



Canada Revenue  
Agency

Agence du revenu  
du Canada

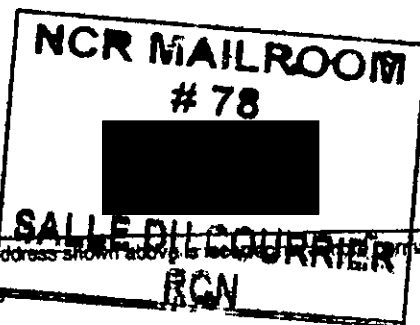
REGISTERED CANADIAN AMATEUR  
ATHLETIC ASSOCIATION INFORMATION  
RETURN

000045

OTTAWA ON K1A 0L5

Cross-Country Ski de Fond  
Canada  
BILL WARREN TRAINING CENTRE  
100-1995 OLYMPIC WAY  
CANMORE AB T1W 2T6

Return for Fiscal Period Ending		
12	01	18
Year	Month	Day
Is this the first return filed by this association?		
Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	
If "No", has the fiscal period changed from the last return filed?		
Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	
Is this the final return to be filed by this association?		
Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	
If "Yes", please attach an explanation.		



15 12076 2380 RR 0001 2018-03-31 0496547

If the name or address shown above is incorrect, a permanent address can be provided; print the necessary corrections below.

Name

Address (Number, Street, Apt. No., P.O. Box or R.R. No.)

City or territory

Postal code

NOTE:

To minimize the possibility of the annual mailing of the personalized Registered Canadian Amateur Athletic Association Information Return going astray, it is important that, where possible, a permanent mailing address be provided (i.e., address of the actual, physical location of the association or permanent P.O. Box number).

Instructions

Be sure that the name and address are correct. To correct pre-printed information on this form, please use the space provided. Any changes (except to the contact information above) must be explained in an attachment to this return.

- Complete the boxes (above right) to indicate the end of the association's fiscal period.
- Attach FINANCIAL STATEMENTS for the fiscal period covered by this return. These should include a statement of revenue and expenditures for the fiscal period and a statement of assets and liabilities as of the end of the fiscal period. The statements should indicate the different sources of revenue in sufficient detail to show how funds were spent or invested.
- Attach a list of the names, addresses, and occupations or lines of business of the association's current directors.
- Attach a list of the names and the official positions of the people who are authorized to issue official receipts for the association.
- Attach a note that fully explains what replacement procedure is followed in the event of lost or spoiled receipts.
- Within six months from the end of the fiscal period of the association, mail or deliver a completed return and all required documents to:

Charities Directorate  
Canada Revenue Agency  
Ottawa ON K1A 0L5

# Information Required

1. Have any changes not previously reported been made to the association's governing documents? If yes, please attach a certified copy of the changes. Yes ☐ No ☒
2. Have complete books and records been kept (including duplicate copies of receipts) which fully substantiate all financial transactions during the fiscal period? If no, please attach an explanation. Yes ☒ No ☐
3. Please indicate the total amount for which the association issued official donation receipts in this fiscal period. \$244,128.52
4. Are the receipt forms used to acknowledge payments that are NOT gifts clearly distinguishable from official donation receipts which bear the BN/Registration number? If no, please attach an explanation. Yes ☒ No ☐
5. Did the association issue official donation receipts showing a date in the previous calendar year for donations that were mailed or otherwise submitted after the end of the calendar year? If yes, please attach an explanation. Yes ☐ No ☒
6. Have official donation receipts been issued to acknowledge donations in a form other than cash or cheque - e.g., goods, services rendered, etc.? If yes, please attach a list of these gifts and their value as shown on the official donation receipt. Yes ☐ No ☒
7. Has any amount donated to the association been returned to the donor during the year? If yes, please attach an explanation. Yes ☐ No ☒
- 8 a. During the fiscal period, did the association accept any gifts with the express or implied condition that such gifts were to be used for the benefit of another person, club, society or association? If yes, please attach an explanation. Yes ☐ No ☒
- b. Did the association issue an official donation receipt to acknowledge such a gift? Yes ☐ No ☐

## Certification

To be signed by two directors of the association

1. I, ANGELO CRISTOFANINI of [REDACTED]  
Name of director whose signature appears below. (Print)

2. Bruce Simms of [REDACTED]  
Name of director whose signature appears below. (Print)

Address

HEREBY CERTIFY that the information given in this return and in all attachments is, to the best of my knowledge, correct, complete and current. (Note: It is a serious offense under the *Income Tax Act* to provide false or deceptive information.)

1. Signature of director		Position with the association <u>Dir.</u>	
Home telephone number	Business telephone number	Date	
2. Signature of director		Position with the association <u>Director</u>	
Home telephone number	Business telephone number	Date	

# **Cross-Country Ski de Fond Canada**

**Financial Statements**

**March 31, 2018**



## Independent Auditors' Report

To: The Members of **Cross-Country Ski de Fond Canada**

We have audited the accompanying financial statements of **Cross-Country Ski de Fond Canada**, which comprise the statements of financial position as at March 31, 2018, and the statements of operations, changes in net assets 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.

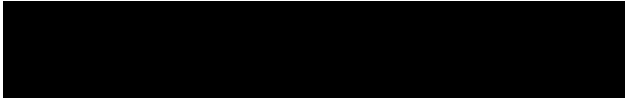

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider 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.

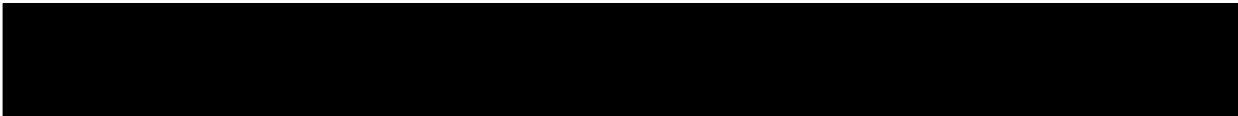
### Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Cross-Country Ski De Fond Canada as at March 31, 2018 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.

June 13, 2018



Chartered Professional Accountants,  
Chartered Accountants



# Cross-Country Ski de Fond Canada

## Statement of Financial Position

As at March 31,

2018

2017

### Assets

#### Current assets

Cash and cash equivalents (Note 4)	\$ 437,536	\$ 282,221
Accounts receivable	296,080	254,870
Prepaid expenses and deposits	40,476	24,387
Inventory	54,821	65,838
	<u>828,913</u>	<u>627,316</u>

#### Restricted investments (Note 5)

#### Equipment (Note 6)

243,772	243,478
148,702	188,640
<u>\$ 1,221,387</u>	<u>\$ 1,059,434</u>

### Liabilities and Net Assets

#### Current liabilities

Accounts payable and accrued liabilities	\$ 547,795	\$ 358,964
Current portion of loans payable (Note 7)	-	25,000
Deferred contributions (Note 9)	104,000	114,757

#### Deferred capital contributions (Note 8)

651,795	498,721
63,509	81,119
<u>715,304</u>	<u>579,840</u>

### Net assets

Invested in equipment	85,193	82,521
Operating reserve (Note 5)	183,772	243,478
Nordic Canada Development fund (Note 5)	60,000	-
Unrestricted	<u>177,118</u>	<u>153,595</u>
	<u>506,083</u>	<u>479,594</u>
	\$ 1,221,387	\$ 1,059,434

Approved on behalf of the Board:

\_\_\_\_\_  
\_\_\_\_\_  
Director  
Director

See accompanying notes to the financial statements

# Cross-Country Ski de Fond Canada

## Statement of Operations

Year ended March 31,	2018	2017
<b>Revenues</b>		
Government and OTP contributions	\$ 2,702,375	\$ 2,209,009
Membership and other fees	1,108,954	907,716
Commercial sponsors	658,677	855,027
Donations in kind (Note 10)	369,500	381,272
Division and training center directed donations	266,778	221,227
National Winter Sports Association	150,000	150,000
Fundraising projects	83,780	62,333
COC and CAC support	72,447	88,823
Sale of supplies	42,421	49,418
Miscellaneous	21,281	25,312
World Cup Finals 2017 (Note 11)	6,000	25,000
Ski Tour Canada 2016 excess event proceeds	-	109,324
	<u>5,482,213</u>	<u>5,084,461</u>
<b>Expenses</b>		
Able-bodied high performance program	2,428,279	2,097,694
Para-nordic high performance program	1,177,494	946,430
Administration	580,353	628,414
Athlete development	430,526	416,097
Promotion and marketing	304,909	355,844
Events	175,532	183,893
Coaching development	164,184	218,911
High performance development	97,343	103,858
Membership support	65,559	101,107
Media relations	22,949	35,409
Women's program	8,827	7,171
Interest on loans payable	63	813
	<u>5,456,018</u>	<u>5,095,641</u>
<b>Excess (deficiency) of revenues over expenses before other income</b>	<u>26,195</u>	<u>(11,180)</u>
<b>Other income (losses)</b>		
Interest income	294	1,434
Loss on restricted investments	-	(108)
<b>Excess (deficiency) of revenues over expenses</b>	<u>\$ 26,489</u>	<u>\$ (9,854)</u>

See accompanying notes to the financial statements

# Cross-Country Ski de Fond Canada

## Statement of Changes in Net Assets

Year ended March 31,

	2018				
	Unrestricted	Invested in equipment	Operating reserve	Nordic Canada Development fund	Total
Balance, beginning of year	\$ 153,595	\$ 82,521	\$ 243,478	\$ -	\$ 479,594
Excess (deficiency) of revenues over expenses	48,523	(22,328)	294	-	26,489
Settlement of Nordic Canada Development fund	-	-	(60,000)	60,000	-
Investment in equipment	(25,000)	25,000	-	-	-
Balance, end of year	\$ 177,118	\$ 85,193	\$ 183,772	\$ 60,000	\$ 506,083
	2017				
	Unrestricted	Invested in equipment	Operating reserve	Nordic Canada Development fund	Total
Balance, beginning of year	\$ 216,130	\$ 31,166	\$ 242,152	\$ -	\$ 489,448
Excess (deficiency) of revenues over expenses	10,114	(21,294)	1,326	-	(9,854)
Investment in equipment	(72,649)	72,649	-	-	-
Balance, end of year	\$ 153,595	\$ 82,521	\$ 243,478	\$ -	\$ 479,594

See accompanying notes to the financial statements

# Cross-Country Ski de Fond Canada

## Statement of Cash Flows

Year ended March 31,	2018	2017
<b>Operating activities:</b>		
Excess (deficiency) of revenues over expenses	\$ 26,489	\$ (9,854)
Items not affecting cash:		
Amortization	39,938	44,049
Loss on restricted investments	-	108
Amortization of deferred capital contributions	(17,610)	(22,756)
	<u>48,817</u>	<u>11,547</u>
Changes in non-cash working capital items		
Accounts receivable	(41,210)	386,527
Prepaid expenses and deposits	(16,089)	15,115
Inventory	11,017	(7,583)
Accounts payable and accrued liabilities	188,831	(183,817)
Deferred contributions	(10,757)	114,758
	<u>180,609</u>	<u>336,547</u>
<b>Investing activities</b>		
Purchase of equipment	-	(47,649)
Purchase of investments	(241,943)	(241,649)
Proceeds from sale of investments	241,649	240,215
	<u>(294)</u>	<u>(49,083)</u>
<b>Financing activities</b>		
Deferred capital contributions	-	25,000
Repayment of loans	(25,000)	(50,000)
	<u>(25,000)</u>	<u>(25,000)</u>
<b>Increase in cash and cash equivalents</b>	155,315	262,464
<b>Cash and cash equivalents, beginning of year</b>	282,221	19,757
<b>Cash and cash equivalents, end of year</b>	<u>\$ 437,536</u>	<u>\$ 282,221</u>

See accompanying notes to the financial statements



# **Cross-Country Ski de Fond Canada**

## **Notes to Financial Statements**

March 31, 2018

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### **1. Nature of operations**

Cross-Country Ski de Fond Canada (the "Association") is incorporated under the Not-for-Profit Corporations Act, continuing the operations of the Canadian Ski Association – Cross Country Discipline. It serves as the governing body of Cross Country Skiing in Canada and is a registered Canadian amateur athletic association under the Income Tax Act which is exempt from corporate tax. The Association's operations are dependent on funding received from government grants and corporate sponsors.

The accompanying financial statements reflect the assets, liabilities and operating results of Cross-Country Ski de Fond Canada. These statements do not reflect the assets, liabilities or operating results of any of the Divisions or Zones of the Association.

### **2. Basis of presentation**

These financial statements have been prepared in accordance with Canadian generally accepting accounting principles, specifically Canadian accounting standards for not-for-profit organizations.

### **3. Significant accounting policies**

#### **(a) Measurement of financial instruments**

The Association initially measures its financial assets and liabilities at fair market value, except for certain non-arm's length transactions. The Association subsequently measures all of its financial assets and financial liabilities at amortized cost, except for restricted marketable securities, which are measured at fair market value. Changes in fair market value are recognized in the statement of operations.

Financial assets measured at amortized cost include cash and cash equivalents, and accounts receivable. Financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

The Association considers all redeemable investments with maturities of three months or less to be cash equivalents.

Financial assets measured at amortized cost are tested for impairment when there are indicators of impairment. The amount of the write-down is recognized in net income. The previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in net income.

## Cross-Country Ski de Fond Canada

### Notes to Financial Statements

March 31, 2018

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#### 3. Significant accounting policies (continued)

##### (b) Foreign currency translation

Monetary assets and liabilities denominated in foreign currencies are translated into Canadian dollars at the rate of exchange in effect at the balance sheet date. Other assets, liabilities and items affecting earnings are translated into Canadian dollars at rates of exchange in effect at the date of the transaction. Gains or losses arising from these foreign currency transactions are included in the determination of income.

##### (c) Inventory

Inventory is recorded at the lower of cost and net realizable value. Cost is determined using the first-in, first-out method. Previous write-downs to net realizable value are reversed to the extent there is a subsequent increase in the net realizable value of the inventories.

##### (d) Equipment

Equipment is recorded at cost. The Association provides for amortization using the declining balance method at rates designed to amortize the cost of the equipment over their estimated useful lives. A half year of amortization is recorded in the year of acquisition and no amortization is recorded in the year of disposal. The annual amortization rates are as follows:

Wax truck	20%
National Ski Team equipment	20%
Computer equipment	30%
Vehicles	30%
Ski Grinder	20%
Computer software	100%
Generator	20%
Office equipment	20%

The Association records a write-down when equipment no longer has any long-term service potential to the Association and the net carrying value exceeds the residual value. The excess net carrying value over residual value is recognized as an expense in the statement of operations. Previous write-downs are not reversed.

##### (e) Net assets invested in equipment

Net assets invested in equipment comprise the net book value of equipment less the unamortized balance of deferred capital contributions and loans payable used to purchase the equipment.

## **Cross-Country Ski de Fond Canada**

### Notes to Financial Statements

March 31, 2018

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#### **3. Significant accounting policies (continued)**

##### **(f) Revenue recognition**

The Association follows the deferral method of accounting for contributions.

Unrestricted contributions, membership fees and amounts from fundraising projects are recognized as revenue when received or receivable, if the amount to be received can be reasonably estimated and collection is reasonably assured.

Restricted contributions are initially deferred and recognized as revenue in the year in which the related expenses are incurred.

Operating reserve contributions are reported as direct increases of net assets. Net investment income earned on internally restricted investments which are held in the operating reserve are recognized in the statement of operations.

Revenue from sales of inventory is recognized when title passes to customers, which is generally at the time goods are shipped if the amount to be received can be reasonably estimated and collection is reasonably assured.

##### **(g) Contributed materials and services**

The Association and its athletes receive materials and services that are donated free of charge by manufacturers and suppliers. In addition, other marketing services, and training resources are donated to the Association. The donated materials and services that would have otherwise been purchased by the Association are recorded at fair market value when such value can be reasonably estimated. The fair market value of these resources is reported as revenue as donations in kind and as expenses in the programs to which they relate.

The amounts recorded for donations in kind and donated materials and services are based on management estimates of fair market value. By their nature, these estimates are subject to measurement uncertainty.

# Cross-Country Ski de Fond Canada

## Notes to Financial Statements

March 31, 2018

### 4. Bank indebtedness

An overdraft lending agreement has been authorized to a maximum of \$190,000 and bears interest at the [REDACTED] prime lending rate plus 2.875%. The loan is repayable on demand. No amount is outstanding on the loan at year end.

### 5. Restricted investments and operating reserve

Restricted investments are restricted by the board of directors for an operating reserve to sustain future financial operations or to fund management initiatives not provided for in the operating budget. During the year the board of directors approved the appropriation of \$60,000 from the operating reserve to create the Nordic Canada Development fund, which will be used to support development activities on a basis to be approved by the board of directors. Restricted investments are comprised as follows:

	2018	2017
Operating reserve	\$ 183,772	\$ 243,478
Nordic Canada Development fund	60,000	-
	<u>\$ 243,772</u>	<u>\$ 243,478</u>

The term deposit bears interest at prime less 2.1% and matures on February 15, 2019.

### 6. Equipment

	2018		2017	
	Cost	Accumulated Amortization	Net Book Value	Net Book Value
Wax truck	\$ 227,792	\$ 143,819	\$ 83,973	\$ 104,966
National Ski Team equipment	205,165	187,530	17,635	22,044
Computer equipment	62,011	56,192	5,819	8,313
Vehicles	50,376	40,726	9,650	13,786
Ski Grinder	43,104	12,069	31,035	38,794
Computer software	18,600	18,600	-	-
Generator	7,981	7,939	42	52
Office equipment	2,485	1,937	548	685
	<u>\$ 617,514</u>	<u>\$ 468,812</u>	<u>\$ 148,702</u>	<u>\$ 188,640</u>

## Cross-Country Ski de Fond Canada

### Notes to Financial Statements

March 31, 2018

#### 7. Loans payable

Three parties provided loans to the Association in the aggregate amount of \$175,000 to assist with funding a wax truck purchased during 2014. The following principal amounts are outstanding:

	2018	2017
Loan #2 and #3		
Term loans repayable in annual instalments totaling \$25,000 plus interest at 3%, matured April 30, 2017	\$ -	\$ 25,000
	-	25,000
Less current portion	-	(25,000)
Due beyond one year	\$ -	\$ -

#### 8. Deferred capital contributions

Deferred capital contributions represent donations directed for the purchase of specific capital equipment. These donations are amortized into revenues on the same basis as the cost of the associated capital equipment is amortized into expenses. The changes in the deferred capital contributions balance for the year are as follows:

	2018	2017
Balance, beginning of the year	\$ 81,119	\$ 78,875
Restricted contributions received	-	25,000
Amount to amortize to revenue	(17,610)	(22,756)
Balance, end of the year	\$ 63,509	\$ 81,119

## Cross-Country Ski de Fond Canada

### Notes to Financial Statements

March 31, 2018

#### 9. Deferred contributions

Deferred contributions represent grants from the Canadian Olympic Committee to subsidize programs to be undertaken by the association. Such grants are offset against expenses of the relevant programs as expenses are incurred.

	2018	2017
Balance, beginning of the year	\$ 114,757	\$ -
Restricted contributions received	104,000	354,500
Utilized, during the year	(114,757)	(239,743)
Balance, end of the year	\$ 104,000	\$ 114,757

#### 10. Donated materials and services

During the year, \$369,500 (2017 - \$381,272) in materials and services were received as donations in kind from various sponsors and contributors. Of this amount, \$365,500 (2017 - \$377,327) is included in the National Ski Team expense and \$4,000 (2017 - \$3,945) is included in administration expense.

#### 11. World Cup Finals 2017

These financial statements do not include the assets, liabilities, revenues or expenditures related to FIS Cross Country World Cup Finals 2017 (the "Event") for which the Association acted as an agent. The Event took place from March 17 to 19, 2017 in Quebec City. The revenues and expenses for the Event were primarily the responsibility of [REDACTED] and [REDACTED] who engaged the Association for the purpose of receiving contributions to hold in trust for the event. The cash contributions for the year that the Association facilitated on behalf of the organizing committee are as follows:

	2018	2017
Cash balance, beginning of year	\$ 363,431	\$ -
Contributions received	273,494	363,431
Expenditures paid	(636,925)	-
Cash balance, end of the year	\$ -	\$ 363,431

In 2017, the Association received a \$25,000 cost recovery fee for National Team preparation and participation. In 2018, the Association received a \$6,000 benefit due to the difference in foreign exchange from the timing difference between receipt and payment of the contributions.

## **Cross-Country Ski de Fond Canada**

### **Notes to Financial Statements**

March 31, 2018

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#### **12. Trust funds**

These financial statements do not include trust funds of \$2,483,142 (2017 - \$2,305,022) held on behalf of athletes at year end. The investment of these funds is at the direction of the athletes to outside investment advisors retained by the athletes. The trust funds are quoted at fair market value and have not been audited as part of these financial statements.

#### **13. Expenses incurred for fundraising**

Expenses incurred for soliciting donations and commercial sponsorship were \$131,523 (2017 - \$88,995) including \$103,605 (2017 - \$69,537) paid to employees involved in fundraising.

#### **14. Financial risks**

The Association's use of financial instruments and its exposure to risks associated with such instruments arises out of its normal course of operations and investing activities. Operations are located in both western and eastern Canada.

##### **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 currency rates. The Association does not use derivative instruments to reduce its exposure to foreign currency risk.

##### **Credit risk**

Credit risk arises from the potential that a counter party will fail to perform its obligations. The Association is exposed to credit risk from contributors; however, the Association's contributors are primarily government organizations and corporate sponsors, which minimizes credit risk. Credit risk is managed by the Association through monitoring procedures.

The company has \$72,382 (2017 - \$ nil) of accounts receivable from the Canadian Olympic Committee (2017 - none) which represents 23% (2017 - nil %) of total accounts receivable.

## Cross-Country Ski de Fond Canada

### Notes to Financial Statements

March 31, 2018

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#### 14. Financial risks (continued)

##### Financial assets

The carrying amounts of financial assets recognized in the financial statements consist of:

	2018	2017
Measured at amortized cost	\$ 733,616	\$ 537,091
Measured at fair market value	-	-
	<u>\$ 733,616</u>	<u>\$ 537,091</u>

#### 15. Comparative figures

The financial statements have been reclassified, where applicable, to conform to the presentation used in the current year. These changes do not affect prior year earnings.



**Item #4****Board of Directors as of**

Name	Function	Mailing Address	Town	Prov	Postal Code
Kathleen Wood	Director				
Angelo Cristofanilli	Director				
Ryan Jackson	Director				
Jeff Sim	Director				
Jamie Coatsworth	Director				
Jennifer Tomlinson	Director				
Jo-Anne Wolach	Director				
Bruce Simms	Director				
Dorothy Lothian	Director				

**Item #5**

Individuals authorized to issue official receipts

**Item #6**

A new tax receipt is processed and marked "REPLACES RECEIPT#... ISSUED ON dd/mm/yy"

The office retains a copy of the new tax receipt