

Coaching Association of Canada
Financial Statements
For the Year Ended March 31, 2024

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Independent Auditor's Report

To the members of Coaching Association of Canada

Opinion

We have audited the financial statements of Coaching Association of Canada (the "Association"), which comprise the statement of financial position as at March 31, 2024, the statements of operations, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Association as at March 31, 2024, and its financial performance and cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Association 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 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 Association'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 Association or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Association'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 Association'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 Association'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 Association 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.

BDO Canada LLP

Chartered Professional Accountants, Licensed Public Accountants

Ottawa, Ontario
June 10, 2024

Coaching Association of Canada Statement of Financial Position

March 31	2024	2023
Assets		
Current		
Cash	\$ 1,570,663	\$ 1,309,060
Investments (Note 2)	1,455,581	1,052,301
Accounts receivable	135,464	103,864
Grants receivable	155,260	179,646
Government sales tax receivable	122,723	141,452
Prepaid expenses	409,198	242,620
	3,848,889	3,028,943
Investments (Note 2)	-	102,904
Tangible capital assets (Note 3)	5,450	10,297
	\$ 3,854,339	\$ 3,142,144

Liabilities and Net Assets

Current		
Accounts payable and accrued liabilities	\$ 728,595	\$ 1,079,251
Deferred contributions (Note 4)	482,704	177,647
Deferred revenue	66,007	57,969
	1,277,306	1,314,867
Contractual obligations (Note 5)		
Net Assets		
Invested in tangible capital assets	5,450	10,297
Internally restricted for future development	500,000	500,000
Unrestricted	2,071,583	1,316,980
	2,577,033	1,827,277
	\$ 3,854,339	\$ 3,142,144

On behalf of the Board:



Director



Director

Coaching Association of Canada
Statement of Changes in Net Assets

For the year ended March 31	Unrestricted	Invested in tangible capital assets	Internally restricted for future development	2024	2023
Balance, beginning of the year	\$ 1,316,980	\$ 10,297	\$ 500,000	\$ 1,827,277	\$ 1,336,633
Excess (deficiency) of revenues over expenses	754,603	(4,847)	-	749,756	490,644
Balance, end of the year	\$ 2,071,583	\$ 5,450	\$ 500,000	\$ 2,577,033	\$ 1,827,277

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

Coaching Association of Canada Statement of Operations

For the year ended March 31	2024	2023
Revenue		
Grants		
Sport Canada	\$ 4,553,149	\$ 4,724,490
Public Health Agency of Canada	1,639,915	1,573,091
Other grants	232,961	-
E-commerce	763,220	624,866
Partners fees and sales	583,673	587,218
Sponsorship	220,835	259,931
International projects	208,985	163,987
Registration fees	120,821	73,276
Unrealized gain (loss) in investments	112,753	(6,550)
Other revenue	81,982	59,180
	8,518,294	8,059,489
Expenses		
Administration	2,090,207	1,996,700
Educational and partnerships	1,592,168	1,449,564
Innovation and business enablement	231,298	173,450
International projects	82,999	56,648
Marketing and communications	457,660	466,050
Salaries and benefits	2,892,442	2,728,442
Sport safety	421,764	697,991
	7,768,538	7,568,845
Excess of revenues over expenses	\$ 749,756	\$ 490,644

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

Coaching Association of Canada Statement of Cash Flows

For the year ended March 31	2024	2023
Cash flows from operating activities		
Excess of revenues over expenses	\$ 749,756	\$ 490,644
Items not affecting cash:		
Amortization of tangible capital assets	4,847	14,500
Unrealized (gain) loss on investments	(112,753)	6,550
	641,850	511,694
Changes in non-cash working capital:		
Accounts receivable	(31,600)	(9,890)
Grants receivable	24,386	(69,837)
Government sales tax receivable	18,729	(47,675)
Prepaid expenses	(166,578)	(76,615)
Accounts payable and accrued liabilities	(350,656)	492,782
Deferred contributions	305,057	142,272
Deferred revenue	8,038	(2,768)
	449,226	939,963
Cash flows from investing activities		
Increase in investments	(187,623)	-
Net increase in cash	261,603	939,963
Cash, beginning of the year	1,309,060	369,097
Cash, end of the year	\$ 1,570,663	\$ 1,309,060

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

Coaching Association of Canada Notes to Financial Statements

March 31, 2024

1. Significant Accounting Policies

Nature and Purpose of Organization	Coaching Association of Canada (the "Association") is a non-profit Registered Canadian Amateur Athletic Association incorporated in 1971 without share capital under the Canada Not-for-profit Corporations Act. It's mission is to enhance the experience of all athletes and participants in Canada through quality coaching. The Association is registered charity under the Income Tax Act and, as such, is exempted from income taxes and may issue income tax receipts to donors.
Basis of Accounting	The financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations.
Revenue Recognition	<p>The Association follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expense is incurred. Unrestricted contributions are recognized as revenue then they are received or can be reasonably assured.</p> <p>Partner fees and sales, registration fees, E-commerce, and international projects are recognized as revenue during the period to which it relates.</p> <p>Sponsorship revenue is recognized when the event occurs.</p> <p>Investment income is recognized as revenue in the year in which it is earned.</p>
Financial Instruments	<p><u>Initial and subsequent measurement</u></p> <p>The Association initially measures its financial assets and liabilities at fair value. The Association subsequently measures all its financial assets and financial liabilities at amortized cost, except for investments, which consist of term deposits and mutual funds, and are measured at fair value. Changes in fair value of these financial instruments are recognized in the statement of operations in the year incurred.</p> <p><u>Impairment</u></p> <p>Financial assets measured at amortized cost are tested for impairment when there are indications of possible impairment.</p> <p><u>Transaction costs</u></p> <p>Transaction costs related to financial instruments that will be subsequently measured at fair value are recognized in the statement of operations in the year incurred. Transaction costs related to financial instruments subsequently measured at amortized cost are included in the original cost of the asset or liability and recognized in the statement of operations over the life of the instrument using the straight-line method.</p>

Coaching Association of Canada
Notes to Financial Statements

March 31, 2024

1. Significant Accounting Policies (continued)

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 the reported amounts of revenues and expenses for the year covered. The main estimates relate to valuation of accounts receivable.				
Tangible Capital Assets	<p>Tangible capital assets are accounted for at cost less accumulated amortization. Amortization are recorded at cost and amortization is calculated on the declining basis.</p> <table><tr><td>Office furniture</td><td style="text-align: right;">20%</td></tr><tr><td>Computer equipment</td><td style="text-align: right;">45%</td></tr></table> <p>Computer software is expensed in the year it is purchased.</p>	Office furniture	20%	Computer equipment	45%
Office furniture	20%				
Computer equipment	45%				
Contributed Materials and Services	Contributed materials and services which are used in the normal course of the Association's operations and would otherwise have been purchased are not recorded due to the difficulties of estimation.				

Coaching Association of Canada
Notes to Financial Statements

March 31, 2024

2. Investments

	2024	2023
Short-term investments		
IG Core Portfolio Balanced Fund	\$ 1,149,153	\$ 949,798
Term deposit, bearing interest at a fixed rate of 2.54% per annum, maturing in		
February 2025	105,683	102,503
Term deposit, bearing interest at a fixed rate of 4.25% per annum, maturing in		
March 2025	200,745	-
	\$ 1,455,581	\$ 1,052,301
Long-term investment		
Term deposit, bearing interest at a fixed rate of 2.54% per annum, matured		
during the year	\$ -	\$ 102,904
	\$ 1,455,581	\$ 1,155,205

3. Tangible Capital Assets

	2024		2023	
	Cost	Accumulated Amortization	Cost	Accumulated Amortization
Office furniture	\$ 8,525	\$ 7,675	\$ 8,525	\$ 7,463
Computer equipment	68,284	63,684	96,593	87,358
	76,809	71,359	105,118	94,821
Net carrying value		\$ 5,450		\$ 10,297

Coaching Association of Canada Notes to Financial Statements

March 31, 2024

4. Deferred Contributions

Deferred contributions reported in the statement of financial position represent grants and other externally restricted amounts related to subsequent years or for which the related expenses have not yet been incurred. The variations in the balance of deferred contributions are as follows:

	<u>2024</u>	<u>2023</u>
Beginning balance	\$ 177,647	\$ 35,375
Add: amounts received during the year	399,884	147,272
Less: amounts recognized as revenue	<u>(94,827)</u>	<u>(5,000)</u>
Ending balance	<u>\$ 482,704</u>	<u>\$ 177,647</u>

5. Contractual Obligations

The Association entered into a long-term lease for office space, furniture, IT infrastructure and fit-up with the Recreation Association of the Public Service of Canada. The lease renewal started October 1, 2023 and extends to September 30, 2028, with a total commitment of \$595,481. The minimum payments for the next five fiscal years are as below.

The Association has also entered into an agreement with Delta Hotel for the 2024 Petro-Canada Sport Leadership Sportif Conference taking place in November 2024. The minimum payment based on the cancellation policy is \$87,927.

2025	\$ 220,256
2026	\$ 132,329
2027	\$ 132,329
2028	\$ 132,329
2029	<u>\$ 66,165</u>
	<u>\$ 683,408</u>

Coaching Association of Canada Notes to Financial Statements

March 31, 2024

6. Financial Instruments

Credit risk

The Association is exposed to credit risk for its accounts receivable. The Association assesses the collectibility of these receivables on a continuous basis, on the basis of amounts it is virtually certain to receive. The Association is also exposed to credit risk as all of its bank accounts are in one financial institution. There have not been any changes in the credit risk from the prior year.

Interest rate risk

The Association is exposed to interest rate risk on its fixed interest rate financial instruments. Fixed interest instruments subject the Institute to a fair value risk, since fair value fluctuates inversely to changes in market interest rates. The Association is exposed to this risk for its investments. There have not been any changes in the interest rate risk from the prior year.

Other price risk

The Association is exposed to other price risk through its investments for which the value fluctuates with the quoted market price. The risk has not changed since last year.

7. Economic Dependence

Approximatey 53% (2023 - 59%) of the revenue reported in the statement of operations in the year is related to contributions received from Sport Canada. If the contributions are not continued or replaced, the Association would not be able to continue its operations at the current level.