

**Coaching Association of Canada  
Financial Statements**

**March 31, 2014**



## INDEPENDENT AUDITORS' REPORT

To the Board of Directors,  
**Coaching Association of Canada:**

We have audited the accompanying financial statements of Coaching Association of Canada, which comprise the statement of financial position as at March 31, 2014, and the statements of changes in net assets, revenue and expenditure and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### Management's responsibility 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.

### Auditors' responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Coaching Association of Canada as at March 31, 2014, and the results of its operations and its cash flows for the years then ended in accordance with Canadian accounting standards for not-for-profit organizations.

*O H C D L P.*

**OUSELEY HANVEY CLIPSHAM DEEP LLP**  
Licensed Public Accountants

Ottawa, Ontario  
June 6, 2014

# COACHING ASSOCIATION OF CANADA

(Incorporated under the laws of Canada)

## STATEMENT OF FINANCIAL POSITION

As at March 31, 2014

	2014	2013
<b>ASSETS</b>		
Current assets:		
Cash	\$ 497,086	\$ 957,815
Accounts receivable	135,889	513,004
Government sales taxes receivable	19,343	48,924
Prepaid expenses	49,643	89,958
	<hr/> 701,961	<hr/> 1,609,701
Marketable Securities (note 3)	575,446	304,219
Capital assets - (note 2)	<hr/> 62,819	<hr/> 56,598
	<hr/> <hr/> \$ 1,340,226	<hr/> <hr/> \$ 1,970,518
<b>LIABILITIES AND NET ASSETS</b>		
Current liabilities:		
Accounts payable	\$ 535,388	\$ 891,925
Deferred revenue	<hr/> 10,000	<hr/> 17,500
	<hr/> <hr/> 545,388	<hr/> <hr/> 909,425
Net assets:		
Net assets invested in capital assets	62,819	56,598
Net assets held for future development	500,000	300,000
Unrestricted net assets	<hr/> 232,019	<hr/> 704,495
	<hr/> <hr/> 794,838	<hr/> <hr/> 1,061,093
	<hr/> <hr/> \$ 1,340,226	<hr/> <hr/> \$ 1,970,518

On behalf of the Board:

Director

Director



# COACHING ASSOCIATION OF CANADA

## STATEMENT OF CHANGES IN NET ASSETS

For the year ended March 31, 2014

	2014	2013
<b>NET ASSETS INVESTED IN CAPITAL ASSETS</b>		
Balance, beginning of year	\$ 56,598	\$ 57,872
Purchase of capital assets	20,491	13,775
Loss on disposal of capital assets	(1,081)	(3,402)
Amortization	(13,189)	(11,647)
Balance, end of year	<u>\$ 62,819</u>	<u>\$ 56,598</u>
<b>NET ASSETS HELD FOR FUTURE DEVELOPMENT</b>		
Balance, beginning and end of year	\$ 300,000	\$ 300,000
Transfer from unrestricted net assets (note 8)	200,000	-
Balance, end of year	<u>\$ 500,000</u>	<u>\$ 300,000</u>
<b>UNRESTRICTED NET ASSETS</b>		
Balance, beginning of year	\$ 704,495	\$ 561,771
Net revenue (expenditure) for the year	(266,255)	141,450
Investment in capital assets	(6,221)	1,274
Transfer to net assets held for future development (note 8)	(200,000)	-
Balance, end of year	<u>\$ 232,019</u>	<u>\$ 704,495</u>

# COACHING ASSOCIATION OF CANADA

## STATEMENT OF REVENUE AND EXPENDITURE

For the year ended March 31, 2014

	2014	2013
<b>REVENUE</b>		
Sport Canada	\$ 4,214,000	\$ 4,135,250
Sponsors (note 5)	396,091	371,218
Partners fees and merchandise sales	491,264	458,030
Public Health Agency of Canada	-	439,921
Canadian Paralympic Committee	-	32,500
Registration fees	145,571	207,078
International projects	127,069	208,712
Other	128,391	60,952
	<hr/> 5,502,386	<hr/> 5,913,661
<b>EXPENDITURE</b>		
Research and development	3,026,065	3,385,178
Sales and marketing	1,936,964	1,721,092
Administration	721,319	592,239
International programs	84,293	73,702
	<hr/> 5,768,641	<hr/> 5,772,211
Net revenue (expenditure) for the year	<hr/> \$ (266,255)	<hr/> \$ 141,450

(See accompanying notes to the financial statements)



# COACHING ASSOCIATION OF CANADA

## STATEMENT OF CASH FLOWS

For the year ended March 31, 2014

	2014	2013
<b>CASH PROVIDED BY (USED FOR)</b>		
<b>Operating activities</b>		
Net revenue (expenditure) for the year	\$ (266,255)	\$ 141,450
Items not requiring cash:		
-amortization	13,189	11,647
-unrealized gain on investments	(64,513)	(17,011)
-loss on disposal of capital assets	1,081	3,402
	<hr/>	<hr/>
	(316,498)	139,488
<b>Changes in non-cash working capital items</b>		
Accounts receivable	377,115	(295,184)
Government remittances receivable	29,581	(17,027)
Prepaid expenses	40,315	(24,421)
Accounts payable	(356,537)	(87,930)
Deferred revenue	(7,500)	17,500
	<hr/>	<hr/>
	(233,524)	(267,574)
<b>Investing activities</b>		
Purchase of marketable securities	(206,714)	(3,183)
Purchase of capital assets - net of proceeds from disposals	<hr/>	<hr/>
	(20,491)	(13,775)
	<hr/>	<hr/>
	(227,205)	(16,958)
Decrease in cash	<hr/>	<hr/>
	(460,729)	(284,532)
Cash - beginning of year	<hr/>	<hr/>
	957,815	1,242,347
Cash - end of year	<hr/>	<hr/>
	\$ 497,086	\$ 957,815

(See accompanying notes to the financial statements)



## COACHING ASSOCIATION OF CANADA

### NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2014

#### 1. Organization

Coaching Association of Canada (the "Association") is a non-profit Registered Canadian Amateur Athletic Association formed in 1971 and as such is exempt from income tax. While registered, the Association may issue tax deductible receipts to donors. Its mission is to enhance the experience of all Canadian athletes through quality coaching. The Association is dependent upon Sport Canada for the majority of its funding requirements.

#### 2. Summary of Significant Accounting Policies

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

##### **Revenue Recognition:**

Operating contributions and similar revenue from outside funding bodies are recognized using the deferral method.

##### **Financial Instruments:**

Investments in equity instruments quoted in an active market are initially recognized at fair value and are subsequently measured at the year-end fair value. Other financial instruments are initially recognized at fair value and are subsequently measured at cost, amortized cost or cost less appropriate allowances for impairment.

##### **Capital Assets:**

Purchases of furniture and equipment are recorded at cost and amortization is calculated on the declining balance basis. The amortization rate is 10% for office furniture and 20% for all other equipment. Computer software is expensed in the year it is purchased. The total cost of furniture and equipment is \$163,757 (2013 - \$144,617) and accumulated amortization is \$100,938 (2013 - \$88,019).

##### **Use of Estimates:**

The preparation of these 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 revenues and expenses during the reporting period. Actual results could differ from those estimates. These estimates are reviewed annually and as adjustments become necessary, they are recorded in the financial statements in the period in which they become known.

#### 3. Marketable Securities

Marketable securities consist of equity and fixed income mutual funds and are recorded at fair value.

COACHING ASSOCIATION OF CANADA  
NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2014

**4. Financial Instruments:**

The Association's financial instruments consist of cash, marketable securities, accounts receivable, government sales taxes receivable and accounts payable. Unless otherwise noted, it is management's opinion that the association is not exposed to significant interest rate, currency, credit, liquidity or market risks arising from its financial instruments and the carrying amount of the financial instruments approximate their fair value.

**5. Sponsors**

Sponsors for the fiscal year include: PETRO-CANADA, Investors Group, General Nutrition Centres, Inc., Canadian Olympic Committee, Mark's Work Wearhouse Ltd., and Tourisme Montréal.

**6. Commitments**

The Association has entered into a long-term lease for office space with Gillin Engineering and Construction. The lease expires December 31, 2014. The cost for fiscal year 2014-2015 on this lease is \$125,000.

**7. Allocation of Expenses**

The Association allocated the cost of premises and other general overhead in the amount of \$81,512 to Research and Development and \$71,808 to Sales and Marketing. These amounts represent 42% and 37% of these costs respectively.

**8. Transfer to Net Assets Held for Future Development**

During the year the Association transferred \$200,000 (2013 - \$nil) from unrestricted net assets to net assets held for future development.

**9. Subsequent event**

The Association entered into an agreement with Coaches of Canada, effective April 1, 2014, whereby the assets and liabilities of Coaches of Canada were transferred to the Association for a purchase price of \$1. Coaches of Canada will be operated as a division of the Association. For the year ended March 31, 2014, Coaches of Canada unaudited financial statements indicate approximate revenues of \$271,000, expenses of \$252,000 and net assets of \$3,000.