COMMUNITY FUTURES TAWATINAW REGION Financial Statements Year Ended March 31, 2018

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Shoemaker, Viney & Friesen

CHARTERED ACCOUNTANTS

John S. Shoemaker Professional Corporation

Tina J. Viney Professional Corporation

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Timothy J. Friesen Professional Corporation

INDEPENDENT AUDITOR'S REPORT

To the Directors of Community Futures Tawatinaw Region

We have audited the accompanying financial statements of Community Futures Tawatinaw Region, which comprise the statement of financial position as at March 31, 2018 and the statements of revenues and expenditures, 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.

Auditor's 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 Community Futures Tawatinaw Region 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.

Westlock, Alberta June 20, 2018

CHARTERED ACCOUNTANTS

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE WITH AGREEMENT

To Western Economic Diversification Canada

We have audited the accompanying financial statements of Community Futures Tawatinaw Region, which comprise the statement of financial position as at March 31, 2018, and the statements of revenues and expenditures, changes in net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information. These financial statements are prepared in accordance with the agreement dated March 12, 2015 between Her Majesty the Queen in Right of Canada as represented by the Minister of Western Economic Diversification and Community Futures Tawatinaw Region.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the agreement, 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.

Auditor's 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 Community Futures Tawatinaw Region as at March 31, 2018, and the results of its operations and its cash flows for the year then ended in accordance with the agreement dated March 12, 2015 between Her Majesty the Queen in Right of Canada as represented by the Minister of Western Economic Diversification and Community Futures Tawatinaw Region.

Westlock, Alberta June 20, 2018 CHARTERED ACCOUNTANTS

Statement of Financial Position March 31, 2018

| PROPERTY, PLANT AND EQUIPMENT (Note 7) LIABILITIES AND NET ASSETS CURRENT Accounts payable Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) | \$ | 25,785 - 1,618 4,461 31,864 1,159,454 2,214,072 414,335 | \$ | 44,928 9,150 1,662 5,068 60,808 1,280,408 2,145,139 |
|---|----|--|----|---|
| Cash Accounts receivable Goods and services tax recoverable Prepaid expenses RESTRICTED CASH (Note 3) RESTRICTED INVESTMENTS (Note 4) LOANS RECEIVABLE (Note 5) PROPERTY, PLANT AND EQUIPMENT (Note 7) LIABILITIES AND NET ASSETS CURRENT Accounts payable Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) | \$ | 1,618 4,461 31,864 1,159,454 2,214,072 414,335 | \$ | 9,150 1,662 5,068 60,808 1,280,408 |
| Accounts receivable Goods and services tax recoverable Prepaid expenses RESTRICTED CASH (Note 3) RESTRICTED INVESTMENTS (Note 4) LOANS RECEIVABLE (Note 5) PROPERTY, PLANT AND EQUIPMENT (Note 7) LIABILITIES AND NET ASSETS CURRENT Accounts payable Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) | \$ | 1,618 4,461 31,864 1,159,454 2,214,072 414,335 | \$ | 9,150 1,662 5,068 60,808 1,280,408 |
| Goods and services tax recoverable Prepaid expenses RESTRICTED CASH (Note 3) RESTRICTED INVESTMENTS (Note 4) LOANS RECEIVABLE (Note 5) PROPERTY, PLANT AND EQUIPMENT (Note 7) LIABILITIES AND NET ASSETS CURRENT Accounts payable Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) | | 1,618 4,461 31,864 1,159,454 2,214,072 414,335 | | 9,150 1,662 5,068 60,808 1,280,408 |
| Prepaid expenses RESTRICTED CASH (Note 3) RESTRICTED INVESTMENTS (Note 4) LOANS RECEIVABLE (Note 5) PROPERTY, PLANT AND EQUIPMENT (Note 7) LIABILITIES AND NET ASSETS CURRENT Accounts payable Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) | | 4,461 31,864 1,159,454 2,214,072 414,335 | | 5,068 60,808 1,280,408 |
| RESTRICTED CASH (Note 3) RESTRICTED INVESTMENTS (Note 4) LOANS RECEIVABLE (Note 5) PROPERTY, PLANT AND EQUIPMENT (Note 7) LIABILITIES AND NET ASSETS CURRENT Accounts payable Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) | | 31,864 1,159,454 2,214,072 414,335 | | 60,808 1,280,408 |
| RESTRICTED INVESTMENTS (Note 4) LOANS RECEIVABLE (Note 5) PROPERTY, PLANT AND EQUIPMENT (Note 7) LIABILITIES AND NET ASSETS CURRENT Accounts payable Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) | - | 1,159,454 2,214,072 414,335 | | 1,280,408 |
| RESTRICTED INVESTMENTS (Note 4) LOANS RECEIVABLE (Note 5) PROPERTY, PLANT AND EQUIPMENT (Note 7) LIABILITIES AND NET ASSETS CURRENT Accounts payable Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) | - | 2,214,072 414,335 | | |
| LIABILITIES AND NET ASSETS CURRENT Accounts payable Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) | | 414,335 | | |
| Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) NET ASSETS | | 414,335 | | _, , |
| LIABILITIES AND NET ASSETS CURRENT Accounts payable Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) | | • | | 314,118 |
| CURRENT Accounts payable Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) | | 182,390 | | 168,562 |
| CURRENT Accounts payable Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) | \$ | 4,002,115 | \$ | 3,969,035 |
| CURRENT Accounts payable Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) | | | | |
| Accounts payable Accrued vacation and overtime Deferred contributions (Note 8) Current portion of long term debt (Note 9) NET ASSETS | | | | |
| Deferred contributions (Note 8) Current portion of long term debt (Note 9) NET ASSETS | \$ | 20,052 | \$ | 14.005 |
| Current portion of long term debt (Note 9) NET ASSETS | Ψ | 22,984 | φ | 14,895 16,752 |
| NET ASSETS | | 4,524 | | 3,637 |
| | | - | | 2,388 |
| | | 47,560 | | 37,672 |
| Unrestricted net assets | | | | |
| | | (7,746) | | 25,524 |
| Investment in property, plant & equipment | | 182,390 | | 166,174 |
| Externally restricted net assets (Note 10) | - | 3,779,911 | | 3,739,665 |
| | | 3,954,555 | | 3,931,363 |
| | | 4,002,115 | \$ | 3,969,035 |

CONTINGENT LIABILITY (Note 14)

| ON BEHALF OF THE BOARD | |
|------------------------|---------|
| | Directo |
| | Directo |

Statement of Revenues and Expenditures Year Ended March 31, 2018

| | 2018 | | 2017 |
|-----------------------------------|-------------------|-------------|----------|
| REVENUES | | | |
| Western Economic Diversification | \$ 294,96 | 3 \$ | 294,963 |
| Bank and investment interest | φ 294,90 77,30 | | 99,040 |
| Loan interest | 28,40 | | 38,234 |
| Other income | 27,53 | | 3,290 |
| Rental revenue | 6,0 | | 6,250 |
| Cost recoveries | 2,83 | | 14,400 |
| | 437,09 | 4 | 456,177 |
| EXPENSES | | | |
| Salaries and wages | 226,05 | 6 | 192,847 |
| Professional fees | 41,55 | | 9,322 |
| Office | 27,80 | 0 | 15,546 |
| Bad debts (recovery) | 18,55 | 7 | (70,864) |
| Advertising and promotion | 17,95 | 4 | 3,760 |
| Amortization | 13,83 | 2 | 12,531 |
| Travel | 13,22 | 2 | 8,332 |
| Repairs and maintenance | 12,00 | 1 | 7,012 |
| Telephone | 8,28 | 6 | 7,739 |
| Utilities | 6,02 | 4 | 5,349 |
| Bookkeeping | 5,52 | 5 | 4,938 |
| Conference fees | 5,02 | 5 | 2,408 |
| Interest and bank charges | 4,55 | 8 | 4,574 |
| Property taxes | 4,11 | 0 | 5,099 |
| Insurance | 3,80 | 6 | 3,634 |
| Education and reference fees | 2,73 | 8 | 11,263 |
| Board meetings | 2,14 | | 1,213 |
| Equipment repairs and maintenance | 70 | | 1,211 |
| Interest on long term debt | 1 | 2 | 416 |
| | 413,90 | 2 | 226,330 |
| EXCESS OF REVENUES OVER EXPENSES | \$ 23,19 | 2 \$ | 229,847 |

Statement of Changes in Net Assets Year Ended March 31, 2018

| | Unrestricted Net Assets | Investment in property, plant & equipment | Externally restricted Net Assets | 2018 | 2017 |
|--|-------------------------|---|-----------------------------------|------------------------|-----------|
| NET ASSETS - BEGINNING OF YEAR | \$ 25,524 | \$ 166,174 | \$ 3,739,665 | \$ 3,931,363 \$ | 3,701,516 |
| Excess of revenues over expenses | (67,054) | - | 90,246 | 23,192 | 229,847 |
| Addition of property, plant & equipment | (27,660) |) 27,660 | - | - | - |
| Amortization of property, plant & equipment | 13,832 | (13,832) | - | - | - |
| Repayment of indebtedness on property, plant & equipment | (2,388 |) 2,388 | - | | - |
| Transfers between funds (Note 11) | 50,000 | - | (50,000) | - | - |
| NET ASSETS - END OF YEAR | \$ (7,746 |) \$ 182,390 | \$ 3,779,911 | \$ 3,954,555 \$ | 3,931,363 |

Statement of Cash Flows Year Ended March 31, 2018

| | | 2018 | | 2017 |
|---|-------------|---------------------|----|-----------------------|
| OPERATING ACTIVITIES | | | | |
| Excess of revenues over expenses | \$ | 23,192 | \$ | 229,847 |
| Item not affecting cash: | - | | Ψ | 220,047 |
| Amortization of property, plant and equipment | | 13,832 | | 12,531 |
| | | 37,024 | | 242,378 |
| Changes in non-cash working capital: | | | | |
| Accounts receivable | | 9,150 | | (1,614) |
| GST recoverable | | 44 | | 37 |
| Prepaid expenses | | 607 | | 2,473 |
| Accounts payable | | 5,157 | | (3,651) |
| Accrued vacation and overtime | | 6,232 | | (5,682) |
| Deferred contributions | - | 887 | | (96) |
| | | 22,077 | | (8,533) |
| Cash flow from operating activities | | 59,101 | | 233,845 |
| INVESTING ACTIVITIES | | | | |
| Purchase of property, plant and equipment | | (27 660) | | (0.054) |
| Restricted cash | | (27,660) 120,954 | | (8,854) |
| Restricted investments | | (68,933) | | (268,023) (99,026) |
| Loans receivable | | (100,217) | | 158,939 |
| Cach flow used by investing a still | | | | , |
| Cash flow used by investing activities | - | (75,856) | | (216,964) |
| FINANCING ACTIVITY | | | | |
| Repayment of long term debt | | (2,388) | | (15,064) |
| INCREASE (DECREASE) IN CASH FLOW | | (19,143) | | 1,817 |
| CASH - BEGINNING OF YEAR | - | 44,928 | | 43,111 |
| CASH - END OF YEAR | \$ | 25,785 | \$ | 44,928 |

Notes to Financial Statements March 31, 2018

NATURE OF OPERATIONS

Community Futures Tawatinaw Region (the "Organization") is principally involved in supporting community economic development initiatives by helping those who wish to begin or further develop their business, as well as helping those seeking self employment. The Organization is a non-profit organization and accordingly, no provision for corporate income taxes has been made in these financial statements pursuant to Section 149(i)(I) of the Income Tax Act, Canada.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of presentation

The financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations (ASNPOs).

Measurement uncertainty

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 amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Such estimates are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates.

The main item for which a significant estimate was made is the allowance for doubtful loans receivable as outlined in Note 5 of these financial statements. To estimate this amount, management is required to make various assumptions that it considers reasonable, including their analysis of the debtor's ability to repay the loan based on their current operations and security held by Community Futures Tawatinaw Region.

Fund accounting

The Organization follows the restricted fund method of accounting for contributions using the following funds. The General Fund accounts for general operations, innovation programs and capital assets related to the property and equipment of the Organization. The General Fund is significantly funded by the Federal Government - Western Economic Diversification. The purpose of this Fund is to provide administration services. The Tawatinaw Fund accounts for workshops and consulting programs. The Investment Fund is an externally restricted fund that accounts for loans provided to businesses in the region. Within the externally restricted fund is the Disability Fund that reports business loans provided to individuals with disabilities, both visible and non visible.

Cash and cash equivalents

Cash and cash equivalents includes balances with banks, net of outstanding cheques. Restricted cash includes balances with banks for use in restricted funds.

(continues)

Notes to Financial Statements March 31, 2018

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Financial instruments policy

Initial and subsequent measurement

The Organization initially measures its financial assets and liabilities at fair value. Subsequent measurement of all financial assets and liabilities is at cost or amortized cost, except for investments in equity instruments that are quoted in an active market, which are measured at fair value. Changes in the fair value of these financial instruments are recognized in net income in the period incurred.

Financial assets measured at amortized cost on a straight-line basis include cash, accounts receivable, restricted cash, and loans receivable.

Financial assets measured at fair value are restricted investments.

Financial liabilities measured at amortized cost on a straight-line basis include bank indebtedness, accounts payable, accrued vacation and overtime, and long-term debt.

Transaction costs

Transaction costs related to financial instruments that will be subsequently measured at fair value are recognized in net income in the period incurred. Transactions costs related to financial instruments subsequently measured at amortized cost are included in the original cost of the assets or liability and recognized in net income over the life of the instrument using the straight-line method.

Impairment

For financial assets measured at cost or amortized cost, the company determines whether there are indications of possible impairment. When there is an indication of impairment, and the Organization determines that a significant adverse change has occurred during the period in the expected timing or amount of future cash flows, a write-down is recognized in net income. A previously recognized impairment loss may be reversed to the extent of the improvement. The carrying amount of the financial asset may not be 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.

(continues)

Notes to Financial Statements March 31, 2018

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Loans receivable

Loans receivable are recorded at amortized cost, using the effective interest method, net of anticipated losses. Loans are extended to each borrower under the Organization's normal credit standards, controls and monitoring features. Most credit arrangements are short-term in nature and terms generally do not exceed five years. Credit terms provide for fixed interest rates at the time of approval of the loan, with blended principal and interest repayments. The Organization evaluates each loan's status yearly for non-performance.

Loans are recognized as being impaired when, in management's opinion, there is a reasonable doubt to the collectability of some or all of the principal or interest. When payment is 90 days past due and no restructuring option exists, any previously accrued interest on the loan is reversed against current year income and the loan is considered impaired. When a loan is classified as impaired, recognition of interest ceases and the impaired loans are reduced to their estimated realizable value, net of collateral expected to be collected and costs of realization. Loan costs to realize the security are charged to the Restricted Net Assets.

Property, plant and equipment

Property, plant and equipment are stated at cost less accumulated amortization. Property, plant and equipment are amortized at the following rates and methods:

| Buildings | 35 years | straight-line method |
|--------------------|--------------|----------------------|
| Equipment | 3 to 5 years | straight-line method |
| Computer equipment | 3 to 5 years | straight-line method |

Property, plant and equipment acquired during the year but not placed into use are not amortized until they are placed into use.

Allowances for credit losses

The Organization maintains an allowance for credit losses on a loan-by-loan basis and provisions based on past experience. An allowance is made when the Organization determines that the loan or any part thereof will likely not be repaid.

Revenue recognition

The Organization follows the restricted fund method of recognizing revenue for its contributions.

Restricted contributions for the purchase of property and equipment are deferred and recognized as revenue on the same basis as the amortization expense related to the acquired property and equipment.

Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be estimated and collection is reasonably assured.

Interest income is recognized as revenue when earned.

Notes to Financial Statements March 31, 2018

3. RESTRICTED CASH

Restricted cash consists of cash in three bank accounts that are restricted to providing loans to clients of the Organization.

Per direction from Western Economic Diversification, up to \$50,000 per year of funds from restricted cash can be transferred to the operations bank accounts to fund incremental activity only. Interest transfers are not permitted when the organization has an operating surplus, and the amount transferred should not exceed the net growth (interest/other revenue minus bad debts/other expenses) of the fund during the previous year.

Details of transfers made in 2018 are indicated in note 11 of these statements.

| DESCRIPTION | | | | |
|--------------------|--|----|-----------|-----------------|
| 4. | RESTRICTED INVESTMENTS | | | |
| | | | 2018 | 2017 |
| | Community Futures Lending and Investment Pool (CFLIP) is a professionally managed investment pool with fluctuating rates of return. At March 31, 2018, the pool consisted of 1.4% (2017 - 8.8%) cash, 17.8% (2017 - 45.5%) bonds, 12.8% (2017 - 0%) preferred shares, 34.3% (2017-20.4%) non-traditional income funds, 5.3% (2017 - 14.4%) Canadian equities, 12% (2017 - 10.9%) global equities, aqnd 16.4% (2017-0%) non-traditional capital appreciation assets. CFLIP has a commercial line of credit of up to \$1.2 million to allow the fund manager to reduce the percentage level of cash or equivalents under management. The cost of the investments held by Community Futures Tawatinaw Region in the CFLIP account at March 31, 2018 was \$2,091,962 (2017-\$2,152,345). Reinvested income is added to the pool monthly. | \$ | 2,214,072 | \$ 2,145,139 |
| 5. | LOANS RECEIVABLE | | | |
| | | - | 2018 | 2017 |
| | Unpaid loan balance | \$ | 445,162 | \$ 331,646 |
| | Allowance for doubtful loans receivable (Note 6) | , | (30,827) | (17,528) |
| | | | 414,335 | 314,118 |
| | Amounts receivable within one year | | (227,134) | (153,149) |
| | Receivable thereafter | \$ | 187,201 | \$ 160,969 |
| | | | | (continues) |

Notes to Financial Statements March 31, 2018

5. LOANS RECEIVABLE (continued)

The loans bear fixed interest rates ranging from 7.5% to 9% per annum. Repayment terms of the loans within the portfolio vary depending on the length of the term and individual agreement terms. Revolving loans have a repayment term of 12 months. Term loans can range in repayment terms, the maximum term is 120 months.

Loans have maturity dates ranging from April 2018 to May 2021. All loans require monthly payments. Some loans may require interest only payments for a set period at the beginning of the repayment term or may be negotiated throughout the term of the loan.

6. ALLOWANCE FOR DOUBTFUL LOANS RECEIVABLE

At year end, the Organization assessed each loan to determine the ultimate collectability. At March 31, 2018, the Organization had reduced its loan portfolio balance by \$13,299, representing specific identifications of provisions for credit losses.

| | | 2018 | 2017 |
|---|----|-------------------|------------------------|
| Allowance for doubtful loans, beginning of year | \$ | 17,528 | \$ 135,906 |
| Loan amounts added to doubtful loans in the year Recoveries of doubtful loans | | 19,572 (1,015) | 21,199 (92,063) |
| Bad debt expense | | 18,557 | (70,864) |
| Loans in allowance for doubtful accounts written off in the year | - | (5,258) | (47,514) |
| Allowance for doubtful loans, end of year | \$ | 30,827 | \$ 17,528 |

Allowance for doubtful loans at the end of the year consists of four specific loan balances. The debtors have not been making regular payments, and Community Futures Tawatinaw Region does not have any indication as to how much they will receive to pay down the debts.

7. PROPERTY, PLANT AND EQUIPMENT

| | Name of the last o | Cost | | cumulated nortization | N | 2018 let book value | 2017 Net book value | | |
|--|--|-----------------------------|----|----------------------------|----|---------------------------|---------------------------|---------------------------|--|
| Buildings Equipment Computer equipment | \$ | 257,629 27,596 37,119 | \$ | 86,754 21,413 31,787 | \$ | 170,875 6,183 5,332 | \$ | 153,551 8,841 6,170 | |
| | \$ | 322,344 | \$ | 139,954 | \$ | 182,390 | \$ | 168,562 | |

Notes to Financial Statements March 31, 2018

8. DEFERRED CONTRIBUTIONS

Deferred contributions for 2018 (2017) consists of net contributions from municipalities for the BizKids program, which did not advance any start-up loans in the 2018 fiscal year. The increase in deferred contributions was funding received for future loans, less funds used to pay bank charges for the accounts where the funds are being held.

Notes to Financial Statements March 31, 2018

| 9. | LONG TERM DEBT | | | | |
|----|--|----------|---|---------|--|
| | | 2018 | 2017 | | |
| | Royal Bank of Canada loan bearing interest at 3.88% per annum, repayable in monthly blended payments of \$1,290. The loan matured on May 27, 2017. | \$ - | \$ | 2,388 | |
| | Amounts payable within one year | - | *************************************** | (2,388) | |
| | | \$ - | \$ | - | |

10. EXTERNALLY RESTRICTED NET ASSETS

In fiscal year 2001, the Department of Western Economic Diversification amended the terms and conditions of its contribution agreement with the Organization. Under the revised terms and conditions, the conditionally repayable loan funds are repayable if any of the following conditions occur:

- (a) The conditionally repayable loan fund is not administered according to the terms and conditions specified in the funding agreement; or
- (b) Based on reviews and evaluations of the operations and of the conditionally repayable loan funds of the Organization, the conditionally repayable loan fund is not providing a satisfactory level of benefits in terms of employment creation, the development of community-owned or controlled businesses, and strengthening of the western economy; or
- (c) In the opinion of the Minister, the conditionally repayable loan fund is no longer necessary or relevant to the development of the Western Canadian economy; or
- (d) An event of default occurs, as described in Section 17 of the Agreement; or
- (e) The Minister does not approve terms and conditions to extend the project beyond March 31, 2019.

11. TRANSFERS BETWEEN FUNDS

In 2018, the board approved a transfer of up to \$50,000 from restricted cash to general operations to assist in funding training initiatives. \$42,050 in cash was transferred during the year, and the remaining \$7,950 was transferred between funds after year-end. There was no requirement for Western Economic Diversification to approve the transfer as per their Interest Transfer Policy, CF's with three year Contribution Agreements are pre-approved for interest transfers up to \$50,000 per annum. Community Futures Tawatinaw Region has a three year Contribution Agreement in place.

In 2017, \$3,000 was transferred from restricted cash to general operations to assist in funding the Community Futures Network of Alberta provincial marketing campaign. Western Economic Diversification approved this transfer.

Notes to Financial Statements March 31, 2018

12. FINANCIAL INSTRUMENTS

The Organization is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate and manage these risks. The following analysis provides information about the Organization's risk exposure and concentration as of March 31, 2018.

Credit risk

Credit risk arises from the potential that a counter party will fail to perform its obligations. The Organization is exposed to credit risk from customers. In order to reduce its credit risk, the Organization reviews a new customer's credit history before extending credit and conducts regular reviews of its existing customers' credit performance. An allowance for doubtful accounts is established based upon factors surrounding the credit risk of specific accounts, historical trends and other information. The Organization has a significant number of customers which minimizes concentration of credit risk.

Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Organization is exposed to this risk mainly in respect of its receipt of funds from its customers and other related sources, long-term debt, and accounts payable.

Other price risk

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or it's issuer, or factors affecting all similar financial instruments traded in the market. The Organization is exposed to other price risk through its investment in restricted investments.

13. ECONOMIC DEPENDENCE

The Organization receives 95% (2017 - 94%) of its operating revenues from the Federal Government and is economically dependent upon the annual funding received for day to day operations.

14. CONTINGENT LIABILITY

The Organization has access to a line of credit up to \$25,000, and a Visa with a limit of up to \$6,500.

Notes to Financial Statements March 31, 2018

15. SUBSEQUENT EVENTS

In March 2018, Community Futures Tawatinaw Region received written confirmation from Western Economic Diversification that the Organization was granted a three year contract guaranteeing funding until March 31, 2021. The total funding to be received for the period April 1, 2018 to March 31, 2021 will not exceed \$884,889.

Western Economic Diversification approved a transfer for the fiscal period 2018/19 from the Non-repayable Investment Fund to the operations fund two separate amounts. Up to \$50,000 is approved for Community Futures Training Program and Youth in Business, and \$20,000 is approved for Lemonade Day Northwest Alberta.

(Schedule 1)

COMMUNITY FUTURES TAWATINAW REGION Financial Position by Fund As at March 31, 2018

| | | General | | Tawatinaw | | Investment | | 2018 | | 2017 | |
|--|----|----------|----|-----------|----|------------|----|-----------|----|-----------|--|
| ASSETS | | | | | | | | | | | |
| CURRENT | | | | | | | | | | | |
| Cash | \$ | 25,785 | \$ | - | \$ | - | \$ | 25,785 | \$ | 44,928 | |
| Accounts receivable | | - | | - | | - | | - | | 9,150 | |
| Prepaid expenses | | 4,461 | | | | - (= 0.50) | | 4,461 | | 5,068 | |
| Due (to) from other funds | | (40,600) | | 48,550 | | (7,950) | | - | | - | |
| GST receivable | | 1,618 | | - | | | | 1,618 | | 1,662 | |
| | | (8,736) | | 48,550 | | (7,950) | | 31,864 | | 60,808 | |
| RESTRICTED CASH | | - | | - | | 1,159,454 | | 1,159,454 | | 1,280,408 | |
| INVESTMENTS | | - | | - | | 2,214,072 | | 2,214,072 | | 2,145,139 | |
| LOANS | | - | | - | | 414,335 | | 414,335 | | 314,118 | |
| PROPERTY, PLANT & EQUIPMENT | | 182,390 | | - | | - | | 182,390 | | 168,562 | |
| | \$ | 173,654 | \$ | 48,550 | \$ | 3,779,911 | \$ | 4,002,115 | \$ | 3,969,035 | |
| LIABILITIES | | | | | | | | | | | |
| CURRENT | | | | | | | | | | | |
| Accounts payable and accrued liabilities | | 20,052 | | | | - | | 20,052 | | 14,895 | |
| Accrued vacation and overtime | | 22,984 | | - | | - | | 22,984 | | 16,752 | |
| Deferred contributions | | 4,524 | | | | - | | 4,524 | | 3,637 | |
| | | 47,560 | | - | | - | | 47,560 | | 35,284 | |
| LONG-TERM DEBT | | - | | | | - | | - | | 2,388 | |
| | \$ | 47,560 | \$ | | \$ | - | \$ | 47,560 | \$ | 37,672 | |
| FUND BALANCES | | | | | | | | | | | |
| Unrestricted | | (56,296) | ì | 48,550 | | _ | | (7,746) | | 25,524 | |
| Investment in fixed assets | | 182,390 | | - | | - | | 182,390 | | 166,174 | |
| Restricted | | - | | | | 3,779,911 | | 3,779,911 | | 3,739,665 | |
| | \$ | 126,094 | \$ | 48,550 | \$ | 3,779,911 | \$ | 3,954,555 | \$ | 3,931,363 | |
| | \$ | 173,654 | \$ | 48,550 | \$ | 3,779,911 | \$ | 4,002,115 | \$ | 3,969,035 | |
| | φ | 175,054 | Ψ | 40,000 | Ψ | 0,110,011 | Ψ | 7,002,113 | Ψ | 0,000,000 | |

(Schedule 2)

COMMUNITY FUTURES TAWATINAW REGION Operations by Fund Year ended March 31, 2018

| | General | Tawatinaw | Investment | 2018 | | 2017 |
|--------------------------------------|------------|----------------------|--------------|--------------|----|-----------|
| RECEIPTS | | | | | | |
| Western Economic Diversification | \$ 294,963 | \$ - | \$ - | \$ 294,963 | \$ | 294,963 |
| Loan interest revenue | - | - | 28,408 | 28,408 | | 38,234 |
| Bank and investment interest | 41 | | 77,260 | 77,301 | | 99,040 |
| Cost recovery | 2,835 | - | - | 2,835 | | 14,400 |
| Rental revenue | 6,050 | - | - | 6,050 | | 6,250 |
| Other income | - | 7,616 | 19,921 | 27,537 | | 3,290 |
| | 303,889 | 7,616 | 125,589 | 437,094 | | 456,177 |
| EXPENDITURES | | | | | | |
| Advertising | 7,175 | 10,779 | - | 17,954 | | 3,760 |
| Amortization | 13,832 | | - | 13,832 | | 12,531 |
| Bad debts (recovery) | | # | 18,557 | 18,557 | | (70,864) |
| Board meetings | 2,141 | - | - | 2,141 | | 1,213 |
| Bookkeeping | 5,525 | - | - | 5,525 | • | 4,938 |
| Building repairs and maintenance | 12,001 | - | | 12,001 | | 7,012 |
| Conferences fees | 5,025 | - | - | 5,025 | | 2,408 |
| Education and reference fees | 2,738 | | - | 2,738 | | 11,263 |
| Equipment repairs and maintenance | 700 | - | | 700 | | 1,211 |
| Insurance | 3,806 | - | - | 3,806 | | 3,634 |
| Interest and bank charges | 3,443 | | 1,115 | 4,558 | | 4,574 |
| Interest on long term debt | 12 | | - | 12 | | 416 |
| Office | 10,449 | 17,351 | - | 27,800 | | 15,546 |
| Professional fees | 8,994 | 11 /00/00/1 04/01/00 | 15,671 | 41,555 | | 9,322 |
| Property taxes | 4,110 | | - | 4,110 | | 5,099 |
| Telephone | 8,286 | | - | 8,286 | | 7,739 |
| Travel expense | 3,380 | | - | 13,222 | | 8,332 |
| Utilities | 6,024 | | - | 6,024 | | 5,349 |
| Wages and benefits | 226,056 | | _ | 226,056 | | 192,847 |
| | 323,697 | | 35,343 | 413,902 | | 226,330 |
| Net revenue (deficit) | (19,808 | 3) (47,246 | 90,246 | 23,192 | | 229,847 |
| Interfund transfers made in the year | (5,196 | | | 20,132 | | |
| Interfund transfers receivable | 7,950 | , | (7,950) | _ | | |
| Net Assets, beginning of year | 143,148 | | | 3,931,363 | | 3,701,516 |
| NET ASSETS, END OF YEAR | \$ 126,094 | \$ 48,550 | \$ 3,779,911 | \$ 3,954,555 | \$ | 3,931,363 |

COMMUNITY FUTURES TAWATINAW REGION

INVESTMENT FUND

(Schedule 3)

Unaudited Statement of Operations and Changes in Fund Balances Year ended March 31, 2018

| | Ω | Disability | | General | | 2018 | | 2017 |
|------------------------------------|---|------------|----|-----------|---|-----------|-----------------|-----------|
| REVENUE | | | | | | | | |
| Loan interest | ↔ | • | ↔ | 28,408 | S | 28,408 | S | 38.234 |
| Investment interest | ↔ | r | \$ | 77,260 | G | 77,260 | · () | 99,026 |
| Other income | | • | | 19,921 | | 19,921 | | 2,149 |
| Bad debt recoveries | | • | | ı | | | | 1 |
| | | • | | 125,589 | | 125,589 | | 139,409 |
| EXPENSES | | | | | | | | |
| Bad debt allowance (recovery) | | 1 | | 18,557 | | 18,557 | | (70,864) |
| Professional fees | | | | 15,671 | | 15,671 | | |
| Bank charges | | | | 1,115 | | 1,115 | | 3,163 |
| | | 1 | | 35,343 | | 35,343 | | (67,701) |
| EXCESS OF REVENUES OVER EXPENSES | | | | 90,246 | | 90,246 | | 207,110 |
| FUND BALANCE, BEGINNING OF YEAR | | 119,087 | | 3,620,578 | | 3,739,665 | | 3,535,555 |
| TRANSFERS FROM (TO) OPERATING FUND | | • | | (20,000) | | (20,000) | | (3,000) |
| FUND BALANCE, END OF YEAR | 8 | 119,087 | \$ | 3,660,824 | မ | 3,779,911 | \$ | 3,739,665 |

COMMUNITY FUTURES TAWATINAW REGION
Unaudited Statement of Cash Flows for Western Economic Diversification Operations
As at March 31, 2018

(Schedule 4)

| | Operating Activities | Financing | Financing and Investment Activities | Activities | | , at | |
|--|-------------------------|------------|-------------------------------------|------------|--------------|--------------|-----------|
| | General | Disability | General | Total | 2018 | 2017 | 7 |
| Sources of Cash | | | | | | | |
| WD Contributions | \$ 294,963 | · \$ | · · | , \$ | \$ 294,963 | \$ 29 | 294,963 |
| Investment income | 41 | • | 77,260 | 77,260 | 77,301 | | 99,040 |
| GST received | 2,857 | | • | 1 | 2,857 | | 1,699 |
| Cost recoveries | 11,985 | 1 | ı | 1 | 11,985 | _ | 10,725 |
| Rental | 6,050 | ı | | ľ | 6,050 | | 5,850 |
| Other income | 8,503 | 1 | 19,921 | 19,921 | 28,424 | | 3,290 |
| Investment loan repayments (principal plus interest) | 1 | 1 | 463,525 | 463,525 | 463,525 | 22 | 573,347 |
| | 324,399 | I | 560,706 | 560,706 | 885,105 | 86 | 988,914 |
| | | | | | • | | |
| Uses of Cash | | | | | | | |
| Salaries and benefits | 219,824 | ı | | 1 | 219,824 | 19 | 197,968 |
| Materials and services | 132,895 | ī | 16,712 | 16,712 | 149,607 | ٥ O | 94,774 |
| Purchase of capital assets | 27,660 | T | ı | • | 27,660 | | 8,854 |
| GST paid | 2,813 | T | • | ı | 2,813 | | 1,662 |
| Mortgage payments | 2,400 | • | | | 2,400 | = | 15,480 |
| Investment Ioan advances | 1 | • | 553,966 | 553,966 | 553,966 | 30 | 301,310 |
| Restricted investments | | 1 | 68,932 | 68,932 | 68,932 | <u>ത്</u> | 93,026 |
| | 385,592 | | 639,610 | 639,610 | 1,025,202 | 718 | 719,074 |
| Net increase (decrease) in cash | (61 193) | | (78 004) | (FOO 82) | (440.002) | Č | 0.00 |
| Cash beginning | 44 028 | 117 607 | 1 160 701 | 400,004) | (160,031) | יי יי | 203,040 |
| Interfund transfer | 44,320 | 700,711 | 1,102,721 | 1,200,408 | 1,325,330 | , , , | 1,055,496 |
| Cash, end of year | \$ 25,785 | \$ 117,687 | \$ 1,041,767 \$ | - | \$ 1.185.239 | \$ 1.325.336 | 336 |
| | | | | 11 | 00-100-11 | - 11 | 2 |