

Financials



Engaging, inspiring, and involving Ontarians in cross-country skiing for life



•

40%

Ministry Funding \$200K

Provides for stable funding in uncertain times

•

•

-30%

Races & Camps

Projected decrease budgeted assuming sustain COVID-19 measures or second wave

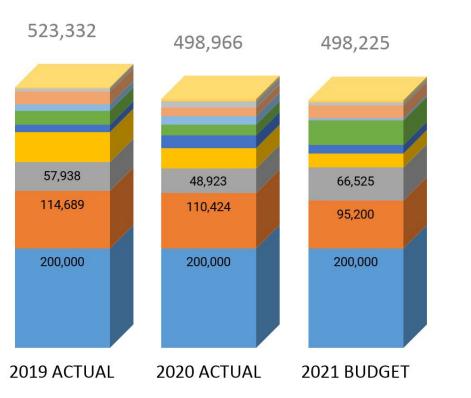
-15%

• Memberships

- Anticipate general economic impact on membership + COVID-19 measures
- Strategy to promote outdoor activity, but need to address indoor facility restrictions



Revenues



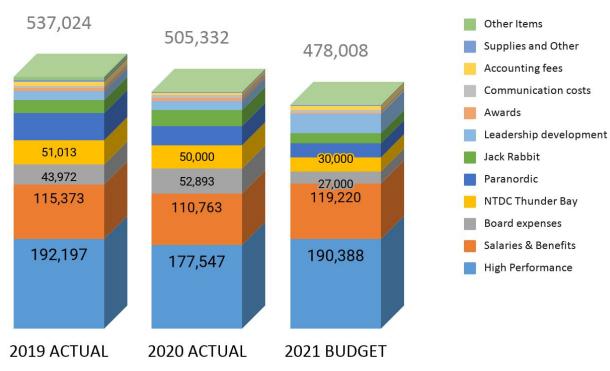
Revenues



Comments

- 2021 Budget ≈ 2020 Actual
 - decrease Membership reduction of 15%
 - increase COVID 19 Funding (CEWS & TWS)



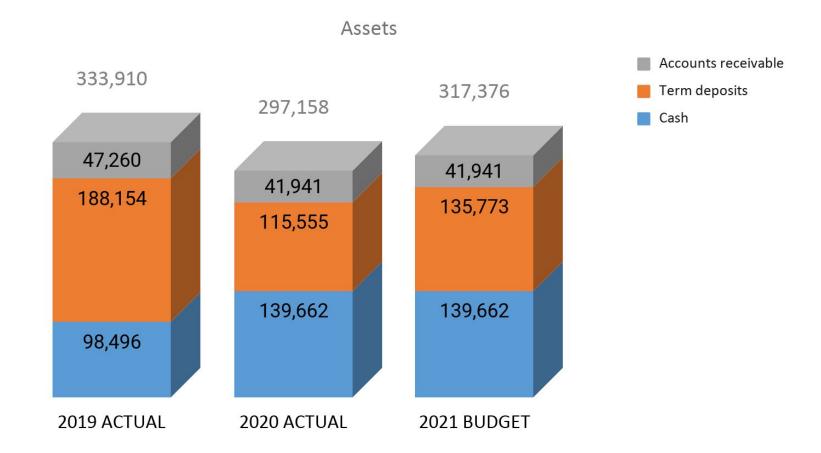


EXPENSES

Comments

- High Performance
 - reduction in races and camps.
 - increase in performance coach
- Jack Rabbit reduction





Comments

• Increases in Term deposits due to nominal budget surplus \$20K







Appendix



Independent Practitioner's Review Engagement Report

To the Members of Cross Country Ontario (operating as Cross Country Ski Ontario):

We have reviewed the accompanying financial statements of Cross Country Ontario (operating as Cross Country Ski Ontario) that comprise the statement of financial position as at March 31, 2020, and the statements of revenue and expenses, changes in fund balances 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.

Practitioner's Responsibility

Our responsibility is to express a conclusion on the accompanying financial statements based on our review. We conducted our review in accordance with Canadian generally accepted standards for review engagements, which require us to comply with relevant ethical requirements.

A review of financial statements in accordance with Canadian generally accepted standards for review engagements is a limited assurance engagement. The practitioner performs procedures, primarily consisting of making inquiries of management and others within the entity, as appropriate, and applying analytical procedures, and evaluates the evidence obtained.

The procedures performed in a review are substantially less in extent than, and vary in nature from, those performed in an audit conducted in accordance with Canadian generally accepted auditing standards. Accordingly, we do not express an audit opinion on these financial statements.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the financial statements do not present fairly, in all material respects, the financial position of Cross Country Ontario (operating as Cross Country Ski Ontario) 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.

Chartered Professional Accountants Licensed Public Accountants

Timmins, Ontario September 9, 2020

MNP Statement of Financial Position

Cross Country Ski Ontario

Statement of Financial Position

| | As at March 31, 2020 (Unaudited) | |
|--------------------------------|-------------------------------------|----------------------|
| | 2020 | 2019 as restated |
| Assets | | |
| Current | | |
| Cash | 139,662 | 98,496 |
| Term deposits (Note 4) | 115,555 | 188,154 |
| Accounts receivable | 41,941 | 47,260 |
| | 297,158 | <mark>333,910</mark> |
| Liabilities | | |
| Current | | |
| Accounts payable and accruals | 20,035 | 50,162 |
| Government remittances payable | 3,405 | 3,665 |
| | 23,440 | 53,827 |
| Fund Balances | | |
| Internally restricted funds | | |
| Maren Helewa Endowment Fund | 6,000 | 6,000 |
| Heinz Neiderhauser Fund | 4,250 | 4,250 |
| Contingency Fund | 105,729 | 105,729 |
| General Fund | 157,739 | 164,104 |
| | 273,718 | 280,083 |
| | 297,158 | 333,910 |



MNP Statement of Revenue and Expenses

Statement of Revenue and Expenses

For the year ended March 31, 2020 (Unaudited)

| | | [Unadulicu] |
|--|---------|---|
| | 2020 | 2019 as restated |
| Revenue | | |
| Ministry of Tourism Culture and Sport grant | 200,000 | 200,000 |
| Membership fees | 110,424 | 114,689 |
| High performance fees | 48,923 | 57,938 |
| Jack Rabbit program fees | 41,251 | 60,241 |
| Paranordic revenue | 26,988 | 14,155 |
| Other grants | 20,493 | 28,793 |
| Other | 18,082 | 13,170 |
| Leadership development fees | 15,732 | 25,181 |
| Race licence fees | 14,143 | 5,800 |
| Interest | 2,930 | 3,365 |
| | 498,966 | 523,332 |
| Expenses | | |
| High performance committee expenses | 177,547 | 192,197 |
| Salaries and benefits | 110,763 | 115,373 |
| Board expenses | 52,893 | 43,972 |
| Funding to NTDC Thunder Bay | 50,000 | 51,013 |
| Paranordic expenses | 40,326 | 57,801 |
| Jack Rabbit program expenses | 35,326 | 27,286 |
| Leadership development | 18,797 | 19,990 |
| Awards | 7,421 | 7,369 |
| Communication costs | 6,774 | 4,083 |
| Accounting fees | 4,085 | 8,619 |
| Supplies and other | 1,400 | 4,099 |
| | 505,332 | 531,802 |
| Deficiency of revenue over expenses before other items | (6,366) | (8,470) |
| Other items HST adjustment | | (5,222) |
| | | and the state of the |
| Deficiency of revenue over expenses | (6,366) | (13,692) |

MNP Statement of Changes in Fund Balances

Statement of Changes in Fund Balances

For the year ended March 31, 2020 (Unaudited)

| | Maren Helewa Endowment Fund | dowment Neiderhauser | Contingency Fund | General Fund | 2020 | 2019 as restated |
|---|-----------------------------------|----------------------|---------------------|---------------------|---------------------|---------------------|
| | | | | | | |
| Balance, beginning of year Correction of an error (Note 3) | 6,000 | 4,250 | 105,729 | 238,784 (74,679) | 354,763 (74,679) | 350,822 (57,047) |
| Net assets, beginning of year, as restated Deficiency of revenue over | 6,000 | 4,250 | 105,729 | 164,105 | 280,084 | 293,775 |
| expenses Balance, end of year | 6,000 | - 4,250 | 105,729 | (6,366) 157,739 | (6,366) 273,718 | (13,692) 280,083 |

Cross Country Ski Ontario

MNP Statement of Cash Flows

Cross Country Ski Ontario

Statement of Cash Flows

| | For the year ended March 31, 2020 (Unaudited) | |
|--|--|---------------------|
| | 2020 | 2019 as restated |
| Cash provided by (used for) the following activities | | |
| Operating | | |
| Cash receipts from grants | 230,493 | 272,364 |
| Cash receipts from membership and other fees | 270,863 | 254,541 |
| Cash receipts from unrestricted investment income | 2,930 | 3,365 |
| Cash paid for program service expenses | (422,814) | (454, 231) |
| Cash paid for salaries and benefits | (112,905) | (114,333) |
| | (31,433) | (38,294) |
| Investing | | |
| Decrease (increase) in term deposits | 72,599 | (21,918) |
| Increase (decrease) in cash resources | 41,166 | (60,212) |
| Cash resources, beginning of year | 98,496 | 158,708 |
| Cash resources, end of year | 139,662 | 98,496 |