

**Billy Graham Evangelistic
Association of Canada**

Financial Statements
December 31, 2017



April 27, 2018

Auditors' Report

To the Members of Billy Graham Evangelistic Association of Canada

We have audited the accompanying financial statements of Billy Graham Evangelistic Association of Canada, which comprise the statement of financial position as at December 31, 2017, and the statements of operations and changes in fund balances and cash flows for the year ended and the related notes, which comprise 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.

*PricewaterhouseCoopers LLP
111 5 Avenue SW, Suite 3100, Calgary, Alberta, Canada T2P 5L3
T: +1 403 509 7500, F: +1 403 781 1825*

"PwC" refers to PricewaterhouseCoopers LLP, an Ontario limited liability partnership.



Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Billy Graham Evangelistic 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.

PricewaterhouseCoopers LLP

Chartered Professional Accountants

Billy Graham Evangelistic Association of Canada

Statement of Financial Position

As at December 31, 2017

| | 2017 \$ | 2016 \$ |
|--|-------------------|-------------------|
| Assets | | |
| Current assets | | |
| Cash and cash equivalents | 1,587,751 | 1,886,450 |
| Short-term investments (note 3) | 3,511,575 | 1,945,185 |
| Accounts receivable | 59,750 | 48,147 |
| Prepaid expenses | 69,890 | 196,330 |
| | <u>5,228,966</u> | <u>4,076,112</u> |
| Investments (note 3) | 3,982,252 | 5,166,401 |
| Capital assets (note 4) | <u>3,574,250</u> | <u>3,633,656</u> |
| | <u>12,785,468</u> | <u>12,876,169</u> |
| Liabilities | | |
| Current liabilities | | |
| Accounts payable and accrued liabilities (note 9) | 157,151 | 282,214 |
| Unearned revenue on subscriptions to DECISION magazine | 41,906 | 44,729 |
| Payable to related parties (note 7) | 41,292 | 64,837 |
| | <u>240,349</u> | <u>391,780</u> |
| Deferred contributions (note 5) | 175,325 | 43,158 |
| Fund balances | | |
| Unrestricted | 8,070,393 | 8,082,424 |
| Internally restricted – invested in capital assets | 3,574,250 | 3,633,656 |
| Endowments | 725,151 | 725,151 |
| | <u>12,369,794</u> | <u>12,441,231</u> |
| | <u>12,785,468</u> | <u>12,876,169</u> |
| Contractual obligations (note 8) | | |

Approved by the Board of Directors

_____ Director _____ Director

The accompanying notes are an integral part of these financial statements.

Billy Graham Evangelistic Association of Canada

Statement of Operations and Changes in Fund Balances

For the year ended December 31, 2017

| | | | | 2017 | 2016 |
|---|----------------|--------------|----------------|------------|------------|
| | Operating fund | Capital fund | Endowment fund | Total | Total |
| | \$ | \$ | \$ | \$ | \$ |
| Revenue | | | | | |
| Contributions – general | 2,579,458 | - | - | 2,579,458 | 2,518,998 |
| Recognition of deferred ministry contributions (note 5) | 1,581,016 | - | - | 1,581,016 | 1,340,875 |
| Bequests | 1,869,334 | 24,331 | - | 1,893,665 | 2,156,733 |
| Investment and other income | 193,694 | - | - | 193,694 | 162,508 |
| DECISION magazine subscriptions | 68,006 | - | - | 68,006 | 69,243 |
| | 6,291,508 | 24,331 | - | 6,315,839 | 6,248,357 |
| Expenditures | | | | | |
| Evangelistic ministries | | | | | |
| City wide evangelism | 2,799,926 | - | - | 2,799,926 | 1,547,332 |
| International ministries | 394,642 | - | - | 394,642 | 459,613 |
| Training | 389,845 | - | - | 389,845 | 363,041 |
| Rapid Response ministry | 330,234 | - | - | 330,234 | 218,676 |
| DECISION magazine | 144,867 | - | - | 144,867 | 195,273 |
| My Hope with Billy Graham | 27,190 | - | - | 27,190 | 103,460 |
| Media | 127,422 | - | - | 127,422 | 92,919 |
| Other ministry | 1,318,342 | 87,498 | - | 1,405,840 | 1,252,497 |
| | 5,532,468 | 87,498 | - | 5,619,966 | 4,232,811 |
| General and administrative | 515,843 | 22,814 | - | 538,657 | 582,601 |
| Fundraising | 228,653 | - | - | 228,653 | 179,436 |
| | 6,276,964 | 110,312 | - | 6,387,276 | 4,994,848 |
| Excess (deficiency) of revenue over expenditures | 14,544 | (85,981) | - | (71,437) | 1,253,509 |
| Fund balance – Beginning of year | 8,082,424 | 3,633,656 | 725,151 | 12,441,231 | 11,187,722 |
| Inter fund transfer – capital asset additions | (26,575) | 26,575 | - | - | - |
| Fund balance – End of year | 8,070,393 | 3,574,250 | 725,151 | 12,369,794 | 12,441,231 |

The accompanying notes are an integral part of these financial statements.

Billy Graham Evangelistic Association of Canada

Statement of Cash Flows

For the year ended December 31, 2017

| | 2017 \$ | 2016 \$ |
|---|-------------|-------------|
| Cash provided by (used in) | | |
| Operating activities | | |
| Excess of revenue over expenditures for the year – Operating Fund | 14,544 | 1,140,246 |
| Interest (accrued) in excess of interest received | (6,587) | 46,814 |
| | <hr/> | <hr/> |
| | 7,957 | 1,187,060 |
| Net increase (decrease) in deferred contributions | 132,167 | (16,284) |
| Changes in non-cash working capital | | |
| Accounts receivable | (11,603) | (18,519) |
| Prepaid expenses | 126,440 | (98,878) |
| Accounts payable and accrued liabilities | (125,063) | 105,700 |
| Payable to related parties | (23,545) | 27,835 |
| Unearned revenue on subscriptions to DECISION magazine | (2,823) | 878 |
| | <hr/> | <hr/> |
| | 103,530 | 1,187,792 |
| Investing activities | | |
| Purchase of investments | (2,931,254) | (3,258,599) |
| Proceeds on maturities of investments | 2,555,600 | 2,518,054 |
| Contributions to Capital Fund | 24,331 | 188,366 |
| Purchase of capital assets | (50,906) | (520,356) |
| | <hr/> | <hr/> |
| | (402,229) | (1,072,535) |
| (Decrease) increase in cash and cash equivalents during the year | (298,699) | 115,257 |
| Cash and cash equivalents – Beginning of year | 1,886,450 | 1,771,193 |
| | <hr/> | <hr/> |
| Cash and cash equivalents – End of year | 1,587,751 | 1,886,450 |
| Cash and cash equivalents consist of | | |
| Cash | 1,042,582 | 1,839,542 |
| Money market mutual funds | 545,169 | 46,908 |
| | <hr/> | <hr/> |
| | 1,587,751 | 1,886,450 |
| | <hr/> | <hr/> |

The accompanying notes are an integral part of these financial statements.

Billy Graham Evangelistic Association of Canada

Notes to Financial Statements

December 31, 2017

1 Nature of the Association

The Billy Graham Evangelistic Association of Canada (the "Association") was incorporated under Part II of the Canada Corporations Act by Letters Patent dated July 2, 1968, and was continued under the Canada Not-for-Profit Corporations Act on November 8, 2013. The purpose of the Association is to propagate the Gospel of the Lord Jesus Christ and to equip others to do likewise. Support is received from individual donors through contributions, deferred giving programs and evangelistic activities.

As ambassadors of Christ, the Association seeks to help all people understand that God has reconciled the world to Himself through the death and resurrection of His Son; that Jesus Christ, who knew no sin, took upon Himself the sin of all mankind and in doing so, has ensured that our sin would not be counted against us. Jesus has become for us wisdom from God; that is, our righteousness, holiness and redemption (2 Corinthians 5: 11-21, 1 Corinthians 1:31).

The Association is a registered charity under the Income Tax Act and accordingly is exempt from income taxes.

2 Summary of significant accounting policies

Basis of presentation

The Association's financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations ("ASNPO").

Use of estimates

The preparation of financial statements in conformity with ASNPO requires estimates and assumptions to be made that affect the reported amount of assets and liabilities and the disclosure of contingent assets and liabilities at the date of financial statements and the reported amounts of revenue and expenses during the reporting period. These estimates and assumptions are the responsibility of management. These estimates and assumptions are subject to measurement uncertainty and actual results and financial position may differ from those reported in these financial statements. Significant estimates included in these financial statements are useful life of capital assets and accruals.

Billy Graham Evangelistic Association of Canada

Notes to Financial Statements

December 31, 2017

Fund accounting

The Association follows the restricted fund method of accounting for contributions. The Association maintains the following funds:

- The Operating Fund reports the assets, liabilities, revenue and expenditures relating to ministry and administrative activities of the Association.
- The Capital Fund reports the assets, liabilities, revenue and expenditures related to the Association's capital assets.
- The Endowment fund reports the assets and contributions that donors have specified must be maintained in perpetuity.

Revenue recognition

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

Restricted contributions related to a Capital purpose are recognized as revenue in the Capital Fund when received. Endowment fund contributions are recognized as revenue in the Endowment Fund when received. All other restricted contributions are recognized as revenue in the Operating Fund in the year in which related expenses are incurred.

Revenue for subscriptions to DECISION magazine is recorded as deferred revenue and is recognized in revenue over the period of the subscription.

Unrestricted investment income is recognized as revenue of the Operating Fund.

Contributed goods and services

Donations of goods and services are recorded when the fair market value is reasonably determinable and when they would otherwise be purchased by the Association.

A portion of the Association's work is dependent on voluntary services from many members and supporters. Because of difficulty in determining their value, these contributed services are not recognized in the financial statements.

Cash and cash equivalents

Cash and cash equivalents consist of highly liquid investments with initial terms to maturity of 90 days or less.

Billy Graham Evangelistic Association of Canada

Notes to Financial Statements

December 31, 2017

Investments

Fixed income investments, other than guaranteed investment certificates (GICs), are carried at amortized cost. The investments are recorded at fair value at time of acquisition and thereafter are measured at amortized cost using the effective interest method. GICs are recorded at fair market value which is calculated as the certificate deposit amount plus accrued interest. Equity investments are recorded at fair market value determined by reference to published price quotations in an active market. The change in fair market value is recorded directly in the Statement of Operations and Changes in Fund Balances in the Operating Fund. Transaction costs are expensed as incurred.

Investments with maturities greater than 90 days but less than one year have been classified as short-term investments.

Capital assets

Capital assets are recorded at cost. Contributed capital assets are recorded at fair value at the date of contribution. Amortization is recorded using the straight line method over the following estimated useful lives:

| | |
|-------------------------|--------------|
| Building | 40 years |
| Vehicles | 15 years |
| Furniture and equipment | 3 to 8 years |

Foreign currency translation

Current assets and liabilities denominated in foreign currencies are translated at exchange rates in effect at the end of the year. Transactions during the year are translated at exchange rates in effect at the date of the transaction. Exchange gains and losses occurring from the date of the transaction to the date of payment are reflected in the statement of operations.

Financial instruments

The Association initially measures financial assets and financial liabilities at their fair value. It subsequently measures its financial assets and financial liabilities at amortized cost, other than investments which are reported at fair value. The financial assets subsequently measured at amortized cost include cash and cash equivalents, and accounts receivable. The financial liabilities measured at amortized cost include accounts payable and accrued liabilities, and payable to related parties.

The Association has assessed the relevant financial risks of its financial instruments as follows:

a) Credit risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. The Association maintains a low risk portfolio of investments and does not consider that it is exposed to undue credit risk. There has been no change to the risk exposure from the prior year.

Billy Graham Evangelistic Association of Canada

Notes to Financial Statements

December 31, 2017

b) Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Association is not exposed to interest rate risk as its investments are in fixed rate instruments. There has been no change to the risk exposure from the prior year.

c) Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Association is not exposed to liquidity risk as it maintains sufficient cash and cash equivalents to meet its ongoing obligations. There has been no change to the risk exposure from the prior year.

3 Investments

| | 2017 | | 2016 | |
|--|------------------|----------------------------|------------------|----------------------------|
| | Cost \$ | Fair market value \$ | Cost \$ | Fair market value \$ |
| Corporate Bonds | 2,540,539 | 2,543,227 | 296,873 | 291,669 |
| Guaranteed Investment Certificates (GICs) | 4,892,990 | 4,950,600 | 6,766,672 | 6,819,917 |
| | <u>7,433,529</u> | <u>7,493,827</u> | <u>7,063,545</u> | <u>7,111,586</u> |

Corporate Bonds and GICs have effective interest rates ranging from 1.043% to 2.30% and mature between 2018 and 2021. The amount maturing in the next fiscal year is \$3,511,575 (2016 – \$1,945,185).

Interest income recorded in 2017 is \$131,146 (2016 – \$134,914).

4 Capital assets

| | 2017 | | 2016 | |
|-------------------------|------------------|-----------------------------------|-------------------------|-------------------------|
| | Cost \$ | Accumulated amortization \$ | Net Book value \$ | Net Book value \$ |
| Land | 1,491,237 | | 1,491,237 | 1,491,237 |
| Building | 2,431,311 | 858,508 | 1,572,803 | 1,635,689 |
| Vehicles | 520,232 | 34,682 | 485,550 | 477,925 |
| Furniture and equipment | 578,332 | 553,672 | 24,660 | 28,805 |
| | <u>5,021,112</u> | <u>1,446,862</u> | <u>3,574,250</u> | <u>3,633,656</u> |

During the year, amortization in the amount of \$110,312 (2016 – \$75,103) was recorded in the Capital Fund.

Billy Graham Evangelistic Association of Canada

Notes to Financial Statements

December 31, 2017

5 Deferred contributions

The balance pertains to externally restricted contributions to be used for ministry activities that have not been expended as follows:

| | 2017 \$ | 2016 \$ |
|---|----------------|---------------|
| Balance – Beginning of year | 43,158 | 59,442 |
| Amounts received during the year | 1,713,183 | 1,324,591 |
| Amounts recognized as revenue during the year | (1,581,016) | (1,340,875) |
| Balance – End of year | <u>175,325</u> | <u>43,158</u> |

6 Deferred giving program

The Association has a deferred giving program whereby deferred gifts have been made through trust fund participation. These trust funds are managed by the Billy Graham Evangelistic Association. At December 31, 2017, one trust was under administration, with trust funds totalling \$557,436 (2016 – \$553,562), representing 100% of the assets of the trust. The Association is the sole beneficiary under the trust. No amounts related to the trust funds have been reflected in the records of the Association.

7 Related party transactions

a) Common control

Samaritan's Purse – Canada and the Association are considered to be related parties as each of these organizations share common directors and a close working relationship.

As at December 31, 2017, the amount due to Samaritan's Purse – Canada was \$14,424 (2016 – \$81,286). This amount was included in payable to related parties. These amounts are subject to normal trade terms as per the cost sharing agreement between the parties and are included in the due to related parties balance. During the year, the Association and Samaritan's Purse – Canada paid reimbursable expenses on behalf of each other.

b) Affiliated

The Association and Billy Graham Evangelistic Association ("BGEA") located in Charlotte, North Carolina are considered affiliated as they share three common directors and a close working relationship. BGEA provides development and response centre support services to the Association. The Association is billed for these services at cost. These and other services provided by BGEA to the Association amounted to approximately \$2,943 (2016 – \$4,885).

Billy Graham Evangelistic Association of Canada

Notes to Financial Statements

December 31, 2017

As at December 31, 2017, the amount due to BGEA was \$26,868 (2016 – due from BGEA \$16,449). This amount was included in payable to related parties. These amounts are subject to normal trade terms, arose in the normal course of daily operations of the Association, and are included in the due to related parties balance.

These transactions are in the normal course of operations and are measured at the exchange amount, which is the amount of considerations established and agreed to by the related parties.

8 Contractual obligations – related party

The Association and The Samaritan's Purse – Canada ("SPC") have entered into a Promissory Note whereby the Association agrees to loan SPC up to \$4,000,000. The Promissory Note is repayable over 10 years with full prepayment rights. The rate of interest is adjusted annually based on the prevailing interest rate for specified Guaranteed Investment Certificates.

As at December 31, 2017 no advances had been made to SPC under the Promissory Note.

9 Government remittances payable

As at December 31, 2017, the amount of government remittances payable was \$6,685 (2016 – \$6,670).

10 Statutory disclosure

As required by Section 7(2) of the Charitable Fundraising Regulation of Alberta, in 2017 the Association paid \$104,771 (2016 – \$99,324) to employees whose principle duties involved fundraising.