

SOARING ASSOCIATION OF CANADA
AUDITED FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

Independent Auditors' Report
Statement of Financial Position
Statement of Revenue and Expenses
Statement of Changes in Net Assets
Statement of Cash Flows
Notes to Financial Statements



INDEPENDENT AUDITORS' REPORT

To the Members of:
Soaring Association of Canada

Report on the Financial Statements

We have audited the accompanying financial statements of Soaring Association of Canada, which comprise the statement of financial position as at December 31, 2017, and the statement 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 misstatements.

An audit involves performing procedures to obtain audit evidence about the amount 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 in our audit 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 Soaring Association of Canada as at December 31, 2017, 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.

A handwritten signature in black ink that reads "Frouin Group".

Frouin Group Professional Corporation
Ottawa, Ontario
March 12, 2018

A large, faint, light blue compass rose graphic is positioned in the bottom left corner of the page, partially overlapping the footer text. It shows cardinal and intercardinal directions with degree markings.

Authorized to practice public accounting by the Chartered Professional Accountants of Ontario

SOARING ASSOCIATION OF CANADA
AUDITED STATEMENT OF FINANCIAL POSITION
AS AT DECEMBER 31, 2017

	2017	2016
ASSETS		
CURRENT ASSETS		
Cash	\$ 53,533	\$ 122,733
Short-term investments (Note 2b)	1,004,497	997,517
Accounts receivable	4,629	4,366
HST receivable	4,516	9,246
Prepaid expense	0	36,069
Inventory (Note 2d)	<u>4,373</u>	<u>8,805</u>
	1,071,548	1,178,736
LONG TERM INVESTMENTS (Note 2b)	<u>531,139</u>	<u>495,819</u>
TOTAL ASSETS	\$ <u>1,602,687</u>	\$ <u>1,674,555</u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable and accrued liabilities	\$ 9,875	\$ 16,717
DEFERRED CONTRIBUTIONS (Note 4)	<u>214,607</u>	<u>253,023</u>
TOTAL LIABILITIES	<u>224,482</u>	<u>269,740</u>
NET ASSETS		
Net assets internally restricted for World Contest Fund	8,300	8,300
Net assets internally restricted for Pioneer Fund	987,313	1,011,799
Net assets internally restricted for Air Cadet and Youth		
Bursary fund	10,000	10,000
Unrestricted	<u>372,592</u>	<u>374,716</u>
	1,378,205	1,404,815
TOTAL LIABILITIES AND NET ASSETS	\$ <u>1,602,687</u>	\$ <u>1,674,555</u>

APPROVED ON BEHALF OF THE BOARD :

Director _____

Director _____

(See accompanying Notes to Financial Statements)

SOARING ASSOCIATION OF CANADA
AUDITED STATEMENT OF REVENUE AND EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2017

	2017	2016
REVENUES		
Membership fees	\$ 63,800	\$ 66,470
Sales and services	4,074	11,083
Fight Training and Safety	2,617	10,000
Youth Bursary and Air Cadet	7,363	3,500
World Contest Fund	32,401	0
Wolf Mix	8,029	7,783
Other	145	499
	<u>118,429</u>	<u>99,335</u>
EXPENSES		
World Contest Fund team matching support (Note 7)	32,401	0
World Contest Fund support (Note 7)	9,893	0
Management fees	24,000	24,000
Professional fees	4,100	3,750
Bursaries	11,242	10,522
Printing - Free Flight	4,569	9,073
Membership and subscriptions	6,280	6,190
Safety improvement program	43,354	23,702
Publications and training materials - Free Flight	3,933	5,301
Postage - Free Flight	2,537	2,694
Cost of sales	5,710	15,035
Meeting and travel	9,335	7,306
Meeting and travel - Flight Training and Safety	3,444	8,339
D&O insurance	2,114	2,114
Bad debt	440	0
Contest hosting grant	3,000	6,000
Canadian National support	0	500
Bank and credit card charges	186	177
Awards and scholarships	223	437
Advertising	6,728	5,064
Website	5,244	4,746
Office Supplies	12	26
Non refundable HST/GST (Note 6)	2,065	2,006
	<u>180,810</u>	<u>136,982</u>
EXCESS (DEFICIENCY) OF OPERATING REVENUE OVER EXPENSES	(62,381)	(37,647)
Gain on investment income	<u>35,771</u>	<u>73,009</u>
EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES FOR THE YEAR	\$ <u>(26,610)</u>	\$ <u>35,362</u>

(See accompanying Notes to Financial Statements)

SOARING ASSOCIATION OF CANADA
AUDITED STATEMENT OF CHANGES IN NET ASSETS
FOR THE YEAR ENDED DECEMBER 31, 2017

	2017	2016
NET ASSETS INTERNALLY RESTRICTED TO WORLD CONTEST FUND		
Balance, beginning and end of the year	\$ <u>8,300</u>	\$ <u>8,300</u>
NET ASSETS INTERNALLY RESTRICTED FOR PIONEER FUND		
Balance, beginning of year	\$ 1,011,799	\$ 1,007,818
Transfer of investment income from unrestricted net assets	26,104	54,372
Board-designated transfer to unrestricted net assets	<u>(50,590)</u>	<u>(50,391)</u>
Balance, end of year	\$ <u>987,313</u>	\$ <u>1,011,799</u>
NET ASSETS INTERNALLY RESTRICTED FOR AIR CADET AND YOUTH BURSARY FUND		
Balance, beginning and end of year	\$ <u>10,000</u>	\$ <u>10,000</u>
UNRESTRICTED NET ASSETS		
Balance, beginning of year	\$ 374,716	\$ 343,335
Excess (deficiency) of revenue over expenses for the year	(26,610)	35,362
Net transfer (to) from net assets internally restricted to Pioneer Fund	<u>24,486</u>	<u>(3,981)</u>
Balance, end of year	\$ <u>372,592</u>	\$ <u>374,716</u>

(See accompanying Notes to Financial Statements)

SOARING ASSOCIATION OF CANADA
AUDITED STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 2017

	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES		
EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES FOR THE YEAR	\$ (26,610)	\$ 35,362
Net change in non-cash working capital		
Accounts receivable	(264)	(3,614)
HST receivable	4,730	(4,644)
Prepaid expense	36,069	(36,069)
Inventory	4,432	13,939
Accounts payable and accrued liabilities	(6,842)	(3,339)
Deferred contributions	<u>(38,416)</u>	<u>16,459</u>
	<u>(26,901)</u>	<u>18,094</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Increase (decrease) in investments	<u>(42,299)</u>	<u>(85,772)</u>
NET INCREASE (DECREASE) IN CASH	(69,200)	(67,678)
CASH, beginning of year	<u>122,733</u>	<u>190,411</u>
CASH, end of year	\$ <u><u>53,533</u></u>	\$ <u><u>122,733</u></u>
REPRESENTED BY		
Cash	\$ <u><u>53,533</u></u>	\$ <u><u>122,733</u></u>

(See accompanying Notes to Financial Statements)

SOARING ASSOCIATION OF CANADA

NOTES TO FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2017

1. PURPOSE OF THE ORGANIZATION

The Association was incorporated in 1945 as a non-profit amateur sports association with a mandate to promote, enhance and protect the sport of soaring in Canada. As a not-for-profit organization and a Registered Canadian Amateur Athletic Association (RCAAA), the Association is not subject to taxes under the Income Tax Act.

2. SIGNIFICANT ACCOUNTING POLICIES

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

a) Revenue recognition

The Association follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Membership fees and investment income are recognized as revenue in the year to which they relate to. Sales and services are recorded when the goods are delivered or services rendered.

b) Investments

Investments consist of a high-interest savings account and a diverse portfolio of common and preferred shares and corporate and government bonds. These are held with the intention of long-term growth. The amounts invested in the high-interest savings account are classified as short-term due to their liquid nature. The Association measures investments at fair value at each reporting date. Unrealized and realized gains and losses are included in income.

c) Estimates and assumptions

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amount 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 may differ from those estimates.

d) Inventory

Inventory consists of various aviation-related products which are sold to Association members. The products include aviation training manuals and log books and Association pins. Inventory is replenished from time to time, but not necessarily on an annual basis. It is recorded at the lower of cost and net realizable value.

f) Net assets restricted for Pioneer Fund

The Association has internally restricted these assets to provide for the general purposes of the Association.

g) Net assets restricted to World Contest Fund and to Air Cadet and Youth Bursary Fund

The Association has internally restricted additional funds for these programs (refer also to note 4).

SOARING ASSOCIATION OF CANADA
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

3. FAIR VALUE OF FINANCIAL INSTRUMENTS

The carrying value of cash, short term investments, accounts receivable, accounts payable and accrued liabilities approximate their fair value because of the relatively short period to maturity of the instruments. Unless otherwise noted, It is management's opinion that the Association is not exposed to significant interest, currency or credit risks arising from these financial instruments.

4. DEFERRED CONTRIBUTIONS

The Association has three different programs for which contributions are received: World Contest, Wolf Mix and Air Cadet & Youth Bursary.

The World Contest and Wolf Mix programs were established for the purpose of providing an independent continuous source of funds to assist Canadian teams to compete in world soaring championships sanctioned by the Federation Aeronautique Internationale (F.A.I). The Air Cadet and Youth Bursary program provides annual bursaries for cadets and younger members, redeemable by the Association's clubs.

Changes in deferred contribution balances are summarized as follows:

	Beginning Balance	Investment Allocation	Donations During the Year	Recognized As Revenue	Transfer	Ending Balance
World Contest	\$ 15,194	\$ 392	\$ 1,250	\$ 32,402	\$ 15,566	\$ 0
Air Cadet & Youth	77,251	1,993	500	7,363	0	72,381
Bursary						
Wolf Mix	<u>160,578</u>	<u>4,143</u>	<u>1,100</u>	<u>8,029</u>	<u>(15,566)</u>	<u>142,226</u>
	<u>\$ 253,023</u>	<u>\$ 6,528</u>	<u>\$ 2,850</u>	<u>\$ 47,794</u>	<u>\$ 0</u>	<u>\$ 214,607</u>

It should be noted that, in addition to the above deferred contributions funding, the Association's Board has internally restricted \$10 per fee-paying member of the previous year's net assets, up to a maximum of \$10,000, for the World Contest program and an amount of \$10,000 for the Air Cadet & Youth Bursary program.

5. COMMITMENTS

The Association has a management service contract with the Canadian Owners and Pilots Association (COPA). COPA performs management services for SAC at an annual fee of \$24,000. The three year agreement runs until 2018. Either party has the option to terminate the agreement.

SOARING ASSOCIATION OF CANADA
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

6. NON-REFUNDABLE HST/GST

The Association's estimate of the HST/GST rebates have been adjusted to match the rates as per the Canada Revenue Agency. A total adjustment has been made on the rebate receivable and adjusted to the income statement in the current year. This receivable is just an estimate and may be adjusted by the Canada Revenue Agency once the claims have been assessed.

7. TRAVEL - WORLD CONTEST SUPPORT

During the year, expenses totaling \$42,294 were incurred for World Contest events held in 2017.

Expenses of \$38,569 relate to support provided to the team of Jerzy Szemplinski, Dave Springofd, Sergei Morozov and Luke Szczepaniak to attend the 2017 World Gliding Championships in Australia.

Expenses of \$3,725 were paid in 2017 relate to support provided to the team of Jerzy Szemplinski, Krzysztof Wiercioch, Marian Nowak, Luke Szczepaniak, Stanislaw Maj and David Cole to attend the 2017 Pan American Championships.

8. FINANCIAL RISK MANAGEMENT POLICY

Soaring Association of Canada is exposed to various risks through its financial instruments. The following analysis provides a measure of the risks at December 31, 2017:

a) Credit risk

Credit risk associated with their investments is minimized by investing these assets in high interest savings accounts and widely-traded equities. An ongoing review is performed to evaluate changes in the status of investments under the Association's investment policy.

b) Currency risk

The Association's functional currency is the Canadian dollar. The Association does not enter into foreign currency transactions and does not use foreign exchange forward contracts.

c) Liquidity risk

The Association manages its liquidity risk by regularly monitoring forecasted and actual cash flow and financial liability maturities, and by holding assets that can be readily converted into cash. Accounts payable are normally paid within 30 days.

d) Interest rate risk

The Association is exposed to interest rate risk with regards to its cash and short-term and long-term investments. The Association has no interest-bearing liability. Fluctuations in market rates of interest on cash do not have a significant impact on the Association's results of operations. The high interest savings account has a low interest rate risk due to its short-term nature. Therefore, this risk does not have a significant impact.

SOARING ASSOCIATION OF CANADA
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

9. RIDEAU VALLEY AIR PARK SHARE OWNERSHIP

Several years ago the Association was gifted 100 shares of the Rideau Valley Airpark (853849 Ontario Ltd.). The shares do not give the Association any significant influence over the operations of the Airpark, and their value is not determinable.

10. COMPARATIVE FIGURES

Certain comparative figures have been reclassified to conform with the current presentation.