year	\$ 962,040	\$ 223,978	\$ 1,186,018	\$ 1,085,813

See accompanying notes to financial statements.

Statement of Cash Flows

### Year ended March 31, 2020, with comparative information for 2019

	Operating	Capital		
	Fund	Fund	2020	2019
Cash provided by (used in):				
Operations:				
Excess (deficiency) of revenue over expenses Item not involving cash:	\$ 164,866	\$ (64,661)	\$ 100,205	\$ 25,165
Amortization of capital assets Changes in non-cash operating working capital:	-	64,661	64,661	65,578
Accounts receivable Receivable from Trust Fund for	5,652	-	5,652	10,771
Legal Defence	(11,824)	-	(11,824)	2,364
Receivable from CCCC Pension Plan	(5,984)	-	(5,984)	338
Receivable from ICFO	(503)	-	(504)	1,787
Inventory	1,454	-	1,454	3,692
Prepaid expenses	(702)	-	(702)	(1,371)
Accounts payable	(14,132)	-	(14,132)	(12,221)
Payable to Community Trust Fund	786	-	786	-
Deferred revenue	99,196	-	99,197	49,892
	238,809	-	238,809	145,995
Investing:				
Purchase of short-term investments	-	-	-	(1,000,000)
Proceeds from sale of short-term investments	1,000,000	-	1,000,000	-
Purchase of capital assets	(25,051)	-	(25,051)	(21,330)
	974,949	-	974,949	(1,021,330)
Increase (decrease) in cash	1,213,758	-	1,213,758	(875,335)
Cash, beginning of year	1,129,258	-	1,129,258	2,004,593
Cash, end of year	\$ 2,343,016	\$ -	\$ 2,343,016	\$ 1,129,258

See accompanying notes to financial statements.

Notes to Financial Statements

Year ended March 31, 2020

Canadian Council of Christian Charities ("CCCC") serves the members of CCCC by providing information and training in the area of Christian stewardship and administration and by facilitating cooperation to avoid duplication of activities and expenses. CCCC was incorporated under the laws of the Province of Ontario on June 6, 1979 as a corporation without share capital. As a registered charity, CCCC is exempt from tax on its income under the Income Tax Act.

#### 1. Significant accounting policies:

These financial statements are prepared in accordance with Canadian accounting standards for not-for-profit organizations. CCCC's significant accounting policies are as follows:

(a) Basis of presentation:

These statements have been prepared to include the assets and liabilities of all accounts considered by CCCC as trusteed funds. The financial results of these trusteed funds are separately disclosed in note 4.

(b) Fund accounting:

The accounts of CCCC are maintained in accordance with the principles of fund accounting. The purposes of the funds are as follows:

(i) Operating Fund:

The Operating Fund accounts for CCCC's program delivery and administrative activities. This is an unrestricted fund.

(ii) Capital Fund:

The Capital Fund accounts for capital assets of CCCC. This is an internally restricted fund.

(iii) Trusteed Funds:

The Trusteed Funds are funds held in trust for purposes as described in note 4.

Notes to Financial Statements, continued

Year ended March 31, 2020

### 1. Significant accounting policies (continued):

(c) Capital assets:

Capital assets are stated at cost less accumulated amortization. Computer equipment is amortized using the straight-line method at 30% per annum while other office equipment is amortized using the straight-line method at 20% per annum and leasehold improvements are amortized using the straight-line method at 5% per annum.

(d) Inventory:

Inventory consists of various publications and other items for resale. Inventory is valued at the lower of cost and net realizable value on a first-in, first-out basis.

(e) Revenue recognition:

CCCC receives revenue for the Operating Fund from a variety of sources including administration fees, member fees, sales of publications, conference and seminar admission fees, subscription fees and donations. Revenue is recognized when the publications are shipped, the conference/seminars are held, collection of the relevant receivable is probable, persuasive evidence of an arrangement exists and the sales price is fixed or determinable. Donations and administration fees are recorded upon receipt of the funds. Donations include marketable securities which are recorded at fair value on the date of the donation. Member fees and subscriptions fees are recognized over the life of the membership or subscription.

Restricted contributions are recognized in the appropriate funds.

(f) Use of estimates:

The preparation of 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 dates of the financial statements and the reported amounts of revenue and expenses during the years. Significant items subject to such estimates and assumptions include the carrying amount of capital assets and valuation allowances for accounts receivable. Actual results could differ from those estimates.

(g) Employee future benefits:

CCCC has a defined contribution plan providing pension and post-employment benefits for its employees. The cost of the defined contribution plan is recognized based on the required contributions during each period.

Notes to Financial Statements, continued

Year ended March 31, 2020

### 1. Significant accounting policies (continued):

(h) Financial instruments:

Financial instruments are recorded at fair value on initial recognition. Freestanding derivative instruments that are not in a qualifying hedging relationship and equity and fixed income instruments that are quoted in an active market are subsequently measured at fair value. All other financial instruments are subsequently recorded at fair value.

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 CCCC 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 CCCC expects to realize by exercising its right to any collateral. If events and circumstances reverse in a future period, an impairment loss will be reversed to the extent of the improvement, not exceeding the initial carrying value.

(i) New accounting standards:

In March 2018, the Accounting Standards Board issued "Basis for Conclusions- Accounting Standards Improvements for Not-for-Profit Organizations" resulting in the introduction of three new handbook sections in the Accounting Standards for Not-for-Profit Organizations - Part III of the Handbook as follows:

(i) Section 4433, Tangible capital assets held by not-for-profit organizations, which directs organizations to apply the accounting guidance of Section 3061, Property Plant and Equipment in Part II of the Handbook. In so doing, the new section requires that organizations annually assess for partial impairment of tangible capital assets, to be recorded where applicable, as a non-reversible impairment expense. In addition, where practical, to componentize capital assets when estimates can be made of the useful lives of the separate components.

This section is applied on a prospective basis with the exception of the transitional provision to recognize an adjustment to opening net assets for partial impairments of tangible assets that existed as at March 31, 2019.

(ii) Section 4434, Intangible assets held by not-for-profit organizations, which directs organizations to annually assess intangible assets, and where applicable to record an impairment expenses should the net carrying value be higher than the asset's fair value or replacement cost.

This section is applied on a prospective basis with the exception of the transitional provision to recognize an adjustment to opening net assets for partial impairment of intangible assets that existed as at March 31, 2019.

Notes to Financial Statements, continued

Year ended March 31, 2020

### 1. Significant accounting policies (continued):

- (i) New accounting standards (continued):
  - (iii) Section 4441, Collections held by not-for-profit organizations, which defines a collection and directs organizations to record such assets on the statement of financial position at either cost or nominal value. It is anticipated that all collections will be accounted for using the same method, with the exception of organizations that opt to account for collections at cost, whereby the cost for certain collections either held or contributed cannot be determined. Such items are to be accounted for at a nominal value. In addition, collections are written down when there is evidence that the net carrying amount exceeds fair value.

Organizations are permitted to retrospectively capitalize collections at their cost or fair value at the date of acquisition, or fair value or replacement cost as at April 1, 2019, based on the most readily determinable value. In addition, an adjustment to opening net assets is permitted to recognize any partial impairment of the value of collections that existed as at March 31, 2019.

The amendments are effective for financial statements for fiscal years beginning on or after January 1, 2019.

The implementation of these changes had no impact on the financial statements.

#### 2. Available credit facilities:

CCCC has an arrangement with its banker providing for an operating credit facility in the amount of \$125,000 (2019 - \$125,000). The balance outstanding at year end was \$nil (2019 - \$nil). The line of credit bears interest at the bank's prime lending rate plus 1.30%.

#### 3. Short-term investments:

Short-term investments at March 31, 2019 consisted of a guaranteed investment certificate which had an effective interest rate of 2.20% and a maturity date of November 2019.

#### 4. Trusteed funds:

Salaries and benefits - net:

The salaries and benefits reported in the Operating Fund of \$1,651,903 (2019 - \$1,694,407) are net of the salaries and benefits charged to the trusteed funds. The salaries and benefits charged to the Trust Fund for Legal Defence were \$130,489 (2019 - \$123,067). Total salaries and benefits paid were \$1,782,390 (2019 - \$1,817,474).

Notes to Financial Statements, continued

Year ended March 31, 2020

### 4. Trusteed funds (continued):

(a) Trust Fund for Legal Defence:

The Trust Fund for Legal Defence, of which CCCC is the trustee, exists to defend legal challenges and to undertake legal research for the benefit of the affiliated and certified members, their employees and supporters. It coordinates and funds legal challenges for such beneficiaries when the legal issues to be determined have broad application. CCCC is not the client in any of the actions funded by this fund and any favourable court decisions are for the benefit of the affiliated organizations and certified charities, their employees or supporters. The funding is primarily through voluntary contributions from the beneficiaries. The obligation of CCCC, as trustee, is to exercise its best efforts in raising the funds necessary for the fund to meet its obligations to creditors.

CCCC is contingently liable for payment of any unpaid legal fees of the Trust Fund for Legal Defence.

	2020	2019
Revenue:		
Contributions	\$ 107,948	\$ 229,203
Interest income	3,204	2,048
	111,154	231,251
Expenses:		
TWU Intervention	-	9,112
CSJ Intervention	721	38,588
Legal Symposium	5,076	8,835
Wall Intervention	-	42
Aga Case	8,492	-
Research and legislative	136,233	84,058
Fundraising and general expenses	2,414	1,661
	152,936	142,296
Excess (deficiency) of revenue over expenses	(41,782)	88,955
Fund balance, beginning of year	261,573	172,618
Fund balance, end of year	\$ 219,791	\$ 261,573

The revenue, expenses and fund balance of the Trust Fund for Legal Defence are as follows:

Notes to Financial Statements, continued

Year ended March 31, 2020

### 4. Trusteed funds (continued):

(a) Trust Fund for Legal Defence (continued):

The fund balance consists of the following:

	2020	2019
Cash Other accounts receivable Payable to CCCC	\$ 242,011 892 (23,112)	\$ 272,657 204 (11,288)
	\$ 219,791	\$ 261,573

The extent and timing of payments to CCCC from the Trust are dependent on contributions from affiliated organizations and certified charities and their supporters.

(b) Community Trust Fund:

The Community Trust Fund, of which CCCC is the trustee, exists to facilitate gifts of shares from donors for the benefit of the affiliate and certified members. This fund also holds cash and other investments as a result of the disposition of donated marketable securities held for future distributions to Canadian registered charities. The Investment Committee invests the Fund's assets in accordance with the Investment Policy approved by the CCCC Board of Directors.

Certain restricted contributions are recognized as revenue of the Community Trust Fund. These contributions, consisting of marketable securities, were received by CCCC for the purpose of distribution to Canadian registered charities.

Notes to Financial Statements, continued

Year ended March 31, 2020

### 4. Trusteed funds (continued):

(b) Community Trust Fund (continued):

The revenue, expenses and balance of funds of the Community Trust Fund are as follows:

	2020	2019
Revenue:		
Contributions of marketable securities and cash	\$ 758,841	\$ 1,057,441
Dividends	23,163	20,338
Interest earned on contributions awaiting distribution	52,035	35,840
Realized gain on sale of marketable securities	16,402	19,763
Unrealized gain (loss) on marketable securities	(92,963)	77,075
	757,478	1,210,457
Expenses:		
Distribution of contributions	966,555	1,111,992
Fees	37,246	36,831
Paid to the CCCC Operating Fund	27,306	31,923
	1,031,107	1,180,746
Excess (deficiency) of revenue over expenses	(273,629)	29,711
Fund balance, beginning of year	2,331,890	2,302,179
Fund balance, end of year	\$ 2,058,261	\$ 2,331,890

The fund balance consists of the following:

	2020	2019
Cash	\$ 154,648	\$ 162,564
Accounts receivable	1,580	808
Accrued investment income	9,824	-
Investments	1,892,209	2,168,518
	\$ 2,058,261	\$ 2,331,890

Notes to Financial Statements, continued

Year ended March 31, 2020

### 4. Trusteed funds (continued):

(b) Community Trust Fund (continued):

The investments' costs and fair values are as follows:

		2020				2019		
	0		Fair		Qual		Fair	
	Cost		value		Cost		value	
Pooled Investments:								
TD Waterhouse:								
Manulife Bond	\$ 605,925	\$	598,637	\$	646,786	\$	649,611	
Sionna Large Cap	175,331		147,311		219,102		224,976	
Connor, Clark & Lunn	187,023		171,939		217,339		238,152	
Walter Scott	307,912		429,565		343,620		485,679	
Guardian Capital	533,378		544,757		565,997		570,100	
	\$ 1,809,569	\$	1,892,209	\$	1,992,844	\$	2,168,518	

### 5. Accounts receivable:

No allowance for impairment of accounts receivable has been recorded as at March 31, 2020 and 2019.

### 6. Capital assets:

	Cost	 cumulated nortization	2020 Net book value	2019 Net book value
Office and computer equipment Leasehold improvements	\$ 91,900 409,983	\$ 43,876 234,029	\$ 48,024 175,954	\$ 63,198 200,390
	\$ 501,883	\$ 277,905	\$ 223,978	\$ 263,588

### 7. Accounts payable and accrued liabilities:

Included in accounts payable and accrued liabilities are government remittances payable of \$2,419 (2019 - \$3,091).

Notes to Financial Statements, continued

Year ended March 31, 2020

### 8. Financial risks and concentration of credit risk:

(a) Liquidity risk:

Liquidity risk is the risk that CCCC will be unable to fulfill its obligations on a timely basis or at a reasonable cost. CCCC manages its liquidity risk by monitoring its operating requirements. CCCC prepares budget and cash forecasts to ensure it has sufficient funds to fulfill its obligations.

(b) Industry:

CCCC operates in a charity and not-for-profit environment and is affected by general economic trends. A decline in economic conditions, consumer-spending levels or other adverse conditions could lead to reduced revenues.

### 9. Related party transactions:

CCCC received administration fees from the Canadian Council of Christian Charities Employees Pension Plan aggregating \$77,616 (2019 - \$53,630) during the year. At year end, \$10,293 (2019 - \$4,309) was owing to the CCCC Operating Fund related to administration fees. The pension plan is administered for the Trustees of the Canadian Council of Christian Charities Employees Pension Plan, which is a plan for the employees of CCCC members.

#### 10. Commitments:

Premises occupied by CCCC have been leased for a term of 20 years, beginning November 1, 2008 and ending October 31, 2028. There is a monthly rental charge plus a proportionate share of the landlord's cost. Annual lease commitments below exclude CCCC's share of landlord costs.

Lease obligations also include one photocopier and postal equipment. The photocopier and postal equipment leases require annual payments of \$5,322 for the term which expires in fiscal 2025.

The lease payments for the next five years are as follows:

2021	\$ 77,726
2022	77,726
2023	77,726
2024	77,726
2025	77,726

Notes to Financial Statements, continued

Year ended March 31, 2020

### 11. Contributed services:

Employees contributed 733 hours (2019 - 1,034 hours) in excess of the regular work week to assist CCCC in carrying out its service delivery activities. The contributed services have been recognized as a recovery of expenses on the statement of operations and changes in fund balances of \$57,452 (2019 - \$45,200) and the related expense in educational events, membership services, publications, and public relations.

### 12. Multi-employer defined contribution pension plan:

The employees are members of the Canadian Council of Christian Charities Employees Pension Plan. CCCC made cash employer contributions of \$68,553 (2019 - \$71,533) to the pension plan during the year.

### 13. Interfund transfers:

During the year, the Operating Fund transferred \$25,051 to the Capital Fund to fund cash outlays for capital asset acquisitions.

#### 14. Subsequent event:

During the year, the COVID-19 outbreak was declared a pandemic by the World Health Organization and has had a significant financial, market and social dislocating impact.

At the time of approval of these financial statements, the entity has experienced the following indicators of financial implications and undertaken the following activities in relation to the COVID-19 pandemic.

- Experienced temporary declines in the fair value of investments and investment income;
- Closure of administration building from March 13, 2020 to the date of the auditors' report based on public health recommendations; and
- Mandatory working from home requirements for those able to do so.

At this time these factors present uncertainty over future cash flows, may cause changes to the assets or liabilities and may have an impact on future operations. An estimate of the financial effect is not practicable at this time.

Schedule of Revenue and Expenses by Object

### Year ended March 31, 2020, with comparative information for 2019

	2020	2020	2019
	Actual	Budget	Actual
		(unaudited)	
Revenue:			
Fees	\$ 2,426,756	\$ 2,398,300	\$ 2,330,471
Sales	32,883	82,200	48,024
Unreceipted donations	9,620	10,000	15,349
Investments	33,799	17,500	26,964
Sundry	9,597	17,000	8,630
Receipted donations	-	2,000	13,266
	2,512,655	2,527,000	2,442,704
Expenses:			
Salaries and benefits (note 4)	1,651,903	1,712,000	1,694,407
Printing and supplies	191,207	203,700	170,238
Rent and premises	145,697	165,400	143,492
Costs of goods sold	3,468	9,000	9,706
Consultants	127,821	106,300	114,846
Travel	47,797	78,300	59,117
Continuing education	87,379	62,500	59,523
Membership fees	26,473	37,300	25,377
Professional and audit	13,200	12,000	11,953
Telephone	21,793	18,400	19,677
Advertising and promotions	20,268	35,500	33,153
Insurance	10,783	11,600	10,472
	2,347,789	2,452,000	2,351,961
Excess of revenue over expenses			
excluding amortization	\$ 164,866	75,000	\$ 90,743