

VANCOUVER RECITAL SOCIETY

FINANCIAL STATEMENTS

AUGUST 31, 2019

INDEPENDENT AUDITOR'S REPORT

To the Members of
Vancouver Recital Society

Report on the Audit of the Financial Statements

Qualified Opinion

We have audited the financial statements of Vancouver Recital Society (the "Society"), which comprise the statement of financial position as at August 31, 2019, and the statement of operations, the statement of changes in net assets, and the statement of 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 Society as at August 31, 2019, and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for Qualified Opinion

In common with many not-for-profit organizations, the Society derives some revenue from voluntary contributions the completeness of which is not susceptible to satisfactory audit verification. Accordingly, verification of these revenues was limited to the amounts recorded in the records of the Society. Therefore, we were not able to determine whether any adjustments might be necessary to donations revenue, excess of revenues over expenses, and cash flows from operations for the years ended August 31, 2019 and 2018, current assets as at August 31, 2019 and 2018, and net assets as at both the beginning and end of the August 31, 2019 and 2018 years. Our audit opinion on the financial statements for the year ended August 31, 2018 was modified accordingly because of the possible effects of this 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 Society 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 audit 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 Society'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 Society or to cease operations, or has no realistic alternative but to do so.

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

Report on Other Legal and Regulatory Requirements

As required by the *Societies Act* (British Columbia), we report that, in our opinion, the accounting principles in the Canadian accounting standards for not-for-profit organizations have been applied on a basis consistent with that of the preceding year.

BANK TILLY WY LLP

CHARTERED PROFESSIONAL ACCOUNTANTS

Vancouver, Canada
January 10, 2020

VANCOUVER RECITAL SOCIETY
(Organized under the Societies Act of British Columbia)

STATEMENT OF FINANCIAL POSITION

AUGUST 31, 2019

	<u>ASSETS</u>	<u>2019</u>	<u>2018</u>
Current assets			
Cash - operations fund (note 3)	\$	1,039,389	\$ 800,987
- audience development fund		---	50,000
- succession planning fund		---	100,000
- special projects and events development fund		---	98,177
Accounts receivable		45,680	36,521
Prepaid expenses		<u>11,968</u>	<u>16,741</u>
		1,097,037	1,102,426
Long-term investment (note 4)		300,000	<u>100,000</u>
Capital assets (note 5)		<u>144,991</u>	<u>137,417</u>
	\$	<u>1,542,028</u>	\$ <u>1,339,843</u>
 <u>LIABILITIES</u> 			
Current liabilities			
Accounts payable	\$	50,483	\$ 43,877
Government remittances payable		10,366	8,103
Deferred subscriptions and ticket sales, grants, sponsorships and other revenue (note 6)		<u>676,920</u>	<u>524,493</u>
		<u>737,769</u>	<u>576,473</u>
 <u>NET ASSETS</u> 			
Operations fund		659,268	377,776
Audience development fund		---	50,000
Succession planning fund		---	100,000
Special projects and events development fund		---	98,177
Capital asset fund		<u>144,991</u>	<u>137,417</u>
		<u>804,259</u>	<u>763,370</u>
	\$	<u>1,542,028</u>	\$ <u>1,339,843</u>

Approved by the Directors

_____, Director

_____, Director

VANCOUVER RECITAL SOCIETY
STATEMENT OF OPERATIONS
FOR THE YEAR ENDED AUGUST 31, 2019

	<u>2019</u>	<u>2018</u>
Revenue		
Subscriptions and ticket sales	\$ 492,957	\$ 384,690
Community gaming grant	22,500	22,500
Grants and donations - Foundations	221,226	190,846
Grants - Government	39,300	33,509
Sponsorships	<u>130,000</u>	<u>103,000</u>
	<u>905,983</u>	<u>734,545</u>
Allocated concert expenses		
Artists' fees, travel and accommodation	382,987	269,600
Commissions on ticket sales	24,801	10,869
Marketing and publicity	152,760	119,994
Other production costs	60,294	41,880
Theatre rent	<u>63,715</u>	<u>64,967</u>
	<u>684,557</u>	<u>507,310</u>
	221,426	227,235
Other income		
CD and book sales, net loss	(60)	(794)
Donations revenue	314,448	413,016
Foreign exchange gain	18,404	30,753
Interest and miscellaneous	2,911	12,563
Special events, net	---	1,228
Vancouver Foundation distribution (note 4 and 7)	<u>20,965</u>	<u>17,213</u>
Contribution towards unallocated production and other expenses	<u>578,094</u>	<u>701,214</u>
Unallocated production and other expenses		
Amortization	12,218	12,415
Wages and consulting fees	372,838	369,151
Fundraising costs	3,031	3,077
Office and miscellaneous	<u>149,118</u>	<u>114,037</u>
	<u>537,205</u>	<u>498,680</u>
Excess of revenue over expenses for the year	<u>\$ 40,889</u>	<u>\$ 202,534</u>

See accompanying notes to the financial statements.

VANCOUVER RECITAL SOCIETY
STATEMENT OF CHANGES IN NET ASSETS
FOR THE YEAR ENDED AUGUST 31, 2019

	Operations Fund	Audience Development Fund	Succession Planning Fund	Special Projects and Events Development Fund	Capital Asset Fund	Total	
						2019	2018
Net assets, beginning of the year	\$ 377,776	\$ 50,000	\$ 100,000	\$ 98,177	\$ 137,417	\$ 763,370	\$ 560,836
Interfund transfers (note 8)	248,177	(50,000)	(100,000)	(98,177)	---	---	---
Acquisition of capital assets	(19,792)	---	---	---	19,792	---	---
Excess (deficiency) of revenue over expenses for the year	<u>53,107</u>	<u>---</u>	<u>---</u>	<u>---</u>	<u>(12,218)</u>	<u>40,889</u>	<u>202,534</u>
Net assets, end of the year	<u>\$ 659,268</u>	<u>\$ ---</u>	<u>\$ ---</u>	<u>\$ ---</u>	<u>\$ 144,991</u>	<u>\$ 804,259</u>	<u>\$ 763,370</u>

See accompanying notes to the financial statements.

VANCOUVER RECITAL SOCIETY
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED AUGUST 31, 2019

	<u>2019</u>	<u>2018</u>
Cash from operating activities		
Excess of revenue over expenses for the year	\$ 40,889	\$ 202,534
Item not involving cash		
Amortization	<u>12,218</u>	<u>12,415</u>
	53,107	214,949
Net change in non-cash working capital balances		
Accounts receivable	(9,159)	(11,789)
Prepaid expenses	4,773	(5,914)
Accounts payable	6,606	9,969
Government remittances payable	2,263	(1,370)
Deferred subscriptions and ticket sales, grants, sponsorships and other revenue, net	<u>152,427</u>	<u>60,959</u>
	<u>210,017</u>	<u>266,804</u>
Cash from (used in) investing activities		
Proceeds from disposition of short-term investment	---	86,604
Decrease in cash held for succession planning fund	---	100,000
Proceeds from disposition of short-term investment held for special projects and events development fund	---	97,345
Acquisition of long-term investment	(200,000)	(100,000)
Acquisition of capital assets	<u>(19,792)</u>	<u>---</u>
	<u>(219,792)</u>	<u>183,949</u>
Increase (decrease) in cash during the year	(9,775)	450,753
Cash, beginning of the year	<u>1,049,164</u>	<u>598,411</u>
Cash, end of the year	<u>\$ 1,039,389</u>	<u>\$ 1,049,164</u>
Cash is presented as follows:		
Operations fund	\$ 1,039,389	\$ 800,987
Audience development fund	---	50,000
Succession planning fund	---	100,000
Special projects and events development fund	<u>---</u>	<u>98,177</u>
	<u>\$ 1,039,389</u>	<u>\$ 1,049,164</u>

See accompanying notes to the financial statements.

VANCOUVER RECITAL SOCIETY
NOTES TO THE FINANCIAL STATEMENTS
AUGUST 31, 2019

1. General

Vancouver Recital Society (the "Society") is a registered charitable organization which was incorporated on June 5, 1980. The purpose of the Society is to promote and foster musical life in the province of British Columbia. The Society presents a recital series from September to May. The Society is a registered charity under the Income Tax Act and, as such, is exempt from income taxes.

2. Summary of significant accounting policies

The Society's accounting policies and its standards of financial disclosures are in accordance with Canadian accounting standards for not-for-profit organizations.

a) Fund accounting - The Society follows the restricted fund method of accounting for contributions. The fund classifications are:

i) Operations fund

The operations fund includes those amounts which pertain to the Society's operations. The operations fund absorbs all administrative costs pertaining to the Society.

ii) Audience development fund

The audience development fund includes amounts internally restricted by the board of directors for developing new and diverse audiences.

iii) Succession planning fund

The succession planning fund includes amounts internally restricted by the board of directors for developing a plan for succession and a strategic vision for the future of the Society.

iv) Special projects and events development fund

The special projects and events development fund includes amounts internally restricted by the board of directors for developing special projects and events.

v) Capital asset fund

The capital asset fund includes the furniture and equipment, and piano recorded on the books of the Society as well as proceeds received from the sale of capital assets and donations received for the acquisition of capital assets.

VANCOUVER RECITAL SOCIETY
NOTES TO THE FINANCIAL STATEMENTS
AUGUST 31, 2019

2. Summary of significant accounting policies - continued

- b) Financial instruments - All financial instruments are measured at fair value on initial recognition. After initial recognition, financial instruments are measured at cost or amortized cost using the effective interest method. Financial assets measured at cost or amortized cost include cash and cash equivalents, accounts receivable and long-term investment. Financial liabilities measured at cost or amortized cost include accounts payable. Financial assets are tested for impairment at the end of each year, to determine whether there are indicators that the asset may be impaired. The amount of the write-down, if any, is recognized in the statement of operations. A reversal may be recorded provided the carrying amount does not exceed original cost. The amount of a reversal, if any, is recognized, in the statement of operations.
- c) Cash and cash equivalents - Cash and cash equivalents include cash on account and investments in short-term deposits that have maturities or are redeemable within ninety days of acquisition.
- d) Capital assets - With effect from September 1, 1995 capital assets are recorded at cost and amortization is provided by the following methods at the following annual rates:
 - Furniture and equipment - 20% and 30% declining balance method
 - Piano - 5% declining balance method
 - Leasehold improvements - straight-line over the lease term

Amortization expense is recorded in the capital asset fund.

- e) Revenue recognition - Revenues are recorded when they are received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Subscriptions and ticket sales, grants, sponsorships and other revenue which relate to activities of a subsequent year, are reflected as deferred revenue at year-end. Restricted contributions to the operations fund are recognized as revenue in the year in which the related expenses are incurred.
- f) Contributed services and materials - Donated services and materials are not recorded except for artists' fees and theatre rent paid by other organizations, where the fair value can be reasonably estimated, which are reflected as grants revenue with a corresponding charge recorded as artists' fees or theatre rent, as applicable.
- g) Expenses - Expenses are recorded when incurred on an accrual basis.
- h) Foreign currency translation - The Society follows the temporal method of translation whereby monetary assets and liabilities are translated at the exchange rate in effect at the fiscal year end, non-monetary items are translated at historical exchange rates, and revenue and expenses are translated at the exchange rate in effect at the time the revenue is earned or the expense is incurred. Translation gains and losses are included in the statement of operations.

VANCOUVER RECITAL SOCIETY
NOTES TO THE FINANCIAL STATEMENTS
AUGUST 31, 2019

2. Summary of significant accounting policies - continued

- i) 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. Actual results could differ from those estimates.

3. Cash

Included in cash – operations fund at August 31, 2019 is \$20,092 (2018 - \$22,584) of restricted cash received from a Province of British Columbia Community Gaming Grant. This cash is to be used for the 2020 fiscal year to assist with artist fees, production, marketing and other costs essential to the direct delivery of the program. Also included in cash – operations fund at August 31, 2019 is \$502,484 U.S. See note 9a.

4. Long-term investment

Long-term investment is an investment in units of the Vancouver Foundation's Consolidated Trust Fund (the "Fund"). The Fund has transferable terms where the Society is able to request a redemption of capital subject to a holding period. In the first year, no access to capital is permitted. During the subsequent four years, the Society may request in writing to redeem up to 10% annually (not cumulative). In the fifth year the Society may request to redeem all or a portion of the remaining capital. Income earned is allocated to the Fund on a quarterly basis.

5. Capital assets

	<u>2019</u>			<u>2018</u>
	<u>Cost</u>	<u>Accumulated Amortization</u>	<u>Net</u>	<u>Net</u>
Furniture and equipment	\$ 114,078	\$ 95,855	\$ 18,223	\$ 23,770
Piano	194,679	86,714	107,965	113,647
Leasehold improvements	19,792	989	18,803	---
	<u>\$ 328,549</u>	<u>\$ 183,558</u>	<u>\$ 144,991</u>	<u>\$ 137,417</u>

VANCOUVER RECITAL SOCIETY
NOTES TO THE FINANCIAL STATEMENTS
AUGUST 31, 2019

6. Deferred subscriptions and ticket sales, grants, sponsorships and other revenue

	2019		
	Subscriptions and ticket sales	Grants, sponsorships and other	Total
Balance, beginning of the year	\$ 355,109	\$ 169,384	\$ 524,493
Amounts realized	(355,109)	(154,384)	(509,493)
Amounts received	440,633	221,287	661,920
Balance, end of the year	\$ 440,633	\$ 236,287	\$ 676,920

	2018		
	Subscriptions and ticket sales	Grants, sponsorships and other	Total
Balance, beginning of the year	\$ 335,414	\$ 128,120	\$ 463,534
Amounts realized	(335,414)	(128,120)	(463,534)
Amounts received	355,109	169,384	524,493
Balance, end of the year	\$ 355,109	\$ 169,384	\$ 524,493

7. Vancouver Foundation endowment fund

Pursuant to an agreement entered into during 1993, an endowment fund with the Vancouver Foundation was established. Annual income from the fund is distributed to the Society. The Society is restricted in its right to withdraw any assets contributed to the endowment fund. The contributions to the endowment fund are held in perpetuity. Accordingly, the endowment fund is not reflected in the financial statements.

8. Interfund transfers

During the year, the Society's Board of Directors made the determination to transfer \$50,000 from the Audience Development Fund, \$100,000 from the Succession Planning Fund, and \$98,177 from the Special Projects and Events Development Fund to the Operations Fund.

VANCOUVER RECITAL SOCIETY
NOTES TO THE FINANCIAL STATEMENTS
AUGUST 31, 2019

9. Commitments

- a) Under the terms of agreements with artists, the Society has agreed to pay artists' fees of approximately \$64,500 and \$248,200 U.S. for performances in fiscal 2020. Under various agreements, the Society is also required to pay certain artists' travel costs as incurred related to future performances. See note 3.
- b) Under the terms of an office operating lease which expires March 31, 2024, with an option to extend for an additional term of 5 years, the company is committed to make following payments:

	\$
2020	12,250
2021	12,850
2022	13,575
2023	14,600
2024	<u>8,925</u>
	<u>62,200</u>

Furthermore, the Society is required to pay its share of certain operating expenses and property taxes incurred by the lessor of the Society's office lease.

10. Financial instruments risks

The significant risks the Society's financial instruments are exposed to are credit risk, currency risk and liquidity risk, each of which is discussed below.

- a) 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. The financial instruments that potentially subject the Society to a significant credit risk consist primarily of cash, accounts receivable and long-term investment. The Society mitigates its exposures to credit loss by holding its cash with a Schedule II bank and its long-term investment with the Vancouver Foundation. The Society believes that its accounts receivable credit risk exposure is limited.
- b) Currency risk – Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. A significant portion of the Society's cash is denominated in U.S. dollars and the Society is committed to paying a significant portion of the artists' fees for the upcoming year in U.S. dollars. Consequently, the Society is subject to the risk of fluctuating exchange rates.
- c) Liquidity risk - Liquidity risk relates to the risk the Society will encounter difficulty in meeting its obligations associated with financial liabilities. Its financial liabilities consist of accounts payable. Management closely monitors cash flow requirements to ensure that it has sufficient cash available to meet obligations.

VANCOUVER RECITAL SOCIETY
NOTES TO THE FINANCIAL STATEMENTS
AUGUST 31, 2019

11. Remuneration

During the year, three people (2018 - two people) received remuneration of at least \$75,000 and the remuneration amounted to approximately \$258,500 (2018 - \$180,500) in total.

12. Subsequent event

The Society received an unrestricted bequest of \$25,000 on November 15, 2019.