

**Our Kids Count of Thunder Bay Inc.**  
**Financial Statements**  
*March 31, 2020*

# Our Kids Count of Thunder Bay Inc.

## Contents

For the year ended March 31, 2020

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	<i>Page</i>
<b>Management's Responsibility</b>	
<b>Independent Auditor's Report</b>	
<b>Financial Statements</b>	
Statement of Financial Position.....	1
Statement of Operations and Changes in Net Assets.....	2
Statement of Cash Flows.....	3
<b>Notes to the Financial Statements</b> .....	4
<b>Schedules</b>	
Schedule 1 - Schedule of Expenses.....	10
Schedule 2 - Community Action Program for Children Revenue and Expenses.....	11
Schedule 3 - Canada Prenatal Nutrition Program Revenue and Expenses.....	12
Schedule 4 - Roots of Empathy Revenue and Expenses.....	13
Schedule 5 - The District of Thunder Bay Social Services Administration Board Program Revenue and Expenses.....	14
Schedule 6 - United Way of Thunder Bay Program Revenue and Expenses.....	15
Schedule 7 - General Program Revenue and Expenses.....	16
Schedule 8 - Lottery Trust Revenue and Expenses.....	17
Schedule 9 - National Big Brother Big Sister Revenue and Expenses.....	18

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## **Management's Responsibility**

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To the Board of Directors of Our Kids Count of Thunder Bay Inc.:

Management is responsible for the preparation and presentation of the accompanying financial statements, including responsibility for significant accounting judgments and estimates in accordance with Canadian accounting standards for not-for-profit organizations. This responsibility includes selecting appropriate accounting principles and methods, and making decisions affecting the measurement of transactions in which objective judgment is required.

In discharging its responsibilities for the integrity and fairness of the financial statements, management designs and maintains the necessary accounting systems and related internal controls to provide reasonable assurance that transactions are authorized, assets are safeguarded and financial records are properly maintained to provide reliable information for the preparation of financial statements.

The Board of Directors is composed primarily of Directors who are neither management nor employees of the Organization. The Board is responsible for overseeing management in the performance of its financial reporting responsibilities, and for approving the financial information included in the annual report. The Board fulfills these responsibilities by reviewing the financial information prepared by management and discussing relevant matters with management and external auditors. The Board is also responsible for recommending the appointment of the Organization's external auditors.

MNP LLP is appointed by the Directors to audit the financial statements and report directly to them; their report follows. The external auditors have full and free access to, and meet periodically and separately with, both the Board and management to discuss their audit findings as required.

July 23, 2020

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Executive Director

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# Independent Auditor's Report

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To the Board of Our Kids Count of Thunder Bay Inc.:

## Qualified Opinion

We have audited the financial statements of Our Kids Count of Thunder Bay Inc. (the "Organization"), which comprise the statement of financial position as at March 31, 2020, and the statements of operations and 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, except for the possible 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 March 31, 2020, 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 Qualified Opinion

In common with similar not-for-profit organizations, Our Kids Count of Thunder Bay Inc. derives a portion of its revenue from donations, in-kind donations and other 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 donations, in-kind donations and fundraising revenue and excess (deficiency) of revenue over expenses for the years ended March 31, 2020 and 2019 and assets, liabilities and net assets as at March 31, 2020 and 2019. The audit opinion on the financial statements for the year ended March 31, 2019 was qualified accordingly because of the possible effects of the limitation in scope.

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 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.

## Supplementary Information

The supplementary information contained in Schedules 2 to 9 is presented for the purposes of additional analysis and is not part of the basic audited financial statements. The information in the schedules was derived from the accounting records tested in forming an opinion on the financial statements as a whole.

## 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.

## 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:

- 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 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 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.

Thunder Bay, Ontario

July 23, 2020

*MNP* LLP

Chartered Professional Accountants

Licensed Public Accountants

**Our Kids Count of Thunder Bay Inc.**  
**Statement of Financial Position**

*As at March 31, 2020*

	<b>2020</b>	<b>2019</b>
<b>Assets</b>		
<b>Current</b>		
Cash	143,213	162,613
Deposits	22,500	-
Accounts receivable (Note 3)	55,509	32,103
	<b>221,222</b>	194,716
<b>Capital assets (Note 4)</b>	<b>296,222</b>	308,514
<b>Marketable securities (Note 5)</b>	-	95,000
	<b>517,444</b>	598,230
<b>Liabilities</b>		
<b>Current</b>		
Accounts payable and accruals	51,810	59,981
Government remittances payable	13,924	13,306
Deferred revenue (Note 7)	31,910	14,705
	<b>97,644</b>	87,992
<b>Deferred contributions related to capital assets (Note 8)</b>	<b>141,087</b>	156,032
	<b>238,731</b>	244,024
<b>Contingencies (Note 10)</b>		
<b>Net Assets</b>		
Invested in capital assets	155,135	152,482
Unrestricted	123,578	201,724
	<b>278,713</b>	354,206
	<b>517,444</b>	598,230

Approved on behalf of the Board

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Director

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Director

*The accompanying notes are an integral part of these financial statements*

**Our Kids Count of Thunder Bay Inc.**  
**Statement of Operations and Changes in Net Assets**

*For the year ended March 31, 2020*

	<i>Restricted Fund</i>	<i>Unrestricted Fund</i>	<i>Invested in Capital Assets</i>	<b>2020</b>	<b>2019</b>
<b>Revenue</b>					
City of Thunder Bay	10,000	-	-	10,000	-
Public Health Agency of Canada	378,940	-	-	378,940	378,940
United Way of Thunder Bay	91,216	-	-	91,216	65,181
Northern Ontario Heritage Fund Corporation	-	48,303	-	48,303	-
The District of Thunder Bay Social Services Administration Board	21,880	-	-	21,880	23,250
Roots of Empathy	13,230	-	-	13,230	15,270
Donations and fundraising	-	291,678	-	291,678	394,480
National Big Brother Big Sister Lottery Trust	-	80,659	-	80,659	100,931
Kiwanis Club of Westfort	-	26,625	-	26,625	22,125
Thunder Bay Community Foundation	-	12,697	-	12,697	10,835
Other income	500	5,785	-	6,285	21,410
Amortization of deferred contributions related to capital assets <i>(Note 8)</i>	-	-	14,945	14,945	10,791
Prior year deferred revenue recognized <i>(Note 7)</i>	14,705	-	-	14,705	126,530
Less: current year deferred revenue <i>(Note 7)</i>	(31,910)	-	-	(31,910)	(14,705)
	514,264	465,747	14,945	994,956	1,161,786
<b>Expenses</b> <i>(Schedule 1)</i>	514,264	541,240	14,945	1,070,449	1,173,490
<b>Excess (deficiency) of revenue over expenses</b>	-	(75,493)	-	(75,493)	(11,704)
<b>Net assets, beginning of year</b>	-	201,724	152,482	354,206	365,910
<b>Change in invested in capital assets</b> <i>(Note 9)</i>	-	(2,653)	2,653	-	-
<b>Net assets, end of year</b>	-	123,578	155,135	278,713	354,206

*The accompanying notes are an integral part of these financial statements*

# Our Kids Count of Thunder Bay Inc.

## Statement of Cash Flows

For the year ended March 31, 2020

	2020	2019
<b>Cash provided by (used for) the following activities</b>		
<b>Operating</b>		
Deficiency of revenue over expenses	(75,493)	(11,704)
Amortization	14,945	10,791
Deferred contributions related to capital assets (net)	(14,945)	(10,791)
	(75,493)	(11,704)
Changes in working capital accounts		
Accounts receivable	(23,406)	3,724
Deposits	(22,500)	-
Accounts payable and accruals	(8,171)	(10,282)
Government remittances payable	618	290
Deferred revenue	17,205	(111,825)
	(111,747)	(129,797)
<b>Investing</b>		
Purchase of capital assets	(2,653)	(8,205)
Purchase of investments	-	(95,000)
Proceeds on disposal of investments	95,000	-
	92,347	(103,205)
<b>Decrease in cash resources</b>	<b>(19,400)</b>	<b>(233,002)</b>
<b>Cash resources, beginning of year</b>	<b>162,613</b>	<b>395,615</b>
<b>Cash resources, end of year</b>	<b>143,213</b>	<b>162,613</b>

The accompanying notes are an integral part of these financial statements

# Our Kids Count of Thunder Bay Inc.

## Notes to the Financial Statements

For the year ended March 31, 2020

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### 1. Purpose of the organization

Our Kids Count of Thunder Bay Inc. (the "Organization") was incorporated on April 16, 1998 as a not-for-profit organization without share capital under the laws of Ontario. The Organization's mission is to empower individuals to build stronger families and inclusive communities by enhancing people's lives through personal growth and development. The Organization receives support by way of grants and subsidies from various levels of government and, as such, is bound by the provisions of specific operating agreements. The Organization is a registered charity and is exempt from income tax under the Income Tax Act.

### 2. Significant accounting policies

The financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations as issued by the Accounting Standards Board in Canada using the following significant accounting policies:

#### ***Fund accounting***

The Organization reports using fund accounting. The Organization maintains three funds: Unrestricted Fund, Restricted Fund and Invested in Capital Assets.

#### Unrestricted Fund

The Unrestricted Fund reports revenue and expenses related to the general operations and administration.

#### Restricted Fund

The Restricted Fund reports assets, liabilities, revenue and expenses related to programs that are funded with restricted contributions.

#### Invested in Capital Assets

The Invested in Capital Assets reports the assets, liabilities, revenue and expenses related to the capital assets held by the Organization.

#### ***Use of estimates***

The preparation of financial statements in conformity 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 contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting period.

Accounts receivable are stated after evaluation as to their collectability and an appropriate allowance for doubtful accounts is provided where considered necessary.

Accounts payable and accruals are estimated based on historical charges for unbilled goods and services at year-end.

Deferred revenue is estimated based on management's review of revenue received, but unspent at year-end.

Deferred contributions related to capital assets and amortization on capital assets is based on the estimated useful lives of capital assets.

These estimates and assumptions are reviewed periodically and, as adjustments become necessary they are reported in excess of revenue over expenses in the periods in which they become known.

#### ***Revenue recognition***

The Organization uses the deferral method of accounting for contributions and reports on a fund accounting basis. Restricted contributions are recognized as revenue of the appropriate fund in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue in the Unrestricted Fund when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

#### ***Cash and cash equivalents***

The Organization's policy is to disclose bank balances as cash and cash equivalents, including bank overdrafts with balances that fluctuate frequently from being positive to overdrawn.

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**2. Significant accounting policies** *(Continued from previous page)*

**Contributed materials**

Contributions of materials and services are recognized both as contributions and expenses in the statement of operations and changes in net assets when a fair value can be reasonably estimated and when the materials and services are used in the normal course of the Organization's operations and would otherwise have been purchased.

Directors, committee members and general members donate their time to assist in the Organization's activities. While these services benefit the Organization considerably, a reasonable estimate of their amount and fair value cannot be made, and accordingly, these contributed services are not recognized in the financial statements.

**Government subsidies receivable (payable)**

The Organization receives a subsidy from the Public Health Agency of Canada based on an annual budget submission. The Board of Directors administers the funding based upon the signed service agreement. The Organization is required to file annual audited financial statements at year-end with the Public Health Agency of Canada. The audited statements are used for settlement of the year's activities. Settlement is reported in the year of determination.

**Capital assets**

Purchased capital assets are recorded at cost. Contributed capital assets are recorded at fair value at the date of contribution if fair value can be reasonably determined. Capital assets are amortized over their estimated useful lives on a straight-line basis commencing in the year of addition up to and excluding the year of disposal. The cost of major replacements and improvements to capital assets are capitalized and the cost of maintenance and repairs are expensed when incurred.

Amortization is provided using the straight-line method at rates intended to amortize the cost of assets over their estimated useful lives.

	<b>Rate</b>
Building	25 years
Computer equipment	5 years
Computer software	5 years
Furniture and fixtures	10 years
Paved surfaces	10 years

**Deferred contributions related to capital assets**

Deferred contributions related to capital assets represent the unamortized portion of contributed capital assets and restricted contributions that were used to purchase the Organization's capital assets. Recognition of these amounts as revenue is deferred to periods when the related capital assets are amortized.

**Long-lived assets**

Long-lived assets consist of capital assets. Long-lived assets held for use are measured and amortized as described in the applicable accounting policies.

When the Organization determines that a long-lived asset no longer has any long-term service potential to the Organization, the excess of its net carrying amount over any residual value is recognized as an expense in the statement of operations and changes in net assets. Write-downs are not reversed.

**2. Significant accounting policies** *(Continued from previous page)*

***Financial instruments***

The Organization recognizes its financial instruments when the Organization becomes party to the contractual provisions of the financial instrument. All financial instruments are initially recorded at their fair value, including financial assets and liabilities originated and issued in a related party transaction with management.

At initial recognition, the Organization may irrevocably elect to subsequently measure any financial instrument at fair value.

The Organization subsequently measures investments in equity instruments quoted in an active market at fair value. Fair value is determined by published price quotations. All other financial assets and liabilities are subsequently measured at amortized cost.

Transaction costs and financing fees directly attributable to the origination, acquisition, issuance or assumption of financial instruments subsequently measured at fair value are immediately recognized in the excess of revenue over expenses for the current period. Conversely, transaction costs and financing fees are added to the carrying amount for those financial instruments subsequently measured at cost or amortized cost.

***Financial asset impairment***

The Organization assesses impairment of all of its financial assets measured at cost or amortized cost. When there is an indication of impairment, the Organization determines whether it has resulted in a significant adverse change in the expected timing or amount of future cash flows during the year. If so, the Organization reduces the carrying amount of any impaired financial assets to the highest of: the present value of cash flows expected to be generated by holding the assets; the amount that could be realized by selling the assets; and the amount expected to be realized by exercising any rights to collateral held against those assets. Any impairment, which is not considered temporary, is included in current year excess of revenue over expenses.

The Organization reverses impairment losses on financial assets when there is a decrease in impairment and the decrease can be objectively related to an event occurring after the impairment loss was recognized. The amount of the reversal is recognized in the excess of revenue over expenses in the year the reversal occurs.

***Leases***

A lease that transfers substantially all of the benefits and risks of ownership is classified as a capital lease. At the inception of a capital lease, an asset and a payment obligation are recorded at an amount equal to the lesser of the present value of the minimum lease payments and the property's fair market value. Assets under capital leases are amortized on a straight-line basis, over their estimated useful lives. All other leases are accounted for as operating leases and rental payments are expensed as incurred.

An arrangement contains a lease where the arrangement conveys a right to use the underlying tangible asset, and whereby its fulfillment is dependent on the use of the specific tangible asset. After the inception of the arrangement, a reassessment of whether the arrangement contains a lease is made only in the event that:

- there is a change in contractual terms;
- a renewal option is exercised or an extension is agreed upon by the parties to the arrangement;
- there is a change in the determination of whether the fulfillment of the arrangement is dependent on the use of the specific tangible asset; or
- there is a substantial physical change to the specified tangible asset.

**Our Kids Count of Thunder Bay Inc.**  
**Notes to the Financial Statements**  
*For the year ended March 31, 2020*

**3. Accounts receivable**

	2020	2019
HST recoverable	5,037	5,943
Northern Ontario Heritage Fund Corporation	25,112	2,610
United Way	13,000	-
Other	12,360	23,550
	<b>55,509</b>	<b>32,103</b>

**4. Capital assets**

	Cost	Accumulated amortization	2020 Net book value	2019 Net book value
Land	79,424	-	79,424	79,424
Building	303,534	103,969	199,565	211,706
Computer equipment	9,330	9,330	-	-
Computer software	13,308	13,308	-	-
Furniture and fixtures	169,976	156,801	13,175	12,311
Paved surfaces	10,145	6,087	4,058	5,073
	<b>585,717</b>	<b>289,495</b>	<b>296,222</b>	<b>308,514</b>

**5. Marketable Securities**

	2020	2019
Term deposit held with Copperfin Credit Union - redeemed during the year.	-	95,000

**6. Bank indebtedness**

The Organization has available a bank overdraft to a maximum of \$30,000. The overdraft is secured by a general security agreement covering all assets and undertakings. Interest is charged at the bank's prime interest rate plus 2.5% (5.95% per annum at year-end). The balance outstanding on the bank overdraft as at March 31, 2020 is \$Nil (2019 - \$Nil).

**7. Deferred revenue**

During the year the Organization received revenue with respect to operating agreements which extend beyond the Organization's fiscal year-end. To the extent that such revenue had not been expended by the fiscal year-end, they have been recorded as deferred revenue. The relevant amounts and agreements to which they pertain are as follows:

	Balance, beginning of year	Amount received during the year	Amount recognized as revenue	2020	2019
Roots of Empathy	8,705	13,230	(15,329)	6,606	8,705
City of Thunder Bay Community Services	-	10,000	-	10,000	-
National Big Brother Big Sister	6,000	15,703	(21,703)	-	6,000
United Way	-	56,836	(41,532)	15,304	-
	<b>14,705</b>	<b>95,769</b>	<b>(78,564)</b>	<b>31,910</b>	<b>14,705</b>

# Our Kids Count of Thunder Bay Inc.

## Notes to the Financial Statements

*For the year ended March 31, 2020*

### 8. Deferred contributions related to capital assets

Deferred contributions related to capital assets consist of the unamortized amount of contributions received for the purchase of capital assets. Recognition of these amounts as revenue is deferred to periods when the related capital assets are amortized. Changes in deferred contributions related to capital assets are as follows:

	2020	2019
Balance, beginning of year	156,032	166,823
Less: amount amortized to revenue in the year	<b>(14,945)</b>	(10,791)
Balance, end of year	<b>141,087</b>	156,032

### 9. Change in invested in capital assets

The change in invested in capital assets is calculated as follows:

	2020	2019
Purchases of capital assets	2,653	8,206
Amortization expense	<b>(14,945)</b>	(10,791)
Amortization of deferred contributions related to capital assets	<b>14,945</b>	10,791
	<b>2,653</b>	8,206

### 10. Contingencies

The Organization is contingently liable to Public Health Agency of Canada, its major funding agency, for any expenditures that it may have made in contravention of the contract agreements with the agency and any surpluses may be subject to recovery by Public Health Agency of Canada, depending on the terms and conditions of the relevant contract agreement. The actual amount of any contingent liability is currently not determinable.

### 11. Economic dependence

The Organization's primary source of revenue is government grants. The grant funding can be cancelled if the Organization does not observe certain established guidelines. The Organization's ability to continue viable operations is dependent upon maintaining its right to follow the criteria within the government guidelines. As at the date of these financial statements, the Organization believes that it is in compliance with the guidelines.

### 12. Financial instruments

The Organization, as part of its operations, carries a number of financial instruments. It is management's opinion that the Organization is not exposed to significant interest, currency, credit, liquidity or other price risks arising from these financial instruments except as otherwise disclosed.

#### ***Fair value***

The fair value of current financial assets and current financial liabilities approximates their carrying value due to their short-term maturity dates.

#### ***Interest rate risk***

The Organization is exposed to interest rate risk due to the variable rate of interest on bank credit facilities. Changes in lending rates may cause fluctuations in cash flows and interest expense. In the opinion of management, the interest rate risk exposure to the Organization is low and not material.

# Our Kids Count of Thunder Bay Inc.

## Notes to the Financial Statements

For the year ended March 31, 2020

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### 13. Commitments

The Organization has entered into a 66-month lease with Compugen Finance Inc. with respect to computer equipment leases expiring June 19, 2020. Annual payments required under the lease are approximately \$4,144.

The Organization's estimated remaining payments are as follows:

2021	1,036
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### 14. Uncertainty with respect to COVID-19

The global outbreak of COVID-19 (coronavirus) has had a significant impact on businesses through the restrictions put in place by the Canadian, provincial and municipal governments regarding travel, business operations and isolation/quarantine orders. At this time, it is unknown the extent of the impact the COVID-19 outbreak may have on the Organization as this will depend on future developments that are highly uncertain and that cannot be predicted with confidence. These uncertainties arise from the inability to predict the ultimate geographic spread of the disease, and the duration of the outbreak, including the duration of travel restrictions, business closures or disruptions, and quarantine/isolation measures that are currently, or may be put, in place by Canada and other countries to fight the virus. The Organization is actively monitoring the effect on its financial condition and operations.

### 15. Change in accounting policy

#### ***Capital Assets Held by Not-for-Profit Organizations***

Effective April 1, 2019, the Organization adopted the Accounting Standard Board's (AcSB) new accounting standards improvements for not-for-profit organizations related to capital assets under Section 4433 Intangible Assets Held by Not-for-Profit Organizations. Applying this new Section results in changes to the determination of impairment and write-downs of capital assets and allows for the recognition of partial impairments of these assets.

There was no material impact on the financial statements from the application of the new accounting recommendations.

### 16. Comparative figures

Certain comparative figures have been reclassified to conform with current year presentation.

**Our Kids Count of Thunder Bay Inc.**  
**Schedule 1 - Schedule of Expenses**

*For the year ended March 31, 2020*

	<i>Restricted Programs</i>	<i>Unrestricted Programs</i>	<i>Invested in Capital Assets</i>	<i>2020</i>	<i>2019</i>
<b>Expenses</b>					
Administrative	1,787	2,016	-	3,803	7,534
Advertising	197	344	-	541	817
Amortization	-	-	14,945	14,945	10,791
Evaluation	28,788	-	-	28,788	25,036
Fundraising expense	3,648	121,411	-	125,059	217,781
Insurance	2,000	13,389	-	15,389	14,824
Meetings	3,067	1,576	-	4,643	5,309
Office and other	4,289	21,955	-	26,244	23,822
Professional development	1,269	3,933	-	5,202	8,472
Professional fees	7,300	3,641	-	10,941	12,442
Program materials	37,071	43,472	-	80,543	86,726
Rent	-	6,600	-	6,600	6,600
Repairs and maintenance	-	27,510	-	27,510	25,892
Salaries and benefits	407,411	282,352	-	689,763	694,682
Telephone and utilities	12,327	9,255	-	21,582	20,703
Travel	5,110	3,786	-	8,896	12,059
	<b>514,264</b>	<b>541,240</b>	<b>14,945</b>	<b>1,070,449</b>	<b>1,173,490</b>

**Our Kids Count of Thunder Bay Inc.**  
**Schedule 2 - Community Action Program for Children Revenue and Expenses**

*For the year ended March 31, 2020*

	<b>2020</b> <i>(unaudited)</i>	<b>2019</b> <i>(unaudited)</i>
<b>Revenue</b>		
Public Health Agency of Canada	<b>299,200</b>	299,200
<b>Expenses</b>		
Board and professional development	<b>1,269</b>	1,754
Evaluation	<b>23,764</b>	20,039
Meetings	<b>1,167</b>	1,188
Office and other	<b>2,286</b>	2,011
Professional fees	<b>2,900</b>	2,900
Program materials	<b>2,477</b>	4,339
Salaries and benefits	<b>257,548</b>	259,169
Telephone and utilities	<b>6,331</b>	6,111
Travel	<b>1,458</b>	1,689
	<b>299,200</b>	299,200
<b>Excess of revenue over expenses</b>	<b>-</b>	-

**Our Kids Count of Thunder Bay Inc.**  
**Schedule 3 - Canada Prenatal Nutrition Program Revenue and Expenses**

*For the year ended March 31, 2020*

	<b>2020</b> <i>(unaudited)</i>	<b>2019</b> <i>(unaudited)</i>
<b>Revenue</b>		
Public Health Agency of Canada	<b>79,740</b>	79,740
<b>Expenses</b>		
Evaluation	<b>5,024</b>	4,996
Office and other	<b>1,294</b>	892
Professional fees	<b>2,900</b>	2,900
Salaries and benefits	<b>63,526</b>	64,743
Telephone and utilities	<b>5,996</b>	5,285
Travel	<b>1,000</b>	924
	<b>79,740</b>	79,740
<b>Excess of revenue over expenses</b>	<b>-</b>	<b>-</b>

**Our Kids Count of Thunder Bay Inc.**  
**Schedule 4 - Roots of Empathy Revenue and Expenses**

*For the year ended March 31, 2020*

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	<b>2020</b>	<b>2019</b>
	<i>(unaudited)</i>	<i>(unaudited)</i>
<hr/>		
<b>Revenue</b>		
Roots of Empathy	<b>13,230</b>	15,270
Add: prior year deferred revenue recognized (Note 7)	<b>8,705</b>	10,019
Less: deferred revenue (Note 7)	<b>(6,606)</b>	(8,705)
	<hr/> <b>15,329</b>	<hr/> 16,584
<hr/>		
<b>Expenses</b>		
Program materials	<b>465</b>	301
Salaries and benefits	<b>14,864</b>	16,283
	<hr/> <b>15,329</b>	<hr/> 16,584
<hr/>		
<b>Excess of revenue over expenses</b>	<b>-</b>	-

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**Our Kids Count of Thunder Bay Inc.**  
**Schedule 5 - The District of Thunder Bay Social Services Administration Board Program**  
**Revenue and Expenses**  
*For the year ended March 31, 2020*

	<b>2020</b> <i>(unaudited)</i>	2019 <i>(unaudited)</i>
<b>Revenue</b>		
The District of Thunder Bay Social Services Administration Board	<b>21,880</b>	23,250
<b>Expenses</b>		
Advertising	-	186
Office and other	<b>560</b>	414
Program materials	<b>14,414</b>	15,780
Salaries and benefits	<b>6,906</b>	6,870
	<b>21,880</b>	23,250
<b>Excess of revenue over expenses</b>	-	-

**Our Kids Count of Thunder Bay Inc.**  
**Schedule 6 - United Way of Thunder Bay Program Revenue and Expenses**

*For the year ended March 31, 2020*

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	<b>2020</b>	<b>2019</b>
	<i>(unaudited)</i>	<i>(unaudited)</i>
<hr/>		
<b>Revenue</b>		
United Way of Thunder Bay	<b>56,836</b>	36,530
Prior year deferred revenue recognized	-	12,177
Less: deferred revenue	<b>(15,304)</b>	-
	<hr/> <b>41,532</b>	<hr/> 48,707
<hr/>		
<b>Expenses</b>		
Program materials	<b>19,116</b>	22,692
Salaries and benefits	<b>22,416</b>	29,033
	<hr/> <b>41,532</b>	<hr/> 51,725
<hr/>		
<b>Excess (deficiency) of revenue over expenses</b>	<b>-</b>	<b>(3,018)</b>

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**Our Kids Count of Thunder Bay Inc.**  
**Schedule 7 - General Program Revenue and Expenses**

*For the year ended March 31, 2020*

	<b>2020</b> <i>(unaudited)</i>	<b>2019</b> <i>(unaudited)</i>
<b>Revenue</b>		
Donations and fundraising	<b>291,678</b>	394,480
NOHFC grants	<b>48,303</b>	-
Other income	<b>5,785</b>	3,600
Thunder Bay Community Foundation	<b>12,697</b>	10,835
Kiwanis Club of Westfort	<b>26,625</b>	22,125
	<b>385,088</b>	431,040
<b>Expenses</b>		
Advertising	<b>344</b>	198
Administrative	<b>2,016</b>	3,658
Board and professional development	<b>3,933</b>	6,718
Insurance	<b>1,500</b>	300
Fundraising expense	<b>86,922</b>	79,042
Meetings	<b>1,576</b>	2,614
Office and other	<b>14,340</b>	15,276
Professional fees	<b>3,641</b>	5,142
Program materials	<b>19,315</b>	24,634
Rent	<b>6,600</b>	6,600
Repairs and maintenance	<b>26,527</b>	25,725
Salaries and benefits	<b>282,352</b>	267,245
Telephone and utilities	<b>477</b>	1,389
Travel	<b>3,786</b>	7,420
	<b>453,329</b>	445,961
<b>Deficiency of revenue over expenses</b>	<b>(68,241)</b>	(14,921)

**Our Kids Count of Thunder Bay Inc.**  
**Schedule 8 - Lottery Trust Revenue and Expenses**

*For the year ended March 31, 2020*

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	<b>2020</b>	2019
	<i>(unaudited)</i>	<i>(unaudited)</i>
<b>Revenue</b>		
Fundraising	<b>80,659</b>	100,931
Prior year deferred revenue recognized	-	88,622
	<b>80,659</b>	189,553
<b>Expenses</b>		
Fundraising expense	<b>34,489</b>	134,968
Insurance	<b>11,889</b>	11,524
Office and other	<b>7,615</b>	4,229
Program materials	<b>24,157</b>	18,536
Repairs and maintenance	<b>983</b>	167
Telephone and utilities	<b>8,779</b>	7,919
	<b>87,912</b>	177,343
<b>Excess (deficiency) of revenue over expenses</b>	<b>(7,253)</b>	12,210

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**Our Kids Count of Thunder Bay Inc.**  
**Schedule 9 - National Big Brother Big Sister Revenue and Expenses**

*For the year ended March 31, 2020*

	<b>2020</b> <i>(unaudited)</i>	<b>2019</b> <i>(unaudited)</i>
<b>Revenue</b>		
United Way of Thunder Bay	<b>34,380</b>	28,651
City of Thunder Bay	<b>10,000</b>	-
Fundraising and other income	<b>500</b>	17,810
National Big Brother Big Sister	<b>15,703</b>	6,748
Prior year deferred revenue recognized	<b>6,000</b>	15,712
Less: deferred revenue	<b>(10,000)</b>	(6,000)
	<b>56,583</b>	62,921
<b>Expenses</b>		
Administrative	<b>1,787</b>	3,876
Advertising	<b>197</b>	434
Fundraising expense	<b>3,648</b>	3,771
Insurance	<b>2,000</b>	3,000
Meetings	<b>1,900</b>	1,508
Office and other	<b>149</b>	1,000
Professional fees	<b>1,500</b>	1,500
Program materials	<b>599</b>	444
Salaries and benefits	<b>42,151</b>	51,339
Travel	<b>2,652</b>	2,026
	<b>56,583</b>	68,898
<b>Excess (deficiency) of revenue over expenses</b>	<b>-</b>	<b>(5,977)</b>